A Billboard Publication

The International Newsweekly Of Music & Home Entertainment

September 8, 1984 • \$3.50 (U.S.)

ELECTRO SOUND SEMINAR

Cassette Quality Under Scrutiny

SUNNYVALE, Calif.—Heightened demand for improved prerecorded audiocassettes drew broad cross-section of duplicators, suppliers and record label customers to the U.S. duplicating industry's first seminar on cassette quality, held Aug. 22-24 at the Sunnyvale Hilton here.

Organized by Sunnyvale-based Electro Sound, a leading manufacturer of duplicating equip-ment, and co-sponsored by 16 major electronics, magnetic media and raw materials firms which serve the duplication trade, the summit mirrored trade-wide concern for narrowing the quality gap between cassettes and other configurations. That theme prompted a turnout far exceeding projections (Billboard, Aug. 4), according to Electro Sound president Bob Barone, who reported virtual "turnaway"

As the first such industry gath-

ering, the conference addressed such key duplication issues as:

- The need for improved communication among label production staffs, mastering personnel and duplicators to minimize cassette quality problems incurred at different stages in the duplication chain.
- The advent of tougher competition from competing configurations, notably the digital Compact Disc and future digital audiocassette configurations.
- · Tradeoffs in cost-effectiveness and quality in the swing toward faster duplicating cycles, along with possible remedies in the mastering, duplication bin and slave duplicator links in the
- Emerging options in the selection of blank tape stock, including both high bias, high coercivity media such as chrome tape and improved gamma ferric tape

(Continued on page 61)

RECORD CROWD IN VEGAS

Buoyant Mood At VSDA Meet

By TONY SEIDEMAN

LAS VEGAS—Bullish sales and rapid market expansion-despite chronic friction between retailers and suppliers-sparked a buoyant mood here last week as a crowd exceeding 2,100 converged on the MGM Grand Hotel for the third annual Video Software Dealers Assn. (VSDA) convention, Aug. 26-29.

Additional coverage of the VSDA Convention appears on pages 3, 6, 46.

Retailers, manufacturers and distributors planned for the biggest Christmas selling season yet and talked of growth rates that could exceed 500% in the next five years. At the same time, they drew up battle plans for next year's First Sale Doc-trine wars and argued over marketpricing and distribution techniques.

The urgency of First Sale and its central place in an anticipated congressional battle during 1985 was underscored by outgoing VSDA president Frank Barnako during the opening business session.

Barnako warned attendees that the

motion picture industry, having been stalemated by grass-roots video dealer activism, will likely stage an even more aggressive offensive against the venerable principle. Manufacturers meanwhile cited the First Sale issue as a critical consideration in determining future product distribution windows, pricing and marketing

While many familiar issues reappeared almost unchanged, this gathpresented of the home video retailer's wealth, organization and willingness to learn.

Retailers crowded the exhibit floor to talk with their suppliers and stargaze at the likes of Bo Derek, Elliot Gould, Raquel Welch and Henry Winkler. But the same retailers also packed each business session, and made for standing-room-only crowds

(Continued on page 61)

Turner Moves Up Music Bow

NEW YORK-Ted Turner has turned up the heat in the 24-hour music video channel imbroglio by moving the debut of Turner Broadcasting System's Music Video Network (MVN) to Oct. 26, at noon EST. The new date, more than a month earlier than the originally announced Dec. 5, would put MVN on cable more than two months prior to the forthcoming second service due from MTV

According to published reports, Robert Wussler, executive vice president of TBS and president of MVN, has pegged the startup costs for the new music channel in the range of \$2 million right away, with an additional investment of \$20 million before the new arm sees a profit sometime in 1986 or 1987. But Scott Sassa, vice president and general manager of MVN, gives startup figures that are considerably higher than Wussler's, saying TBS plans to invest "\$10 million up

(Continued on page 62)



en it comes to leading the new breed of guitar wielding Ford has come on hard and developed the edge. "DANCIN' ON THE EDGE," (818 864-1) the new album from Lita Ford that's iring the AOR power cuts, and "Dressed To Kill." Lita Ford, there's no denying the talent. On Mercury, Marketed by PolyGram Records. (Advertisement)

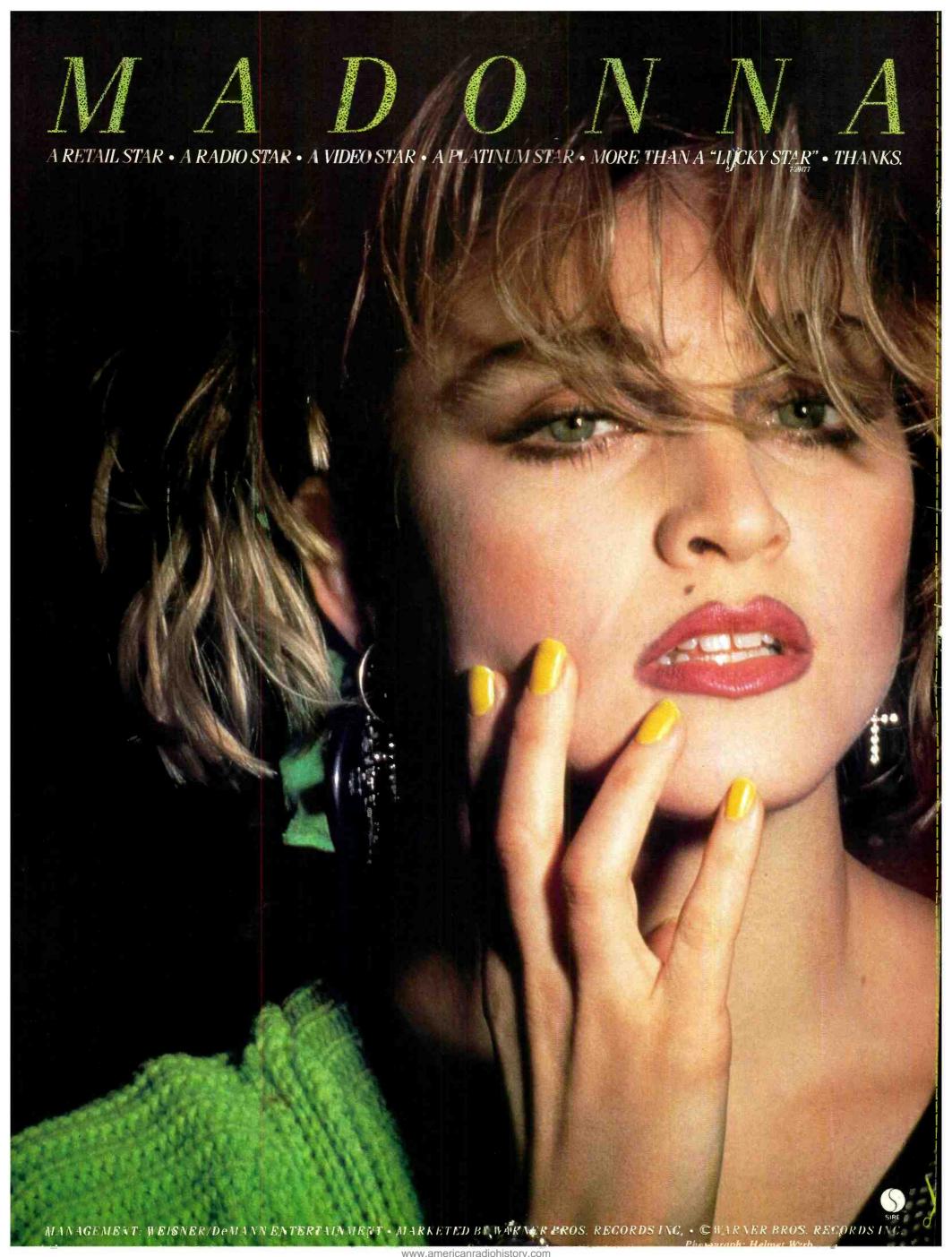
– Inside Billboard –

- COMPACT DISC HARDWARE SALES continue to be strong, most retailers say. A growing number of software titles and a broader price range of models are cited as the key reasons. Page 3
- THE CAMELOT CHAIN is expected to register a 20% sales increase in 1984, and is primed for major expansion, employees of the North Canton, Ohiobased record/tape operation were told at its annual convention. Page 3
- MACK SANDERS' RADIO STATIONS in Nashville, Knoxville and Birmingham. Ala., have been sold to Elf Communications for more than \$12 million. The acquisitions are the first for the New York-based company. Radio, page 12
- RETAILERS IN COLLEGE MARKETS are celebrating the reopening of schools with expanded album and cassette selection. But few college-area dealers see a future for their outlets in video. Page 70.
- A WARNER/POLYGRAM MERGER RULING is due from the Ninth Circuit Court of Appeals "any day now." But the Federal Trade Commission says it is also moving ahead with plans for separate administrative litigation proceedings to block the proposed merger. Page 3.
- PROGRAMMER BARRY RICHARDS says he's ready to "take it back to the streets" in his new role as program director of Inner City's urban-formatted KGFJ Los Angeles. Richards says he'll do for KGFJ what he did for WAIL New Orleans, where he dramatically increased the ratings. Radio, page 12.



There are several ingredients that make a rock legend. DAVID BOWIE possesses them all. TONIGHT (SJ 17138), his second EMI America album is a masterpiece and the Ip's first single "BLUE JEAN" (B 8231) reaffirms DAVID's role as the most influential performer in music today





By FAYE ZUCKERMAN

LAS VEGAS—CBS/Fox Video is planning to test distribution of prerecorded video product through CBS Records, according to Leonard White, senior vice president of sales and marketing for the firm.

"It definitely will not happen in 1984," White says, with mid-'85 a more realistic target time. Distributing through the record company is something the firm "wants to do," he adds, and the video company is 'hashing out' the details.

At least two major CBS Records accounts have been approached by company salesmen and surveyed about the proposed distribution. One video buyer for a record chain who requested anonymity cautions about distribution from CBS Records, pointing out that RCA Records consistently pressures him to purchase its entire catalog.

'We would like to cherry-pick titles," he says. "We would be better off going through one stops."

Neither CBS Records nor CBS/ Fox Video have mentioned any kind of terms to retailers, they say. White assures that the existing distribution network would not be supplanted by the record company.

CBS/Fox Video's move to broaden its distribution is part of a pattern that Larry Devuono of Sight & Sound in St. Louis predicts will continue. "The studios will probably end up with branches just like the major labels," he says. "It behooves, the independent video distributors to increase their association with lines like Prism and Karl (Home Video).

The largest independent video company, Vestron Video, agrees with Devuono. It has continually affirmed its commitment to the established video distribution network, and says
(Continued on page 68)



YOU BETTER WATCH OUT—That's the warning sounded by Andre Blay, chairman of Embassy Home Entertainment, while addressing the theme of 'What's Coming For The Holidays'' during the opening cocktail party at the Video Software Distributors Assn. convention in Las Vegas. (More VSDA photos, page 6.)

Retailers' Consensus: CD Hardware Sales Continue Encouraging

By JOHN SIPPEL

LOS ANGELES—Compact Disc hardware sales in general continue to be strong, as major support is derived from the availability of a broader price range of models and the expansion of software titles.

"Each month is better," says Mike Carlson of the six Good Guys Stores in the San Francisco area. "Advertising by department stores like Macy's and the Emporium rubs off on us. Those half and full pages on CD hardware help the industry." Good Guys is currently stocking 11 different models from Sanyo, Kenwood, Fisher, Sony, MGA and JVC, with price tags from about \$300 to \$700.

"CD hardware is still very strong," reports Pacific Stereo senior marketing vice president Armand Phillippi, whose 83 outlets have handled CD players for nearly two years. "On a dollar basis, our sales are about split between high-end \$700 units and the lower-end, down to \$299. Many customers want more programmability and remote control these days. I would like to see manufacturers mar-rying the CD digital recording and laser disk audio/visual capabilities into one unit, which is what we must have ultimately."

Bob Lydecker, who operates three Tweeter Etc. stores in Rhode Island, says he could move 25 more CD units monthly, or double his present sales, if he were able to get the bestselling new high tech models. His inventory ranges from a Yamaha unit under \$500 to hardware from Sony and Denon with tickets upwards of

"We could do a better job if manufacturers banded together and made the consumer aware of the advantages in CD," Lydecker says,"like the camera people. Prices are dropping too quickly. It's not making the buy-

SEPTEMBER 8, 1984, BILLBOARD (Continued on page 62)

Camelot Meet Signals Good News

Chain Celebrates Jump In Sales; Expansion Planned

By FRED GOODMAN

SANDUSKY, Ohio- Proof that record/tape retailers are again pros-pering and feeling confident about the future was everywhere in evidence as Camelot Enterprises held its annual convention here, Aug. 24-28.

With projected 1984 sales of \$140 million-up nearly 20% over last year-the 152-store chain is set for serious expansion. Plans call for 250 outlets by 1988, and the Canton, Ohio-based outfit has recently put the finishing touches on a new 130,000 square foot central warehouse that Camelot executive vice president Jim Bonk says will be able to handle the chain's projected growth through 1999.

And although the retail chain has spearheaded its recent growth with records and tapes-conventioneers heard keyonte speaker Paul Smith, senior vice president of marketing for CBS Records, report that the chain

alone had sold more than 500,000 copies of "Thriller" and will sell \$20 million worth of CBS product this year—video is a primary growth target, with 100 movie departments slated by the end of 1985.

"We have much to celebrate," Bonk said in his welcoming remarks to the chain's managers. "It has been another year of growth and phenomenal sales. There's an old expression that tough times don't last forever but tough people do, and I know you all had to come through tough

Terming the summer's sales figures "spectacular"—the chain managed to top the \$2 million mark nine out of ten weeks this summer-Bonk said Camelot had been able to continue its expansion "in aggressive fashion." With 17 movie departments now operating, Bonk reported that there will be a total of 33 by year's

Aside from a renewed public inter-

est in music, Bonk pointed to several internal factors as having a positive effect on Camelot's year. Chief among them were a realignment of regional districts, a closing of the sales gap created by the slack market for video game cartridges, and an improved inventory management

As part of that inventory improvement, managers were instructed in the use of the chain's new Telxon system. The portable terminals will be in all of the chain's outlets by the fourth quarter, allowing for direct computer reporting on daily inventory.

Among those most pleased with Camelot's improved performance performance was keynote speaker Smith, who characterized his remarks as the (Continued on page 68)

Court Ruling Due On Warner/Poly 'Any Day Now'

By BILL HOLLAND

WASHINGTON—The Federal Trade Commission says a ruling from the Ninth Circuit Court of Appeals is expected "any day now" concerning the Commission's attempts to block the proposed Warner Communications-PolyGram merger, although the federal agency will also move ahead with plans for separate administrative litigation proceedings against the merger of the two giants.

The appeals court ruling will follow an Aug. 2 hearing in Pasadena at which arguments were presented by both sides on whether the appeals court should continue a stay order issued April 12 halting further merger action. If the three judges agree to the stay, the decision would enable the FTC to further investigate monopoly

An appeals court ruling is usually handed down within 90 days. Since this case has been deemed "expedited," it will probably be decided sooner.

The FTC says that the separate administrative litigation will proceed with full supporting data and documents as well as witnesses. Commission lawyers say that the proceeding is the legal equivalent of a full trial in federal court.

The Commission is charging that the proposed merger of the two corporations' music/recording interests violates antitrust laws, and that the concentration of shares in the market will substantially reduce competition (Continued on page 62)

In This Issue

BLACK	. 5
CANADA	. 5
CLASSICAL35,	. 5
CLASSIFIED MART35,	3
COMMENTARY	. 1
COUNTRY	4
GOSPEL	5
INTERNATIONAL9,	5
JAZZLATIN	. D
PRO AUDIO/VIDEO	. J
RADIO	1
RETAILING	2
TALENT	
VIDEO	4
	•
FEATURES Boxscore	
Chartbeat	
Dance Trax	Э.
Grass Route	٠
Industry Events	6
Inside Track	7
Lifelines	6
Most Added Records	1
Music Monitor	4
Nashville Scene	4
New Companies	6
New LP/Tape Releases	. 2
New Video Releases	4
Now Playing	2
On TargetStock Market Quotations	2
Stock Market Quotations	6
Studio Track	. 3
The Rhythm & The Blues	. 5
Video Music Programming	. 2
Vox Jox	
Yesterhits	1
CHARTS	_
Hot 100	6
Top LPs & Tape67,	p.
Black Singles, LPs55,	5
Computer Software	Z'
Country Singles, LPs42, Rock Albums/Top Tracks42	1
Adult Contemporary Singles	10
Classical	5
Jazz LPs	5
Bubbling Under	6
Hits Of The World	5
Videocassette Rentals, Sales47,	4
Dance/Disco	5
Videodisk	41
DEVIEWS	

Album Reviews ... Singles Reviews ...

'STAR WARS' PRICE TO BE CUT

'Empire' Release Talk Of VSDA

LAS VEGAS — CBS/Fox Video's fall release of "The Empire Strikes Back" dominated product news during the third annual Video Software Dealers Assn. (VSDA) conference here, boasting the largest single licensing deal yet seen for home video programs and an aggressive pre-order strategy baited with a potential price drop for "Empire's" blockbust-er predecessor, "Star Wars," to

With a reported \$12 million outlay by CBS/Fox to secure rights to the feature form Lucasfilm, CBS/Fox is enticing heavy pre-orders from its distributors by offering "Star Wars" at the new price when "fair and equitable" volumes of its sequel, "Empire," are ordered. "The Empire Strikes Back" will itself carry the same \$79.98 list price which "Star Wars" has carried until now.

In unveiling that plan, Leonard White, senior vice president of sales and marketing for CBS/Fox, would not specify the minimum quantities needed to earn distributors the price break on the first of the "Star Wars" trilogy. White did stress that those thresholds are "fair," and contended that most distributors should qualify based on realistic pre-orders.

With CBS/Fox apparently hoping to recoup its "Empire" investment via those pre-order inducementswhich also include an additional

price reduction for the companion documentary, "Making Of 'Star Wars'/SPFX: 'The Empire Strikes Back'," to \$19.98 list—the home video company is making "Empire" its only key new release for the '84 holiday season. A seven-figure television and print advertising campaign kicks off this month, leading in to the Nov. 15 street date for the videocassette.

According to White, "Between September and November, 85% of today's VCR owners will see our advertisements for 'Empire' no less than four times." Ads will urge consumers to place advance orders for the program in anticipation of a flood of purchases upon release.

If CBS/Fox Video has high hopes for the title, some compeitiors are concerned over how the extended 10week pre-order offer will impact on distributors' dollars available for oth-

"No question about it—there will be money problems," concedes White, who maintains that CBS/ Fox's decision to focus solely on "Empire" was influenced by a wish to have "a rifle shot focus" on the program, not any cash considerations. "But the distributors always manage. They are resilient."

It's estimated that CBS/Fox will need to sell in excess of 150,000 units to recoup its \$12 million investment.

Lucasfilm has reportedly designed most of the point-of-purchase material created for the campaign. According to White, "Lucasfilm is particular about its property, and it wants everything to be just right. I think many retailers will want to keep some of the materials as permanent

The price drop on "Star Wars" to \$39.98, as White describes it, "was influenced by Lucasfilm. It (the studio) would like to see a product of this quality in as many hands as possible." And the \$79.98 price for the "Star Wars" sequel was strongly pushed for by CBS/Fox, which views the home video market as dominated by rental.

According to Sidney Ganis, senior vice president of Lucasfilm Ltd., the company's good experience with "Raiders Of The Lost Ark" (sold through Paramount Home Video at \$39.95, it is the top-selling prerecorded videocassette to date) brought about the lower price point for "Star

"The industry has changed since 'Star Wars' came out (in 1982 on videocassette). It's a hot video mar-

ket now. We feel this package is priced attractively," Ganis notes.

About 150,000 copies of "Star Wars" have sold in two years. Ganis describes those sales figures and the (Continued on page 61)

October Bow For In-Car CD

TOKYO-Sony Corp. has finalized dates for the Japanese marketplace launch of its two Compact Disc in-car lines, with the CDX-5 bowing Oct. 21 and the CDX-R7 a month later. The company expects to be selfing the product in the U.S. by the end of the year.
The CDX-5 is priced at about \$415

here. The CDX-R7, with a built-in AM/FM tuner, is to retail at \$570.

Multi-media advertising and promotion points out that the players "feature technological advances that make them small enough for car installation and rugged enough to perform reliably against the shocks, shakes and temperature extremes of the car environment."

One aspect of the new technology is the development of a new laser optic assembly (pickup unit), which is only one-third the size of previous designs for Sony's home-use CD

Ease of operation is claimed for the

CDX-5. As the user inserts the disk. it is automatically drawn into position for play. Most controls are feather-touch, and frequently used buttons are larger for additional consumer convenience.

A large, automatic music sensor (AMS) button permits the user to skip directly from song to song in either direction. Two repeat modes for uninterrupted music are available, one for any individual tracks the other for the entire disc.

The CDX-R7 incorporates quartz frequency synthesis AM/FM tuner and has most of the track-access features of the CDX-5.

Meanwhile, Japanese hardware firm Pioneer is set to unveil its in-car CD player at the Motor Show in London this month and plans to have it on sale by the spring of 1985. Like Sony, Pioneer claims to have overcome the long-feared problems of vibration, miniaturization, DIN size and in-car heat.

Conviction In

on of Ewing, Ky., one of seven men charged this June in connection with the transportation and distribution of counterfeit and pirate cassettes, was found guilty on all three charged counts by a federal jury in Winston-

trict Court Chief Judge Hiram Ward on three counts, receiving a threeyear prison term and a \$10,000 fine for consolidated counts of criminal copyright infringement by distribution of illicit sound recordings and trafficking in counterfeit labels. He was also given a five-year suspended sentence along with five years proba-tion for one additional count of traf-

During the investigation, conducted by the FBI office in Ashland, Ky., more than 2,300 tapes of best-selling albums were seized at Dixon's home by FBI special agents, accompanied by RIAA personnel and a Kentucky

September.

Ky. Pirate Case

NEW YORK-Donnie Ray Dix-Salem, N.C., on Aug. 17.

Dixon was sentenced by U.S. Disficking in counterfeit labels.

state trooper.

In another matter before the North Carolina court, two men were arraigned on Aug. 20 on charges of criminal sound recording copyright infringement. Jimmy Perry pleaded guilty to a misdemeanor count of copyright infringement and will be sentenced on Sept. 18. Nelson Bare pleaded not guilty to the charge. A jury trial is expected to be set for late



RENEWED ALLIANCE—U2 members re-sign their services to Island Records at the group's management office in Dublin. Shown from left are island's U.K. managing director Dave Robinson, U2's Bono and The Edge, band manager Paul McGuinness, group members Adam Clayton and Larry Mullen Jr., U2's lawyer Owen Epstein, and Chris Blackwell, founder of Island.

Handleman Co. **Income Jumps**

NEW YORK-The Handleman Co. of Clawson, Mich., recently reported net sales of \$82.4 million for the first quarter, ending July 28. The figure compares with \$57.6 million net sales during the same period last year. The company's net income for that quarter is reported at \$4.1 million (six cents/per share), up \$2.4 million or 72% over the previous

A Handleman spokesman says the upswing was generated by the firm's existing account base in the U.S. and Canada and its recent expansion into the home computer software market. The rise is also attributable to accounts that joined Handleman after Pickwick's departure from rackjobbing towards the end of the first

Executive Turntable

Trade Groups

John Briesch, vice president of consumer audio sales and marketing for Sony Consumer Products Co., has been elected vice chairman of the Compact Disc Group . . . In Washington, Jack Wayman, senior vice president of the Consumer Electronics Group, is appointed senior vice president of the Electronics Industries Assn.

Record Companies

Roberto Ruiz is appointed managing director of WEA Discos, WEA's new company in Buenos Aires . . . In New York, John Betancourt is named senior vice president of promotion at PolyGram. He was RCA's promotion and marketing vice president . . . Columbia, Los Angeles, ups Michael Johnson to direc-





Betancourt





tor of West Coast product marketing. He was a local promotion manager. In New York, CBS makes two appointments. Warren Stephens is appointed vice president, management information systems. He was CBS' director of financial systems. And John T. Hofler is promoted to vice president of operations research. He was director of that department.

In Chicago, GosPearl names Yvonne Brunt national director of radio and retail promotion, and Caroline Williams national marketing director . . . In Waco, Tex., Word makes two appointments. Karen Renfro is named radio promotion coordinator for contemporary and MOR product. And Scott Pelking is named director of public relations.

In Milan, Piero La Falce is upped to president of CBS Dischi. He was the la-

bel's managing director . . . Carlo Fontana resigns as managing director of Fonit Certra, after running the state-owned Italian record label since 1979, A successor has yet to be named . . . In New York, Nillie Adams joins Sunshine Distributors as promotion director. She was director of national radio promotion at Easy . In Nashville, Bonnie Rasmussen is named director of artist relations for Capitol/EMI America. She was head of her own public relations firm.

Publishing

Nelson Larkin joins Famous Music in Nashville as creative director. He will continue to produce such acts as Earl Thomas Conley independently. Famous will now administer Larkin's Blue Moon catalog, which contains the entire Conley catalog.

Marketing

At Camelot Enterprises, Canton, Ohio, Bill Rees becomes vice president of marketing, and Ray Samples becomes vice president of real estate. Both were directors of their respective departments.

Video/Pro Equipment

In New York, MTV Networks makes three appointments. Mona Kligman is upped to vice president, production operations. She was director of production operations. John C. Fisher is promoted to director of production management for MTV and Nickelodeon. He has been with the company's planning team for four years. And Russ Naiman joins as account manager of New York advertis-(Continued on page 65)

Billboard (ISSN 0006-2510) Vol. 96 No. 36 is published weekly (except for the last week in December) by Billboard Publications, Inc., One Astor Plaza, 1515 Broadway, New York, N.Y. 10036. Subscription rate: annual rate, Continental U.S. \$148.00. Second class postage at New York, N.Y. and at additional mailing office. Current and back copies of Billboard are available on microfilm from KTO Microform, Rte 100, Millwood, N.Y. 10546 or Xerox University Microfilms, 300 North Zeeb Road, Ann Arbor, Mich. 48106. Postmaster, please send changes of address to Billboard, P.O. Box 1413, Riverton, N.J. 08077, (609) 786-1669.

BMI Sends Stations Amended Deal

By BILL HOLLAND

WASHINGTON-BMI has sent out letters containing amendments to its new licensing agreement to the 6,000 radio stations that signed the original agreement earlier this summer. The compromise agreement was hammered out between BMI and the All-Industry Radio Licensing Committees in mid-August (Billboard, Aug. 18).

'CD Starter Kit' From Technics

LOS ANGELES-Technics is offering a "CD Starter Kit" with the purchase of each Technics Compact Disc player between Sept. 1-Dec. 31.

The kit will include one copy of each of three CDs—the "Flashsoundtrack on PolyGram, the Jacksons' "Victory" on Epic and a classical sampler on Telarc-as well as an invitation to join the RCA Compact Disc Club with a free CD of each member's choice.

The kit also includes a CD cleaner

package supplied by Nagaoka.

Technics will support the promotion with an extensive ad campaign. including spots on MTV and syndicated music-oriented programs

The revised music licensing contracts, carrying no rate increases, slightly higher 1985 rates, a ratemaking "window" procedure and a 1986 negotiation agreement, follow negotiations between BMI and the broadcasters. During the truce, the All-Industry Committee agreed not to institute threatened legal action, and at the end pulled away from a threat of pressing for past accounting claims against BMI in return for a reduced fee increase.

There will be no increase in license fees this year and a 9% increase in 1985 to an average 1.29% of gross revenues. The original proposal was for a 10% rise over a four-year period to an average 1.35% of station revenues. Broadcasters claimed the increase actually worked out to 13% over three years.

Negotiations between the committee and BMI broke down in June, after BMI had extended its expired contract twice. The prior BMI license expired at the end of last year.

The truce came at the suggestion of four radio groups: the National Assn. of Broadcasters, the National Radio Broadcasters Assn., the Broadcast Financial Management Assn. and the Daytime Broadcasters

Chartbeat

America Falls Under Julio's Spell

By PAUL GREIN

Julio Iglesias can now add the U.S. to the list of countries he's conquered, as "1100 Bel Air Place" vaults to number 10 in its second week on the chart.

Iglesias currently has five albums on the chart, one of the greatest totals in pop history for a male solo star. Elvis Presley had seven albums on the chart simultaneously in October, 1977: John Lennon had six in February, 1981. In both cases, the activity was spurred by their deaths two months earlier.

Two other male vocalists to place five or more albums on the chart simultaneously are John Denver, who had six in December, 1975, and Barry Manilow, who had five in May, 1977. Both stars were then at their peak in terms of radio, television and media exposure.

Iglesias hasn't had anywhere near that amount of radio activity. He's had just two top 20 hits, while by December, 1975, Denver had amassed 10, and by May, 1977, Manilow had collected seven. Instead, Iglesias has made it to the top on the strength of much media attention and sellout performances at such key venues as Radio City Music Hall and the Universal Amphitheatre.

It should be noted that only two of Iglesias' five chart albums are major successes. "1100 Bel Air Place" is an instant smash, while "Julio" was a sleeper hit, taking more than a year to be certified platinum. The Spaniard's three other charted albums are "In Concert" at number 167, "From A Child To A Woman" at 186 and 'Hey" at 192. A sixth album, "Moments," is bubbling under at 209.

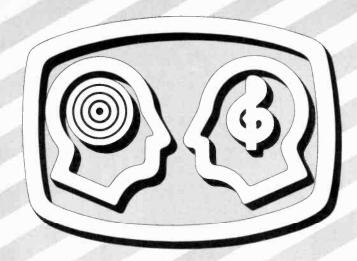
Given the big surge this week for the "1100" album, it's surprising that Iglesias' duet with Diana Ross, Of You," stalls at number 19 on the Hot 100. Suspected reason: competition from Ross' own new single, "Swept Away," which jumps 14 notches to number 48 in its second

Iglesias' third pop single, a remake of the Hollies' 1974 hit "The Air That I Breathe," is due on Columbia later this month.

Going Solo: More than a quarter of the singles on this week's Hot 100 are by artists who rose to prominence in name groups. Included are four of this week's top five hits, by Tina Turner (Ike & Tina Turner), John Waite (the Babys), Ray Parker Jr. (Raydio) and Lionel Richie (the Commodores).

The list also includes three of this week's four top new singles, by Dennis DeYoung (Styx), Chaka Khan (Rufus) and Steve Perry (Journey). Also included are one-half of current duets by Julio Iglesias & Diana Ross (Supremes), Joyce Kennedy & Jef-(Continued on page 68)

www americantadiohistory com



Billboard's Sixth Annual Video Music Conference

November 15–17, 1984 Sheraton Premiere Hotel Universal City, California

Agenda

Thursday, November 15th:

12:00 PM to 8:00 PM 8:00 PM to 10:00 PM 10:00 PM to 12:00 AM Registration Cocktail Reception

Independent Video Music Production Screenings

Friday, November 16th:

9:00 AM to 6:00 PM 9:30 AM to 10:00 AM 10:00 AM to 11:15 AM Registration
Continental Breakfast

"Shopping The Record Labels" What record companies look for when hiring video production companies.

11:15 AM to 11:30 AM 11:30 AM to 12:45 PM

"Creating A Support System"

How to use agents, managers and publicists in creating your image and reputation in the video music industry.

Buffet Lunch/Exhibits/

12:45 PM to 2:30 PM Buf Ho

Hospitality-Suites
"The Marriage Of Finance &

Creativity" The expanding roles of video music producers and directors.

3:45 PM to 4:00 PM 4:00 PM to 5:15 PM

2:30 PM to 3:45 PM

Break

"The Behind The Scenes
Team" Exploring the compo-

nents that make a successful video production crew.

5:15 PM to 5:30 PM 5:30 PM to 7:00 PM Break
"The Artist's Perspective"

Today's leading video music artists share their opinions on video music production and

uses.

7:00 PM to ???? 9:00 PM to 11:00 PM Exhibits/Hospitality Suites
Video Music Award Nominees Screening

Saturday, November 17th:

9:00 AM to 6:00 PM 9:30 AM to 10:00 AM 10:00 AM to 11:15 AM Registration Continental Breakfast

"The Risk Takers" The Independent labels, their artists and video concepts.

11:15 AM to 11:30 AM 11:30 AM to 12:30 PM

"Covering Your Art" A legal overview of video music rights Buffet Lunch/Exhibits/Hospi-

12:30 PM to 2:30 PM But

tality Suites Foreign Video Music Screenings

2:30 PM to 3:45 PM "Going The Distance"

Exploring long-form programming.

3:45 PM to 4:00 PM 4:00 PM to 5:15 PM

Break
"Seen In The Right Places"

How cable and broadcast television programs your video music product.

Break

Break

5:15 PM to 5:30 PM 5:30 PM to 6:45 PM

"Reaching The Nightlife"

Video music distribution services and clubs use of video music programming.

6:45 PM to 7:45 PM

"Every Director's Dream?"

Are today's video music direc-

tors the movie makers of

tomorrow?

7:45 PM to 9:30 PM 9:30 PM to 11:30 PM Exhibits/Hospitality Suites Billboard's Video Music Awards Presentation

Billboard's Video Music Conference

November 15-17 Sheraton Premiere Hotel Universal City, California



Register Today

- - REGISTRATION FORM

REGISTRATION FEES: \$275 - BEFORE OCTOBER 3, 1984 \$325 - AFTER OCTOBER 3, 1984 \$175 - Student/Military/Panelists

Registration does not include hotel accommodations or airfare. Registrant substitutions may be made. Registrations at the door will be an additional \$50. Absolutely no refunds after October 22, 1984. Cancellations before October 22, 1984 must be in writing and will be subject to a 10% cancellation fee. Information on hotel accommodations will be mailed to you upon receipt of your completed registration form.

MAIL COMPLETED FORM TO: Kris Sofley Billboard's Video Music Conference 9107 Wilshire Boulevard, Suite 700, Beverly Hills, California 90210 U.S.A. Telephone (818) 842-1212

LAST NAME	FIRST NAME INITIAL
TITLE	FIRST NAME OR NICKNAME FOR BADGE
COMPANY	

SIGNATURE

PHONE

ADDRESS

CITY STATE ZIP

Billboard

SEPTEMBER 8, 1984, BILLBOARD

Lorimar To Buy Karl Video

By FAYE ZUCKERMAN

LAS VEGAS-Karl Home Video, a \$10 million independent video company, has signed a letter of intent to be acquired by Lorimar, a 15-yearold mini-movie studio based in Culver City, Calif.

According to Stuart Karl, company founder who retains his title of president, the firm will be considered a division of Lorimar. Karl says he expects to have approval from the Securities & Exchange Commission in

The new acquisition gives Lorimar an outlet to distribute its television shows on video. As for its current feature films, a Lorimar spokeswoman says that since the firm lacks American theatrical distribution, those rights will be negotiated with the major studios individually.

Lorimar's film "The Last Starfighter" will be released later this year through MCA Home Video. The company also owns several classics, and plans are underway to have those released through Karl Home

Neither Karl nor Lorimar would disclose how much the mini-studio paid for the home video firm, but it is believed to be in excess of \$3 million. Karl notes that he had been approached by many companies.

"We didn't want to get gobbled up," he says. "I feel I have control over product introductions and acquisitions.'

Lorimar's spokeswoman says that funds will be made available to Karl to produce original programming. She describes that funding as ongo-"whatever Karl deems reasonable.

How many titles from Lorimar's library will be introduced this year, and when, is not being announced. Until now, Karl's release schedule has been relatively light, but this may change, he notes.

The Newport, Calif. home video firm pioneered the exercise videocassette market with the highly successful "Jane Fonda's Workout,"

which has reportedly sold more than 420,000 units. In 1983, Karl claims, it did about \$12 million in sales. Its catalog numbers 25, a comparatively small number for one of the older home video firms.

Lorimar spearheaded the primetime soap opera with "Dallas," "Knots Landing" and "Falcon Crest." For the first nine months of 1984, it reported earnings of \$9.9 million and revenues of nearly \$216 million. Its other properties include "Helter Skelter," "Lace," "Being There," "The Waltons" and "Eight Is Enough."

Lorimar is considered a mini-studio because the company lacks a backlot and a theatrical distribution network for the U.S. It has become a major distributor in foreign markets, according to the spokeswoman.

Karl says he plans to offer a broad array of programming that includes children's titles, comedy and music. These productions will probably be distributed through Lorimar's foreign cable/television and theatrical distribution network. American rights will likely be licensed similarly to the way Lorimar currently doles out its movies.

Stuart Karl will be reporting to Lee Rich, president of Lorimar; Russell Goldsmith, its chief operating officer; and Don Siper, president of Lorimar's distribution group

Pioneer Sets Videodisk/CD **Player Mix**

LAS VEGAS-Pioneer Video will have a combination laser videodisk/ Compact Disc player on the market by January, according to company president Ken Kai.

Besides being able to handle all laser videodisk sizes and Compact Discs, the machine will also be able to play both digitally and CX encoded audio tracks on laser disks, allowing the format to have a possible four channels of high fidelity reproduction.

According to Kai, the initial Laserdisc/CD machines will be quite expensive, though he refused to give out any specific numbers. Pioneer's current high-end Laserdisc players retail for more than \$800.

Pioneer has been pushing the quality of the music reproduction on its Laserdisc players in both its marketing campaigns and new product releases. During the June Consumer Electronics Show, the company introduced an eight-inch laser videodisk with a retail price of \$10.99 which carries mainly music. The company is expected to exploit its music/video link even more heavily with the new machines.

While technology is allowing Pioneer to come out with a sophisticated, expensive laserdisk/CD player, it has also enabled Pioneer to slash the price of its low-end laserdisk machine to \$299, says Kai. Pioneer's LD 660 will now be selling at that price, he says, the lowest to date for a laser machine.

ACTIONMART

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



FORD FOUNDATION—Francis Ford Coppola compares the home video field to the golden age of tv, when the creative community was involved in offering diverse program and abundance of choice, during the director's VSDA convention keynote address.

Wide Divergence In **Advertising Strategies**

By SAM SUTHERLAND

LAS VEGAS-Home video's fast track is mirrored by a wide divergence in both vendor advertising policies and retail customer ad strategies.

That's the view that emerged during Tuesday's (28) morning session on advertising during the VSDA convention, held in the MGM Theatre of the MGM Grand Hotel. While the seminar program was devoted to presentations on advertising cost and effectiveness for radio and television, the most provocative element in the presentation proved to be a detailed summary of vendor advertising policies among 21 associate VSDA mem-

Focal to that summary, distributed in booklets to attendees, was the evolution in co-op ad policies. Among companies providing that data, "nearly all will at least consider coop ad presentations from customers," summarized Ingram Video's Bryan Woods during the final segment of the presentation.

Vendors in the handout differed widely with respect to terms and implementation procedures for their ad dollars. In all, 13 of the companies participating reported standard coop policies in place or due to commence shortly. At the same time, those vendors lacking a formal co-op guideline generally offered some existing features for any special co-op

programs considered. Home video suppliers also differ with respect to how co-op dollars are

accrued within a given sales calendar; necessary authorizations from vendor sales personnel; co-op dollar matching formulae, stipulations covering shared layouts with competitors' product, logo placement, rental mention, club mention and blank tape sales slogans; dealer notification procedures, and claim processing.

Most comprehensive of the policies covered is Paramount Home Video's, which spells out the need for both written and verbal authorization on ty, radio and special media expenditures; offers both 100% and 50% coop matching options; and specifies price and logo considerations, while allowing dealers to piggy-back participating co-op vendors, plug rental and mention blank tape.

Typifying the other extreme are companies such as Ambassador Video, an adult video vendor, which reports funds available only on a project-by-project basis and offers little detail regarding any set policy on ad dollar usage beyond logo placement and blank tape.

However, the central wrinkle to retail utilization of these programs appears to be confusion or ignorance at the dealer level, exacerbated by the two-step administration of such funds via distributors. Noted Ingram's Woods: "Hundreds of thousands of dollars in co-op advertising goes unused each year. That's a sad figure, but it's a fact of the industry.'

Woods noted that a major obstacle (Continued on page 61)



PANEL POWER—Distributor and manufacturer representatives discuss the importance of getting the p-o-p out. Shown from left are panelists Russ Bach of WEA, Sound Video Unlimited's Noel Gimbel, Commtron's Gary Rockhold, Ingram Video's Joanni Lehman, MCA Distributing's Jerry Sharell, Video Trend's Gene Silverman and Video One Video's Ruthanne Umlauf.



for MGM/UA, poses with the company's mascot and its executive vice president and general manager, Bill Gallagher.

Paramount Tops Awards

LAS VEGAS-Paramount Home Video received the most accolades, six out of 16, at the third annual Video Software Dealers Assn. awards ceremony here Wednesday (29).

Based on VSDA members' sales and rental figures between June 30, 1983 and July 1, 1984, "Raiders Of The Lost Ark" took the award for most popular video of the year. Paramount's massive in-store promotion and accompanying materials for "Raiders" was voted the best studio/manufacturer retail store promotion. "Raiders" also won in the category of most popular action/

Other Paramount titles receiving accolades included "Terms Of Endearment" as most popular drama, "Flashdance" as best musical on videocassette and "Star Trek II: The Wrath Of Khan" in the science fiction category

"Mr. Mom," a boxoffice flop, became the most surprising award winner when it garnered praise in the comedy category. Vestron Video, which distributes "Mr. Mom," also received two awards for "Making Michael Jackson's 'Thriller'." It was named best music video and most popular made-forvideo title

In the made-for category, the Jackson video tied with Karl Home Video's "Jane Fonda's Workout," which took a high profile at the VSDA convention for the second year in a row. The Fonda title was also named the most popular how-to videocassette.

'Care Bears" from International Video Entertainment/Family Home Entertainment was voted the most popular children's title, with Thorn EMI's "The Dark Crystal" winning as the best children's feature film on video-

"The Boat" from RCA/Columbia Pictures Home Video garnered an award in the most popular foreign film category, while RCA/Columbia's "Christine" won in the category of most popular horror film. And MCA Home Video received attention for its Alfred Hitchcock classic "Rear Window," recently rolled out on videocassette.

Finally, Vestron Video/Penthouse Video won in the category of most pop-**FAYE ZUCKERMAN** ular adult film for "Caligula."

MUSIC...THE WORLDS HERITAGE



Anne Murray
HSRD-1516
LP & Cass. \$6.98



The Ventures
HSRD-010
LP \$6.98



Patti Page
HSRD-898
LP & Cass. \$6.98



Patsy Cline
HSRD-1615
LP & Cass. \$6.98



Dee Dee Warwick
HSRD-006
LP & Cass. \$6.98

Distributed By



Leon and Kevin

LIGHTWEIGHT LIFT—Twisted Sister's Dee Snider, left, gives MTV's Martha Quinn a boost during the taping of the channel's hour-long special on the group. Meanwhile, actor Mark Metcalf of "Animal House" and Sister's "We're Not Gonna Take It" video lends an arm.

Photo News



ON THE REBOUND—Members of new Mercury/PolyGram act Rubber Rodeo discuss their debut album "Scenic Views" after headlining a rowdy show at New York's Ritz. Pictured from left are PolyGram's marketing senior vice president Harry Anger and rock division senior vice president Jerry Jaffe, the group's manager Don Rose, band members Bob Holmes and Trish Milliken, and PolyGram's executive vice president Mel Ilberman and marketing director Harry Palmer.



GUILDED QUEEN—Brian May, guitarist with Capitol act Queen, picks out a melody on the new Brian May guitar which he developed in conjunction with Guild Musical Instruments while two Guild employees look on.



ROUNDING THE BEND—Members of Black Top/Rounder group the Neville Brothers discuss the marketing of their current live album "Neville-ization" with label staffers. Shown from left are the record's co-producer Barry Wilson, Aaron Neville, Rounder's Ken Irwin, Art Neville, Black Top owner Hammond Scott and Cyrille Neville.



SEX FOR SALE—Gravity Records artist Danny Tate, right, delivers copies of his "Sex Will Sell" album to Smokey Rivers, program director at WKDF Nashville, while Miss USA 1981 Lisa Moss Beaman helps make the radio rounds.



TAKING A STAND—EMI America labelmates John Waite, left, and Corey Hart, right, pose with Dick Clark after appearing on his "American Bandstand" tv show.



MCA's marketing and promotion executive vice president Richard Palmese, left, and the label's black music vice president Jheryl Busby.

THEY BELONG TOGETHER—New MCA signing Randy Hall, center, talks to label executives about his debut album "I Belong To You" at the label's Los Angeles offices. Surrounding Hall are

News/International

HER MAJESTY'S MUSICIANS—Members of Queen pose with their Silver Clef Awards, given by the British Phonographic Industry for "outstanding achievement in the world of British music." Shown from left are 1982 winner Bill Wyman of the Rolling Stones; Roger Taylor, Brian May and John Deacon of Queen; and U.K. disk jockey Jimmy Saville.

New Dutch Group Targets Vid Piracy

AMSTERDAM—Dutch video retailers have set up a new organization, NVDO, in a bid to contain the threat of video piracy, believed to account for 60%-70% of the market here.

Reportedly fewer than one third of the country's 3,000 video outlets are bona fide. The remainder allegedly rent out large quantities of illegally produced videocassettes at prices as low as \$1 daily, adding up to a trade worth up to \$150 million annually.

Legitimate retailers who charge \$3-\$4 rental per day suffer heavy loss of income as a result, hence the establishment of NVDO, which to date has 80 members. Direct local action is planned: Any NVDO retailer aware of illicit trading in his neighborhood is asked to send a special letter to the offending outlet requesting that it stop its activities. If no satisfactory response follows, then the legitimate retailer can initiate legal steps.

NVDO has already won its first victory of this type, with a successful lawsuit by one of its members in the

city of Alkmaar. "The basis of the suit was unfair competition,' says the group's lawyer, Leo Spigt, "and we will soon be starting a series of such actions against illegal video retailers all over the country."

NVDO president Wim Van Miltenburg adds: "It is a good start for our organization. We are very confident now, and I think many offending retailers will halt their activities and try to become legitimate, with NVDO membership certificates."

NVDO is not the only antipiracy group in Holland. In January, 1983, a group of trade bodies including authors' rights organization BUMA/S-TEMRA, Dutch IFPI branch NVPI and cinematographic association NBB set up the Video Security Foundation, which has been responsible, with the Dutch police, for the confiscation of some 90,000 videocassettes in a series of raids. Most recently, the owners of a video studio in Zandvoort were arrested and over 1,100 cassettes plus 21 master tapes of new feature films seized.

BPI Notes 'First Real Upturn'

Biggest Quarterly Increase In U.K. Deliveries Since '79

By PETER JONES

LONDON—U.K. record industry trade deliveries in the April-June quarter of this year were up 18% on the same period of last year. That's the biggest quarterly increase since the spring of 1979, a statistic that has the British Phonographic Industry (BPI) pumping out optimistic comments.

The value of April-June sales was \$84.94 million, taking the pound sterling at an exchange rate of \$1.30. That compares with \$70.46 million for the same three-month period of last year. That the upturn should happen in the normally lethargic early summer period, when pre-vacation spending is generally low, has led BPI to stress: "This year has shown the first real upturn in value of sales."

The industry group acknowledges that the total value of sales has, in real terms, been falling "fairly steadily" for about five years, though it notes that there was stabilization in 1983 and "the industry held its own in terms of the increased value of its output against inflation."

First quarter figures this year were up 10% on the January-March period of 1983. But now BPI is talking of "real consolidation."

In performance terms, prerecorded cassettes come out on top. Says BPI: "The overall healthy increase is largely due to sustained growth in cassette sales, though the overall improvement has been boosted by heavier television advertising than is normal for the time of the year."

Cassette deliveries, in statistical terms, were 9.2 million units, compared to 7.1 million last year, up

29%, with monetary value of the shipments climbing an encouraging 35% to \$26.39 million. Says BPI: "Televison advertising of course brings the industry's products to a broader audience than normal, and in the case of cassettes it means that more in-car player owners come into the profile of tape buyers.

"Add to this the proliferation of personal players and we have the basis for consolidation in a market which had a good natural momentum in the first place."

Prerecorded cassettes now sell in Britain at an annual rate of some 38 million units and, BPI projects, are on course to reach parity with LPs by the end of 1985. Even so, the LP market is holding up well, with deliveries in the April-June quarter matching those of the same period last year at 10.5 million units, and value up 6% at \$34.45 million.

At this time, LPs are outselling cassettes by a five to four ratio. But cassettes are considered stronger sellers in the spring and early summer months because of an upsurge of family in-car outings and a return to greater use of personal stereos by walkers.

BPI notes: "There are signs that the LP and cassette sector of the market is being increasingly influenced (Continued on page 58)

Morale Is Low, Admits German Retailers' Assn.

HAMBURG—West German record retailers are dominated by a mood of deep skepticism and lack the courage to try new ideas, according to some distribution executives here. Answering the charge, the Assn. of German Music Shops has conceded that the trade is suffering from low morale and that attitudes to prerecorded music as a marketable commodity have changed for the worse.

Hans-Henning Wittgen, the association's managing director, says: "Dealers feel abandoned by the record industry, and so they close their record departments. The only thing that counts now is turnover, not the cultivation of a broad range of repertoire. Those that do try to stock a complete range are being systematically destroyed."

Large sections of the trade have a new and dangerous view of sound carriers, Wittgen goes on. In the past, records and tapes were seen as valuable music products, characterized as carriers of culture and treated as such. Today they are very often no more than "decoys" designed to pull customers into shops or department stores so that they can be persuaded

to buy some other, higher-priced product. Record companies have not so far come to terms with this radical shift and its implications, he says.

The association has also been in touch with the EEC Commission over the question of record pricing in West Germany, Typically, disks and tapes in such other EEC countries as Britain, Denmark and Greece cost 40% less than they do in this market, the dealer group says, but very few wholesalers, purchasing agents or importers take advantage of the differential and only a minority of dealers buying this "participate in opportunity".

The suspicion is that record manufacturers here are deliberately hampering imports from neighboring countries, in contravention of the EEC's rulings on the free movement of goods, and the Commission has for some time been investigating this possibility. If it's proven, sanctions against local manufacturers would be imposed. In the long run, the dealer group concludes, it is in the interest of the entire trade to adjust the large price differences currently found in the West German marketplace.

Mervin Conn Promotions In Major Expansion

LONDON—British promoter Mervyn Conn is planning major expansion and diversification of his his Mervyn Conn Promotions Ltd., preparatory to going public with a two million pound (\$2.64 million) flotation not less than 12 months from now.

Conn, who is sole shareholder in MCP, is making the move, first conceived two years ago, after a period of consolidation which has seen the qcquisition of a one million pound (\$1.32 million) headquarters building near London's Trafalgar square and the annual turnover of the company climb to the three million pound (\$3.96 million) mark. He expects to show a profit in this fiscal year in excess of \$100,000.

Despite the adverse economic climate which has cast considerable gloom over the live entertainment scene, Conn says he feels the time is ripe for carefully planned expansion. "I believe there is enough scope in the entertainment business for an entrepreneur to have a go," he says, adding that his judgment is based on 20 years' experience in the field.

He says that he is essentially looking for an American investment in his organization, bearing in mind that he deals predominantly with U.S. talent

U.S. talent.
Known principally for his pioneering work in the country music field,
Conn, who has promoted the Country Music Festival at Wembley every
year since 1969, has been broadening
his activity over the past three or four
years by moving into jazz and MOR
areas.

He plans to return to record production and to get intensively involved in the video production field. He is also in discussions with one of

the U.K.'s biggest brewers, Whitbread, about the possibility of converting some of the firm's larger licensed premises in high population areas into live entertainment venues.

On the record side, Conn says he is uncertain whether he will launch his own label or simply produce masters and license them for distribution. His first worldwide recording contract is with Brazilian singer Astrud Gilberto, whose "Girl From Ipanema" is currently enjoying renewed success on the U.K. charts. Conn will make a studio recording of Gilberto when she plays dates in the U.K. as part of a "Living Legends" package he is present Oct. 18-28.

The "Living Legends" include Roberta Flack, the Ramsey Lewis Trio, the Four Freshmen, Nancy Wilson, Brook Benton, Teddy Wilson, Peggy Lee, the Edwin Hawkins Singers, Buddy Greco, Stan Getz, Gerry Muligan and the National Youth Jazz Orchestra.

They'll take part in a four-day festival co-promoted by the municipality at Sheffield City Hall, Oct. 22-25, which is to be filmed by Yorkshire Television and transmitted in 13 half-hour segments early next year.

Roberta Flack's participation forms part of her first U.K. tour in more than four years. Her opening date at the Barbican Center, Oct. 17, is already a sellout, Conn says.

In the video field, Conn has obtained worldwide clearance for a cassette of Boxcar Willie at the Odeon Hammersmith, co-produced with Videoform. He is also collaborating with Cal Video on a two-hour history of the Wembley Country Festival. Conn says he has more than 60 hours of country festival performances on videotape which will form the basis

of a video catalog

A measure of Conn's intensifying activity in the live entertainment field is the fact that he is presenting something like 160 live concerts in the U.K. before the year is out and expects to promote up to 400 live events next year, in addition to getting involved in pantomime.

"I now have a team of three agents, each looking after different entertainment areas and seeking new, promotable ideas," he says. "Our success with nostalgic acts, like Johnnie Ray last year, has prompted me to continue in that direction, and the forthcoming Guy Mitchell tour has already convinced me of the great interest in this kind of attraction."

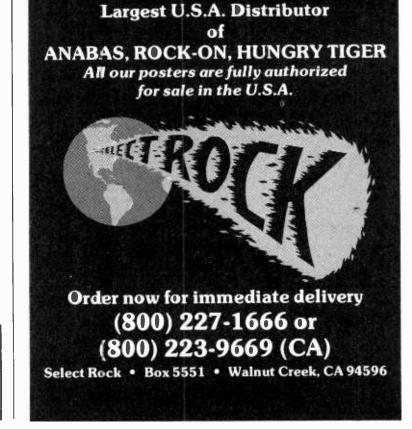
Conn has signed a three-year deal with Yorkshire Television for tv rights to future promotions. And he has renewed three-year deals with the BBC and Silk Cut cigarettes respectively for televison coverage and sponsorship of the Wembley Country Music Festival.

The 1985 festival will be held in the Wembley Arena, April 6-8. Conn will also be promoting country festivals in Ireland. Austria, West Germany and Switzerland.

MCP is organizing tours by two country music artists, George Hamilton IV and Billie Jo Spears, before the end of this year, and has recently signed British singer Matt Monro to representation in Europe.

ACTIONMART

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



Imported Rock Posters

Billboard



The International Newsweekly Of Music & Home Entertainment ©Copyright 1984 by Billboard Publications, Inc.

Offices: New York-1515 Broadway, N.Y. 10036 (telephone 212 764-7300; telex 710 581-6279; cable Billboy NY); Los Angeles—9107 Wilshire Blvd., Beverly Hills, Calif. 90210 (telephone 213 273-7040; telex 66-4969; cable Billboy LA); Nashville-14 Music Circle E., Tenn. 37203 (telephone 615 748-8100); Washington, D.C.—733 15th St. N.W., D.C. 20005 (telephone 202 783-3282); London—7 Carnaby St., W1V 1PG (telephone 01 439-9411); Tokyo—Utsunomiya Bidg., 19-16 Jingumae 6-Chome, Shibuya-ku, Tokyo 150 (telephone 03 498-4641).

Group Publisher: Jerry Hobbs (N.Y.)

Editor: Adam White (N.Y.)

General Manager/Editorial: George Finley (N.Y.)

Deputy Editor: Irv Lichtman (N.Y.)

Executive Editor: Is Horowitz (N.Y.)

Executive Editorial Director: Lee Zhito (L.A)

Associate Publisher/Director of Research: Marty Feely (N.Y.)

Director of Charts/Associate Publisher: Thomas Noonan (L.A.)

Bureau Chiefs: Sam Sutherland (L.A.) Kip Kirby (Nashville); Bill Holland (Washington)

Senior Editors: Howard Levitt, Peter Keepnews (N.Y.)

Black Music/Nelson George (N.Y.) Classical/Is Horowitz (N.Y.) Country/Kip Kirby (Nashville) Commentary/Is Horowitz (N.Y.)
Computer Software & Video Games/

Faye Zuckerman (L.A.) Marketing/John Sippel (L.A.) Music Research/Paul Grein (L.A.) Pro Equipment/Steve Dupler (N.Y.) Radio/Rollye Bornstein (L.A.)

Retailing/Earl Paige (L.A.) Associate/Fred Goodman (N.Y.) Associate/Edward Morris Record Reviews: Singles/Nancy Erlich (N.Y.)

Albums/Sam Sutherland (L.A.) Talent/Paul Grein (L.A.) Video/Tony Seideman (N.Y.) Associate/Faye Zuckerman (L.A.) Editorial Assistant/Kim Freeman (N.Y.)

Contributing Editors: Bob Darden, Gospel (Waco, Tex.) Moira McCormick (Chicago); Brian Chin, Dance/Disco (N.Y.); Enrique Fernandez, Lat-

Special Issues: Ed Ochs, Editor (L.A.); Robyn Wells, Assistant Editor (N.Y.); Leslie Shaver, Directory Services Manager (Nashville).

International Editorial Director: Mike Hennessey (London) International Editor: Peter Jones (London)

Administrative Assistant: Giorgia Herington (N.Y.)

Administrative Assistant: Giorgia Herington (N.Y.)

Intl Correspondents: Austria—Manfred Schreiber, 1180 Wien, XVII, Kreuzgasse 27. 0222 48-28-82; Australia—Glen Baker, P.O. Box 261, Baulkham Hills, 2153 New South Wales; Belgium—Juul Anthonissen, 27A Oude Godstraat, 3100 Heist op den Berg. 015-241953; Canada—Kirk LaPointe, 43 Sweetland Ave., Ottawa, Ontario K1N 777. 613 238-4142; Czechoslovakia—Dr. Lubomir Dourzka, 14 Zeleny Pruh, 147 00 Praha 4 Branik. 26-16-08; Denmark—Knud Orsted, 22 Tjoernevej, DK-3070 Snekkersten. 02-22-26-72; Finland—Kari Helopaltio, SF-01860 Pertula 27-18-36. Greece—John Carr, Kaisarias 26-28, Athens 610; Holland—Willem Hoos, Bilderdijhlaan 28, Hilversum. 035-43137; Hong Kong—Hans Ebert, TNS, 17/F, Wah Kwong Bildg., 48-62 Hennessey Rd, Tel: (5) 276021; Hungary—Paul Gyongy, Orloutca 3/b, 1026 Budapest 11. Tel: 167-456; Ireland—Ken Stewart, 56 Rathgar Road, Dublin 6, Ireland. 97-14-72; Israel—Benny Dudkevitch, P.O. Box 7750, 92 428 Jerusalem; Italy—Vittorio Castelli, Via Ramazzotti 20, 21047 Saronna (Milan), 02-960 1274; Japan—Shig Fujita, Utsunomiya Bildg., 19-16 Jingumae 6-Chome, Shibuya-ku Tokyo 150. 03 4984641; Kenya—Ron Andrews, P.O. Box 41152, Nairobi. 24725; New Zealand—AnnLouise Martin, 239 Hurstmere Road, Takapuna, Auckland 9. 496-062; Philippines—Ces Rodriguez, 11 Tomas Benitez, Quezon City 3008, Poland—Roman Waschko, Magiera 9m 37, 01-873 Warszawa. 34-36-04; Portugal—Fernando Tenente, R Sta Helena 122 R/c, Oporto; Romania—Octavian Ursulescu, Str. Radu de la La Afumati nr, 57-B Sector 2, Bucharest O.P. 9. 13-46-10. 16-20-80; Singapore—Anita Evans, 164 Mount Pleasant Rd, 1129. 2560551; South Africa—John Miller, c/o The Rand Daily Mail, 171 Main St., Johannesburg, 710-9111. South Korea—Byung-Hoo Suh, Joong-Ang Weely, 56-9 Sosomun-Dong, Seoul, 28-8219; Spain—Ed Owen, Planta 6-30, Espronceda 32, Madrid 3. 442-9446. Sweden—Leif Schulman, Brantinggatan 49, 4 tr. 115 35 Stockholm. 08-629-873; Switzerland—Pierre Haesler, Hasenweld 8, CH-4600 Olten, 062-215909; U.S.S.R.—Vadim D. Yurchenko

Director of Marketing & Sales: Miles T. Killoch (N.Y.).

Director of Sales, Video/Sound Business: Ron Willman (N.Y.); Director of Sales, International Buyer's Guide: Ron Carpenter (N.Y.): Home Entertainment Manager: Diane Daou (L.A.); Production Manager: John Wallace (N.Y.); Promotion Coordina tor: Nanette Varian (N.Y.); Production/Sales Coordinators: Lucy Bellamy (L.A.), Debra Millburn (Nashville), Grace Kolins (N.Y.).

Account Executives: New York-Norm Berkowitz, Don Frost (212-764-7356); Los Angeles—Christine Matuchek (213-859-5316); Nashville—John McCartney, Southern Manager (615-748-8145); Classified Advertising Manager—Jeff Serrette

International Sales: Australia—Geoff Waller & Assoc., 102 Glover St., Cremore, Sydney, NSW 2090, 011-909-188, Telex: AA27905; Canada: Frank Daller, 48 Yorkville Ave., Toronto M4W IL4, 416-964-1885; France: Ann-Marie Hounsfield, 5 Rue du Commandant, Pilot 92522 Neuilly, Cedex 1-738-4178; Italy: Germano Ruscitto, Pizzale Loreto 9, Milan, 28-29-158; Japan: Hugh Nishikawa, Utsunomiya Bldg., 19-16 Jingumae, 6-Chome, Shibuya-ku, Tokyo 150 03-498-4641 Telex: 781-25735; Mexico and Latin America: call New York office, (212) 764-7356; New Zealand: Mike Bailey, F.J. Associates, P.O. Box 1367, Wellington, 723745; Spain: Rafael Revert, General Manager, c/o Radio Madrid 232-8000, 231-8319; United Kingdom: Patrick Campbell, European Advertising Sales Manager, 7 Carnaby St., London W1V1PG 439-9411 Telex: 851-262100; West Germany: Hans-Moritz v. Frankenberg, Muller & Von Frankenberg, Uberseering 25, 2000 Hamburg 60, 040/631 4299-631 37 71; Belgium, Denmark, Finland, Greece, Holland, Luxemborg, Norway, Portugal, So. Africa, Sweden: contact, Patrick Campbell, London office; Austria, Switzerland: contact West German office.

Divisional Manager: Don O'Dell (N.Y.); Circulation Manager: Donna De Witt (N.Y.); Managing Director/International Operations: Mike Hennessey (London); License & Permissions Manager: Georgina Ellen Challis (N.Y.).

BILLBOARD PUBLICATIONS, INC.

Chairman And President: W.D. Littleford. Executive Vice Presidents: Gerald S Hobbs, Jules Perel, Patrick Keleher. Vice Presidents: William H. Evans Jr., Treasurer; Lee Zhito, Billboard Operations; John B. Babcock, Product Develop-

ment: Mary C. McGoldrick, Personnel; Ann Haire, Circulation; Secretary: Ernest Lorch. Corporate Managers: Marie R. Gombert, Corporate Produc-

SUBSCRIBER SERVICE Billboard, P.O. Box 1413 Riverton, N I 08077 (609) 786-1669



Commentary

Promoting Beyond The Top 10

By MICHAEL MORRISSEY

"Don't buy that tape. There's only one good song on it."

Such comments are being heard more often in record shops lately. And who can blame the consumer? Out of 10 or so tracks on an album, only about one or two are likely to receive any kind of exposure. Spending \$8.98 is becoming more of a gamble

It becomes less of a gamble when it is a Huey Lewis & the News album that has had four high-charting singles (and accompanying videos). But what about the new act who has one big

single and no followup, or the artist whose best album cuts are not chosen as singles?

If only radio took some chances, then consumers might not have to.

It was not always this way. When Fleetwood Mac's "Rumours" yielded four top 10 singles seven years ago, radio jumped on every cut. In fact, even the non-LP B side of "Go Your Own Way," Springs," got its share of airplay.

Seven years later, Fleetwood Mac's Lindsey Buckingham released a second solo album,

and only one cut (the title song, "Go Insane") is receiving decent exposure. Most of his first solo album was untouched by radio, which goes a long way toward explaining why only four years after his group had the best selling album of the year, his was a commercial failure.

Morrissey: "Radio program-

mers should loosen up."

Another problem is the overexposure that singles in the top 10, or bound for that chart status, attract on current radio programming. It's getting to the point where the listener cannot escape these few songs that dominate the airwaves. In the New York market, for example, nearly all formats play the same songs. You might hear the Police or Phil Collins on top 40 outlets (WHTZ, WPLJ and WNBC), urban stations (WKTU, WBLS and WRKS), the rockers (WNEW-FM and WAPP) and AC stations (WYNY, WPIX and WLTW).

Stations begin to lose their identities with this type of programming. Everyone wants to play the hits and nothing more. Plain and simple, it amounts to brainwashing. Listeners think there is nothing else out there but the hits.

There is little room for oldies in current hit rotation. During

WABC's heyday, some seven or eight years ago, the rotation was basically one current hit, one recent hit and one oldie. Now, it's unusual if WHTZ (Z-100) plays one song that is more than two years old in an hour.

Do programmers really think that all people only buy new records? Do they really believe that playing a few oldies will hurt ratings or their station's image?

If radio plays only the hits, where can lesser-known artists win exposure? In-store play can often help those artists who suffer from this neglect. In the store I manage, for instance, current albums by Lou Reed, Icehouse and Al DiMeola have fared extremely well because of store play.

The Reed album usually sells every time we play it. And customers who buy the record often remark that they have heard the single but didn't realize that there were other songs on the record that were equally strong—and should be played on radio.

'Listeners think there is nothing out but the hits'

Customers also react well to classic albums that are played in the store. We usually sell at least one or two copies of "Who's Next" each time it's played. In fact, older catalog items sometimes sell as well as, or better than, current albums.

I can cite two reasons for this. First, when these albums became popular, radio was programming many cuts, not just highlighting hit singles. No one has ever heard of a classic album that contains just one familiar cut. Second, as I have already stated, older records are no longer played as often on radio.

Radio programmers should loosen up. I appeal to them not as a single voice, but as a spokesman for record buyers (and potential record buyers) everywhere. Play an oldie to remind someone to buy a record that he has been planning to pick up for years. Play an album cut that contrasts with a single someone has out now to show that the artist can do more than just one type of

If programmers can be bolder in what they play, they may be able to convince at least some of us that it is possible to invest in a sure thing.

Michael Morrissey is assistant manager of a Record World store in Somerville, N.J.

Letters To The Editor

A Vicious Circle

It is rare to open an issue of Billboard without seeing something on the rights and wrongs of home taping. In all honesty, it is the price of record albums that drives consumers such as myself to

An album sells for \$8 to \$10, while a blank cassette (of finer quality than those used by the record companies) sells for about \$2.50. In addition, I can fit two full-length albums on one 90-minute cassette. It doesn't take a mathematical genius or an advertising executive to figure out that I can put between six and eight albums on tape for the price of one store-bought record album.

I know most people, myself included, would prefer to purchase record albums and have the artwork, lyrics and liner notes. But not at such a cost. If taping drives up the cost of records, and record costs drive up taping, it must stop somewhere, because everyone continues to lose.

I firmly believe that only lower-priced records and cassettes will stop people from taping. If this seems a naive solution, I haven't seen anyone come up with a better one.

Gabrielle Fontana

For The Record

Regarding Paul Grein's review (Aug. 25) of the Go-Go's show at the Greek Theatre in Los Angeles,

First of all, the Go-Go's shows at the Greek were on Aug. 8, 9 and 10; on Aug. 15 they played in Las Vegas. In addition, the correct title of the Charlotte Caffey composition mentioned is "Surfin' & Spyin'," not "Surfin' In Style."

Lynda-Lou Weintraub Studio City, Calif.

Editor's note: The erroneous date can be attributed to a typographical error. No defense on the song title.

Whatever Turns You On

Billboard is becoming less about entertainment than entertaining itself.

Take, for example, the recent ad for Neil Diamond's latest. The headline reads: "Because you trust his instincts." Hilarious in light of the fact that Diamond's label rejected his original version of the LP.

Or how about the ad featuring the emotional retelling of Sinatra's session for "L.A. Is My Lady" in a New York sound studio. Great stuff

All I read anymore is your ads. The rest of the copy is just too dry.

> Don Wrege Sherman Oaks, Calif.

New Marketing Ploy

We've been treated to those glossy ads telling us to expect some activity from Lushus Daim. Though there is no product to listen to, we can all look forward to full-page ads announcing her arrival. I guess this is a new type of marketing strategy: no product behind the campaign

Lynne Bevan **New York**

Their Influence Continues

Quick, name the supergroup that topped the charts in '78 and '79, sold out major arenas across the country during their '79 tour, appeared on the covers of Rolling Stone, People and a host of other magazines, and were heralded as the biggest artists since the Beatles.

Remember the Bee Gees? I'd like to thank Todd Post, who in his letter (Aug. 4) noted the influence and talent of the group that dominated the charts in the late '70s. I fondly remember the hysteria of their 1979 North American tour. Like the "Victory" tour this summer, it was magic.

It takes no credit away from Michael Jackson to keep in mind the contributions of a group who broke all kinds of records in the last decade, and whose influence will be felt for years to come.

Jill Homan Eugene, Ore.

Remembering Elvis

Elvis Presley remains the single greatest musical influence/entertainer/record seller in the history of recorded music-bar none. And what does the record industry do for him on the seventh anniversary of his passing? Nothing.

But anyone reading this should not despair. There will always be millions upon millions of us dedicated admirers who will keep name and memory of Elvis Presley alive for all eternity.

Joe Russo Paramus, N.J.

Paying One's Dues

I read with great interest of Stanley Gortikov's righteous indignation in response to Hans Fantel's column in The New York Times (Commentary, Aug. 11). As a writer, I find myself in partial sympathy with Mr. Gortikov. No one wants to lose money to pirates who illegally copy either books or recordings (granted, the illegal copying of books is not nearly as great a problem).

Whether Mr. Gortikov believes it or not, most people who duplicate recordings do so for their own use, from their own recordings. I do it myself. When I purchase an LP or Compact Disc I immediately prepare a tape duplicate. I do this for three reasons: to have a preserved copy when my LP wears down; to listen to when I don't feel like messing around with the inconvenient LP; to listen to when I am on the move—in a car, walking, jogging or whatever.

I do not go out and sell them. I do not borrow records from friends and copy them. I tape my own recordings. Once I purchase a recording, I consider it my right to do with it as I see fit as long as I break no laws. I have "paid my dues" to the artist at the time of purchase. That is when my responsibility to him ends, and my responsibility to myself

> Carl H. Weiner Jackson Heights, N.Y.

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.

AD DEADLINE: SEPTEMBER 7th

Categories

Record Companies—

the majors the indies

Wholesalers-

gudio and video discs, tapes, accessories computer/video games

- -distributors
- rack jobbers
- -ane-stops
- —importers & exparters

Home Entertainment Accessories

Videocassette & Videodisc

hardware/software

Compact Disc

-hardware/software

Computer/Video Games -hardware, software,

accessories

Blank Audio/Video **Tape Product Charts** & Supplies

Blank Computer Media

Equipment **Manufacturers**

- -disc and tape
- —cartridge and cassette
- -rape processing, packaging, labeling and duplicating equipment
- -pra supplies and accessories

Music Publishers

Sheet Music Jobbers & Suppliers

Boutique Items

-in-stare cansumer promotion merchandise, ie t-shirts, buttons, posters

Promotional Merchandising Aids

Store Fixtures

Security Systems

International

Industry Services & Organizations



Billboard's 1984-85 International Buyer's Guide—your sourcebook for every conceivable product and service sold to the music and home entertainment conceivable product and service sold to the music and nome entendinment wholesaling, industries. Audio, video, computer, merchandising, publishing, wholesaling, industries. Audio, video, computer, merchandising, publishing, wholesaling, industries and much marel life all there for your life rally thousand and much marel life all there for your life rally thousand and much marel life all there for your life rally thousand and much marel life all there for your life rally thousand and marel life all there for your life rally thousand and marel life all there for your life rally thousand and marel life all there for your life rally thousand and marel life all there for your life rally thousand and marel life all there for your life rally the same ra accessories... and much, much more! It's all there for you—literally mousands of product and service listings—at your fingertips in one convenient, easy-to-use Directory. The International Buyer's Guide will be distributed to all key categories in the Guide,

and at industry conventions... For advertisers, the Buyer's Guide is an excellent opportunity to get year-round exposure from a one-time investment. opponumy to get year-tound exposure morth a one-time investment.

In addition, all display advertisers will receive a special boldface listing free. For more information, call Ron Carpenter, Advertising Director at (212) 764-7353,

or contact any Billboard Sales Office around the World.



Radio

Sanders Stations To Elf Communications

NASHVILLE—Mack Sanders has sold his six radio stations in Nashville, Knoxville and Birmingham, Ala., to New-York based Elf Communications for more than \$12 million. Final contracts on the sale wee to be signed in Washington on Wednesday (5).

The stations involved are WJRB and WJKZ, Nashville; WNOX and WNKX, Knoxville; and WVOK and WOUS, Birmingham.

John A. Lack, the president and majority stockholder of Elf, told a press conference in Nashville last Wednesday (29) that he plans to make neither personnel nor format changes at the stations. The stations' formats, he emphasized, "will stay country."

Lack, who was formerly manager of WCBS New York and a developer for MTV for Warner Amex, said that the Sanders acquisitions were the

KGFJ'S NEW PD

Barry Richards Takes Charge

LOS ANGELES — "We're going to kick ass and take names," boasts Barry Richards, as he prepares to take over as program director of Inner City's KGFJ here Sept. 10. "We're going to take it back to the streets of Los Angeles. We'll be very visible in the community, and we'll bring KGFJ back to its position of dominance. We will be the No. 1 black music station in Los Angeles."

If the claim sounds outrageous, note that it was Richards who came to New Orleans with the same promise almost five years ago. Taking over WAIL, a dying urban outlet licensed to Slidell 35 miles out of town, Richards took the station—with no pro-

Top 40 In At WCOZ

BOSTON—Despite the presence of two top 40 stations in this market, Blair Radio's WCOZ has become the third.

Now sporting the call letters WZOU, the former AOR-turned-AC station goes head to head with highly rated WXKS and WHTT. The new program director is Dave Gariano, previously of AOR-formatted WLLZ Detroit, with Jim Long consulting.

The former WCOZ airstaff reportedly was handed pink slips last week, with a new crew to be on line this week (Vox Jox, page 14)

Service Lists Safest Songs

NEW YORK — Having tested more than 10,000 radio listeners in more than 100 cities, The Music Director Programming Service has come up with a list of the 600 "safest" songs for the adult contemporary and contemporary hit formats.

The "Top 300 Safest Songs For A/C" and the "Top 300 Safest Songs For Hit Stations" reflect the tunes that tested best with radio listeners to those formats, says Budd Clain, general manager of The Music Director, who hired James Smith of Smith & Co. in Chicago to conduct the research.

Listings are alphabetized and cross-referenced by artist. The Music Director is based in Indian Orchard, Mass.; (413) 783-4626.

first for his company. He noted, though, that Elf will also be buying an ABC affiliate television station in the Virgin Islands.

He explained that his company was buying the chain because of its market locations and growth potential, the quality of its facilities and the strength of its management. "We didn't want a lot of (personnel) turnaround," he emphasized.

Sanders, who said the transaction had been in the making virtually since Elf Communications was established about five months ago, said he would remain on the chain's board of directors. A major consideration in agreeing to sell, he added, was Elf's assurance that there would be no personnel dislocation.

The building that houses the two Nashville outlets is not a part of the sale.

EDWARD MORRIS

motion budget and little in the way of salaries for jocks—to the No. 1 spot, 12 plus, and kept it in the top three during his four-and-a-half-year tenure.

"We did it strictly on music and the right personalities," says Richards, "and that's what we'll do here. The difference is that Inner City is committed financially to making KGFJ what we know it can be.

"On AM, obviously our biggest competitor is KDAY, but certainly not our only competitor. KRLA is a factor, as are many other stations, including KHJL and KACE on the FM side.

"I don't consider KUTE competition because the 'Quiet Storm' programming that they're running is really targeting a different lifestyle. It's adult-oriented and much more mass appeal than we'll be going. Really, I'm talking off the top of my head, though; I've had exactly 24 hours to listen to the radio here, so I'm not an expert.

"I'm coming in next week," Richards continues, "and I'll be spending my time on the streets, in the clubs, which is where I usually spend my time anyway, so the research process will be a natural. I guess all I can say at this point is that we're looking to bring back the fun on the radio, but everybody's saying that these days, aren't they? We however, are going to do it." Richards will be a part of that fun, pulling down a yet-to-be-decided airshift.

Richards' appointment comes on (Continued on page 13)



SCRATCH FEVER—Local boy Ted Nugent, right, returns home during a concert break to visit WRIF Detroit air personality Arthur Penhallow.

Vox Jox

Gillespie, Tantum Leaving KOGO

By ROLLYE BORNSTEIN

San Diego's floundering all-news KOGO is taking on more water with the announcement that PD Joe Gillespie and news director Greg Tantum are exiting the SBI outlet. Gillespie-who took the station all-news from AC less than a year ago, after a background which included rival KSDO and the executive editorship of Group W's all-news flagship WINS New York-leaves for the land of television as a producer for KGTV, the local ABC affiliate there, while Tantum trucks north to Seattle to become PD/news director for KING. Back at SBI, owner Tom Shadek says he'll re-think the whole news/talk idea. Meanwhile, no replacements have been named.

* * *

After a six-month stab at a top 40 format, WSIX-AM Nashville returns to its country approach. (If you've been keeping track, the once successful AC outlet dropped the music for talk, a month after 50,000-watt WLAC-AM did likewise, and then switched to country, the first time.) The problem with the top 40 idea was the fact that WSIX continued to simulcast PD Jerry House's successful country morning show from the FM. That's no problem at all if you like Billy Idol and Conway Twitty back to back, but not many folks did, so the AM is now "Nashville's Hits," playing an exclusively current country format, while the FM continues in its 50% gold/50% current rotation with highly visible personalities including House, followed by Fran Morley in middays, Scotty Brink in afternoons, Buffalo Bill in evenings and Vic Clements overnights. The AM lineup likewise remains the same with Diane Richey in middays, Chuck McCartney in afternoons, Larry Williams nights and the syndi-"Larry Show" King cated overnights. * * *

If John Landecker's goal is to work for every major Chicago outlet,

he's on his way to reaching it. The former WLS personality, who won a court battle last year to be able to return to the airwaves on rival WLUP, now leaves The Loop to handle the morning show on Cox's newest entry into the contemporary race, G-106. Exiting WAGO is former B-104 Baltimore personality Pat Riley.

Meanwhile, over at Infinity's WJJD, a change in the programming reigns has taken place at the AM nostalgia station. PD Steve Sands now concentrates solely on his afternoon slot, while WDAE Tampa programmer Jay Miller comes on board in Sands' former capacity.

Congratulations to Jacksonville personality Marc C. Little. Most recently the PD/MD and morning man for WPDQ there, Little hits the big time as vice president of programming for Millennium Communications (see what a Billboard Radio Award will do for you?). Millennium currently owns Charleston, S.C.'s Z-93 (WWWZ), but the group is expecting additional acquisitions in the near future

While the rumors are flying around Raleigh as to the direction of WYYD now that J.D. North is in as PD, his replacement at top 40-formatted WAEV Savannah has been found. He's none other than WGSS Lumberton GM Bruce Cotton, who comes on board as operations manager... Up the coast in Richmond, Tom Evans is back in action as PD of Capitol's WRXL. Evans, late of KATT Oklahoma City, replaces Gary Chase.

Back to Raleigh for a moment: WRDU adds another familiar Triangle voice to its lineup. Former G-105 (WDCG) and WAVA Washington part-timer and N.C. State student Dave Denver now does 10 p.m. to 1 a.m. on the Voyager station . . . And down in Charlotte, Randy Kabrich is now in the programming hot seat at WROQ-AM-FM following Jack Daniels' sudden resignation. Kabrich continues to consult Raleigh/Durham's G-105.

David Grossman will become familiar with a few new terms, like "ice scraper," as the former KRTH Los Angeles music director travels to the insurance capitol of the world to program Hartford's AOR-formatted WCCC-AM-FM. He fills the opening created by Bill Nosal's exit earlier this summer.

Down in Washington, Bob Cole's replacement has been found at Viacom's WMZQ. Leading the country station as PD these days is former WBCS-AM-FM Milwaukee PD Cliff Blake.

Now, about Pittsburgh: WTAE has a new 9 to noon personality in the form of former KDKA part-timer Jim Harrington, who replaces John Summers, who fills The Point's (WPNT) afternoon slot. Summers, as you'll recall if you've been taking notes, returned to Steel Town from WKBW Buffalo earlier this year, but back about a decade ago his pearshaped tones were heard on KQVspeaking of which, Roger Willoughby Ray (you remember him from WEEP's ill-fated talk attempt in 1975), the only British voice in the market, now does nights as P.J. Maloney returns to the KQV news staff.

Back at The Point for a moment: Former WWSW midday man George Hart rejoins fellow former WWSW personality turned WPNT PD Nat Humphreys, doing evenings on the AC outlet ... Meanwhile, over at KDKA, former hockey play-by-play voice Jim Forney can be heard doing fill-in talk blocks.

Over at B-94, Scott Alexander (of KWK St. Louis fame) now does middays, filling the shift left vacant when Jeff McKay Ballantine left to program co-owned WEZR Washington ... And in St. Louis, Georgann Harris walks across the hall from KSD to assume the full-time music director post at Gannett's KUSA.

While WFOX Atlanta/Gainesville (separate story, this page) continues

(Continued on page 13)

* * *

WFOX 'Classic Hits' On The Air Atlanta Outlet Introduces Oldies-Based Adult Format

ATLANTA—"Classic hits of the '60s, '70s and the '80s' is how WFOX is positioning its new oldiesbased adult contemporary format. It was introduced Wednesday evening (29) at a party at the Ritz Carlton here.

The Class C FM outlet licensed to Gainesville has for several months been in the planning and building stage, gearing up to compete head to head with other metro Atlanta outlets. "When we started planning our marketing approach," says VP/GM Martin Sherry, "we realized that in addition to the normal objections advertisers and the community would have to any new approach, we also had to deal with the fact that people were going to question our signal.

"We're the second station licensed to Gainesville to target the Atlanta metro this year, and frankly when the other outlet signed on, they made great promises about how their signal would saturate the market," says Sherry, an Atlanta native who was appointed to his position when Shamrock bought the facility earlier this year. "People got all excited, and come air date, it wasn't what they expected. I realized that in many people's minds, we were in the same

position."

Combatting the issue head on, Sherry hired an advertising agency which devised a campaign "to call attention to our tower and nullify any signal objections. Since we didn't know how long it would be until our new tower was up, but we did know it would be the tallest structure in the Southeast (standing 2,624 feet above sea level and 1,764 feet above average terrain), we sent out cardboard replicas of the construction," Sherry notes.

Clients, the station's rep firm (Major Market Radio out of New York was recently signed) and other interested parties first received the base of the tower, in cutout form which they could construct. That was followed by the first third of the tower, and subsequent pieces "were based on our construction schedule," says Sherry. "When things slowed down, the pieces slowed down; when they sped up, so did the pieces.

"And it was amazing. I was in New York last week at the rep, and I saw five of our 'towers.' I think we got the message out that we're technically a state-of-the-art facility."

While Sherry is referring to the new Atlanta studios where all the music programming will originate, the Gainesville studios which will handle the bulk of WFOX's news and public affairs programming have also been updated. Admitting that there are local factions who may think that big-time broadcasters are abandoning small towns such as Gainesville, Sherry says, "In the first place, Gainesville is so close to Atlanta, for many people it's a bedroom community. Beyond that, Atlanta stations are clearly heard there.

"These people know good radio, and want it. We're not abandoning their desires; we're upgrading our ability to fulfill them and those of the surrounding Atlanta community."

Targeting the "Big Chill" generation within the community, WFOX's new approach will concentrate on what Sherry calls "an underserved radio listener. I want to emphasize in making our format announcement that we're not going after any one station, but rather going for a largely ignored group.

"We've done in-depth research and uncovered a group of 25- to 44year-olds, to whom music is a very important part of their life. They grew up with it, and while they like

(Continued on page 13)

www.americanradiohistory.com

Radio

Vox Jox

• Continued from page 12

search for a suitable morning talent, the rest of the lineup goes something like this: Tom Pierce (an original cated; until then he'll leave an early wake-up call) and original FOXers Darlene (Levesque) and Lisa Tuyrer nights

tori is upped to MD at WNEW-FM, as Jim Monaghan becomes assistant PD . . . Former KVIL Dallas standin Steve Eberhart joins the full-time

ow that Jeff Peck is GSM at L.A.'s KHJ, his former GM post at Long Beach's KNAC has been filled by Gary Price, who returns to the front lines after a stint as regional sales manager at "Silent Radio."

Upped to GSM are WYSP Philadelphia's Harvey Ostroff and WMRE Boston's Jim Harris, while Betty Pazdernik joins Detroit's WCZY in that capacity.

Ready for a wonderful rumor we haven't had a chance to verify (translation: read at your own risk)? Blair Radio (the rep firm) has allegedly been sold to Canadian-based Selkirk This would leave Blair holding its extensive printing interests, the tv rep division and the owned stations group. Speculate away, and maybe we'll have something more conclu-

stations

now reporting

record

92

58

104

116

114

28

58

73

62

57

49

86

79

82

27

22

47

22

AT SUBURBAN WZZT

No Urban Blight In Columbus

tion owners shy away from the urban contemporary format for economic reasons. But Robert Kramer finds it just the cure his bottom line needed.

"Columbus is a very under-radioed market," says Kramer, who with his wife and father owns suburban WZZT, licensed to Johnstown, just north of Columbus. "There are so few FMs licensed to the city that it doesn't make sense to do a specialized format of any kind when you can go after mass dollars.
"I believe that's why WVKO-FM

dropped the urban format (becoming WSNY) two years ago. But what's not acceptable revenue to a major market station is more than acceptable to a surburban outlet whose overhead is extremely low.'

For WZZT, the financial battle has been an uphill fight since the Kramers took over the outlet, then country-formatted WWWJ, four years ago. It was put on the air in 1976 as a Class A adult contemporary outlet, with the switch to country coming two years later.
"I wanted to make the change to

urban before this," admits Kramer, "but I didn't have the right people."

Now utilizing TM's Urban I syndicated service—augmented by such live personalities as PD "Dr. Popp," an urban jock from St. Louis and Indianapolis who pulls down the fastpaced, inner-city-sounding night show, and morning man Brian Allen, a holdover from the country format-Kramer feels certain of the sound. Also remaining through the switch is operations manager Tim Hunter, who will do afternoon drive once the station expands to more live programming.

"We are augmenting the TM service with some current product that is not available from TM," notes Kramer, a veteran of Armed Forces Radio, having served on both the Far East Network and Amed Forces Network in Europe.

"We really saw the hole in the market with only WVKO-AM, a daytimer, in the format. But even so, we wouldn't have made the switch if

New KGFJ PD Barry Richards

• Continued from page 12

the heels of fellow New Orleans programmer Brute Bailey's change of plans. Bailey was slated to come in program both KGFJ and KUTE: however, at the last moment he took a position at Amaturo's KMJQ Houston. Handling KUTE programming will be KJLH Los Angeles' Lawrence Tanter.

Richards, who spent the bulk of his radio career in his home town of Washington, Richards worked on the airstaff of WEAM during its urban heyday. He also hosted "Studio 78," disco television show carried on ABC's KJLA-TV as well as WMAR-TV in Baltimore.

Prior to his arrival, KGFJ has a Day reunion planned. The personalities who made their original mark on the station in the late '50s and early '60s will once again take to the airwaves, among them Hunter Hancock, Tom Reed, Larry McCormick, Margi, Roland Bynum, Joe Terry and Booker Griffin.

"I've always wanted to do an L.A. station," admits Richards, "and now the timing is right. The Los Angeles radio market needs some excitement,

ROLLYE BORNSTEIN

"We're very contemporary. We make no reference to black or white. I won't allow it. This music is for everybody, as far as we're concerned. We're sticking to a music intensive approach with a low commercial load, but I don't think it will be more than a few months before we're sold

Kramer's sales structure utilizes "a maxi grid," he says. "We sell by inventory, not multiple spot discounts. For instance, drive time on Friday

will cost more than drive time on Monday. We base it solely on the law of supply and demand. Everybody wants those weekend spots, so the rates are higher," ranging from a low of \$27 for a 60-second spot to a high

"Some people say they can't make money with urban, but we've tripled our rate," he says. "So far the only advertising we've done has been word of mouth, and already we're looking at controlling our growth and being selective about advertisers' promo-ROLLYE BORNSTEIN

WFOX Atlanta Signs On With 'Classic Hits' Format

• Continued from page 12

new music, they're more familiar with the music that was popular in their late teens and college years. While they're listening to several stations, they don't have any one outlet they're completely satisfied with.

We're looking qualitatively at this group. They're upscale, active professionals, primarily in Cobb, Gwinnett and North Fulton counties. We won't be an oldies station, but we will be playing heavily tested music from the '60s and '70s. We'll play currents, but we'll be slower in getting on product." The "Classic Hits of the '60s, '70s and the '80s" slogan will carry through on the station's billboard campaign and tv

'We're emphasizing in the spot that we're turning on a new radio station," Sherry says. "An average lookstarts flipping switches, dials start moving, things start lighting up, and then a sample of our programming before the slogan superimposed."

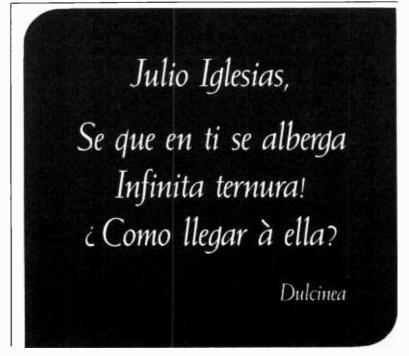
Several hours prior to WFOX's startup, Sherry was noticeably excited: "The signal is on the air, and it's what we expected. Right now we're running environmental sounds, waves and such. We don't want to influence what people will think. Tonight at 7 we'll roll a one-hour tape featuring all our personalities.

"Everybody is asking what the first song will be. Well, we won't have a first song. We're running a six-minute collage of songs representative of the format," followed by the first full song, "Celebrate" by Three Dog Night.

ROLLYE BORNSTEIN



WILD RIDE—Listener Diane Shernoff takes the keys to a new Mustang convertible from WFIL Philadelphia's program director Jay Meyers, center, and general manager Bruce Holberg. The car was the grand prize in the station's "Mustang Month" promotion.



FOXer) in middays, PD Dennis Winslow in afternoons (WBUF Buffalo's Paul Warren will be in that shift as soon as the morning guy is lo-

respectively.

ranks of Ft. Worth's KLUV, doing afternoons. To no one's surprise and everyone's delight, Mike Donovan, GSM of Chicago's Q-101 (NBC's WKQX),

* * * Up in New York, Maxanne Sar-

of Billboard's # of Billboard's

stations

adding record

this week

46

16

45

39

12

(Continued on page 14)

gets the nod as VP/GM. He replaces Jim Smith, who's off to Alta... And

Title, Artist, Label

John, Geffen

A&M

Modern

Elektra

Mercury

Milsap, RCA

Gilley, Epic

Polydor

Capitol

Fricke, Columbia

Mills, Casablanca

5 "Torture," Jacksons, Epic

Most Added

"Who Wears These Shoes?," Elton

2 "Desert Moon," Dennis DeYoung,

"Swept Away," Diana Ross, RCA

"Caribbean Queen (No More Love

On The Run)," Billy Ocean, Jive/

"On The Dark Side," John Cafferty

& the Beaver Brown Band, Scotti

"Tenderoni," Leon Haywood,

"You're My Choice Tonight (Choose

Me)," Teddy Pendergrass, Asylum

"Slow Dancin'," Peabo Bryson,

"The Medicine Song," Stephanie

1 "P.S. I Love You," Tom T. Hall,

"Chance Of Lovin' You," Earl Thomas Conley, RCA

3 "Prisoner On The Highway," Ronnie

"Too Good To Stop Now," Mickey

5 "Your Heart's Not In It," Janie

1 "On The Wings Of A Nightingale,"

"Shine Shine," Barry Gibb, MCA

"Nobody Loves Me Like You Do,"

"You Were Made For Me," Irene

Anne Murray & Dave Loggins,

Cara, Geffen/Network

"In The Name Of Love," Ralph

MacDonald with Bill Withers.

Everly Brothers, Mercury

sive next week

The week's five most added singles at

Billboard's reporting stations in each of four formats

HOT 100

BLACK

COUNTRY

ADULT CONTEMPORARY

Vox Jox

• Continued from page 12

One of our favorite people, Brad Messer, is back doing what he does best: morning drive news, on Atlanta/Gainesville's Y106 FM (WYAY). Brad, who returns from the good life in the Blue Ridge Mountains, has been busying himself with his syndi-

cated Westwood One Show "Brad Messer's Daybook," as well as his weekly column in R&R, both of which will continue.

Speaking of morning shows, WIL-AM St. Louis welcomes former WGAR Cleveland assistant PD and afternoon personality Mike Metzger to that shift ... Permanently ensconced in the KIQQ Los Angeles morning slot are Joe Light and Bob Thompson. Light is a former KIQQ personality turned San Diego salesman, while Thompson, who's making his full-time radio debut, comes from an acting and comedy background.

The duo replaces Jay Coffee and Francesca Cappucci, who have been moved to various and sundry other shifts.

A couple of Washington-to-Boston moves: Q-107 (WRQX)'s Dr. Johnny and WAVA's John Anthony both exit for WCOZ, where John will be doing 6-10 p.m. on the Blair contemporary outlet, with the Doctor following him 10 p.m.-2 a.m.

No word yet on the new PD at WAVA Washington (or co-owned WAPP New York, for that matter), but VP/programming Dave Martin is considering accepting sealed bids. Send yours (along with your softball average) to Dave, and he promises that the closest three wil go into the Doubleday lottery.

Doubleday lottery.

After almost 10 years with WMC-AM Memphis, MD Paula Hooper follows Les Acree across town to KIX 106 (WGKX), where she'll assume the same title ... KYKY St. Louis' Shawn Burke joins New York's WYNY, doing weekends and fill-ins ... Across town, Alan Anderson is packing his bags. The WPIX PD won the NRBANABRPC (that's what we're calling it, anyway) trip to Hawaii. Just for registering, he and his wife (at least we think it's his wife) will spend four days in Honolulu, courtesy of the joint convention.

* * *

The famed San Diego Zoo now has some human competition from humans in the form of the "B-Morning Zoo." Yes, it's the Rich Brothers. Although the only Rich we're sure of so far is newly appointed PD Bobby, he and his cast of characters debut early this month.

Leaving the afternoon on Baltimore's 98 Rock (WIYY) is Kelly Saunders, who joins WBAL in two capacities. She'll sit in on Bob Jones & Jim West's morning drive offering, reporting on what's happening around town, while hosting her own two-hour two-way talk block from 1-3 p.m.

John St. James is upped from weekend news to full-time traffic on Rick Shaw's WAXY Ft. Lauderdale... Coming on the heels of Dick de-Butts' appointment as GM of Capitol's WRAL Raleigh is the promotion of Peggy Watkins to GSM. Filling her former LSM post is account exec Hedy Poe.

If you've ever done any work for AFRTS on the West Coast, you've undoubtedly run into Jack C. Giles. After 30 years in the AFRTS production department, Giles is happily retiring as chief of the radio division.

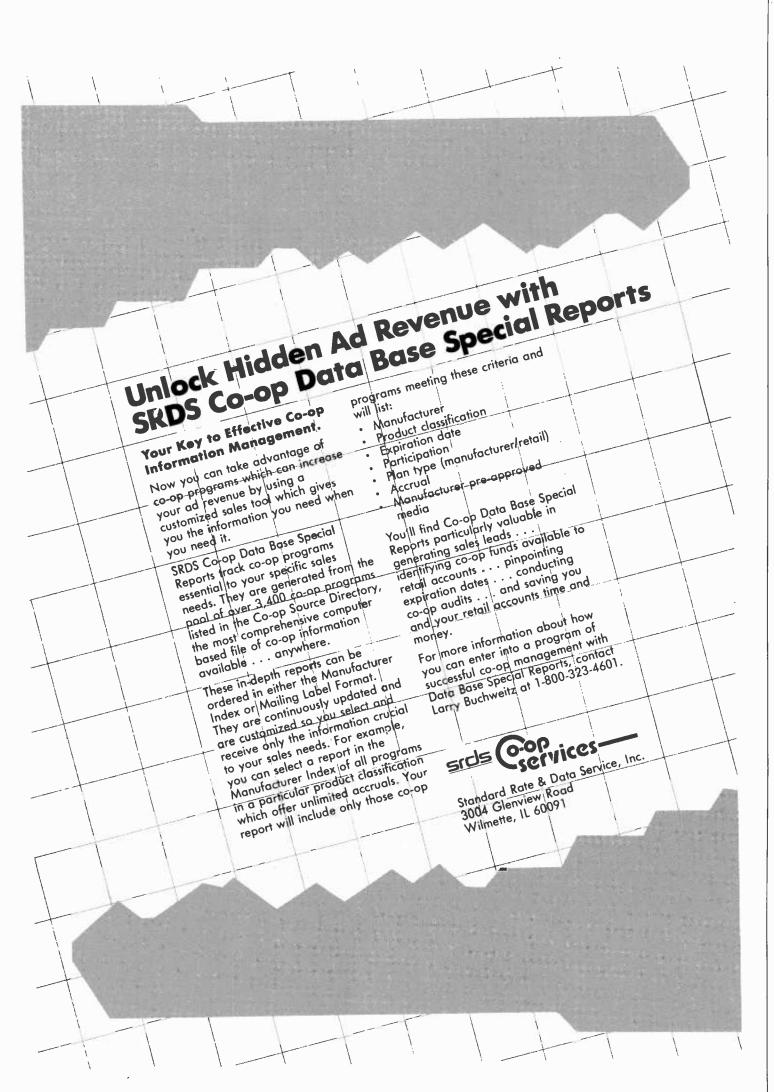
If he can manage 'em, he can own 'em, and so it is that KONE/KOZZ Reno VP/GM David T. Newman has agreed to purchase Kirkland, Wash.'s KGAA.

Longtime Xenia, Ohio (Dayton metro) AM WGIC is now a thing of the past, adopting the WBZI calls shared by its FM sister. The country outlets will do some simulcasting . . Time for another WTPI update. The Indianapolis outlet will debut in the former WIFE-FM 107.9 slot on Oct. The lineup is intact, says PD Mark Edwards, who can't announce particulars until certain notices are given, although he assures us there is no truth to the rumor that he drove a Mayflower van up to the WIBC studios and loaded up the air staff. One announcement Edwards has made is the appointment of WIRE's Sharon Alseth and Linda Jubert. Jubert becomes business manager, while Alseth will anchor afternoon drive news.

"Nighttime Gary Lee" drops the "Nighttime" and moves into morning drive at Jasper's WITZ. Joining the Indiana station from across the state in Columbus is Mark Roberts, who leaves WWWY to fill Lee's former 7 to midnight slot.

'A couple of Academy of Radio Broadcasting (Orange County, Calif.) grads make good, as Brian Richards begins his career doing part-time work for San Bernardino's

(Continued on page 17)



Billboard Singles Radio Action Breakou

••KEY ADD-ONS—the two key records added at the stations listed as determined by station personnel.

•ADD-ONS—All records added at the stations listed as determined by station

Northeast Region

■● TOP ADD ONS

ELTON JOHN-Who Wears These Shoes (Geffen) DENNIE DeYOUNG-Desert Moon (A&M) CHAKA KAHN-I Feel For You (Warner Bros.)
DIANA ROSS-Swept Away (RCA)

WGUY-Bangor

- VVSUV—BANGOT
 (Jim Randah-P.D.)

 LINDSEY BUCKINGMAM-Go Insane

 INDEX BUCKINGMAM

 BILLY SATELLITE-Satisty Me

 ELTON JOHN—Who Wears These Shoes

 VAINTY—Pretty Mess

 SAM MARRIS—Sugar Don't Bite

 CHAKA KAHM—I Feel For You

 MARIA VIDAL—Body Rock

WIGY-Bath

- VVICT—DATT
 (Scott Robbins-P.D.)

 DENNIE DEYOUNG-Desert Moon
 STEVE PERRY-Strung Out
 ELTON JOHN-Who Wears These Shoes
 JEFFERSON STARSHIP-Layin' It On The Line
 KROKUS-Midnight Mamac
 MADORNA-Lucky Star
 SAM HARRIS-Sugar Don't Bite

WHTT-Boston

- (Rick Peters-P.D.)

 OENNIE DEYOUNG-Desert Moon

 **THE STOMPERS-One Heart For Sale

 **ELTON JOHN-Who Wears These Shoes

 ROD STEWART-Some Guys Have All The Luck

 DIANA ROSS-Swept Away

WXKS-Boston

- YWAN→BOSTON

 [Sonny Jac White-P.D.]

 WHAM U.K.-Wake Me Up Before You Go

 CHAKA KANH-I- Feel For You

 ELTON JOHN-Who Wears These Shoes

 DENNIE DeYOUNG-Desert Moon

 BRUGE COCKBURN-Lovers In A Dangerous Time
- VANITY—Pretty Mess
 STEVE PERRY—Strung Out

WRFN-FM-Buffalo

- (Bob Wood-P.D.)

 JUHN CAFFERTY AND THE BEAVER BROWN
 BAND-On The Dark Side

 CHAKA KANN-I Feel For You

 BILLY OGEAN-Caribbean Queen (No More Love On The
- Run)

 THOMPSON TWINS-You Take Me Up

WKBW-Buffalo

- (Sandy Beach—P.D.)

 BARRY GIBB—Shine Shine

 THE EVERLY BROTHERS—On The Wings Of A
- Nigntingase
 ELTON JOHN—Who Wears These Shoes

WNYS-Buffalo

- (BiH Tad-P.D.)
 ELTON JOHN-Who Wears These Shoes
 BILLY OCEAN-Caribbean Queen (No More Love On The
- Run)

 SHEENA EASTON-Strut

 HONEYMOON SUITE-New Girl Now

WTSN-Dover

- WYISN—DOVET

 (Jim Sebastian-P.D.)

 ROMED VOID—Girl In Trouble (Is A Temporary Thing)

 ELTON JOHN—Who Wears These Shoes

 DIANA ROSS—Swept Away

 DEMNIE DEYOUNG—Desert Moon

 WILLIE NELSON—City Of New Orleans

WERZ-Exeter

(Jack O'Brien-P.D.)

• DIANA ROSS-Swept Away

• A FLOCK OF SEAGULLS—The More You Live, The

- MOTE YOU LOVE

 STEVE PERRY-Strung Out

 ELTON JOHN—Who Wears these Shoes

 KROKUS—Midnight Maniac

 CHAKA KANN—I Feel For You

 JEFFERSON STARSHIP—Layin' It On The Line

 WHAM U.K.—Wake Me Up Before You Go

 SAM HARRIS—Sugar Don't Brite

 HONEYMDON SUITE—New Girl Now

WTIC-FM-Hartford

(Mike West-P.D.) •• CHAKA KANN-: Feel For You •• BARRY GIBB-Shine Shine

WFEA-Manchester

- (Rick Ryder-P.D.)

 DONNA SUMMER-There Goes My Baby

 BILLY OCEAN-Caribbean Queen (No More Love On The
- Run)
 ELVIS COSTELLO AND THE ATTRACTIONS—The Only
- ELTON JOHN-Who Wears These Shoes
 ROMEO VOID-A Girl In Trouble

WJBQ-Portland

- WYJBU_FOF ITAITO

 (Brian Pheenix—P.O.)

 DENNIE DEYOUNG—Desert Moon

 CMAKA KAMN—I Feel For You

 BARRY GIBB—Shine Shine

 ELTON JOHN—Who Wears These Shoes

 WHAM U.K.—Wake Me Up Before You Go

 A FLOCK OF SEAGULLS—The More You Live, The
 More You Love
- More You Love ◆ SAM HARRIS—Sugar Don't Bite

WSPK-Poughkeepsie

- (Chris Leide-P.O.)

 DENNIE De YOUNG-Desert Moon

 THE POINTE SISTERS-I'M SO Excited

 THE S.O.S. BAND-Just The Way You Like It

 BILLY IOOL-Flesh for Fanlasy

 RALPH MACDONALD WITH BILL WITHERS—In The
- Name Of Love

 JEFFERSON STARSHIP-Layin' It On The Line

• DIANA ROSS-Swept Away

WPRO-FM-Providence

- (Tom Cuddy-P.D.)
 SHEENA EASTON-Strut

SMEEMA EASTON-Strut BILLY 1001-Fish for Fantasy DIANA ROSS-Swept Away ELTON JOHN-Who Wears These Shoes DENNIE DEVOUNG-Desert Moon NAKED EYES-(What) In The Name Of Love ROD STEWART-Some Guys Have All The Luck

WMJO-Rochester

Jay Stevens-P.O.)

ROD STEWART-Some Guys Have All The Luck
VAN STEPHENSON-What The Big Girls Do

JACKSONS-Torture

JACKSONS-Torture SPANDAU BALLET-Only When You Leave

- WPXY-FM-Rochester (Tom Mitchell-P.O.)

 BILLY OCEAN-Caribbean Queen (No More Love On The
- RUN)

 SHEENA EASTON-Strut

 ELTON JOHN-Who Wears These Shoes

 JEFFERSON STARSHIP-Layin' It On The Line

WGFM-Schenectady

- (Mike Neff-P.O.)

 BARNY GIBB—Shine Shine
 DIANA ROSS—Swept Away

 DENNIE DeyOUNG—Desert Moon

 BILLY OCEAN—Caribbean Queen (No More Love On The
- ELTON JOHN-Who Wears These Shoes

WRCK-Utica

- WYKCK—UTICA

 (Jim Rietz-P.D.)

 ELTON JOHN-Who Wears These Shoes

 STEVE PERRY-Strung Out

 DENNIE De/DUNG-Desert Moon

 KROKUS-Midnight Mamac

 BOX OF FROGS-Two Steps Ahead

 Y & T-Don't Stop Running

 THE EVERLY BROTHERS—On The Wings Of A

 Nightinaide
- Nightingale

 LULU-Everytime | See Your Picture

Mid-Atlantic Region

TOP ADD ONS

ELTON JOHN-Who Wears These Shoes (Geffen) DENNIE DEYOUNG-Desert Moon (A&M)
JOYCE KENNEDY & JEFFREY OSBORNE-The

Last Time I Made Love (A&M) BARRY GIBB-Shine Shine (MCA)

- (Tony Booth-P.D.)

 MADONNA-Lucky Star

 ELTON JOHN-Who Wears These Shoes

 ROMEO VOID-A Girl in Trouble

 DENNIE DEYOUNG-Desert Moon

 BILLT OGEAN-Caribbean Queen (No More Love On The
- RUN)

 MARIA VIDAL-Body Rock

 SAM HARRIS-Sugar Don't Bite

WJLK-FM-Asbury Park

- (Dennis O'Mara-P.O.)

 GARY U.S. BOND AND THE AMERICAN MEN—
 Standing In The Line Of Fire

 RALPH MACDONALD WITH BILL WITHERS—In The
- NAME OF LOVE

 DENNIE DEYOUNG-Desert Moon

 STEPHEN STILLS-Stranger

 Wears These
- SIEPHEN STILLS-Stranger
 ELTON JOHN-Who Wears These Shoes
 JOYCE KENNEDY & JEFFREY OSBORNE-The Last
 Time I Made Love

B-104 (WBSB)-Baltimore

- (Steve Kingston P.O.)

 JOYCE KENNEDY & JEFFREY OSBORNE-The Last
- Time I Made Love

 JOHN CAFFERTY AND THE BEAVER BROWN

WMAR-FM-Baltimore

- (Ralph Wimmer-P.O.)

 ELTON JOHN—Who Wears These Shoes

 BARRY GIBB—Shine Shine

 DENNIE DEVOING—Desert Moon

 JOYGE KENNEDV & JEFFREY OSBORNE—The Last
 Time I Made Love

WOMP-FM-Bellaire

- (Dwayne Bonds-P.O.)

 DIANA ROSS-Swept Away

 THE POINTER SISTERS-I'm So Excited

 ELTON JOHN-Who Wears These Shoes

 DENNIE DeYOUNG-Desert Moon

 BILLY OCEAN-Caribbean Queen (No More Love On The
- STEVE PERRY-Strung Out

WVSR-Charleston

- (Chris Bailey-P.D.)

 ELTOM JORN-Who Wears These Shoes

 STEVE PERRY-Strung Out

 CHAKA KANN-I Feel For You

 DENNIE DEYDUNG-Desert Moon

 MARIA YIDAL-Body Rock

 HONEYMOON SUITE-New Girl Now

 WMAM U.K.-Wake Me Up Before You Go
- WKEE-FM-Huntington (Steve Hayes-P.D.)

 BILLY IDOL-Flesh For Fantasy

 BILLY OCEAN-Caribbean Queen (No More Love On
- The Run)
 SHEENA EASTON-Strut
 ELTON JOHN-Who Wears These Shoes
 THE EVERLY BROTHERS-On The Wings Of A

Based on station playlists through Tuesday (8/28/84)

TOP ADD ONS -NATIONAL

SHEFNA EASTON-Strut (EMI-America)

DIANA ROSS-Swept Away (RCA) BARRY GIBB-Shine Shine (MCA) ROD STEWART-Some Guys Have All The Luck (Warner Bros.)

CHAKA KANN-I Feel For You

ELTON JOHN-Who Wears These Shoes

DENNIE DEYOUNG-Desert Moon

THE EVERLY BROTHERS-On The Wings Of A

Southeast Region

■● TOP ADD ONS ■

ELTON JOHN-Who Wears These Shoes (Geffen) CHAKA KAHN-I Feel For You (Warner Bros.)

BILLY IDOL-Flesh For Fantasy (Chrysalis)
BILLY OCEAN-Caribbean Queen (No More Love
On The Run) (Jive/Arista)

WANS-FM-Anderson/Greenville

• DENNIE DeYOUNG-Desert Moon • THE EVERLY BROTHERS-On The Wings Of A

(Jim Morrison-P.D.)

CHAKA KAHN-I Feel For You

WHAM U.K.-Wake Me Up Before You Go

ELTON JOHN-Who Wears These Shoes

ROMEO VOID-A Girl In Trouble

THE EVERLY BROTHERS-On The Wings OI A

(Scott) Andrews-P.D.)

**THE EARONS-Best Sixteen
CHANGE-H BURN Me Up

**STEPHANIE MILLS-The Medicine Song

**JOCEL'NN BROWN-I Wish You Would

**SADAO WATANABE & ROBERTA FLACK-II I'M Still

V-103 (WVEE)-Atlanta

Around Tomorrow

VANITY-Pretty Mess

CHAKA KAHN-I Feel For You

Z-93 (WZGC)—Atlanta
(Chris Thomas-P.O.)

CHAKA KAHN—I Feel For You

ELTON JOHN—Who Wears These Shoes
BILLY 100—Flesh For Fantasy

WHAM U.K.—Wake Me Up Before You Go

WBBO-FM-Augusta

WBCY-Charlotte

(Bob Kaghan — P.O.)

• WHAM U.K.—Wake Me Up Before You Go
• BARRY GIBB—Shine Shine
• ELTON JOHN—Who Wears These Shoes
• BILLY 100L—Flesh For Fantasy
• ROMEO VOID—A Girl In Trouble

(Bobby Knight-P.D.)

DONNA SUMMER—There Goes My Baby

MADONNA—Lucky Star

SHEILA E.—The Glamorous Life

WNOK-FM-Columbia

CK-101 (WCKS)-Cocoa Beach

(Peter Wolfe-P.D.)

ELTON JOHN-Who Wears These Shoes

DENINE DEYOUNG-Desert Moon

STEVE PERRY-Strung Out

CHAKA KANN-I Feel For You

JOHN CAFFERTY AND THE BEAVER BROWN
BAND-On The Dark Side

VANITY-Pretty Mess

I-100 (WNFI)-Daytona Beach

Run)

CHAKA KAHN-I Feel For You

ELTON JOHN-Who Wears These Shoes

THE S.O.S. BAND-Just The Way You Like It

(Randy Van Halen-P.D.)

Randy Van Halen-P.D.)

Randy Van Halen-P.D.)

Randy Ross-Swept Away

BILLY OCEAM-Caribbean Queen (No More Love On The

G-105 (WDCG)-Durham/Raleigh

BAND-On The Dark Side
BILLY OCEAN-Caribbean Queen (No More Love On The

WFLB—Fayetteville
(Larry Canon-P.O.)
•• ELTON JOHN-Who Wears These Shoes
•• DENNIE DeYOUNG—Desert Moon
• COYOTE MC CLOUD AND CLARA PELLER—Where's
The Beel

(Pam Conrad-P.D.)
ROD STEWART-Some Guys Have All The Luck
COYOTE SISTERS—Straight From The Heart (Into

WRQK-Greensboro

NEIL DIAMOND-Turn Around

(Gary Adkins-P.O.)
• ELTON JOHN-Who Wears These Shoes

WOKI-Knoxville

www americanradiohistory com

(Rick Freeman-P.D.)

STEVIE WONDER-I Just Called To Say I Love You
JOHN CAFFERTY AND THE BEAVER BROWN

Nightingale

MERB ALPERT AND THE TIJUANA BRASS-Bullish 94-Q (WQXI-FM)-Atlanta

- WBLI-Long Island
 (Bill Terry-P.D.)

 DIANA ROSS-Swept Away

 ARRY GIBB-Shine Shine
 JOHN CAFFERTY AND THE BEAVER BROWN
 BAND-On The Dark Side

 SHEENA EASTON-Strut

WPLJ-New York

- (Larry Berger-P.O.)

 JERMAINE JACKSON-Dynamite

 BANANARAMA-Cruel Summer
- Z-100 (WHTZ)—New York (Scott Shannon-P.D.)

- (Sco[™] Shannon—P.D.)

 •• THE CARS—Drive

 •• JOHN CAFFERTY AND THE BEAVER BROWN
 BAND—On The Dark Side

 EVELYN THOMAS—High Energy
- WKTU-New York City

- YVK I U—New York City
 (Carlos DeJesus—P.D.)

 ◆ CHAMA KAHN—I Feel For You

 ◆ THE FORCE M.D.'S—Tears

 ◆ ALICIA MYERS—You Get The Best From Me

 THOMPSON TWINS—You Take Me Up

 I-LEVEL—In The Rive

 INXS—I Send A Message

 ROMEO YOUD—A Girl In Trouble

 THE S.O.S. BAND—Just The Way You Like It

 JOYCE KENNEDY & JEFFREY OSBORNE—The Last
 Time I Made Love

WKHI-Ocean City

- (Jack Gillen-P.O.)

 BARRY GIBB-Shine Shine

 Olama ROSS-Swept Away

 JOYCE KENNEDY & JEFFREY OSBORNE-The Last
 Time I Made Jane
- Time I Made Love

 ROMEO VOID—A Girl In Trouble

 BILLY OCEAN—Caribbean Queen (No More Love On The
- RUN)

 ELTON JOHN—Who Wears These Shoes

 FRANK STALONE—If We Ever Get Back

WCAU-FM-Philadelphia

- (Scott Walker-P.D.)

 DENNIE DeYOUNG-Desert Moon

 FRANK STALONE-II We Ever Get Back

 ELTON JOHN-Who Wears These Shoes

 STEVE PERRY-Strung Out

B-94 (WBZZ)-Pittsburgh

- (Guy Zapoleon-P.D.)
 SPANDAU BALLET-Only When You Leav
- WHTX-Pittsburgh

(Todd Chase-P.D.) JOHN CAFFERTY AND THE BEAVER BROWN BAND-On The Dark Side ELTON JOHN-Who Wears These Shoes

- WPST-Trenton
- (Tom Taylor-P.D.)

 DENNIE DeYOUNG—Desert Moon

 CHANAK ANH-I Feel For You

 SHEENA EASTON—Strut

 BARRY GIBB—Shine Shine

 RALPH, MACDONALO WITH BILL WITHERS—In The

Name Of Love THE POINTER SISTERS—I'm So Excited

- Q-107 (WRQX)-Washington (Alan Burns-P.D.)

 • Rick SPRINGFIELD-Bop Til You Drop

 • STEVIE WONDER-I Just Called To Say I Love You

 • BILLY SQUIER-Rock Me Tonight

 • BILLY OCEAN-Caribbean Queen (No More Love On The Run)

- WASH-Washington D.C.
- (Bill Tanner-P.O.)

 JOYCE KENNEDY & JEFFREY OSBORNE-The Last Time I Made Love

 BILLY OCEAN-Caribbean Queen (No More Love On The
- THE S.C.S. BAND—Just The Way You Like It DIANA ROSS—Swept Away
- WAVA-Washington D.C. (Randy Kabrich-P.D.)

 TWISTED SISTER-We're Not Gonna Take It
 LAURA BRANIGAN-The Lucky One

- WILK-Wilkes Barre
- (Frank Warren-P.D.)

 MTUME-You Me And He
 LULU-Everytime I See Your Picture
 ELTON JOHN-Who Wears These Shoes
 ROMEO YOID-A Girl In Trouble
 LINDSEY BUCKINGHAM-Go Insane
- BILLY IDOL-Flesh For Fantasy
 BANANARAMA-Cruel Summer
 BOX OF FROGS-Two Steps Ahead
 FRANK STALONE-II We Ever Get Back

WKRZ-FM-Wilkes-Barre

- (Jim Rising-P.D.)

 ROMEO VOID-A Girl In Trouble

 BILLY OCEAN-Caribbean Queen (No More Love On The
- RUN)

 **MELIX-Rock You

 **AAVION-Ea! Your Hear! Out

 **STEPMEN \$TILLS-Stranger

 **DENNIE DeYOUNG-Desert Moon

 **CHAKA KAHM-! Fee! For You

 **FRANK \$TALONE-!f We Ever Get Back
- 0-106 (WQXA)-York (Mark McKenzie-P.D.)

 NAKED EYES-(What) In The Name Of Love

 BILLY OCEAN-Caribbean Queen (No More Love On The Rina)
- I THE POINTER SISTERS-I'M SO Excited

 RALPH MACDONALD WITH BILL WITHERS-In The
 Name OI Love Name Of Love
 BARRY GIBB—Shine Shine WYCR-York

(Mark Richards-P.D.)

BILLY OCEAN-Caribbean Queen (No More Love On The

- ROMEO VOJD-A GIT! IN Trouble
 DENNIE DEYOUNG-DESET MOON
 RALPH MACDONALD WITH BILL WITHERS-IN The
- Name Of Love CHEQUERED PAST-How Much Is Too Much
- CHAKA KAHN—I Feel For You
 MARIA VIDAL—Body Rock
 STEVE PERRY—Strung Out

I-95 (WINZ-FM)-Miami

I-DJ (WINZ-FM)—WIAIIII (Keith Isley-P.D.) - JACK WAGNER-All I Need - CHAKA KAHN-I Feel For You - GRAND MASTER FLASH-We Don't Work For Free - DERNIE DEYOUNG-Desert Moon - BILLY 1001-Flesh For Fantasy - NIGHT RANGER-When You Close Your Eyes

Y-100 (WHYI)-Miami/Ft.

- Lauderdale
 (Robert W. Walker-P.D.)
 •• CHAKA KAHN-I Feel For You
 •• MARIA VIDAL-Body Rock
- WKZQ-FM-Myrtle Beach
- (Chris Williams-P.O.)

 BILLY OCEAN-Caribbean Queen (No More Love On The

Run) DIANA ROSS-Swept Away THE THOMPSON TWINS-Doctor! Doctor! DENNIE DEYOUNG-Desert Moon

- WNV7-Norfolk
- (Jeff Morgan-P.D.)

 BILLY OCEAN-Caribbean Queen (No More Love On The

Run) BILLY IDOL-Flesh For Fantasy STEVIE WONDER-I Just Called To Say I Love You CHICAGO-Hard Habit To Break MADONNA-Lucky Star

- WBJW-Orlando
- (Bill McCown-P.D.)

 •• STEVE PERRY-Strung Out

 •• ELTON JOHN-Who Wears These Shoes

 BILLY OCEAN-Caribbean Queen (No More Love On The
 - Gary Mitchell-P.D.)

 LAURA BRANIGAN-The Lucky One

 MADDINNA-Lucky Star

 RICK SPRINGFIELD-Bog Til You Drop

 ROD STEWART-Some Guys Have All The Luck

 JOHN CAFFERTY AND THE BEAVER BROWN

 BAND-On The Dark Side

 BILLY OCEAN-Caribbean Queen (No More Love Dn The
 Run)

Run) BARRY GIBB-Shine Shine DIANA ROSS-Swept Away

- WRVQ-Richmond
- (Bob Lewis-P.D.)

 DIANA ROSS-Swept Away

 BILLY OCEAN-Caribbean Queen (No More Love On The Run)
 • ELTON JOHN-Who Wears These Shoes
- WZAT-Savannah

(Ray Williams-P.D.) Dania ROSS-Swept Away ELTON JOHN-Who Wears These Shoes BILLY IDDL-Flesh For Fantasy RALPH MACDONALD WITH BILL WITHERS-In The

- Q-105 (WRBQ)—Tampa
 (Mason Dixen-P.D.)
 STEVIE WONDER-I Just Called To Say I Love You
 BILLY OCEAN-Caribbean Queen (No More Love On The

- Run)
 ELTON JOHN-Who Wears These Shoes
 THE POINTER SISTERS-I'M SO Excited
 JOHN CAFFERTY AND THE BEAVER BROWN
 BAND-On The Dark Side
- (Harley Drew=P.D.)

 STEVIE WONDER-I Just Called To Say I Love You

 CHAKA KAHM-I Feel For You

 ELTON JOHN-Who Wears These Shoes

 WHAM U.K.-Wake Me Up Belore You Go

 DENNIE DEYOUNG-Desert Moon WSF7-Winston-Salem

(Bob Mahoney-P.D.) O CHICAGO—Hard Habit To Break RATT—Round And Round SCANDAL—The Warrior

North Central Region

TOP ADD ONS ELTON JOHN-Who Wears These Shoes (Geffen) SHE!LA E.-The Glamorous Life (Warner Bros.)
DIANA ROSS-Swept Away (RCA)

BILLY OCEAN-Caribbean Queen (No More Love

On The Run) (Jive/Arista)

- The Run)

 STEVE PERRY-Strung Out

 ELTON JOHN-who Wears These Shoes

 THE EVERLY BROTHERS-On The Wings Df A
 Nightnessle

Nightingale ROMEO VOID—A Girl In Trouble

- WBWB-Bloomington (Bob Leonard-P.D.)

 •• BILLY OCEAN-Caribbean Queen (No More Love On The Pure)

Time I Made Love ROMEO VOID—Girl In Trouble (Is A Temporary Thing) WCII - FM-Carbondale

- DENNIE DeYOUNG-Desert Moon
 EURYTHMICS-Right By Your Side

- WGCL-FM-Chicago

(Gram Armstrong-P.D.) PATRICE RUSHEN-Gel Off (You Fascinate Me) THE CONTROLLENG-Crushed LINDA CLIFFORD-A Night With The Boys CHERELLE-When You Look In My Eyes REBBIE JACKSOM-Centpode THE KAZY MATSUI PROJECT FEATURING ROBBEN FORD-Standing Dn The Outside

- WLS-AM/FM-Chicago

- (Dave Denver-P.D.)

 BANAMARAMA-Cruel Summer

 THE POINTER SISTERS-'m SO Excited

 LAURA BRANIGAN-The Lucky One

 CYNDI LAUPER-She Bop

 SWELLA E.-The Glamorous Life

 BRUCE SPRINGSTEEN-Cover Me

- Q-102 (WKRQ)-Cincinnati

(Jim Fox-P.D.) SHEILA E.—The Glamorous Life BRUCE SPRINGSTEEN—Cover Me

- FM-108 (WDMT)-Cleveland

- [Jeffrey B. Kelly-P.D.]

 VANITY-Pretty Mess

 STEVIE WONDER—I Just Called To Say I Love You

 PRIME TIME—I Owe It To Mysell
- WGCI -Cleveland
- (Bob Travis—P.D.)

 •• MADONNA—Lucky Star

 •• STEPHEN STILLS—Stranger
- O DIANA ROSS-Swept Away

 JOYCE KENNEDY & JEFFREY OSBORNE-The Last
 Time I Made Love

 ELTON JOHN-Who Wears These Shoes

 ROD STEWART-Some Guys Have All The Luck

 SHEENA EASTON-Strut

 CHAKA KARN-I Feel For You

 THE EVERLY BROTHERS-On The Wings OI A
 Nobthinable
- Nightingale
 BILLY OCEAN—Caribbean Queen (No More Love On The SILLY IDOLAR—Calloware Queen (No more cover on Run)

 BILLY IDOL—Flesh For Fantasy

 BARRY GIBB—Shine Shine

 THE POINTER SISTERS—I'm So Excited

 A FLOCK OF SEAGULLS—The More You Live, The More You Live, The

- 92-X (WXGT)—Columbus
 (Adam Gook-P.D.)

 O CNICAGO-Hard Habit To Break

 SHEILA E.-The Glamorous Life
 O ENNIE O EYOUNG—Desert Moon
 BILLY IDOL-Flesh For Fantasy
 LAURA BRANIGAN—The Lucky One
- WNCI-Columbus (Harry Valentine-P.O.)

 ◆● NAKED EYES—(What) In The Name Of Love
- **WCZY**-Detroit

(Lee Douglas-P.D.)

• DIAMA ROSS-Swept Away

• JOHN CAFFERTY AND THE BEAVER BROWN
BAND-On The Dark Side

• NAKED EYES-(What) In The Name Of Love

• SHEENA EASTOM-Strut WDRQ-Detroit

(Tony Gray-P.O.)

CMAKA KANH-I Feel For You

NEW EDITION-Cool: Il Now

JOCELYN BROWN-I Wish You Would

STEYIE WONDER-I Just Called To Say I Love You

VANITY-FICT MESS

CARRIE LUCAS-Summer In The Street

AMUZEMENT PARK BAND-No

WHYT-Detroit

Gary Bertwitz-P.O.) ◆ THE S.O.S. BAND—Just The Way You Like It ◆ ROMEO YOID—Girl In Trouble (Is A Temporary Thing) ◆ ANITY—Petty Mess • ELTON JOHN—Who Wears These Shoes

WNAP-Indianapolis (Gary Heffman-P.D.) • SHEENA EASTON-Strut WZPL-Indianapolis

(Gary Hoffman-P.D.) •• BARRY GIBB-Shine Shine •• ROMEO VOID-A Girl In Trouble WVIC-FM-Lansing

(Bill Martin—P.D.) BARRY GIBB—Shine Shine DENNIE De'90WG—Desert Moon BILLY OCEAN—Caribbean Queen (No More Love On The WZEE-Madison

(Jehnatham Little—P.D.) DENNIE DeYOUNG—Desert Moon ELTON JOHN—Who Wears These Shoes DIANA ROSS—Swept Away STEVE PERRY—Strung Out WKTI-Milwaukee (Dallas Cole—P.D.) SHEILA E.—The Glamorous Life LINDSEY BUCKINGHAM—Go Insane

Run)

BANANARAMA-Cruel Summer

WZUU-FM-Milwaukee (Cat Michaels-P.D.)

◆ SNEILA E.-The Glamorous Lrie

◆ RICK SPRINGFIELD-Bop 'Til You Drop

• BILLY OCEAN-Caribbean Queen (No More Love On The

KZ-93 (WKZW)—Peoria (Keith Edwards-P.D.) (Continued on page 16)

Copyright 1984, Billboard Publications. Inc. No part of this publication may be reproduced, stored in a 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

WKDD-Akron (Nick Anthony-P.O.)

•• BILLY OCEAN—Caribbean Queen (No More Love On The Day)

- The Run)

 HONEYMOON SUITE—New Girl Now

 BILLY IDOL—Flesh For Fantasy

 JUHN CAFFERTY AND THE BEAVER BROWN

 BAND—On The Dark Side

 THOMPSON TWINS—You Take Me Up

 DIAMA ROSS—Gwept Away

 JOYCE KENNEDY & JEFFREY OSBORNE—The Last
- (Tony Waitekus-P.D.)

 JOHN CAFFERTY AND THE BEAVER BROWN
 BAND-On The Dark Side

 ROD STEWART-Some Guys Have All The Luck
 JULIO IGLESIAS AND DIAMA ROSS—All Of You
 CHICAGO—Hard Habit To Break
- B-96 (WBBM-FM)-Chicago {Buddy Scatt-P.O.}
 • MADONNA-Lucky Star
 • STEVIE WONDER-I Just Called To Say I Love You
 • ELTON JOHN-Who Wears These Shoes

Billboard Singles Radio Action. Based on station playlists through Tuesday (8/28/84)

Playlist Top Add Ons

Continued from page 15

THE POINTER SISTERS—I'm So Excited
 RICK SPRINGFIELD—Bop 'Til You Drop
 NAKED EYES—(What) In The Name Of Love
 BILLY IDDL—Flesh For Fantasy

WRKR-FM-Racine

(Pat Martin—P.D.)

• ELTON JDNN—Who Wears These Shoes

• THOMPSON TWINS—You Take Me Up

• CHAKA KAHN—I Feel For You

WZOK-Rockford

(Jett Davis—P.D.)

•• LAURA BRANIGAN—The Lucky One

WSPT-Stevens Point

- (Jay Bowley-P.D.)

 DENNIE DEYOUNG-Desert Moon

 ELTON JOHN-Who Wears These Shoes

 DIANA ROSS-Swept Away

Midwest Region

TOP ADD ONS

ELTON JOHN-Who Wears These Shoes (Geffen) BILLY OCEAN-Caribbean Queen(No More Love On The Run) (Jive/Arista) DENNIE DeYOUNG-Desert Moon (A&M) DIANA ROSS-Swept Away (RCA)

KFYR-Bismark

- (Dan Brannan—P.D.)

 MARIA VIDAL—Body Rock

 ELTON JOHN—Who Wears These Shoes

 JOHN CAFFERTY AND THE BEAVER BROWN
 BAND—On The Dark Side

 DENNIE DEVOLUNG—Desert Moon

 WHAM U.K.—Wake Me Up Before You Go

KFMZ-Columbia

- KFMZ—LOIUITDIA
 (Jim Williams—P.D.)

 THE FIXX—Are We Ourselves

 BILLY IDDL—Flesh For Fantasy

 ROD STEWART—Some Guys Have All The Luck
 JEFFERSON STARSHIP—Layin' It On The Line
 HOMEYMOON SUITE—New Girl Now

 JOHN CAFFERTY AND THE BEAVER BROWN
 BAND—On The Dark Side

 DIAMA ROSS—Swept Away

 ELTON JOHN—Who Wears These Shoes

KIIK-Davenport

- (Jim O'Hara—P.D.)

 ◆ ELTON JOHN—Who Wears These Shoes

 ◆ DIANA ROSS—Swept Away

 THE EVERLY BROTHERS—On The Wings Of A
- Nightingale

 ROMEO VOID—A Girl In Trouble

 WHAM U.K.—Wake Me Up Before You Go

KMGK-Des Moines

- (Al Brock-P.D.)

 ELTON JOHN-Who Wears These Shoes

 ROMEO VOID-A Girl in Trouble
- STEVE PERRY-Strung Out
 MARIA VIDAL-Body Rock
- DENNIE DeYOUNG-Desert Moor

WEBC-Duluth

(Dick Jehnson-P.D.)

THE EVERLY BROTHERS-On The Wings Of A

KKXL-Grand Forks

- (Don Nordine—P.D.)

 ELTON JOHN—Who Wears These Shoes

 ROD STEWART—Some Guys Have All The Luck

 THE POINTER SISTERS—I'M SO Excited

 BARRY GIBB—Shine Shine

KRNA-lowa City

- (Bart Geynsher-P.D.)

 BARRY GIBB-Shine Shine

 DENNIE DEYOUNG-Desert Moon
- ELTDN JOHN-Who Wears These Shoes
 CHAKA KAHN-I Feel For You

Q-104 (KBEQ)-Kansas City

(Pat McKay-P.D.)

• ELTON JOHN-Who Wears These Shoes
• STEVIE WONDER-I Just Called To Say I Love You
• DENNIE De YOUNG-Desert Moon
• THE POINTER SISTERS-I'm So Excited

KDWB-FM-Minneapolis

- (Dave Anthony-P.D.)

 BILLY IDOL-Flesh For Fantasy

 ROD STEWART-Some Guys Have All The Luck

 BILLY OCEAN-Caribbean Queen (No More Love On The
- ELTON JOHN-Who Wears These Shoes

WLOL-Minneapolis

- (Tac Hammer -P.D.)

 PRINCE AND THE REVOLUTION-Purple Rain

 SHEENA EASTON-Strut

 ROD STEWART-Some Guys Have All The Luck

 BILLY OCEAN-Caribbean Queen (No More Love On The

KJ-103 (KJYO)-Oklahoma City

- (Dan Wissen-P.D.)

 JOHN CAFFERTY AND THE BEAVER BROWN
 BAND-On The Dark Side

 DONNA SUMMER-There Goes My Baby
 DIANA ROSS-Swept Away
 THE POINTER SISTERS-I'M SO Excited
 DENNIE DEYOUNG-Desert Moon

KQKQ-Omaha

- JJerry Dean P.O.)

 DIANA ROSS-Swept Away

 ELTON JOHN-Who Wears These Shoes

 THE FIXX-Are We Ourselves

 BILLY OCEAN-Caribbean Queen (No More Love On The
- THE EVERLY BROTHERS—On The Wings Of A
- KKRC-Sioux Falls
- (Dan Kiley-P.D.)

 MADONNA-Lucky Star

 NAKED EYES—(What) In The Name Of Love

ROD STEWART-Some Guys Have All The Luck
 BARRY GIBB-Shine Shine

KHTR-St. Louis

- (Bob Scott-P.D.)

 BILLY OCEAN-Caribbean Queen (No More Love On
- SHEENA EASTON-Strut
 NAKED EYES-(What) In The Name Of Love
 MONEYMOON SUITE-New Girl Mow
 SPANDAU BALLET-Only When You Leave

V-100 (KDVV)-Topeka

- [Teny Stewart-P.D.]

 DENNIE DEYOUNG-Desert Moon

 BILLY OCEAN-Caribbean Queen (No More Love On The
- Run)

 R OME O VOLD—Girl In Trouble (Is A Temporary Thing)

 ELTON JOHN—Who Wears These Shoes

 MARIA VIDAL—Body Rock

- KAYI-Tulsa
- (Johnny Rivers—P.D.)

 MAD ONNA—Lucky Star

 BILLY OCEAN—Caribbean Queen (No More Love On The Run)
- BARRY GIBB-Shine Shine

 ELTON JOHN-Who Wears These Shoes

 A FLOCK OF SEAGULLS-The More You Live, The

- KRAV-Tulsa
- (Rick Allan West-P.D.)

 ◆ STEVIE WONDER-I Just Called To Say I Love You

 ◆ SAM HARRIS-Sugar Don't Bite

- KFMW-Waterloo

- KPTWW—W ALETTOO
 (Mark Potter-P.D.)
 ELTON JOHN-Who Wears These Shoes
 CHAKA KAMH-I Feel For You
 DENNIE DOYOUNG—Desert Moon
 KROKUS—Midnight Maniac
 STEVE PERRY-Strung Out
 DIANA ROSS—Swept Away
 BRUCE SPRINGSTEEN—Cover Me

KEYN-Wichita

- (Ron Eric Taylor-P.D.)

 BILLY IDOL-Flesh For Fantasy

 ELTON JOHN-Who Wears These Shoes

 DENNIE DEYOUNG—Desert Moon

 ROMEO VOID—A Girl in Trouble

 THE EVERLY BROTHERS—On The Wings Of A

Southwest Region TOP ADD ONS

DENNIE DeYOUNG-Desert Moon (A&M)

JOHN CAFFERTY AND THE BEAVER BROWN BAND-On The Dark Side (Scotti Bros.) ELTON JOHN-Who Wears These Shoes (Geffen) BARRY GIBB-Shine Shine (MCA)

WFMF-Baton Rouge

(Randy Rice-P.D.)

KENNY ROGERS, KIM CARNES & JAMES INGRAM-What About Me

WQID-Biloxi

- (Mickey Coulter-P.D.)

 BARRY GIBB-Shine Shine
 STEVE PERRY-Strung Out
 ELTON JOHN-Who Wears These Shoes
 THE POINTER SISTERS-I'm SO Excited
 THE EVERLY BROTHERS-On The Wings Of A
- Nightingale
 STEPHEN STILLS—Stranger
 JOHN CAFFERTY AND THE BEAVER BROWN
 BAND—On The Dark Side
 DENNIE DEYOUNG—Desert Moon

- WKXX-Birmingham
 (Kevin McCarthy-P.D.)

 BARRY GIBB-Shine Shine
 DENNIE DEYOUNG-Desert Moon
 EI TON JOHN Why Ways These

- ▶ ELTON JOHN—Who Wears These Shoes ▶ JOHN CAFFERTY AND THE BEAVER BROWN BAND—On The Dark Side

- KITE-Corpus Christi
- (Ron Chase-P.D.)

 BILLY JDEL-Leave A Tender Moment Alone
 CHICAGO-Hard Habit To Break
 DOMNA SUMMER-There Goes My Baby
 STEVIE WONDER-I Just Called To Say I Love You

- KAFM-Dallas
- (John Shomby-P.D.)

 SHEENA EASTON-Strut

 JOHN CAFFERTY AND THE BEAVER BROWN
 BAND-On The Dark Side

 ROD STEWART-Some Guys Have All The Luck

 PRINCE AND THE REVOLUTION-Purple Rain

- KAMZ-El Paso
- (Bob West-P.D.)

 BARRY GIBB-Shine Shine

 THOMPSON TWINS-You Take Me Up

 ELTON JOHN-Who Wears These Shoes

 SAM MARRIS-Sugar Don't Bite

 CHAKA KAHN-I Feel For You

- KSET-FM-El Paso
- (Cat Simon-P.D.)

 THE S.O.S. BAND-Just The Way You Like It
 FITON JOHN-Who Wears These Shoes

ELTON JOHN-WI JACKSONS-Body KISR-Fort Smith

- (Rick Mayes—P.D.)

 SHEENA EASTON—Strut

 DIANA ROSS—Swept Away

 THE POINTER SISTERS—I'm So Excited

 ELTON JOHN—Who Wears These Shoes

 BILLY OCEAN—Caribbean Queen (No More Love On The Dan)

Q-104 (WQEN)-Gadsden

- (Noger Gaither-P.D.)

 DENNIE DeYOUNG-Desert Moon

 SAM HARRIS-Sugar Don't Bite

 WHAM U.K.-Walee Me Up Belore You Go

 ROMEO VOID-Girl In Trouble (Is A Temporary Thing)
- (Dave Parks-P.D.)

- •• THE POINTER SISTERS—I'm So Excited
 BARRY GIBB—Shine Shine
 BILLY OCEAN—Caribbean Queen (No More Love On The

 - RUN)

 ELTON JOHN-Who Wears These Shoes

 ROMEO YOID-A Girl In Trouble

 JOHN CAFFERTY AND THE BEAVER BROWN
 BAND-ON THE DAYS SIGE

 DENNIE DEYOUNG-Desert Moon

93-FM (KKBQ-FM)—Houston (John Lander-P.D.) • DIANA ROSS-Swept Away • DENNIE DEYOUNG-Desert Moon

- WTYX-Jackson (Jim Chick-P.D.)

 •• JOYCE KENNEDY & JEFFREY OSBORNE-The Last
- Time I Made Love

 THE FIXX—Are We Ourselves

 THE POINTER SISTERS—I'm So Excited

KKYK-Little Rock

- (Ron White-P.D.)

 CYNDI LAUPER-She Bop
- RATT-Round And Round CHICAGO—Hard Habit To Break
 BILLY SQUIER—Rock Me Tonight
- KBFM-McAllen/Brownsville
- (Russ Williams—P.D.)

 DIANA ROSS—Swept Away

 JOHN CAFFERTY AND THE BEAVER BROWN

BAND-On The Dark Side BILLY OCEAN-Caribbean Queen (No More Love On The • THOMPSON TWINS-You Take Me Up

- FM-100 (WMC-FM)-Memphis
- (Robert John-P.D.)

 DENNIE DeYOUNG-Desert Moon

 BILLY JOEL-Leave A Tender Moment Alone

 BILLY OCEAN-Caribbean Queen (No More Love On The
- Run)

 RUD STEWART-Some Guys Have All The Luck

 JOHN CAFFERTY AND THE BEAVER BROWN

BAND-On The Dark Side Q-101 (WJDQ-FM)-Meridian

- (Tom Kelly-P.D.)
 STEVE PERRY-Strung Out
 DIANA ROSS-Swept Away
 JOHN CAFFERTY AND THE BEAVER BROWN
- BAND—On The Dark Side

 ELTON JOHN—Who Wears These Shoes

 BILLY OCEAN—Caribbean Queen (No More Love On The
- DENNIE DeYOUNG-Desert Moon
 JOYCE KENNEDY & JEFFREY OSBORNE-The Last
- Time I Made Love

 RALPH MACDONALD WITH BILL WITHERS—Ir The Name Df Love

 SAM HARRIS-Sugar Don't Bite
- WABB-FM-Mobile (Leslie Fran-P.D.)
 •• MADONNA-Lucky Star
- WHHY-FM-Montgomery
- (Mark St.John-P.D.)

 ELTON JOHN-Who Wears These Shoes

 STEVE PERRY-Strung Out

 CHAKA KAMM-Feel For You

 JOHN CAFFERTY AMD THE BEAVER BROWN

BAND—On The Oark Side DENNIE DEYOUNG—Desert Moon

- KX-104 (WWKX)-Nashville

(Michael St. John-P.D.) • ELTON JOHN-Who Wears These Shoes • JOHN CAFFERTY AND THE BEAVER BROWN BAND-On The Oark Side • BILLY IDOL-Flesh For Fantasy • SHEENA EASTON-Strut • THOMPSON TWINS-YOU Take Me Up • ROMEO VOID-A Girl in Trouble

B-97 (WEZB)-New Orleans

(Kris O'Kelly-P.D.) • BARRY GIBB-Shine Shine • NIGHT RANGER-When You Close Your Eyes • CHAKA KAMM-I Feel For You • DENNIE DEYDUNG-Desert Moon

- WTIX-New Orleans
- (Bruce Kramer-P.D.)

 •• THE EVERLY BROTHERS—On The Wings Of A
- BEACH BOYS AND FRANKIE VALLI-East Meets
- West

 BRUCE SPRINGSTEEN-Cover Me

 IRENE CARA-You Were Made For Me

 BARRY GIBB-Shine Shine
- KITY-San Antonio
- (Kid Curry-P.D.)

 BARRY GIBB-Shine Shine

 ELTON JOHN-Who Wears These Shoes

 NEIL DIAMOND-Turn Around

 BILLY 1001-Eyes Without A Face

 BILLY SATELLITE-Satisfy Me
- KTFM-San Antonio
- (Bill Thorman—P.D.)
 STEPHEN STILLS-Stranger
 MARIA VIDAL—BOOK Nock
 ELTON JOHN—Who Wears These Shoes
 THE EVERLY BROTHERS—On The Wings Of A
 Nightingale

Nightingale SAM HARRIS—Sugar Don't Bite FRAMK STALONE—If We Ever Get Back ROMEO VOID—A Girl In Trouble

- KROK-Shreveport (Peter Stewart-P.D.)

 THE EVERLY BROTHERS—On The Wings Of A
- RALPH MACDONALD WITH BILL WITHERS—In The Name Of Love DENNIE DEYOUNG-Desert Moon
 THOMPSON TWINS-You Take Me Up

Pacific Southwest Region

TOP ADD ONS ELTON JOHN-Who Wears These Shoes (Geffen) BILLY OCEAN-Caribbean Queen(No More Love

On The Run) (Jive/Arista) SHEENA EASTON-Strut (EMI-America) DIANA ROSS-Swept Away (RCA)

KKXX-Bakersfield

- (Dave Kamper-P.D.)
 RALPH MACDONALD WITH BILL WITHERS-In The
- Name Of Love

 BILLY IDOL—Flesh For Fantasy

 STEVIE WONDER—I Just Called To Say I Love You

KIMN-Denver

- [Owg Erickson—P.D.]

 ODIN CAFFERTY AND THE BEAVER BROWN
 BAND—On The Dark Side

 BARRY GIBB—Shine Shine

 VAN STEPHENSON—What The Big Girls Do

 ELTON JOHN—Who Wears These Shoes

- KPKE-Denver
- (Tim Fex-P.D.)

 MADONNA-Lucky Star

 BILLY IDOL-Flesh For Fantasy

 JOHN CAFFERTY AND THE BEAVER BROWN
- BAND-On The Dark Side

 SHEILA E.-The Glamorous Life
- KLUC-Las Vegas
- (Bill Kelly-P.D.)

 BARRY GIBB-Shine Shine

 DIANA ROSS-Swept Away

 JOHN CAFFERTY AND THE BEAVER BROWN
- BAND—On The Dark Side

 ELTON JOHN—Who Wears These Shoes

KIIS-FM-Los Angeles

- (Gerry DeFrancesco-P.D.)

 PRINCE AND THE REVOLUTION—Purple Rain WHAM U.K.—Wake Me Up Before You Ge
 THE POINTER SISTERS—I'm So Excited
- KKHR-Los Angeles

[Ed Scarborough—P.D.] CHICAGO—Hard Habit To Break STEVE PERRY—Strung Out ROD STEWART—Some Guys Have All The Luck WHAM U.K.—Wake Me Up Before You Go

- KOPA-FM-Phoenix
- (Reggie Blackwell-P.D.)

 STEVIE WONDER- Just Called To Say I Love You

 LAURA BRANIGAN—The Lucky One

 ELTON JOHN—Who Wears These Shoes

 LIMDSEY BUCKINGHAM—Go Insane
- DENNIE DeYOUNG-Desert Moon KZZP-FM-Phoenix

THE FIXX-Are We Ourselves JOHN CAFFERTY AND THE BEAVER BROWN BAND—On The Dark Side ◆ THE POINTER SISTERS—I'm So Excited

(Chartie Quinn—P.D.)

• MADONNA—Lucky Star

- K96 (KFMY)-Provo
- (Scott Gentry-P.D.) when You Leave
 SPANDAU BALLET-Only when You Leave
 ELTON JOHN-Who Wears These Shoes
 BARRY GIBB-Shine Shine
 JOHN CAFFERTY AND THE BEAVER BROWN

BAND-On The Dark Side DIANA ROSS-Swept Away THE EVERLY BROTHERS-On The Wings Of A

(Rip Avina-P.D.)

THE EVERLY BROTHERS-On The Wings Of A

KDZA-Pueblo

- Nightingale

 DIANA ROSS—Swept Away

 DENNIE DEYOUNG—Desert Moor
- KRSP-AM-Salt Lake City (Steve Carlson—P.D.)

 Olana ROSS—Swept Away

 BILLY OCEAN—Caribbean Queen (No More Love On
- The Run)
 JOHN CAFFERTY AND THE BEAVER BROWN
 BAND-On The Dark Side

THE EVERLY BROTHERS—On The Wings Of A

- Nightingale

 ELTON JOHN—Who Wears These Shoes

 STEPHEN STILLS—Stranger
- KS-103 (KSDO-FM)-San Diego (Dave Parks-P.D.)

 DIANA ROSS-Swept Away

 ROD STEWART-Some Guys Have All The Luck

 JOHN CAFFERTY AND THE BEAVER BROWN

 BAND-On The Dark Side

XTRA-AM-San Diego

- (Jim Richards-P.D.)
 STEVIE WONDER-I Just Called To Say I Love You
 DIAMA ROSS-Swept Away
 BARRY GIBB-Shine Shine
 ELTON JOHN-Who Wears These Shoes
- KSLY-FM-San Luis Obispo
- (Joe Collins-P.D.)

 JOYCE KENNEDY & JEFFREY OSBORNE-The Last
 Time I Made Love Time I Made Love

 JEFFERSON STARSHIP-Layın' It On The Line

 ELTON JOHN-Who Wears These Shoes

 ROMEO VOID-A Girl In Trouble

 CHAKA KANH-I Feel For You

 WHAM U.K.-Wake Me Up Before You Go
- KIST-Santa Barbara

(Dick Williams-P.D.) JOHN CAFFERTY AND THE BEAVER BROWN BAND-On The Dark Side ELTON JOHN-Who Wears These Shoes MARIA VIDAL-Body Rock WILLIE NELSON—City Df New Orleans

- 13-KHYT-Tucson (Sherman Cohen-P.D.)

 ELTON JOHN—Who Wears These Shoes

 RALPH MACDONALD WITH BILL WIT
- Name Of Love
 LULU-Everytime I See Your Picture
 JOHN CAFFERTY AND THE BEAVER BROWN BAND—On The Dark Side

 MARIA VIDAL—Body Rock

 ROMEO VOID—A Girl In Trouble
- (Kelly Nerris-P.D.)

 ELTON JOHN-Who Wears These Shoes

 DENNIE Devoung-Desert Moon

 RALPH MACDONALD WITH BILL WITHERS—In The Name Of Love

 SHEENA EASTON-Strut
 THOMPSON TWINS-You Take Me Up
 BILLY 100L-Flesh For Fantasy

KRQQ-Tucson

KTKT-Tucson

(Bobby Rivers-P.D.)

• VAN STEPHENSON-What The Big Girls Do

- DIANA ROSS-Swept Away
 BARRY GIBB-Shine Shine
 COYOTE SISTERS-Straight From The Heart (Into Your
- IRENE CARA-You Were Made For Me

Pacific Northwest Region

TOP ADD ONS ELTON JOHN-Who Wears These Shoes (Geffen) DIANA ROSS-Swept Away (RCA) BARRY GIBB-Shine Shine (MCA)

WHAM U.K .- Wake Me Up Before You Go

(Columbia)

- **KYYA**-Billings
- (Jack Bell-P.D.)

 •• THE EVERLY BROTHERS-On The Wings Of A
- Nightingale

 O JOHN CAFFERTY AND THE BEAVER BROWN

BAND—On The Dark Side • ROD STEWART—Some Guys Have All The Luck • MADONNA—Lucky Star

- KBBK-Boise
- (Bobby King-P.D.)

 JOHN CAFFERTY AND THE BEAVER BROWN
- BAND-On The Dark Side
 BARRY GIBB-Shine Shine
 SHEENA EASTON-Strut
 DIANA ROSS-Swept Away
- KCDQ-Bozeman (Chad Parrish—P.D.)
 ;O ELTON JOHN—Who Wears These Shoes
 • HONEYMOON SUITE—New Girl Now

DIANA ROSS-Swept Away RALPH MACDONALD WITH BILL WITHERS-in The

- KTRS-Casper
- (Bill Cody-P.D.)

 JOYCE KENNEDY & JEFFREY OSBORNE-The Last
- BARRY GIBB—Shine Shine

 BARRY GIBB—Shine Shine

 DIANA ROSS—Swept Away

 BILLY IDOL—Flesh For Fantasy

 ELTON JOHN—Who Wears These Shoes

 DENNIE DEVOUNG—Desert Moon

 MARIA VIDAL—Body Rock
- KYNO-FM-Fresno
- (John Lee Walker-P.D.)

 SHEENA EASTON-Strut

 VAN STEPHENSON-What The Big Girls Do
- SCANDAL—The Warrior
 DIANA ROSS—Swept Away KGHO-FM-Hoquaim
- (Steve Larson-P.D.)

 DENNIE DeYDUNG-Desert Moon

 MARIA VIDAL-Body Rock

 BILLY OCEAN-Caribbean Queen (No More Love On The
- ELTON JOHN-Who Wears These Shoes **KOZE-FM**-Lewiston
- (Jay McCail-P.D.)

 BARRY GIBB-Shine Shine

 DENNIE DevOUNG-Desert Moon

 DROMEO VOID-Girl In Trouble (Is A Temporary Thing)

 THOMPSON TWINS-You Take Me Up

 BILLY OCEAN-Caribbean Queen (No More Love On The

KHOP-Modesto

Run)

ELTON JOHN-Who Wears These Shoes

WHAM U.K.-Wake Me Up Before You Go

- ELTON JDHN-Who Wears These Shoes
 DIANA ROSS-Swept Away
 RALPH MACCONALD WITH BILL WITHERS-In The
- Name Of Love

 JEFFERSON STARSHIP—Laym' It On The Line
 STEVE PERRY—Strung Out

KOSO-Modesto

- (Stan Maine-P.D.)

 A FLOCK OF SEAGULLS—The More You Live, The
- MORE YOU LOVE
 MORE YOU LOVE
 ELTON JOHN—WHO WEARS THESE Shoes
 JOHN CAFFERTY AND THE BEAVER BROWN
 BAND—On The Dark Side
 NAKED EYES—(What) In The Name Of Love
 DIANA ROSS—Swept Away
 PEABO BRYSON—If Ever You're In My Arms Again
 MADONNA—Lucky Star

- KMJK-Portland

(Jon Barry-P.D.)

• ELTON JOHN—Who Wears These Shoes

• CHAKA KAHN—I Feel For You

• SHEEMA EASTON—Strut

• BILLY OCEAN—Caribbean Queen (No More Love On The

- KSFM-Sacramento (Rick Gillette-P.D.)

 CHAKA KANN-I Feel For You

 ELTON JOHN-Who Wears These Shoes

- KW0D-Sacramento
- (Tom Chase-P.D.)
 THOMPSON TWINS-You Take Me Up
 BILLY IDOL-Flesh For Fantasy
 ELTON JOHN-Who Wears These Shoes
- KSKD-FM—Salem
 (Len E. Mitchell—P.D.)

 DIANA ROSS—Swept Away

 STEVE PERRY—Strung Out

KITS-San Francisco

- The Run)

 RICK SPRINGFIELD—Bop 'Til You Drop

 SHEENA EASTON—Strut

 THE S.O.S. BAND—Just The Way You Like It

 ROD STEWART—Some Guys Have All The Luck

- (Sean Lynch—P.D.)

 DIANA ROSS—Swept Away

 ELTON JOHN—Who Wears These Shoes

 JOHN CAFFERTY AND THE BEAVER BROWN

The definitive listings of the top singles and albums throughout the history of record charts. 30 different volumes cover all formats of recorded music. Write for details and prices:

> Attn: Barbara DeMaria 1515 Broadway New York, NY 10036

 ELTON JOHN-Who Wears These Shoes
 THE EVERLY BROTHERS-On The Wings Of A Nightingale

MARIA VIDAL-Body Rock

DENNIE DEYDUNG-Desert Moon

COVOTE SISTERS-Straight From The Heart (Into Your

- (80b Garrett-P.D.)

 THE FIXX-Are We Ourselves

 BILLY OCEAN-Caribbean Queen (No More Love On The Park)
- KPLZ-FM-Seattle
- APLZ-F M—Seattle
 (Jeff King-P.D.)

 WHAM U.K.—Wake Me Up Belore You Go
 BARRY GIBB—Shine Shine
 ELTON JOHN—Who Wears These Shoes

 JOHN CAFFERTY AND THE BEAVER BROWN
 BAND—On The Dark Side
 CHAKA KANH—I Feel For You
 STEVE PERRY—Strung Out
 DAVE EDMUNDS—Something About You
- (Bob Case-P.D.)

 ELTON JOHN-Who Wears These Shoes

 WHAM U.K.-Wake Me Up Before You Go

 THOMPSON TWINS-You Take Me Up

 BILLY IDOL-Flesh For Fantasy
- BAND—On The Dark Side

 BILLY OCEAN—Caribbean Queen (No More Love On The

Billboard CHART

BILLBOARD CHART RESEARCH

- **KUBE-Seattle**
- KNBQ-Tacoma

• THOMPSON TWINS-You Take Me Up

RESEARCH PACKAGES

Billboard **Black Chart** Research **Packages**

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

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

TITLES AVAILABLE:

Number One Black Singles, 1948 through **1983.** (\$50.00)

Number One Black Albums, 1965 through **1983.** (\$25.00)

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

Top Ten Black Singles, 1948 through 1983. (\$50.00)

Top Ten Black Albums, 1965 through **1983.** (\$25.00)

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

Top Black Singles Of The Year, 1946 through 1983. (\$50.00) Top Black Albums Of The Year, 1966 through 1983. (\$25.00)

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

Individual yearly lists may also be purchased separately; see coupon below (\$5.00 per list.)

> Billboard Chart Research Attn: Barbara DeMaria 1515 Broadway New York, NY 10036

Please	send	me	the	following	Billboard	Chart
Resear	ch Pa	cka	ges:			

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

amount of:
\$ (Sorry, no C.O.D. or billing.)
Name:
Company:
Address:
City, State, Zip:
Overseas air mail rates available upon request.

YesterHits_

POP SINGLES-10 Years Ago

- (You're) Having My Baby, Paul Anka, United Artists
 I Shot The Sheriff, Eric Clapton, RSO
- Tell Me Something Good, Rufus, ABC Rock Me Gently, Andy Kim, Capitol I'm Leaving It All Up To You, Donny & Marie Osmond, MGM
- Marie Usmono, MGM
 6. Can't Get Enough Of Your Love, Babe,
 Barry White, 20th Century
 7. Nothing From Nothing, Billy Preston,
- 8. The Night Chicago Died, Paper Lace,
- Mercury
 9. You And Me Against The World, Helen
- Reddy, Capitol

 10. Then Came You, Dionne Warwick & the Spinners, Atlantic

POP SINGLES-20 Years Ago

- 1. The House Of The Rising Sun, Animals, MGM
- 2. Where Did Our Love Go, Supremes,
- Motown
 Everybody Loves Somebody, Dean
 Martin, Reprise
 Because, Dave Clark Five, Epic
 C'mon And Swim, Bobby Freeman,
- Autumn Bread And Butter, Newbeats, Hickory Under The Broadwalk, Drifters, Atlantic
- A Hard Day's Night, Beatles, Capitol How Do You Do It, Gerry & the acemakers, Laurie
- 10. G.T.O., Ronny & the Daytonas, Mala

TOP LPs-10 Years Ago

- 461 Ocean Blvd., Eric Clapton, RSO Fulfillingness' First Finale, Stevie Wonder, Tamla

- Wonder, Tamla
 Bad Company, Swan Song
 Bachman-Turner Overdrive II, Mercury
 Back Home Again, John Denver, RCA
 Caribou, Ellon John, MCA
 Rags To Rufus, Rufus, ABC
 Marvin Gaye Live, Tamla
 Endless Summer, Beach Boys, Capitol
- Chicago VII, Chicago, Columbia

TOP LPs-20 Years Ago

- 1. The Beatles—A Hard Day's Night, Soundtrack, United Artists
 2. Something New, Beatles, Capitol
 3. Everybody Loves Somebody, Dean

- Martin, Reprise All Summer Long, Beach Boys, Capitol Getz/Gilberto, Stan Getz & Joao Gilberto,
- Funny Girl, Original Cast, Capitol Hello, Dolly!, Louis Armstrong, Kapp Peter, Paul & Mary In Concert, Warner
- 9. Rag Doll, 4 Seasons, Philips
 10. Hello, Dolly!, Original Cast, RCA Victor

COUNTRY SINGLES-10 Years Ago

- COUNTRY SINGLES—10 Years Ago
 Please Don't Tell Me How The Story Ends, Ronnie Milsap, RCA
 Dance With Me (Just One More Time), Johnny Rodriguez, Mercury
 I Wouldn't Want To Live If You Didn't Love Me, Don Williams, Dot
 The Grand Tour, George Jones, Epic
 Big Four Poster Bed, Brenda Lee, MCA
 Old Man From The Mountain, Merle Haggard, Capitol

- Haggard, Capitol
 I'll Think Of Something, Hank Williams
 Jr., MGM
- Jr., MGM 8. (It's A) Monster's Holiday, Buck Owens,
- We Loved It Away, George Jones & Tammy Wynette, Epic
- 10. The Want-To's, Freddie Hart, Capitol

SOUL SINGLES-10 Years Ago

- Can't Get Enough Of Your Love, Babe, Barry White, 20th Century
 Then Came You, Dionne Warwick & the
- Spinners, Atlantic
- 3. Feel Like Making Love, Roberta Flack,
- Live It Up Part I, Isley Bros., T-Neck You Haven't Done Nothin', Stevie Wonder, Tamia
- Hang On In There Baby, Johnny Bristol, MGM
- MGM Midnight Flower, Four Tops, Dunhill Let's Put It All Together, Stylistics, Avco Do It Baby, Miracles, Tamla Up For The Down Stroke, Parliament, Casablanca.



MONEY MARKET—KHEY El Paso's Charlie Russell presents a \$100,000 check to listener Estelle Lopez, who won the city's largest radio cash giveaway to date.

• Continued from page 14

easy listening KDUO and Lisa Witt joins KGUY Newsradio in Palm Desert ... We ran out of space last week and didn't have a chance to mention that Mark Driscoll's re-placement at WLUM (as you'll remember, he left the Milwaukee outlet several months ago to join his former boss Ken Wolt at WZPL, Indy's Apple) has been found. He's former WOKY Milwaukee PD Jim Brown.

And if you're getting your address books out for that one, don't forget to include Charley Lake's new employer. Once again he's left radio for records, this time as the Midwest rep for A&M.

Looking for numbers to dial? WAPP New York's Apple Concert Hotline is in action. That's (212) 976-2424, and they promise you won't get a busy signal.

Congratulations to WINX Rockville. The suburban D.C. outlet, which once again is featuring a top 40 format, is celebrating its 33rd anniversary . . . Likewise to Grand Rapids' WOOD, which turned 60 on Aug. 22.

RAB Publishes New 'Instant Background'

NEW YORK-The Radio Advertising Bureau has published the spring 1984 edition of "Instant Background," which features 50 businesses and industries most likely to advertise on the radio.

The current edition features 12 new business categories never before analyzed, including amusement parks, museums, auto loans, car stereos, decorating firms, delicatessens, dieting plans, mass transit, nursing homes, pizza shops, second hand stores and religious articles.

Auto Dealer Ads Get In High Gear

NEW YORK—The nation's automobile dealers spent \$385.6 million in radio advertising during 1983, up 22.5% from \$314.9 million in 1982, Radio Advertising Bureau the reports.

The healthy dollar gain is bolstered by companion figures from the National Automobile Dealers Assn., which says that the average automobile dealer increased his advertising expenses in 1983 by 23.1% for an average of \$65,203.



BEVERLY PLAZA HOTEL

WELCOMES

The Sales and Promotion Representatives of A & M Records to Los Angeles



8384 West Third Street Los Angeles, California 90048 (213) 658-6600 CA: 1-800-33-HOTEL Outside CA: 1-800-62-HOTEL

Rock Albums & Top Tracks

Rock Albums Week Last Week Weeks On Chart This Week Weeks Weeks On Chart ARTIST-Title, Label BRUCE SPRINGSTEEN-Born In The U.S.A., Columbia 16 WEEKS AT #1 9 JOHN WAITE-No Brakes, EMI-America 2 6 12 11 2 15 BILLY SQUIER-Signs Of Life, Capitol 3 4 3 3 10 4 8 7 4 27 THE CARS-Heartbeat City, Elektra 5 3 7 HUEY LEWIS AND THE NEWS-Sports, 5 6 51 Chrysalis 6 2 12 6 8 4 THE FIXX-Phantoms, MCA 7 7 7 6 1 12 SAMMY HAGAR-V.O.A., Geffen 8 5 10 8 5 12 SCANDAL-Warrior, Columbia 9 10 10 9 10 5 LINDSEY BUCKINGHAM-Go Insane, Elektra 10 9 45 NIGHT RANGER-Midnight Madness, MCA 10 7 9 11 11 6 PETER WOLF-Lights Out, EMI/America 5 11 14 12 17 5 HONEYMOON SUITE-Honeymoon Suite, 12 24 3 Warner Bros. 13 17 4 13 16 12 TWISTED SISTER-Stay Hungry, Atlantic 14 11 6 14 13 5 STEPHEN STILLS-Right By You, Atlantic 15 21 4 SOUNTRACK-Metropolis, Columbia 15 16 7 16 12 20 RATT-Out Of The Cellar, Atlantic 17 15 5 A FLOCK OF SEAGULLS-The Story Of A 16 13 13 Young Heart, Arista 18 18 18 BILLY IDOL-Rebel Yell, Chrysalis 17 15 5 19 24 4 KROKUS-The Blitz, Arista 25 18 4 20 20 12 PRINCE-Purple Rain, Warner Bros. 19 12 9 21 14 18 JEFFERSON STARSHIP-Nuclear Furniture, 20 21 5 BILLBOARD 22 9 19 DIO-The Last In Line, Warner Bros. 21 22 4 22 13 FLTON JOHN-Breaking Hearts, Geffen 23 22 45 2 24 23 17 WHITESNAKE-Slide It In, Geffen 23 28 5 25 30 5 ROMEO VOID-Instincts, Columbia 20 24 5 2 26 45 SOUNTRACK-Eddie And The Cruisers, Scotti **SEPTEMBER 8, 1984,** 25 18 6 27 31 6 CYND! LAUPER-She's So Unusual, Portrait 26 19 13 28 32 7 LOU REED-New Sensations, RCA 27 30 6 HELIX-Walking The Razor's Edge, Capitol 29 28 5 28 35 6 30 27 10 BOX OF FROGS-Box Of Frogs, Epic 29 23 20 31 25 9 GLENN FREY-The Allnighter, MCA 30 26 7 29 32 10 QUIET RIOT-Condition Critical, Pasha 31 27 11 26 33 12 COREY HART-First Offense, EMI-America 32 34 6 33 STEVIE RAY VAUGHAN-Couldn't Stand The 34 13 33 42 4 Weather, Epic 37 35 38 15 ROD STEWART-Camouflage, Warner Bros. 34 5 35 38 39 3 36 12 TINA TURNER-Private Dancer, Capitol 36 31 37 35 5 7 SPANDAU BALLET-Parade, Chrysalis 38 34 28 SCORPIONS-Love At First Sting, Mercury 37 32 7 38 36 7 39 42 5 SOUTHSIDE JOHNNY AND THE JUKES-In The 39 33 13 40 41 23 STEVE PERRY-Street Talk, Columbia 40 41 6 40 7 LITA FORD-Dancin' On The Edge, Mercury 41 THOMPSON TWINS-Into The Gap, Arista 41 40 6 42 NEW 37 43 R.E.M.-Reckoning, I.R.S. 17 42 29 12 44 7 INXS-The Swing, Atco 44 43 10 **ELVIS COSTELLO AND THE ATTRACTIONS-**45 43 49 5 Goodbye Cruel World, Columbia 36 46 7 FASTWAY-All Fired Up, Columbia 44 NEW ENTRY 47 47 11 **BILLY SATELLITE-Billy Satellite, Capitol** 45 43 48 BANGLES-All Over The Place, Columbia 48 4 46 48 13 VAN HALEN-1984, Warner Bros. 49 49 35 56 47 2 CHRIS DEBURGH-Man On The Line, A&M 50 46 13 53 48 3 52 Top Adds 49 11 50 NEW E DENNIS DE YOUNG-Desert Moon, A&M (12 Inch) 51 44 16 ZEBRA-Wait Until The Summer's Gone, Atlantic (12 Inch) 52 50 2 3 ROD STEWART-Some Guys Have All The Luck, Warner 53 NEW ENTRY IRON MAIDEN-Two Minutes To Midnight, Columbia (12 39 55 51 5 DAVE EDMUNDS-Something About You, Columbia 56 NEW ENTRY

JIM CAPALDI-I'll Keep Holding On, Atlantic (12 Inch)

KISS-Heaven's On Fire, Polydor (12 Inch)

XAVION-Eat Your Heart Out, Elektra (12 Inch)

JANEY STREET-Say Hello To Ronnie, Arista (12 Inch)

8

PRINCE AND THE REVOLUTION-Purple Rain, Warner Bros.

Top Tracks

ARTIST-Title, Label THE FIXX-Are We Ourselves? MCA BRUCE SPRINGSTEEN-Cover Me, Columbia THE CARS-Drive, Elektra LINDSEY BUCKINGHAM-Go Insane, Elektra HUEY LEWIS AND THE NEWS-If This Is It. SCANDAL-The Warrior, Columbia JOHN WAITE-Missing You, EMI-America BILLY SQUIER-Rock Me Tonite, Capitol NIGHT RANGER-When You Close Your Eyes, SAMMY HAGAR-Two Sides Of Love, Geffen BILLY SQUIER-All Night Long, Capitol JOHN WAITE-Tears, EMI/America BILLY IDOL-Flesh For Fantasy, Chrysalis A FLOCK OF SEAGULLS-The More You Live, The More You Love, Arista HONEYMOON SUITE-New Girl Now, Warner TWISTED SISTER-We're Not Gonna Take It, STEPHEN STILLS-Stranger, Atlantic KROKUS-Midnight Maniac, Arista PETER WOLF-Lights Out, EMI-America PRINCE AND THE REVOLUTION-Let's Go Crazy, Warner Bros. JON ANDERSON-Cage Of Freedom, Columbia JOHN CAFFERTY AND THE BEAVER BROWN BAND-On The Dark Side, Scotti Brothers ROMEO VOID-A Girl In Trouble, Columbia SAMMY HAGAR-Can't Drive '55, Geffen DIO-The Last In Line, Warner Bros. JEFFERSON STARSHIP-Laying It On The Line, CYNDI LAUPER-She Bop, Portrait LOU REED-I Love You Suzanne, RCA RATT-Round And Round, Atlantic FITON JOHN-Restless, Geffen BOX OF FROGS-Back Where I Started, Epic **HELIX**-Rock You, Capitol PETER WOLF-Crazy, EMI-America Y&T-Don't Stop Running, RCA WHITESNAKE-Love Ain't No Stranger, Geffen STEVIE RAY VAUGHAN-Cold Shot, Epic GLENN FREY-Smuggler's Blues, MCA RATT-Back For More, Atlantic BRUCE SPRINGSTEEN-No Surrender, Columbia QUIET RIOT-Sign Of The Times, Pasha SPANDAU BALLET-Only When You Leave, COREY HART-Sunglasses At Night, EMI-America SOUTHSIDE JOHNNY AND THE JUKES-New Romeo, Mirage R.E.M.-Pretty Persuasion, I.R.S. BRUCE SPRINGSTEEN-Pink Cadillac, Columbia PRINCE-When Doves Cry, Warner Bros. DIO-Mystery, Warner Bros. INXS-1 Send A Message, Atlantic SCORPIONS-I'm Still Loving You, Mercury BLACK 'N BLUE-Hold On To 18, Geffen

Radio

Pro-Motions

Station: WASH-FM Washington (contemporary)

Contact: Kathi Kolodin Concept: Pedalboat Regatta

Execution: Listeners were invited to participate in the all-day "Pedalboat Regatta" held at the Tidal Basin docks. Preceding the event by two weeks was the "Kickoff Party," held at Rumor's, a local night spot which co-sponsored the First Annual Regatta. Applications were available there, as well as at the WASH-FM studios, with the entry fee being \$25.

For that price, contestants were given pedalboat rental, an official regatta uniform and all the Stroh's beer and barbecue food they wanted. On the day of the event, teams of two per boat were assembled, and contestants raced against the clock through a series of obstacle courses. Immediately following the day-long event, Rumors and WASH held the banquet barbecue, hosted by the station's air staff, with the first place couple receiving a trip for two to Athens, Greece.

Station: KKHI-AM-FM San Francisco (classical)

Contact: Chris Bliss Concept: Record of the week

Execution: Promoting a classical station does not have to differ entirely from promoting a top 40 outlet, as KKHI promotion director Chris Bliss is proving. Bliss and music director Gordon Engler have taken a page out of contemporary radio's handbook in the form of "The Record Of The Week."

Aired five times a day (once each daypart), the selected record is specially displayed at several classical record outlets, including Tower and Classical Wax in the Bay Area. The records chosen range from the more bizarre, such as the John Phillip Sousa collection of marches and dances done by the Cincinnati Pops Orchestra (title: "Peaches And Cream"), to the standard classical fare.

According to the station, sales rise significantly on albums so selected, with marches being among the most requested. The concept behind the station is to be a "foreground" outlet appealing to younger demos than are usually associated with the format. To that end, Bliss says KKHI regularly "breaks" product, treating the outlet like any mass appeal station.

Station: WLUP Chicago (AOR) Contact: Sandy Stahl, promotion director Concept: Second Annual Bellyflop Competition

Execution: In an event modeled after 'Super Flop IX," the World Bellyflop Competition held in Honolulu last year, morning man Jonathon Brandmeier is this year staging the second annual bellyflop competition in conjunction with Sunkist.

Listeners weighing more than 300 pounds are invited to send a picture of themselves in order to be eligible for the competition. Between five and ten contestants will be selected for the meet, staged at a local pool complete with two diving boards and an underwater viewing window. Those creating the most water damage will win such prizes as gift certificates to eight area restaurants, a chauffeurdriven ride in a food-filled limousine, and round trip airfare to California.

Spectators bringing a Sunkist proof of purchase seal receive free Tshirts commemorating the event, and all in attendance will be given a raffle ticket good for a trip to be awarded at

the end of the meet. Last year's event drew 1,000 spectators and nine rather rotund contestants.

Station: KZZP Phoenix

(contemporary)

Contact: Chris Shebel/Keith Larson Concept: Zoolympics

Execution: In conjunction with the excitement over the impending airing of the Olympics, KZZP staged its own competition, more in keeping with the lifestyle of its listeners. The morning team of Shebel and Larson solicited participants for the day-long event, held at "Graham Central Station.'

Categories, tailored to the audience's abilities, included "Leap Frog Relay," "Watermelon Seed Spit," "Breakfast Toss," "Jello Balloon Toss," "Limbo Pole," "Dress For Cash" and our favorite, the "Triatha-Ion Weenie Stuff.'

Former New York Met ballplayer Ron Swoboda, a regular part of the KZZP "Morning Zoo," was conspicuous by his absence. Something about having to travel with the USFL Arizona Wranglers.

* * *

Station: KTYL Tyler, Tex. (oldies)

Contact: Brian A. Maloney, PD Concept: Promoting syndicated programming Execution: When KTYL decided to

run the syndicated 24-hour "British Invasion" show last weekend, they took time to read the suggested promotion brochure that accompanied the package. By doing so, they turned an out-of-town production into a local event

Advertisers were solicited to sponsor the program. By doing so they became "registration points" for the giveaway (more than paid for by the sponsorship) of a trip to England (where the British Invasion, of course, began). Trivia questions were asked throughout the program, with sponsors' merchandise as prizes (listeners were forced to go to the location to pick up the prizes, making sponsorship even more attractive). At the end of the airing of the program, a "British Invasion Party" open to all listeners was held at a local night spot, which also played a part in the show's sponsorship. It was there the trip was awarded, giving the station a three-day weekend promotion and a sold-out spot schedule.

The moral of the story (especially if you're in a smaller market) is: Read the promotional suggestions sent with syndicated programming. Often they'll prove to be the best sales promotion pieces you'll have.

ROLLYE BORNSTEIN



DUNKIN' DJ-WHN New York air personality Dan Taylor awaits a plunge during a station-sponsored fundraising event for the refurbishing of the Statue of Liberty.

57 59

59 54 2

60

58 58

BRUCE SPRINGSTEEN-Dancing In The Dark,

JEFFERSON STARSHIP-Sorry Me, Sorry You,

DENNIS DE YOUNG-Desert Moon, A&M

TINA TURNER-What's Love Got To Do With

THOMPSON TWINS-You Take Me Up, Arista

BRUCE COCKBURN-Lovers In A Dangerous

CHEQUERED PAST-How Much Is Too Much?

KANSAS-Perfect Lover, CBS Associated

THE FIXX-Sunshine In The Shade, MCA

WHITESNAKE-Slow And Easy, Geffen

It? Capitol

EMI-America

Time, Gold Mountain

Featured Programming

All of you into great literary works will recognize the name Dick DeBartolo (we're not sure if he's any relation to the many shopping malls bearing the same name, but if so, that would further explain his dramatic ascent). If you're unaware, you illiterate you, note that DeBartolo is "Mad's Maddest Writer." You know, Alfred E. Neuman and all.

Well, as you may have heard, De-Bartolo has taken to the airwaves (he sent out 300 copies of the tape, and only two stations begged him to cease. "Naturally, they'll go out of business," he prophesizes) with the daily syndicated "Mad Minute." If you haven't heard the one-minute blurbs (Alfred E. Neuman is running for president again), give DeBartolo a call at (212) 752-7685. (Among Neuman's campaign promises, is to put not one woman on his ticket, but whole slew of them in the form of the Dallas Cowboy Cheerleaders.)

Additionally, DeBartolo and William M. Gaines (you've got to know who he is) are both available for interviews (if you don't know who he is, check the inside cover of Madany issue), live on the air even. The number for that is (212) 751-0600.

* * *

Just what you're looking for: a half-hour country and western radio drama series. "The Six Shooter" starring James Stewart, produced by Universal Studios, is being distributed by Charles Michelson Inc. You can find out all the details on that and Michelson's 20 other classic radio series by dialing (213) 278-4546. * * *

Those of you who carry Larry King Monday through Friday, and "The Best Of King" on Saturday, but are wondering what do you do about Sunday night short of signing off, can rest easy. "The Best Of King" is moving to Sunday night/Monday morning, while "The Jim Bohannon Show" debuts Saturday night, Sept. 22. Bohannon, as King fans will know, has been subbing for Lar from

various other Mutual assignments. If you're inclined to give Larry a call, the person you'll find answering the phones on his all-night talk show is newly appointed programming assistant Chris Castleberry ... If If

Ira Mayer

Name

Position

Credit card no

Signature

Music Week Suite 1703

2 West 45th Street

New York NY 10036

IF YOU WANT TO KNOW

ABOUT THE BRITISH MUSIC INDUSTRY SHOULD SUBSCRIBE TO

THE UK'S MUSIC BUSINESS PAPER

SINGLES & ALBUMS · DISCO & DANCE – TOP 50 SINGLES/TOP 25 ALBUMS · INDIES · AIRPLAY ACTION · EUROPARADE TOP 40

SINGLES · MUSIC VIDEOS Plus News, Studios, Radio, Marketing Staff Changes, and more.

SUBSCRIPTION FOR ONE YEAR - \$168 (US)

Subscribe now by completing the form below and send to:

OR

Please send MUSIC WEEK every week for one year commencing immediately lenclose \$ US168

Access/Diners Club International/Visa/Eurocard/American Express

Music Week Subscriptions

London SE18 6BQ England

BB

Royal Sovereign House

40 Beresford Street

Featuring the following charts: THE OFFICIAL BRITISH RECORD INDUSTRY TOP 75 SINGLES - TOP 100 ALBUMS - NEW RELEASES -

time to time, and also holds down

"Capitol Assignment" favorite Mutual show, note that the name has been changed. It's now "Jim Slade's World," and about the only other change is that Jim will be able to talk about subjects not confined to the District of Columbia.

* * *

We're going to try and explain this as best we can: PPX Enterprises, which you can reach at (212) 247-6010, has come up with a stereo concept sing-along show which includes specially mixed versions of top hits. Listeners with normal stereo tuners can remove the vocal portion of the recordings by adjusting their balance control. Exactly why they'd want to do that is questionable—it sounds like the flip side of "Sally Go Round The Roses" ("Sing Along With The Jaynettes") to us-but it worked for Mitch Miller . . . Anyhow, those listening in mono will hear the music as

According to Brian Graifman of PPX, the idea brings several AM stereo promotions to mind. Also noted by Brian is the current Japanese fad of "karaoke," which is a similar singalong concept, we think.

* * *

Changes at ABC Radio news have Dave Schreiber, the former Saturday morning news anchor on ABC Rock, joining ABC News Radio, anchoring the overnight 'casts. Schreiber takes Dave Barrett's place now that Barrett has joined ABC Contemporary, while Bill Stoller leaves ABC Contemporary to become afternoon anchor on ABC FM. Keeping all this straight? There'll be a quiz later.

Speaking of quizzes, MJI Broadcasting's "Star Quiz," which has been heard daily on 65 urban outlets, can now be heard twice a day. Haven't heard it? It's hosted by WLIB New York's Gary Byrd, and like "Rock Quiz" and "Country Quiz," the subject is music trivia.

"Rare & Scratchy Rock'n'Roll" is doing right nicely, according to program host and producer Alan Mitchell, who says the show can be heard on over 60 stations, including WOWO Ft. Wayne, WEMP Milwaukee, WGY Schenectady and WPNT Pittsburgh. If you haven't heard it, give Al a holler at (312) 276-1111.

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

Aug. 31-Sept. 3, 20th Anniversary Beatles Radio Special, RadioRadio, CBS, six hours Aug. 31-Sept. 6, Krokus, Metalshop, MJI Broadcasting, one hour.

Sept. 2-8, Bluebells, Rock Over London, Radio International, one hour.

Sept. 2-8, Quiet Riot, Guest DJ, P.F.M.,

Sept. 3-9, Bobby Bare, Live From Gilley's,

Westwood One, one hour.
Sept. 3-9, Teddy Pendergrass part two, Special Edition, Westwood One, one hour. Sept. 3-9, Lindsey Buckingham, Off The Record Special, Westwood One, one hour

Sept. 3-9. Ronnie James Dio. Red Rider. In Concert, Westwood One, 90 minutes.

Sept. 3-9, Pointer Sisters, Star Trak. Westwood One, one hour.

Sept. 3-9, Tammy Wynette, Country Closeup, Narwood Productions, one hour. Sept. 3-9, Kay Starr, Music Makers, Narwood Productions, one hour.

Sept. 4-5, Mamas & Papas, Byrds, Supertracks, Creative Radio Network, three hours Sept. 4-6, The Words & Music of Lionel Richie, Creative Radio Network, two hours.

Sept. 7-9. Previous Professions, Rock Chronicles, Westwood One, one hour. Sept. 7-9, School Day Songs, Dr. Demento, Westwood One, two hours.

Sept. 7-9, Billy Squier, Cars, Rock Album Countdown, Westwood One, two hours.

Sept. 7-9, O'Bryan, Billy Ocean, The Countdown, Westwood One, two hours.

Sept. 7-9, Pointer Sisters, Rick Dees' Weekly Top 40. United Stations, four hours Sept. 7-9, Barbara Mandrell, Solid Gold Country, United Stations, three hours.

Sept. 7-9, Willie Nelson, The Weekly Country Music Countdown, United Stations, three hours.

Sept. 7-9, Billy Eckstine, The Great Sounds, United Stations, four hours. Sept. 7-9, Top 40 USA hosted by M.G. Kel-

ly with the Beach Boys, RadioRadio, CBS, three hours.

Sept. 7-9, Top 40 Satellite Survey hosted by Dan Ingram, RadioRadio, CBS, three

Sept. 7-9, Chris DeBurgh, The Source, NBC, 90 minutes.

Sept. 7-9, Yes part two, Captured Live, P.G. Productions, one hour.

Sept. 8, Bobby Bare & Friends, Silver Eagle, ABC Entertainment Network, one hour, Sept. 7-9, Wilson Pickett, Mary Wells, Don & Deanna on Bleecker Street, Continuum Broadcasting Network, one hour.

Sept. 8, Ringo's Yellow Submarine, ABC FM Network, one hour.

Sept. 8-9, Gordon Lightfoot, Music & Memories, Strand Broadcast Services, three

Sept. 9, Scorpions, Rolling Stone's Continuous History Of Rock & Roll, ABC Rock Radio Network, one hour.

Sept. 9, American Top 40 hosted by Casey Kasem, ABC Contemporary Network, four

Sept. 11-12, Loggins & Messina/James Darren, Supertracks, Creative Radio Network, three hours. Sept. 14-16, Judy Collins, Arlo Guthrie,

Joan Baez, Don & Deanna on Bleecker Street, Continuum Broadcasting Network,

Sept. 18-19, Fifth Dimension, Sonny & Cher, Supertracks, Creative Radio Network, three hours.

Sept. 22-23, Bette Midler, Creedence Clearwater Revival, Supertracks, Creative Radio Network, three hours.

Sept. 22-23, Huey Lewis & the News, Hot Rocks, United Stations, one hour.

Sept. 29-30, Missing Persons, Hot Rocks, United Stations, one hour.

Sept. 29-30, Barry McGuire, Freddy Cannon, Supertracks, Creative Radio Network,

ACTIONMART

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

Bill	000	ard	
20			Copyright 1984 Billboard Publications, Inc. No part of this publication may be reproduced.
9			stored in a retneval system, or transmitted any form or by any means, electronic mechanisms.
			cal photocopying, recording or otherwise with out the prior written permission of the publisher
		Y	ntemporari
		4	
1			
		Chart	These are the most popular Adult Contemporary singles based on
Week	Week	5	radio air play and listed in rank erder.
ig j	Tast I	Weeks	TITLE, Artist, Label & Number (Dist. Label) (Publisher, Licensee)
			LEAVE & TENDER MOMENT SLONE
	2	10	Billy Joel, Columbia 38:04514 (Joel Songs (BMI)
(2)	3	10	ALL OF YOU Julio Iglesias & Diana Ross, Columbia 38-04507 (Elettra/Ewald Corp.,
3	1	12	ASCAP/Dyad/Braintree, BMI) STUCK ON YOU
(4)	5	6	Lionel Richie, Motown 1746 (Brockman, ASCAP) DRIVE
(5)	6	6	The Cars, Elektra 7-69706 (Ric Ocasek/Lido, ASCAP) TURN AROUND
			Neil Diamond, Columbia 38-04541 (Stonebridge/New Hidden Valley, ASCAP/Carole Bayer Sager, BMI)
9	10	7	IF THIS IS IT Huey Lewis And The News, Chrysalis 4-42803 (Hulex/Red Admiral, BMI)
(7)	12	4	I JUST CALLED TO SAY I LOVÉ YOU Stevie Wonder, Motown 1745 (Jobete/Black Bull, ASCAP)
8	8	12	WHAT'S LOVE GOT TO DO WITH IT Tina Turner, Capitol 5334 (Chappell/Irving/Good Single, ASCAP/BMI)
9	4	14	SAD SONGS (SAY SO MUCH) Elton John, Geffen 7-29292 (Warner Bros.) (Intersong, ASCAP)
10	7	11	HOLD ME Teddy Pendergrass And Whitney Houston, Asylum 7-69720 (Elektra) (Prince St./Almo, ASCAP/DeCreed/Music Corporation Of America, BMI)
11	13	5	(Prince St./Almo, ASCAP/Decreed/Music Corporation of America, BMI) HARD HABIT TO BREAK Chicago, Full Moon/Warner Bros. 7-29214 (MCA, ASCAP)
12	14	5	MISSING YOU John Waite, EMI-America 8212 (Hudson
13	9	17	Bay/Paperwaite/Fullwater/Markmeem, ASCAP/BMI) IF EVER YOU'RE IN MY ARMS AGAIN
"	Ü		Peabo Bryson, Elektra 7-69728 (Almo/Prince Street, ASCAP/Snow/Dyad, BMI)
14	11	15	I CAN DREAM ABOUT YOU Dan Hartman, MCA 52378 (Multi-Level, BMI)
15	15	8	SOMETHING SAID LOVE Rita Coolidge, A&M 2634 (Warner-Tamerlane/Writers House/Fifty Grand,
16	17	8	BMI) STRAIGHT FROM THE HEART (INTO YOUR LIFE)
(17)	19	6	Coyote Sisters, Morocco 1742 (Motown) (Welk/It Rains/Middlefield, BMI) SOMEBODY'S EYES
18	16	12	Karla Bonoff, Columbia 38-04472 (Ensign, BMI) TAKING IT ALL TOO HARD
(19)	26	3	Genesis, Atlantic 7-89656 (Pun/Warner Bros., ASCAP) IN THE NAME OF LOVE
20	22	7	Ralph MacDonald With Bill Withers, Polydor 881221-7 (PolyGram) SHE LOVES ME (THE BEST THAT I CAN BE)
	0.5		James Ingram, QWest 7-29235 (Warner Bros.) (WB/Nearytunes, ASCAP/Warner-Tamerlane/Nearysong, BMI)
(21)	25	6	YOU WERE MADE FOR ME Irene Cara, Geffen/Network 7-29257 (Warner Bros.) (Carub/AlCor, ASCAP)
22	24	4	BULLISH Herb Alpert Tijuana Brass, A&M 2655 (ANU,BMI/Ram Wave, ASCAP)
23	18	16	ALIBIS Sergio Mendes, A&M 2639 (Snow, BMI/T. Mac, PRS/Bibo/Welk/Welbeck,
24	21	14	ASCAP) JUMP (FOR MY LOVE)
			Pointer Sisters, Planet 13780 (RCA) (Welbeck/Stephen Mitchell/Anidraks/Porchester, ASCAP)
25	23	9	SEXY GIRL Glenn Frey, MCA 52413 (Night River/Red Cloud, ASCAP)
26)	29	3	THERE GOES MY BABY Donna Summer, Geffen 7-29291 (Warner Bros.) (Unichappell/Jot, BMI)
27	20	8	GHOSTBUSTERS ● Ray Parker, Jr., Arista 1-9212 (Golden Torch/Raydiola, ASCAP)
28	31 27	17	THE LUCKY ONE Laura Branigan, Atlantic 7-89636 (Roliram/Lorimar,BMI) ALMOST PARADISELOVE THEME FROM FOOTLOOSE
30	00		Mike Reno And Ann Wilson, Columbia 38-04418 (Ensign, BMI) ON THE WINGS OF A NIGHTINGALE
90	NEW E		The Everly Brothers, Mercury 880213-7 (PolyGram) (MPL Communication: ASCAP)
31	NEW E	100	NOBODY LOVES ME LIKE YOU DO Anne Murray & Dave Loggins, Capitol 5401 (Ensign, BMI)
32	34	4	CITY OF NEW ORLEANS Willie Nelson, Columbia 38-04568 (Buddah/Turnpike Tom, ASCAP)
(33)	40	2	IF I'M STILL AROUND TOMORROW Sadao Watanabe, Elektra 7-69700 (Antisia, ASCAP)
34	35	5	L.A. IS MY LADY Frank Sinatra, QWest 7-29223 (Warner Bros.) (Frank Sinatra, Theorems (Vollag Prick, Boad, ASCAR)
35	36	4	Sinatra/Threesome/YellowBrick Road, ASCAP) ONLY WHEN YOU LEAVE Spanday Rallot, Chrysalis 4.42792 (Reformation, ASCAP)
36	MENT		Spandau Ballet, Chrysalis 4-42792 (Reformation, ASCAP) SHINE SHINE Barry Gibb MCG 52443 (Gibb Bros /Unichappell BMI)
37	28	11	Barry Gibb, MCA 52443 (Gibb Bros./Unichappell, BMI) SECOND CHANCE Paul Anka, Columbia 38-04407 (Squwanko/Foster Frees, BMI/Genevieve,
38	39	3	ASCAP) RIGHT BY YOUR SIDE
39	32	19	Eurythmics, RCA 13695 (Blue Network, ASCAP) SELF CONTROL
(40)	43	2	Laura Branigan, Atlantic 7-89676 (Edition Sunrise/Careers, BMI) I'M SO EXCITED
			Pointer Sisters, Planet 13857 (RCA) (Braintree/'Til Dawn/Blackwood, BMI)
41	41	9	TO ME Barbara Mandrell/Lee Greenwood, MCA 52415 (Collins Court/Lodge Hall,
(42)	HEW E	alter	ASCAP) LUCKY STAR MACA STAR
42	20	10	Madonna, Sire 7-29177 (Warner Bros.) (WB/Bleu Disque/Webo Girl, ASCAP) A CHANCE FOR HEAVEN
43	30	12	A CHANCE FOR HEAVEN Christopher Cross, Columbia 38-04492 (New Hidden Valley/Another Page, ASCAP/Carole Bayer Sager, BMI)
44	44	4	ASCAP/Carole Bayer Sager, BMI) LOVELY LADY George Fishoff, Lisa 001 (George Fishoff, ASCAP)
45	NEW 6		George Fishori, Lisa out (George Fishori, ASCAF) CARIBBEAN QUEEN (NO MORE LOVE ON THE RUN) Billy Ocean, Jive/Arista 1-9199 (Willesden/Zomba)
46	37	15	BORDERLINE Madonna, Sire 7-29354 (Warner Bros.) (Likasa, BMI)
47	33	16	SIMPLE Johnny Mathis, Columbia 38-04468 (Blackwood, BMI/April, ASCAP)
48	45	20	BELIEVE IN ME Dan Fogelberg, Full Moon/Epic 34-04447 (Hickory Grove/April, ASCAP)
			Dall Togelocig, Full Moolly Epic 34-04447 (Thekol'F Glove/Abill: Ascal I

Bullets are awarded to those products demonstrating the greatest airplay gains this week (Prime Movers)

■ Recording Industry Assn. of America seal for sales of 1,000,000 units (seal indicated by dot). ▲ Recording Industry Assn. of America seal for sales of 2,000,000 units (seal indicated by triangle).

Retailing

JACKSON MERCHANDISE PACES TREND

One-Stops Like Boutique Items

LOS ANGELES-The Michael Jackson licensed merchandise boom has caused many independent record/tape/accessories retailers to start handling or expanding their stocks of boutique materials.

Five leading one-stops canvassed say the "Thriller" star's alternative goods has stimulated customer interest in other artists' buttons, headbands, painters' caps and T-shirts.

'The Jackson craze doubled our sales," asserts Jerry Richman of Richman Bros., Pennsauken, N.J. "We are doing 10,000 buttons per day." While one-stops are wary of revealing their exact prices, most buttons retail for 99 cents, and the standard markup is keystone on most such inventory.

Richman, like others surveyed, finds his wares broadening. He is dealing with an estimated 30 different suppliers, both domestic and foreign. He buys direct from as far away as Hong Kong.

Lynda Rothschild of C&M, Hyattsville, Md., opened a new division, Buttons & Stuff, a month ago to concentrate on the new inventory area. She sells buttons with price breaks for orders of 999, 1,999 and more than 2,000 pieces. She requires a 100button minimum.

Rothschild says she has found in recent weeks that bumper stickers at \$1.50 retail, headbands, \$3, bandanas, \$4 and variable-priced posters are gaining momentum. She adds that she plans to send out a separate boutique mailing on a regular basis.

"I'm selling to accounts that were

never interested before," Rothschild notes. "Patches, enameled pins and key chains are being added here. I find interest from variety stores and the stores on the Atlantic beaches. I even find licensed street vendors coming in for will call."

Mike Boyle, general manager of the Seattle Danjay Music branch, started testing buttons six weeks ago. He's stocking between 300 and 400 in bulk through buyer Debbie Moore. He says he finds the most store interest in artist buttons and a much lesser interest in wording; he avoids stocking any X-rated buttons. He would like to find a source for movie-inspired buttons.

Boyle voices a common complaint: "A lot of groups that chart are never available on buttons. I never was able to find Lionel Richie, as an example. Prince should have been available before now. I sell a 25-button minimum order.'

Jim Slocum of Central South, Nashville, who stocked his first alternative merchandise six years ago, says he's found a recent surge in the mid-South. He buys essentially from Winterland, the "prime place for Tshirts"; CP Rock, which supplies him with hats, 8 by 10 glossies, postcards, key chains, decals, bumper stickers and tour programs; and Button Up, his button source.

Slocum and Rothschild see a good future for the new type of blister pack of five different Duran Duran buttons at about \$2.50. Slocum also likes the new approach Button Up uses in supplying a prepack 39-button Prince

counter display. He also uses two different self-merchandising fixtures from the Warren, Mich. manufacturer, one of which holds 400 different buttons on a counter top whirling mounting.

Slocum finds he can require a 100button minimum order. He also buys leather goods and sunglasses from Nal Pac. "I want to order my glasses much earlier next year," he says. "I missed sales by not having them in well before summer.'

Bill Fradera of MJS, Miami, and Sam Ginsberg of City 1-Stop here favor buttons. Both like the fact that button makers constantly come up with new titles and that bulk buttons are easily packed in record or cassette shipments. Both find they can create good sales momentum by having approximately 100 different buttons in stock consistently.

Slocum says he felt the Jacksoncorrelated merchandise was too widely sold, with the presence of this merchandise in every type of retail outlet narrowing sales in record

Get fast results with ACTION-MART, the Billboard Classi-



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



GOLDEN DREAMS—Levi representative Kelly Nose, left, poses with Kar Weingartner, winner in a promotion involving 70 Wherehouse outlets and 92 Millers Outpost clothing stores plugging MCA/Pacific Arts Video Records' "Dreams Of Gold."



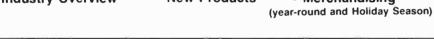
MASKED MEN-Members of Quiet Riot join Pasha/CBS staffers in delivering the group's trademark mask to retailers and one-stops in the Los Angeles area. Pictured from left at Tower's Anaheim locale are CBS Records Clark DuVal, Tower's John Cotton, store manager Ted Putnam, Quiet Riot's Frankie Banali and Pasha's Gail Lee.

Billboard's Spotlight on Children's Entertainment

A Retailer's Guide To Children's Software **Issue Date:** September 29

Today's Children's Entertainment market is no game... it's more sophisticated, more lucrative than ever before. Records, tapes, computer software, video games, videocassettes/disks... Billboard helps you keep score with a timely, "must-read" Spotlight on Children's Entertainment:

- Industry Overview
- New Products
- Merchandising
- Manufacturer Listings
- Retail
- Distribution
- Marketing





For Complete Details, Contact:

New York - Ron Willman (212) 764-7350 Los Angeles - Diane Daou (213) 859-5312 or contact any Billboard Sales Office around the world.



The International Newsweekly of Music and Home Entertainment



On Target

Studying MTV's Impact On Consumers

By MIKE SHALETT

The question of how a consumer finds out about the records he buys is central to efficient marketing. In our last column, the effect long-established tools like radio, print and broadcast television have on purchasing decisions was examined. This week we take a closer look at a newer opinion maker, MTV, which has certainly had a major impact on the way consumers find out about the records they buy.

Our research shows that young record buyers are greatly affected by the channel's airplay and promotional efforts. The under-16 record buyer is far more likely to be influenced by MTV than the average record buyer, but the network continues to be a strong influence on the buying habits of consumers up to the age of 30.

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

For its primary retail survey technique, Street Pulse distributes packets containing questionnaires and product to 50 retail stores around the country. A packet is handed out randomly to a consumer immediately after he or she has paid for a purchase, and a \$2 coupon, good for the consumer's next purchase at the store, is the motivation for completing the questionnaire. The average survey incorporates over 700 respondents, a sample equal to those used by Gallup or Roper in their polls on political issues.

The most popular music preference for MTV-watching record buyers is new wave/new music, which scores considerably higher than our survey average. While 28.7% of all record buyers state that new wave/new music is their favorite category, 40.1% of those influenced by MTV cite this category of taste. Nearly 30% of those who find out about the records they buy through MTV say that hard rock is their favorite musical category.

Which radio format does the record buyer influenced by MTV listen to? More than half favor AOR. That's significantly higher than AOR scores with our average record consumer. But don't sell contemporary radio short here: 30.8% of these consumers name a contemporary radio as their favorite. Obviously MTV has a significant impact on listeners of both formats.

So where do you find this buyer? More than likely he's cruising the malls. More than 55% say they usually buy their records in a mall record store. That's 6.2% more than our survey average. But many of these consumers also shop in non-mall record stores as well. That's the MTV

ACTIONMART

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

stor

How about configuration and frequency of purchase of all record buyers? Cassette buyers are more affected by television than our survey average. MTV watchers are more heavily into cassettes than our average consumer. Cassette buyers are not influenced that much by newspapers, and don't tend to browse.

The LP buyer shows a greaterthan-average reliance on newspapers and dance clubs to find out about recordings. These are your browsers. In effect, the consumer still finds it difficult to browse through cassettes. It's that old issue of hands-on examination that the consumer seems to indicate is still a problem.

The heavy record buyer is strongly influenced by radio and MTV. He is also more likely to be influenced by

browsing, dance clubs and newspapers than our average consumer. Television shows a greater impact on the light record buyer.

Rolling Stone is the magazine of choice among all record consumers, no matter the stimuli they mention. Among those who mention radio or MTV as the way they find out, several magazines show up that are not mentioned elsewhere: Cosmopolitan, Seventeen and Vogue are big with both of these groups of consumers, which says something about the perception that consumers have regarding MTV in relationship to radio.

Among those who find out through newspapers, six magazines are mentioned that are exclusive to that stimulus: Billboard, Musician, the now defunct Trouser Press, Record, Stereo Review and Goldmine.

Chicago Wholesaler Notes White-To-Black Crossover

By MOIRA McCORMICK

CHICAGO—Retailers on the predominantly black South and West sides here have shown a marked increase in sales of white pop product since the advent of music video, according to the chief buyer for wholesaler Colorite Co.

"Crossover artists have always sold," notes Sharon Petty. "But a lot of accounts are selling pop product that doesn't get played on WGCI and WBMX (Chicago's major urban stations)." Petty credits the variety of network and local video shows for increased awareness of such artists as Cyndi Lauper and Billy Joel.

Import 12-inch singles play a major role in Colorite's output, according to Petty. "Twelve-inch records in general are very hot right now—about 80% of our store volume," she says. "Imports figure at about 10%.

"We're the only wholesaler to carry imports. We have to be careful buying them because of return policies, so we only buy what our ac-

counts request. There are never any problems; our accounts understand there's no returning imports."

Business in general for Colorite, which shares the South and West sides with wholesalers Barney's and Fletchers', has taken a slight upturn this year, according to Petty. Sales of "Thriller" were a palpable shot in the arm, she notes, and "business has pretty much stayed up there; it hasn't dropped off as much as it generally would in the summer."

Cassette sales are up by two-thirds, bringing total volume "almost equal with LPs," which have taken a slight downturn, Petty notes. "Cassette sales always shoot up there with LPs in the summer."

The 14-year-old Colorite, founded and still presided over by Bill Turner, currently services about 100 accounts over a five-state area, according to Petty. Colorite's warehouse facilities encompass two 5,000 square foot storefronts.



Retailing

More Camelot Video Departments

Chain Set To Open 12 This Month In 'Wave Pattern'

By EARL PAIGE

This is the first of a two-part report on Camelot Enterprises' accelerating move into home video, which will find the 152-unit mall-oriented chain with 30 full-line departments by year's end in most areas of its 28-state territory.

SANDUSKY, Ohio-In its first big burst of full-line home video departments since April, Camelot Enterprises is bowing 12 this month from Toms River, N.J. to Wichita. The push comes at a time when most record/tape chains are still hesitating to move as quickly in mall sites.

One reason for the seeming explosion of openings is the development of a "wave pattern" using key outlets as pilot operations, says Larry Hodgson, northern divisional manager of the chain, which recently held its annual convention here

Although not projecting the pace of expansion beyond the end of the year, Hodgson does say that all new and remodeled units are "designed with full-line video departments in mind." This, however, does not seem to guarantee that Camelot intends to have video in every unit eventually.

Since re-entering home video in 1982 after earlier disappointments, Camelot has developed criteria for determining in which units video sections are viable. Competition, VCR base and space limitations are among the factors Hodgson hints at

The study switch from LP to cassettes is opening up space. This means Camelot often has to subtract no space whatsoever from audio to

As it is, Camelot's growth in home video directly bucks two handicaps chain managements say impede them in malls: the cumbersome chore of returning rentals and the usual ban on X-rated titles

In regard to X-rated product, said to represent anywhere from 12% to 35% of many video rental stores' total grosses, its exclusion is often related to company policy.

In Camelot's case, founder Paul David has said the chain wouldn't consider the category even if it were not in malls. Similarly, free-standingoriented Licorice Pizza in California, with full-line video in all 34 units, also eschews X-rated material.

Overall, Hodgson suggests a tradeoff might exist for record/tape chains in that lost revenue from X-rated titles and slower turns on video rental is compensated for by vigorous merchandising in home video rental as well as the store's basic bread and butter record/tape and accessory

He points to two of several merchandising thrusts by the chain that make the point. First, Camelot is nearly alone among contemporaries in sticking with cartridge video games and mastering the intricacies of the volatile product. Secondly, Camelot is continuing its rotating library of 1,000 hard-to-find prerecorded video titles.

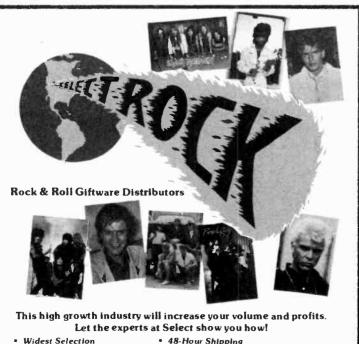
Possibly as crucial as any point, indicates Hodgson, is that Camelot views each total store in the broad context of supplying home entertainment, so that success or failure doesn't hinge on any one product category. In this sense, store managers are now trained in video department operations, whereas earlier only video department managers schooled, he notes.

Continuing a format developed last April at the Parmatown Mall in Cleveland, where five store managers were trained over three days, Hodgson says seven were just put through training at Lancaster, Pa., where relocation in a mall allowed for construction of a new pilot unit.

Billboard.

VIDEO MUSIC CONFERENCE Nov.15-18, 1984 Sheraton Premiere Hotel





48-Hour Shipping

Reliable and Personal Service
 All Authorized For Sale U.S.A.
 Special Freight Bonus Coast to Coast
 Point-of-Sale Displays

Guaranteed Sale

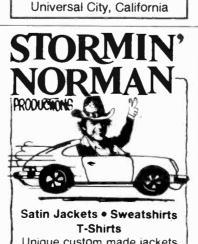
Select Rock Accessories Include:

Posters, Buttons, Keychains, Decals, Pins, Belts. Photos. Bumper Stickers, Patches

(800) 227-1666 or (800) 223-9669 in California Select Rock • Box 5551 • Walnut Creek. CA 94596

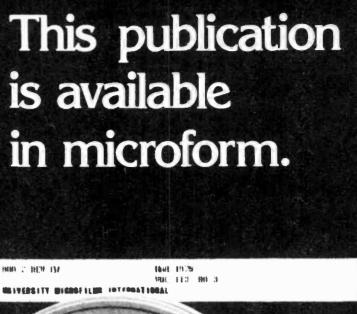
95% Fill Rate or Higher

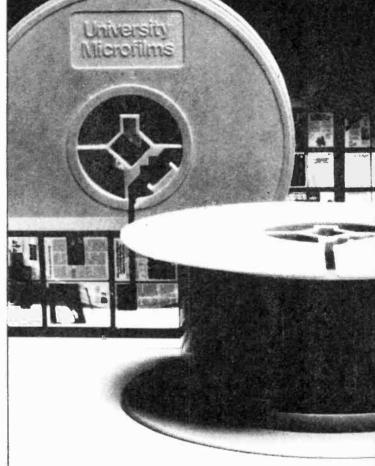
Competitive Prices



Unique custom made jackets for the Rock 'N' Roll trade. 126 West 22 St. New York, N.Y.10011

Dept. P.R. Ann Arbor, Mi. 48106 U.S.A.





University Microfilms International

	mame of put brations	
name		
Institution		
Street		4)
City	100	

300 North Zeeb Road 30-32 Mortimer Street Dept. P.R. London WIN 7RA England

(212) 206-0490

Video Music Programming

MTV Adds & Rotation

This report does not include those videos in recurrent or oldie rotation. For further information, contact Buzz Brindle, director of music/programming, MTV, 1133 Avenue of the Americas, New York, New York 10036.

NEW VIDEOS ADDED:

Black n' Blue, "Hold On To 18," Geffen Black n' Blue, "Hold On 10 18," Gerfen
Dennis De Young, "Desert Moon," A&M
Everly Brothers, "On The Wings Of A Nightingale," Mercury
Jimmy & the Mustangs, "Justine," MCA
Karen Kamon, "Da Doo Ron Ron," Columbia
Kick Axe, "On The Road To Rock," Pasha
Missing Persons, "Surgender My Heart," Capitol Missing Persons, "Surrender My Heart," Capitol Pointer Sisters, "I'm So Excited," RCA Rick Springfield, "Bop 'Til You Drop," RCA Xavion, "Eat Your Heart Out," Mirage

HEAVY ROTATION (maximum 4 plays a day):

Bon Jovi, "She Don't Know Me," Mercury
Lindsey Buckingham, "Go Insane," Elektra
John Cafferty & the Beaver Brown Band, "On The Dark Side," Scotti Bros.
Cars, "Drive," Elektra
Elvis Costello, "The Only Flame," Columbia
Fixx, "Are We Ourselves," MCA
A Flock Of Seagulls, "The More You Live," Arista
Glenn Frey, "Sexy Girl," MCA
Corey Hart, "Sunglasses At Night," EMI America
Dan Hartman, "I Can Dream About You." MCA Dan Hartman, "I Can Dream About You," MCA Billy Idol, "Flesh For Fantasy," Chrysalis Jefferson Starship, "Lay It On The Line," Grunt/RCA Cyndi Lauper, "She Bop," Portrait Huey Lewis, "If This Is It," Chrysalis Madonna, "Lucky Star," Sire
Night Ranger, "When You Close Your Eyes," Camel/MCA
Prince, "Let's Go Crazy," Warner Bros.
Quiet Riot, "Mama Weer All Crazee Now," Pasha/CBS
Ratt, "Round And Round," Atlantic Scandal, "The Warrior," Columbia Scorpions, "Still Loving You," Mercury Slade, "My Oh My," CBS Associated
Bruce Springsteen, "Dancing In The Dark," Columbia
Billy Squier, "Rock Me Tonight," Capitol Rod Stewart, "Some Guys Have All The Luck,' Warner Bros.
Tina Turner, "Better Be Good To Me," Capitol
Twisted Sister, "We're Not Gonna Take It," Atlantic
John Waite, "Missing You," EMI America
Peter Wolf, "Lights Out," EMI America Yes, "It Can Happen," Atco ZZ Top, "Legs," Warner Bros.

MEDIUM ROTATION (maximum 3 plays a day):

Bananarama, "Cruel Summer," London Berlin, "Dancing In Berlin," Geffen Box Of Frogs, "Back Where I Started," Epic Berlin, "Dancing In Berlin," Geffen
Box Of Frogs, "Back Where I Started," Epic
Bus Boys, "Cleaning Up The Town," Arista
Cars, "Hello Again," Elektra
Difford & Tilbrook, "Love's Crashing Waves," A&M
Ronnie Dio, "The Last In Line," Warner Bros.
Eurythmics, "Right By Your Side," RCA
Lita Ford, "Gotta Let Go," Mercury
Sammy Hagar, "I Can't Drive 55," Geffen
Honeymoon Suite, "New Girl Now," Warner Bros.
Jermaine Jackson, "Dynamite," Arista
Howard Jones, "Pearl In The Shell," Elektra
Krokus, "Midnight Maniac," Arista
Kenny Loggins, "I'm Free," Columbia
Naked Eyes, "(What) In The Name Of," EMI America
Ollie & Jerry, "There's No Stoppin' Us," Polydor
Rail, "One-Two-Three-Four Rock," EMI America
Ratt, "Back For More," Atlantic
Lou Reed, "I Love You Suzanne," RCA
Romeo Void, "A Girl In Trouble," Columbia
Billy Satellite, "Satisfy Me," Capitol
Spandau Ballet, "Only When You Leave," Chrysalis
Spirit, "I Got A Line On You," Mercury
Stephen Stills, "Stranger," Atlantic
Donna Summer, "There Goes My Baby," Geffen
Thompson Twins, "You Take Me Up," Arista
Stevie Ray Vaughan, "Couldn't Stand The Weather," Ep Stevie Ray Vaughan, "Couldn't Stand The Weather," Epic Y&T, "Don't Stop Runnin'," A&M

LIGHT ROTATION (maximum 2 plays a day):

Art Of Noise, "Close To The Edit," Island
Bachman Turner Overdrive, "For The Weekend," Compleat
Gary U.S. Bonds, "Standing In The Line Of Fire," Phoenix
Chequered Past, "How Much Is Too Much," EMI America
Chicago, "Hard Habit To Break," Full Moon/Warner Bros.
Bruce Cockburn, "Lovers In A Dangerous Time," A&M
Comateens, "Resist Her," Mercury
Dragon, "Rain," Polydor
Echo & the Bunnymen, "Seven Seas," Sire
Fastway, "All Fired Up," Columbia
Grim Reaper, "See You In Hell," RCA
Helix, "Rock You," Capitol
Jakata, "Hell Is On The Run," Morocco
Nik Kershaw, "Won't Let The Sun Go," MCA
Jeff Lynne, "Video," Virgin/Epic Art Of Noise, "Close To The Edit," Island

(Continued on page 65)

Retailing

New LP/Tape Releases

This listing of new LP/Tape releases is designed to enable retailers and radio programmers to be up-to-the minute on available new product. The following configuration abbreviations are used: LP—album; EP—extended play; CD—Compact Disc; CA—cassette; 8T—8-track cartridge; NA—price not available. Multiple records and/or tapes in a set appear within parentheses following the manufacturer number.

POPULAR ARTISTS

BLACK 'N BLUE LP Geffen GHS 24041 (Warner Bros.) \$8.98 CA M5G 24041.....\$8.98 GRECO, BUDDY GRIFFIN Hot Fingers
LP Qwest 1-25123 (Warner Bros.) \$8.98
CA 4-25123 \$8.98
HAINES, CONNIE
I Am What I Am
LP Bainbridge BT6256 \$8.98
CA BTC6256 \$8.98 JARRETT, KEITH
 Changes

 LP ECM 1-25007 (Warner Bros.)
 \$9.98

 CA 4-25007
 \$9.98
 WAGNER, JACK **CLASSICAL** Goldberg Variations
LP Gold Seal AGM 1-5251 (RCA)NA

BACH BRAHMS Concerto No. 1 In D Minor Artur Rubinstein, Chicago Symphony LP Gold Seal AGL 1-5253NA **BRAHMS** Concerto in D, Op. 77 LP Red Seal ARC 1-5 185 (RCA).....NA DVORAK Various Compositions Lausanne Chamber Orchestra, Armin Jordon, Cond. LP Erato NUM-75124 (RCA).....NA ENESCO Various Compositions RCA Symphony Orchestra LP Gold Seal AGL 1-5259 (RCA)NA GANGBAR, LYNNE Lynne Gangbar Live In Concert LP CBC Enterprises MV 1006NA MAHLER Das Lied Von Der Erde New Symphony Orchestra of London LP Gold Seal AGL1-5250 (RCA) NA PROKOFIEV Various Compositions Dallas Symphony Orchestra, Eduardo Mata, Cond. LP Red Seal ARC1-5168 (RCA)......NA RAMEAU Pygmalion Baroque Orchestra & Singers LP Erato STU-71507 (RCA) SCHUBERT Symphony No. 9 in C NBC Symphony, Arturo Toscanini, conductor LP Gold Seal AGM 1-5246 (RCA)NA SCHUBERT Various Compositions James Galway, flute; Phillip Moll, Piano LP Red Seal HRC1-5303 (RCA).....NA

GOSPEL

K-tel Launches U.K. Tape Push

LONDON-K-tel Records is moving into the budget cassette marketplace, backing an initial 30 titles via a nationwide television campaign that will run through Christmas.

The tv merchandiser's Goldmaster

series of hits by such original artists as Percy Sledge, Gary U.S. Bonds, Trini Lopez and Pat Boone (in most cases re-recordings) has a retail price of \$1.95. It is available through both

multiples and independent dealers.

K-tel claims this is "the first time that full-size cassettes as part of a budget range have been advertised on television." Says a marketing execu-tive: "We predict a 21% growth for the budget cassette market this year. Introducing tv marketing muscle into this long-neglected area is reflected in our outlay of some \$650,000 at rate card value nationally."

SOUTHEAST INSPIRATIONAL Be Thou Faithful LP Jewel 0186

BOYD, LEOMIA Changed LP Jewel 0185

COMPACT DISC

SCHUBERT

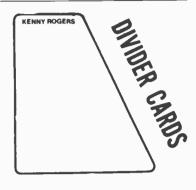




B&W or full color For FANS &

PROMO made from print or negative

MASS PHOTO COMPANY



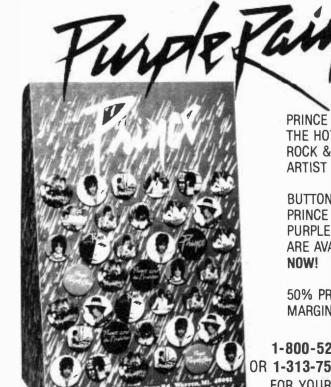


BLANK & PRE-PRINTED CUSTOM OR PROMOTIONAL

800/648-0958 GOPHER PRODUCTS CORP 2201 Lockheed Way Carson City, Nav 89701







PRINCE IS THE HOTTEST **ROCK & ROLL** ARTIST TODAY.

BUTTONS FOR PRINCE & **PURPLE RAIN** ARE AVAILABLE NOW!

50% PROFIT MARGIN.

CALL:

1-800-521-1622 OR 1-313-756-2530 FOR YOUR ORDER

OF PRINCE AND PURPLE RAIN BUTTONS.

BUTTON UP CO., 22120 RYAN RD., WARREN, MI 48091

www.americanradioh

Computer Software 9/1/84

				ENTER	TAINMENT TOP 20)			k ♦ —(Cartridge	★ —Ca	ssette	1
This Week	Last Week	Weeks on Chart	Title	Dublisher	Remarks SA stems	Apple	Atari	Commodore	IBM	Texas Instruments	TRS	CP/M	
1	1	34	Title FLIGHT SIMULATOR II	Publisher Sublogic	Remarks	•	•	•	=	==	-	5	1
2	3	14	SUMMER GAMES	Ерух	Arcade Style Sports Game			•	•				
3	2	42	FLIGHT SIMULATOR	Microsoft	Simulation Package				•				
4	4	35	JULIUS ERVING AND LARRY BIRD GO ONE-ON-ONE	Electronic Arts	Arcade Style Sports Game	•	•	•					
5	5	33	BEACH-HEAD	Access	Strategy Arcade Game			•					
6	6	48	EXODUS:ULTIMA III	Origins Systems Inc.	Fantasy Role-Playing Game	•							
7	10	13	ZORK II	Intocom	Adventure Style Game	•	•		•				
8	7	49	WIZARDRY	Sir-Tech	Fantasy Role-Playing Game	•							
9	9	45	CASTLE WOLFENSTEIN	Muse	Arcade Adventure Game	•	•						
10	14	4	SARGON III	Hayden	Chess Program	•			•				100
11	12	11	BEYOND CASTLE WOLFENSTEIN	Muse	Arcade Adventure Game	•	•			-			
12	15	49	LODE RUNNER	Broderbund	Arcade-Style Game	•	•						
13	11	49	ZORK I	Infocom	Text Adventure Game	•	•	•	•	•	•	•	
14	16	8	DEATH IN THE CARIBBEAN	Micro Lab	Adventure Style Game		•	•	•				
15	13	3	SEA STALKER	Infocom	Adventure Game	•	•	•	•	•	•	•	
16	8	3	HES GAMES	H.E.S.	Arcade Style Sport Game	•		•					
17	20	49	PINBALL CONSTRUCTION SE	T Electronic Arts	Educational Arcade Game	•	•	•			-		
18	18	7	PLANET FALL	Infocom	Adventure Style Game	•	•	•	•	•	•	•	
19	17	10	THE MASK OF THE SUN	Broderbund	Adventure Game		•	•					
20	19	39	ZAXXON	Datasoft	Arcade-Style Game	•	•*				•*		
				EDUCA	TION TOP 10								
1	1	49	MASTERTYPE	Scarborough	Educational program that teaches touch typing to ages 7 to adult in an exciting video game format in 18 different lessons.	•	••	••	•				
2	4	30	MUSIC CONSTRUCTION SET	Electronic Arts	interactive music composition and learning tool enables user to work with a library of music or compose own.	•	•	•					
3	3	10	TYPING TUTOR II	Microsoft	Second level for interactive educational typing program is designed for ages 7 to adults.	•							
4	2	5	KOALA PAD TOUCH	Koala Technologies Corp.	Graphic generator for home computers		•	•	•	•			
5	9	6	WORD ATTACK	Davidson & Associates	An educational program designed to improve vocabulary, reading and spelling skills.		•	•					
6	10	2	EARLY GAMES	Counterpoint Software Inc.	A friendly interactive package designed to entertain children ages 21/2 to 6 with educational games.	•	•	••	•		•*	P.:	
7	5	32	MATH BLASTER!	Davidson & Associates	Contains over 600 problems in addition, subtraction, multiplication, division, fractions and decimals for								
8	6	11	COMPUTER STUDY PROGRAM FOR SAT	Barron Educational Series	students age 6-12, with game at the end. Educational program designed to help students study for the SAT exam.								
9	8	47	IN SEARCH OF THE MOST	Spinnaker	Learning adventure that encourages problem-solving & sharpens the mind of the player (age 10 to adult) while they search for the most amazing thing.	•		•	•				
10	7	14	FACEMAKER	Spinnaker	Three-part learning game designed to teach very young children (ages 4-12) the computer keyboard & memory skills by working with a human face.	•	••	•	•				
				HOME	MANAGEMENT TO	P 1	0						-
1	1	49	BANK STREET WRITER	Broderbund	Word Processing Package								-
2	3	49	PFS:FILE	Software Publishing	Information Management System					•			
3	2	49	THE HOME ACCOUNTANT	Arrays, Inc./Continental	Home & Small Business Financial Management Program		•				•		-
4	4	41	DOLLARS AND SENSE	Monogram	Home Financial Package								
5		7											-
	6		PRINT SHOP	Broderbund	At Home Print Shop	-	-						-
6	8	9	NEW PAPER CLIP	Batteries Included	Word Processing Package			•*					-
7	5	5	CUT & PASTE	Electronic Arts	Word Processing Package		•	•	•	-		-	_
8	7	4	APPLE WRITER II	Apple Computer Inc.	Word Processing Package	•							
9	9	2	THE CONSULTANT	Batteries Included	Database			•					
10	10	12	PFS: Write	Software Publishing	Word Processing Package	•							

New On The Charts



A weekly feature spotlighting a new title on Billboard's computer software or video games chart.

CUT & PASTE #7 Home Management

Tim Mott, the vice president of research and development for Elec-tronic Arts, designed "Cut & Paste," a word processing program, essentially out of frustration. "I looked around for a package to acquire and I couldn't find one that fulfilled our requirements that the package be easy to use and easy to learn," he explains.

Within the company's internal computer system, a form of "Cut & Paste" was already being used. Mott, one of the founders of the San Mateo, Calif. computer company, eventually shaped the in-house version into a package for general consumer consumption.

He programmed "Cut & Paste" in Forth, a language that makes it easier to convert programs onto other ma-

(Continued on page 25)

Announcing 1984 Directories of RECORD **DEALERS** 9,662 names \$99 STEREO & HI-FI **DEALERS** 21,108 names \$198 **VIDEO** RECORDER **DEALERS** 10,030 names \$195

- Compiled from over 4,800
 Yellow Page directories for
 the entire U.S.
 Includes addresses, zip
 codes, area codes and
 telephone numbers
- Your best source for nationwide sales leads, telemarketing, direct mail advertising, market analysis

Call today at 402-331-7293 to order your copies, or mail your order to



5639 S. 86th Circle Omaha, NE 68127

#7854

Now Playing

Software Firms In Pursuit Of Trivia

By FAYE ZUCKERMAN

A weekly column focusing on hardware and software developments in the home computer industry.

Computer software reminiscent of the popular board game Trivial Pursuit is the newest trend in game design. Suncom and Daystar Learning Corp. have each launched trivia games; software developer Screenplay has already started to ship a similar package.

For the Suncom program, "PQ—The Party Quiz Game," four players can have access to the computer through hand-held controllers included in the package. This differs from other computer trivia games, which require contestants to crowd around the screen exchanging joysticks, according to a spokesman for the firm.

"PQ" contains 2,500 questions with four corresponding multiple-choice answers. It also allows users to control the length of time allotted to answer a question.

The title is currently available for Commodore and Atari computer systems at \$69.95. The IBM and Apple versions contain 200 additional questions and are priced at \$79.95.

"Factactics" from Palo Alto's Daystar Learning Corp. contains 2,000 questions on such topics as music, movies, sports and television. Its suggested retail price is \$29.95.

According to a spokesman for the firm, the questions are up to date. "The 1984 Olympics is even included," he says. Game play centers on competing for desirable board position.

★ ★ ★
Museum-ware: The Boston Museum of Science has set up a hardware
and software resource center called
The ComputerPlace. The new exhibit
features microcomputer software for
the general public to test and learn.

Random House, which launched a series of children's programs themed around Charlie Brown and other "Peanuts" characters, donated its entire line of computer products to the exhibit. The six programs are aimed at a preschool audience and include skill development exercises for letter recognition, simple mathematics and

New On The Charts

• Continued from opposite page

chines. His only other alternative would have been Assembly, which allows for software to move quickly.

"'Cut & Paste' is a big program," says Mott. "It takes up about 30K of code." Because of the amount of code, only 15 pages of information can be stored in the left-over memory. But the 15-page limit is comparable to other popularly sold word processing packages being made available today.

"Most users will stop and save pages way before reaching 15. We feel it is more than enough." he adds.

"Cut & Paste" was developed with the home computer user in mind. It is based on theories devised at the Xerox Corp. Palo Alto Research Center, where Mott was employed prior to joining Electronic Arts. "There we were concerned with the human interface," he notes.

FAYE ZUCKERMAN

number identification

Says record industry veteran Robert Singer, who heads up the new electronic publishing division: "The Boston museum is making an effort to educate the public on technology and the available products."

Retailer profiles: Automation Facilities Corp. has developed a trade advertising compaign whereby computer stores are profiled. Retailers ranging from computer specialists to software stores will be highlighted for their marketing efforts on behalf of the company's Floppiclene and Microclene. John Baker, president of Micro Center Inc., is the first computer retailer spotlighted.

The continuing saga: This week saw another wrinkle in Amiga's plans to launch a state-of-the-art, 16/32-bit

* * *

microcomputer (Billboard, Aug. 25, Sept. 1). Atari Corp. filed a \$100 million lawsuit claiming the Silicon Valley firm had promised to supply the 68000 chip technology to Atari, now owned by the former founder of Commodore International, Jack Tramiel.

Amiga says the suit has little merit because it had severed ties with Atari in June, and returned an advance alleged to be \$500,000. The firm is going ahead with its plans for acquisition by Commodore. California's fairness hearing and a review by the Securities & Exchange Commission are scheduled for later this month.

Once these formalities are taken care of, the firm will become wholly owned by Commodore, says Don Reisinger, the director of marketing for Amiga. Company president David Morse is expected to join Commodore as a full-time consultant.

Licorice Pizza Gives Push To Voter Registration Drive

LOS ANGELES—Licorice Pizza here is jumping into the fray of all politics. Beginning Thursday (6), its 34 units will feature voter registration tables at the front of each outlet as part of a massive campaign running through Oct. 8.

Run in conjunction with the League of Women Voters, the campaign in no way implies Licorice is exploiting politics, says advertising director Randy Gerston. "We are concerned about the low voter registration in the very demographics that make up a large portion of our business," he contends.

Earlier, Licorice became a vigorous lobbying force for the Video Software Dealers Assn. (VSDA) and Home Recording Rights Coalition (HRRC) in the fight against video rental legislation in Congress. In fact, long after video dealers had cooled on the issue, Licorice stores were mailing in petitions filled by consumers. Referring to the voter registration drive, Gerston says, "This has

no connection at all.

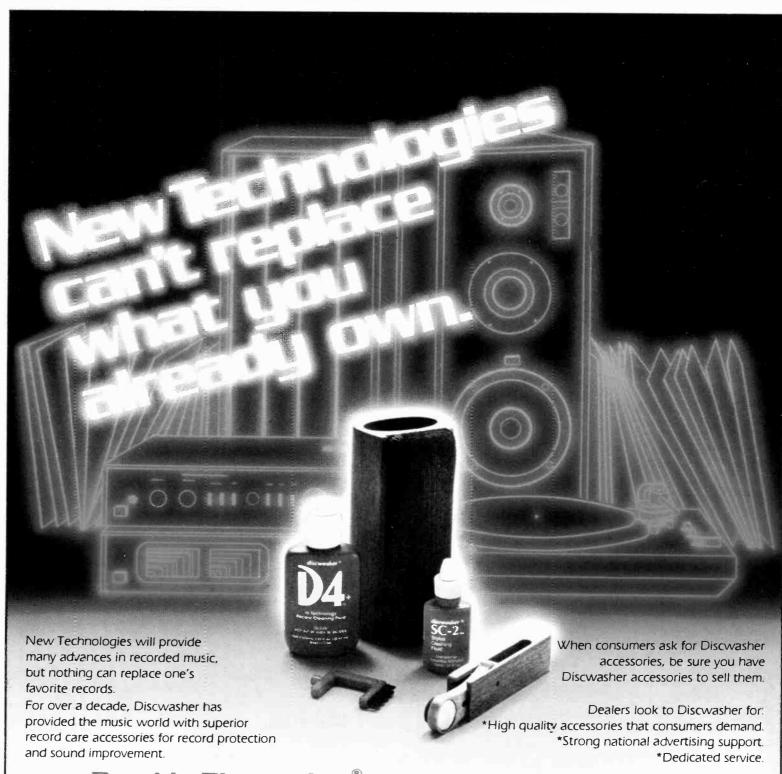
According to Gerston, none of the executives at the chain were negative about the promotion "as long as it was non-partisan."

Tables will remain unmanned in the Licorice outlets until "Super Saturday," Sept. 29. On that day, League volunteers will begin the voter registration campaign in the stores.

Artists are coming on board to cut promotional tags for Licorice. Jazz artist Jeff Tysik, ex-Runaway member Lita Ford and the Motels' Brian Glascock have cut support ads. Says Gerston: "A lot of stations say they will run spots as part of their public service commitment."

ACTIONMART

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



Provide Discwasher®care for your customers.

discwasher

1407 NORTH PROVIDENCE ROAD, P.O. BOX 6021, CGLUMBIA, MO 65205 USA A DIVISION OF JENSEN an ESMARK Company

Retailing

VCR Rentals Pay Off For Minneapolis Video Dealer

This is the second of a two-part report on Minneapolis video dealer Dave Ballstadt.

MINNEAPOLIS—Both anticipating and outpacing the competition keys Dave Ballstadt's approach to home video retailing. Thus, when he decided to take on hardware, his immediate challenge came from two large and aggressively competitive chains that lowball VCRs.

"We came up with a free life membership at \$14.95 plus 48 free movies," says Ballstadt. "The payoff is that they have to spread out the free movies, take no more than four per month, and they must each time rent a movie when taking a free rental title.

title.
"We've found that new VCR owners have a burnout after eight months," he adds. "Our plan extends that time frame to a full 12 months."

Ballstadt ties the whole package of VCR and movies to a finance plan whereby customers leave no down payment "and can go for \$15-amonth payments for 30 months. That's less than their monthly phone bill."

A believer in the Beta format from the beginning, Ballstadt builds his Beta base as he goes along, maintaining 35 of 70 rental VCRs in the Sony format. "We run overall around 33% Beta," he says. "In fact, our Beta library of 2,000 titles is more stock than many of our competitors have totally."

Ballstadt figures that of all people who rent VCRs, his Adventures In Video store converts 33% to purchase. "About half end up buying a recorder, one-third from us and the rest from other dealers." The whole package is kept attractive: VCR rental costs \$14.95 daily, with three movies of the customer's choice.

"We get across the point that we really don't care if they buy VCRs from us," Ballstadt says. "What we really want is for them to become a rental club member. We figure our club member base comes from 55 communities." He adds that a newsletter published six times annually ties these members together.

Whatever a store has going for it, Ballstadt says, it must be optimally accessible. Consequently, he has added experimental hours.

Adventures In Video originally had routine hours, closing at 6 p.m. on Saturdays. But, says Ballstadt, "Initially we had so many people lining up that we went to 9 p.m. Just adding those three hours on Saturday was like adding an extra Monday."

The next step was to expand sales until "we were open from 7 a.m. to 2 a.m. We really went out after the odd shift people.

"As it turned out, we found the two hours at both ends were not paying off enough. So now we're back to 9 a.m.-midnight six days, and closing at 7 p.m. Sunday.

at 7 p.m. Sunday.

"This means we're running two shifts with seven or eight people handling customers at any given time." Its hours, plus everything else Adventures has going for it, find rental volume running as much as 30,000 per month in the flagship store, 12,000-15,000 in the second unit.

Thus far, hiring staff that will accept those hours has been no problem and hasn't forced Adventures into offering all kinds of bonuses and perks "because we treat people well. We work around vacations and time-off needs. We're flexible," Ballstadt says.

He says staff is recruited from two main groups. "We find there are a lot of people out of school looking for full-time shifts, and we go with students as the second class of people we him."

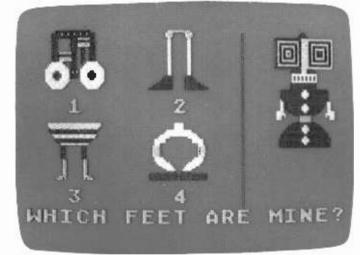
A key element is family management. Ballstadt's wife Sharon and sons Keith and Don work in the stores, as does Mrs. Faye Itman, wife of co-owner Hy Itman, and the It-

mans' son, Steve Itman. Another son, Joe, is a third owner.

For all the experimenting, Ballstadt has stayed basically with a \$3 rental from the start. "We took six months researching what we thought would be the best price schedule," he says. "The only change we made was going from \$12 a year for memberships with life conversion an additional \$2.95. We changed to a flat \$14.95 for life memberships and found our membership income doubled.

(Continued on opposite page)

Now that kids have killing and destroying, a new thrill. Thinking.







Show Director, ages 8-12.

You don't have to have a computer to interpret the latest sales figures.

Kids are staying away from cartridge games in droves.

Intergalactic warfare, kids seem to be saying, is not only senseless.

It's boring.

So what's not boring? Games that make kids think, not just react, are not boring. Games that let kids change the plot line as they go, not just repeat it endlessly, are not boring. Games that get tougher as kids get smarter are not boring.

In other words, Mindscape from SFN is not boring.

SFN, you see, is also the parent company of Scott, Foresman—the number one book publisher in children's education for over one

hundred years. As the four product lines of Mindscape demonstrate, the experience that represents has more than paid off:

Sprout, Pixelwerks, Alert and Folio are product lines with just the measure of educational content a kid playing a computer game needs to keep him interested. And to keep him playing.

SPROUT, AGES 4-8.

Take, for example, some of the youngest players. They can go on treasure hunts, pick their way through puzzling mazes and visit magic lands. But, in order to get anywhere, they get to react with a lot more than their hands. They get to learn language and computer skills, answer questions about numbers and shapes, and even get to choose how the story goes along the way.

PIXELWERKS, AGES 8-12.

Instead of yet again destroying invaders from the planet Tedium, ages 8-12 get to write, direct, animate, score and even add sound effects to their own computer movies. Or paint and draw and create full-color cartoons and animated stories, and at the same time develop computer literacy, programming skills and creative skills.

ALERT, AGES 12-ADULT.

AND FOLIO, OUR PRODUCTIVITY

SERIES.

With Alert programs, ages 12-adult can create their own crosswords. With Folio, they can even compose and write music on the Bank Street Music Writer, one of a series of new programs from Bank Street exclusively for Mindscape.

Folio also includes what is

Retailing

Outspoken Messenger Mellows In Approach to VSDA

Another in a series on home video retailers taking the initiative in the burgeoning growth of their national trade group, this article focuses on one

of the more controversial new members of the Video Software Dealers Assn. (VSDA).

DURHAM, N. C.-Ask anyone

camp and one name pops up everytime: Gary Messenger, head of sixunit North American Video Limited here. But the feisty, often outspoken

since 1979, is mellowing some.

In fact, Messenger was one of the announcing a candidacy for VSDA's two open board spots at its recent convention, although he only joined the trade group a year ago.

"I wanted to wait until I saw VSDA was the kind of vehicle I could grow with," he says. "I didn't know how long it would be around.' He notes that he attended VSDA's first annual convention, held in Dallas in August, 1982; was at the one last year in San Francisco, and is delighted at VSDA's sensational recent growth.

Of the several reservations Messenger had concerning VSDA, one was its relatively slow growth until recently; another was its relatively tight-knit management. He says that something he realized during the group's lobbying campaign against pending video legislation helped him understand.

"I think the fact that VSDA did not grow as fast as some thought it would comes from the basic independence of video dealers," he says.

'After all, we were in business before there was an industry. We built this industry, mom-and-pop stores. We went to Washington as Home Town City, U.S.A. We confronted the movie studios as Home Town

City, U.S.A.
"You're talking about people who mortgaged their homes and got their wives and kids to work the store. My mother and sister are still with us, he says, adding that today he has 75 employees. "And I often can't believe I'm signing all these paychecks.

The nature of video keeps stores small. It's a one-on-one, locally run business. Most stores rent, and retail is difficult for the larger stores to handle.'

Still another reservation to which Messenger admits is the feeling that VSDA would somehow remain too much under the influence of its sponsoring organization, the 26-year-old National Assn. of Recording Merchandisers (NARM), often cited as representing only the large national record/tape chains.

"It could get out of hand like NARM," Messenger says of VSDA "But I think the smaller dealers still control VSDA." To make his point, he adds, "who did you see there in Washington camped out in front of representatives and senators' office doors? It wasn't the big chains."

Reminded that Jim Lara, an executive with the 140-unit West Coastbased Wherehouse Entertainment, did testify before a Congressional committee, Messenger admits that both he and VSDA need to make an accommodation with the larger retail chains. Messenger is, after all, in the shadow of 151-unit Becord Bar,

"They're my friends," he says of Record Bar, adding that he has encouraged the chain's entry into home

Next: How Messenger got started.

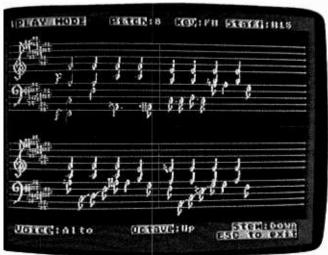
Dealer Pushes VCR Rentals

• Continued from page 26

"This was an important discovery, because we're in a market competing with a lot of stores that don't have club memberships. We wanted membership as an insurance against people not bringing movies back," Ball-stadt continues. "We've found that with members requiring no deposits, the whole system works smoothly."

EARL PAIGE





MusicWriter, ages 12-adult.



Keyboard Cadet.

probably the best study aid available for SAT exams. As well as Keyboard Cadet—an interplanetary exercise in typing techniques that is unique in displaying proper hand/keyboard position on the screen at all times.

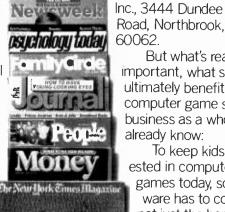
THE LARGEST PROMOTION **BUDGET EVER FOR HOME EDUCATION SOFTWARE.**

In addition to advertising in all major "buff books" and machine specific books, Mindscape will utilize key national consumer magazines. Like People, Newsweek, Psychology Today and The New York Times Magazine.

The advertising budget New York for launching Mindscape is the largest ever for this segment of the industry.

Our target audience will be reached an average of 4.7 times. That's more than forty-eight million impressions.

To know more about Mindscape—and the software that challenges the mind-call 1-800-221-9884. In Illinois, call 1-800-942-7315. Or you can write Customer Service, Mindscape,



Road, Northbrook, IL 60062 But what's really

important, what should ultimately benefit the computer game software business as a whole, you already know: To keep kids inter-

ested in computer games today, software has to coordinate not just the hand and

the eve. But the brain as well.

Introducing Mindscape. SOFTWARE THAT CHALLENGES THE MIND.

AMPEX GRAND MASTER 456

Confidence is what you buy in Ampex Grand Master® 456. Confidence that lets you forget about the tape and concentrate on the job

That's because we test every reel of 2" Grand Master 456 Professional Studio Mastering Tape end-to-end and edge-to-edge, to make certain you get virtually no tape-induced level variations from one reel to the next. The strip chart in every box of 2" 456 proves it.

No other studio mastering tape is more consistent. No other mastering tape is more available, either. With Ampex Grand Master 456 you have the confidence of knowing we stock our tape inventory in the field. Close to you. So we're there when you need us.

Confidence means having the right product at the right time. That's why more studios choose Ampex tape over any other studio mastering tape.

Ampex Corporation - One of The Signal Companies



Ampex Corporation, Magnetic Tape Division, 401 Broadway, Redwood City, CA 94063, (415) 367-3809

Pro Audio/Video

Magnetite-12 For Talking Heads Warner Mulling Agfa Formulation For All Cassettes

By STEVEN DUPLER

NEW YORK—Agfa-Gevaert Inc. has racked up another point in its ongoing campaign to convince major record/tape manufacturers of the benefits of producing prerecorded cassettes on its high-grade ferric Magnetite-12 tape formulation. Warner Bros. Records and Talking Heads have opted to use the high-grade tape for "Stop Making Sense," the group's forthcoming album, slated for Sept. 17 release.

The news comes in the wake of the seminar on cassette quality held Aug. 22-24 at the ElectroSound Group's Sunnvale, Calif. tape duplicating facility (Billboard, Aug. 4). According to Ed Outwater, director of quality assurance for Warner Manufactur-

Piselli Leaves BASF For IPS

NEW YORK—Bob Piselli, national sales manager for duplicating products for BASF Systems Corp., and an instrumental party in that company's recent pact with A&M Records to use BASF chrome tape for all its prerecorded cassettes, is leaving his post after six and a half years to assume the position of regional sales manager for Inches Per Second Inc., the Long Island-based manufacturer of audio and video-cassette shells.

According to Piselli, the reasons for his move are "many and varied." Though he declines to discuss details, Piselli says he will be selling for IPS "out of the South and Florida" and "trying to get around as much of the country as possible."

A spokesman for IPS confirms that Piselli had "been looking around for about a month," and that the agreement was made about two weeks ago. Piselli assumes his new role at IPS next Monday (10).

ing, there is a chance that Warner Bros. may turn to Magnetite-12 for all its cassette duplication needs in the future.

"It's definitely not out of the question—we'd like very much to do it," he says. "We've been discussing this with Agfa at both the label and Warner Manufacturing level for some time now. Because of the high volume of business we do with Agfa, hopefully we'll be able to work it out so it becomes cost-effective for us to duplicate all our cassettes on Magnetite-12."

Outwater estimates that the cost differential to Warner in using Magnetite-12 rather than Agfa 619 standard ferric tape is approximately three cents per unit. That cost, however, must be added to the five cents per unit additional expense of the label's new cassette shell, a modified version of the Shape Mark 10 shell, which Outwater describes as a key element in Warner Bros.' overall push for better quality prerecorded cassettes.

The decision to go with Magnetite-12 for "Stop Making Sense," rather than Agfa 619 or a chrome formulation, was a mutual one, according to Outwater. "Talking Heads are a very

Lexicon Digital Reverb At Lion & Fox Studio

WASHINGTON—Lion & Fox Recording here has added a Lexicon 224X digital reverb unit to its Studio A. According to chief engineer Jim Fox, the unit is proving important in 16mm film mixing and voice-over applications, as well as standard musical applications.

Lion & Fox's most recent project was recording and mixing a big band version of Datsun's "Major Motion" television spots, which air nationally. The commercials are produced by George Callaghan of Annapolis, Md. quality conscious and technically hip band," he says. "We've been looking for ways to improve the technical quality of their product.

"We all agreed that the Magnetite-12 was superior to the standard Agfa ferric, and as far as using chrome well, the corporate position of Warner Communications is not to release cassettes on chrome.

"If an artist on a WEA label is interested in quality improvements as far as cassettes, normally we come up with some combination of shell and tape that fits the bill. We also use Dolby HX Pro in our duplication process, and our policy is to run masters made from digital during duplications as well," Outwater adds.

So far this year, Agfa Magnetite-12 has been used by Atco for Yes' "90125" and by Elektra for Lindsey Buckingham's "Go Insane." It is also used regularly by WEA for in-house cassette duplicaion.

AES Publishing Papers On Digital Audio

NEW YORK—For those who missed the first International Conference on digital audio, held by the Audio Engineering Society (AES) in Rye, N.Y. in 1982, the AES is making available a collection of 25 significant technical papers presented there. Titled "Digital Audio," the bound volume will sell for \$40 to AES members and \$75 to nonmembers.

According to an AES spokesman, the collection of papers represents the work of the world's foremost authorities on the subject of digital technology, and is organized into eight categories, ranging from the basics of digital audio to more specialized areas such as rate conversion, error correction and recording formats.



TOP REP—Electro-Voice Inc. named Wilson Audio Sales as the recipient of the 1984 "rep of the year" award at its recent national sales meeting in Granger, Ind. The firm's Wally Wilson, right, and Chris Jones, center, receive their honors from Electro-Voice vice president of marketing Paul

Firm Offers New Digital Post-Production Service

NEW YORK—A new digital post-production service offered by Digital By Dickinson of Bloomfield, N.J., is said to avoid as many as six to eight generation losses during the post-production period for an average music video. According to a spokesperson for Dickinson, the process is relatively inexpensive, requiring only a few days of JVC two-track rental for a typical music video project, or the 3M 32-track for film.

The technique, first used for the Stevie Wonder production "Stevie Wonder Comes Home," consists of cloning either a digital or analog master digitally, preparing working copies for the video or film house, and using a double layback on all final video copies. Video three-quarter-inch masters are then copied with digital audio onto VHS hi fi.

Says the spokesperson: "What

makes our way of doing digital layback unique is that we always put the video in the last position with the lockup equipment, never in master position, thereby avoiding any video machine noise in the audio tracks."

(Continued on page 31)

Digital Recorder At Audio Affects

LOS ANGELES—Audio Affects, an audio rental company here, has received a Mitsubishi X-800 32-track digital recorder from Digital Entertainment Corp., making the firm the first rental company in Los Angeles to offer the machine to clients.

to offer the machine to clients.

Audio Affects already carries a full line of Mitsubishi products, ranging from mastering delays to CD players, and including the X-80 two-track mastering recorder.

HIGH QUALITY BULK AUDIO TAPE. CONSISTENTLY. Sunkyong's SKX bulk audio tape gives you everything a professional needs—consistently high quality, reel after reel after reel. We can offer this consistency because our entire quality control procedure is under one roof. Ours! The fact is, we manufacture every single component ourselves, from the polyester base film to the label. No cutting corners, no cutting costs. And we have the resources to back up our claim. We're one of the largest companies in the world outside the United States, with 1982 sales of over \$6.2 billion. If you'd like to know more about our super quality SKX or our other bulk audio tapes, gives us a call. Sound us out. 17106 S. Avalon Blvd., Carson, CA 90746 (213) 377-5010

AGFA magnetite 12

the first cassette duplicating tape with cleaner, fuller sound, more output at mid-range, super highs and lows-plus unmatched versatility and tremendous enhancement capabilities.

For complete information write:

C TAPE DIVISION

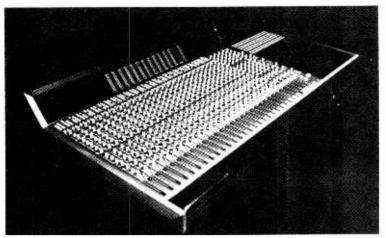
AGFA-GEVAERT

AGO 2

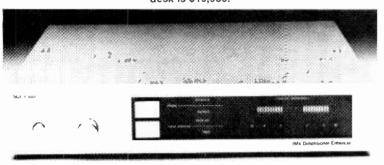


Pro Audio/Video

New Products



Amek Consoles Inc. introduces the Matchless series of 24 buss audio consoles. Standard features include four-band EQ with swept mids and selectable Q, eight sends, eight returens, eight mono sub-groups, two programmable mute groups and line return facility through the monitor section during remix. A scaled-down version of Amek's Angela series console, the Matchless uses the same circuit design and many of the same features, but in a smaller package. Retail price for the standard Matchless 26/24 desk is \$19,950.



SCI-coustics Inc.'s IMX Dimensional Enhancer is a psycho-acoustic signal processor that is said to analyze the characteristics of the original recording and process the signals to retrieve the depth, dimensionality and ambience present in the original performance. It does not require the use of additional speakers for a hi fi system, and its proprietary circuitry is said to accomplish its purpose through the use of continually variable phase manipulation, frequency tailoring and selective amplitude changes. Retail price is \$169. SCI-coustics is located in Washington, D.C.

CONTRACTOR FOR COUNTRY FESTIVAL

Steed Styles Jamboree's Sound

By EDWARD MORRIS

NASHVILLE — Even after three years on the job, Vince Steed says it takes a lot of calculation to blast out just the right sound to the more than 50,000 country music fans crowded into a "bowl" scooped out of an Ohio hillside. His company, Monaca, Pa.based Steed Audio, has been the main sound contractor since 1983 for Jamboree In The Hills.

The gigantic outdoor festival is held the third weekend of each July at Brush Run Park in St. Clairesville, Ohio. This year's edition of the two-day event (Billboard, July 28) drew more than 57,000 ticket-buyers to the 150-acre stage-and-audience site.

Discussing the sound problem, Steed notes, "The lay of the land is pretty difficult. It has a fairly fast rise to it. And it is a very wide area—the sound has to cover 180 degrees. In the last two years, we've started stacking the equipment higher."

An added problem, according to Steed, is that festival-goers tend to put up tarps to protect themselves from the sun and still expect to hear the sound clearly. This year, he points out, the temperature was moderate, but in previous years there have been layers of hot air over the concert area that the sound has had to battle.

"The Jamboree officials have picked the third weekend in July to hold the festival because it is usually the driest weekend," Steed notes. "But it's also usually the hottest one."

Steed Audio uses the Thursday before the festival's Saturday start to set up the basic sound system and Friday to do the system aiming and the interfacing with the radio truck that picks up the festival for live broadcast over WWVA Wheeling, W. Va., the Jamboree's home station.

This year, the sound company's four-man crew had to work with 18 headline acts and several "fill bands." Down time between these acts was held to approximately six minutes, according to Steed. At the end of the second day, he says, "We were behind only 16 minutes" in stage changes. Some of the supplemental front sound system was provided by Brighton Sound of Rochester, N.Y.

Main equipment for the Jamboree sound setup included a Yamaha PM-2000-32 console, two BrookeSiren System FDS-340 four-way crossovers, two Klark-Teknik DN27A graphic equalizers, three Ashley SC-50 limiters, two Lexicon PCM-41 digital delays, two Yamaha R-1000 digital reverbs, a Yamaha E1010 analog delay, a Yamaha YDD-2600 Pro digital delay, an AudioArts parametric equalizer and a Yamaha M-916 console as a supplement for the fill band mix.

Comprising the house speaker system were Eastern Acoustic Works (EAW) subwoofer cabinets, EAW mid- and low-mid cabinets, Yamaha and JBL high horns and tweeters, Yamaha power amplifiers and AB and Crown power amps (subwoofers).

Improvements In Supershooters

NEW YORK—NEP Supershooters II and III, part of the mobile arm of NEP Communications Inc., have completed equipment updates that will add to their state-of-the-art capability, according to Joe Balkan, Supershooter vice president and general manager.

The improvements include the replacement of a Chyron 4000 character and an early version of Chyron's 4100 character generator with two new Chyron 4100 character generators in Supershooters II and III, as well as modifying studio-type equipment for mobile use.

According to John Ukleya, NEP Supershooter unit manager, "The new Chyron 4100 is a tremendous advance. Winchester disk-driven, it provides greater storage and rapid recall of multi-mode graphics. In fact, it's twice as fast as what we've worked with previously. Another advantage is its digitizing tablet that makes its own logos and shapes."

The monitor system was made up of a Hill 24x8 monitor console, four Klark-Teknik 30/30 stereo graphic equalizers, four Steed Audio BM-1 bi-amp floor monitors, six Yamaha S2115H floor monitors, two Yamaha cross-stage monitors, two EAW drum monitors, and AB and Yamaha power amplifiers.

Microphones included eight Shure SM 58s for vocals, Nady 7000s with Shure heads for wireless vocals, Shure SM 57s (guitar amps), Brooke-Siren direct boxes (for electirc bass, Rhodes, DX-7, Prophet 5, Korg, fiddle and mandolin), direct out (Yamaha CP-70), EV RE-20 (bass drum). Shure SM 57 (snare drum), EV CS-15 (hi hat), two Sennheiser 421s each (for high rack, rack toms and floor toms), two AKG 414s (over heads), AKG D-12 and/or direct box (acoustic bass).

Firm's Digital Post-Production

• Continued from page 29

Dickinson plans soon to add inhouse digital layback onto one-inch C-format broadcast tape with the addition of Ampex VPR-3 video equipment, as well as an audio editing service for video with an electronic editor that will allow electronic editing of digital audio with picture to follow. "This would allow the editor to actually see where his audio edit points lie in the picture frame," says the spokesperson.



2832 Spring Grove Avenue Cincinnati. Ohio 45225 (513)681-8400

Studio Track

NEW YORK

Several projects are underway at Planet Sound. Jack Nuber is mixing Soul Jahs for CYF Records, with Tom Durack assisting. Giorgio Gomelsky and Andy Heermans are producing Peter Arvind Kincl, with Heermans doubling at the board. Producer Trevor Gale is laying overdubs for Cookie Watkins, with Rick Keer at the board and Randy Lowman assisting. Mario Sprouse is producing Tonnia Silicato for Gentle Doves Music. with Kerr engineering and Richard McLean assisting. Producer Jon Grossbard is finishing. Producer Jon Grossbard is finishing tracks for former Village People vocalist Victor Willis, with Heermans at the console.

Diane Bryant is laying tracks at Park South, with Tom Christopher producing and Alec Head at the board . . . Several artists practicing their craft at the Songshop. Scarlet Rivera is working on new material with producers Jeff Taylor and John Belliveau and engineer Wayne Vlcan. Cameo members Damon Mendez and Arnett Leftenant are working on solo material with Vlcan at the board. John & Ed Palermo are mixing tracks for Solar/MCA artist Carrie Lucas. Willie Colon is doing vocals for a forthcoming album, with Sammy Velaquez at the board. And producer Joel Diamond is working on new material for Julio Iglesias with engineer Frankie Quinn.

Four artists have projects underway at Skyline. Burning Spear is mixing his latest album, with help from engineer Jack Nuber and assistant David Young. Newly signed EMI act the Uptown Horns are working on their debut album with producer Mike Thorne. Carl Beatty is behind the board, with help from Young. Grand Master Flash is co-producing his first Elektra/Asylum album with Gavin Christopher. Engineers are Dave Ogrin, Hugo Dwyer and assistant Roger Moutenot. And poet John Giorno is cutting tracks for his

own poetry label. Arthur $\,$ Payson $\,$ is at the board with assistant $\,$ Mario $\,$ Rodriquez.

LOS ANGELES

Willie Nelson and Kris Kristofferson are mastering songs for their "Songwriter" sound-track at Capitol. Booker T. Jones and Danny Lawson produced the Columbia album, with Alex Vertikoff and Wally Traugott engineering. And Steve Miller is mastering his next album there with Traugott at the board ... Dolly Parton is laying vocal tracks for "The Kenny Rogers & Dolly Parton Christmas Special" at Group IV. Composer/arranger Allyn Ferguson is laying tracks for the new "Pastiche" album with Tadao Terajima there. Dennis Sands is engineering the project with help from Andy D'Addario.

TV tough guy Mr. T is working on his CBS debut at Hit City West with producer/arranger Patrick Henderson and engineer Joel Moss. Steve Jones is there recording demos for Warner Bros., with Glenn Feit producing and engineering and Kathy Botich assisting. Laurin Rinder is producing Runner's EP for the newly formed Prologue label, with Feit mixing. Wall Of Voodoo is also there, producing its next project with engineer Avi Kipper and assistant Bruce Rockwell. And local group the Modsters are completing an EP for independent release. Feit is co-producing with the group; Botich is assisting.

NASHVILLE

The Charlie Daniels Band is laying tracks for its upcoming album at Woodland Sound with John Boylan producing, Paul Grupp engineering and Ken Criblez backing up. Dwayna Litz is laying tracks with producer Bill Walker, engineer Tim Farmer and assistant Frank Overall. In the studio's mastering facility, engineer Denny Purcell has just completed albums for Barbara Mandrell and Earl Scruggs.

OTHER CITIES

Michael "Spaceman" Jonzun is mixing for his upcoming Tommy Boy album "Split Second" at his own Mission Control, on the outskirts of Boston. Sidney Bruton is engineering with help from mixdown engineer Ed Stasium . . . Dolphin Records artist Tommy Keene is working on his second album at Reflection Sound in Charlotte, N.C. Don Dixon and T-Bone Burnett are producing In Chicago, Alligator artist James Cotton is working on a blues/funk album with label president Bruce Iglauer producing at Streeterville. Justin Niebank is at the controls Labelmate Son Seals has tracks in progress there, as does Clifton Chenier. Iglauer is producing both projects, with Niebank at the board. Also there, Loveship is working with producer Paul Gibson and engineer Gus

Todd Baytee is working with producer Rick Holton at Dallas Sound Lab . . . In Beachwood, Ohio, Oroboros is completing its debut album with engineer George Sipl at Beachwood Studios. And Champion is there working on demos with producer Tom Cossie and engineer Sipl . . . Rudy is mixing tracks for his RCA Latin debut at Fort Lauderdale's New River. Eric Shilling is at the board with help from John Slywka. Discos CBS group Miami Sound Machine is also working on an album there, with Shilling sharing board duties with Barry Mraz and assistant Ted Stein.

At the newly opened **Sound Summit,** Lake Geneva, Wisc., **the Kind** are mixing a single for 360 Records with engineer **Phil Bonanno**. And **the Bad Boys** are laying tracks there with producer/engineer **Paul Klingberg**.

All material for the Studio Track column should be sent to Kim Freeman. Billboard. 1515 Broadway. New York, N.Y. 10036.

noricantadiohistory com

RAWLSTON RECORDING STUDIO



BROOKLYN'S NEWEST AND BEST RECORDING COMPLEX ACOUSTICALLY LIVE!

THE MUSICIAN'S STUDIO AT AFFORDABLE PRICES

FEATURING: NEVE 8068 CONSOLE, considered the best recording console ever made. STUDER: A 80 MULT, A 810 ½ 2 TK, A 880 ½ 2 TK, UREI: 813 B MONITORS ALSO FEATURING: EMT REVERB, 2 LIVE ECHO CHAMBERS, 12 (DYNAMITE/KEPEX 11) NOISE GATES • 11 COMPRESSORS & LIMITERS, API 550a/PULTEC & UREI EQ'S, EVENTIDE 2016 PROCESSOR, AMS FLANGER PHASER, PRIME TIME II, 2 ROLAND SDE 3000 DELAYS TUBE MICROPHONES 47'S, 49'S
PLUS: DMX & LINN DRUM MACHINE, YAMAHA DRUMS, YAMAHA C7 GRAND PIANO • OB/8, YAMAHA PF15 ELECTRIC PIANO, DX7, SVT BASS AMP, ROLAND GUITAR AMP.

1271 FULTON STREET, BROOKLYN, N.Y. 11216 (212) 622-0010, 783-2542

SURVEY FOR WEEK ENDING SEPTEMBER 1, 1984 Billboard

N
0
F
Z
ليا
5
Z
d
0
F
7
Ш

◆—Disk ◆—Cartridge ★—Cassette

This Week	Last Week	Weeks on Chart	Title	Manufacturer	Remarks	Systems	Apple Atari	910b0mm00	M8I	Texas	sinamunteni SAT	CP/M	тэнто
-	-	34	FLIGHT SIMULATOR II	Sublogic	Simulation Package	ŀ	ŀ	•	_		_		
7	က	14	SUMMER GAMES	Epyx	Arcade Style Sports Game	•	·	•	•				-
က	2	42	FLIGHT SIMULATOR	Microsoft	Simulation Package	-	\vdash		•		-		_
4	4	35	JULIUS ERVING AND LARRY BIRD GO ONE-ON-ONE	Electronic Arts	Arcade Style Sports Game	•	•	•			_		
2	5	33	ВЕАСН-НЕАD	Access	Strategy Arcade Game	-		•		-		_	_
9	9	48	EXODUS:ULTIMA III	Origins Systems Inc.	Fantasy Role-Playing Game	ŀ				_		L	L
7	2	5	ZORK II	Intocom	Adventure Style Game	•	•		•	_			_
ω	7	49	WIZARDRY	Sir-Tech	Fantasy Role-Playing Game	•							
o	6	45	CASTLE WOLFENSTEIN	Muse	Arcade Adventure Game	• -	•						
9	14	4	SARGON III	Hayden	Chess Program	•			•				
-	12	Ŧ	BEYOND CASTLE WOLFENSTEIN	Muse	Arcade Adventure Game	ŀ	ŀ			_			
12	5	64	LODE RUNNER	Broderbund	Arcade-Style Game	•	:						
13	=	49	ZORK I	Infocom	Text Adventure Game	•	•	•	•	•	•	•	•
4	91	∞	DEATH IN THE CARIBBEAN	Micro Lab	Adventure Style Game	•	•	•	•				
15	5	е	SEA STALKER	Infocom	Adventure Game	•	•	•	•	•	•	•	•
9	ω .	ဗ	HES GAMES	H.E.S.	Arcade Style Sport Game	ŀ		•					
17	20	49	PINBALL CONSTRUCTION SET	Electronic Arts	Educational Arcade Game	•	•	•				_	
18	8	7	PLANET FALL	Infocom	Adventure Style Game	•	•	•	•	•	•	•	•
19	4	9	THE MASK OF THE SUN	Broderbund	Adventure Game	-	·	•					
20	6	39	ZAXXON	Datasoft	Arcade-Style Game	•	*				*		

EDUCATION TOP 10

7-	_	4	49 MASTERTYPE	Scarborough	Educational program that teaches touch typing to ages 7 to adult in an exciting video game format in 18 different lessons.	·	:	:	•	
77	4	36	30 MUSIC CONSTRUCTION SET Electronic Arts	Electronic Arts	interactive music composition and learning tool enables user to work with a library of music or compose own.	•		•		
_		-;	404) (4 01) (4/2)		Second level for interactive educational tunion program					

VIDCOM INTERNATIONAL'84

creating a new world of opportunity

VIDCOM INTERNATIONAL '84

Palais des Festivals, Cannes October 13th to 17th

For ten years, VIDCOM has been the one programming market that has successfully brought the international television and film industry together under one roof, creating an unequalled forum for buying, selling, licensing and merchandising home video programming.

Little wonder, then, that VIDCOM has become one of the world's foremost home video program marketplaces and a truly international crossroads for the film and television industry.

This year, more than ever before, participation in VIDCOM International is of the utmost importance to the successful programming company. Consider the industry for a moment:

—ancillary rights play an increasingly large role in feature film financing

—tape and disc revenues now account for 12-14% of feature film revenues and will generate upwards of 18% by 1988 (source: the Yankee Group)

-music video programming is skyrocketing in popularity and market importance —the major motion picture studios are actively seeking nontheatrical programming to supplement their dwindling libraries of feature film releases -new distributors of video programming are being formed on an almost daily basis. And the engine that drives the ongoing home video explosion— VCR penetration—grows steadily with every passing month. With all of this in mind, participation in VIDCOM is

programming company. Your product will receive exposure in a market with representatives from

a must for the competitive

telecommunications and film companies: in all, a total of well over 12,673 participants. Exposure at VIDCOM '84

over 50 countries and 785

and, most importantly, profits.

Excellent booth locations are available immediately. So call VIDCOM International at the number listed below and enter a new world of opportunity: The world of VIDCOM International '84.

NORTH, CENTRAL & SOUTH AMERICA Perard Associates, Inc. (Syosset Office), 100 Lafayette Drive, Syosset, NY 11791, Tel: (516) 364-3686, Telex: 685 2011; Harvey SESLOWSKY, Director; Chuck GELINI, Director of Sales; David JACOBS, International Sales Manager • U.K. International Exhibition Organisation Ltd., 9 Stafford Street, London WIX 3PE, Tel: (01) 499-2317, Telex 25230 MIP-TV MIDEM LDN; Peter RHODES, Sales Director • JAPAN Intercommunications (Japan) Inc., Eiraku Bldg., 1-13-9 Ginza, Chuo-Ku, Tokyo 104 Japan, Tel: (03) 562-4781, Telex: J 32194 INCOMTYO; Kozo YAMAMOTO, Director • ALL other countries MIDEM Organisation, 179, avenue Victor Hugo, 75116 Paris, France, Tel: 505 1403 Telex: 630547F MIDORG; Bernard CHEVRY, Commissaire General; Bernard LEMAIRE, International Sales Manager

Please send me the VIDCOM information which I understand places me under no obligation.

Name			
Title		Company	
Address			
Country	Tel:	Telex:	

─ Bullets are awarded to those products demonstrating the greatest airplay and sales gains this week (Prime Movers). ● Recording Industry Assn. of America seal for sales of 2,000,000 units (seal indicated by triangle).

Black LP/ Country LP Chart					CLP 4		BLP 56		BLP 49				BLP 41											BLP 17		
Suggested List Prices LP Cassettes, 8 Track			8.38		8.98		8.98		86. 86.	8.98	80		1	86.98		8.98	8.98		8.98	8.98		8.98		8.98		
RIAA Symbols		•		4							◀							◄				•			-	•
	THE d	CBS	RCA		RCA	呈	WEA		MCA	ner Bros.) WEA	ıre vGram) POL		CBS	JOK RCA		WEA	RCA		3ros.) WEA	RCA	ANA	RCA		WEA	CBS	
Artist-TITLE-Label	ELVIS COSTELLO & THE ATTRACTIONS Goodbye Cruel World	Columbia FC-39429 EURYTHMICS	Ouch RCA AFL1-4917	ALABAMA Roll On	RCA AHL1-4939	BOB MARLEY AND THE WAILERS	Legend Island 90169 (Atco)	SPYRO GYRA Access All Areas	WANG CHUNG	Geffen GHS 4004 (Warner Bros.)	RUSH Grace Under Pressure Mercury 818476-1 (PolyGram)	HERBIE HANCOCK Sound-System	Columbia FC 39478	DIFFORD & TILBROOK Difford & Tilbrook A&M SP-4985	INXS The Swing	Atco 90160	Body And Soul A&M SP-5000	THE PRETENDERS Learning To Crawl	Sire 1-23980 (Warner Bros.)	Sergio menues Confetti A&M SP-4984	HERB ALPERT TIJUANA	Bullish A&M SP-5022	PATRICE RUSHEN	Elektra 60360	Mirror Moves Columbia BFC 39278	CULTURE CLUB
Weeks on	9	32		31		4		0	59		19	2		თ	16	8	R	32	ţ	-	m		13	,	٥	45
Weeks on Chart	62	75		78		88		9	59		73	118		<u></u>	22	ţ	9	84	6	8	103		68	- 2	5	89
THIS	73	74		75		76		77	78		62	8		8	82	8		84	9	8	8		87	9	8	88
Black LP/ Country LP Chart				BLP 74		BLP 34						BLP 10						BLP 15							פרג	
Suggested List Prices LP Cassettes, 8 Track	I	8	× 28					8.38	8.98			8.38		86.98			× × × × × × × × × × × × × × × × × × ×	8.98	00	0.30			8.98	8	0.30	8.98
RIAA Symbols			•	1	4					4	•															
Artist-TITLE-Label	39199 CBS		MCA	9242 CBS	ACKSON	CBS		Full Moon/Warner Bros. 1-25060 WEA BANANARAMA	Bananarama London 820036-1 (PolyGram) POL		JACKSON CBS	CKSON RCA		00 RCA	in ces	ı	MCA	(Motown) MCA		STEVIE RAY VAUGHAN &	nd The Weather		Geffen GHS24043 (Warner Bros.) WEA	. Love	STARSHIP	21 (RCA) RCA
Artist	NEIL DIAMOND Primitive Columbia QC 39199	GLENN FREY The Allnighter	SOUNDTRACK	Footloose Columbia JS 39242	MICHAEL JACKSON	Epic QE 38112	CHICAGO 17	Full Moon/Warner	Bananarama London 820036	Street Talk	JERMAINE JACKSON	Arista AL8-8203	Into The Gap	BOX OF FROGS	Epic BFE 39327	Phantoms	RICK JAMES Reflections	Gordy 6095GL (Motown)	In Rock We Trust	STEVIE RAY	Couldn't Sta	SAMMY HAGAR	Geffen GHS240	Send Me Your Love	JEFFERSON STARSHIP	Grunt BXLI-4921 (RCA)
Weeks on Chart	4	თ	30	3	06		15	15		50	17	8	07	10		NEW ENTRY	ო	_	1	12		2		Φ	13	
TZAJ X33W	66 (37	32	,	34		47	44		35	46		0	45		=	29	9	3	43		52) 25	45	_
THIS	36	37	38	3	39	(\$)	4	/	42	643	(;	<u>;)</u>	45	(8	<u>(4)</u>	(8	?)	49		(%)		<u>r</u>)	52	
Black LP/ Country LP Chart	1 0 1	1 10					BLP 2			BLP 7, CLP 56			BLP 5	8 9 8					BLP 14							
Suggested List Prices LP Cassettes, 8 Track	× ×						8.98	8.98		86.98 86.08	oc oc	80		& &	3	ı	& &	3	8.98			8.38		8.98	8.98	
RIAA Symbols		◀		◀	ŀ	◀	•	•	4		◀			◀				•		◀			◀			4
E-Label	MEEKS At #1	Z	CBS	NEWS	CBS		CAP	WEA		MCA	WED		CBS	RCA		CBS	QAD		RCA		CBS	CAP		WEA	WEA	
Artist-TITLE-Label	PRINCE AND THE REVOLUTION Purple Rath Watter Bres 25110.1	BRUCE SPRINGSTEEN	Columbia PC 38653	HUEY LEWIS & THE NEWS Sports	Chrysalis FV 41412	TINA TURNER Private Dancer	Capitol ST-12330	Heartbeat City Elektra 60296	LIONEL RICHIE Can't Slow Down	Motown 6059 ML	RATT Out Of The Cellar	JACKSONS	Epic QE 38946	SOUNDTRACK Ghostbusters Arista AL-8-2246	JULIO IGLESIAS	1100 Bel Air Place Columbia QC 39157	BILLY SQUIER Signs Of Life Capital ST-12361	THE POINTER SISTERS	Break Out Planet BXL1-4705 (RCA)	CYNDI LAUPER She's So Unusual	JOHN WAITE	No Brakes EMI-America ST-17124	VAN HALEN	Warner Bros. 1-23985	Stay Hungry Atlantic 80156	BILLY IDOL
Weeks on Chart	6	12		49		13	ç	3	4		25	ω		10	N		9	42		38	0		33	,	2	4
LAST		2		က		4	4	0	_		8	0		9	41		=======================================	10		13	4		12		<u>e</u>	17
MEEK		2		က	(4)	(<u>)</u>	•		<u>(r)</u>	∞		6	6) (=	12	(13	4)	15		2	17

BILLBOARD CLASSIFIED ADVERTISING SECTION

	the type of ad	you want								
Regular classified (ads with	hout borders): \$2.00	-								
insertion. Minimum ad orde										
Display classified (all ads v inch, per insertion; 4 insert per; 26 insertions \$55.00 p discounts are based on insertions.	ions \$62.00 per; 12 er; 52 insertions \$4	insertions \$58.00 5.00 per. Price								
☐ Reverse ad (display ads only): add charge of \$6.50 per insertion.										
☐ Box Number c/o Billboard: add service charge of \$6.00.										
Check the heading you	ı want									
☐ Help Wanted ☐ Position W										
Used Equipment for Sale [
☐ Distributing Services ☐ Vi	_	·								
☐ Business Opportunity ☐ S	ichools and Instructi	ion								
Billboard Classified, 15 Your Name	•	N.Y., N.Y. 10036.								
Company										
Address										
Address		Zip								
	State	Zip								
City	State State	you wish to								
City Telephone Please fill in the inform	Statestate	you wish to vertising.								
City Telephone Please fill in the inforn charge the cost of you	State	you wish to vertising.								
City	StateState nation below if ar classified adverse Club Visa M Credit card #	you wish to vertising.								
City	StateState nation below if ar classified adverse Club Visa M Credit card #	you wish to vertising.								

TAPES

Need to get your ad in fast? Call Jeff Serrette...

In NY State phone 212/764-7388... Outside N.Y.

State phone toll free 800/223-7524.

BLANK AUDIO
& VIDEO CASSETTES
20TH ANNIVERSARY
CHEAPEST PRICES IN TOWN.
• Audio cassettes • Video cassettes
• Mastering tapes • 8 tracks
Don't delay—call today!! For more information:
Andol Audio Products, Inc.
4212 14th Ave. Brooklyn NY 11219
Call Toll Free—(800) 221-6578
N.Y. Res. (212) 435-7322

310 South Dixie Hwy. West Pompano Beach Fla.33060 Tel: (305) 943-2334

GOLDEN OLDIES

45 RPM RECORDS THOUSANDS IN STOCK sic of the 50 s. 60's 70's and 80's RECORDS UNLIMITED 8 Belair Ad., Baltimore, Md 21236 (301) 882-2262 (Please no collect calls) r Free Oldie catalog. All major credit coepted. Please include \$2.00 for and handling.

DISCOUNT OLDIES
BY PHONE
MAIL ORDERS ALSO ACCEPTED
215-649-7565 - SAME DAY SERVICE
SPECIAL DISCOUNTS TO RADIO STATIONS
SEND \$2 FOR CATALOG OVER 40,000 OLDIES

DISCOUNT OLDIES BOX 77-B, NARBERTH, PA 19072

ACTIONMART

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

CASSETTE TAPE SECURITY DEVICES

DESIGNED FOR RETAIL OUTLETS EASY TO USE IN EXPENSIVE RE USEABLE & DISPOSABLE

5 SELECTIVE MODELS

FOR SAMPLES AND PRICES-

C& D SPECIAL PRODUCTS

502/885-8088

SCHOOLS & INSTRUCTIONS

MUSIC BUSINESS CAREER

MUSIC BUSINESS CAREER

A CAREER PROGRAM IN MUSIC: course includes recording studio; concert and video production; artist representation and management; retailing and wholesaling; record promotion and marketing, copyright and music industry law; songwitlers and music publishing, and more. Employment assistance. Accredited Financial aid available. Write or call toll-free for free brochure and career guide MUSIC BUSINESS INSTITUTE, Dept. B. 3376 Peachtree Rd., N.E., Atlanta, GA 30326.

800-554-3346 800-554-3346

BE A RECORDING engineer! New classes quarterly. Institute of Audio/Video Engineering (213) 666-3003, 1831 Hyperion, Dept. D. Holly

RECORDING STUDIO FOR SALE

MAJOR STATE OF THE ART

24 track recording studio package includes large building on 2/3 acre near N.Y.C. Neve Studer equipment. All fixtures and furnishings. Turnkey operation.

Serious inquiries only. Call:

MIKE (212) 242 3900

CASSETTES

Cut-outs and imports at a budget price – we specialize in cassettes and 8-track tapes, call or write

J DISTRIBUTORS W. Belmont, Chicago, IL (312) 286-4444

TOLL FREE CLASSI-HOT LINE!

CALL **NOW** (It's free!) TO **PLACE YOUR** AD!

TAKE ADVANTAGE OF ROCK & SOUL PRICE WAR!!!

Lowest prices ever!

Top LPs. Top Latin

Top 12 inch \$1.99-\$2.39 \$3,99-\$4.99 \$3,99-\$4,44

Blank Tapes, Audio & Video at Special Prices!

470 7th Ave. (Bet 35th & 36th Sts) New York City

(212) 695-3953 or 3954 (No Ma I Orders)

Call Jeff Serrette today -(800) 223-7524 (NY residents dial 212-764-7388).

SONGWRITING



SONGWRITERS

g your songs to life inexpensively with sion players from THE DOOBIE BROS CAGGS, THE JACKSONS, GEORGE

MOONLIGHT DEMOS

COMEDY MATERIAL

FREE SAMPLE OF radio's most popular humor service! Write on station letterhead: O'Liners, 1237 Armacost, #6-E, Los Angeles, CA 90025.

Hundreds renewed again! Funniest service available. Free sample! Write on station letter-head to: Contemporary Comedy, 5804-A Twine-ing, Dallas, Texas 75227.

FOR SALE

micnael Jackson 'THRILLER'
1-shirt \$ 9.50 ea.
sleeveless \$ 9.50 ea.
jersey \$11.50 ea.
button \$ 1.50 ea.
Add \$1 per order for shipping.
CATALOG \$ 1.00
WHOLESALE INQUIRIES WELCOME
Quality Promotions
670 E Third Ave , Ste #800BB
San Mateo, CA 94401 Michael Jackson 'THRILLER'

EAMS Record Exports KG

Graflinger Str 226 Postfach 1525 D-8360 D'dorf / West-Germany Phone (0991) 22071 Telex 69780

We are specialized in exporting german labels, independent and m companies (45, 12", LP's and Comp

Call us or write for detailed stock-lists and shipping informations. We want to service all your european import needs.

QUANTITY AND QUALITY
PHOTOS

1000 B&W 8x10
1000 COLOR 8x10
CALL
716-856-5438

SEND TO: J. ROCCO/D & D PROCESSING 148 VIRGINIA ST BUFFALO NY 14201

SAM ASH STORES

MAIL ORDER SERVICE Deal with the professionals. N.Y.C.'s larg-est inventory and best prices on musical instruments, sound and recording gear. 1-800-645-3518

N.Y. State 1-800-632-2322

LARGEST SELECTION
OF CASSETTES & LP'S
Low prices - same day service - Gwip service available. Full line of blank tapes/videotapes plus over 20,000 single titles. Send \$2,00 for 92 pg. catalog or call Bob:
California Music
2933 West Pico Blvd.
Los Angeles, CA 90006
[213] 733 1181

CASSETTES! CASSETTES! CASSETTES!

Budget line - First quality Cut outs - LP's and Cut outs Cassettes
Misprints - Cassettes only

Biggest selection in the country Immediate delivery from

stock. Write or call for catalog and

price list,

Video Warehouse, Inc. P.O. Box 1181 Neptune, NJ 07753 (201) 571-9696

Ask about our deal on prerecorded video tapes with top artists to retail for \$9.95

PROMOTION AL SERVICES

NEW! CHRISTMAS

CONCEPTS.

Christmas commercials sound great with brand new music from Pat Patrick Productions: 25 Christmas jingles with exciting vocals and pop arrangement • over 100 cuts in the entire package.

Call collect: (615)327-0520

PROFESSIONAL SERVICES

AUDIO DISC MASTERING

Mid-west's newest Neumann Transfer System is now open for your highly specialized needs. Same day service. Call of write for details.

Precision Disc Works 932 W. 38th Place Chicago, IL 60609 (312) 225-9117

Overseas representation for your company/ artists in Europe. Bi and tri-lingual staff available to assist you in translations, licens-ing, tour coordination, interpreters, etc. Contact:

: Joe Sunseri Henry-Budge Strasse 67 600 Frankfurt aM W. Germany Tel. 49-069-560-1272

MUSIC BROKERS OF CALIFORNIA

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.

Send \$5.00 for catalogs.

Scorpio Music Box 391-BC Bensalem PA 19020 USA

OVER 150 T.V.

TITLES

Are among the more than 3,000 budget Album, 8-Track and Cassette titles in stock. Call or write for our free giant catalog. RECORD-WIDE DISTRIBUTORS, INC. 1755 Chase Dr. Fenton (St. Louie) MO. 63026 (314) 343-7100

DISTRIBUTOR WHOLESALE ONLY

We are specialists on: 12" records, blank audio, blank video, video games, movies accessories . . . Weekly sales sheets.

STRATFORD DIST. INC.

86 Denton Ave. Garden City Park, NY 11040 212-343-6920, 516-877-1430 800-645-6558, Telex 6852201

ATTENTION DEALERS!

Lowest prices on current LP's, 12", 45's, tapes, blank Video and accessories. Special attention to same day UPS orders. Free locale deliveries.

CAII: GLO MDSE. CORP. 212-706-0515

Budget Cassettes

Rock - Pop - Country - R & B Classical - Jazz - Children Call or write for catalog:

Golden Circle Inc. 45 Jefferson Street Stamford, CT 06902 203-325-2436

ITALIAN, FRENCH. IMPORTS. 12° LP's, tapes, compact disc. Largest and newest selection. Ask for free catalog. Revival Enterprises, (305) 325-9272. 1852 N.W. 20th St., Miami, FL 33142

- BUDGET TAPES AT SUPER PRICES

 MIDLINE

 CLOSEOUTS

 MPORTS

 SURPLUS

 EXCLUSIVE PRODUCT

 CHRISTMAS SPECIALS

 catalog available listing hundreds of thes and LP's.

 Scott Distributing Corp.

 4217 Austin Blvd.
 Island Pork, NY 11558

 [516] 432-1234

TALENT

WORLD FAMOUS PSYCHIC & BUSINESS CONSULTANT **DAVID GUARDINO**

Mr. Guardino specializes in psychokinesis: being able to influence people and events from a distance. He has been interviewed numerous times on radio and TV. He is available for interviews.

Please call: (702) 386-0702 (702) 386-0827 (615) 970-2448 David Guardino Enterprises

P.O. Box 880 Lenoir City, TN 37771

DANCE FLOOR *****

THE MUSIC SERVICES
MODULAR LIGHTED DANCE FLOOR Call or write:

MUSIC SERVICE
327 S. Miller Rd., Akron, OH 44313
(216) 867-1575

(Continued on page 38)

SURVEY FOR WEEK ENDING SEPTEMBER 1, 1984

Colde or searcher to have product the control of the colde or searcher to have product decoration to the product decoration to the colde or searcher to the colde or sear		00,000 units (seal indicated by dot).	TITLE—Artist (Producer) Writer, Label & Number (Distributing Label)	2 A GIRL IN TROUBLE (IS A TEMPORARY THING)—Romeo Void (David Kahne), D. Ivall, P. Woods, P. Zincavage, D. Kahne: Columbia /415	38-04534 11 SHE'S MINE—Steve Perry (Steve Perry, B. Goodrum: Columbia 38-04496	10 MY, OH MY—Slade (John Punter), N. Holder, J. Lea; CBS Associated 4-04528(Epic)	10 MAMA, WEER ALL CRAZEE NOW—Quiet Riot (Spencer Proffer), N. Holder, J. Lea; Pasha 4-04505(Epic)	7 THE ONLY FLAME IN TOWN—Elvis Costello & The Attractions (Clive Langer, Alan Winstanley), E. Costello: Columbia 38:04502	17 LEGS—2 Z Top (Bill Ham), Gibbons, Hill, Beard; Warner Bros. 7-29272	(Arif Mardin), Prince; Warner Bros. 7-29195	2 ON THE WINGS OF A NIGHTINGALE—The Everly Brothers (Dave Edmunds), P. McCartney; Mercury 880213-7(PolyGram)	JUMP (FOR MY LOVE)—Pointer Sisters (Richard Perry), M. Sharron-S. Mitchell, G. Skardina; Planet 13780(RCA)	SELF CONTROL—Laura Branigan (Jack White, Robbie Buchanan), G. Bigazzi, R. Riefoli, S. Piccolo; Atlantic J. 89676.	IN THE NAME OF LOVE—Ralph MacDonald With Bill Withers (R. MacDonald, W. Eaton), R. MacDonald, W. Salter, B. Withers, Polydor 881221-27 PahaCam)	HOLD ME—Teddy Pendergrass And Whitney Houston (Michael Masser), M. Masser, L. Creed; Asylum 7-69720(Elektra)	STRUNG OUT—Steve Perry (Steve Perry), S. Perry, C. Krampf, B. Steele; Columbia 38-04598		19 EYES WITHOUT A FACE—Billy Idol (Keith Forsey), Idol, Stevens; Chrysalis 4-42786
Copyright 1993 Billboard Publications, In his publication may be reproduced, stormars, electronic, mechanical, photocopynic or otherwise without the prior written property of the publisher. 2 IZ WHAT'S LOVE GO TUNE TO TUNE (John Waite, David Theere Leonard; Ekith-America 2212 (John Waite, David Theere Leonard; Ekith-America 2213) SHE BOP—Cyndi Laupe (Rich Chertoff), C. Lauper, 37-04516(Epic) 4 13 GHOSTBUSTERS—(Ray Parker, Jr.), R. Parke 37-04516(Epic) 5 IZ WHAT'S LOVE GO CRAZY—(Prince and the Revolution), 7-29216 6 B Kith Chertoff), C. Lauper, 37-04516(Epic) 6 B STUCK ON YOU—1 (Lionel Richie, James Anth 1 THE WARRIOR—Sca (Mich Elexipus)), H. Knight 7-29216 7 16 SUNGLASSES AT (John Astley, Phil Chapman), DRIVE—The Cars (Robert John "Mutt" Lange (Robert John "Mutt" Lange (Robert John "Mutt" Lange (Robert John "Mutt" Lange (Richael Masser), M. Mass (Michael Masser), M. Mass (Michael Masser), M. Mass 17 10 (Billy Squier, Jim Steinman 17 10 (Billy Squier, Jim Steinman 17 13 (Beau Hill)), Delmartini, Pea		es of 1,			53	49	51	09	61			71	72		73			
Cooyright 1993 Billboard Publications, In his publication may be reproduced, storms, speem or transmitted in any form or otherwise without the prior written proroccopying or otherwise without the prior written proroccopying speem or otherwise without the prior written properties and the Revolution. 2 12 WHAT'S LOVE GO (RAZY-Clohe Borner, Label (John Waite, David Label) (John Waite, David There, James Anth.) and STUCK ON YOU-LUCK (Rich Chertoff), C. Lauper, 3:-04516(Epic) 4 13 STUCK ON YOU-LUCK (Rich Priore) (John Waite, Lange Robert John "Mutt" Lange (Huey Lewis And The New Hull), Prince; Warner Brown or otherwise (Michael Jonzun, Peter Wolf (Michael Masser), M. Mass (Michael Masser), M. Mass (Michael Masser), M. Mass (Billy Squier, Jim Steinman 17 10 (Billy Squier, Jim Steinman 17 13 (Beau Hill), Delmartini, Pea		for sal	THIS	67	89	69	20	71	72	73	4	75	92	17	78	6 2	80	8 (
Cooyright 1993 Billboard Publications, In his publication may be reproduced, stormars, electronic, mechanical, photocopying or otherwise without the prior written producer, white, label large without the prior written producer, mechanical, photocopying with the prior written producer, mechanical, photocopying with the prior written producer, mechanical, photocopying with the publisher. 2 12 WHAT'S LOVE GO (RAZY-Clohn Band), 1. Britten, and the Revolution) 3 12 STUCK ON YOU-10 (John Waite, David There Leonard; EMI-America 8213-037-0516(Epic) 4 13 GHOSTBUSTERS—(Ray Parker, Jr.), R. Parker 3-04516(Epic) 5 16 SUNGLASSES AT (John Astley, Phil Chapman), H. Knight (Huey Lewis And The New (Huey Lewis And The Cappanan), DRIVE—The Cars (Robert John "Mutt" Lange (Robert John "Mutt" Lange (Robert John "Mutt" Lange (Robert John "Mutt" Lange (Richael Masser), M. Mass (Michael Masser), M. Mass (Michael Masser), M. Mass (Billy Squier, Jim Steinman 17 10 (Billy Squier, Jim Steinman 17 13 (Beau Hill), Delmartini, Pea		and sales gains this week (Prime Movers). • Recording Industry Assn. of America sea Assn. of America seal for sales of 2,000,000 units (seal indicated by triangle).	TITLE—Artist (Producer) Writer, Label & Number (Distributing Label)		CARIBBEAN QUEEN (NO MORE LOVE ON THE RUN)—Billy Ocean (Keith Diamond), K. Diamond, B. Ocean; Jive/Arista 1-9199	I'M SO EXCITED—Pointer Sisters (Richard Perry), A. Pointer, J. Pointer, R. Pointer, T. Lawrence; Planet	ONLY WHEN YOU LEAVE—Spandau Ballet (Tony Swain, Steve Jolley, Shandau Ballet), G. Kemp: Chrysalis 4.42792	ARE WE OURSELVES?—The Fixx (Rupert Hine) Curnin, West Oram, Woods, Greenall, Brown; MCA52444	BOP 'TIL YOU DROP—Rick Springfield (Rick Springfield, Bill Drescher) R. Springfield; RCA 13861			ON THE DARK SIDE—John Cafferty and the Beaver Brown Band	(Kenny Vance) J. Cafferty; Scotti Bros. 4-04594(Epic) FLESH FOR FANTASY—Billy Idol (Keith Forsey), Idol. Stevens: Chrysalis 404-02810		(WHAT) IN THE NAME OF LOVE—Naked Eyes (Arthur Baker), R. Fisher, P. Byrne; EMI-America 8219		AWAY—Diana Ross Arthur Baker), D. Hall, S. Allen; RCA 13864	Littman; EMI-America 8227
Cooyright 1993 Billboard Publications, In his publication may be reproduced, storms, speem or transmitted in any form or otherwise without the prior written proroccopying or otherwise without the prior written proroccopying speem or otherwise without the prior written properties and the Revolution. 2 12 WHAT'S LOVE GO (RAZY-Clohe Borner, Label (John Waite, David Label) (John Waite, David There, James Anth.) and STUCK ON YOU-LUCK (Rich Chertoff), C. Lauper, 3:-04516(Epic) 4 13 STUCK ON YOU-LUCK (Rich Priore) (John Waite, Lange Robert John "Mutt" Lange (Huey Lewis And The New Hull), Prince; Warner Brown or otherwise (Michael Jonzun, Peter Wolf (Michael Masser), M. Mass (Michael Masser), M. Mass (Michael Masser), M. Mass (Billy Squier, Jim Steinman 17 10 (Billy Squier, Jim Steinman 17 13 (Beau Hill), Delmartini, Pea		airplay a ndustry	WKS. ON	Ξ	2	9	7	4	4	က	16	4	က	9	2	6	2	8
Cooyright 1993 Billboard Publications, In his publication may be reproduced, storms, speem or transmitted in any form or otherwise without the prior written proroccopying or otherwise without the prior written proroccopying speem or otherwise without the prior written properties and the Revolution. 2 12 WHAT'S LOVE GO (RAZY-Clohe Borner, Label (John Waite, David Label) (John Waite, David There, James Anth.) and STUCK ON YOU-LUCK (Rich Chertoff), C. Lauper, 3:-04516(Epic) 4 13 STUCK ON YOU-LUCK (Rich Priore) (John Waite, Lange Robert John "Mutt" Lange (Huey Lewis And The New Hull), Prince; Warner Brown or otherwise (Michael Jonzun, Peter Wolf (Michael Masser), M. Mass (Michael Masser), M. Mass (Michael Masser), M. Mass (Billy Squier, Jim Steinman 17 10 (Billy Squier, Jim Steinman 17 13 (Beau Hill), Delmartini, Pea		reatest ording I	LAST	24	20	41	39	42	45	46	29	56	52	47	48	36	62	59
Copyright 1993, Billboard Publications, In his publication may be reproduced, storms, electronic, mechanical, photocopying or otherwise without the prior written per or otherwise without the per or otherwise without per or otherwise without masser, without per wold with as per or otherwise without masser, without per wold with the per or otherwise with the pe		ig the gr	THIS	35	36	37	38	39	40	(1	42	43	4	64	46	47	48	64
		Bullets are awarded to those products demonstrations.	TITLE—Artist (Producer) Writer, Label & Number (Distributing Label)	H IT—Tina WEEKS AT #1	aite, C. Sanford, M.						THE WARRIOR—Scandal Featuring Patty Smyth (Mike Chapman), H. Knight, N. Gilder, Columbia 38-04424		90269-			IF EVER YOU'RE IN MY ARMS AGAIN—Peabo Bryson	07/60-/ 191	933
	ght 196 Olicatio stem or ecvironic ervironic lisher.		WKS ON	17	12	ω	13	12	9	8	Ŧ	16	9 4	<u>ი</u> თ	13	18	10	13
2 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	Copyrinis pulyal sys								_	တ	Ξ	7	4 1			10	_	12
	of trie		THIS		N	(m)	4	2	•	P	8	o (6	12	6	4	15	9

FOOTLOOSE—Wike Reno And Ann Wilson (Keith Olsen). E. Carmen, D. Pitchford: Columbia 38-04418	CAN'T WAIT ALL NIGHT—Juice Newton (Richard Landis), B. Adams, J. Vallance; RCA 13863	NEW GIRL NOW—Honeymoon Suite (Tom Treumuth), D. Grehan; Warner Bros. 7-29208	ANYWHERE WITH YOU-Rubber Rodeo (Hugh Jones), B. Holmes, P. Milliker; Mercury 880175-7(PolyGram)	PRETTY MESS—Vanity (Bill Wolfer, Vanity), Vanity, B. Wolfer, Motown 1752	BORDERLINE—Madonna (Reggie Lucas, John "Jellybean" Benitez), R. Lucas; Sire 7-29354(Warner Bros.)	BODY ROCK—Maria Vidal (Phil Galdston, Sulvester Levay, J. Bettis: EMI-America 8233	TURN TO YOU—Go-Go's (Martin Rushent), Caffey, Weidlin; I.R.S. 9928(A&M)	DANCE HALL DAYS—Wang Chung (Chris Hughes, Ross Cullum), Hues; Geffen 7-29310(Warnel Bros.)	ROMANCING THE STONE—Eddy Grant (Eddy Grant), E. Grant; Portrait 37-04433(Epic)	JAM ON IT—Newcleus (J. Webb, F. Fair), M.B. Cenac, Sunnyview 3010(Becket)	DOCTOR! DOCTOR!—Thompson Twins (Alex Sedkin, Tom Bailey), T. Bailey, A. Currie, J. Leeway; Arista 1.9209	10-9-8—Face To Face (Arthur Baker), Angelo; Epic 34-04430	I'M FREE (HEAVEN HELPS THE MAN)—Kenny Loggins (David Foster, Kenny Loggins), K. Loggins, D. Pitchford; Columbia 38.nd472	HERE SHE COMES—Bonnie Tyler (Giorgio Moroder), G. Moroder, P. Bellotte, Columbia 38-04548	RAIN—Dragon (Alan Mansfield) T. Hunter, J. Pigott, M. Hunter, Polydor	817292-7(PolyGram) THE REFLEX—Duran Duran (Alex Sadkin, Ian Little, Duran Duran, Capitol 5345	MAGIC—The Cars (Robert John "Mutt" Lange, Cars), R. Ocasek; Elektra 7-69724
0	2	NEW ENTRY	n	NEW ENTRY	5 27	NEW ENTRY	13	21	17	15	16	15	13	2	4	21	17
	99		87	_	86	_	79	78	82	84	81	83	75	92	88	06	93
2	84	8	86	87	88	68	06	91	92	93	94	95	96	97	98	66	100
STIINE STIINE—Barry Gibb (Barry Gibb, G. Bitzer; MCA 52443 (Barry Gibb, Karl Richardson), B. Gibb, M. Gibb, G. Bitzer; MCA 52443	THE LAST TIME I MADE LOVE—Joyce Kennedy & Jeffrey Osborne (Jeffrey Osborne) B. Mann, C. Weil, J. Barry; A&M 2656	PANAMA—van Halen (Ted Templeman), E. Van Halen, A. Van Halen, M. Anthony, D.L. Roth; Wanner Ros 7.29350	WHO WEARS THESE SHOES?—Elton John Chris Thomas, E. John B. Tamini, Gaffon 7,29189	TWO SIDES OF LOVE—Sammy Hagar	THE MORE YOU LIVE, THE MORE YOU LOVE—A Finck of Seasuils	(Steve Lovell), M. Score, A. Score, S. Maudsley, P. Reynolds, Jive/Arista 1-9220	HIGH ON EMOTION—Chris DeBurgh (Rupert Hine), C. DeBurgh; A&M 2643	INFATUATION—Rod Stewart (Michael Omartian), R. Stewart, D. Hitchings, R. Robinson; Warner Bros. 7-29256	BREAKIN'THERE'S NO STOPPING US-Ollie And Jerry	(Ollie E. Brown), O.E. Brown, J. Knight; Polydor 821 708-7(PolyGram) ALIBIS—Sergio Mendes	(Sergio Mendes, Kobbie Buchanan), I. Snow, I. Macauley, A&M 2639 DESERT MOON—Dennis DeYoung	(Dennis Deroung), D. Deroung; A&M 2566 TURN AROUND—Neil Diamond	(Denny Diante) N. Diamond, B. Bacnarach, C. B. Sager, Columbia 38-04541 CTDANCED	SATISEY ME—Billy, Catellity.	(Don Gehman) Chauncey, Byrom, Walker; Capitol 5356 IIIST THE WAY YOLI LIKE IT—The C.O.S. Band	(J. Jam, T. Lewis), T. Lewis, J. Harris, III; Tabu 4-04523(Epic) STRAIGHT FROM THE HEART (INTO YOUR	LIFE)—Coyote Sisters (David J. Holman, Roger Paglia), L. Kunkel, T. Berg; Morocco 1742(Motown)
	4	12	NEW ENTRY	6	5			16	15	16	NEW ENTRY	4	ιτ				
_) 54	32		38	58		44	43	52	57		(65	9				
) (22	53	40	55	56		22	28	59	09	61	62	6	4	9	99	
CRUEL SUMMER—Bananama	(Tony Swain, Steve Jolley), T. Swain, S. Jolley, Bananarama; London 810127-7(PolyGram)	ALL OF TOU—Julio Iglesias & Diana Ross (Richard Perry, Ramon Arcusa), Tony Renis, Cynthia Weil, J. Iglesias, Columbia 38-04507	DYNAMITE—Jermaine Jackson (Jermaine Jackson), A. Goldmark, B. Roberts; Arista 1-9190	WHEN YOU CLOSE YOUR EYES—Night Ranger (Pat Glasser), J. Blades, A. Fitzgerald, B. Gillis; Camel/MCA 52420	I CAN DREAM ABOUT YOU—Dan Hartman (Jimmy Iovine, Dan Hartman), D. Hartman; MCA 52378	WE'RE NOT GONNA TAKE IT—Twisted Sister (Tom Werman, Julia's), D. Snider, Atlantic 7-89641	HARD HABIT TO BREAK—Chicago (David Foster), S. Kipner, J. Parker, Full Moon/Warner Bros. 7-29214	TORTURE—Jacksons (Jackie Jackson, J. Jackson, K. Wakefield; Epic 34-04575	I JUST CALLED TO SAY I LOVE YOU—Stevie Wonder (Stevie Wonder) S. Wonder, Motown 1745	LUCKY STAR—Madonna (Reggie Lucas), Madonna; Sire 7-29177(Warner Bros.)	LEAVE A TENDER MOMENT ALONE—Billy Joel (Phit Ramone), B. Joel; Columbia 38-04514	RIGHT BY YOUR SIDE—Eurythmics (David A. Stewart), Lennox, Stewart; RCA 13695	STATE OF SHOCK—Jacksons (Michael Jackson), M. Jackson, R. Hansen, M. Jagger; Epic 34-04503	THE LUCKY ONE—Laura Branigan (Jack White, Robbie Buchanan), B. Roberts, Atlantic 7-89636	SAD SONGS (SAY SO MUCH)—Etton John (Chris Thomas), E. John, B. Taupin; Geffen 7-29292(Warner Bros.)	THERE GOES MY BABY—Donna Summer (Michael Omartian), B. Nelson, L. Patterson, G. Treadweil; Geffen 7-29291(warner Bros.)	GO INSANE—Lindsey Buckingham (Buckingham, Fordyce), L. Buckingham; Elektra 7-69714
00	, ,	2	ω	о	19	2	9	4	4	m	10	Φ	F	9	4	2	7
21		<u> </u>	20) 23	15) 26	28	30	33	40	27	31	18	34	25	37) 35
(8	. 1	20	(S)	(7)	22	(8 3)	42	25	5 0	27	28	(29)	30	(E)	32	(8)	4

REAL ESTATE

CINCINNATI BILLBOARD BLDG.

64,000 sq. ft. for sale or lease. Heavy power, off street parking, 30,000 ft. of well planned & beautiful offices. On bus stop. Below market rental or sale. Immediately available. Ideal for distributors, volume mail users, publishers, assembly, printers etc. For details call:



Ferd Clemen 513-721-4200

"UNIQUE OFFERING TO musicians/artists/photographers. HUGE converted dairy barn for sale. Six acres upstate NY. Complete living quarters, two kitchens, four guest rooms. studios, active darkroom and gallery. Overall acoustically superior. Another 34.000 cubic feet within barn ready for conversion. SERIOUS ENQUIRIES ONLY." \$120,000.0. Box #7572, Billboard Magazine, 1515 Broadway, New York. NY 10036

ACTIONMART

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

SPANISH VILLA/PROFESSIONAL 24 TRACK RECORDING AND **VIDEO STUDIO FOR SALE**

Security gated estate, manicured lawns, just 12 min. from Sunset Blvd. and Belair, mirrored and equipped gym, wine cellar, spectacular master bedroom suite, surrounded by spacious Italian tiled balcony overlooking wooded vistas and night lights. Secluded pool and spa. great existing finance. Price: \$1,690.000, or trade equity on properly here or abroad. Call:

Marilyn Mandel (818) 990-3131 Buddy Bernard's White House Properties

HELP WANTED

ELECTRONIC ENGINEER: HIGH-SPEED TAPE DUPLICATION

BONNEVILLE MEDIA COMMUNICATION has an immediate opening for an Electronic Engineer for our High-Speed Tape Duplication facility, This is a new position. We are expanding our staff in the pursuit of excellence in tape duplication. This position requires a BSEE degree or equivalent technical background plus 3-5 years experience with professional audio equipment and/or high-speed tape duplication equipment. Experience with Gauss or other loop-bin duplicator systems is very desirable. Excellent self-motivation and self-management skills are required as is an ability to work well with people. The ability to demonstrate a professional track record of accomplishment is required. A very complete resume which details specific areas of expertise and interest is expected. Prospective candidates please note that all engineering and production areas are designated "NO SMOKING".

Please reply to Ellen Richardson.

Please reply to Ellen Richardson, Director of Human Resources, Bonneville Media Communications 130 Social Hall Avenue, Salt Lake City, Utah 84111.

"AN EQUAL OPPORTUNITY EMPLOYER"

WANTED RETAIL RECORD MANAGERS

Starting salary \$15,000 plus retail experience onlyroom for expansion will pay relocating expenses.

Contact:

John Walsh (202) 879 4300

WANTED

Established New Jersey high speed cassette duplicator seeks aggressive salespersons to solicit custom cassette duplication and packaging accounts within the Northeastern, Mid Atlantic and Southeastern regions. Must have previous sales experience. Knowledge of the music, digital and spoken word industries a plus. Compensation includes salary, commission incentive and expenses. Send complete resume detailing past experience and salary history to:

Al Santoro PSI Industries 135 Ludlow Ave. Northvale, NJ 07647

MAINTENANCE ENGINEER

To build and maintain record ing studio in Tampa, Fl. area First 6 to 8 weeks to be spent in Southfield, Ml., at corporate headquarters. Salary \$18,000 to \$20,000 plus major benefits

Send resume to:

Ronrose Productions 29277 Southfield Rd. Southfield MI 48076 Attn: Mr. Don Wooster

GENERAL MANAGER WANTED

Four store record chain seeking general manager. If you are lazy, not aggressive please do not apply. Starting salary \$20,000. Please send resume to:

> Box #7570 Billboard Magazine 1515 Broadway New York, NY 10036

RETAIL DISTRICT MANAGER

Very successful and innovative Very successful and innovative national record chain seeks individual with business skills. Ideal candidate should have a minimum of 2 years retail management experience, 2 years supervisory experience, competent in staffing, problem solving, and making sound financial decisions. Send resume to:

Box #7569 Billboard Magazine 1515 Broadway New York, NY 10036

RECORD SALES **REPS WANTED**

Established importer of classical and international recordings is seeking additional sales people. All major market territories. Excellent opportunity for supplemental income for those already selling non-competitive

> Send resume to: Box #7571 Billboard Magazine 1515 Broadway New York, NY 10036

AREA REP WANTED By major Publisher in the Prestig. Music & Entertainment industry -Investment required - secured - Call Mr. Louis collect 213-827-8083

POSTERS, BUTTONS & T-SHIRTS



SAVE MONEY

Up to 20% off wholesale list prices on officially licensed R&R merchandise Catalog available

Call now: * 1 800 322 8000 (outside MI) *

or (313) 666 4594

National Trends, Inc. 7350 Highland Ave., Pontiac MI 48054 Dealers Only

★★★★★★★★★ Dealers only



VIDEO

ATHLETIC WOMEN and more! Custom work, all ratings. Unique & Unusual service. Info: \$5.00. VORTEX, P.O. Box 5044-248B, Thousand

\$\$\$\$

Get On The Right Track—
Sell your used tapes
to the Video Track

buy your overstocked VHS and Beta movies.

tave original Jackets—no quantities too large
Call:
The Video Track, Inc.
(617) 894-4800 (days)
after 8 p.m.—(617) 963-6419.

IF YOU HAVE A GREAT RECORD

but low budget to make a music clip in Video or film—call us. We will work with you on a cooperative basis.

Contact

Beckman/Bensimon
Im - Video Productions
Attn: Michael Beckman
212 620 0933



POSTERS Rock Posters ZAP ENTERPRISES

1251-3 Irolo St. Los Angeles, Calif. 90006

(213) 732-3781 **DEALERS ONLY**

RECORD PRESSING SERVICES

RECORD PRESSING

Mid-west's newest and finest record plant specializing in custom pressing, 7", 10", 12". Colored vinyl picture disc — custom packaging. Premium work — competitive prices — fast turn around.

For more information, contact:

Lenny Eames Precision Record Labs Ltd. 521 W. 26th St. Chicago, IL 60616 (312) 225-9117

POSITION WANTED

Road Manager/Sound mixer seeks position with management or production company. 7 yrs. exp., conscientious. NY based. Will consider west coast reloc. Contact: Rick Williams, (203) 426-8680.

RECENT GRADUATE MCGILL UNIVERSITY

Master of Music in Recording
eks production or engineering position
Versatile in all idioms
Serge Perron
3680 St. Urbain, Apt. 32
Montreal, P.Q., Can., H2X 2P2
514 845 8576

BILLBOARD RADIO JOB MART

ADDRESS ALL ADS: JEFF SERRETTE Position Wanted Billboard Job Mart. 1515 Broadway New York NY 10036. Phone [212] 764-7386 [locally] or [800] 223-7524 [Out of State]. Use any major credit card when calling in your advertisement - Position Available Services PAYMENT MUST ACCOMPANY ORDER - \$33.00 per inch 🖁 WE ACCEPT ALL MAJOR CREDIT CARDS

SERVICES

ACTIONMART

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

INSIDE COUNTRY

Designed With The Country DJ In Mind Current artist bios Monthly Calendar Country Trivia We do the research! You sound informed! For

Inside Country 6000 Fulton Ave., Suite 12 Van Nuys, CA 91401

POSITION AVAILABLE

RADIO TV JOBS

10,000 radio jobs a year for men and women are listed in the American Radio Job Market weekly paper. Up to 300 openings every weekly Disk Jockeys, Newspepple and Program Directors Engineers, Salespeople. Small, medium and major markets all formats. Many jobs require little or no experience! One week computer list \$6.00 Special Bonus, six consecutive weeks only \$14.95—you save \$21.

AMERICAN RADIO JOB MARKET 6215 Don Gasper, Dept. 2 Las Vegas, Nevada 89106

AOR MORNING DRIVE

WLSQ. Montgomery. AL, is looking for an experienced morning drive personality. Must be bright, witty and knowledgable of AOR. T&R to:

Cleve Brien WLSQ Box 5000 Montgomery, AL 36192

ANNOUNCERS - NEWSPEOPLE

ANNOUNCERS - NEWSPEOPLE

NATIONAL Recognized as the leader in the radio personnel placement, is currently receiving job orders for announcers and news people, programmers and production personnel. both male and female, from radio stations in all size markets coast to coast. As a registrant NATIONAL will make a complete presentation in your behalf, if your professional profile marches the job description. More and more radio stations are joining the many hundreds that use our service. Are you ready for a move up? Let NATIONAL help. For complete details and registration form enclose \$2 postage and handling to:

NATIONAL RRNARACST

NATIONAL BROADCAST TALENT COORDINATORS Birmingham, AL 35216 ACT NOW! (205) 822-9144

• Free Catalog Featuring: Maxell • Discwasher • Memorex • TDK Recoton • Sony • Koss • Scotch • Fuji Eveready • BASF • Allsop • Savoy Audio Technica • PD Magnetics Duracell • Amaray • Wico • and many more! • 24 Hour Freight **Paid Service**

• Free Mailing of Extra Profit Times Dealers Only Send or Call Toll Free for Your Free Copies: 800-523-2472

A. I. Bozenthel Azzecietez...

ANNOUNCEMENTS



LETTERHEAD:

RECORD SOURCE INTERNATIONAL 1515 Broadway New York, NY 10036

RUN YOUR CLASSIFIED ad in America's #1 Consumer Music Magazine. ABC audited, \$1.50 per word. Display \$110.00 per column inch. Ma-jor credit cards accepted. Call Cindy. Musician Magazine. (617) 281-3110

BUSINESS OPPORTUNITY

DISTRIBUTOR WANTED

Looking for an exclusive dis-tributor in USA to handle stacking cases for compact

Please call or write: Pierre Boivim (514) 354-5770 Music Expert Inc. 9400 Parkway St. Ville D'Aniou, Montreal H1J 1N6 Canada

\$100,000 WANTED Public Company seeks associate publisher to have equity and assist in the expansion of a proven trade publication. Send resume to Box 5335, Santa Monica. California 90992

COMPUTER SERVICES

SOFTWARE SALE

Billiboard's computer software charts on entertainment, education or home management list. Get a low price on your system today by writing or calling us. Specify your choice on list by your own computer or the computer in question and we'll send you our price within 24 hours back to you!

Computer Software Co.

102 No. Center St.

Suite 113

Broomington II. 47.01

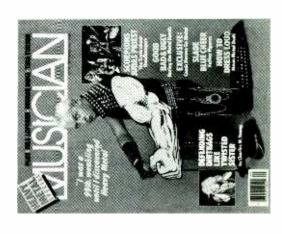
THE INDUSTRIES ONLY total information and world-wide communications network is available 24 hrs/day. PAN, Box 162-F, Skip-pack, PA 19474, (215) 489 4640.



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

www americantadiohistory com

CLP 70	BLP 23				RI P 20							BLP 73		BLP 60	BLP 13		BLP 51
	86.8			86.98	86. «	86.8	8.98		8.38	8.98	8.98		8.98	8.98	8.98	8.98	80.00
•			•	4					◀		◀			◀			
CBS	WEA	Of The os Angeles		A) MCA	OHNSON PCA		's Edge CAP	Off My Power 8336 CBS	MCA	MCA	ELLENCAMP ram) POL	ic) CBS	RCA	e Dance Floor WEA	CAP	RCA	The Art Of WEA
JULIO IGLESIAS Julio Columbia FC38640	LAKESIDE Outrageous Solar 60355 (Elektra)	VAROUS ARTISTS The Official Music Of The XXIIIrd Olympiad-Los Angeles 1984	SOUNDTRACK The Big Chill	Motown 6062ML (MCA) LINDA RONSTADT What's New	Asylum 60260 (Elektra) THE BROTHERS JOHNSON Out Of Control A&M SP.4665	BON JOVI Bon Jovi Mercury 814982-1M1 (PolyGram)	HELIX Walking The Razor's Edge Capitol ST-12362	SLADE Keep Your Hands Off My Power Supply CBS Associated FZ 39336 (LIONEL RICHIE Lionel Richie Motown 6007 ML	VAN STEPHENSON Righteous Anger MCA 5482	JOHN COUGAR MELLENCAMP Uh-Huh Riva RVL 7504 (PolyGram)	EDDY GRANT Going For Broke Portrait FR 39261 (Epic)	KROKUS The Blitz Arista AL8-8243	MIDNIGHT STAR No Parking On The C Solar 60241 (Elektra)	O'BRYAN Be My Lover Capitol ST-12332	See You In Hell RCA NFL1-8038	(Who's Afraid Of) The Art Of Noise Island 90179 (Atco)
92		ი	47	- 20	9	53	4	19	66	15	45	- 12	4			_	D
69	8	95			95	16	112	83	98	06	1 87	2 6					<u> </u>
6	<u> </u>	- 65	- 6	46		96	<u>(6)</u>	86	6	100	5	<u>†</u> 6	103		1	<u> </u>	<u> </u>
		9	81 A	BLP 16						BLP 29					9 d10		
10.98	8.98	86.6	86	86.8		9.98	8.98	8.98	86.98	86.98	86.	1 80	06.0	06.0	06.0	8.98	8.98
								◀	•								
WEA	WEA	MCA	WE A	2	CBS	WEA	RCA	WEA	WEA	WEA	\$ \$	SBS SB	\$ 8	\$ 5	SS SS		POL
Warner Bros. 1-23720 WHITESNAKE Slide It In	Geffen GHS 4018 (Warner Bros.) SOUNDTRACK Streets Of Fire	MCA 5492 TEDDY PENDERGRASS Love Language Accolum 60317 (Elektro)	PEABO BRYSON Straight From The Heart Flettra 60362	RUN - D.M.C. Run - D.M.C. Profile 1201	FASTWAY All Fired Up Columbia BFC 39373	L.A. Is My Lady Qwest 25145-1 (Warner Bros.)	New Sensations RCA AFL1-4998 LINDSEY BLICKINGHAM	Go Insane Elektra 60363 MOTLEY CRUE Shout At The Devil	SOUNDTRACK Beat Street	Atlantic 80154-1 GO-GO'S Talk Show	SPANDAU BALLET Parade	Chrysalis FV 414/3 BILLY OCEAN Suddenly	R.E.M. Reckoning	CHRIS DEBURGH Man On The Line	WILLIE NELSON City Of New Orleans Columbia FC 39145	A FLOCK OF SEAGULLS The Story Of A Young Heart Jive/Arrista JL 8-8250	LITA FORD Dancin' On The Edge Mercury 818864-1M-1 (PolyGram)
17	13	13	13	12		ευ <u>ξ</u>			15	- 23	4	е 	19	=	9	က	9
40	49	- 56		7	$\overline{}$	9 8 8			22	- 51	72	130	 	02	4	62	76
54		26	25	88		3) (3	(8	<u>်</u>	64	- 65	8	(6)	89	69	(5)	(<u>E</u>)	(2)
	BLP 26							BLP 3				BLP 22				BLP 9	
8.98	8.98	86.98	8.98				1	86.8	8.98	86.3	86.3	9:38	8.98	86.8	8.98	8.98	86.8
•	◀		◀				•	-			4	•	•	•	•		
MCA	WEA	WEA	WEA	CBS	CBS		CBS	CBS WEA	CAP	WE	POL	POL	WEA	WEA	CAP	WEA	CAP
NIGHT RANGER Midnight Madness Camel/MCA 5456	MADONNA Madonna Sire 1-23867 (Warner Bros.)	ELTON JOHN Breaking Hearts Geffen GHS 24031 (Warner Bros.)	Z Z TOP Eliminator Warner Bros. 1-23774	SCANDAL FEATURING PATTY SMYTH Warrior Columbia FC 39173	QUIET RIOT Condition Critical Pasha QZ 39516 (Epic)	JOHN CAFFERTY AND THE BEAVER BROWN BAND Eddie and the Cruisers/Soundtrack	Scotti Bros. BFZ 38929 (Epic) BILLY JOEL An Innocent Man	Columbia QC 38837 THE TIME ICE Cream Castle Warner Bros. 25109-1	PETER WOLF Lights Out EMI-America SJ-17121	DIO The Last In Line Warner Bros. 25100-1	SCORPIONS Love At First Sting Mercury 814 98101 (PolyGram)	SOUNDTRACK Breakin' Polydor 821919-1 (PolyGram)	ROD STEWART Camouflage Warner Bros. 25095-1	LAURA BRANIGAN Self Control Atlantic 80147	DURAN DURAN Seven And The Ragged Tiger Capitol ST-12310	SHEILA E. The Glamorous Life Warner Bros. 1-25107	COREY HART First Offense EMI-America ST-17117
43	54		73	9	9	18	26		ري	0 0	56	15	=	50	40	10	6
61	21	50		25	5	8	- 22	27	28	- 23	8	24	56	- 33	3	38	38
8	(0)		22	22)	23	42)	25	(5 8)	(2)	78	59	30	31	32	33	46	88



Country

Nashville Talent-Go-Round Spins Old, New, Borrowed, Blue Rash Of Fall Product Due

By EDWARD MORRIS

NASHVILLE-The talent merrygo-round here will be spinning off a shower of new product within the next few months from artists recently discovered, newly signed from other labels or refurbished by new produc-ers. Most of the music will be contained on singles by solo acts.

At Warner Bros., MCA emigre Terri Gibbs is now being produced by Steve Buckingham and Jim Ed Norman and will have an album out during the first quarter of next year. Also set for an album at about the same time is a yet-to-be-named group

Horizon Award Special Set For 'Silver Eagle'

NASHVILLE—DIR Broadcasting will air "The Country Music Assn. Horizon Award Special" Oct. 6, as part of its "Silver Eagle" series. The show, to be carried on more than 400 radio stations, will focus on the hits and personalities of the five final CMA Horizon award nominees: Deborah Allen, Earl Thomas Conley, Vern Gosdin, the Judds and Michael Martin Murphey.

Under CMA's agreement with DIR, the company will announce the special with a full-page ad and a minimum of 30 promotional spots the week preceding the broadcast. The special itself will explain the significance of the Horizon award, carry an announcement of the CMA television awards show and note that October is Country Music Month.

Additionally, the CMA will be paid a licensing fee for exclusive rights to the broadcast.

consisting of former Eagles member Glen D. Hardin, ex-Doobie Brothers John McFee and Keith Knudsen, Tim Goodman and Jerry Sheff. The project will be co-produced by the group and Norman.

Set for single releases on Warner Bros. are Darrell Clanton, who scored big on Indigo Records last year with his remake of "Lonesome 7-7203," again produced by Chuck Howard; Del Shannon, co-produced by Paul Worley and Norman; Pam Tillis, produced by Buckingham, whose "Good-bye Highway" will be released Sept. 19; Jessica Boucher, produced by Norman and Barry Beckett; and the Forester Sisters, produced by Jerry Wallace and Terry Skinner.

MCA Records will feature a string of new albums by artists who have switched from other labels, including a self-produced effort by Ray Stemost recently on Mercury; Steve Wariner's first effort after leaving RCA, produced by Jimmy Bowen and Tony Brown; and a Razzy Bailey outing, also produced by Bowen and Brown. Roy Clark, who is on MCA/Churchill and produced by Jerry Kennedy, will release a single in October.

In addition, Mac Davis has switched to MCA from Casablanca. But he has not yet gone into the studio to begin his new MCA projects.

In the second half of October, Gail Davies will release her first RCA album, "Where Is A Woman To Go." The former Warner Bros. artist coproduced the album with Leland Sklar. Ed Bruce, formerly with MCA, will make his RCA bow in November with a still-unnamed album produced by Blake Mevis.

Keith Whitley, who has distinguished himself primarily as a blue-grass musician, will soon have a

country mini-LP out on RCA, "A Hard Act To Follow," under the tu-telage of Norro Wilson. He will lead with the single "Turn Me To Love."

New to the Columbia roster are Lloyd David Foster, late of MCA, and Carl Jackson, who was with Capitol and Sugar Hill. Foster's "Gonna Love You Right Out Of The Blues,' a single produced by Bob Montgomery, will be out Oct. 15, while Jackson's "Gone, Gone," produced by Stan Cornelius, is set for a late September release. Epic's newest artist, Keith Stegall, made his label debut in April with the single "I Want To Go Somewhere.

At Capitol/EMI America, the "new" single act to watch is the Anne Murray/Dave Loggins pairing on "Nobody Loves Me Like You Do," produced by Jim Ed Norman. Capitol is releasing the Kimberly Springs

(Continued on page 44)



WORLD'S LARGEST VIDEO—Well, maybe not, but certainly a contender, considering who showed up to appear in the Hank Williams Jr. video, "All My Rowdy Friends Are Coming Over Tonight." Standing in back are, from left, Willie Nelson, Bobby Bare, Waylon Jennings, Jessi Colter, Kris Kristofferson, Grandpa Jones, Hank Jr. and comedian Jim Varney. Seated in front are director John Goodhue, Porter Wagoner, Dickey Betts, rock'n'roller George Thorogood and producer Tom Thacker. Not shown are Cheech & Chong and Leon Redbone.

OCT. 9-14 IN NASHVILLE

Full Schedule For Opry Birthday

NASHVILLE - In spite of the cutback in activities by record labels (Billboard, Aug. 11), the Grand Ole Opry organization has scheduled a full slate of activities Oct. 9-14 to celebrate the Opry's 59th anniversary.

A new feature of the celebration will be a country music concert taped for later televising that will star Waylon Jennings, Jessi Colter, George Jones, Kris Kristofferson, Willie Nelson, Roger Miller, Mickey Newbury, Webb Pierce, Faron Young and Hank Williams Jr. Called "The Door Is Always Open," the show will be presented on Oct. 10 from 7-11 p.m. at the Opry House.

The Opry will again offer its series of "Hot Line" radio reports-daily feeds to radio stations via phone lines-to a maximum of 150 stations on a first-come, first-served basis. These reports, offered Oct. 9-12, will cover major activities of the week and will include comments from country artists. Requests for the free service must be made in writing to Hot Line Reports, 1514 South St., Nashville, Tenn. 37212.

Special hookups are also being made available at the Opryland Hotel to enable radio personnel attending the celebration to broadcast live on their home stations. Arrangements for this feature are to be made through Ray Waters at (615) 889-

Registration fee for the anniversary celebration is \$50, half of which will be donated to the Opry Trust Fund for needy musicians (whether Opry members or not) and their fam-The fee admits the ticket-holder to all the official activities.

Here is the complete schedule of Opry-sponsored events:

Tuesday, Oct. 9 CMA/Opry DJ brunch, 11 a.m., Opryland Hotel; artist/DJ tape session, noon-4 p.m., Opryland Hotel; bluegrass concert (hosted by Bill Monroe), 7 p.m.-10 p.m., Roy Acuff

Wednesday, Oct. 10

"Best In Country" concert (lineup incomplete), 2 p.m.-5 p.m., Roy Acuff Theater; "The Door Is Always Open" tv taping, 7 p.m.-11 p.m., Opry House.

Thursday, Oct. 11

CMA membership meeting, 9 a.m.-noon, Opryland Hotel; country music showcase (lineup incomplete), 2 p.m.-4 p.m., Opry House; cocktail reception, 4:30 p.m.-6 p.m., Opry House lobby; "Country Music Month Spectacular" (lineup incomplete), a live broadcast on Music Country Radio Network with Charlie Douglas, 7 p.m.-10 p.m., Opry

Friday, Oct. 12

Artist/DJ tape session, 1:30 p.m.-3:30 p.m., Opryland Hotel; Grand Ole Opry cocktail reception and Disk Jockey Hall of Fame awards presentation, 5:30 p.m.-7:30 p.m., Opryland

Saturday, Oct. 13

Birthday cake ceremonies, starting at 9:30 p.m., at the Grand Ole Opry, Opry House

Sunday, Oct. 14

"Sunday Morning Country" showcase (lineup incomplete), 10 a.m.noon, Oprvland Hotel.

The Opry Trust Fund has distributed \$955,578.99 to musicians and families in need since it was established. Last year, it paid \$91,800 to families, according to a Trust Fund spokesman.

Nashville Scene Happy Birthday, Harlan—Again

By KIP KIRBY

Oops. In our excitement to dispense details about the Nashville Music Assn.'s Harlan Howard birthday bash, we moved the date up one week. Anyone who showed up in the BMI parking lot on Aug. 31, as we instructed, found no tent, no food

So let's set the record straight: The day to join in the festivities is Sept. 7

(That's this Friday.) We regret the error. Now you've had two chances to hear about this benefit celebration. there's no excuse to miss it!

Also, the five Horizon Award finalists were inadvertently omitted from the published list of CMA nominees. Our phones have been ringing off the hook. So here they are: Deborah Allen, Earl Thomas Conley, Vern Gosdin, the Judds and Michael Martin Murphey. The competition in this category is particularly stiff this year: All of the acts nominated have had major career breakthroughs to make them eminently qualified to receive the Horizon honor.

* * * Sawver Brown member Bobby Randall broke his foot onstage recently in the midst of a flying leap on the song "Smokin' In The Rockies." Despite intense pain, Randall man-

aged to finish the set, hobbled offstage, then had to be carried back by the rest of Sawyer Brown to finish an encore.

Doctors put his foot in a cast to take pressure off the broken bone, but the energetic Randall soon tired of that and sawed the cast off himself. He's back on his feet now (to coin a phrase) and none the worse for wear, although he's keeping a more wary eye on the stage monitors while he

Sawyer Brown's debut single for Capitol/Curb is titled "Leona." And its second single? Well, what else? "Smokin' In The Rockies."

* *

Every year around this time, after the CMA releases the list of its finalists nominated for the October Awards Show, we start getting inquiries by mail and phone wondering why Hank Williams Jr. isn't among them. Since the CMA Awards aren't supposed to be "personality contests," we can't offer any palatable suggestions for why the voting membership overlooks Hank.

He is the biggest seller in the entire Warner Bros. country lineup. At the moment, Hank has three albums on the charts: "Major Moves," holding down the No. 1 spot with sales reported at 400,000 in barely three months; "Man Of Steel," socked into the top five and already gold; and "Greatest Hits," now certified platinum.

These join "The Pressure Is On"

and "Whiskey Bent And Hellbound," both of which are also gold. Then there was his Showtime cable special this year, a star-spangled affair with major country headlinersthe only country tv show to be taped aboard an aircraft carrier (and at the Air Force's personal invitation). And Williams was the sole country artist invited to sing this year on the Beach Boys' July 4 Showtime special, "Beach Party In Washington, D.C.," on which Hank joined not only the Beach Boys but Julio Iglesias, the O'Jays, Ringo Starr and Three Dog Night.

There are signs Hank Jr. may be heading into a new phase of his performing life, too. We understand he already has offers to guest this season on "Dynasty" and "Dukes of Hazzard.

This is the same artist who broke the Billboard record for most albums on the chart at one time, when he logged eight simultaneously. Now Hank is breaking boxoffice records at major U.S. coliseums such as the Greensboro Civic Center, where he topped the previous record of \$135,000

Where Hank is concerned, we haven't got the answers. Like the Waylon Jennings of yore, he suffers from an outlaw image that may alienate more traditional country voters in the CMA. But on the sheer face of his accomplishments this year, and his constant No. 1 hits, it's hard to fath-

(Continued on page 42)

MONROE TO HEADLINE

Chicken Pickin' Festival Set

NASHVILLE-Bill Monroe & the Blue Grass Boys will again headline the Kentucky Fried Chicken Bluegrass Music Festival in Louisville, Sept.7-9. The free event, which has drawn more than 150,000 fans each year, is a combination of concerts, band contests and workshops.

Other professional bluegrass bands scheduled to appear at the festival are the John Herald Band, Jim & Jesse and the Virginia Boys, Doyle Lawson & Quicksilver, New Grass Revival, Peter Rowan, the Seldom Scene, Tony Trischka & Skyline, and the Watson Trio with Mark O'Connor.

The Blanchard Valley Bluegrass Boys (winners of last year's festival contest), Buzzard Rock String Band,

Cloud Valley, DeDanann (an Irish group), Dry Branch Fire Squad, Green Grass Cloggers, Walt Michael & Company and New Horizon are also on the bill.

Selected from 38 contestants to compete at this year's festival are Appalachian Trail, Bristol, Va.; Borderline, Louisville; Haywire, Guelph, Ontario: Just A Cut Above, Norfolk, Va.; the New Foggy Mountain Boys, Bloomington, Ind., and the Tennessee Valley Authority, San Antonio.

The winner of the contest will receive a free Nashville recording session and 750 records, \$2,500 in cash. a trophy and a spot on next year's festival lineup.

The event will be held at Louisville's Riverfront Plaza/Belvedere.

										•						•	
										•							
		*								•							
•									•	•							
•		•	•	•	•	•			•	•	•			•			•
•	•	:	•	•	•	:				•			*	•		•	
•	•	•			•	:		•		•				•			
	•	•	•	•	•		1	•	•	•	•	•		•	•		•
Corp. Graphic generator for home computers	An educational program designed to improve vocabulary, reading and spelling skills.	e Inc. A friendly interactive package designed to entertain children ages 2½ to 6 with educational games.	Contains over 600 problems in addition, subtraction, multiplication, division, fractions and decimals for students age 6-12, with game at the end.		Learning adventure that encourages problem-solving & sharpens the mind of the player (age 10 to adult) while they search for the most amazing thing.	Three-part learning game designed to teach very young children (ages 4-12) the computer keyboard & memory skills by working with a human face.	HOME MANAGEMENT TOP 1	Word Processing Package	Information Management System	ial Home & Small Business Financial Management Program	Home Financial Package	At Home Print Shop	Word Processing Package	Word Processing Package	Word Processing Package	Database	Word Processing Package
Koala Technologies Corp.	Davidson & Associates	Counterpoint Software Inc.	Davidson & Associates	Barron Educational Series	Spinnaker	Spinnaker	HOM	Broderbund	Software Publishing	Arrays, Inc./Continental	Monogram	Broderbund	Batteries Included	Electronic Arts	Apple Computer Inc.	Batteries Included	Software Publishing
KOALA PAD TOUCH	WORD ATTACK	EARLY GAMES	MATH BLASTER!	COMPUTER STUDY PROGRAM FOR SAT	IN SEARCH OF THE MOST AMAZING THING	FACEMAKER		BANK STREET WRITER	PFS:FILE	THE HOME ACCOUNTANT	DOLLARS AND \$ENSE	PRINT SHOP	NEW PAPER CLIP	CUT & PASTE	APPLE WRITER II	THE CONSULTANT	PFS: Write
rc.	9	2	32	=	47	4		49	49	49	41	7	6	5	4	2	12
2	6	9	5	9	ω			-	ო	2	4	9	80	2	_	6	9
4	C)	9	7	Ø	0	2		-	N	က	4	S.	9	7	ω	တ	9

"...pop music's greatest argument settler!"

Billeogrd

THE BILLBOARD BOOK OF TOP 40 HITS 1955 TO PRESENT

by Joel Whitburn with an Introduction by Casey Kasem



Available at record and book stores or from: Billboard Books P.O. Box 2013, Lakewood, N.J. 08701

Billboard' Hot Country Single

Copyright 1984, Billboard Publications, Inc. No part of this publication may be reproduced, stored in a retrieval system, or transmitted, in any form

or	by any	means,	electronic, mechanical, photocopying, recording, or otherwise.	without	the pr	or writ	ten permission of the publisher				
THIS	LAST	WKS ON CHART	TITLE—Artist (Producer) Writer, Publisher, Licensee, Label & Number (Dist Label)	THIS	LAST	WKS ON CHART	TITLE—Artist (Producer) Writer, Publisher, Licensee, Label & Number (Dist. Label)	THIS	LAST	WKS ON CHART	TITLE—Artist (Producer) Writer, Publisher, Licensee, Label & Number (Dist Label)
1	2	14	TENNESSEE HOMESICK BLUES-Dolly Parton (M. Post, D. Parton) WEEKS AT #1	34	38	5	PLEDGING MY LOVE—Emmylou Harris (B. Ahern) D. Robey, F. Washington; MCA, BMI; Warner Bros. 7-29218	66	44	17	THAT'S THE THING ABOUT LOVE—Don Williams (D.Williams, G.Fundis) R.Leigh, G. Nicholson, April/Lionhearted/Cross Key's (Tree Group),
2	3	14	D. Parton, Velvet Apple, BMI; RCA 13819 ONLY A LONELY HEART KNOWS—Barbara Mandrell (T.	35)	42	4	SHE SURE GOT AWAY WITH MY HEART—John Anderson (J. Anderson, L. Bradley) W. Aldridge, T. Brasfield, Rick Hall, ASCAP; Warner Bros. 7-29207	67	40	10	ASCAP; MCA 52389 NOT IN THE DARK—Leon Everette (B.Mevis) R.Rogers; Sister John, BMI; RCA 13834
			Collins) D. Morgan, S. Davis; Tom Collins/Dick James, BMI; MCA 52397	(36)	39	6	ROCK & ROLL SHOES—Ray Charles With B.J. Thomas (B.	68	63	4	FIRST TIME BURNED—Johnny Rodriguez (R. Albright) J. McBride; Foster & Rice, ASCAP; Epic 34-04562
(3)	4	14	YOU'RE GETTIN' TO ME AGAIN—Jim Glaser (D. Tolle) P. McManus, W. Bomar; Music City, ASCAP; Noble Vision 105				Sherrill) P. Kennerly, G. Lyle, Good Single/Irving, BMI; Columbia 38-04531	69	83	2	ALL THE LOVE IS ON THE RADIO—Tom Jones (G. Mills) L. Russell, D.A. Snider; Young Carney/Warner-Tamerlane, ASCAP/BMI;
4	5	12	WAY BACK—John Conlee (B.Logan) J.Fuller; ATV/Wingtip, BMI; MCA 52403	(37)	41	6	I'VE ALWAYS GOT THE HEART TO SING THE BLUES— Bill Medley (J. Crutchfield) G. Lyle, T. Seals; Good Single/Irving/WB, PRS/BM1/ASCAP; RCA 13851	70	47	15	Mercury 880-173-7 MY BABY'S GONE—The Kendalls (B. Ahern)
5	7	9	LET'S CHASE EACH OTHER AROUND THE ROOM—Merle Haggard (M. Haggard, R. Baker) M. Haggard, F. Powers, S. Rogers, Mount Shasta, BMI; Epic 34-04512	38	24	15	SOMEWHERE DOWN THE LINE-TO Shennard (LE Norman)	71	62	5	H. Houser, Central Songs, BMI; Mercury 822-203-7 COLD IN JULY—Robin Lee (J. Morris) M. Bird; Let There Be Music/USA Penny Renae, ASCAP; Evergreen 1023
6	6	13	M. Never Could Toe THE MARK—Waylon Jennings (W.Jennings, A.D., & B. Cartee)				L. Anderson, C. Kelly, Old Friends/Golden Bridge, BMI/ASCAP, Warner/Curb 7-29369	72	86	2	M. Bird, Let There Be Music/USA Penny Renae, ASCAP; Evergreen 1023 THE FIRST TIME—McGuffey Lane (M. Morgan, P. Worley) S. Douglass, R. McNelley, J. Schwab, D. Tyler, McGuffey Lane/Intuit.
7	8	10	W. Jennings; Waylong Jennings, BMI; RCA 13827 TURNING AWAY—Crystal Gavle (J Bowen)	(39)	43	6	KNOCK ON WOOD—Razzy Bailey (T. Brown, J. Bowen) E. Floyd, S. Cropper; Irving, BMI; MCA 52421	73	52	15	BMI; Aftantic America 7-99717 WHERE'S THE DRESS—Moe Bandy & Joe Stampley (B. Mevis)
8	9	12	T.Krekel; Combine, BMI; Warner Bros. 7-29254 I GOT A MILLION OF 'EM—Ronnie McDowell (B.Killen)	(40)	45	5	A SWEETER LOVE (I'LL NEVER KNOW)—Brenda Lee (J. Crutchfield) J. Grutchfield: Music Corp. of America, BMI; MCA 52394				T. Stampley, B. Lindsey, G. Cummings, Mullet/Hoy Lindsey, BMI; Columbia 38-04477
			M.Garvin,R.Hellard,B.Jones; Tree,BMI/Cross Keys, ASCAP (Tree Group); Epic 34-04499	(41)	46	4	ONE TAKES THE BLAME—The Statler Brothers (J. Kennedy)	(74)	NEW E	TRY	NOBODY LOVES ME LIKE YOU DO—Anne Murray & Dave Loggins (J.E. Norman) J. Dunn, P. Phillips: Ensign, BMI; Capitol 5401
9	13	9	EVERYDAY—The Oak Ridge Boys (R. Chancey) D. Loggins, J.D. Martin; Leeds (MCA)/Patchwork/Music Corp. of America. ASCAP/BMI: MCA 52419	42	27	15	D. Reid; Statler Brothers, BMI; Mercury 880-130-7 FORGET ABOUT ME—The Bellamy Brothers (D&H. Bellamy, S.	75	70	7	WHEN WE GET BACK TO THE FARM—David Frizzell (S. Garrett, S. Dorff)
10	11	12	FAITHLESS LOVE—Glen Campbell (H.Shedd) J.D.Souther: WB (Golden Spread, ASCAP: Atlantic America 7-99768				Kline) T.Seals. E. Setser, F. Miller, Warner-Tamerlane/Face The Music/Irving/Down 'N' Dixie/ Rare Blue, BMI/ASCAP, MCA/Curb 52380				C. Waters, M. Garvin, T. Shapiro; Tree Publishing/O'Lyric Music, BMI; Warner Bros. 7-29232
11	12	11	EVENING STAR/MIDSUMMER NIGHT—Kenny Rogers (B.Gibb,K.Richardson,A.Galuten)	(43)	49	4	FOOL'S GOLD—Lee Greenwood (J. Crutchfield)	76	61	11	LITTLE BY LITTLE—Gene Watson (R.Reeder,G.Watson) D.Morrison,L.Keith; Warner House, OXO Whitney, BMI; MCA 52410
12	16	8	B Gibb, M. Gibb; Gibb Bros. Music/Unichappell Music, BMI; RCA 13832 UNCLE PEN—Ricky Skaggs (Ricky Skaggs) Bill Monroe: Rightsong, BMI; Sugar Hill/Epic 34-04527	(44)	50	4	T. Tappan, D. Roth, Goldsboro/Ronzomatic, ASCAP/BMI; MCA 52426 RIDE 'EM COWBOY—Juice Newton (R. Landis)	77	NEW E	TRY	WHEN THE WILD LIFE BETRAYS ME—Jimmy Buffett (J. Bowen, M. Utley, T. Brown) J. Buffett, M. Utley, W. Jennings; Coral Reefer/Coconutley/Warner- Tamerlane/Blue Sky Rider, ASCAP/BMI; MCA 52438
13	15	8	TO ME-Barbara Mandrell And Lee Greenwood (Tom Collins, Jerry	45	36	16	P. Davis; Web IV, BMI; Capitol 5379 I HURT FOR YOU—Deborah Allen (R. Van Hoy)	78	79	3	Tamerlane/Blue Sky Rider , ASCAP/BMI; MCA 52438 SHE TOOK IT TOO WELL—John Westey Ryles (Lobo) Lobo, D. Lowery, Boo/Log Jam/Sheddhouse, ASCAP; 17th Avenue 500
			Crutchfield) Mack David, Mike Reed; Collins Court/Lodge Hall, ASCAP; MCA 52415		58	3	D. Allen, R.Van Hoy, Posey/Van Hoy/Unichappell, BMI; RCA 13776 YOU COULD'VE HEARD A HEART BREAK—Johnny Lee (J.	79	75	19	Lobo, D. Lowery, Boo/Log Jam/Sheddhouse, ASCAP; 17th Avenue 300 ANGEL IN DISGUISE—Earl Thomas Conley (N.Larkin, E.T.Conley) E.T.Conley,R.Scruggs; Blue Moon/April, ASCAP/Full Armor, BMI; RCA
14	1	15	LET'S FALL TO PIECES TOGETHER—George Strait (R.Baker) D. Lee, T. Rocco, J. Russell, Maplehill (Welk Grup) Sunflower Country/Hall-Clement/8 ibo (Welk Grup),BMI/ASCAP; MCA 52392	(46)	56	3	Bowen) M. Rossi; Songmaker, ASCAP, Warner Bros. 7-29206	80	71	9	THE CHICKEN IN BLACK-Johnny Cash (B. Sherrell)
15	17	12	HE BROKE YOUR MEM'RY LAST NIGHT—Reba McEntire	47	53	4	TELL 'EM I'VE GONE CRAZY—Ed Bruce (T. West) E. Bruce, P. Bruce, R. Peterson; Tree, Sugarplum, BMI; MCA 52433	81	NEW EI		G. Gentry, Algee, BMI, Columbia 38-04513 WE JUST GOTTA DANCE—Karen Taylor-Good (G. Perry)
			D.Lee,B.Jónes; Maplehill/Hall-Clement (Welk Group), Cross Keys, BMI/ASCAP; MCA 52404	48	57	3	PINS AND NEEDLES—The Whites (R. Skaggs) R.B.J. Carnes, C. Hardy; Elektra/Asylum/Refuge, BMI, ASCAP; MCA/Curb	82	81	3	J. Gillespie; Somebody's, Sesac; Mesa 1117 (NSD) ALIBIS—Lane Brody (C. Moman)
(16)	19	8	THE LADY TAKES THE COWBOY EVERYTIME—Larry Gatiin & The Gatin Bros. (Rick Hall) Larry Gatlin; Larry Gatlin, BMI; Columbia 38-04533	49)	54	4	GOODBYE HEARTACHE—Louise Mandrell (E. Kitroy)	83	NEW E	YRY	R. Killough, P. Killough, Tree, BMI, EMI-America 8218 PARDON ME (HAVEN'T WE LOVED SOMEWHERE
17	21	7	I DON'T KNOW A THING ABOUT LOVE—Conway Twitty (Jimmy Bowen)	43)	34		R.C. Bannon, M. Spriggs; Warner-Tamerlane/Three Ships/Writers House, BMI; RCA 13850	84)			BEFORE)—Becky Hobbs (B. Mevis) B. Hobbs, C. Parton; Irving, BMI; EMI-America 8224 LOVE ISN'T LOVE ('Til You Give It Away)—Tari Hensley
18	22	8	H. Howard; Tree Publishing Corp., BMI; Warner Bros. 7-29227 I COULD USE ANOTHER YOU—Eddy Raven (Eddy Raven, Paul Worley)	50	66	2	YOUR HEART'S NOT IN IT—Janie Fricke (B. Montgomery) M. Garvin, B. Jones, T. Shapiro; Tree/O'Lyric, BMI/Cross Keys (Tree Group), ASCAP; Columbia 38-04578	84	HEW E	WIIV	(L. Rogers) T. Tappan, D. Roth; Tappan/Ronzomatic, ASCAP, BMI; Mercury 880-054-7
			Chris Waters, Bucky Jones, Tom Shapiro; Tree Music/O'Lyric/Cross Keys (Tree Group), BMI/ASCAP; RCA AHLI-5040	51	56	5	SO CLOSE—The Wright Brothers (M. Daniet, J. Dowell) K. Blazy, Hoosier, ASCAP; Mercury 880-055-7	85	NEW E	TRY	BETTER CLASS OF LOSER—Ray Price & The Cherokee Cowboys (S. Garrett)
19	23	6	IF YOU'RE GONNA PLAY IN TEXAS (YOU GOTTA HAVE A FIDDLE IN TH—E BAND) Alabama (H. Shedd, Alabama) D. Mitchell, M. Kellum; Baray/Dale Morris. BMI; RCA 13840	52	76	2	PRISONER OF THE HIGHWAY—Ronnie Milsap (R. Milsap, R.	86	87	2	R. Peterson, H. Howard; Tree, BMI; Viva 7-29217 TAKE IT SLOW—Kenny Dale (J. Arlege)
20	10	14	THE POWER OF LOVE—Charley Pride (N. Wilson)			3	Galbraith) M. Reid; Lodge Hall, ASCAP; RCA PB-13847	87	80	7	B. Mounds, M. Bellow, Phooey, BMI; Republic 8403 GOODTIME CHARLIE'S GOT THE BLUES—Leon Russell (L.
21	25	8	D. Cook, G. Nicholson; Cross Keys. ASCAP, RCA 13821 WHAT WOULD YOUR MEMORIES DO—Vern Gosdin (Blake Mavis)	(53)	73	2	TOO GOOD TO STOP NOW—Mickey Gilley (J. Boylan) B. McDill, R. Bourke; Hall-Clement/Chappell, BMI/ASCAP; Epic 34-04563				Russell, D. Snider) D. O'Keefe; Warner-Tamerlane, Road Cannon Music, BMI; Paradise PR628
22	28	7	Hank Cochran, Dean Dillon; Tree, BMI; Compleat 126 (Polygram) SECOND HAND HEART—Gary Morris (G. Morris, J.E. Norman)	54	59	3	IT'S GREAT TO BE SINGLE AGAIN—David Allan Coe (B. Sherrill) D.A. Coe; Warner-Tamerlane, BMI; Columbia 38-04553	88	69	10	LANGEIR, M. Reid; Collins Court/Lodge Hall, ASCAP; RCA 13838
			C. Karp, M. Gary, H. Tipton; Irving Music Inc/Warner- Tamerlane/Daticabo, BMI; Warner Bros. 7-29230	55)	60	3	RADIO LAND-Michael Martin Murphey (J.E. Norman)	89	72	16	GOD BLESS THE U.S.A.—Lee Greenwood (J.Crutchfield) L.Greenwood; Music Corp. of America/Sycamore Valley, BMI, MCA 52386
23	14	13	THE RIGHT STUFF—Charly McClain & Mickey Gilley (N Wilson) R.Giles, B.Haynes, B. Fischer, Dejamus/Bobby Fischer, ASCAP/My Queen Elizabeth, BMI; Epic 34-0489	56)	68	2	C. Rains, J.E. Norman, M. Murphey, Choskee Bottom/Kahala/Timberwolf, ASCAP/BMI; Liberty 1523 MAGGIE'S DREAM—Don Williams (D. Williams, G. Fundis)	90	78	20	JUST ANOTHER WOMAN IN LOVE—Anne Murray (J.E.
24	26	8	STUCK ON YOU—Lionel Richie (L. Richie, J.A. Carmichael) L. Richie, Brockman, ASCAP; Motown 1746				D. Loggins, L. Silver, Leeds/Patchwork, ASCAP/BMI; MCA 52448	91	89	20	P. Ryan, W. Mallette; Southern Nights, ASCAP, Capitol 5344 NEW PATCHES—Met Tillis (H.Shedd) T.Collins; Sawgrass, BMI; MCA 52373
25	29	9	DREAM ON TEXAS LADIES—Rex Allen, Jr. (A. DiMartino) S. Dan Mills, Combine, BMI; Moon Shine 3030	(57)	64	4	GOOD NIGHT FOR FALLING IN LOVE—Hillary Kanter (E. Stevens) E. Stevens, E. Rabbitt, D. Malloy, Deb Dave/Briarpatch, BMI; RCA 13835	92	NEW E	TAY	MAKING LOVE TO DIXIE—The Younger Brothers Band
26	32	4	CITY OF NEW ORLEANS—Willie Nelson (C. Moman) S. Goodman; Buddah/Turnpike Tom, ASCAP; Columbia 38-04568	58	65	4	ALL I WANNA DO (IS MAKE LOVE TO YOU)—Bandana	93	82	3	Mitchell, Henderson; Baray, BMI; ERP 4-04094 LOUISIANA HEATWAVE—Bobby Jenkins (B. Jenkins, B. Green)
27	31	7	(YOU BRING OUT) THE WILD SIDE OF ME—Dan Seals (K. Lehning) D. Seals; Pink Pig Music, BMI; EMI-America 8220	(50)			K. Kane: Kieran Kane, ASCAP; Warner Bros. 7-29226 P.S. I LOVE YOU—Tom T. Hall (J. Kennedy)	94	74	4	R. Jerikins; Jenbek/Bill Green, BMI; Zone 7-61884 LONG LOST CAUSES—Rick & Janis Carnes (C. Hardy, J. Bowen)
28	34	7	I. Seals; Pink Pig Music, BMI; EMI-America 8220 I'VE BEEN AROUND ENOUGH TO KNOW—John Schneider (Jimmy Bowen)	59)	NEW E		G. Jenkins, J. Mercer; MCA/WB, ASCAP; Mercury 880-216-7	95	77	17	R.B.). Carnes, C. Hardy, Clear Channel/Tin Man, ASCAP; MCA 52414 B-B-B- BURNIN' UP WITH LOVE—Eddie Rabbitt (E.Stevens,E.Rabbitt)
			D. Lee, B. McDill; Hall-Clement Publication, c/o The Welk Music Group, BMI; MCA 52407	60	30	17	STILL LOSING YOU—Ronnie Milsap (R.Milsap,R.Galbraith) M.Reid, Lodge Hall, ASCAP; RCA 13805				È.Rabbitt,E.Stevens, B.J.Walker, Jr. Deb Dave/Briarpatch, BMI; Warner Bros. 7-29279
29	35	5	GIVE ME ONE MORE CHANCE—Exile (B. Killen) J.P. Pennington, S. Lamaire; Pacific Island (Tree Group), BMI: Epic 34-04567	61	55	6	IT'S YOU ALONE—Gail Davies (G. Davies) R. Davies; Valet, BMI, Warner Bros. 7-29219	96	91	23	I DON'T WANNA BE A MEMORY—Exile (B.Killen) J.P. Pennington, S. Lemaire; Pacific Island/Tree (Tree Group), BM1; Epic 34-04421
30	33	8	TONIGHT I'M HERE WITH SOMEONE ELSE-Karen Brooks	62	NEW	NTRY	CHANCE OF LOVIN' YOU—Earl Thomas Conley (N. Larkin, E.T. Conley) E.T. Conley, R. Scruggs; Blue Moon/Labor of Love. ASCAP/BMI;	97	97	24	I CAN TELL BY THE WAY YOU DANCE(YOU'RE GONNA LOVE ME TONIGHT—Vern Gosdin (B. Mevis)
31	20	16	Dave Loggins; Leeds (MCA) Patchwork, ASCAP: Warner Bros. 7-29225 LONG HARD ROAD (THE SHARECROPPER'S DREAM)—	63	48	16	RCA 13877 IF ALL THE MAGIC IS GONE—Mark Gray	98	0.0	21	R Strandlund, S. Pinkard; Cross Keys, ASCAP/St. David/Tree. BMI; Compleat- 122 (PolyGram)
32	37	6	Nitty Gritty Dirt Band (M.Morgan,P.Worley) R.Crowell; Coolwell/Granite, ASCAP; Warner Bros. 7-29282 WOMAN YOUR LOVE—Moe Bandy (B. Mevis)				(B.Montgomery,S.Buckingham) C.Lester; Warner-Tamerlane Writer's House, BMI; Columbia 38-04464	98	96 85	3	ATLANTA BLUE—The Statler Brothers (J. Kennedy) D. Reid; Statler Brothers, BMI; Mercury 818-700-7 WE'VE GOT TO START MEETING LIKE THIS—Memphis
33	18	13	B. Shore, D. Willis; Royalhaven, G. I.D., ASCAP; Columbia 38-04466 ATTITUDE ADJUSTMENT—Hank Williams, Jr.	64	67	5	I'VE GOT A BAD ATTITUDE—Gary Stewart (R. Dea) W.T. Davidson; Famous, ASCAP; Red Ash 8406 (N.S.D.)				(R. Oates) K. Bell, J. Skinner, J.L. Wallace; Hall-Clement, BMI; MPI 1691
33	10	13	(J.Bowen.H.Williams,Jr.) H.Williams, Jr. Bocephus, BMI; Warner/Curb 7-29253	65	51	20	MAMA HE'S CRAZY—The Judds (B. Maher) K. O'Dell; K. O'Dell, BMI; RCA/Curb 13772	100	99	15	LONELY HEART—Tammy Wynette (J.Crutchfield) P.Overstreet; Silverline, BMI; Epic 34-04467

Bullets are awarded to those products demonstrating the greatest airplay and sales gains this week (Prime Movers).

Recording Industry Assn. of America seal for sales of 1,000,000 units (seal indicated by dot).

Recording Industry Assn. of America seal for sales of 1,000,000 units (seal indicated by triangle).

Nashville Scene

• Continued from page 40

om his exclusion from the male vocalist of the year category.

Becky Hobbs performed her newest EMI America single, "Pardon Me," for a regional meeting sponsored by the Handleman Co. for 500 K-Mart managers in Atlanta. She'll also play in a celebrity golf tournament in Golden, Colo., along with Trini Lopez, baseball great Stan Musial and actor Michael Callan.

Larry Gatlin and brothers Rudy and Steve will guest on a 60-minute

Christmas special called "The Gift Of Song." The show will be syndicated by Multimedia and will feature Juice Newton, Menudo, Marilyn McCoo and Neil Sedaka.

The Oak Ridge Boys are the first act to sell out two shows in advance at Busch Gardens in Williamsburg, Va. Over 10,000 eager Oaks fans bought tickets ahead of the group's late August dates there.

October is the release date for George Jones' new all-female duet package, "Ladies Choice." Those ap-

pearing with George on the project are Barbara Mandrell ("Daisy Chain"), Loretta Lynn ("We Sure Make Good Love"), Brenda Lee ("Hallelujah, I Love You So"), Janie Fricke ("All I Want To Do In Life"), Leona Williams ("Best Friends"), Emmylou Harris ("All Fall Down"), Lacy J. Dalton ("Size Seven Round (Made Of Gold)"), Deborah Allen ("Our Love Was Ahead Of Its Time") and Terri Gibbs ("Slow Burning Fire").

The 10th selection, "She's My Rock," is George's tribute to wife

Nancy. It is slated to be the first single from the project. Those closest to Jones—and those who have seen him through his darkest, worst days—credit Nancy with giving the singer total rejuvenation and the chance to start over. And George himself has said that were it not for her, he might not be alive today.

* * *

We Never Said He Was Country: Nashville's Guinness Hall of World Records right off Music Row has announced the arrival of live-mask wax figure of superstar Michael Jackson, set for display Sept. 1.

For an exclusive Guinness commission, Jackson allowed a live mask cast to be made by Rick Baker, who also did the mask special effects in "Thriller." As the newest Guinness entertainment record holder, Michael claims "Thriller" sales of more than 33 million copies, displacing "Rock Around The Clock" and "Saturday Night Fever" as the best selling pop record and album of all time. Interesting that Guinness selected its Nashville museum as the site for the Michael Jackson display!



PLAYED.

Exile

SANG

Exile

COMPOSED.

Exile

MADE "KENTUCKY HEARTS" A SHOWCASE FOR THEIR INCREDIBLE COLLECTIVE TALENTS.

Not all country music bands can do it all. But Exile can. And they did, on their new album "Kentucky Hearts." It comes on the heels of two

It comes on the heels of two #1 singles, and a smash debut album that inspired raves from the industry.



Kentucky Hearts" is an album that will be hot for a long time. From the new hit "Give Me One More Chance" through the beautiful "If I Didn't Love You"...from first cut ("She's A Miracle") to last ("Crazy For Your Love")... Exile gives you more than you bargained for!

EXILE,

"KENTUCKY HEARTS"

FE 39424

Produced by BUDDY KILLEN

ON Epic RECORDS AND CASSETTES.

The Official 1984 Yearbook and Guide

Country Music **Association Awards** Program Book

UNABLE TO ATTEND THIS VEAR'S **AWARDS SHOW?**

You can still receive the exclusive 86-page glossy, four color program with photos and bios of all nominees, lists of previous winners, informative articles about the awards history, nominees and members of the Country Music Hall of Fame, the show production and CMA.

Prepublication orders only at a special CMA member price-\$6.50 which includes postage and handling.

Orders must be received by **September** 14.1984.

Please send me _copy(ies) of the 1984 CMA Awards Program book at the special member price of \$6.50 per book, including postage and handling (4th Class Surface Mail).

Please	send	my	order
by			

- First Class Mail (add \$1.00 per (vgoo
- ☐ International Air Mail (add \$2.00

per copy)

Total	amount
of ord	ler \$

Name

Address

State Zip (County)

UISA MASTERCARD

Expiration date Month -

Complete this form and mail with check, money order or charge authorization to: CMA Awards Book, P.O. Box 22299, Nashville, TN 37202

Country

Murray, Loggins Join Forces

NASHVILLE-The latest entry into Nashville's duet derby is the new Anne Murray/Dave Loggins single, "Nobody Loves Me Like You Do." It's Murray's first duet since "I Say A Little Prayer/By The Time I Get To Phoenix," which she performed with Glen Campbell in 1971.

Murray says she has been a fan of Loggins since his "Please Come To Boston" days, as well as through material the Nashville-based writer has pitched to her. On her "I'll Always Love You" album, Murray cut Loggins' "You've Got Me To Hold On To." But the idea for this duet actually came about through Murray's producer, Jim Ed Norman,

"Jim Ed and I were sifting through new song material not long ago when he suggested I record a duet with Dave Loggins," the Canadian singer recalls. "Jim Ed felt our voices would blend well together. Once we found a song with the lyrical and melodic qualities we had been waiting for, we called Dave to schedule the recording session in Toronto."

Prolific as Loggins is-he just had a No. 1 country single with "Roll On (Eighteen Wheeler)" by Alabama-"Nobody Loves Me Like You Do" wasn't written by him but by James Dunn and Pamela Phillips. The song will be included on Murray's upcoming Capitol album, "Heart Over Mind."

Headliners Set For Marlboro Tour

NASHVILLE — Barbara Mandrell, Ronnie Milsap, Ricky Skaggs, Merle Haggard and Lee Greenwood will reprise their roles as headliners of the 1984 Marlboro Country Music tour as the series moves into its fall

The new dates kick off in Denver Oct. 19 with Mandrell, Milsap and Greenwood. The tour will then continue, using various combinations of the five headliners, with stops in Kansas City, Cleveland, Detroit, Oklahoma City, Tulsa, Anaheim, Chicago, Columbus, and Louisville, where it ends Dec. 12.

New Nashville Releases Due

• Continued from page 40

single "Old Memories Are Hard To Lose," produced by Jerry Fuller, this week. The duo Simon & Verity is currently in the studio with producer

Harold Shedd, preparing for its EMI America single debut in late September or early October.

Meanwhile, Liberty artists Dan Seals, Lane Brody, Michael Martin Murphey and Becky Hobbs are being switched to the EMI America logo.

Compleat Records is set to release singles by Kim & Karmen and the John Arnold Band during the second week of September. The Kim & Kar-men entry, "Honky Tonk Lullaby," was produced by Jerry Kennedy. Garth Fundis produced the John Ar-nold Band's "How We Gonna Know If It's Love.

Three of the new acts—including the Arnold Band, which took top prize in the Wrangler Starsearch contest-got their label contracts as a consequence of winning national talent contests. RCA will release a single by Steel Angel, winner of the R.J. Reynolds Talent Search, and Capitol/Curb has one due from Sawyer Brown, the group that topped tv's

Name Change For Mandrell's Movie

NASHVILLE-The title of Barbara Mandrell's first made-for-television movie has been changed from "Coal Fire" to "Burning Rage." The show will air Sept. 16 at 8 p.m. CDT on CBS-TV.
"To Me," Mandrell's current duet

single with Lee Greenwood, will be used as the movie's theme. In support of the movie and the pair's album "Meant For Each Other" both Mandrell and Greenwood are scheduled for an Aug. 21 appearance on the "Tonight" show.

This is the second year for Marlboro's country tour. Its concerts employ top sound and video equipment, including three 16- by 20-foot screens and four cameramen who supply live video coverage during the performances. Audiences are also shown clips of the artists in the studio, in vignettes and in interviews.

In addition to sponsoring the country series, Marlboro also sponsors the accompanying talent roundin which acts compete for a \$5,000 cash prize and an opening slot on Marlboro dates in their own local

Finalists Selected For NSAI Hall Of Fame

NASHVILLE—The Nashville Songwriters Assn. International has announced the finalists for its annual Hall of Fame Awards.

In the category for writers already active prior to 1950, the nominees are Otis Blackwell, Hal David, Buddy Holly, Buck Owens and Carl Perkins. In the category for writers since 1970, the nominees are Rory Bourke, Bob Morrison, Bob McDill, Dolly Parton and Billy Sherrill.

Finalists were selected by balloting through the NSAI board of directors and a 125-member electors board comprised of industry veterans with

25 years or more in the business. Winners in both categories will be inducted into the NSAI Hall of Fame at its annual Awards banquet, slated for Oct. 7 at the Hyatt Regency Hotel here.

Museum Honors Texas Musicians

NASHVILLE-The Texas Tech Univ. Museum in Lubbock is featuring displays about and appearances by musicians from the West Texas area through Oct. 7.

Among the events planned are concerts by the Planets and the Maines Brothers and exhibits of performers' photographs and quotations. Texas musicians cited in the exhibit include Sonny Curtis, Buddy Holly, Mac Davis, the Nelsons, Bob Wills, Don Williams, Waylon Jennings, Roy Orbison, Floyd Tilman, Stuart Hamblen, Red Steagall, the Gatlin Brothers, Tanya Tucker, Dan Seals and Jeannie C. Riley.

Charity Roast Set For Ralph Emery

NASHVILLE-Local music industry representatives will "roast" radio and television personality Ralph Emery here in a benefit for the Middle Tennessee Chapter of the National Multiple Sclerosis Society, Sept. 19.

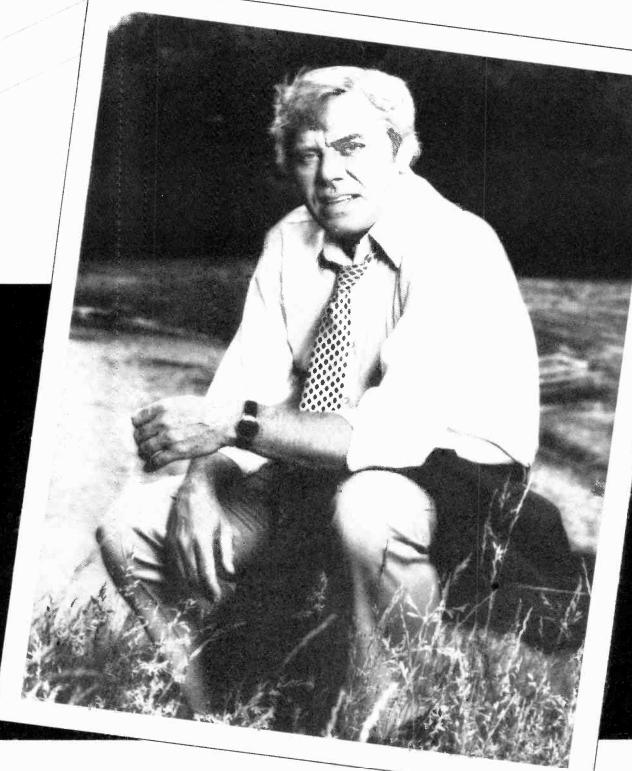
■ Bullets are awarded to those products demonstrating the greatest sales gains this week (Prime Movers).
■ Recording Industry Assn. of America seal for sales of 500,000 units (seal indicated by dot). ▲ Recording industry Assn. of America seal for sales of 1,000,000 units (seal indicated by triangle).

1	dllk	00	ard					
1			1			7	1	
1	L		1		4		-	
## 5 5 ARTIST Tifle, Label & Number (Obst. Label) 5 5 5 5 5 5 5 5 5	stored	in a	retriev	al system, or transmitted, in an	ly form or	by an	y mear	ns, electronic, mechanii
Title, Label & Number Const. Label & Number Cons	ye.	ek			sek	sek		
1			eeks on	Title, Label & Number			eeks	Title Label & Number
2 2 13		1	44		37	37	-	Too Good To Stop Now,
2	4			Right Or Wrong, 7 MCA 5450 MCA	38	44	6	GLEN CAMPBELL Letter To Home, Atlantic
3	2	2	13	JR.	39			ATLANTA Pictures, MCA 5463
4 5 2	3	4	12	Warner/Curb 25088 WEA MERLE HAGGARD	40	40	3	CLAIN
S	4	5	21	Epic FE-39364 (CBS) ALABAMA	41)	53	3	Friendship, Columbia
Memory Officers Memory Off	5	3	60	EARL THOMAS CONLEY	42	42	5	Can't Wait All Night, RCA AFL1-4995
Columbia FC.39145 CBS CB	6	8	6	Me RCA AHL1-4713 RCA WILLIE NELSON	43	39	19	REBA MCENTIRE Just A Little Love
8	7	6	46	Columbia FC-39145 CBS RICKY SKAGGS	44	46	8	EDDY RAVEN I Could Use Another You,
9 9 21 MICKEY GILLEY & Comm. MCA 5488 MICKEY GILLEY & COMM. A 5488 MICKEY GILLEY & CHARLY MCLAIN It lakes Belevers, Epic CBS CHARLY MCLAIN It lakes Belevers, Epic CBS CHARLY MCLAIN It lakes Belevers, Epic CBS CHARLY MICKEY CHARLY MCAS490 MICKEY CAP M	8	7	13	Hometown, Sugar Hill/Epic FE-38954 CBS	45	33	10	RONNIE MCDOWELL
CHARLY MCCLAIN IT Jakes Believes, Epc CBS ANNE MURRAY A Little Good News, Capitol ST(200) The Judges, Mymona & Gandle, White Marker, Capitol ST(200) The Judges, Mymona & Gandle, White Marker, Capitol ST(200) The Judges, Mymona & Gandle, White Marker, Capitol ST(200) The Judges, Mymona & Gandle, White Marker, Capitol ST(200) The Judges, Mymona & Gandle, White Marker, Capitol ST(200) The Judges, Mymona & Gandle, White Marker, Capitol ST(200) The Judges, Mymona & Gandle, Warner, Gandle, Losid & Gandle, Gandle, Marker, Gandle, Losid & Gandle, Gandl				You've Got A Good Love Comin' MCA 5488 MCA	46	41	7	THE WHITES Forever You, MCA/Curb
10				CHARLY McCLAIN It Takes Believers, Epic	47	47	17	KATHY MATTEA Kathy Mattea, Mercury
11	10	10	48	A Little Good News	48	45	14	GEORGE JONES You've Still Got A Place
12	11	12	28	The Judds - Wynonna & Naomi, RCA/Curb	49	49	14	FE-39002 B.J. THOMAS
13	12	11	14	RONNIE MILSAP One More Try For Love,	50	35	12	THE BELLAMY
15				DON WILLIAMS Cafe Carolina MCA 5493 MCA	51	54	42	Restless, MCA/Curb 5489 WILLIE NELSON
15	14	13	17	BROTHERS Atlanta Blue, Mercury	52	58	7	Columbia FC-39110 KAREN BROOKS
18	15	15	20	BARBARA	53	59	2	Bros. 1-25051 CHARLEY PRIDE
17	16	18	8	JOHN ANDERSON	54	43	18	MEL TILLIS
BROS. BAND	17	16	17	LARRY GATLIN &	55	57	331	WILLIE NELSON A Stardust Columbia
19				BROS. BAND Houston To Denver	56	55	4	LIONEL RICHIE Can't Slow Down
Cage The Songbird, Warner Bros. 23958 WEA WAYLON Sensitive Bros. 23958 WAYLON Sensitive Bros. 23958 WAYLON Sensitive Bros. 23069 Sensitive Bros. 25069 Sensitive Bros. 25078				Exile, Epic B6E-39154 CBS	57	56	99	HANK WILLIAMS JR. ▲
22 20	20)	25	6	Warner Bros. 23958 WEA	58	18	25	Greatest Hits Elektra/Curb 60193
22 17 42 THE OAK RIDGE BOYS Greatest Hits 2, MCA Sy66 Seriver, MCA 5455 MCA Good Good Silf. Ses. S				Never Could Toe The Mark RCA AHL1-5017 RCA				The Best of Don Williams Vol.3 MCA MCA 5465
23 65 2 OAK RIDGE BOYS Deliver, MCA 5455 MCA 61 64 42 Still Do, RCA MILTON CONTROL CONTRO				Faded Blue Warner Bros WEA	"	02		BROTHERS Easy Street, Mercury
24 24 15				BOYS Deliver, MCA 5455 MCA				BILL MEDLEY I Still Do RCA MHL-8519
1				Greatest Hits 2, MCA 5496 MCA				White Shoes, Warner Bros. 23961
26 29 33 THE STATLER BROTHERS THE STATLER BROTHERS THE STATLER BROTHERS Today, Mercury S12-184-1 POL STAMPLEY The Good Off Boys-Alive & Well Columbia FC-39426 CBS Alabama Amountain Music RC/ 37542 JOHN SCHNEID Too Good to Stop No MCA 5495 ALABAMA				Just Divorced Columbia FC-39269 CBS				There Is A Season Compleat CPL-1-1008
BROTHERS Today, Mercury RC 237542 JOHN SCHNEID To Good to Stop No MCA 5406 CBS MOE BANDY & JOE STAMPLEY The Good Of Boys-Alive & Well Columbia Fc.39426 CBS				The Man In The Mirror Noble Vision NV-2001 IND				Always On My Mind, Columbia FC 37951
27	20	29	33	BROTHERS Today, Mercury				Greatest Hits, Columbia KC 237542
28 28 8 NITTY GRITTY DIRT BAND Plain DIRT Fashion WEA 29 23 51 JOHN CONLEE In My Eyes, MCA 5434 MCA CONWAY TWITTY By Heart, Warner Bros 25078 31 34 51 THE KENDALLS Movin' Train, Mercury 812-779-1 32 36 7 SOUNDTRACK Rhinestone, RCA ABL-5032 ABARBARA MANDRELL & LEE GREENWOOD Meant for Each Other, MCA 5477 JOHN CONLEE John Conlete John Con	27	21	8	MOE BANDY & JOE STAMPLEY				Too Good to Stop Now MCA 5495
DIRT BAND Plain Dirt Fashion WEA G8 G8 G8 G8 G8 G8 G8 G	28	28	я	& Well Columbia FC-39426 CBS				The Closer You Get, RCA
29 23 51 JOHN CONLEE In My Eyes, MCA 5434 MCA CONWAY TWITTY By Heart, Warner Bros 25078 31 34 51 THE KENDALLS Movin' Train, Mercury 812-779-1 32 36 7 SOUNDTRACK Rhinestone, RCA ABLI-5032 BARBARA MANDRELL 1 I'm Not Through Lov You Yet RCA AHL-1- MERLE HAGGAF AND WILLIE NELSON Poncho And Letty, E₁ Fɛ 37958 JULIO IGLESIAS Julio Columbia Fc-3i Julio Columbia Fc-3i ALABAMA ▲ MANDRELL 4279 ALABAMA ▲ MOUNTain Music, RC/ AHLI-4279 JANIE FRICKE Love Lies, Columbia Fc-38730 JOHN CONLEE John Conlee's Greatest Hits MCA 5406 MCA 35 32 14 MARK GRBY	20	20		DIRT BAND Plain Dirt Fashion				Day By Day, Atlantic America 90155
31 34 51				JOHN CONLEE In My Eyes, MCA 5434 MCA	00	33	'-	
32 36 7 SOUNDTRACK Rinestone RCA RC				By Heart, Warner Bros 25078 WEA	69	61	84	MERLE HAGGARD AND WILLIE
Rhinestone, RCA				Movin' Train, Mercury 812-779-1 POL SOUNDTRACK		00	10	Poncho And Lefty, Epic FE 37958
MANDRELL & LEE GREENWOOD Meant For Each Other, MCA 5477 JOHN CONLEE John Conlee's Greatest Hits MCA 5406 MCA MCA 5406 MCA MCA 5406 MCA MANCA 5406 MCA MANCA 5406 MCA MANCA 5406 MCA				Rhinestone RCA ABL1-5032 RCA BARBARA				Julio Columbia FC-38640 ALABAMA ▲
34 38 71 MCA 5477 MCA JOHN CONLEE John Conlee's Greatest Hits MCA 5406 MCA MCA MARK GRAY TABLE Cheat The Night, RC MHLL-18514 MEAN CRAY				MANDRELL & LEE GREENWOOD Meant For Each Other,	72	70	45	AHL1-4229 JANIE FRICKE
35 32 14 MARK GRAY MHL1-8514	34	38	71	MCA 5477 MCA JOHN CONLEE John Conlee's Greatest	73	72	45	PC-38730 DEBORAH ALLEN
Magic Columbia 74 /5 45 JUHN ANDERSO	35	32	14	MARK GRAY	74	75	45	MHL1-8514 JOHN ANDERSON
36 31 46 HANK WILLIAMS, 23912	36	31	46	HANK WILLIAMS, JR	75	74	22	Talkin' Warner Bros

THE AT HIS

THE STORYTELLER
AT HIS NATURAL BEST
FROM HIS BRAND NEW ALBUM
"NATURAL DREAMS"





WHIM/E. PROVIDENCE WPAP/PANAMA CITY

WHIM/E. PROVIDENCE
WPKX/ALEXANDRIA
WCMS/NORFOLK/VA-BCH.
WSLC/ROANOKE
WWVA/WHEELING
WUSN/CHICAGD
WKKN/ROCKFORD
WTSO/MADISON
KFDI/WICHITA
KTTS/SPRINGFIELD
WDGY/BLOOMINGTON (MF
WOW/OMAHA
KWMT/FT. DODGE
WAXX/EAU CLAIRE
KFGO/FARGO
WCXI/DETROIT
WWWW/DETROIT
WTOD/TOLEDO
WJAZ/ALBANY
WGUS/AUGUSTA
WEZL/CHARLESTON
WTQR/WINSTON-SALEM
WFNC/FAYETTEVILLE
WMC/MEMPHIS
WUSY/CHATTANOOGA
WIVK/KNOXVILLE
WOKK/MERIDAN
KLRA/LITTLE ROCK
WQYK/ST. PETERSBURG

WPAP/PANAMA CITY
WKQS/HOLLYWOOD
KBRQ/DENVER
KSOP/SALT LAKE CITY
KLUR/WICHITA FALLS
KIKK/HOUSTON
KKYX/SAN ANTONIO
KASE/AUSTIN
KMML/AMARILLO
KLLL/LUBBOCK
KHEY/EL PASO
KOUL/CORPUS CHRIST
WACO/WACO
KRMD/SHREVEPORT
KWKH/SHREVEPORT
KWKM/SACRAMENTO
KMOE/MONROE
KCUB/TUCSON
KKBC/CARSON CITY
KRAK/SACRAMENTO
KMPS/SEATTLE
KGAY/SALEM
WBGW/BANGOR
WSNO/BARRE
KKRT/ALBANY
KRWO/GOI D HILL

BB 59 CB 66

Poly Gram Country

AT VSDA DISTRIBUTOR PANEL

Dealers Called Marketing Key

By TONY SEIDEMAN

LAS VEGAS—Video retailers have to carry the primary burden for merchandising and marketing prerecorded video, said manufacturers and distributors here at the third annual Video Software Dealers Assn. (VSDA) convention, Aug. 26-29. But the way store owners purchase product often precludes effective use of the resources available to them, the manufacturers and distributors claimed.

Since the dollar amounts available are often so small and other resources frequently just as limited, creative marketing efforts are essential. But lack of dealer loyalty to distributors prevents the building of a strong cooperative bond, said manufacturers and distributors.

"A lot of dealers are buying from more than one distributor," claimed Noel Gimbel, president of Sound Video Unlimited. According to Gimbel, who spoke on a panel titled "Working Effectively With Your Distributor," "If you're supporting us, we can support you."

Instead, Gimbel and others main-

tained, dealers spread their orders around, diluting the power of their purchasing dollars and making certain that when they need to ask their suppliers for a favor, there won't be much room for help.

While telling dealers that they should be more loyal to distributors and more effective in their use of scarce marketing dollars, the panelists were reluctant to discuss the root of the problem, or the ways in which distributors and manufacturers themselves could solve them.

Dealers who are shopping their products from a number of different distributors and doing business with firms based hundreds of miles away are going for short-term gains at the expense of longterm losses, the panelists said. But they shied away from discussing the brutally competitive environment that has been created by distributors shipping product to stores based a continent away and the impact this is having on the industry.

The panelists said that teamwork on all levels is essential. But the place where marketing efforts are most crucial in the home video business is at the point where the product meets the consumer—the retail store.

Dealers must work with manufacturers to make funds stretch, said Russ Bach of WEA. "We as companies have to take the \$30,000 we are able to throw at the promotion and make it look larger than life."

Panelists listed a number of ways to do this. High on the list was the importance to dealers of joining with other retail outlets selling completely different product lines to help generate excitement.

It was suggested that retailers should go to sneaker stores to help push sports tapes, grocery stores for cooking videos and hobby outlets for how-to's. More and more retailers need to create their own special promotions, the panelists said.

Jerry Sharell of MCA Home Video pointed out that that retailers should be able to get almost any promotion materials they need for the average sales effort from the many distributors across the country. But, he added, "If you want to know about specialty p-o-p, good luck."

cialty p-o-p, good luck."

At MCA, he said, "We have almost something for every new re
(Continued on page 49)



DEAL OF THE CENTURY—A&M executives relax after signing a video distribution deal with RCA/Columbia Pictures Home Video. Pictured from left are A&M Records senior vice president, finance and administration Michael Parkinson, A&M Video director Laura Ritman, A&M Records president Gil Friesen, RCA/Columbia president Robert Blattner and RCA Records president Robert Summers.

125% Increase Reported In '83 Blank Tape Sales

NEW YORK—Manufacturers' blank videocassettes sales in the U.S. in 1983 went up by more than 125% over 1982 unit volume figures, according to statistics released by the International Tape/Disc Assn. (ITA). Dollar volume, however, showed only a 58% increase.

As for blank audiocassettes, unit sales increased 7.25% and nearly 6% in dollar volume.

The ITA blank tape sales figures, which cover all consumer retail, industrial, and bulk sales in the U.S., additionally show that combined videocassette unit sales for 1983 totalled 87 million units, as opposed to 38.6 million in 1982. Dollar volume for 1983 was \$651.8 million, up from the \$412.3 mark of the preceding year.

Breaking blank videocassette figures down into formats finds VHS tapes climbing to 65.9 million in unit sales in 1983 from the previous year's 27.4 million, for a 140% increase. Dollar volume in this format increased by 61.4%, rising to \$500.3

million from \$310 million in 1982.

In Beta format, unit sales in 1983 were 21.2 million units, an 88.9% increase from the 11.2 million units sold in 1982. Dollar volume rose to \$151.5 million in 1983 from the preceding year's \$102.3 million.

Blank audiocassette unit sales totalled nearly 240 million last year, compared with 223.7 million in 1982. Dollar volume went up to nearly \$274 million from \$258.9 million the year before.

For the first time, the ITA additionally reported on U.S. sales of flexible computer disks, commonly referred to as "floppies." Figures concerned only sales of 8-inch and 5½-inch floppies, since there are not yet enough companies reporting sales data for 3½-inch disks.

According to the 1TA, total floppy disk unit sales were 219.6 million in 1983, up by 66.7% over the 131.7 million figure registered in 1982. Total dollar volume of \$447,482,000 in 1983 bettered the \$287,132,000 figure from 1982 by 55.8%.

\$415,000 LONG-FORM

Japanese Pop Star Gets Big Budget

By SHIG FUJITA

TOKYO—Long-form music video productions in Japan normally cost some \$85,000-\$125,000 to make. But Toshiba-EM1 has spent \$415,000 to make a 58-minute music video package. "Train Of Thought." by local pop star Yumi Matsutoya.

The original idea dates back to the summer of 1983, and the initial budget was between \$115,000 and \$165,000, according to Hiroshi Takao, the company's video division producer.

The firm asked Green Back Films of the U.K. to come up with ideas. Five were submitted, and the eventual choice was made after talks involving the artist. Matsutoya went to Europe for 42 days, shooting in London, Venice and other European centers.

Corporate qualms about breaking the video production barrier of 100 million Japanese yen ended with the company deciding that it was bound to happen soon, and that there was spinoff publicity value.

The end product was previewed si-

multaneously on July 23 in seven cities, including Tokyo, Osaka, Hiroshima and Fukuoka. In Japan, it's accepted that production costs of a music video can be recovered if there are sales of 5,000-6,000, but in the case of "Train Of Thought" at least 30,000 units have to be sold to cover expenditure. But, with the title selling here at the equivalent of \$50, Toshiba-EM1 is looking to garner sales of more than 50,000.

Previously, the best-selling music videotape here has been Off Course's "Budokan Concert." which was released in April, 1983, and has hit the 37,000-unit mark.

For The Record

In an article about the Cars' longform music video (Aug. 18), Jeff Stein was listed as director of the clip "You Might Think." Stein actually co-directed "You Might Think" with New York production company Charlex.



Recording Industry of America seal for sales or rentals of 37.500 units plus (\$1.500,000 after returns) (Seal indicated by dot) America seal for sales of 75,000 units plus (\$3,000,000 after returns) (Seal indicated by triangle). (ITA) International Tape Disc Assn seal for net sales and or rentals of at least \$1.000,000 at wholesale. (Seal indicated by ITA seal).

New Video Releases

This listing of video releases is designed to enable wholesalers and retailers to be up-to-date on available new product. Formats included are Beta, VHS (Video Home System), CED (Capacitance Electronic Disk), and LV (LaserVision). Where applicable, the suggested list price of each title is given; otherwise, "No List" or "Rental" is indicated. All information has been supplied by the manufacturers or distributors of the product.

THE ACCIDENT
Terence Kelly, Fiona Reid,
Frank Perry
Beta & VHS Trans World Entertainment
\$59.95 Mickey Rooney, Dennis Quaid Beta & VHS U.S.A. Home Video ... \$59.95 BLIND RAGE
D'Urville Martin, Leo Fong,
Leila Hermosa
Beta MGM/UA Home Video
MB600428
VHS MV600428

BONNIE'S KIDS Tiffany Bolling, Robin Mattson, Tiffany Bolling, Robin Mattson, Scott Brady Beta & VHS Monterey Home Video \$59.95

A CASE OF LIBEL
Daniel J. Travanti, Edward Asner, Gordon Pinsent
Beta & VHS U.S.A. Home Video ... \$59.95

CHEATERS
Peggy Cass, John Lansing,
Patricia Barry
Beta & VHS RKO Home Video RKO
1019 \$39.95

CHILDREN OF SANCHEZ
Anthony Quinn, Delores Del Rio, Katy Jurado
Beta & VHS Monterey Home
Video CRAZED

aslo Papas, Belle Mitchell, Beverly Ross
Bets & VHS Trans World Entertainment
17002 \$49.95

DAVID STEINBERG IN CONCERT Beta & VHS RKO Home Video RKO 1020 \$39. \$39.95 **DEMON SEED**

Julie Christie, Fritz Weaver Beta MGM/UA Home Video VHS MV600129

DUEL OF THE SEVEN TIGERS
Cliff Lok, Ka Sa Fa, Chio Chi Ling
Beta & VHS Trans World Entertainment
15003 \$39.95

EVERY GIRL SHOULD BE
MARRIED
Betsy Drake, Cary Grant
Beta & VHS RKO Home Video RKO
2001 \$34.95 A FAMILY CIRCUS CHRISTMAS

Animation
Beta & VHS Family Home Entertainment
(MGM/UA) \$29.95

GALAXIES & GAMES Animation
Beta & VHS Family Home Entertainment
(MGM/UA) \$29.95 HAIL Richard Shull, Dick O'Neill,

Phil Foster
Beta & VHS Monterey Home
Video HAVE I GOT A STORY FOR YOU Shari Lewis Beta MGM/UA Home Video

ICEMAN
Timothy Hutton, Lindsay Crouse,
John Lone
Beta & VHS MCA Home Video ... \$69.95

THE ICE PIRATES Robert Urich, Mary Crosby Beta MGM/UA Home Video MB800427 VHS MV800427

INSPECTOR GADGET, VOL. II Animation
Beta & VHS Family Home Entertainment
(MGM/UA) \$39.95

THE INTRUDER WITHIN

JOHNNY BELINDA Richard Thomas, Rosanna Arquette, Dennis Quaid Beta & VHS U.S.A. Home Video . . \$59.95

LITTLE LORD FAUNTLEROY Sir Alec Guinness, Ricky Schroder Beta & VHS U.S.A. Home Video

MAKING THE GRADE Judd Nelson Beta MGM/UA Home Video MB800448 VHS MV800448

MELLOW MEMORIES Various Artists Beta & VHS U.S.A. Home Video ... \$29.95

MUTINY ON THE BOUNTY
Clark Gable, Charles Laughton
Beta MGM/UA Home Video
MB400450 \$
VHS MV400450 \$ PADDY BEAVER

Animation
Beta & VHS Family Home Entertainment
(MGM/UA) \$29.95 49th PARALLEL Laurence Olivier, Leslie Howard, Eric Portman Beta & VHS VidAmerica

PARTY GAMES-FOR ADULTS

John Byner
Beta & VHS MCA Home Video ... \$39.95

PAGE
David Soul, James Whitmore,
Caroline McWilliams
Beta & VHS U.S.A. Home Video ... \$59.95 RETURN OF THE DINOSAURS

Animation
Beta & VHS Trans World Entertainment
13504 \$39.95 RIDERS OF THE RANGE & STORM

OVER WYOMING
Tim Holt
Beta & VHS RKO Home Video RKO
\$34.95 WYOMING

SIXTEEN CANDLES
Molly Ringwald, Paul Dooley,
Carlin Glynn
Beta & VHS MCA Home Video ... \$79.95

SNOOPY'S HOME VIDEO LIBRARY Animation
Beta & VHS Media Home Entertainment
NA

THE SOUL EXPERIENCE Various Artists Beta & VHS U.S.A. Home Video ... \$29.95

SPLIT SECOND Stephen McNally
Beta & VHS RKO Home Video RKO
2002 \$34.95

THIS IS A HIJACK
Adam Roarke, Neville Brand,
Jay Robinson
Beta& VHS Monterey Home том тнимв Russ Tamblyn, Peter Sellers,

Terry Thomas Beta MGM/UA Home Video ... \$39.95 TWIGS Cloris Leachman Beta & VHS RKO Home Video RKO 1021 \$39.95

WINDOW'S WAY
Peter Finch, Mary Ure
Beta & VHS VidAmerica
(Vestron Video)

To get your company's new video releases listed, send the following information—Titte, Performers, Distributor/Manufacturer, Format(s), Catalog Number(s) for each format, and the Suggested List Price (if none, indicate "No List" or "Rental")—to Kim Freeman, Billboard, 1515 Broadway, New York, N.Y. 10036.

Japanese Jump On Vid **Bandwagon**

TOKYO—Expanding VCR ownership here has spurred Japanese publishing firms to move deeply into the world of video magazine marketing, with an estimated 30 such publications now on sale.

The oldest video magazine here is Video Salon, launched in November, 1980, by Genkosha Publishing with a circulation of 35,000 copies and now selling 140,000 a month. Specializing in photography and home movies, Genkosha made its first ventures into video publishing in 1977. When Video Salon was launched, the company ceased publication of its Small Movies magazine for 8mm enthusiasts.

Videcom, a bi-monthly publication from the Audio/Visual Consultant Center, a government organization. first appeared in October, 1981. Appealing primarily to an older readership, it will go monthly next April, according to the Center.

Stereo Sound Publishing is one of several audio magazine publishers that have moved into the video field, with its monthly High V, launched last November. Successful in the children's market is comic book specialist Akita Publishing, whose monthly Video Spot now has a circulation of about 100,000.

Publishers of magazines carrying television program information have been quick to make the transition. Tokyo News, whose Shukan TV Guide has recently begun to include details designed to assist home copying of broadcast material, launched the monthly Video Collection in late 1982. Kadokawa Publishing put out the first number of a twice-vearly video magazine called The Video in July, with plans to move fully into the video publishing field at a later date.

ideocassette Top 40

Survey for Week Ending 9/1/84

SA	LE	:5
----	----	----

			There are the best of the second	SALES					
This Week	Last Position	Weeks on Chart		esearch Depart- included. opyright Owner,	cipal Performers	Year of Release	Rating	Format	Price
	<u>1</u>	5	THE BIG CHILL	RCA/Columbia Pictures Home Video 100211	William Hurt Glenn Close	1983	R	VHS Beta	79.95
2	2	12	TERMS OF ENDEARMENT	Paramount Pictures Paramount Home Video 1407	Shirley MacLaine Debra Winger	1983	PG	VHS Beta	39.95
3	3	121	JANE FONDA'S WORKOUT ▲ (ITA)	KVC-RCA Karl Video Corporation 042	Jane Fonda	1982	NR	VHS Beta	59.95
4	5	38	RAIDERS OF THE LOST ARK	Paramount Pictures Paramount Home Video 1376	Harrison Ford Karen Allen	1981	PG	VHS Beta	39.95
5	8	10	THE RIGHT STUFF ▲	The Ladd Company Warner Home Video 20014	Charles Frank Scott Glenn	1983	PG	VHS Beta	79.9
6	6	11	LIMITED GOLD EDITION CARTOON CLASSICS MICKEY	Walt Disney Home Video 198	Mickey Mouse	1984	NR	VHS Beta	29.9
7	4	14	SCARFACE ▲	Universal City Studios MCA Dist. Corp. 80047	Al Pacino	1983	R	VHS Beta	79.9
8	11	36	MAKING MICHAEL JACKSON'S THRILLER (ITA)	Vestron 1000	Michael Jackson	1983	NR	VHS Beta	29.9
9	7	6	VERTIGO ◆	Universal Classics MCA Dist. Corp. 80082	James Stewart Kim Novak	1958	PG	VHS Beta	59.9
10	12	8	CULTURE CLUB: KISS ACROSS THE OCEAN	CBS-Fox Music Video 6659	Culture Club	1984	NR	VHS Beta	29.9
11	14	8	EDUCATING RITA	RCA/Columbia Pictures Home Video 10189	Michael Caine Julie Walters	1983	PG	VHS Beta	79.9
2	18	5	LASSITER A	Warner Brothers Pictures Warner Home Video 11372	Tom Selleck Jane Seymour	1984	R	VHS Beta	79.9
13	10	11	LIMITED GOLD EDITION CARTOON CLASSICS DONALD	Walt Disney Home Video 200	Donald Duck	1984	NR	VHS Beta	29.9
14	28	2	HARD TO HOLD ◆	Universal City Studios MCA Dist. Corp. 80073	Rick Springfield Janel Eilber	1984	PG	VHS Beta	69.9
15	22	25	TRADING PLACES	Paramount Pictures Paramount Home Video 1551	Dan Ackroyd Eddie Murphy	1983	R	VHS Beta	39.9
16	19	13	SILKWOOD	ABC Motion Pictures Embassy Home Entertainment 137	Meryl Streep 7 Kurt Russell	1983	R	VHS Beta	79.9
17	37	21	SUDDEN IMPACT (ITA)	Warner Brothers Pictures Warner Home Video 11341	Clint Eastwood Sondra Locke	1983	R	VHS Beta	79.9
18	25	3	UNFAITHFULLY YOURS	CBS-Fox Video 1340	Dudley Moore Natassa Kinski	1983	PG	VHS Beta	79.9
19	20	59	DURAN DURAN •	Thorn/EMI TVD 1646	Duran Duran	1983	NR	VHS Beta	29.9
20	17	10	LIMITED GOLD EDITION CARTOON CLASSICS SILLY SYMPHONIES	Wait Disney Home Video 204	Animated	1984	NR	VHS Beta	29.9
2 1	23	9	LIMITED GOLD EDITION CARTOON CLASSIC DISNEYS BEST: THE FABULOUS FIFTIES	S Walt Disney Home Video 203	Animated	1984	NR	VHS Beta	29.9
22	24	8	MONEY HUNT	Karl Home Video 056	John Hillerman	1984	NR	VHS Beta	29.9
23	30	11	LET'S BREAK: A VISUAL GUIDE TO BREAK DANCING	Image Magnetic Associates Inc., Warner Home Video 34023	Various Artists	1984	NR	VHS Beta	39.9
24	9	10	LIMITED GOLD EDITION CARTOON CLASSICS MINNIE	Walt Disney Home Video 199	Minnie Mouse	1984	NR	VHS Beta	29.9
25	29	16	REAR WINDOW •	Universal Classics MCA Dist. Corp. 80081	James Stewart Grace Kelly	1954	PG	VHS Beta	59.9
26	15	6	TANK A	Universal City Studios MCA Dist. Corp. 80072	James Garner Shirley Jones	1984	PG	VHS Beta	59.9
27	NEW EN	(BV	LINDA RONSTADT IN CONCERT—WHAT'S NEW	Vestron Music Video 1012	Linda Ronstadt	1984	NR	VHS Beta	29.9
28	38	31	DO IT DEBBIE'S WAY	Raymax Prod. P. Brownstein Prod. Video Assoc. 1008	Debbie Reynolds	1983	NR	VHS Beta	39.9
29	16	7	BLAME IT ON RIO	Sherwood Productions Vestron 5040	Michael Caine Joseph Bologna	1984	R	VHS Beta	N Liste
30	13	25	THE JANE FONDA WORKOUT CHALLENGE •	KVC-RCA Karl Video Corporation 051	Jane Fonda	1984	NR	VHS Beta	59.9
3 1	27	37	RISKY BUSINESS (ITA)	The Geffen Company Warner Home Video 11323	Tom Cruise Rebecca de Mornay	1983	R	VHS Beta	39.9
32	26	79	STAR TREK II— THE WRATH OF KHAN ▲ (ITA)	Paramount Pictures Paramount Home Video 1180	William Shatner Leonard Nimoy	1982	PG	VHS Beta	39.9
33	36	10	LIMITED GOLD EDITION CARTOON CLASSICS DAISY	Walt Disney Home Video 201	Daisie Duck	1984	NR	VHS Beta	29.9
14	NEW EN	IR.	HOTEL NEW HAMPSHIRE	Orion Pictures Vestron 5042	Jodie Foster Beau Bridges	1984	R	VHS Beta	Liste
35	35	16	GORKY PARK ▲	Orion Pictures Vestron 5053	William Hurt Lee Marvin	1983	R	VHS Beta	listir
36	34	13	CHRISTINE	RCA/Columbia Pictures Home Video 10141	Keith Gordon	1983	R	VHS Beta	79.9
37	21	10	LIMITED GOLD EDITION CARTOON CLASSICS PLUTO	Walt Disney Home Video 202	Pluto	1984	NR	VHS Beta	29.9
38	31	2	SWING SHIFT	Warner Brothers Pictures Warner Home Video 11376	Goldie Hawn Kurt Russell	1984	PG	VHS Beta	79.9
39	32	3	HARRY AND SON	Orion Pictures Vestron 5037	Paul Newman Robby Benson	1983	R	VHS Beta	N/ Liste
40	33	50	FLASHDANCE	Paramount Pictures Paramount Home Video 1454	Jennifer Beals	1983	R	VHS Beta	39.9

Recording Industry of America seal for sales or rentals of 37,500 units plus (\$1,500,000 after returns) (Seal indicated by dot) America seal for sales of 75,000 units plus (\$3,000,000 after returns) (Seal indicated by triangle). (ITA) International Tape Disc Assn. seal for net sales and or rentals of at least \$1,000,000 at wholesale. (Seal indicated by ITA seal).

Video

Pacific Arts Steps Up Activity

L.A. Office Opens; New Music-Oriented Titles Released

By JACK McDONOUGH

SAN FRANCISCO—A steady stream of summer and fall releases is cementing Pacific Arts Video Records' position in expanding the boundaries of music video, and in opening marketing opportunities into the home video window.

The marketing step-up includes the recent opening of a Los Angeles office under the direction of former

and prices:

Elektra/Asylum executive George Steele III, Pacific Arts' new director of marketing. The Sunset Blvd. office buttresses the home office in Carmel and recently established overseas offices in London and Sydney.

Pacific Arts, which committed to a total switchover from audio to video with the release of Michael Nesmith's "Elephant Parts" in 1981, is now steadily adding a variety of music and music-related titles to its catalog. The company is also, according

to president David Bean, going after "special-quality movies, like 'Endless Summer,' 'Dreams Of Gold' and 'The American Friend,' that have both long life and greater application to home video than to either theatre or television."

Among the company's recently released music-related titles are "Dreams Of Gold," with an original soundtrack by Ken Nordine, released in June in VHS and Beta at \$29.95; "The Paul Simon Special" and "Say Amen, Somebody," both released in May in VHS Dolby stereo and Beta Hi-Fi at \$59.95; and "Backstage At The Kirov," released in August in VHS and Beta at \$59.95.

Upcoming releases include a number of classical titles; "Best Of Blondie" and "Jethro Tull: Slipstream," both previously released by Chrysalis Home Video; and "Happy Hour With The Humans," a 40-minute conceptual piece which Bean says "represents a pioneering step in long-form video" in that it attempts to incorporate seven songs into "a fully realized storyline, combining elements of news, politics, romance, rock and comedy." As such, Bean says, it extends the trend-setting example of "Elephant Parts," which he calls "a 1980s version of a Fred Astaire musical.

"That's where we think music video has to go," Bean continues: "an entertainment form including dance, music, comedy, all the elements. That's why we're out of the clip business, which we see as advertising and not truly creative. That's why we've released so many of the things we have."

Bean maintains that "the videodisk and videocassette are the records of the future, especially since with laser technologies it's not only better audio but indestructible audio." Bean's concern with audio quality is reflected in another recent Pacific Arts release, "Koyaanisqatsi."

That film, a depiction of the virgin earth thrown out of control and balance by the advent of technology, was released in March with the 82-minute Philip Glass soundtrack encoded with PCM Digital, "providing a level of sound almost unknown on home videocassettes," according to Bean. In addition, the film's Sensurround soundtrack was retained in the video version for viewers with Sensurround decoders.

On the theatrical/specialty side, Bean points to "The American Friend," directed by Wim Wenders and starring Dennis Hopper, as representing "not a deviation for us but an area of expansion. We're actively looking for wonderful foreign films that didn't get their full audience originally and that are not available elsewhere."

Another unusual Pacific Arts release, due this fall, is "Sherlock Holmes And The Baskerville Curse," a fully animated color feature with Peter O'Toole as the voice of Sherlock Holnies. "Endless Summer," a documentary about surfing, has been rereleased on videocassette at \$59.95 and is also now available on CED and LaserDisc at \$29.98.

Among the other titles due from Pacific Arts are two comedy programs: "Franken & Davis At Stockton State" and "Carrott Gets Rowdie," a comic documentary focused on the Tampa Bay soccer team which will introduce British comedian Jasper Carrott to American audiences.



THROWING A FIST—MTV video jock J.J. Jackson, center, and Helix members Brian Vollmer, left, and Paul Hackman, encourage viewers to buy the group's latest album, "Walkin' The Razor's Edge."

British Firm Promises New Directions In Music

LONDON—A new video production company promising new kinds of music video software has been launched here under the name Source One by former Virgin Vision marketing/acquisitions director David Marlow.

Though an independent operation, the company will be financed in its first year by Virgin, which will also distribute Source One projects on a worldwide basis. Co-productions with other partners are not being ruled out.

"We're going to do what everyone has been talking about and come up with some intelligent music video," says Marlow with calculated brashness. "A lot of the existing product is fatuous in the extreme, and that's because the creative basis is back to front: They start off trying to be advertisements for a band instead of something that makes sense in its own right."

Marlow says he hopes to have his first project under way before Christmas. He aims to put together a minipackage of perhaps six one-hour productions within a year, each budgeted well into six figures and geared for cable, broadcast, home video and possibly even theatrical exploitation in major markets worldwide, with visual and musical elements deliberately more prominent than language-specific dialog.

"I feel that audiences have been underestimated," Marlow says. "The sophistication that kids accept on their turntables has not yet been translated into the visual medium. We intend to develop one-hour music films that start from a narrative and have decent story lines, almost like short cinema features. Then we will look for the involvement of appropriate artists.

e artists.
"The music has to be unself-con-

sciously introduced into the narrative. That's the creative challenge."

Marlow's eight-year experience at Virgin suggests that the company's acts are likely to feature prominently in his plans. Arista's acts are also apt to be featured, following the recent video deal between Arista and Virgin.

"The main thing, though, is to attract major names," Marlow says. "Music video sales are very much based on the status of the artists, so we have to go for top acts, wherever they come from.

"Whether we use one artist or a sort of compilation, whether they make cameo acting appearances or play themselves, whether the music is composed specifically for the production or not, whether audio albums of the soundtrack are released; all those things will depend on the particular project in question."

Pre-sales to U.S. cable would be welcome, he says. "I think it should be attractive to them. My experience as a distributor is that creative packages sell better than concerts. Everyone has done the big concerts; they are very difficult to capture effectively, and the public is getting bored with them. Home video sales have been quite disappointing on some occasions, whereas productions with ideas in them are selling incredibly well, with 'Thriller' I suppose a prime example."

Marlow plans exploratory trips to the States this fall. "I've got a lot of contacts there," he says, "and I'll be on the lookout for fresh story ideas and like-minded people. Basically I want to draw on fresh talent, people interested in doing something innovative and contemporary. Visually, there is a whole new language to be established."

WE HAVE AVAILABLE EQUIPMENT FOR VIDEO PRODUCTION FACILITIES

Billboard

CHART

RESEARCH

PACKAGES

The definitive listings of the top singles and

albums throughout the history of record

charts. 30 different volumes cover all for-

mats of recorded music. Write for details

BILLBOARD CHART RESEARCH

Attn: Barbara DeMaria

1515 Broadway

New York, NY 10036

- (1) Quanta, Q7-B/R Graphic Generator w/ Dual Disc Memory (electronics only, no keyboard)
- (1) Microtime, T-100 Time Base Corrector w/Rack Mounts
- (1) Videotek, TSM-5A Waveform Monitor
- (1) Videotek, VSM-5A Vectorscope
- (1) Videotek, DRC-1 Dual Rack Mount
- (2) Bogen, 3065, 66, Fluid Head, Tripod, Dolly(1) Sigma CSG 350A Sync Generator
- (2) JVC, KY-310 Color E.N.G. Camera
- (2) JVC, HZ-ES12U, Zoom Lens, 12:1
- (1) JVC-VE-2500 BU, 5" Viewfinder
- (2) JVC, CCRS-515, Remote Camera Control Unit
- (2) JVC-HZ-ZS 12U Rear Lens Control
- (2) JVC-HZ-FM 12U Rear Focus Control
- (2) AVP, Custom Studio Consoles w/Rack Mount Space (top to console damaged; no electronics)
- (2) Sigma DVA 100 A
- (1) Videotek 12 PR
- (1) Videotek 12 PRO
- (2) Plug-In Strips
- (1) Ring Paten Panel

ALL EQUIPMENT IS IN EXCELLENT CONDITION

CALL TODAY FOR INFORMATION AND PRICES ASK FOR: KIM KRUEGEL, Marketing Manager (201) 368-2090, ext. 388 -OR- (800) 526-4672

ROSY FIGURES FROM JVC

Japan Production Still Booms

TOKYO—Japan's overall VCR production will reach 23 million units this year, worth around \$7.5 billion, according to the latest estimates from leading manufacturer JVC. The figures represent a 26.2% increase on last year in volume terms and 18.9% in value.

The company predicts that video hardware penetration will approach 40% in this market by year's end, and that overall home video produc-

tion, including VCRs, video cameras and software, will top the "psychological" two trillion yen mark and exceed the \$9 billion equivalent for the first time.

Production of color video cameras alone, JVC says, will be around 1.4 million units (16.7% more than last year), worth \$540 million (up 13%). Videotape production should total some 287 million tapes (up 28%), worth \$1.27 billion.

Survey for Week Ending 9/1/84

Video

Music Monitor

By FAYE ZUCKERMAN

- The Godfather of soul: James Brown has teamed up with Afrika Bambaataa for a Tommy Boy Records performance video shot with two cameras in New York. The video was produced by Fred/Allan, with Barry Rebo taking charge of the lensing. A Paint Box was used to put in animation to liven up the performance. Casear Video Graphics was the post-production facility, with Tom Pompasello as director and Fred Siebert as producer.
- Newcomer: New York's Krank shot "Welcome To My Neighborhood" on a West Side pier using a 35mm Panoflex camera. Ken Grillo lensed the clip, with Ed Poplawski directing. Magno Video was the postproduction facility used for the POP production, produced by Robby Tucker.
- Art on MTV: Workhorse Productions took charge of a special for MTV titled "Art On The Beach." The show deals with Creative Ties' yearly beach competition for artists in New York. United Video Services transferred the film of the contest to video. This year, eight artists turned

- out as contestants. Bobby Sheehan, who produced and directed the program, says it is being put together "music video style."
- Country style: Nite Records of America artist Bobby Blue had Moving Targets Inc. take charge of a video for "Just For You." It was shot on 7291 film on location in California. Post-production took place at Compact Video in Burbank. "Just For You" is Moving Targets' first music video.
- The awards: Sept. 14 will see MTV's music video awards show at Radio City Music Hall. Tina Turner will be performing, along with Huey Lewis & the News. Following the live telecast on MTV, the awards show will be syndicated to commercial television by Lexington Broadcast Services.
- Video powwow: The 15th Video Expo is slated for Oct. 1-5 at the New York Passenger Ship Terminal. Expected attendance is 10,000-plus. The expo will include seminars, exhibits and panel discussions on professional aspects of video production.

VSDA Distributor Panel

Continued from page 46

lease. Before you know it, you're into almost \$100,000, and that doesn't even cover what you need." So the retailer had to do his own marketing for specially targeting local promotion.

One category that manufacturers on the panel said needs special care is music video. "None of us are selling any music video," said Sharell. "Studios are lending into the millions to acquire these programs," he said, and yet feature film-oriented retailers are not giving the push to the product on the shelf.

Distributor Rose Anne Unlauf called special training and deep stocking of diverse titles essential to help the video store keep its edge over the horde of new retail outlets. She added that salespeople with knowledge of product and the tactics needed to make consumers buy are the most important weapon in any store owner's arsenal.

First Video Fair Set For Finland

HELSINKI—The first Finnish Video Fair is set for the town of Turku next month. The event has the full support of the national IFPI group, AKT, which is arranging a special

dealer seminar.

Speakers will include government representatives, State film censors, representatives of rights group TEOSTO, wholesalers and importers.

Replay-Only VCR From Japanese Firm

TOKYO—Funai Electric, an audio/video hardware manufacturer based in Osaka City, has started the rental/sale of portable VCRs for replay only. The machine, tagged Video Kozo, is going to videotape rental stores nationwide.

Funai is hoping for monthly sales of 1,000 units of the hardware, which contains a mechanism that prevents accidental erasure of prerecorded tape. Export of the product started to Europe in February and to the U.S. in July, with sales volume so far totalling 30,000 units monthly.

The decision to start marketing the unit in Japan was prompted by the steep increase in the number of videotape rental outlets. The Video Kozo (Boy, in English) is in the shape of an attache case and weights just 12 pounds.



OUTLAW INLAWS—Waylon Jennings poses with friends on the set of his latest video in Nashville. Pictured from left are the clip's writer and director David Hogan, actor Robert Duvall, Johnny Cash, Jennings and John Ware of Sea Brite Productions.

Videocassette Top 40

RENTAL S

				RENTALS				
This Week	Last Position	Weeks on Chart	search Department. Both Beta and	pyright Owner,	y the Billboard Chart Re- Principal Performers	Year of Release	Rating	Format
1) 1	5	THE BIG CHILL	-RCA/Columbia Pictures Home Video 100211	William Hurt Glenn Close	1983	R	VHS Beta
2	3	12	TERMS OF ENDEARMENT	Paramount Pictures Paramount Home Video 1407	Shirley MacLaine Debra Winger	1983	PG	VHS Beta
3	2	10	THE RIGHT STUFF ▲	The Ladd Company Warner Home Video 20014	Charles Frank Scott Glenn	1983	PG	VHS Beta
4	4	7	BLAME IT ON RIO	Sherwood Productions Vestron 5040	Michael Caine Joseph Bologna	1984	R	VHS Beta
5	5	5	LASSITER A	Warner Brothers Pictures Warner Home Video 11372	Tom Selleck Jane Seymour	1984	R	VHS Beta
6	6	14	SCARFACE ▲	Universal City Studios MCA Distributing Corp. 80047	Al Pacino	1983	R	VHS Beta
7	9	2	UNFAITHFULLY YOURS	CBS-Fox Video 1340	Dudley Moore Natassa Kinski	1983	PG	VHS Beta
8	7	9	EDUCATING RITA	RCA/Columbia Pictures Home Video 10189	Michael Caine Julie Walters	1983	PG	VHS Beta
9	8	13	SILKWOOD	ABC Motion Pictures, Embassy Home Entertainment 1377	Meryl Streep Kurt Russell	1983	R	VHS Beta
10	10	6	TANK A	Universal City Studios MCA Dist. Corp. 80072	James Garner Shirley Jones	1983	PG	VHS Beta
11	25	2	SWING SHIFT	Warner Brothers Pictures Warner Home Video 11376	Goldie Hawn Kurt Russell	1984	PG	VHS Beta
12	26	2	HARD TO HOLD •	Universal City Studios MCA Dist. Corp. 80073	Rick Springfield Janet Eilber	1984	PG	VHS
13	11	8	CHILDREN OF THE CORN	New World Pictures, Embassy Home Entertainment 4039	Peter Horton Linda Hamilton	1984	R	VHS
14	16	21	SUDDEN IMPACT ▲ (ITA)	Warner Brothers Pictures Warner Home Video 11341	Clint Eastwood Sondra Locke	1983	R	VHS
15	13	18	UNCOMMON VALOR	Paramount Pictures Paramount Home Video 1657	Gene Hackman Robert Stack	1983	R	VHS
16	34	3	ROMANTIC COMEDY	CBS-Fox Video 4733	Dudley Moore Mary Steenburgen	1983	PG	VHS Beta
7	15	13	CHRISTINE	RCA/Columbia Pictures Home Video 10141	Keith Gordon	1983	R	VHS Beta
18	14	16	GORKY PARK ▲	Orion Pictures Vestron 5053	William Hurt Lee Marvin	1983	R	VHS
19	18	12	ALL THE RIGHT MOVES ▲	CBS-Fox Video 1299	Tom Cruise Lea Thompson	1983	R	VHS Beta
20	22	3	HARRY AND SON	Orion Pictures Vestron 5037	Paul Newman Robby Benson	1983	R	VHS Beta
21	17	39	RAIDERS OF THE LOST ARK	Paramount Pictures Paramount Home Video 1376	Harrison Ford Karen Allen	1981	PG	VHS Beta
22	12	6	VERTIGO •	Universal Classics MCA Dist. Corp. 80082	James Stewart Kim Novak	1958	PG	VHS Beta
23	NEW ENT	RY	PURPLE HEARTS	Warner Brothers Pictures Warner Home Video 20018	Cheryl Ladd Ken Wahl	1984	R	VH9 Beta
24	28	38	RISKY BUSINESS A	The Geffen Company Warner Home Video 11323	Tom Cruise Rebecca de Mornay	1983	R	VHS Beta
25	NEW ENT	RY	HOTEL NEW HAMPSHIRE	Orion Pictures Vestron 5042	Jodie Foster Beau Bridges	1984	R	VHS Beta
26	23	19	UNDER FIRE ▲	Vestron 5033	Gene Hackman Nick Nolte	1983	R	VHS Beta
27	29	31	TOOTSIE ▲ (ITA)	RCA/Columbia Pictures Home Video 10535	Dustin Hoffman Jessica Lange	1982	PG	VHS Beta
28	27	28	MR. MOM ▲	Vestron 5025	Michael Keaton Teri Garr	1983	PG	VHS Beta
29	NEW ENT	RY	RECKLESS •	MGM/UA Home Video 800421	Daryl Hannah Aidan Quinn	1984	R	VHS Beta
30	32	21	DEAD ZONE	Paramount Pictures Paramount Home Video 1646	Christopher Walken Martin Sheen	1983	R	VHS Beta
3 1	30	7	BROADWAY DANNY ROSE	Orion Pictures Vestron 5041	Woody Allen Mia Farrow	1984	PG	VHS Bet
32	20	15	REAR WINDOW •	Universal Classics MCA Distributing Corp. 80081	James Stewart Grace Kelly	1954	PG	VHS Bet
33	35	71	JANE FONDA'S WORKOUT	KVC-RCA Karl Video Corporation 042	Jane Fonda	1982	NR	VHS Bet
34	19	25	TRADING PLACES	Paramount Pictures Paramount Home Video 1551	Dan Ackroyd Eddie Murphy	1983	R	VH: Bet
35	24	4	REPO MAN	Universal City Sudios MCA Dist. Corp.80071	Harry Dean Stanton	1983	R	VHS Beta
36	21	8	TWO OF A KIND •	CBS-Fox Home Video 1339	John Travolta Olivia Newton-John	1983	PG	VHS Bet
37	31	9	WHERE'S POPPA	United Artists Key Video 4706	George Segal Ruth Gordon	1970	R	VHS Beta
38	39	4	FINAL OPTION	MGM/UA Home Video 800364	Richard Widmark Judy Davis	1982	R	VHS Beta
39	37	14	TESTAMENT	Paramount Pictures Paramount Home Video 1739	Jane Alexander William Devane	1983	PG	VHS Bet

● Recording Industry of America seal for sales or rentals of 37,500 units plus (\$1,500,000 after returns) (Seal indicated by dot). ▲ Recording Industry Of America seal for sales of 75,000 units plus (\$3,000,000 after returns) (Seal indicated by triangle). (ITA) International Tape Disc Assn. seal for net sales and or rentals of at least \$1,000,000 af wholesale. (Seal indicated by ITA seal).

Talent

'LOVE LANGUAGE' PRODUCER

Masser Moved By Pendergrass

By PAUL GREIN

LOS ANGELES—Producer Michael Masser is coming off one of the biggest hits of his career in Peabo Bryson's "If Ever You're In My Arms Again." And he's hoping to follow it in coming months with records by George Benson, Shalamar, Whitney Houston and Stacy Lattisaw.

But none of these records is likely to have as much impact on Masser as Teddy Pendergrass' album "Love Language," which featured the hit duet "Hold Me."

"I'm a changed man from working with Teddy," Masser says. "After having that experience I can't see working with somebody who doesn't have a true commitment in their heart, who wants to come in and just fluff over something. From now on, (complaints about) hangnails and flat tires are out."

Masser says he was first approached about producing Pendergrass before the singer's near-fatal auto accident in 1982. He was actually brought in to record the album earlier this year, shortly before Pendergrass was to undergo a critical operation.

"The intensity of this was incredi-

"The intensity of this was incredible," Masser remembers. "Teddy had to deal with the fact that nine days from when we started, he was going to be under the knife. He also had a certain amount of fear because during those two years he hadn't vocalized.

"It was virtually impossible to get a key on him because he hadn't really sung during that time. So we recorded each song in at least two different keys and at two different tempos." Masser says much of the pressure surrounding the project was due to the uncertainty of Pendergrass' condition. "It's no easy situation when you're dealing with something that iffy," he says. "The issue of him being able to sing under paralysis was such a question mark for everybody.

"Shep (Gordon, Pendergrass' manager) called me from New York and said, 'Michael, this is probably impossible, but this is our shot. Can you do an album on Teddy? He's about to go into the hospital for an operation.'

"That gave me about three and a half weeks to do the album—to record the tracks here and then go back to Philadelphia to cut his vocals. I started to scramble unlike I've ever done before."

Masser cut "Love Language" for Elektra, but he says he was first brought into the project when Pendergrass was still on Philadelphia International.

"Originally Gamble & Huff called me because they felt Teddy needed an infusion of songs with melodies. Teddy wasn't used to holding onto melodies; that wasn't his specialty.

"They flew me down to Houston for his final appearance. I played him some songs, one of which was 'Hold Me.' Then they flew me to Philadelphia, and I worked over some keys with him.

"The day before we were supposed to record, I heard about the accident. I was really non-functional creatively for about six months because it was such a tear-up for me."

While the Teddy Pendergrass/ Whitney Houston duet didn't quite make the pop top 40, Masser is planning two other duets, one featuring George Benson and Roberta Flack, and another with Judy Collins and T.G. Shepard.

Another possible project in Masser's future is an album of his own. Masser says he's negotiating with several companies to cut his own album, which would feature guest artists, similar to Quincy Jones or Sergio Mendes albums.

Masser has had record contracts in the past with Motown and Arista, but says he never even went into the studio. "I feel I'm best as a writer," he notes.



UP CLOSE AND PERSONAL—Annie Lennox of Eurythmics gets comfortable with the crowd at the duo's recent date at Forest Hills Tennis Stadium in New York. (Photo: Chuck Pulin)

One Group's Un-Success Story Manager Bemoans Eric Martin Band's 'Crib Death'

By JACK McDONOUGH

SAN FRANCISCO — The music industry thrives on success stories. Every week it salutes those acts that top the charts and hit gold and platinum.

But what about bands of true potential or accomplishment who, through circumstances beyond their control, end up falling through cracks into probable oblivion?

In his recent Commentary, "Educating A&R Personnel" (Billboard, July 28), Bob Biggs of Slash Records addressed himself to one cause of such misfortune: the need for a&r people to educate themselves in all aspects of marketing and promotion so that confusion and crossed signals do not result in a&r backing away from a band it had originally touted.

Journey's manager, Herbie Herbert, agrees there are problems with a&r, emphasizing his point with the

joke, "How many a&r people does it take to change a light bulb?"—the answer to which is, "I don't know. What do you think?"

But Herbert points a stiffer finger at something else: the consequences of change in the executive hierarchy of a label. "That's a constant problem in our business," he says.

Herbert cites the example of his second management client, the Eric Martin Band, which suffered what he calls "sudden crib death" in the wake of massive executive changes at Elektra which saw chairman Joe Smith, who had signed the band, departing the label while the company shifted headquarters from Los Angeles to New York.

In addition to the Eric Martin Band, Herbert points to other recent examples like the Camaras, also lost in the Elektra shuffle, and Steel Breeze and Tane Cain, who both got squeezed in the RCA shakeup in which Jack Craigo departed the label.

"There's no rationale to what happened to these bands," says Herbert. "They all went into the dumper, even a band like Steel Breeze, which had a top 20 hit off its debut album. The industry is strangling the young in the cradle. There's no sense to it."

Herbert notes that a series of setbacks befell the Eric Martin Band during the Elektra shakeup. The band was ultimately dropped by the label and has since broken up.

"Our band was signed by Joe Smith on the West Coast, with one group of people who believed in the band. Then Smith was gone, the label moved to the East Coast, and there was no remaining person of any weight who had any cognizance of our band at all. It's the old story where a new regime doesn't want anything to do with the old regime's signings.

"After Bob Krasnow took over, he came to see me. He was very candid and told me he'd never been one to hear a band like this. He said he wanted to continue with the band because of our company's reputation, but not necessarily because of the band.

"Anyway, we had delivered our debut album just as Elektra was exploding and Krasnow was being brought in. Tom Werman in a&r asked for two outside songs, 'Don't Stop' and 'Just Another Pretty Boy.' We were quite happy with the album as it was but we went ahead and added those songs, even though it meant destroying the release schedule and touring plans.

"On the day that we delivered the revised album, Tom Werman was fired. He never even listened to what we had done. And here's Krasnow telling me he doesn't believe in the band. So we were really stuck."

In retrospect, says Herbert, "We shouldn't have released the records at all under the conditions we were facing. It destroyed our ability to build the band. We tried to pick up tour dates piecemeal, but the opportunities were very limited, even though all their Bay Area club dates were sellouts.

"All of that is very harmful to a band. It's like you're tainted. You're wearing the scarlet letter. No one asks why you failed; they just think you failed."

Elektra's Krasnow declined to comment on the subject.

VETERAN SINGER DEFIES DESCRIPTION

Nona Hendryx: Beyond Category

By ETHLIE ANN VARE

LOS ANGELES—Singer/songwriter Nona Hendryx has managed to maintain a career for more than 20 years despite the fact that radio (and her record companies) seldom know precisely what to do with her.

Although her early music with the Bluebelles was easily identifiable as girl group r&b, that band's metamorphosis into the glam-rock trio Labelle baffled programmers. And as a soloist, Hendryx's fusion of funk and new wave often leaves her slipping through format cracks.

"People don't expect a black female artist to be doing rock," says Hendryx. "Black radio doesn't know what to do with it, and neither does white radio. Even the 'urban contemporary' format is limiting, because rather than play new sounds they're sticking to what they consider to be not detrimental to sales."

Currently touring to support her RCA album "The Art of Defense," produced by Material's Bill Laswell and Michael Beinhorn, Hendryx finds that her shows go over best in the least expected locales: non-urban areas, where audiences have no preconceptions about her style.

"In colleges and outside the major cities," she says, "the kids are really responsive. I think over the past three years I've become a staple on college radio."

Hendryx's single "I Sweat," a dance club favorite, had to make the rounds without an accompanying video, even though Hendryx and longtime manager Vicky Wickham felt a club clip would be beneficial. "I haven't done any videos for this

album," says Hendryx, "because there hasn't been the money. I'm signed to the black department for some reason, and they don't have the same dollars. There's an unwritten rule, it seems, that if you're a black artist you have to sell to black people first, before you can sell to white people. You have to get high enough on the black charts before you can cross over."

As essentially a rock artist, Hendryx hasn't topped the black charts, showing her greatest strength on the dance charts. Former labels Arista U.K. and Epic both encouraged her to sound more "pop," she says, but she declined.

Hendryx recently went out of her way to play an unusually large venue, the Los Angeles Coliseum, as part of a bill that featured Gladys Knight & the Pips, Cameo, Sly Stone and others. Summerscope '84 was a series of youth events sponsored by Coca-Cola, Atlantic-Richfield, McDonald's and others, and this concert was the finale.

"The Olympics took up a lot of space in Los Angeles," says Hendryx, "especially in the inner city. And this program helped by making school playgrounds available for sports programs, organizing camping trips and bringing in the Dance Theatre of Harlem and an African ballet company."

Summerscope provided 6,000 free tickets to the concert for L.A. kids, and used the revenue from paid tick-

ets to funnel back into the program. "I come from the ghetto myself," says Hendryx, "and I know how much things like a day at camp can mean."

Having completed the performance for 30,000, Hendryx is returning to her tour, playing anything from a small club to a large theatre.

"I'm not afraid to play any size venue," she says. "The greatest response I get is in clubs in Ohio, Indiana, even Iowa. The people there are far less inhibited by the notion of what is cool and what is uncool."

Pennsylvanians Cancel Concerts

SHAWNEE, Pa.—With the death July 29 of their maestro, Fred Waring, the Pennsylvanians have cancelled all engagements for the fall and spring.

"It's just not possible to go on without him," says Ruth Sibley, the Pennsylvanians' general manager. "Rehearsals normally start in October, and that's just around the corner."

The choral group, which Waring developed after giving up his big band, consists of 20 singers and a four-member backup band.

Sibley adds that Shawnee Press Inc., the music publishing firm that Waring founded here in 1945, will continue under the leadership of Waring's widow, Virginia. The publisher is one of the largest in the world of choral music for schools and churches.



Talent In Action

IRENE CARA

Sands, Atlantic City Tickets: \$35

As any seasoned gambler can attest, finding a sure bet in an Atlantic City hotel-casino is a pipedream. Not so last week at the Sands, as Irene Cara, on the heels of recent Grammys and a songwriting Oscar, launched her first concert tour. The Broadway-schooled performer took only a hot minute to make and maintain contact with the SRO crowd.

Allowing her expressive and expansive alto voice to do her bidding, Cara opened with a high-energy rendition of "Why Me," rolling up to blast levels without any loss of control. With "Embraceable You," a soundtrack pick from her upcoming movie "City Heat," Cara gave a further accounting of her versatility, handling this standard in a sophisticated, properly stylized fash in. Along the way, she completed obligatory though respectful treatments of "Fame" and "Flashdance." At the piano for 'Cut Here On My Own," she topped herself, delivering the most heart-rending vocal of the

The show continued fast and furious until, at the end, it looked like an extended block party. As people came up on stage and danced, Cara simply put them into the act, dancing among them and continuing to sing.

The band and three background singers pro vided solid backup with very tight sound values. Overall, the music seemed to abandon some of producer Giorgio Moroder's fanciful techno-pop touches, in favor of less restrictive

The second performance featured many lighting improvements over the first. The effects served to reinforce moods and do justice to Cara's scintillating constumes. She was more intense this time, singing with her head up, altogether self-assured.

Cara's entry was prefaced by her quartet of male breakdancers, the Mighty Poppalots, who engendered much excitement with their skitoriented breaking and popping. The troupe respirit and costuming. Having fun with some engaging theatrics on "Hot Lunch," Cara decided to pop along with a convincing moonwalk of her own, accomplished despite high heels

The characterization of this artist as a Donna Summer disco clone, if it was ever valid, is no longer. Cara's versatile performance menu demonstrated that she can mix sufficient portions of Patti LaBelle's audience appeal, Evelyn King's funkiness, Gladys Knight's soft soulfulness, Anita Baker's ablity to get down and Laura Branigan's volume, and then, by adding a great deal of Irene, force her audience to enjoy her and themselves. It all sounded very much like a recipe for success.

MICHAEL BOYD

AEROSMITH

Greek Theatre, Los Angeles Tickets: \$15

The "Back In The Saddle" tour reunites the original lineup of this mid-'70s hard rock quintet: Steven Tyler (vocas), Joe Perry (guitar). Brad Whitford (guitar), Tom Hamilton (bass) and Joey Kramer (drums). While the players may have looked as if they were exhumed for their comeback, they have lost none of their musical ferocity.

The first of two sold-out nights at the Greek boasted an audience both too young to have bought Aerosmith albums when they came out, and so enthusiastic that the first sight greeting new arrivals was a human blockade of terrified security guards and at least one fan being carried out feet first. Aercsmith is a progenitor of all that metaloid music so popular today, and the kids remember their heroes

But the interesting lesson that Aerosmith imparted in its 90-minute show was that today's hard rockers are not copying their style. Aerososmith (like fellow ACR touchstones Led Zep and Hendrix) is, first and foremost, a blues band. And it is that basic 12-bar base that today's usurpers have forgotten

Steven Tyler-looking like he hasn't seen

sunlight or eaten a balanced meal since 1979-added harmonica breaks as guitarists Perry and Whitford traded off lead licks. Whitford, the less heralded of the two, turned out to be the better player. Still, it was Perry who was given a solo turn to cover Hendrix's "Red House," a song he introduced by saying his "bitch" has been "giving him a hard time." (One hopes he was referring to a poorly trained golden retriever.)

While Perry took the spotlight, Tyler went backstage to have his hair blow-dried, returning with the strongest segment of the show: "Dream On," Aerosmith's equivalent to "Stairway To Heaven," followed by "Sweet Emotion" and "Walk This Way." The latter proved for the umpteenth time this night that the real strength of Aerosmith is Tom Hamilton, who invents bass licks you can build a whole song

Perry ended "Sweet Emotion" by smashing his guitar into an amp (original move, Peteer, Joe), and Kramer followed "Walk This Way" with a drum solo he concluded by flinging the last of his sticks into the teemina crowd and beating the skins with his fists, feet and face. The audience ate it up.

"Toys In The Attic" wrapped the set, with Tyler waving his scarf-emblazoned mike stand like a weapon, and the encore was "Train Kept A-Rollin'." The evening was time in a bottle, a quick visit to 1977 more interesting as theatre than rock'n'roll. **ETHLIE ANN VARE**

DIONNE WARWICK LOU RAWLS

Greek Theatre, Los Angeles Tickets: \$15

You can't put a concert on tape, any more than you can put a party on tape. Dionne Warwick attempted to do both in her show here Aug. 22.

All of the backup vocals were on tape, including the party sounds on her version of Lionel Richie's "All Night Long," which she used

(Continued on page 53)

ATTENTION VIDEO PROGRAMMERS

LOOKING FOR THEME ORIENTED SOFTWARE?

IT'S HERE AT LAST!

VIDEO PLACEMENT INTERNATIONAL

proudly presents



VIDEO MONTAGES are specifically designed to provide visual enhancement to any and all musical formats.

VIDEO MONTAGES are snippets of fast moving comedy. DRAMA, CHASES, NEWSREELS, CARTOONS, ROLLER SKATING, DANCING, STUNTS, EROTICA, VIDEO GRAPHICS. LASER LIGHT SHOWS, and all current MUSIC VIDEOS.

VIDEO MONTAGES are culled from the highest quality sources to provide the finest reproduction, and are available in all formats.

Subdistributor inquiries welcome. • Ask about hardware packages.

V. P. I. The Video Source

240 East 27th St . Suite 8L. New York. NY 10016 212-696-9207 8212 Encino Ave., Northridge, CA 91325 818-343-0381

The most complete catalogue of "venue-legal" software anywhere!



The following are among the top concert grosses nationwide reported through the survey week. Included are act(s), gross, attendance, capacity of facility, ticket prices, promoter, facility, city, number of shows, number of sellouts and dates(s).

- LUCIANO PAVAROTTI—\$484,087, 19,959, \$50, \$30, \$22.50 & \$15, In-House, Madison Square Garden, New York, one show, sellout,
- LUCIANO PAVAROTTI—\$338,670, 12,190, \$65, \$50, \$35 & \$10, Chicago Lyric Opera/In-House, Poplar Creek Theatre, Chicago, one show,

- Chicago Lyric Opera/In-House, Poplar Creek Theatre, Chicago, one show, sellout, Aug. 13.

 JULIO IGLESIAS, MICHAEL DAVIS—\$318,676 (\$398,346 Canadian), 19,423, \$22.50, \$17.50 & \$15, CPI, Canadian National Exhibition, Toronto, Ont., one show, sellout, Aug. 16.

 ALABAMA—\$297,250, 23,750, \$15, \$12 & \$10, Maynard Potter, Mid-State Fair, Paso Robles, Calif., two shows, two sellouts, Aug. 11.

 HEAVY METAL HURRICANE: SCORPIONS, QUIET ROCK, KICK AXE, HELIX—\$280,531 (\$350,664 Canadian), 16,829 (19,000), \$20 & \$17.50, CPI, Canadian National Exhibition, Toronto, Ont., Aug.17.

 ALABAMA—\$228,452, 28,862, \$9, \$8 & \$6, Billy Greiner, Wisconsin State Fair, Milwaukee, two shows, two sellouts, Aug. 3-4.

 HUEY LEWIS & THE NEWS, DR. GONZO—\$220,328, 26,277 (unlimited), \$11, \$9 & \$8, In-House, Performing Arts Center, Saratoga, Aug. 20.

- RODNEY DANGERFIELD—\$202,574 (\$253,218 Canadian), 12,038 (12,668), \$22, \$20 & \$18.50, CPI, O'Keefe Center, Toronto, Ont., four shows, Aug. 18-19.
- HUEY LEWIS & THE NEWS, DR. GONZO-\$195,311, 16,013, Cross Country Concerts, Hartford (Conn.) Civic Center, one show, sellout, Aug.
- HUEY LEWIS & THE NEWS, DR. GONZO—\$190,240, 15,000, \$14 & \$12, Glenn Donnelly, Fairgrounds, Middletown, N.Y., one show, sellout,
- Aug. 24.
 TEMPTATIONS, FOUR TOPS—\$177,690, 13,102, \$17.50, \$15, \$12.50 & \$10, Alex Cooley/Southern Promotions, Chastain Park, Atlanta, two shows, two sellouts, Aug. 25-26.
 ALABAMA—\$172,246, 11,758, \$16.50, \$15 & \$10, Jeff Apergan, Irans Hills, Calif. one show, sellout, Aug.
- vine Meadows Amphitheatre, Laguna Hills, Calif., one show, sellout, Aug.
- HUEY LEWIS & THE NEWS, DR. GONZO—\$165,880, 14,580, \$14 & \$10, Nederlander, Merriweather Post Pavilion, Columbia, Md., one show,
- sellout, house record, Aug. 15.
 HUEY LEWIS & THE NEWS, DR. GONZO—\$166,996, 13,732, \$14 &
 \$12, Glenn Donnelly, Orange County Fairgrounds, Middletown, N.Y., one show, sellout, Aug. 24.
- show, sellout, Aug. 24.

 HUEY LEWIS & THE NEWS—\$160,000, 16,000, \$10, Ron Delsener

 Presents, Pier 144, New York, two shows, two sellouts, Aug. 16-17.

 THE SCORPIONS, A LOCAL BAND—\$158,167, 8,751, \$19.50 &
- \$17.50, John Bauer Concert Co., Sullivan Arena, Anchorage, one show,
- \$17.50, John Bauer Concert Co., Camada.

 sellout, Aug. 14.

 HUEY LEWIS & THE NEWS, DR. GONZO—\$145,365, 13,501, \$15, \$12.50 & \$8.50, Electric Factory, Mann Music Center, Philadelphia, one show, sellout, Aug. 14.
- HUEY LEWIS & THE NEWS, DR. GONZO—\$144,306, 13,190, \$11.50 & \$10.50, Frank J. Russo, Providence (R.I.) Civic Center, one show, sell-
- out, Aug. 23, ELTON JOHN—\$138,960, 9,264 (10,000), \$15, Bill Graham Pre-
- sents, Thomas & Mack Center, Las Vegas, Aug. 24.

 DIO, TWISTED SISTER—\$138,036, 11,753 (12,000), \$11.50, Stephen Starr/The Concert Company Presents, The Spectrum, Philadelphia,
- Aug. 25. SCORPIONS, KICK AXE—\$137,380 (\$171,725 Canadian), 12,911, \$13.50, Donald K. Donald, Montreal (Quebec) Forum, one show sellout,
- HUEY LEWIS & THE NEWS, DR. GONZO-\$126,950, 10,156, \$12,50, Beach Concerts Ind., Jones Beach, Wantaugh, N.Y., one show, sellout,
- #UEY LEWIS & THE NEWS, DR. GONZO—\$126,496, 10,403, \$12.50 & \$11.50, Fund For Boston Neighborhoods Inc./Don Law Co., Boston
- (Mass.) Commons, one show, sellout, Aug. 21. SCORPIONS, KICK AXE—\$124,238 (\$155,298 Canadian), 11,490, \$13.50, Donald K. Donald Prods. Ltd., Colsee De Quebec, one show, sell-
- out, Aug. 20, HUEY LEWIS & THE NEWS, DR. GONZO—\$115,793, 10,069, \$11.50, HUEY LEWIS & THE NEWS, DR. GONZO—\$115,793, 10,069, \$11.50, John Scher Presents, War Memorial Auditorium, Rochester, N.Y., one show, sellout, Aug. 26.

 BILLY SQUIER, RATT—\$114,845, 8,678, \$13.50, Contemporary Prods., Assembly Center, Tulsa, one show, sellout, Aug. 24.

 ALABAMA—\$114,170, 13,525, \$10, \$9 & \$8, James Taylor, Iowa State Fair, Des Moines, one show, sellout, Aug. 15.

 SCORPIONS, FASTWAY—\$113,571, 9,518 (14,000), \$12.50 & \$11.50, Makoul Prods., City Island, Harrisburg, Pa., Aug. 25.

 CROSBY, STILLS & NASH—\$112,808, 9,764 (15,000), \$14 & \$12, Glenn Donnelly, Fairgrounds, Middletown, N.Y., Aug. 10.

 ELVIS COSTELLO & THE ATTRACTIONS, NICK LOWE & HIS COWBOY OUTFIT—\$109,751, 9,005 (10,900), \$12.50 & \$11.50, Frank J.

- ELVIS COSTELLO & THE ATTRACTIONS, NICK LOWE & HIS COWBOY OUTFIT—\$109,751, 9,005 (10,900), \$12.50 & \$11.50, Frank J. Russo/Don Law, The Centrum, Worchester, Mass., Aug. 21, ALABAMA—\$108,550, 10,436, \$12 & \$10, Rich Kaiser, Missouri State Fair, Sedalia, one show, sellout, Aug. 17, ALABAMA—\$104,556, 11,425, \$12, \$10 & \$8, Sid Hutchcraft, Illinois State Fair, Springfield, one show, sellout, Aug. 18. ALABAMA—\$104,312, 16,640, \$10 & \$8, Bruce Walkup, Indiana State Fair, Indianapolis, one show, sellout, Aug. 19. FRANK ZAPPA—\$101,709, 7,179 (7,514), \$17 & \$13, Brass Ring Prods., Meadowbrook Music Festival, Rochester, N.Y., Aug. 23. BILLY IDOL, NELSONS—\$99,372, 7,903 (8,000), \$13.50 & \$12.50, Pace Concerts/Barry Mendelson Presents, Biloxi (Miss.) Coliseum, Aug. 22.

- RICK SPRINGFIELD, COREY HART—\$95,518, 8,024 (8,622), \$12.50 & \$10.50, Sunshine Promotions, Indianapolis Sports Center, Aug. 23.

Copyrighted and compiled by Amusement Business, a Billboard Publications, Inc. publication. Boxscores are compiled every Tuesday. If you wish to file your concert report, please call Louise Zepp in Nashville at (615) 748-8129; Ancil Davis in New York at (212) 764-7314; Linda Deckard in Los Angeles at (213) 859-5338; or Melinda Newman in Chicago at (312) 236-2085.

Talent

Dance Trax

Singles: The Thompson Twins' "You Take Me Up," the third single from "Into The Gap," has been remixed by Francois Kevorkian for its U.S. Arista 12inch edition; this version is shorter than the import, though still hefty at eight minutes plus. It starts off harder and stays a bit more within the confines of the song ... Diana Ross' "Swept Away" was scheduled to ship on RCA 12-inch this week; it had already hit radio hard. We note that her hairstyle on the seveninch sleeve is a fair representation of how modern the album will be: It is as contemporary and as deep, too, as the Pointer Sisters' most recent . . . Deniece Williams' "Next Love" (Columbia 12-inch) will surely be another radio-to-club crossover; even in its seven-minute John Benitez remix, it remains an essentially mass-appeal record.

* * *

Left-fielders we liked: APB's "What Kind Of Girl" (Albion 12-inch), already on the chart, brings this Scottish band together with ace New York keyboardists Rob Kilgore and Craig Peyton, and the band's style prevails; the B-side contains a great pushed-and-pulled dub ... Gil Scott-Heron's umcompromising "Re-Ron" (Arista 12-inch) grafts his sharp observation onto a forceful Bill Laswell production ... Rebbie Jackson's "Centipede" (Columbia 12-inch), produced by brother Michael, stands with "Muscles" as one of the latter's most idiosyncratic works. It's clearly "out" enough to capture the kids, though ... Bill Nelson's "Acceleration" (Portrait 12-inch) shouldn't be overlooked merely because it's a late release from an unsuccessful album. The John Luongo remix really un-

covers a groove, and it's a fine mixture of propulsion and accessibility.

More leftfielders we liked: C.O.D.'s "Uphill" (Emergency 12-inch) is a good new take on the now-familiar New York Shannon sound; even more than the top 10 Jay Novelle record, this one is distinguished by a hard, aggressive lead vocal . . . The Dynamite Two's "The Main Beat" (Atlantic 12-inch) represents the inexcusably late involvement of major labels in regular release of rap; this cut is nevertheless one of the funniest street boasts around . . . We recommend Eve Electro's "Take A Bite" (Black Suit 12-inch) to rock and funk programmers who haven't yet gotten over the still-played Dominatrix record: It's hip-hop and emulator city for the hard-core crowd.

Briefly: Vanity (of the former Vanity 6, of course) has moved her act to Los Angeles and teamed with Bill Wolfer; her "Pretty Mess" (Motown 12-inch promo) is sung in a wispy soprano, and continues along the soft-core line of her previous work ... Bonnie Pointer, formerly of Motown, has a new album on Private I, produced by her late '70s collaborator, Jeffrey Bowen, titled "If The Price Is Right." Overall, it suffers from a rather thin production approach, but there are several good songs that could do with the right remix: the title cut, "Under The Influence Of Love" (not that one), and "Premonition," where Pointer is joined by sisters Anita and Ruth . . . John Waite's top 10 hit "Missing You" (EMI America 12-inch) is just a great song, if a bit downtempo; the John Luongo remix could take it onto the floors that swayed to "Hold Me Now" and "Every Breath You Take" ... Southside Johnny & the Jukes' "New Romeo" (Mirage 12-inch) does a pop take on the vocal version, with its open-air sound, then is transformed in the B-side dub; could be a sleeper, like his last, "Get Your Body On The Job."

DISCO/DANCE 12"-U.S. & Imports (WHOLESALE FOR STORES)

USA · Canada · England · Germany Italy · France · Holland

Some of our brand new releases are:

U.S. & Canadian 12"

U.S., & Canadian 12

I'm A Woman—Elizabeth
Tell No Lies—Spoons
Love Maker—Kim L'Amour
The Meaning—Binary
When Doves Cry Rap—M.C. Frosty
Love Dies With The Night—The Only
Pretty Boys (remix)—Elaine Charles
Burnin —Patt Fillippe
My Love—Lime
Touch Me—Fonda Rae
Beat Of The Night—Maggie
We Can Make It—Purple Flash
Monster Rock—Something and
Anything

Anything
Dragon Lady—Yukihiro Takanawa
Do Whatcha Gonna Do—Tony Baxter
Run For Your Life—Blind Date
Once is Not Enough—Oh Romeo

European 12"

Easy Love (remix)—Vicky B Chinese Eyes—Fancy ETOMA A

Hold On To My Love (Disconet remix) Jimmy Love (Disconet ren — Jimmy Ruffin Touch Me Baby — O'Hara Let The Music Play—Sammy Barbc Love Is Forever—Hot Cargo I Only Have Eyes (remix)—Bonnie Forman

You Turned (remix)—Linda Lewis Invitation (remix)—Life Force Escape—X-Ray Connection Gonna Get Along Without You Now (1984)—Viola Wills Tonight—Martene Ricci Guilty (remix)—Hotline Him—Simone You Turned (remix)—Linda Lewis

Whatever I Do-Hazel Dean Caught in The Act—Erlene Bigot To Have Your Love—Veh Break Me (remix)—Charade Breakout—Kelly Marie Watch Out (remix)—Doctor Ca x)—Doctor Cat

Import LP's

Record Shack Pre ERC Energy LP

Disco Classics

Sex Machine (11 min.)—James Brow Move On Up (remix)—Destination She Has A Way.—Bobby O Feel's Like I'm In Love—Kelly Marie Hit And Run—Loleatta Holloway La Bamba—Antonio Rodriguez Break.—Katmandu Let's Start To Dance—Bohannon

IMPORT O DISC RECORDS 55e CONKLIN ST. FARMINGDALE, NY 11735 (516) 694-4545 TELEX 4758158 MPT DISC

PROMOTIONA

Available on 1 Hour Tape Compilations to colleges, nite clubs, and

- - Quick Service

 - Highest Quality
 Low Cost

Call us today to see if you qualify to receive promotional videos on a monthly basis.

Lawrence Enterprises #1 way of staying on top of video music

Out of State (201) 667-4026 In N.Y. (212) 460-0035

Ramones Renew Pact With Sire For U.S., Canada

LOS ANGELES-The Ramones have re-signed with Sire Records for the U.S. and Canada. Their first album under the new deal, "Too Tough To Die," is due in October.

Sire's managing director, Seymour Stein, and the Ramones' manager, Gary Kurfirst, are jointly responsible for negotiating foreign licensing deals for the group, following the expiration of its deal with WEA International. Stein and Kurfirst are attempting to effect a simultaneous lease worldwide, keyed to the group's



Compiled by the Music Popularity Chart Dept. of Billboard from a nationwide club survey of the most requested dance songs. Bullets are awarded to those products demonstrating the greatest gains in audience response this week.

Talent In Action

• Continued from page 51

to open and close the show. That song cries for production-singers and dancers and touches of color and carnival

Warwick also over-used the taped duet gimmick. She performed duets with Johnny Mathis, Luther Vandross and Barry Manilow, all "through the magic of tape," as she said-repeatedly. After the third time, the show started to resemble an awards ceremony where none of the winners bothered to show up

The other major problem with the show was the inconsistency of the material. For years, the centerpiece of Warwick's show was a dazzling half-hour medley of her classics from the '60s and early'70s. At the Greek, Warwick performed only four of those songs—three of them in a hurried medley-concentrating instead on songs she has recorded in the past two years. Unfortunately, much of this material is uneven, something that Warwick all but acknowledged by her half-hearted presentation.

Warwick introduced Vandross' upbeat "Got A Date" as "my Tina Turner tune." She must be kidding: She performed the entire song sitting on a stool. Warwick also seemed to be on automatic as she sang"Heartbreaker," making what is a taut and poignant record seem bland and sluggish. If she has such disdain for these songs that she won't perform them properly, she should drop them altogether, or put them in a medley.

The magical quality in Warwick's dozens of Bacharach/David hits was their seeming effortlessness. By contrast, much of the new material seemed strained and overwrought. This was especially true of the duets with Mathis ("Friends In Love") and Manilow ("Run To Me"). In the latter case, the two stars take a sweet, simple love song (Bee Gees, 1972) and nearly beat it to death with a bloated arrangement.

All of this is especially frustrating because Warwick is capable of so much more. When she tears into a worthy song like "Alfie" or "I'll Never Love This Way Again," it's very much like watching a world-class athlete in peak

Warwick is one of the most gifted vocalists of the modern pop era. As such, one rightly expects a great deal from her, in terms of performance, repertoire and staging. Here's hoping next time she gets off her stool and gives it to US.

Lou Rawls was also disappointing in his opening spot, which featured several of the least attractive traits of Las Vegas shows: slick, cynical packaging, tepid arrangements and canned patter. The best moments of the show came when he stripped away the trappings for a spare "Unchained Melody" and a direct, honest "Love Is A Hurtin' Thing.

Over the years, Rawls has allowed his edges to be rounded off. He needs to work on getting PAUL GREIN them back

NATALIE COLE

Caesar's Palace, Las Vegas Tickets: \$35

If you judged only by the record charts, you might assume that Natalie Cole's career was over. She hasn't had a major hit in four years, and her debut album for Epic last year was a big disappointment. But while she may be in a slump in her record career, Cole proved Aug. 24 that she can still please a live audience, and without resorting to cheap Las Vegas gimmicks.

One might think that in playing Vegas, Cole would emphasize her softer, glossier music.

Lithographed On Heavy Gloss Stock BLACK & WHITE 8x10's 1000 - 80.00 - 355.00

COLOR 1000 - \$376.00 Above Prices include Typesetting & Freight

Send 8x10 Photo - Check or M.O. Full Color & B/W Posters

Composites - Cards - Other Sizes **Send For Catalog & Samples**



She didn't; in fact, she opened with one of her sassiest songs, "Sophisticated Lady." And she closed the show with her 1978 smash "Our Love," which built from a soft, classy opening to a funky, fiery finish.

Cole handled herself with cool self-assurance throughout the show, and sang with great authority. Nowhere was this more evident than on Michael Masser's high-toned ballad "Someone That I Used To Love," which Cole sang with equal parts hurt, disappointment, pride and defiance.

Cole had to trim about 15 minutes of her act to fit it into a 45-minute opening spot (the headliner was illusionist David Copperfield). In the process, she omitted such key hits as "Inseparable" and "I've Got Love On My Mind."

Given that Cole had to shorten the show, she should have trimmed her lengthy salute to her father, the late Nat "King" Cole. That spot was well-designed and very classy, but a bit too long in this condensed show format.

The only other problem with the show was the between-songs patter, which seemed a little canned. The line "The more you drink, the better we sound" is beneath an artist of Cole's stature. But that's a small point. All artists should handle themselves during career lulls with as much class and dignity as Cole.

PAUL GREIN

JR. WALKER & THE ALL-STARS **DARLENE LOVE** & FRIENDS

Bottom Line, New York Tickets: \$10

A double-bill such as the one at the Bottom Line Aug. 16 was a double exercise in nostalgia and contemporary strength.

The six-piece All-Stars were a more knowledgeble, rhythmic ensemble here than in recent months. Of particular note were the funk accents from the bass guitarist, as he augmented and updated the Motown groove. But the evening's chief excitement was generated by Jr. Walker, from the opening number, the recent Motown single "Sex Pot," to the steaming, wordless encores.

Sticking the sax in his mouth before reaching the spotlight, Walker roared through "What Does It Take," "Shake And Finger Pop" and a chugging version of "These Eyes," before stopping to exhort the swaying crowd. Though in his mid-50s, the saxophonist continues to play with devastating force.

Since Motown's successful 25th anniversary tv special (on which Walker received a sneeze of recognition), the label has released an All-Stars "Greatest Hits" package, as well as 1983's forgotten but worthwhile album, "Blow The House Down." The latter includes a blistering r&b reworking of Foreigner's "Urgent," which Walker also blasted in concert here. That number's performance further proved his source credentials as well as his contemporary merit. It's a shame that an artist with Walker's catalog of hits, and an ability to play continuously without creeping into caricature, remains a phantom with his own "home" label

Darlene Love, meanwhile, remains label-less in New York while awaiting the outcome of the squabbles between the old and new producers of "Leader Of The Pack." The Ellie Greenwich showcase was first produced at the Bottom Line and is expected to open in a reworked version on Broadway sometime this fall.

Love was backed by members of the "Pack" band, including pianist Paul Schaeffer and guitarist Jimmy Vivino. They played with boundless energy and devotion; the crowd responded in kind.

Love has a throaty, wide-ranging voice that's kept her in L.A. session work for the past few years. And she immediately let the adoring crowd know she is deserving of the kind of respect being accorded another 60s survivor. Tina Turner.

The proceedings got off to a jumpstart with "I'm So Excited," as Love cut all three Pointer Sisters to shreds. She graciously didn't neglect to sing "Da Doo Ron Ron," "He's Sure The Boy I Love," "Wait Til My Bobby Gets Home," or "He's A Rebel." She dedicated "Today I Met The Boy I'm Going To Marry" to Greenwich, who sat like a proud mother directly across from center stage.

Nowhere was the evening more spirited than Love's encore. She performed the Phil Spector holiday classic "Christmas (Baby Please Come Home)" on a 90-degree night, then launched into Spector's all-time great, "River Deep, HARRY WEINGER Mountain High."

TOM T. HALL

Music Village U.S.A., Hendersonville, Tenn. Tickets: \$7.50

Kris Kristofferson may be country music's only Rhodes Scholar, but Tom T. Hall is surely its most reliably intelligent creator. He has always found wisdom in those shards of country speech and action that the rest of us believed we were too smart to bother with.

The 300 fans who came to witness Hall's alltoo-brief 12-song, 50-minute set here Aug. 24 were diehards of the nicest sort, often breaking into applause for his standards before "The Storyteller" could get his first line out.

Though he tends to be stiff physically, Hall attempted to loosen up a bit by donning a trampish costume and soft-shoeing to his version of "Mr. Bojangles." He even essayed a couple of songs on the five-string banjo, impishly explaining that he had learned his technique on "Foggy Mountain Breakdown" and "Fox On The Run" from Roy Clark's "Big Note Banjo Book." He should hold onto the book for a while longer.

But the Mercury artist was absolutely gripping in the re-telling of his classics, "Ballad Of Forty Dollars," "Ravishing Ruby," "The Year Clayton Delaney Died," "The Homecomina" and "Old Dogs, Children And Watermelon Wine." Robert Browning at his best never wrote a better dramatic monologue than "The Homecoming," and "Old Dogs" is energized by a sympathetic (but unsentimental) vision that elevates an old man's ramblings into age-

If there was a defect in Hall's concert, it may have come from our own alarming realization that we were listening to a man who knew more about life than we did and who might let go and **EDWARD MORRIS** tell us everything.

KOINONIA

Baked Potato. Studio City, Calif. Tickets: \$7

Since their debut last year at this popular jazz bistro, Breaker Records' fusion/jazz group Koinonia has made some giant strides. They made two extensive concert tours to Scandinavia and played festivals in Germany and France as well as the Montreux Jazz

On Aug. 6, the band returned to the Potato to celebrate the release of its new album, "Celebration," recorded live in Sweden earlier this year. Koinonia delivered nearly 90 minutes of its special blend of jazz, r&b, pop and rock-flavored sounds to a full house of delighted

This isn't just another "fusion" band-its six members represent the cream of the crop of West Coast jazz session players, arrangers and artists. The group is fronted by electric bassist Abraham Laboriel, who appears much more animated than in his other roles as sideman for Lee Ritenour and Al Jarreau. The band played extended versions of eight original tunes from their two Breaker albums, with solo performances on nearly every tune from each

While Laboriel is credited with organizing the band, this is a total group effort. Woodwind specialist Justo Almario, guitarist Hadley Hockensmith, keyboard player Harlan Rogers and super percussionists Alex Acuna and Bill Maxwell all share equal pieces of this delicious musical pie. Guitarist Larry Carlton also came on board to help close out the lively set

BOB MERCER

FREDDY WELLER

Rock Arena, Nashville

Freddy Weller's two shows Aug. 14 at the newly christened Rock Arena (formerly the Cheyenne Club) were displays as much of his songwriting talent as of his singing. Although he drew only a small crowd to his second hourlong show, Weller paraded all the energy, style and good humor he forgivably might have reserved for a packed house.

Eight of the 14 songs in the ex-rocker's country set were Weller's own compositions, including his 1973 hit, "Perfect Stranger," and "Lonely Women Make Good Lovers," which went top five for both Bob Luman in 1972 and

Stever Wariner this year.

But the real excitement was in the songs Weller had only recently written and cut. This new material showed Weller to be a master of the clever phrase and the sharp image. Over and above this technica facility was the appealing, personable and worldly-wise attitude that Weller conveyed with sensitivity and

Of his new songs, "Trying To Get Around To 'Em All' and "Intensive Care" (co-written with Austin Roberts) particularly have the sound of hits-in-embryo.

EDWARD MORRIS

BYRON BERLINE & THE L.A. FIDOLE BAND **BILL CASWELL**

Rockefeller's, Houston Tickets: \$8

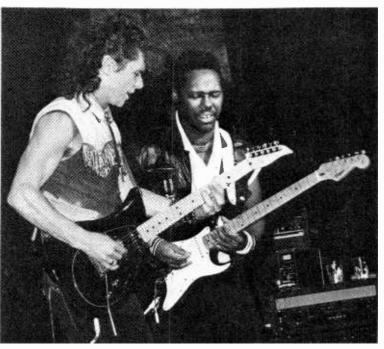
As leaders of the West Coast bluegrass scene, Byron Berline & the L.A. Fiddle Band seldom venture beyond their home turf. But a week-long tour of Wes.ern states convinced the waiting crowds that this class act is among the best in bluegrass today.

The 350-seat room wasn't a sellout for Berline, a former member of the Flying Burrito Brothers and Country Gazette. However, it was clear that Berline had some hard-core fans in the audience

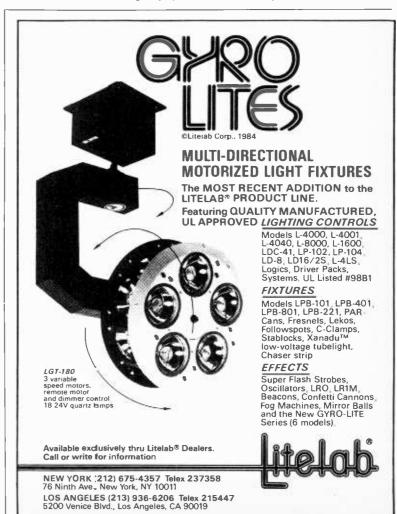
Several members of the L.A. Fiddle Band handled vocals, along with Berline. Guitarist Roger Reed shared the mike with bassist Don Whaley, who soulfully belted out such songs as Townes Van Zandt's "White Freightliner Blues" and Guy Clark's "The Houston Kid." Banjo picker John Hickman had his greatest moment on stage during the classic number, "Dixie Breakdown." Playing a capable second fiddle in this top-notch band was Dennis Fetchett.

And Berline proved himself to be one of the great masters of the fiddle on such classics of the genre as "Red Haired Boy," "Roanoke" and "Goldrush." His work is a subtle but important contribution to bluegrass and pop music alike.

Opening act Bill Caswell is also an Oklahoma boy now residing in Nashville, where he has worked with John Prine and Rodney Crowell. Though a quiet and reserved performer, Caswell is a master of unique old-time instruments. He plays them all as he entertains with his many stories and a traveling string col-KATY BEE lection.



IN THE MIX-INXS guitarist Tim Farris, left, welcomes producer Nile Rodgers, who dropped by the Beacon Theatre in New York to jam with the group. (Photo: Chuck Pulin)



Black LPs on Chart Weeks on Chari Week This Week ARTIST Title, Label & Number (Dist. Label) ARTIST Title, Label & Number (Dist. Label) Weeks This ast Last 41 56 2 HERBIE HANCOCK 42 32 38 LUTHER TINA TURNER A 2 2 12 VANDROSS Busy Body, Epic FE 3 3 7 THE TIME 52 3 BOBBY BLAND 43) MCA 4 5 KASHIF 44 45 57 **JEFFREY** OSBORNE • Chan With Me Tonight, Arista ALOUS JACKSONS JACKSONS Parv. Epic QE 38946 5 30 45 37 6 6 12 TEDDY LABELLE • "m In Love Again, P.I.R. PENDERGRASS CRS 15 GEORGE HOWARD 46 44 7 7 LIONEL RICHIE 44 THE CRUSADERS 47 40 20 8 8 9 SOUNDTRACK A WOMACK & 9 9 11 SHEILA E. 48 39 16 WOMACK Wars, Elektra 10 13 17 JERMAINE 60293-1 SPYRO GYRA JACKSON lackson, Arista 41 8 49 2-6893 RANDY HALL To You, MCA BILLY OCEAN Adams live/Arista (11) 16 5 50 JL8-8213 ONE WAY MCA 5470 RCA ART OF NOISE (Who's Afraid Of) Art Of Noise, Island 90179 12 12 20 33 51 мСА 13 14 O'BRYAN 16 Capito WEA CAF 52 55 24 EARL KLUGH 15 42 14 POINTER SISTERS 53 46 40 Z.Z. HILL RCA 15 49 RICK JAMES 7415 IND 2 RAMSEY 54 58 2 LEWIS/NANCY WILSON The Two Of Us, Columbia FC 39326 RUN-D.M.C. 16 18 18 17 17 12 PATRICE RUSHEN CBS WEA 57 **BOBBY WOMACK** 55 18 19 PEABO BRYSON 12 Heart, Lien... MTUME Me And He, Epic Elektra 60362 WEA 56 59 2 **BOB MARLEY** 19 37 2 WAILERS 20 20 6 THE BROTHERS JOHNSON Of Control, A&M WEA 53 57 20 STANLEY CLARKE NEWCLEUS 21 10 60 58 More, P.I.R (Epic) 22 10 14 SOUNDTRACK A 61 12 59 ROBINSON 821919-11-1 () S., LAKESIDE 23 11 MCA 60 50 62 MIDNIGHT 24 31 3 LILLO STAR A ou. Capito 25 42 THE S.O.S. BAND WEA 65 53 HERRIE 61 It, Tabu rz 3000 MADONNA ● Sire 23867-1 HANCOCK 26 28 49 (Wather Bros., CHERRELLE Capille Tabu BFZ 39144 62 62 22 KLEEER 27 13 27 WEA 63 63 42 DAVID SANBORN BAR-KAYS 28 24 21 21 DENISE LASALLE 29 22 14 SOUNDTRACK 65 BEAU WILLIAMS 30 47 2 JOYCE KENNEDY NEW ENTRY CAF 31 66 48 29 SHANNON 23 29 **EDWARDS** PEABO BRYSON 67 71 29 26 32 CAMEO • CAF trange, Atlan 814984-1M1 68 67 14 MICHAEL 26 DENIECL 33 JACKSON WILLIAMS 101ML DEBARGE A Special Way, Gordy 69 66 46 34 90 MICHAEL 34 JACKSON ▲ Thriller, Epic QE 38112 MCA 70 74 5 LITTLE MILTON 35 38 CONSTRUCTION 6 51 'DIMPLES' FIELDS Mmm..., RCA AFL1-5169 RCA YARBROUGH & 36 36 22 73 38 PIECES OF A 72 DREAM RCA 35 10 37 TYZIK WEA 73 69 8 EDDY GRANT ' in Manhattan 821605-1Y1 (PolyGram) ALICIA MYERS Appreciate, MCA 5485 MCA 38 54 2 72 SOUNDTRACK 39 25 14 ROGER The Saga 75 68 38 **EVELYN** 40 43 5 THE VALENTINE "CHAMPAGNE" BROTHERS A Good Time, A&M KING Face To Face. RCA AFL1-4725

Delliets are awarded to those products demonstrating the greatest sales gains this week (Prime Movers). Recording Industry Assn. of America seal for sales of 500,000 units (seal indicated by dot). ▲ Recording Industry Assn. of America seal for sales of 1,000,000 units (seal indicated by triangle).

Black

MISSISSIPPI DELTA GATHERING

Tributes To Highlight Blues Fest

late blues greats-Z.Z. Hill, Big Mama Thornton and Esther Phillips-will highlight the seventh annual Mississippi Delta Blues Festival on Sept. 15.

The festival, designed to preserve the blues heritage of the Mississippi Delta, has blossomed into a major international attraction in recent years. In 1983, a crowd of more than 40,000 flocked to Freedom Village, the site of the festival, three miles south of Greenville, Miss. Correspondents from such foreign capitals as Rome, Tokyo, Paris and London were in attendance, according to organizer Robert Rosenthal of Mid-South Management in Jackson, Miss. Admission is \$5, and children under 12 are admitted free.

Inaugurated by Mississippi Action for Community Education and sponsored in part by the Delta Foundation, Miller Brewing, Peavey Electronic Corp. and the Ford and Winthrop Rockefeller Foundations, the 1984 festival will feature performances by Albert King, Lynn White, Bo Diddley, Johnnie Taylor, the Nighthawks, James "Son" Thomas, Lonnie Pitchford, Eugene Powell,

Sam "Blues Man" Myles and Japan's Toru Oki, among others.

Z.Z. Hill's backing group, the Down Home Blues Band, is also scheduled to perform. Their recording of "Delta State Of Mind," picked as the festival's theme song, is fea-tured on a new record called "The Mississippi Delta Blues Album,' which Rosenthal has compiled for his independent Mid-South Records label (Delta Station, P.O. Box 11243, Jackson, Miss. 39213).

Billed as "the greatest blues album ever recorded," the package contains both traditional and contemporary blues performances by many of the artists scheduled to appear at the 1984 festival, in addition to cuts by Linda Hopkins ("How Blue Can You Get") and Elmore James ("Mean Mistreatin' Mama"), which Rosenthal licensed from veteran New York record executive Bobby Robinson.

"We transferred it from mono to stereo," says Rosenthal. "Now Elmore can turn over with an accomplished feeling.'

The Freedom Village gathering isn't as large as the San Francisco Blues Festival, and it's "too far away" to call it a competitor, Rosenthal explains. Still, he says the affair grows stronger each year: "It's culture shock to a lot of people, but their transition is usually smooth and enjoyable. And there are never any accidents to speak of, although last year two people fell out from the sun, and somebody else stepped on a piece of LEO SACKS



ROCKIE'S RETURN-Chuck Jackson, left, a&r director or Don Ralph Productions, oversees the recording of Rockie Robbins' first MCA album while the artist looks on.

The Rhythm & The Blues Staple Singers Slip Back Onto Vinyl

Billboard's black music editor, Nelson George, is on vacation. Filling in is Leo Sacks.

Mavis Staples figures that she'll be explaining the meaning of the Staple Singers' ominous "Slippery People" for years and years to come.

It took a talent like Staples to bring out the dark genius of David Byrne, a self-conscious white singer/songwriter long intrigued by the rhythms of African music. Her breathy, sexy contralto's interpretation of the Talking Heads tune exudes a nervous, spooky quality-not unlike Byrne's own musical persona.

"I'm so glad our children are getting back to lyrics," she says from her Chicago home on the eve of the Staple Singers' first album in five years, the appropriately titled "Turning on the CBS-distributed Private I label. "David's inspiration was seeing people in church, and that's what I connected with. My head went off into the Bible."

The singer's stunning impact on the single, produced by Mike Piccirillo and Gary Goetzman, is a fitting triumph for America's first family of gospel music. As a young man, Roebuck (Pop) Staples and his wife, Oceloa, travelled along the Mississippi to Chicago in the '30s, putting a touring gospel act together featuring Mavis and her sister Cleotha and brother Pervis. With a third sister, Yvonne, they evolved into the Staple Singers, recording first for Vee Jay Records and later the Riverside and Epic

They finally found a home for their "soul folk" style at Stax Records in 1968, where they made secular music with a message. Their succession of smash hits spoke eloquently to blacks and whites, from "Heavy Makes You Happy (Sha-Na Boom Boom)" to Take You There" to "If You're Ready (Come Go With Me)." Perhaps the best known was the introspective "Respect Yourself.

"It's still our favorite, it's so universal," Staples says, letting out a girlish laugh that belies her 45 years. "I play it especially when I want to be uplifted."

Despite the label's bankruptcy in 1975, Staples says that Stax was a company to love. "Those years were the best. We were just victims of circumstance. But we stuck with them to the bitter end. And now we're

grateful because it's made us

"When it rains it pours, and we experienced some cloudy days. But you can't ever give up. You have to believe you can do it again.'

Returning to Memphis to record "Turning Point" was the family's way of acknowledging the dawn of a new day. "It was like going back home again," she says of the sessions, which were co-produced by Pervis and Henry Bush. "It was a good feeling, happy all the time."

We were fortunate to hear Staples sing lead on an aching ballad about independence called "On My Own (Continued on opposite page)



Lectern

Ralph Carmichael In His Own Words

By BOB DARDEN

If Ralph Carmichael isn't one of the fathers of contemporary Christian music, then he's certainly one of its uncles. Composer/arranger/executive/visionary Carmichael, the head of the seminal Light label, is one of the few founders of contemporary gospel music to remain active in every facet of the industry today.

This year is Light/Lexicon's 20th anniversary in religious music; it's also Carmichael's 25th anniversary, more or less. This is the first of a two-part column on one of the most affable, talented men in the business—in his own words.

"From the beginning, I've had a great curiosity about music. I started piano lessons at age three and a half, and I enjoyed playing what I heard, but it didn't fulfill me like arranging later would.

"At least I got a good background in music. I'd hear something on the radio and if I couldn't reproduce it with one violin or one trumpet—both of which I studied—I wouldn't rest until I'd skulled it out.

"In college I studied for the ministry until I flunked Hebrew and Greek. Even then I was building groups. About 1949 I put together a band with a full brass and string section and rhythm section and eight vocalists and started doing gospel. Somebody thought that was interesting because we ended up on tv, where we stayed 76 weeks and won an Emmy—even though we were up against Milton Berle. We made some records back then for some smaller Christian labels, long before I met Jarrell McCracken.

"One of my records with a big orchestra ended up in the hands of Lee Gillette, head of a&r at Capitol, who took me in. From there I went to working with Nat Cole, first on a Christmas album, then for another eight years. Later I worked with Rosemary Clooney, Peggy Lee, Jack Jones, Earl Hines, Barbara McNair and eventually nine or ten years with Rogers Williams—just a whole lot of

secular people—all the while still doing what was the love of my life: gospel. It was about that time I wrote 'The Savior Is Waiting.'

"About 1950 I met Billy Graham and ended up doing a number of films for him, beginning with 'Mr. Texas,' which began the Graham film ministry. I kept up the secular work, scoring music for a series of hit tv shows, including 'I Love Lucy,' 'My Mother The Car,' 'O.K. Crackerby!' and others.

"One thing led to another 20 years ago, and I decided to form my own publishing company, Lexicon. I had been dissatisfied with the way Christian publishers were handling copyrights; they'd just let them sit there. I thought I could do a better job.

"I wasn't a salesman, though, so I went to Jarrell McCracken at Word and said we would split it 50/50 if he'd sell what I wrote. I followed that several years later with Light Records.

"By that time, broadly speaking, we had had some acceptance with the big orchestra-with-strings sounds with gospel. I thought I had won the battle. I was a member of a clique on the West Coast that said 'down with rock'n'roll.'

"I was still writing for Roger Williams at the time. Then one day he called and said, 'Can you write rock?' You know, even eighth notes with a Fender bass passed for rock at the time. I said sure, and that was the 'Born Free' album.

"Shortly thereafter, Billy Graham showed me the film 'The Restless Ones.' I liked it, and I had a teenage daughter at the time, so I knew the music had to be real, including those bad ol' even eighth notes. So I wrote 'He's Everything To Me.'

'He's Everything To Me.'

"It didn't sit too well with the powers that be, but their kids loved it. Anyway, that was the beginning of what became a longterm experiment in using the music of the people.

"Some writers have called it the turning point, but the truth is that it would have been turned around eventually. There were some Catholic composers who were already moving in that direction. 'He's Everything To Me' was in the right place at the right time. A lot of folks who had accepted the big orchestras of 1949 to 1963 took 12-14 years to accept what was then called 'folk-rock.' There was a lot of resentment among the adults, but the kids just grabbed ahold of it.

"It was about that time that Kurt Kaiser and I put together the musicals 'Tell It Like It Is' and 'Natural High' for the youth choirs, which took the music into churches. Of course, somewhere in there, it dawned on me that people would like a book with the music from the album. You know, companion piece merchandising, offering the book with the same cover as the album.

"By golly, I had the hardest time convincing Word to display them side by side. They wanted to put them next to the back wall or something. It's like belts and buckles, they gotta go together. Finally, they got the idea and now everybody does it.

"Next came the little chorus books. My notion was to give the kids the most songs for the least money. So in little three-by-five books we packed the melody line, guitar chords and lyrics. First came 'He's Everything To Me Plus 53,' then 'He's Everything To Me Plus 103,' and finally 'He's Everything To Me Plus 153'—they must have sold millions of copies.

"I guess the next notable thing that happened was that I heard this black kid who really had something. Granted, I've always had minor thirds and ninth and eleventh chords in my blood, partly from my time with the King Cole Trio and digging Count Basie and Duke Ellington so long, but I knew I had someone here with a marvelous sense of timing.

"It was a real exciting time for me. But when I took the tracks to Word, they said, 'That's nice.' Same with the album. There wasn't a whole lot of enthusiasm in the beginning. Once



DOUBLE DECADES—Ralph Carmichael, right, poses with World Vision president Ted W. Engstom, after being honored with a plaque commemorating his 20th year in the gospel industry. The presentation took place at the Light Records/Lexicon Music night during the Christian Booksellers Assn. convention in Anaheim.

he sold 100,000 units, though, he was A-OK. Two years later everyone was trying to sign Andrae Crouch out from under me.

'Then came Danniebelle, Tra-

maine, Sandra, the Winans and the rest. Two or three years ago I went to a sales conference and saw that Word had signed something like 10 new black acts!"

Survey for Week Ending 9/1/84 Billboard R Best Selling on Char Week Week Week This ARTIST ARTIST Title, Label & Number (Dist Label) ast Title Label & Number This Last Dist. Label) SADAO WATANABE Rendezvous_Elektra 60371-1 (26) MEWERSHIELD SPYRO GYRA 1 27 27 VOLLENWEIDER Caverna Magica CBS FM 37827 WILES DAVIS Decoy, Columbia FC 38991 DAVID SANBORN
Warner Bros (3) 5 42 28 28 MICHAEL FRANKS
Passionfruit Warner Bros 1-23962 DAVE GRUSIN Might-Lines, GRP A-1006 KAZUMI WATANABE 4 9 29 32 5 6 (5) 62 WYNTON MARSALIS Think Of One Columbia 30 30 MICHAEL HEDGES Aerial Boundaries W Hill WH-1032 (A&M) EARL KLUGH Wishful Thinking, Capitol 5T-12323 3 25 SERGIO MENDES Confetti, A&M SP-4084 FRANK SINATRA L.A. Is My Lady, QWest 25145-1 (Warner Bros.) 31 33 5 7 PATRICE RUSHEN Now, Elektra 60360-1 32 7 11 HEW ENTE PAT METHENY dejoicing, ECM 25004-1 Warner Bros) 9 17 JEFF LORBER In The Heat Of The Night, Arista AL8-8025 21 25 33 THE CRUSADERS Shetto Blaster MCA 5429 8 19 RAMSEY LEWIS/NANCY WILSON The Two Of Us Columbia FC 39326 34 (10) 13 15 GEORGE HOWARD Steppin' Out, TBA TB 201 HERB ALPERT TIJUANA BRASS Bullish, A&M SP-5022 35 (11) STEPS AHEAD 12 19 Modern Times M 50351-1 (Elektra) OSCAR PETERSON Travelin' On, Verve/MPS Series 821663-1 (PolyGram) 36 36 12 11 11 LEE RITENOUR Banded Together, Elektra 60358-1 SHADOWFAX
Shadowdance Windham Hill
WH-1029 (A&M)
SONNY ROLLINS
Sunny Days, Starry Nights,
Milestone M-9122 (Fantasy) 37 38 48 10 19 STANLEY CLARKE Time Exposure Epic FE 38688 13 39 3 14 HERBIE HANCOCK • Future Shock Columbia FC 14 52 38 CHUCK MANGIONE Disguise. Columbia FC 39479 (39) 9 15 15 TYZIK pammin' in Manhattan, Polydor 821605-1Y-1 (PolyGram) STEVE MORSE BAND (40) me introduction, 50369-1 (Elektra) GEORGE WINSTON 16 16 TANIA MARIA Love Explosion Co Picante CJP-230 41 40 27 C-1025 LINDA RONSTADT A
What's New, Asylum 60260 17 17 40 42 23 33 PIECES OF A DREAM Imagine This, Elektra 60270 18 19 BRANFORD MARSALIS Scenes In The City Columbia 43 31 25 WEATHER REPORT
Domino Theory, Columbia FC 18 Scenes In FC 38951 COUNT BASIE JARREAU . 44 37 72 20 7 19 ner Bros. 1-23801 ic Basie, Verve/MPS es 821291-1 (PolyGram) Jarreau, Warner Bros. 1-2
WORLD SAXOPHONE 45 46 3 GEORGE WINSTON
Windham Hill C-1012 OUARTET 22 20 QUARTEI Live In Zurich, Black Saint BSR 0077 (PolyGram) MICHEL PETRUCCIANNI (21) HERBIE HANCOCK Sound-System, Columbia FC 7 46 29 100 Hearts, George Collection GW 3001 Collection GW 300.
KITTYHAWK
Fanfare Zebra ZR 5001
GEORGE WINSTON
Winter Into Spring, Win 19 29 22 KENNY G G Force Arista AL8-8192 48 3 47 VARIOUS ARTISTS
That's The Way I Feel-A
Tribute To Thelonious Mo
A&M SP-6600 7 (23) 26 48 34 114 SHADOWFAX Shadowfax, Windham Hill WH 15 41 EAST COAST OFFERING East Coast Offering, MCA 5494 24 7 24 Shadowfax, 1 1022 (A&M) 25 25 5 BOBBY McFERRIN The Voice, Musician 60366-1-E 50 42 7 MAKOTO Makoto, QWest 25111-1 (Warner Bros.)

Copyright 1984, Billboard Publications, Inc. No part of this publication may be reproduced, stored in a 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

■ Bullets are awarded to those products demonstrating the greatest sales gains this week (Prime Movers).
■ Recording Industry Assn. of America seal for sales of 500,000 units (seal indicated by dot). ▲ Recording Industry Assn. of America seal for sales of 1,000,000 units (seal indicated by triangle).

JAZZ Blue Notes

Grant Off The Air; Davis Back On

By SAM SUTHERLAND and PETER KEEPNEWS

There's good news and bad news on the jazz radio front. One of the grand old men of jazz broadcasting, Felix Grant, is out of a job in Washington. But another veteran, Les Davis, is back on the air in New York.

Billboard's Bill Holland reports that Grant, an institution in the D.C. area, would be getting ready to celebrate the 30th anniversary of his evening jazz show on WMAL in just a few weeks—if management hadn't spoiled his plans by dismissing him.

Grant, who is widely credited with a key role in popularizing the bossa nova in the U.S., was informed on Aug. I that he was being let go, Holland reports, although the top-rated AM station didn't officially acknowledge his dismissal until two weeks later. He was scheduled to do his last show on Friday (31).

Grant, 65, was fired by WMAL once before. Five years ago, executive vice president Andy Ockershausen let the veteran personality go, but rehired him after an outpouring of angry listener complaints. Since that time, critics say, the station has sought to sever any connection with a jazz image and has failed to promote Grant's program. Further eroding his listenership, they say, was the station's decision to shift his time slot and introduce sports talk features.

Grant told Holland that, despite the decline in his listenership, he has received hundreds of letters and phone calls since his dismissal (again by Ockershausen) was announced. WMAL has not said how many letters of complaint it has received.

WMAL's decision that Grant was expendable was tied to its growing shift to a format of light rock, mixed with talk, news and sports. The station slipped from first to fourth in the most recent Arbitron ratings.

It was apparently the station's belief that a show like Grant's would be more at home on the FM band, and now

it's up to Grant to find an FM station that agrees. He says he will be talking to several in the Washington area, but he admits that tight formatting may make it difficult for him to find a new home.

The news for jazz is better in New York, where Les Davis, a longtime jazz mainstay (albeit not quite as longtime as Grant), is back on the air seven nights a week.

Davis, who lost his last gig when the station he was working for became top 40 powerhouse WHTZ, can be heard on WEVD from midnight to 5 a.m. He's live Monday through Friday, with taped reruns on weekends. He's also negotiating with at least one local nightclub about doing Sunday night remote broadcasts.

* * *

Also noted: The so-called Jazz Walk plaques on the sidewalk in front of the CBS Building in New York are being replaced. The original plaques, honoring some of the jazz immortals who once performed on 52nd St., were made of granite and have been showing marked signs of pedestrian wear and tear. The replacement plaques, made of bronze, will be installed along with new ones honoring Count Basie, Errol Garner, Red Norvo and Ben Webster. CBS is underwriting the cost... The Dutch Timeless label is back on the U.S. market, via a licensing deal with the new Zebra label (Blue Notes, June 9). The first four Zebra/Timeless releases, featuring Chet Baker, the Timeless All-Stars (with Bobby Hutcherson, Harold Land and others), Eastern Rebellion (led by Cedar Walton) and Swiss pianist Eugen Cicero, have just been released ... Tower Records in New York recently gave away two very special trumpets, one signed by Miles Davis and the other signed by Wynton Marsalis, as part of a Columbia Records promotion. Also given away were framed, autographed copies of the jackets of the two artists' current albums.

News/International_

Vangelis 'Outraged' By Two-Sided Single

LONDON—A growing trend among British record companies to boost sales of new singles by marketing them as double-packs with past hits has sparked a row here between Pole" by selling it shrink-wrappedheheme from the successful movie. But the artist's manager Jannis Zagraphos says he is "outraged" by the campaign.

The "Chariots Of Fire" single, which has been selling strongly again here after broadcast exposure as the theme of BBC TV's Olympic coverage, has no catalog number, Zagraphos says, so that dealers on the U.K. chart returns panel will be forced to key in the "State Of Independence" number even where customers have asked specifically for the earlier title. He also questions how anyone will know how many copies of a single without a catalog number have been pressed or sold.

"We were not informed of the campaign by Polydor, and we would never have allowed it if we had been asked," he says. "We have never been involved in any hype, and we do not agree with giving records away. Also, Vangelis is personally upset because we have always tried to keep joint work by Jon & Vangelis totally sepa-

rate from their individual activities."

Although the new form of marketing is technically within the chart rules drawn up with the British Phonographic Industry, Gallup chart manager Godfrey Rust admits the company is unhappy about the situation and has requested a re-examination of the relevant rulings.

However, Polydor managing director Tony Morris comments: "Gallup was informed of the campaign, which is perfectly within the rules, and in any case only 5,000 double-packs were released. There is nothing untoward about releasing a disk without a catalog number; all the relevant copyright credits are on the label."

In recent weeks, Lionel Richie's "Stuck On You" has been marketed here with a three-track cassette of previous hits; Smokey Robinson's "And I Don't Love You" has had similar treatment; Tom Robinson's "Back In The Old Country" was sold with "War Baby," Working Week's "Storm Of Light" with "Venceremos," Miquel Brown's "He's A Saint, He's A Sinner" with "So Many Men, So Little Time" and Prince's 12-inch "When Doves Cry" with "1999."

Big Quarterly Upturn In British Trade Deliveries

• Continued from page 9

by the youth fashion factors which have always been so evident in the singles market."

Singles in the quarter under analysis recorded a modest increase, rising 4% to 16.4 million units compared to 15.8 million. Value was up 15% to \$21.06 million, compared with \$18.33 million in the second quarter of 1983.

Increases in turnover are attributed by BPI to the growing popularity of 12-inch singles, which, according to Gallup market research, accounted for 31% of all singles purchased in the April-June period. The figure was 25% for the same period last year.

And BPI emphasizes that the Compact Disc is "another success story," with steady growth in sales, having taken off far more quickly in terms of consumer acceptance and turnover in one year than the prerecorded cassette did in 1967.

It was three years before the cassette configuration hit the millionunit sales mark, but Compact Disc appears likely to achieve that milestone within 18 months. "A better coordinated marketing effort by all the CD-producing companies than was set in motion for the prerecorded cassette is surely the reason," BPI suggests.

Second quarter deliveries of CDs to the trade were, at 135,000, well up on the 110,000 recorded for the first quarter this year. Trade estimate is that a further 500,000 will be sold before year's end, giving a total of 750,000 units with a monetary value of around \$6.5 million.

The extra revenue generated by the new configuration has already pushed sales past the \$390 million mark for the first time. The value of all trade deliveries in the full 12 months to June, 1984, was \$393.64 million.

Restructuring At EMI U.K.

LONDON—EMI Records U.K. has been restructured in the a&r and marketing sectors so that the company is now virtually split into two units. One unit is solely involved with new, currently signed contemporary acts, while the other handles all other product, including tv merchandising and back catalog.

David Munns, from corporate service with Capitol/EMI in Canada, has been named director of artist development by managing director Peter Jamieson. Munns is responsible for acquiring, developing and marketing contemporary acts and repertoire.

David Hughes has been named director of strategic marketing, a new division responsible for tv product, Compact Discs, music videos and catalog marketing, along with general merchandising and record tokens, and for budget/midprice product through the Fame and Music For

Pleasure outlets.

Says Jamieson: "By clearly defining contemporary a&r and marketing as a separate division, my hope is that we can do more justice to all the artists on our current roster, while other executive minds can concentrate on other product areas."

EMI this week releases six major albums by name artists in the CD format. The acts involved are Queen, Iron Maiden, Joe Cocker, Kraftwerk, Tina Turner and Pink Floyd. And a CD release of Paul McCartney's "Give My Regards To Broad Street" soundtrack is due in October.

ACTIONMART

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

Canada

WILL EXCLUSIVITY BE A PROBLEM?

MTV Deals Haunt Much Music

By KIRK La POINTE

TORONTO—Questions have arisen on how far MTV can exert its exclusivity contracts for video clips. Will MuchMusic Network, the Canadian service which competes head-to-head for the television receiver-only market, feel the pinch when MTV enforces the letter of its agreements with record companies?

MuchMusic, the CHUM Ltd.-owned Canadian rock video service, was to have made its debut Friday (31) at 6 p.m. Eastern Standard Time in a free preview on Canadian cable systems. Later this month, its signal will be scrambled and the service will be converted into pay-tv.

But the vitality of MuchMusic's video programming could be sapped if MTV turns thumbs down on allowing competitive and foreign firms to broadcast videos within the seven-to 30-day period specified by its exclusivity arrangement with record companies.

Will the flow of foreign videos be stemmed by MTV? MuchMusic president and chief executive officer Moses Znaimer thinks not. MTV officials have still not commented on the reported agreements.

Znaimer says he doubts MTV "could find a reason to exert a sort of extra-territoriality." He adds, "We don't expect to be affected by it."

MuchMusic continues to discuss other, unrelated agreements for production and programming with MTV, but no details have yet been released.

One of the principal attractions of the programming turned out in the last six years by CHUM-owned CITY-TV Toronto—the broadcast headquarters for MuchMusic—has been its aggressive procurement of hot-off-the-press foreign videos. Excellent foreign contacts have helped the CITY group develop virtually unparalleled music programming, particularly during the infancy of the television form.

Now, just as the service is ready to go national, having been given a license earlier this year by the Canadian Radio-Television & Telecommunications Commission, it may face the threat of key videos being withheld. Oddly enough, the MTV action is being viewed as a move to block American competition.

At present, MTV isn't available on Canadian cable television. Regulatory policymakers wanted to allow the development of a Canadian service, over which the government can hold some content control, before simply importing a foreign model. But MTV is still widely available, particularly to the growing TVRO

Every Week
In Billboard
Computer
Software
Chart

- Entertainment Top 20
- Education Top 10
- Home Management
 Top 10

(Television Receiver Only) market in taverns, hotels and condominiums, where the reception of unlicensed signals has turned into an epidemic no one quite knows how to cure.

The CRTC was believed to have jurisdiction over such systems and the power to close them down. But a court ruling earlier in the year allowed a Winnipeg hotel to continue showing such signals because the legislation enforcing the CRTC rights was vague. An appeal was launched, but is still pending.

MuchMusic has aimed squarely at the market weaned on MTV. Its playlist, while wider in scope than its U.S. counterpart, still targets the AOR market.

Meanwhile, MuchMusic executives have travelled the country in the last few weeks to convince tavern owners they should sell their satellite dishes and buy MuchMusic on cable. The officials have made strong pledges to keep the taverns in tune with the channel, principally by staging local-area concerts or sending crews to cover shows in the regions in which the clubs are located.

MuchMusic debuts with a total reach of about three million cable subscribers, but only about a 10% actual penetration of buyers. Among its advertising clients are breweries, which want dearly to have MuchMusic in the clubs as beer ads roll through the programming.

Looming on the horizon, however, is the prospect of Canadian compensation for videos. Even though MuchMusic has agreed to apportion 2.4% of gross revenues to an independent video production fund, some believe it is only a matter of time before Canadian record companies knock on the door and demand payment for the use of the clips.

Ticket Services In Defense Of Practices

TORONTO—Officials at Best Available Seating Service (BASS) and Ticketron of Toronto have defended their practices in letters to the Toronto Star following the newspaper's summer-long series outlining "Ticket Traumas" experienced by concert-goers in the market.

Readers of the paper sent dozens of letters and identified five major areas of concern. While the ticket agency officials said they were "sympathetic" to problems, they defended the status quo and did not predict many changes in their business practices.

Readers identified key problems as the pre-sale of "best" seats, poor crowd control at outlets, poor telephone ordering services, inadequate credit card ordering facilities and computer breakdowns.

BASS operations manager Bob Osbourne says the Concert Productions International Cheap Thrills Club rarely uses more than a couple of hundred seats. The club has a membership fee that allows advanced access to the best available seating.

Osbourne, whose firm handles the CPI sales, says he never knows how many the promoter will hold back for the press, VIPs and friends. "We just distribute the tickets we're allocated," he says.

Ticketron general manager Michael Carrigg says his agency, which sells for the Kingswood Music Theatre, a 15,000-seat venue at Canada's Wonderland near Toronto, and the O'Keefe Centre, a 3,000-seater in Toronto, tries to discourage promoters from holding back a significant number of tickets.

Neither BASS nor Ticketron accepts the blame for poor crowd control at outlets, saying they are forced to comply with regulations at stores in which the outlets are housed. Stores take care of their own crowd control.

But BASS and Ticketron have made one concession concerning complaints about staff competency by setting up a re-training program for employees to help hasten ticket processing.

Carigg and Osbourne claim that telephone ordering systems are sufficient, even though Osbourne said in his letter that "I might have to dial 15 or 20 times before I connect (with the taped message telling callers to wait for an operator), but I've never had to wait more than 10 minutes to place an order." Some BASS sales can't take place by phone until after 5 p.m. following a 10 a.m. in-person sale, however, which allows the latter customer a seven-hour edge on his phoning counterpart.

Carigg says phone orders are always taken at the same time as inperson orders, sometimes sooner. But he agrees that no phone ordering system can handle large-scale traffic, and that delays are part of the game.

BASS also has indicated it will change policy to allow credit card purchases at some record and video outlets next summer, with an on-line, instant authorization system. Ticketron generally accepts credit cards for purchases.

On the subject of computer breakdowns, the two managers are in full agreement. They claim nothing can be done about them.



A MUSIC VIDEO SOURCE FOR CANADA'S CLUBS, TAVERNS, DISCOTHEQUES, etc.

THE NEWEST VIDEO CLIPS
VIDEOS FROM ALL RECORD COMPANIES
FAST SERVICE • NETWORK NEWSLETTER
THE HIGHEST QUALITY • LOW, LOW, COST
COAST IN CANADA TELENATIONAL NETWORK VIDEO INC.

COAST TO COAST IN CANADA

For To

Information M

Call: C

Toronto Montreal Quebec City 1-416-466-4444 1-514-253-0407 1-418-529-1884

Billboard HitsOfThe World

Copyright 1984, Billboard Publications, Inc. No part of this publication lectronic mechanical, photocopying, recording, or otherwise, without the

BRITAIN

(Courtesy of Music & Vi As of 9/4/84 eo Week)

SINGLES

11113	Last	
Week	Week	
1	1	CARELESS WHISPER, George
		Michael, Epic
2	3	I JUST CALLED TO SAY I LOVE
		YOU, Stevie Wonder, Motown
3	2	AGADOO, Black Lane, Flair
	-	THE TO OFF TO KNOW YOU

AGADOO, Black Lane, Piair LIKE TO GET TO KNOW YOU WELL, Howard Jones, WEA SELF CONTROL, Laura Branigan, Atlantic PASSENGERS, Elton John,

Rocket DR. BEAT, Miami Sound Machine, Epic WHATEVER I DO, Hazell Dean,

Proto
TWO TRIBES, Frankie Goes To

Proto
TWO TRIBES, Frankie Goes To
Hollywood, ZTT
STUCK ON YOU, Trevor
Walters, I&S
I'LL FLY FOR YOU, Spandau
Ballet, Reformation
WHAT'S LOVE GOT TO DO
WITH IT, Tina Turner, Capitol
WHITE LINES, Grandmaster &
Melle Mel, Sugar Hill
2 MINUTES TO MIDNIGHT, Iron
Maiden, EMI
SOME GUY'S HAVE ALL THE
LUCK, Rod Stewart, Warner
Bros.
ON THE WINGS OF LOVE,
Jeffrey Osborne, A&M
MOTHERS TALK, Tears For
Fears, Mercury
GHOSTBUSTERS, Ray Parker
Jr., Arista
WHEN DOVES CRY Prince

GHOSTBUSTERS, Ray Parker Jr., Arista WHEN DOVES CRY, Prince, Warner Bros. RELAX, Frankie Goes To Hollywood, ZTT SUNGLASSES, Tracey Ullman, Stiff BIG IN JAPAN, Alphaville, WEA WILLIAM, Smiths, Rough Trade MASTER AND SERVANT, Depeche Mode, Mute I NEED YOU, Pointer Sisters, Planet

Planet
THE MORE YOU LIVE, Flock of

Seaguils, Jive
LOVE SONGS ARE BACK
AGAIN, Band Of Gold, RCA
IT'S A HARD LIFE, Queen, EMI
ARE YOU READY, Break
Machine, Record Shack
CLOSEST THING TO HEAVEN,
Kane Gang, Kitchenware

Kane Gang, Kitchenware EVERYBODY'S LAUGHING, Phil Fearon & Galaxy, Ensign MADAM BUTTERFLY, Malcolm McLaren, Charisma TOSSING AND TURNING,

33

Windjammer, MCA
TALKING IN YOUR SLEEP,
Bucks Fizz, RCA
HOLE IN MY SHOE, Neil, WEA
DOWN ON THE STREET,

Shakatak, Polydor HOT WATER, Level 42, Polydor YOU THINK YOU'RE A MAN,

Divine, Proto SUNSET NOW, Heaven 17,

Virgin GIRL YOU'RE SO TOGETHER, Michael Jackson, Motown

ALBUMS

NOW THAT'S WHAT I CALL MUSIC III, Various, Virgin
PRIVATE DANCER, Tina Turner,

PRIVATE DANCE., Capitol CAN'T SLOW DOWN, Lionel Richie, Motown LEGEND, Bob Marley & Wailers,

DIAMOND LIFE, Sade, Epic THE WORKS, Queen, EMI PARADE, Spandau Ballet,

Reformation
PHIL FEARON & GALAXY,

Ensign HUMAN'S LIB, Howard Jones, WEA THRILLER, Michael Jackson, Epic REAKING HEARTS, Elton

11 John, Rocket BREAK OUT, Pointer Sisters, 12

BREAK OUT, Pointer Sisters, Planet
AN INNOCENT MAN, Billy Joel, CBS
NOW, THAT'S WHAT I CALL
MUSIC II, Various, Virgin
PURPLE RAIN, Prince &
Revolution, Warner Bros.
1100 BEL AIR PLACE, Julio
Iglesias, CBS
DOWN ON THE STREET,
Shakatak, Polydor
HUMAN RACING, Nik Kershaw,
MCA
BORN IN THE U.S.A., Bruce
Springsteen, CBS
INTO THE GAP, Thompson
Twins, Arista
BREAKDANCE YOU CAN DO IT!,
Various, K-tel
BREAKDANCE, Various, Polydor 15

17 18

19

20 19 21

23 22 AMERICAN HEARTBEAT,

Various, Epic SHE'S SO UNUSUAL, Cyndi 23 24 Lauper, Portrait SELF CONTROL, Laura 25

Branigan, Atlantic CAMOUFLAGE, Rod Stewart, 26

Warner Bros.
QUEEN GREATEST HITS, EMI 27 28 ALCHEMY-DIRE STRAITS LIVE. Vertigo
JUST THE WAY YOU LIKE IT, 29

SOS Band, Tabu
THE STORY OF A YOUNG
HEART, Flock Of Seaguls, Jive
BAT OUT OF HELL, Meat Loaf, 30

31 Epic VICTORY, Jacksons, Epic

32 33 34 PRIMITIVE, Neil Diamond, CBS BRILLIANT TREES, David Sylvian, Virgin DISCOVERY, Mike Oldfield, 35

Virgin U2 LIVE UNDER A BLOOD RED SKY', Island NEW FANTASTIC, Wham!, Inner

NEW TOO LOW FOR ZERO. Elton

John, Rocket
NEW NOW THAT'S WHAT I CALL
MUSIC, Various, EMI
31 SISTERS, Bluebells, London

CANADA

(Courtesy of The Record) As of 8/30/84

SINGLES

This Last Week Weel

GHOSTBUSTERS, Ray Parker Jr., Arista, PolyGram
WHEN DOVES CRY, Prince & the Revolution, Warner Bros./ WEA WHAT'S LOVE GOT TO DO

WITH IT, Tina Turner, Capitol ALL OF YOU, Diana Ross & Julio Iglesias, Columbia/CBS MISSING YOU, John Waite,

Capitol
SELF CONTROL, Laura Branigan, Atlantic/WEA SHE/BOP, Cyndi Lauper, Epic/

CBS STUCK ON YOU, Lionel Richie,

Motown/Quality
ROMANCING THE STONE, Eddy
Grant, Portrait/CBS
IF THIS IS IT, Huey Lewis & the
News, Chrysalis/MCA
SAD SONGS (SAY SO MUCH),
Elton John, Geffen/WEA
I CAN DREAM ABOUT YOU, Dan

Hartman, MCA
DANCING IN THE DARK, Bruce Springsteen, Columbia/CBS WARRIOR, Scandal, Columbia/

CBS
NEW LET'S GO CRAZY, Prince & the Revolution, Warner Bros./WEA

13 BREAKIN' ... THERE'S NO STOPPING US, Ollie & Jerry,

Polydor/PolyGram
IF EVER YOU'RE IN MY ARMS

AGAIN, Peabo Bryson, Elektra/ WEA LIGHTS OUT, Peter Wolf, EMI

America/Capitol
NEW ROUND AND ROUND, Ratt, 19

Atlantic/WEA
TWO TRIBES, Frankie Goes To
Hollywood, Island/MCA

ALBUMS

PURPLE RAIN, Prince & the Revolution, Warner Bros./WEA BORN IN THE U.S.A., Bruce Springsteen, Columbia/CBS SPORTS, Huey Lewis & the News, Chrysalis/MCA PRIVATE DANCER, Tina Turner, Capitol

Capitol GHOSTBUSTERS, Soundtrack, Arista/PolyGram SHE'S SO UNUSUAL, Cyndi

Lauper, Epic/CBS BREAKING HEARTS, Eiton John, Geffen/WEA
HEARTBEAT CITY, Cars,

Elektra/WEA
ELIMINATOR, ZZ Top, Warner Bros./WEA FOOTLOOSE, Soundtrack,

Columbia/CBS CAN'T SLOW DOWN, Lionel Richie, Motown/Quality CONDITION CRITICAL, Quiet

Riot, Pasha/CBS OUT OF THE CELLAR, Ratt, Atlantic/WEA SELF CONTROL, Laura

14 SELF CUNTROL, Laura
Branigan, Atlantic/WEA
16 CAMOUFLAGE, Rod Stewart,
Warner Bros./WEA
NEW NO BRAKES, John Waite, EMI
America/Capitol
17 INTO THE GAP, Thompson
Twins, Arista/PolyGram
20 BREAK OUT, Pointer Sisters,
RCA

RCA VICTORY, Jacksons, Epic/CBS SEVEN AND THE RAGGED TIGER, Duran Duran, Capitol.

WEST GERMANY

rtesy Der Musik As of 9/3/84

SINGLES

This Last REACH OUT, Giorgio Moroder,

SUCH A SHAME, Talk Talk EMI HIGH ENERGY, Evelyn Tho

Ariola SMALLTOWN BOY, Bronski Beat, Metronome 1001 NACHTS, Klaus Lage Band, 5

Musikant/EMI TWO TRIBES, Frankie Goes To 6 Hollywood, Island/Ariola PRECIOUS LITTLE DIAMOND,

Fox The Fox, CBS TO FRANCE, Mike Oldfield

Virgin MANNER, Herbert Groenemever. 9 EYES WITHOUT A FACE. Billy 10

Idol, Chrysalis/Ariola SLICE ME NICE, Fancy, 11

Metronome

WON'T LET THE SUN GO
DOWN ON ME, Nike Kershaw 12 13

DOWN ON ME, Nike Kershaw, MCA/WEA
SELF CONTROL, Laura
Branigan, Atlantic/WEA
WAKE ME UP BEFORE YOU GO
GO, Whamit, Epic/CBS
WHAT'S LOVE GOT TO DO
WITH IT, Tina Turner,
Capitol/EMI
WHEN DOVES CRY, Price,
Warner Bros./WEA
NEVERENDING STORY, Limahl,
EMI 14 15

EMI LINDA, Ace Cats, CBS TIME AFTER TIME, Cyndi Lauper, Epic/CBS DUM DUM GIRL, Talk Talk, EMI

ALBUMS

DISCOVERY, Mike Oldfield,

Ariola 4630 BOCHUM, Herbert Groenemeyer, EMI SCHWEISSPERLEN, Klaus Lage

Band, Musikant/EMI IT'S MY LIFE, Talk Talk, EMI MAN ON THE LINE, Chris De

Burgh, A&M/CBS
ZWESCHE SALZJEBAECK UN BIER, BAP, Musikant/EMI BREAKING HEARTS, Elton John, Rocket, Phonogram PRIVATE DANCER, Tina Turner,

Capitol/EMI DIAMOND LIFE, Sade, Epic/CBS

DIAMOND LIFE, Sade, Epic/CBS PARADE, Spandau Ballet, Chrysalis/Ariola VICTORY, Jacksons, Epic/CBS FOOTLOOSE, Soundtrack, CBS BORN IN THE USA, Bruce

Springsteen, CBS
REBEL YELL, Billy Idol,
Chrysalis/Ariola
32 Hits von Elvis, Elvis Presley,

15 STREET OF FIRE, Soundtrack, 16

MCA/WEA HUMAN RACING, Nik Kershaw, 17

MCA/WEA THE WORKS, Queen, EMI

CAN'T SLOW DOWN, Lionel Richie, Motown/RCA THRILLER, Michael Jackson,

AUSTRALIA

sy Kent Music As of 9/5/84

SINGLES

This Last

12

19

WAKE ME UP BEFORE YOU GO GO, Wham!, Epic WHEN DOVES CRY, Prince, 2 Warner Bros.
I CAN DREAM ABOUT YOU, Dan 3

Hartman, MCA
WHAT'S LOVE GOT TO DO
WITH IT, Tina Turner, Interfusion
BURN FOR YOU, Inxs, WEA
TWO TRIBES, Frankie Goes To

Hollywood, Island TO SIR WITH LOVE, Vicki Sue Robinson, RCA SMALL TOWN BOY, Bronski

Beat, London
DANCING IN THE DARK, Bruce Springsteen, CBS
OH SHERRIE, Steve Perry, CBS
SELF CONTROL, Laura

Twelfth Man, EMI SWEET AND SOUR, Takeaways, 13 ABC
JUMP, Pointer Sisters, Planet
UP ROCK, Rock Steady Crew,

Branigan, Atlantic IT'S JUST NOT CRICKET,

Virgin BORDERLINE, Madonna, Sire **GHOSTBUSTERS, Ray Parker** Jr., Arista ONLY WHEN YOU LEAVE,

Spandau Ballet, Chrysalis RUN RUNAWAY, Slade, RCA

16 HEAVEN MUST BE THERE. Eurogliders, CBS

ALBUMS

H'ITS HUGE '84, Various, CBS RODNEY RUDE LIVE, EMI 1984 THE MUSIC, Various, EMI PURPLE RAIN, Prince, Warner Bros. BORN IN THE U.S.A, Bruce Springsteen, CBS CAN'T SLOW DOWN, Lionel

Richie, Motown SWEET AND SOUR, Takeaways, ABC
THE SWING, Inxs, WEA
PRIVATE DANCER, Tina Turner,

Interfusion PARADE, Spandau Ballet,

Chrysalis
BREAKING HEARTS, Elton 11 John, Rocket COLOUR BY NUMBERS, Culture

Club, Virgin MADONNA, Sire ELIMINATOR, ZZ Top, Warner Bros.
MASTERPIECES, Sky, Ariola
SIDEWALK, Icehouse, Regular
LEGEND, Bob Marley & Wailers,

Island BODY AND THE BEAT, Dragon, 18

20

Polydor REWIND, Rolling Stones, Rolling

JAPAN (Courtesy Music Labo) As of 9/3/84

SINGLES

HOSHIKUZU NO STAGE, Checkers, Canyon/Yamaha JIKKAI, Akina Nakamori,

JIKKAI, Akina Nakamori,
Warner-Pioneer
ATAMANI KAITA ROMANCE,
Toshihiko Tahara,
Canyon/Johnny's
PINK NO MOZART, Seiko
Matsuda, CBS-Sony/Sun
I LIKE CHOPIN, Asami
Kobayashi & C Point, CBSSony/PMP
ZENRYAKU MICHI NO UEYORI,
Issuifuubi, TJC/TokumaIsseifuubi
MOMOIRO TOIKI, Mariko
Takahashi, Victor/Bird-JCM

momorno Tulki, Mariko
Takahashi, Victor/Bird-JCM
MISS BRAND NEW DAY,
Southern All Stars,
Victor/Amuse
NEVER, MIE, CBS-Sony/Nichion
MEIKYUU NO ANDROLA, Kyoko
Koizumi, Victor/Burning

Koizumi, Victor/Burning AI OBOETE IMASUKA, Mari

Tatsunoko NAGARAGAWA ENKA, Hiroshi Itsuki, TJC/TV Asahi-RFMP-Sound 1 SUMMER EYES, Momoko

SUMMER EYES, Momoko
Kikuchi, VAP
TSUGUNAI, Teresa Teng,
Taurus/JCM
Mr. Sailorman, Yuu Hayami,
Taurus/Sun-JCM
MEPPUU, Hidemi Ishikawa,
RVC/Geiei-TV Asahi
FUTARI NO ISLAND, Yuko
Ishikawa & Chage, Radio
City/Yamaha
TOKYO SUGAR TOWN, Chiemi
Hori, Canyon/Top
CHANCE, Takako Shirai, CBSSony/PMP-Thunder
MUSUMEYO, Gannosuke Ashiya,
Teichiku/J&K

FOOTLOOSE, Soundtrack, CBS-Sony NINKIMO NO DO IKOU,

Southern All Stars, Victor/Amuse ZETTAI CHECKERS, Checkers, Canyon HOLD YOUR LAST CHANCE, Tsuyoshi Nagabuchi, Fun

House CRYPTOGRAPH, Asami Kobayashi, CBS-Sony E, Eikichi Yazawa, Warner

Pioneer BIG WAVE, Tatsuro Yamashita,

Moon
VICTORY, Jacksons, Epic-Sony
MICHI GA ORETACHI NO SE
WO OSHITA, Issei Fuubi, TJC
OFFICIAL OLYMPIC ALBUM,
Various, CBS-Sony
BETTY, Kyoko Koizumi, Victor
PURPLE RAIN, Prince, Warner-10

Pioneer MUSIC FROM MACROSS, Soundtrack, Victor SHINING, Masahiko Kondo, RVC STREET OF FIRE, Soundtrack,

Victor
NEW SCREENPLAY FROM MACROSS, Soundtrack, Victor
COLLECTIONS, Yuko Ishikawa,
Radio City

16 THE RENAISSANCE, Alfee,

Canyon THE BEST YEAR OF MY LIFE, Off Course, Fun House

ROMANTIC CINEMATIC, Takao

ITALY

(Courtesy Germano R As of 8/28/84 ALBUMS Ruscitto)

Week Week 1 NEW

MIXAGE NO. 3, Various, Baby/CGD-MM CANZONI PER L'ESTATE NO. 2,

Various, Ricordi FESTIVAL BAR, Various, Ricordi CANZONI PER L'ESTATE NO. 1, Various, CGD-MM CANZONI PER L'ESTATE NO. 3,

Various, Ricordi CUORE, Antonello Venditti

Heinz/Ricordi MIXADA, Various, Panarecord IL GRANDE ESPLORATORE,

Toni Esposito, Bubble VA BENE VA BENE COSI, Vasco ROSSI, Carosello
PUZZLE, Gianna Nannini, Ricordl
POLE POSITION, Various, RCA
FABIO CONCATO, PolyGram
FLYING MIX NO. 5, Various,

Gong MUSICANTE, Pino Daniele, EMI UCCELLI D'ITALIA, Squallor,

Ricordi LEONI SI NASCE, Renato Zero, 16 DEE JAY TIME SUMMER, 17

Various, EMI VICTORY, Jackson Five, CBS SEVEN AND THE RAGGED TIGER, Duran Duran, EMI BORN IN THE U.S.A, Bruce

NETHERLANDS (Courtesy Stichting Nederlandse Top 40)
As of 9/1/84

SINGLES Week Week SMALLTOWN BOY, Bronski

Beat, London THE GLAMOROUS LIFE, Sheila E, Warner Bros. HIGH ENERGY, Evelyn Thomas,

Nun TWO TRIBES, Frankie Goes To

Hollywood, Island WHEN DOVES CRY, Prince, Warner Bros.
I WON'T LET THE SUN GO DOWN ON ME, Nik Kershaw,

CARELESS WHISPER, George

Michael, Epic NEW MIJN STAD, Danny de Munk,

NEW I'M YOUR SON SOITH AMERICA, Sylvio, RCA I'M YOUR SON SOUTH AMERICA, Sylvio, RCA

AL BUMS

PARADE, Spandau Ballet, Chrysalis DIAMOND LIFE, Sade, Epic DISCOVERY, Mike Oldfield,

Virgin EDEN, Everything But The Girl, WEA VICTORY, Jacksons, Epic LEGEND, Bob Marley & Wailers

Island PURPLE RAIN-Prince-Warner

Bros.
1100 BEL AIR PLACE, Julio Iglesias, CBS
JUNK CULTURE, OMD, Virgin CAN'T SLOW DOWN, Lionel Richie, Motown



Billboard Singles Reviews.

Pop picks-

TINA TURNER—Better Be Good To Me (3:43); producer: Rupert Hine; writers: Knight, Chinn, Chapman; publishers: Chinnichap/Land of Dreams, BMI/ASCAP; Capitol B-5387. Power and authority that set a new stan-

dard for female rockers (though musicians have been saying that about her for 15 years).

ELTON JOHN—Who Wears These Shoes? (3:38); producer: Chris Thomas; writers: Elton John, Bernie Taupin; publisher: Intersong, ASCAP; Geffen 7-29189, Jogalong rock number, graced by John's gift for making good times out of hard feelings.

DAVID BOWIE—Blue Jean (3:08); producers: David Bowie, Derek Bramble, Hugh Padgham; writer: David Bowie; publisher: Jones, ASCAP; EMI America B-8231. Catchy, danceable pop: Bowie hasn't gone so far out of

CHAKA KHAN—I Feel For You (4:03); producer: Arif Mardin; writer: Prince; publisher: Controversy, ASCAP; Warner Bros. 7-29195. Alluring Prince cover includes Stevie Wonder on harmonica, spectacular edits by Mardin and witty voice-as-percussion section.

-recommended

FLASHPOINT—Flashpoint (3:47); producer: Evan Archerd; writer: Scott Richardson; publisher: Carboniferous, BMI; EMI America B-8237. Serious social-awareness boogie, from the movie of the same name.

REVENGE—They're So Incredible (3:44); producer: Ollie E. Brown; writers: O. E. Brown, J. Knight, T. Newman; publishers: Ollie Brown Sugar/Almo/Crimsco, ASCAP/ Warner-Tamerlane/Sprocket, BMI; Scotti Brothers ZS4-04569. Bouncy electronic dance-pop from "Revenge of

Y&T—Don't Stop Runnin' (3:35); producer: Tom Allom; writers: Y&T, Philip Kennemore, Geoffrey Leib; publishers: Facemelting/Irving/Leibraphone, BMI; A&M AM-2669. Heavy metal at a frantic tempo

also received

MOVIES—Photograph (3:10); producer: Jr. Wilson; writer: Jr. Wilson; publisher: Almost Friends, BMI; Snap Shot/Kiderian SS-4517. Contact: (312) 399-5535.

MECHANIX—Desperate (3:22); producer: not listed; writer: Dan Bergin; publisher: Wild Moose, BMI; Tempe T-4515. Contact: (312) 399-5535.

WISE GUYS—Just An Accident (1:55); producer: not listed; writer: Gregg Hakalmazian; publisher: Wink, BMI; Kiderian KRP-4518. Contact: (312) 399-5526.

Hakaimazian, publisher: 5535.
STYLE 32—Geosynchronous Orbit (4:55); producers: Jim Fox, Style 32; writers: Patrick, Topping, Duclos; publisher: Années Folles, BMI, Civil Defense NR15559. Contact: (301) 986-9303.
TED WYKA—Arson Man (2:27); producer: Ted Wyka; writer: Ted Wyka; publisher: Twin Lakes, BMI; Twin Lakes/Kiderian TL-4524. Contact: (312) 399-

lisher: Twin Lakes, BMI; Twin Lakes/Kroerian TL-924. Contact (327) 5535.

ART NOUVEAU—American Boy (3:08); producers: P. Otero, G. Bauer; writers: P. Otero, G. Bauer; publisher: 100 Grand, BMI; 100 Grand GKB501. Label based in Newburgh, N.Y.

JIM "SCREAMER" STOKES—333 N. Michigan (3:27); producer: Jim "Screamer" Stokes; writer: Jim "Screamer" Stokes; publisher: "Screamer,"
BMI; Kiderian KRP-4529. Contact: (312) 399-5535.

BMI; Kiderian KRP-4529. Contact: (312) 399-5535.

CHRIS LORELLO—Call Of The Smile (3:27); producer: C. Lorello; writer: Chris Lorello; publisher: Vlevelle Creations, ASCAP; Award AW-1418 (c/o RCI, P.O. Box 126, Elmstord, N.Y. 10523).

KEN "KICKER" LOWERY—All Charged Up (3:14); producer: Clyde Stevers; writer: Ken Lowery; publishers: Bucora/Knip Unlimited, BMI; Pink AR-6454. Contact (914) 796-1650.

SYSTEM 56—A Man Needs A Motor (3:10); producer: Steve Simenic; writer: Simenic; publisher: not listed; befour 5606. Contact: (216) 861-8402. PAUL THORNTON—Give A Damn (timing not listed); producer: Dan Houser; writer: Paul Thornton; publisher: Paul Thornton, BMI; Fowl 008. Contact: writer: Paul Thornton; publisher: Paul Tho P.O. Box 1821, San Francisco, Calif. 94101.



-picks

JOCELYN BROWN-I Wish You Would (3:58); producers: Fred McFarlane, Allen George; writers: J. Brown, N. Bennett; publishers: Trumar/Jocelyn Brown, BMI; Vinyl Dreams VND D72 (12-inch version also available, Vinyl Dreams VND DO3) (c/o Pre-lude). The prolific singer's proper followup to "Somebody Else's Guy" (same label and producers); elegant midtempo soul

-recommended

GOODIE—Because Of You (3:40); producer: Cavin Yarbrough; writers: C. Yarbrough, A. Peoples; publisher: TEMP, BMI; Total Experience TES1-2406 (12-inch version also available, Total Experience TED1-2607). Love ballad of classic simplicity, rich sound, convinc-

BILLY PRESTON—If You Let Me Love You (4:23); producers: Billy Preston, Ralph Benatar, Galen Senogles; writers: B. Preston, B. Fisher, R. Benatar, G. Senogles, E. Bilinelli; publishers: Rich Fish, ASCAP/ Erving/Wep, BMI; Megatone S010142. Dance-pop PICKS—new releases with the greatest chart potential in the corresponding format. RECOMMENDED—records with potential for significant chart action in the corresponding format. ALSO RECEIVED—other records with potential for chart entry in the corresponding format, and other new releases. Records equally appropriate for more than one format are given the higher review. Pop (Hot 100) is listed first, as that chart surveys the broadest audience. Adult Contemporary and Dance/Disco are last, as those charts measure airplay only. NEW & NOTEWORTHY—highlights new and developing acts worthy of attention. All singles commercially available in the U.S. are eligible for review. Reviews are coordinated by Nancy Erlich at Billboard, 1515 Broadway, New York, N.Y. 10036 (telephone: 212-764-7311). Country singles should be sent to: Kip Kirby, Billboard, 14 Music Circle East, Nashville, Tenn. 37203 (telephone: 615-748-8100).

ting for the keyboard wizard's amiable good nature. Contact: (415) 621-7475.

Contact: (415) 621-7475.

nyc PEECH BOYS—This Magic Feeling (5:56); producer: Michael de Benedictus; writers: B. Williams, M. de Benedictus; publishers: Hot + Spicy/de Benedictus/Marafioti/Citi Peech, BMI; Garage ITG-200 (c/o Island) (12-inch single). Slow, wandering ballad; simple presentation.

simple presentation.

KAGNY—Sundown On Sunset (3:49); producers: Kerry Ashby, Benny Medina; writers: K. Ashby, R. A. Crossley, A. Bond; publishers: Jobete, ASCAP/Stone Diamond, BMI; Motown 1744MF. The spirit of Rick James is audible in a piece of crisp uptempo funk. JEANIE TRACY—Sing Your Own Song (5:10); producers: Michael Finden, Tip Wirrick, Patrick Cowley; writer: Michael Finden; publishers: Mega Byte, BMI/Gnee, BMI; Megatone MT-125 (12-inch single). Firm, gutsy performance on a jazz-oriented dance tune. Contact: (415) 621-7475.

DR. PERRI JOHNSON—Kick It Out (7:35); producer: Dr. Perri Johnson; writer: P. Johnson; publishers: Promuse/Sullivan Perrier, BMI; Profile PRO-7053 (12inch single). Polished rap with a spiritual bent.

-also received

C. L. BLAST—50/50 Love (4:32); producer: Frederick Knight; writer: F. Knight; publishers: Harlem/Key of Life, BMI; Park Place PPR 104-7 (c/o Amherst Records, Buffalo, N.Y.).
SPELLBOUND—Gonna Keep On Lovin' You (3:23); producer: Mike Calhoun; writer: Mike Calhoun; publisher: not listed; Heat HS2017. Label based in

Akron, OH.

ARTIE "BLUES BOY" WHITE—Jimmie (3:58); producer: Artie White; writers: A. White, S. Joseph; publisher: Su-Ma, BMI; Ronn 101 (c/o Jewel Records, Shreveport, La.).
JOEY DEE'S—Sery Lady (4:10); producer: Joey Dee's; writers: Michael Dorgan, Joe Dorgan; publisher: Dorgan, BMI; Mazel Xpress MX-0001 (12-inch version also available, Mazel Xpress MX-0001). Contact: (213) 770-2076.



NITTY GRITTY DIRT BAND-I Love Only You (3:30); producers: Marshall Morgan, Paul Worley; writers: Dave Loggins, Don Schlitz; publishers: MCA/Don Schlitz/Leeds/Patchwork. ASCAP; Warner Bros. 7-29203. Simple, spare and as down home country as early morning on the farm.

CHARLY McCLAIN—Some Hearts Get All The

Breaks (3:34); producer: Chucko II; writers: J. Raymond. B. Moore: publisher: Tapadero, BMI; Epic 34-04586. McClain's at her best with this statement of

love's inequity.

BELLAMY BROTHERS—World's Greatest Lover (4:20); producers: David & Howard Bellamy, Steve Main: writer: David Bellamy; publisher: Bellamy Klein; writer: David & Howard Bellamy, Steve Klein; writer: David Bellamy; publisher: Bellamy Brothers, ASCAP; MCA/Curb 52446. Another platitude-filled paean to female pulchritude, in—and out—of bed.

-recommended

KEITH STEGALL—Whatever Turns You On (2:42); producer: Kyle Lehning; writers: K. Stegall, D. Lowery; publishers: Blackwood/Stegall, BMI/Sheddhouse, ASCAP; Epic 34-04590. Stegall offers to play it any way—as long as it suits his lover.

any way—as long as it suits his lover.

TERRI GIBBS—Rocky Top (2:27); producer: Ed Penney; writers: Boudleaux Bryant, Felice Bryant; publisher: House of Bryant, BMI; MCA 52440. Good thing Gibbs has already left MCA; the world isn't waiting for the billionth version of this sing-along.

RAY STEVENS—I'm Kissin' You Goodbye (3:09); producer: Ray Stevens; writer: Ray Stevens; publisher: Ray Stevens, BMI; MCA 52451. It's a cross between bluegrass and novelty, but the explicit reference to French kissing is guestionable. French kissing is questionable.

PINKARD & BOWDEN—Mama, She's Lazy (3:24); producers: Pinkard & Bowden; writer: Kenny O'Dell; publisher: Kenny O'Dell, BMI; Warner Bros. 7-29205. A parody that should nicely balance the Judd's euphoria over their recent No. 1, "Mama He's Crazy." MARK DOWDY—A Lady Afraid To Let Go (3:23); producer. Billy Stragger strikers. Seatt Notes.

ducer: Billy Strange; writers: Scott Phelps, Judy Mehaffey; publishers: Tapadero/Movieville, BMI; Soundwaves SW-4737-NSD. Soothing, concerned voice interpreting a modern dilemma. Label based in

NARVEL FELTS—I'm Glad You Couldn't Sleep Last Night (3:08); producer: Johnny Morris; writers: Terry Skinner, J. L. Wallace, Steve Nathan; publishers: Hall-Clement/Jack & Bill, BMI/ASCAP; Evergreen EV-

1025. A pounding beat and Felts' always-urgent vocals. Label based in Nashville.

CARLTON MOODY & THE MOODY BROTHERS—Old Wounds (Sure Mend Slow) (3:18); producers: Carlton Moody, David Moody; writer: Carlton Moody; publisher: Laymond, BMI; Lamon LR-10100. A good weeper lying on an acoustic bed. Contact: Laymond, Inc., Charlotte, N.C.

CATHY BUCHANAN—Sometimes Love Is A Pain In The Heart (2:42); producer: Harold Bradley; writers: Steve Clark, Johnny MacRae; publisher: Music City,

Steve Clark, Johnny MacRae; publisher: Music City, ASCAP; Rustic 1022. Very programmable; a hint of early Janie Fricke. Contact: (615) 833-1457. McCAIN BROTHERS—Three Little Words (3:04); producer: Marshall Morgan; writer: Dave Loggins; publishers: Leeds/MCA/Patchwork, ASCAP; Rise and Shine UP702. Smoothly rocking romantic re-hash. EDDIE RAY—Old Lovers and Friends (2:45); products the Deaton Earl Adding writer: Eddie Rev. publishers.

ers: Joe Deaton, Earl Adkins; writer: Eddie Ray; publisher: Eddie Ray, ASCAP; JEGE 9-1006. Ray's Kenny Rogers-like voice is tailor-made for this story song. Label based in Pikeville, Ky.

olso received

JAMES MONTGOMERY—New England Sunshine (3:10); producer: Don Oriolo; writers: Mark Barkan, D. J. Michaels; publishers: Intersong, BMI/Belinda, ASCAP; Waterhouse 15001. Label based in Minneapolis, Minn. VICKKI FORD—Sneakin' Up On Me (3:26); producer: Barry Flast; writers: B. Flast, V. Ford; publisher: Buxman; Bux 1001. EARL DEAN ADKINS—I Found A Way For You To Stay (3:31); producers: Joe Deaton, Earl Adkins; writer: Eddie Ray, publisher: Eddie Ray, ASCAP; lass 10:13. Contact: (6:06) 437-7859.

Joe Deaton, Earl Adkins; writer: Eddie Ray; publisher: Eddie Ray, ASCAP; Jege 1003. Contact: (606) 437-7859.

**EARL DEAN ADKINS—I Never Had The One I Wanted (2:34); producers: Joe Deaton, Earl Adkins; writers: Eddie Ray, Jody Rodgers; publisher: Eddie Ray, ASCAP; Jege 1004. Contact: (606) 437-7859

KENNY JACKSON—I Ain't Leavin' Just For Fun (3:13); producer: Kenny Jackson; writer: Dave House; publisher: Ken-Mar, BMI; EMG 1007. Label based in Nashville.

based in Nashville.

GLENN BARBER—First Love Feelings (2:47); producer: Nelson Larkin; writers: Glenn Barber, Betty Ann Barber; publishers: Merilark/Cross Keys, ASCAP, Tudo P-1984. Contact: (516) 378-2121.

LARRY ELKINS—The Rounder Called Cotton Eyed Joe (2:41); producer: Bobby Rich; writers: Doyle Hoggard, R. V. Armstrong; publishers: Muhlenberg/Bo-Rich, BMI: Universal Artist 1031. Label based in Madison. Tenn.

OEBBY LANE—The Country Bump (1:50); producer: not listed; writer: R. Hanson; publisher. Ric Rac, ASCAP, Country Bump RRS2-580. Label based in Machville. Ind.

in Nashville, Ind.
RHONDA BRISTOW—Guess Who Loves You (2:40); producer: Alan Kilby;
writers: Deborah Allen. Rafe VanHoy; publishers: Duchess/Posey/Tree,
BMI; Zephyr NR15410-1.
STEVE DOUGLAS—What Am I Living For (3:10); producers: Charlie Booth.
Lonnie Wright; writers: Arl Harris, Fred Jay; publishers: Tideland/Unichappel, BMI; Banka 7384. Contact: (713) 682-3760.
BURNIN' EMBER—Hometown Memory (3:20); producer: Rick Garcia; writers: Chapa, Villarreal; publisher: Alperglow, BMI; Hacienda 723. Label based in Corpus Christi, Tex.

ers: Chapa, Villarrea; publisher: Appergrow, BMI; Haclenda 7/3. Label based in Corpus Christi. Tex.

WAYNE GRAY—I Keep Forgetting (I Don't Live Here Anymore) (2:28); producer: Wayne Gray; writer: Wayne Gray; publisher: Cradle, BMI; Condor 1064 Contact: (615) 329-2278.

DEPUTY DAWG BAND—Feelin Good (2:58); producer: Tom Tatman; writer: Gregg Plagge; publisher: Hozzinski Entertainment, BMI; Dawg-Gone 004.

DONALD AVERY HALL—Forever Mine (3:20); producers: Joe Gibson, Jimmy Payne, writer: Don Hall, publisher: HitKit, BMI, NSD 196. Label based in Nashville.

DAVID ADRIAN ANDERSEN—99 Bottles Of Beer (2:54); producers: Alan Gardner, Ronny Bryant; writer: Ronny Bryant; publichers: Hurdy Gurdy / Mis-

DAVID ADRIAN ANDERSEN—99 Bottles Of Beer (2:54); producers: Alan Gardner, Ronny Bryant; writer: Ronny Bryant; publishers: Hurdy Gurdy/ Mission Bell, ASCAP; Fraternity 3492. Label based in Cincinnati, Oh. CURTIS POTTER—Time To Turn The Page (3:02); producer: not listed; writer: Dennis Wilson; publisher: Tree, BMI; Step One 335.

BOBBY NEESE—It's Over (2:46); producer: Durwood Haddock; writers: Roy Orbison, Bill Dees; publisher: Acuff Rose, BMI; Eagle International CWID

Orbison, Bill Dees; publisher: Acuff Rose, BMI; Eagle International CWID 1181. Contact (615) 876-1729. BOB CHANDLER—Love Isn't Love ('Til You Give It Away); producer: Durwood Haddock; writers: Ricci Moreno, Bobby Fisher; publishers: Bobby Fisher/Terrace, ASCAP; Eagle International CWID 1182. Contact (615) 876-1729.

1729. GLENN TOLBERT—War Eagle (1:56); producer: T. Pettus; writers: R., Allen, A. Stillman; publisher: Auburn Alumni Association, ASCAP; Muscle 001. Con-

A. Stillman; publisher: Audurn Alumni Association, ASCAP; Muscle UOI. Contact: (205) 974-5941.

PATTY GOODMAN—Don't Monkey With Me (2:36); producer: Al Clauser; writers: Stuart Goodman, Patty Goodman; publisher: Alvera, BMI; Osage 1185. Contact: (603) 752-1117.

DOTTIE MAE—He Taught Me How To Yodel (2:12); producer: not listed; writer: P. Roberts; publisher: ABC, BMI; Polka Town USA 45-5079. Label

SMOKEY WARREN—Jersey Central Special (2:30); producer: not listed; writer; not listed; publisher: Clover; Połka Town USA 45-6079. Label based

in Linden, N.J.

LOIS JOHNSON—Middle Of The Road (2:29); producers: Ray Pennington, Oon Silver; writers: M. Berg, I. Kirby, D. Kirby; publishers: Almarie, BMI/Cross Keys, ASCAP; EMH 0034. Label based in Nashville.

TERRY DAN—I Don't Know How To Say Goodbye (3:01); producer: Tommy West; writers: Thom Schulyer, Even Stevens; publishers: DebDave/Briarpatch, BMI; Volant 102 (c/o NSD, Nashville).

MIKE DEKLE—The Minstrel (3:35); producer: Byron Hill; writer: Mike Dekle; publisher: Lionsmate, ASCAP; NSD 195. Label based in Nashville.

CATHY BUCHANAN—Sometimes Love Is A Pain In The Heart (2:42); producer: Harold Bradley; writers: Steve Clark, Johnny MacRae; publisher: Music City, ASCAP; Rustic 1022. Contact: (615) 883-1457.

Adult @ Contemporary picks-

AMERICA-Special Girl (3:41); producer: Richie Zito; writers: E. Schwartz, D. Tyson; publishers: ATV/ Mussel Schwartz, BMI; Capitol B-5398. Duo known for its light, wistful songs practically floats away in a ballad performance of unusually fragile delicacy.

recommended

RICHARD HARTLEY—Sheena's Theme (2:51); producer: Richard Hartley; writer: Richard Hartley; pub-lisher: Gold Horizon, BMI; Varese Sarabande VSR 45001. Spacey guitar/synth movie theme. Contact: (213) 764-1172.



LEON HAYWOOD-Tenderoni (6:07); producer: Leon Haywood; writer: Leon Haywood; publisher: Jim-Edd, BMI; Modern 0-96918. 12-inch version of previously

reviewed 7-inch, Billboard, Sept. 1, 1984.

ANDREA & HOT MINK—Let The Girls Have Their Way (3:40); producer: Craig Leon; writers: C. Leon, J. Cohen; publisher: not listed; Rock 'N' Roll 4Z9-05088 (c/o CBS) (12-inch single). New wave dance music in

the Toni Basil vein.

CROWN HEIGHTS AFFAIR—Say A Prayer For Two CRUWN HEIGHTS AFFAIR—Say A Prayer For Two (6:27); producers: F. Nerangis, B. Britton; writers: Phillip Thomas, Bertram Reid, Howard Young, William Anderson; publishers: Delightful/Cabrini, BMI; Elektra 0-66952 (12-inch single). "Dance Classics" reissue; B-side is Frontline's Orchestra's "Don't Turn Your Back On Me."

ATMOSFEAR—Dancing In Outer Space (9:30); producers: Sojka, Pike: writers: Sojka, Batchelor, Cawthorne, Johnson, Hinds; publisher: Leeds, ASCAP; Elektra 0-66954 (12-inch single). "Dance Classics" reissue; B-side is Tamiko Jones' "Can't Live Without

LAMONT DOZIER—Going Back To My Roots (9:52); producer: Stewart Levine; writer: Lamont Dozier; publisher: Dozier, BMI; Elektra 0-66955 (12-inch single). "Dance Classics" reissue; B-side is David Williams' "Come On Down, Boogie People."

also received

DEPT. OF SUNSHINE—Rude Boys (4:35); producers: Steve D'Acquisto, Eric Calvi; writers: Steve D'Acquisto, Eric Calvi; publisher: Ballroom Blitz; Elektra 0-66948 (12-inch single).

PEDANTIKS—Paper The Walls (4:22); producers: Butch Jones, Pedantiks; writers: Slovick, Burkett, Naslas, Campbell, Kimmel; publisher: Y Eye/West 10, ASCAP; Elektra 0-66946 (12-inch single).

10. ASCAP; Elektra 0-65946 (12-inch single).

BLACK MAMBA—Vicious (5:57); producers: De Benedictus, Williams; writer: B Williams; publishers: Hot + Spicy/Citi Peech, BMI; Garage IT-201 (c/o Island) (12-inch single).

NAMI—On The Street (5:38); producers: A. Harmon, D. King, S. Newell; writers: S. Newell, R. Campbell, A. Harmon; publishers: Jamaa Zima/Ronfew, BMI; Jamaazima JAZ 7773. 12-inch version of previously reviewed 7-inch, Billboard, Aug. 4, 1984. Contact: (301) 441-2661.

EVE ELECTRO—Take A Bite (3:48); producers: Ian North, Craig Bevan; writers: I. North, C. Bevan; publisher: not listed; Black Suit BS-003 (12-inch single). Contact: (212) 397-8316.

BOBBY BLONDY—Suburban Guerilla (8:40); producer: J.R. Funk; writer: B. Scott; publisher: House of Show Business, ASCAP; Golden Hands GHR-03 (12-inch single; 7-inch version also available, Golden Hands GHR-01). Contact: (201) 585-9383.



BEACH BOYS/FRANKIE VALLI AND THE FOUR BEACH BOYS/FRANKIE VALLI AND THE FOUR SEASONS—East Meets West (4:03); producer: BoGaudio; writers: B. Gaudio, B. Crewe; publishers: All Seasons, ASCAP/Hearts' Delight, BMI; FBI FBS-7701. The title and artist credits say it all; a cultural comparison in song, with everybody harmonizing. Contact: Independent Distribution Network, New

KEITH WHITLEY-Turn Me To Love (3:23); producer: Norro Wilson; writers: Wayland Holyfield, Norro Wilson; publishers: April/Ides of March, ASCAP/Blackwood/Easy Days, BMI; RCA PB-13810. Whitley's talents are well known by fans of Ricky Skaggs, Ralph Stanley and J. D. Crowe; now his Lefty Frizzell/John Anderson accents will cross the bridge from bluegrass to country radio. That's Reba McEntire on harmony vocals.
HOODOO GURUS—I Want You Back (3:09); pro-

ducer: Alan Thorne; writer: D. Faulkner; publisher:
Bestall Reynolds, BMI; A&M AM-2670. Australian
quartet delivers the kind of acoustic-guitar-laden,
'60s influenced pop that R.E.M. and Aztec Camera
cultists swear is the next big thing.

NOBODYS—No Guarantees (3:37); producer: Safeway Goya; writers: A. Blanc, S. Goya; publisher: Transatlantic, BMI; Capitol B-5385. Literate, synth-based DOR in the new wave manner and the folk-pro-

PHANTASY—Move Ahead (3:35); producer: Cory Wade; writers: Vincent Horne, Ronald Hampton; publishers: King Drive/Vin-Ron/Han-Man, ASCAP; Atlantic 7-89631 (12-inch version also available, Atlantic 0-86926). Ragged falsettos overlapping at unexpected intervals give this techno-soul cut a jolt of real creativity that's rare enough to startle.

Buoyant Mood Prevails At VSDA Convention

• Continued from page 1

at virtually every workshop and seminar.

Manufacturers congratulated retailers on the size and health of the industry that has been built-and almost in the next breath said that new technologies and alternative distribution outlets threaten the continued existence of the video rental store.

Home video is still a new medium, was the message pounded at video retailers from podium to podium, and if the specialty store does not exploit every advantage of the medium, new competitors will pick away at the framework of the business.

The preferred format manufacturers described was one where video specialty stores are far more than hit movie rental outlets, offering audio/ visual product covering a span un-matched in any other medium. The scope of choice should range wide over different genres and deep into the individual genres carried, said manufacturers, who repeatedly complained that retailers are doing an "appalling job" in this area.

Music video was an especially sore spot, with manufacturers claiming retailers are refusing to move away from movies into this new genre. Conversely, retailers claimed that marketing sell-through product is a far different business than renting out feature films.

Music video is a market where an audience will have to be built, said retailers, while for a genre like children's product a ready audience already exists.

While manufacturers and dealers were talking about dealing with the marketing of an evolving new medium, distributors were bracing them-

Nishimura Named VSDA President

LAS VEGAS-Weston Nishimura, owner of Video Space/Independent Video Source, Bellevue. Wash., has been elected VSDA president. Other officers, elected by VSDA directors for the first time, are: John Pough, Videocassettes Unlimited, Santa Ana, Calif., secretary; Jack Messer, Video Store, Cincinnatti, secretary; and Jim George, San Francisco Home Video, treasurer.

Two directors finishing one-year terms: George and Art Ross of Tampa Video Station were re-elected to three-year directorships.

Elected a year ago and now continuing as directors with two years remaining on three-year terms are, Nishimura, formerly vice president/ secretary: Pough, formerly treasurer; Bob Bigelow, Bigelow Video, Minneapolis; Arthur Morowitz, Video Shack/Metro Distributing/Video-X-Pix, New York; and Frank Barnako, Video Place, McLean, Va., a former two-term president.

Continuing one year of two-year terms are Troy Cooper, Video Galore, Lafayette, La.; Gene Silverman, Video Trend, Farmington Hills, Mich.; Bob Skidmore, Video Corner/ Media Concepts, St. Petersburg; Messer; and Noel Gimbel, Sound Video Unlimited, Niles, Ill., the current president of the National Assn. Recording Merchandisers (NARM).

Not elected by VSDA's membership but appointed to VSDA's board by NARM, VSDA's affiliate group and mentor organization, are Russ Solomon, MTS, Sacramento; Lou Fogelman, Show Industries, Los Angeles; and Jim Greenwood, Licorice Pizza, Los Angeles, all NARM board

selves for a Christmas season which will stretch their ability to deliver product to a booming marketplace as never before, with CBS/Fox Video readying the double-barreled "The Emppire Strikes Back" and repriced "Star Wars" release and other manufacturers preparing the usual barrage of holiday releases.

Rumors were rife about the possible sick state of a number of major distributors, while other distributors appeared to be positioning themselves for a chance to grab a commanding share of a booming marketplace.

Key ingredients deemed to be helping the successful distributors were service and sophistication. The wholesalers gaining the largest market share were judged to be the ones with the proven ability to provide catalog items on demand, combined with a willingness to give special service when asked for.

Many retailers appeared to be seeking the marketing skills they were asking of their distributors. The store owners attending the VSDA meet included both sophisticated merchants and smaller firms willing to spend large amounts of time and money to get that sophistication. Crowds were often deepest not around the stars sitting at the software booths, but at the numerous computer exhibitors.

Exhibiting firms were stunned at the unexpectedly high level of interest, and exhibitors in general described the activity on the floor as superb" or better.

Signs are strong that with the continued growth of the home video industry will come increased consolidation. A high percentage of the retailers present had several outlets: the value of a successful home video supplier was underscored by Lorimar's proposed purchase of Karl Home Video (story, page 6).

Wide Divergence In Ad Strategies

• Continued from page 6

lies in the accrual percentages offered by most vendors, which represent a trickle in usable ad dollars.

Dealers, meanwhile, are evolving from relatively primitive advertising strategies to more ambitious multimedia campaign options, according to panel moderator Weston Nishimura of Video Space.

From the dominant print advertising emphasis seen during the Dallas VSDA huddle three years ago, Nishimura sees dealers branching out into radio and tv. That movement was touted by panel participants Bob Baker of the Television Advertising Bureau (TAB) and James Meyers of Radio Advertising Bureau

Baker outlined cost considerations for first-time television advertisers, screening sample commercial spots made for as much as \$4,000 and as little as \$550. He advised dealers to avoid special effects; minimize the use of high-priced on-camera talent and studio locations: utilize "doughnut" formats to economize on new footage costs for different campaigns; consider music licensing costs when deciding whether to score spots, and consult with local television stations to aid production. Cost-effectiveness through multiple spot buys was also encouraged.

The RAB's Meyers keyed his pitch to the competition for consumer attention, plugging the higher frequency of commercial messages possible due to lower spot buying costs.

Simultaneously, the VSDA convention saw a sharp increase in the number of manufacturers exhibiting and the kinds of product they were offering. Trivia games, children's product, history and general information were just a few of the genres that had grown specialized companies around them.

Large or small, gripes or not, many of the brightest moments of the VSDA gathering came out of manufacturers' attempts to woo retailers using the full span of Las Vegas' entertainment arsenal. Frustrated as the manufacturers might have been with the stores that sell their product, suppliers acknowledged that in 1984 home video is still ruled by the video specialty store.



FAMILY TIES—Janet Jackson gets a little help from her siblings while recording her second A&M solo album, "Dream Street." Shown from left are Janet, Marlon, Michael, Jackie, Tito and Jermaine Jackson.

FIRST SEMINAR

Cassette Quality Under Scrutiny

• Continued from page 1

formulations employing normal bias, along with new magnetic particle developments that may yield further refinements.

• Recent refinements, as well as lingering problems, in the design of duplication equipment.

• The need for better employee training and tighter equipment maintenance and alignment procedures on the duplicating floor.

Mulling these topics were an estimated 97 executives comprising both sponsor and guest firms, along with Electro Sound personnel. While individual presentations during the Thursday (23) agenda often hewed to virtual sales pitches for specific raw materials, the program's quality theme did suggest evidence of the duplication trade's recent, more candid assessments of cassette quality. With attendees drawing primarily from technical camps within the respective trade sectors, acknowledgement of barriers in the drive toward better cassette performance was forthright.

Frank Diaz, technical director for Columbia Magnetic Tape, CBS's tape media division, summarized a seminar consensus during his remarks as moderator for the opening session on tape media. "It's taken a long time to get here," Diaz said, "but here we are at last."

With other participants acknowledging that such a gathering was overdue, speakers and floor comments also repeatedly pointed toward a lagging consumer and trade perception of the higher quality now possible for prerecorded tape. Adding urgency to this situation were frequent allusions to both home taping and the cassette's recent emergence as the dominant configuration.

"They still call them record companies, but it's the cassette that's driving their business now," observed Richard Burkett, president of the Electro Sound Group, corporate parent for the Sunnyvale equipment division. "The reality is that the customer is adopting the cassette in a wholesale manner.

Burkett, whose comments followed a Thursday tour through Electro Sound's nearby manufacturing plant and a presentation by the firm's top systems engineers, also summarized attendees' consensus that duplicators are in a period of transition.
"We're at the crossroads in making certain important decisions," he said, listing tape formulations, mastering techniques and customer quality demands as key areas now under review by clients and suppliers alike.

CBS/Fox is giving distributors a "We're a mature industry," he

added. "We're not going to see someone come up with a tape that provides all the answers, or equipment will revolutionize our work . It appears that the industry standards are still far behind our own requirements." Like Barone and other key Electro Sound executives, Burkett also asserted that the cassette industry still lacks consistent, shared quality standards, and suffers from poor communications between the different sectors.

While many of the Thursday presentations focused on technical issues, Friday's concluding group discussion added concern for human factor," as introduced in the final panel by moderator Mike Jones, a British audio consultant who helped organize a similar summit overseas last year.

"It doesn't matter how good your equipment is. It doesn't matter how clever you are at organizing your finances. It's the people you have that determine the quality finally," Jones

Ed Outwater, Warner Bros. Records' director of quality assurance, concurred, saying, "From what I've seen, one of the best ways is to involve plant personnel in what's going out the door. That leads to quality circles and so forth. I know that in the WEA plants there's a very big emphasis on quality control, with training programs and booklets.

"One of the big secrets is to not leave quality assurance up to the quality control people alone, but to get everyone involved to provide input." Outwater and Windham Hill a&r man and producer Steven Miller also urged duplicators and labels to involve artists in the drive for improved cassette quality.

Other key topics that sparked both regular sessions and the Friday summary included the promise of digital mastering techniques; prospects for development of high-speed duplication for eventual digital cassette configurations; creation of separate masters for cassette, disk and CD production; rising consumer awareness of quality, spurred by better hardware engineering from modest personal cassette players to the costliest new CD hardware, and early experiences with super high-speed duplication cycles such as 128:1.

Electro Sound's Barone, who says he initially expected perhaps 30 attendees, and turned away an estimated 70 more potential participants, confirmed plans to make the seminar an annual event.

In addition to Electro Sound, sponsoring companies included Agfa-Gevaert, Athenia, BASF, Capitol Magnetic Products, Columbia Magnetic Tape, Mitsubishi's Digital Entertainment Co. division, Dolby Laboratories, DuPont, Hercules, ICM Ltd., IPS Inc., Pfizer, Saki Magnetics, Shape Inc. and Studer Revox America.

Additional coverage of individual panel discussions during the cassette quality seminar will appear in the Pro Audio/Video section of next week's Billboard.

We Care Moves To Nashville Office

LOS ANGELES-We Care, the promotion and marketing firm headed by industry veteran B.J. McElwee, has moved to Nashville. The new address is 1713 Grand Ave., Nashville 37212. The new phone number is (615) 329-0154/55.

'Empire' Vid Release Tied To 'Star Wars' Price Cut

• Continued from page 3

new lower pricing on the film, which had a \$323 million boxoffice gross, as making the title a staple for video

As for "Return Of The Jedi," the third in producer George Lucas' science fiction trilogy, no home video plans have been made yet. It is likely that the film will have another theatrical release before hitting the video market in 1986.

"The Empire Strikes Back" saw two re-releases, garnering more than \$223 million in total boxoffice sales to date. The feature cost \$25 million

10-week period to place pre-orders rather than the more popular eightweek period, White says, in an at-tempt to be "flexible." He notes that the longer time period allows retailers to prepare for the holiday season and gives distributors time to reach the firm's quantity requirement.

As for the tv spots, he notes that the company bought time in the top 10 markets, including New Los Angeles, Chicago and Minneapolis. The new pricing for "Star Wars" will be contained in the commercials only as a blurb. "We really want to focus on 'Empire'," he adds. No radio advertisements are planned.

FAYE ZUCKERMAN

News

Holly's Success Reflected **Norman Petty's Influence**

Norman Petty, who died Aug. 15 in Lubbock. Tex., was not generally considered one of the most flamboyant, galvanizing figures of the first rock'n'roll era. But without his counsel and influence, it's entirely possible that one of the era's most important artists, Buddy Holly, would never have been recognized.

For it was to Petty's Clovis, N.M. studio that Holly came to record the demo disks that secured him a Decca recording contract. When the label lost interest in the singer in early 1957, it was Petty who began representing Holly's business interests, and negotiated a new Decca deal. And it was in the Clovis studio that Holly made some of his most famous records.

During a 1977 interview, Petty claimed that Holly's influential sound largely derived from "a combination of the production methods and studio techniques, as well as how the rhythm was done" in the New Mexico facility. (Excerpts from the '77 interview appeared in a recent issue of Goldmine, the record collectors' magazine).

Originally a recording artist himself. Petty and his wife ran a trio that recorded such singles as "Mood Indigo" and "Almost Paradise" for Columbia and ABC Records in the mid-'50s. In 1955, Petty completed the construction of the Clovis studio, which, although designed for his own use, began attracting such artists as Roy Orbison, Buddy Knox and Jim-

my Bowen. Orbison recorded "Ooby Dooby," his first single for Jewel there, and Knox and Bowen recorded "Party Doll" and "I'm Stickin' With You" for their own Triple D label in

Holly had recorded demos previously in Lubbock and in Wichita Falls, Tex., before coming to Clovis. He took those tapes to Nashville and signed with Decca. In February, 1957, Petty secured a new Decca contract for Holly and the Crickets, and the label released "That'll Be The Day," which sold a million units that year.

Under Petty's guidance, Holly began recording more as a solo artist, and such hits as "Maybe Baby," "Peggy Sue" and "Oh Boy" followed. Petty produced all but the last two Holly sessions, which were produced and arranged by Dick Jacobs in New York. When Holly moved to New York in 1958, his relations with Petty were said to grow strained, and it was reported that Petty was about to sue Holly when the latter's fatal plane crash occurred that year.

Petty went on to produce several more platinum records, including "Wheels" by the Stringalongs in 1961 and "Sugar Shack" by Jimmy Gilmer & the Fireballs in 1963. He also remastered and remixed several of Holly's demo tapes and unfinished masters after the singer's death.

Until his death, Petty continued to live in Clovis, where he ran a local radio station and a recording studio.

CD Hardware Sales Continue Powerful

• Continued from page 3

er of \$1,000 units happy

"By offering so much low-price merchandise, manufacturers can cause consumers to shop for price alone, which should certainly not be the case," the Providence retailer adds. Lydecker says he had to weed out his present three brands from his original selection of units from seven different makers.

A CD pioneer since January, 1983, Steve Weiner of the two-store Denver Listen Up audio specialist chain is noticing more competition, but terms the market "progressive" and sees it "still growing." An aggressive merchandiser who, in the past, has promoted consumer shows plugging CDs. Weiner continues that educational program because he finds it pays off. He is stocking CD hardware from Technics, Sony, Yamaha, Revox, NEC, Denon and Hitachi priced from \$400 to \$1,500.

Weiner views the rapidly descending consumer CD hardware prices as a positive step, assuring a broader market. Listen Up stocks CD software in both stores, and Weiner expects to do \$250,000 in Compact Discs by year's end.

"When I get in a shipment of new software titles, I find it helps to sell players to individuals who have been waiting for particular titles by their favorite artists," he notes. "The more we broaden our software title base, the more we lower resistance to buy.

Simon Zrecny of the three Audio consultant outlets in the Chicago area has sifted out the less desirable brands. He's currently down to Yamaha at the low-end, around \$500, and Kyocera and Revox units, which can fetch above \$1,000.

Zrecny says he finds low-end sales "are quite easy. Customers expected to pay more, around \$800 to \$900." He found CD hardware moving well until early this year, when there was a four-month dropoff, but he now sees sales building again, as is his

Fretter Appliance, a Detroit chain based in Livonia, Mich., finds CD movement "just fair," according to Fred Friedman. He is stocking five players in the general appliance stores, with tags ranging from \$299 to \$799. He sees a \$199 CD player available by the holidays.

"We were doing good (in CD sales) until June," says Russ Hackley, senior buyer for the 27 University Stereo stores. "However, some of that falloff might be blamed on the normal summer slump in hardware.

"I think software prices are still too high," he continues. "We need a price around \$9.99. The record people also must release hit album titles simultaneously on CD, cassette and LP. We are getting good delivery on all brands except Yamaha, which I need the most.'

Howard Rogers of Rogersound Labs, the five-store Southern California chain, blames plummeting prices on a dropoff in CD sales: "How low will it go? There's considerable dumping of last year's product, forcing other manufacturers to follow suit. I think there may be such a glut of old product that it will force some manufacturers to delay introducing new units."

Within 60 days, the more than 6,500 Radio Shack stores will introduce a \$399 CD player, a spokes woman for Tandy Corp. asserts. "We are putting the CD-1000 into the Advance Technology series, a designation reserved for less than 1% of our products to show its importance, she explains.



THE TOASTERS—MCA Distributing personnel heip cohorts at Pacific Arts Video Records break in their new office while reaffirming the video firm's distribution pact with MCA. Shown from left are MCA's vice president, video products, Nell Hartley; Pacific Arts' newly appointed marketing director George Steele III: Pacific Arts president David Bean, and Jerry Shareli, vice president of MCA Home Video Distribution.

OCT. 26 DEBUT FOR CABLE CHANNEL

Turner Moves Up Music Bow

• Continued from page 1

front, and \$25 million before we make a profit."

MTV Networks Inc.'s initial costs will be significantly lower, mostly because, as chief operating officer Robert Pittman has said, the cable service already has much of the necessary machinery in place. One MTV production staffer put the estimated budget for MTV's second channel at around \$7 million for 1985, not including additional startup costs for the period until the end of this year." The source also says that approximately 20 people will be added to the company in the areas of production, music scheduling and other existing departments.

MTV remains uncertain whether VJs will be used on the new channel. Sassa says that TBS's MVN will rely upon voice-overs, "possibly electronic," with no attempt to develop onair personalities, at least "during the network's opening months."

MTV has been reluctant to give specifics as to the nature of the second service, saying only that the programming will be aimed at the 25- to 49-year-old demographic currently serviced by the existing MTV channel, and that at least some black. jazz and other non-rock programming will be used. Sassa, on the other hand, describes MVN as employing a "top 40 format with a lot of emphasis on breaking new acts that cross over on the charts." The service will also use computer animation and graphics.

Turner's original letter to cable operators proposing the new music video service stated that TBS would not proceed with its plans without commitments for 10 million subscribers. However, when the channel begins cablecasting on Oct. 26, the initial subscriber base will be half that figure, according to Sassa. TBS, he says, believes that "for the long term, this could be a business," which is the reason the network decided to move ahead with MVN despite the significantly lower number of subscribers.

Can the cable market support two additional 24-hour music video chan-National Cable Television Assn. (NCTA) vice president for public affairs Ed Dooley says he is excited by the competition developing among music video services and sees it as healthy for both the cable industry and for consumers.

"Customers will be more interested in cable now because they'll have new choices and more selection." he says. "The idea that competition isn't

good was blown away by the cable industry. There are now 44 video satellite-delivered programming services, all with audiences of their own. More choices mean programming

Wussler declines to reveal which cable systems have already committed to carry MVN. Of the approximately 6,300 national cable systems currently in existence, MTV is carried by more than 2,400, according to information released by the NCTA in May. MTV is attempting to encourage those operators to carry its second service as well by offering it to them free of charge.

Assistance in preparing this story provided by Tony Seideman in Los Angeles and Kip Kirby in Nashville.

TBS is offering a similar enticement: the network has extended to Dec. 31 its cutoff date for cable operators not currently carrying Turner's WTBS, CNN and CNN Headline News to receive MVN free of charge. Wussler says cable systems already subscribing to TBS will receive MVN free of charge for five years, although "that period could be extended in some cases."

MTV recently signed longterm affiliation agreements with two of the largest multiple service operators (MSOs) in the country: American Television & Communications Corp. (ATC) and Tele-Communications Inc. (TCI) will carry all three of MTV Networks' programming services, including the second music video service.

As far as transponders, MVN will be carried on the Galaxy satellite, WTBS is aired via Satcom III-R, and CNN and CNN Headline News use both Satcom III-R and Galaxy. One source at MTV comments: "Galaxy may one day be a big bird, but it isn't now." MTV uses Satcom III-R.

As far as advertising income, Sassa says that MVN will be "commercialfree for the first month or two" the service is on. He adds that he doesn't expect the advertising income "to be real big until we get to a critical mass of 12 million subscribers." He doesn't forsee a fierce head-to-head battle with MTV for advertising dollars.

"In music video we can differentiate by playlist," he says. "Each service can have a definite, different feeling," even though they may occasionally play some of the same clips.

Music video promotion executives are happy about the new services and **Court Ruling Due** On Warner/Poly

• Continued from page 3. and raise the likelihood of monopoly.

Warner, in testimony at the Aug. 2 hearing, maintained that it is still possible for a new label or distributor to enter the market and survive and that no independent label has found it hard to find distribution.

CBS and RCA, among others, oppose the merger, and officials have gone on record saying that it would lead to strangulating antitrust prac-

The FTC took its case to the appeals court after its initial request for a preliminary injunction was turned down by the district court. The Commission then charged that the district court erred in interpreting five important points in the case and did not have a grasp of marketplace factors in the record business.

enthusiastic about getting a new outlet for their clips. "I think it's great," says one. Video music "will just become more similar to radio," he maintains.

Another promotion executive says that MVN will probably "fall somewhere between MTV I and MTV II," adding, "I think it's going to do very

Since MTV has already conceded that TBS's original announcement to go with a 24-hour music channel spurred the company to speed up its own plans for a second service, the question remains whether Turner's latest one-upsmanship move will incur a new counter-move by MTV. A highly placed source at MTV says no such move will be forthcoming. However, Wussler insists that TBS's decision to launch MVN earlier than expected was definitely not a reaction to MTV's announcement of its second service.

Willard Alexander Dies At Age 76

NEW YORK-Willard Alexander, the veteran booking agent sometimes known as the father of the big band era, died here Tuesday (28) of complications from a stroke. He was

Alexander got his start with MCA in the '30s. Jazz critic and record producer John Hammond introduced Alexander to Benny Goodman shortly after the clarinetist had formed his band, and Alexander was instrumental in launching Goodman's career. Hammond also got Alexander to-gether with the late Count Basie, whose band Alexander brought to New York from Kansas City.

Since that time, Alexander had been involved with most of the major names in the big band field. At the time of his death, his clients included the bands of Maynard Ferguson, Buddy Rich and Artie Shaw, as well as the Duke Ellington Orchestra, the Count Basie Band, the Guy Lombardo Orchestra, the Tommy Dorsey Orchestra, the Jimmy Dorsey Orchestra and the Russ Morgan Orchestra.

Alexander left MCA in 1937 to start a band department at the William Morris Agency. Ten years after that, he founded his own company, which will continue to function.

Alexander is survived by his wife Peggy and his sister Helene.

News

Market Quotations

As of 10 a.m.: 8/30/84													
Anni High	Low	NAME	P-É	(Sales 100s)	High	Low	Close	Change					
71	501/4	ABC	11	630	68 %	681/2	68 %	- 1/4					
55	401/8	American Can	10	237	471/4	46¾	471/4	+ 1/4					
125/a	10½	Armatron Int'i	9	15	111/4	11	11	- 1/2					
873/4	611/2	CBS	10	95	833/e	83	831/4	+ 1/4					
221/4	95/8	Coleco	_	360	135/8	133/B	131/2	unch					
83/a	4 1/4	Craig Corporation	_		_	_	51/8	unch					
691/2	451/4	Disney, Walt	18	544	56 ³ /8	55%	56	+ 1/8					
57⁄a	43/4	Electrosound Group	17	5	51/e	51/a	51/e	unch					
35	25⅓	Gulf + Western	8	3818	30³/a	30	30	- 1/4					
36 %	17	Handleman	13	26	343/4	341/4	343/4	unch					
73/e	2 %	K-Tel	0	4	3	3	3	+ 1/8					
885/8	57	Matsushita Electronics	12	55	683/4	68³/e	685/a	+ 1/8					
135/a	4 1/8	Mattel	_	2035	121/4	111/8	12	+ 1/8					
46¾	333/8	MCA	17	146	415/8	413/8	413/8	— 1∕e					
851/2	691/4	3M	13	380	823/4	821/8	821/8	- 1/4					
47	291/4	Motorola	15	2517	431/4	425/8	43	+ ½					
391/2	281/2	No. American Phillips	8	39	363∕8	361/4	363/8	- 1/2					
53/e	21/4	Orrox Corporation	_	1	3	3	3	unch					
32 %	183/4	Pioneer Electronics	44	_		_	213/4	unch					
383/8	285/e	RCA	11	602	361/a	35%	35%	+ 1/8					
173/a	123/4	Sony	13	334	145/8	141/2	141/2	- ½					
423/a	301/4	Storer Broadcasting	_	83	411/4	411/a	411/4	unch					
45/8	31/4	Marantz (MTZ)	_	48	41/4	33/4	41/4	$+ \frac{3}{8}$					
70	491/4	Taft Broadcasting	13	35	651/2	641/2	641/2	- ½8					
295/a	17	Warner Communications	_	583	203/e	20	201/a	_ 5/ε					
191/a	117/8	Wherehouse Entertain.	15	22	185/e	181/a	181/e	- 1/2					

Over-the-Counter prices shown may or may not represent actual transactions. Rather, they are a guide to Overline-Coding pines showning or may not repeat a code and transactions. Indies, the adjust a gade a gade the range within which these securities could have been sold or bought at the time of compilation. The above information contributed to Billboard by Douglas J. Vollmer. Associate Vice President, Los Angeles Region, Dean Witter Reynolds Inc., 4001 West Alameda Ave., Suite 100, Toluca Lake, Burbank, California 91505, (213) 841-3761, member of the New York Stock Exchange, Inc

91/2

Bid

6200

1800

100

OVER THE COUNTER

Josephon Int'l

Recoton Schwartz Bros

New Companies

Amethyst Records, formed by JoJo St. Mitchell. Initial roster includes U.S. Toys, Crossrode, Barnett, Joby Wilds, Pyramid and others. P.O. Box 210282, Columbia, S.C.

OVER THE COUNTER

ABKCO Certron Corp.

Koss Corp.

Data Packaging

* * S.A.K.B. Records, a gospel and r&b label, formed by Steve Kahn Brown. First release is "Everybody, What's The Word" by the World of Mazehed. 768 South 12th St., Newark, N.J. 07108; (201) 242-8459.

* * *

Devil Moon Productions, a production house and label, formed by producer David Finck. First project is "Love Dance" by vocalist Carol Fredette. P.O. Box 950, Rockefeller Center Station, New York, N.Y.

Strahl, Ink!, a press and creative markering firm, formed by Audrey Strahl, former public relations director for the Recording Industry Assn. of America. First assignments include the group U2 and the book

"Rock Stars" by Timothy White. 218 Garden St., Hoboken, N.J. 07030; (201) 656-5007.

Sales

2100

400

Bid

Ask

Rich & Famous Business Management, a diversified financial and creative management firm, formed by Richard E. Levine. First client is the rock group Stranjer. 229-06 Hillside Ave., Queens Village, N.Y. 11427; (212) 226-4213.

MetroMusic Inc., a radio syndication firm, formed by Larry Ziarko, formerly of Bonneville Broadcasting, and Wayne Magdziarz, formerly of the FM 100 Plan. First program is "Metro AC." 6251 W. 71st St., Chicago, III. 60629; (312) 434-4400.

Coastal Records, a contemporary inspirational label, formed by Patricia Costa. First release is Costa's solo album "Walk Forward." P.O. Box 370, Brooklyn, N.Y. 11235; (212)

Executive Turntable

ing sales. He was a salesman for Lifetime Cable.

In Stamford, Conn., Vestron Video makes two appointments. Anne Templeton is upped to director of international operations. And Michael Lopez is named director of international sales and administration. He was product manager for Columbia Records International.

Stanley Takase is named president of VSC Ltd., the newly formed wing of Variable Speech Control Co. in San Francisco. He was president of Amust Computer Corp. Also there, Irene Mattei is appointed vice president of sales and marketing. She was a sales and marketing director for VCS... In New York, the Sennheiser Electronic Corp. ups Tony Tudisco to sales vice president. He was director of sales and marketing . . . Royce Krilanovich is named advertising director at Nady Systems in Oakland, Calif. He had held a similar post at O'Neill Inc., a sporting goods manufacturer . . . In New York, Joe DiBuono joins Unitel Video as vice president of corporate marketing. He had held a similar post at Reeves Teletape.

Related Fields

George Reeves is appointed executive vice president of administration and business affairs for Triad Artists in Los Angeles. He was executive vice president of Intermedia Entertainment Co. . . . Jerry Flowers is promoted to vice president of Nashville operations for the Jim Halsey Co. He was the firm's managing director.

Lifelines

Births

Boy, Zachary Phillip, to Jerry and Veda Solomon, Aug. 21 in New York. He is director of operations for Soundworks Digital Audio/Video Complex there.

Boy, William Allen, to Bob and Betsy Leary, Aug. 22 in Oklahoma City. He is manager of the Record Bar's Crossroads Mall outlet there.

Boy, Corey Nathaniel, to Angela and Floyd Blunt, Aug. 8 in Ogden, Utah. She is assistant manager of the Record Bar's store in the Newgate Mall there.

*

* * *

Boy, Sean Charles, to Deborah and Daniel Glass, Aug. 1 in New York. He is national promotion director for Chrysalis there.

Deaths

Charles Schicke, 59, of coronary arrest Aug. 27 in New York. He was director of special projects at Poly-Gram Records and during his career held executive positions with a number of record companies, among them London and Epic. In 1974, he wrote "Revolution In Sound: A Biography Of The Recording Industry." Survivors include his wife Jane and four children.

Abe Lastfogel, 86, of natural causes Aug. 18 in Los Angeles. Lastfogel started with the William Mor-

Mama's Boys, "If The Kids Are United," Arista

Hugh Masekela, "Don't Go Lose It." Arista

Ronnie Milsap, "She Loves My Car," RCA Pseudo Echo, "Listening," EMI America

R.E.M., "Pretty Persuasion," IRS Rubber Rodeo, "The Hardest Thing," Mercury Scritti Politi, "Wood Beez," Warner Bros. Simple Minds, "Up On The Catwalk," A&M

Southside Johnny & the Jukes, "New Romeo," Mirage

Split Enz, "Message To My Girl," A&M Van Stephenson, "What The Big Girls Do," MCA

Roger Waters, "Every Stranger's Eyes," Columbia Ya Ya, "Don't Talk," Scotti Bros.

Public Image Ltd., "Bad Life," Elektra

Roger Taylor, "Man On Fire," Capitol

Roger Taylor, "Strange Frontier," Capitol Bonnie Tyler, "Here She Comes," Columbia

Queen, "It's A Hard Life," Capitol

• Continued from page 23

Bob Marley, "One Love," Island

Video

Music Programming

ris Agency at the age of 14 and, at the time of his death, was the firm's chairman emeritus. During his career, Lastfogel was an agent for Danny Thomas, Elvis Presley, Al Jolson and several others.

Willard Alexander, 76, of complications following a stroke Aug. 28 in New York. The veteran booking agent specialized in working with big bands. (Story, page 62).

Big Income Gain For Wherehouse

LOS ANGELES - Wherehouse Entertainment showed a 27% gain in sales volume for the year ended June 30, 1984, and a 107% boost in net income with net earnings rising 70% from 70 cents to \$1.20 per share for the current year.

The 127-store record / tape / video chain boosted its revenues from \$82,810,000 in the year ended June 30, 1983, to \$105,542,000 in the current fiscal year ended June 30. Net income rose from \$2,148,000 to \$4,467,000 in the current fiscal year. Average shares for the two comparative years were 3,056,000 in 1983 and 3,727,000 in 1984.

For the fourth quarter, ending June 30, 1984, Wherehouse Entertainment grossed \$25,895,000 in sales, a gain of \$7,121,000 or 38% over 1983's \$18,774,000. Earnings in 1984 fiscal were 29 cents per share with 3,942,000 shares existent, as compared to 23 cents the prior year when 3,145,000 shares existed.

Bubbling Under The

HOT 100

101-BULLISH, Herb Alpert Tijuana Brass,

103-EAT YOUR HEART OUT, Xavion, Elek-

104-DANCE BABY, Alphonse Ribeiro, Is-

105-YOU, ME AND HE, Mtume, Epic 34-

106-MIDNITE MANIAC, Krokus, Arista 1-

107-DON'T STAND ANOTHER CHANCE,

108-NEW ROMEO, Southside Johnny &

The Jukes, Mirage 7-99732 (Atcor

Janet Jackson, A&M 2660

102-ROCK YOU, Helix, Capitol 5391

A&M 2655

tra 7-69707

04504

9248

land 7-99723 (Atco)

Industry _Events_

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

Sept. 5-7, Second National Software Show, Anaheim Convention Center, Anaheim, Calif.

Sept. 6-8, Southern Cable Television Assn. Eastern Show, Georgia World Congress Center, Atlanta.

Sept. 7-9, New York Guitar & Music Expo, Madison Square Garden Exposition Rotunda, New York.

Sept. 7-9, Kentucky Fried Chicken Bluegrass Music Festival, Riverfront Plaza/Belvedere, Louisville, Ky.

Sept. 9-13, Record Bar Convention, Marriott Hotel, Hilton Head,

Sept. 11. New York Market Radio Broadcasters Assn.'s eighthth annual Radio Festival, Sheraton Centre. N.Y. (212) 935-4477.

Sept. 16-18, National Religious Broadcasters Western Chapter Convention, Marriott Hotel, Los Angeles (Airport).

Sept. 16-19, Radio Convention & Programming Conference, Bonaventure Hotel, Los Angeles.

Sept. 16-19, United Record Pool D.J.'s Convention, Caesars Palace, Las Vegas.

Sept. 16-23, Georgia Music Festival, Atlanta.

Sept. 17-18, third annual National Tape & Accessory Show, Harrah's, Atlantic City, N.J.

Sept. 17-19, Intelevent '84, Hotel Martinez Concorde, Cannes, France. Sept. 20-23, sixth annual Black Music Assn. conference, Hyatt Regency Hotel, Washington.

Sept. 21, The Lawyer And The New Video Marketplace III, sponsored by the American Bar Assn., Time-Life Building, New York. (312) 988-5580.

Sept. 21-25, 10th International Broadcasting Convention, Metropole Conference & Exhibition Centre, Brighton, England.

Sept. 21-30, Full Sail Music Business Workshop, Holiday Inn, Orlando International Airport, Orlando,

Sept. 23-25, Great Lakes Cable Expo, Indianapolis Convention Center, Indianapolis. (618) 249-6263.

Sept. 26-28, National Religious Broadcasters Southeastern Chapter Sheraton Convention, Atlanta.

Sept. 27-30, 1984 Jazz Times Convention, Roosevelt Hotel, New York. Oct. 1-5, London Multi-Media

Market, Gloucester Hotel, London. Oct. 4-6, National Religious Broadcasters Eastern Chapter Convention, Dulles Marriott Hotel. Washington.

Oct. 5-7, Country Music Assn. Talent Buyers Seminar, Hyatt Regency Hotel, Nashivlle. (615) 244-

Oct. 5-12, San Francisco International video restival, video Gallery, San Francisco.

Oct. 8, Country Music Assn. Awards Show, Grand Ole Opry, Nashville. (615) 244-2840.

Oct. 8-9, National Religious Broadcasters Southerwestern Chapter Convention, Astro Village Complex, Houston.

Oct. 8-11, First International Music Video Festival, St. Tropez, Oct. 9, Country Music Assn. Art-

ist DJ Tape Session, Opryland Hotel, Nashville. (615) 244-2840.

Bubbling Under The Top LPs

- 201-CHEQUERED PAST, Chequered Past, EMI America ST-17123
- 202-THE FIXX, Shuttered Room, MCA
- 203-CHUCK MAGIONE, Disguise, Columbia 204-BLACK 'N' BLUE, Black 'N' Blue, Gef-
- fen GES 24041 (Warner Bros.) 205-BACHMAN-TURNER OVERDRIVE.
- Bachman-Turner Overdrive, Compleat CPL 1-10 (Polygram)
- 206-JACKSONS, Live, Epic KE 2 37545 207-J. D. SOUTHER, Home By Dawn, Warner Bros. 25081-1
- 208-COYOTE SISTERS, Coyote Sisters, Morocco 6063CL (Motown)
- 109-YOUR LOVE'S GOT A HOLD ON ME, 209-JULIO IGLESIAS, Moments, Columbia FC 39568
- Lillo, Capitol 3357 210-ADRENALIN, American Heart, Roc-110-PEARL IN THE SHELL. Howard Jones. shire XR 9517 (MCA) Elektra 7-69705

"HERE **ARE THE DENON** REFERENCE CD'S. **AND HERE ARE THEIR REFERENCES.**"



. the most convincing reproduction of recorded music I've heard yet..."
"...for a Schubert Ninth that really sounds like

- an orchestra playing I think this issue has no equal.' Ovation Magazine, November 1983



"For anyone starting a compact-disc collection, I can think of no better release with which to begin."

"The Smetana Quartet's version of Beethoven's Op. 59, No. 1 . . . one of the most exciting versions of that particular work ever recorded." Ovation Magazine, November 1983



"...a sense of air around the instrumentalists that one ordinarily encounters only in live performances

Fanfare Magazine, September/October 1983



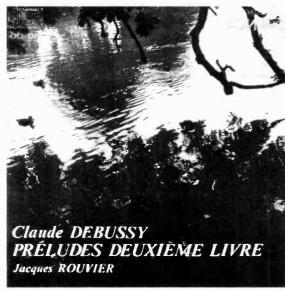
"This is one of the most exciting organ records ever made.

"...completely hypnotizing."
"...uncannily like being in Freiberg's beautiful cathedral, listening in person to the splendid Ovation Magazine, October 1983



"A superb reading as a digital LP, the bass definition and general clarity are even greater on the CD, with no loss of warmth."

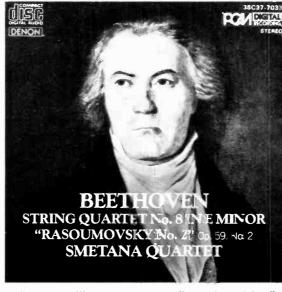
Ovation Magazine, November 1983



"...Jacques Rouvier is a superb technician, with tremendous power and solidity and remarkably

precise fingers."
"The sound is excellent: the overall acoustic is warm, the dynamic range is wide, and the Steinway's bass is reproduced with stunning fidelity."

Ovation Magazine. November Ovation Magazine, November 1983



"...compelling...uncommon fire and precision."
"This excellent performance is a revelation in

"... the most natural string-quartet sound I have yet heard on a recording, creating the impression that the players are sitting right in the room with the listener." the listener.'

Ovation Magazine, November 1983



NEW RELEASE! Beethoven: Symphony No. 9 ("Choral") Staatskapelle Berlin, Otmar Suitner, cond.

SURVEY FOR WEEK ENDING SEPTEMBER 1, 1984

TOPIP OTAPE

ic Cop	yright n may	1984 be rej	Billboard Publications, Inc. No par produced, stored in a retrieval syst m or by any means, electronic, cording, or otherwise, without the publisher.	em, or tra	ins- cal								L		1		A	i	110	
			Compiled from national retail stores and one-stops by the Music Popularity Chart Dept. of Billboard.																	
THIS WEEK	LAST WEEK	Weeks on Chart	ARTIST Title Label, No. (Dist. Label) Dist. Co.	RIAA Symbol	Suggested List Prices LP, Cassettes, 8 Track	Black LP/ Country LP Chart	THIS WEEK	LAST WEEK	Weeks on Chart	ARTIST Title Label, No. (Dist. Label) Dist. Co.	RIAA Symbols	Suggested List Prices LP, Cassettes, 8 Track	Black LP/ Country LP Chart	THIS WEEK	LAST WEEK	Weeks on Chart	ARTIST Title Label, No. (Dist. Label) Dist. Co.	RIAA Symbols	Suggested List Prices LP, Cassettes, 8 Track	Black LP/ Country LP Chart
1) 1	9	PRINCE AND THE REVOLUTION Purple Rain Warner Bros. 25110-1		8.98	BLP 1	36	39	4	NEIL DIAMOND Primitive Columbia QC 39199 CBS				73	62	10	ELVIS COSTELLO & THE ATTRACTIONS Goodbye Cruel World Columbia FC-39429 CBS			
2	2	12	BRUCE SPRINGSTEEN Born In The U.S.A. Columbia PC 38653 CBS	A			37	37	9	GLENN FREY The Allnighter MCA 5501 MCA		8.98		74	75	32	EURYTHMICS Touch RCA AFL1-4917 RCA	•	8.98	
3	3	49	HUEY LEWIS & THE NEWS Sports Chrysalis FV 41412 CBS	A			38	32	30	SOUNDTRACK Footloose Columbia JS 39242 CBS	^		BLP 74	75	78	31	ALABAMA Roll On RCA AHL1-4939 RCA	•	8.98	CLP 4
4	4	13	TINA TURNER Private Dancer Capitol ST-12330 CAF	A	8.98	BLP 2	39	34	90	MICHAEL JACKSON Thriller Epic QE 38112 CBS	^		BLP 34	76	88	4	BOB MARLEY AND THE WAILERS Legend		0.00	DID SC
5	5	23	THE CARS Heartbeat City Elektra 60296 WEA	A	8.98	50.0	(40)	47	15	CHICAGO 17 Full Moon/Warner Bros. 1-25060 WEA		8.98		77	60	9	Island 90169 (Atco). WEA SPYRO GYRA Access All Areas		8.98	BLP 56
6	7	44	LIONEL RICHIE Can't Slow Down Motown 6059 ML MCA		8.98	BIP 7 CIP	41)	44	15	BANANARAMA Bananarama London 820036-1 (PolyGram) POL	A	8.98		78	59	29	MCA 2-6983 MCA WANG CHUNG Points On The Curve		9.98	BLP 49
7	8	25	RATT Out Of The Cellar	•	0.50	BLP 7, CLP 56	42	35	17	STEVE PERRY Street Talk Columbia FC 39334 CBS JERMAINE JACKSON	•			79	73	19	Gelfen GHS 4004 (Warner Bros.) WEA RUSH Grace Under Pressure	A	8.98	
8	9	8	Atlantic 80143 WEJ JACKSONS Victory	A	8.98		44	48	26	Jermaine Jackson Arista AL8-8203 RCA THOMPSON TWINS		8.98	BLP 10	80	118	2	Mercury 818476-1 (PolyGram) POL HERBIE HANCOCK Sound-System		8.98	BLP 41
9	6	10	Epic QE 38946 CBS SOUNDTRACK Ghostbusters	S		BLP 5	45	45	10	Into The Gap Arista AL 8-8200 RCA BOX OF FROGS	•	8.98		81	81	9	Columbia FC 39478 CBS DIFFORD & TILBROOK Difford & Tilbrook		8.98	BLF 41
10	41	2	Arista AL-8-8246 RC/ JULIO IGLESIAS 1100 Bel Air Place	A	8.98	BLP 8	46	_		Box Of Frogs Epic BFE 39327 CBS THE FIXX				82	77	16	A&M SP-4985 RCA INXS The Swing Atco 90160 WEA		8.98	
11	11	6	Columbia QC 39157 CB: BILLY SQUIER Signs Of Life	S			47	64	3	Phantoms MCA 5507 MCA RICK JAMES		8.98		83	67	23	Atco 90160 WEA JOE JACKSON Body And Soul A&M SP-5000 RCA		8.98	
12	10	42	Capitol ST-12361 CA THE POINTER SISTERS	P	8.98		48) 50	4	Reflections Gordy 6095GL (Motown) MCA Y&T		8.98	BLP 15	84	84	32	THE PRETENDERS Learning To Crawl Sire 1-23980 (Warner Bros.) WEA	A	8.98	
13)	13	38	Break Out Planet BXL1-4705 (RCA) RC. CYNDI LAUPER Style Set Hereigh	Α 🔺	8.98	BLP 14	49	43	12	In Rock We Trust A&M SP-5007 RCA STEVIE RAY VAUGHAN &		8.98		85	80	17	SERGIO MENDES Confetti A&M SP-4984 RCA		8.98	
(14)	14	9	She's So Unusual Portrait BFR 38930 (Epic) CB JOHN WAITE	S						DOUBLE TROUBLE Couldn't Stand The Weather Epic FE 39304 CBS				86	103	3	HERB ALPERT TIJUANA BRASS Bullish		0.30	
15	12	33	No Brakes EMI-America ST-17124 CA VAN HALEN	P	8.98	-	50	52	5	SAMMY HAGAR VOA Geffen GHS24043 (Warner Bros.) WEA		8.98		87	89	13	A&M SP-5022 RCA PATRICE RUSHEN NOW		8.98	
16)	18	10	1984 Warner Bros. 1-23985 WE TWISTED SISTER	А	8.98		51		8	KASHIF Send Me Your Love Arista AL8-8205 RCA		8.98	BLP 4	88	91	16	PSYCHEDELIC FURS Mirror Moves		8.98	BLP 17
17	17	41	Stay Hungry Atlantic 80156 WE BILLY IDOL	A	8.98	-	52	42	13	JEFFERSON STARSHIP Nuclear Furniture Grunt BXLI-4921 (RCA) RCA		8.98		89	68	45	Columbia BFC 39278 CBS CULTURE CLUB Colour By Numbers	A		
(18)	19	43	Rebel Yell Chrysalis FV 41450 CB NIGHT RANGER	S A			53	53	95	PRINCE 1999 Warner Bros. 1-23720 WEA	^	10.98		90	69	76	Virgin/Epic QE 39107 CBS JULIO IGLESIAS Julio	•		
(19)	21	54	Midnight Madness Camel/MCA 5456 MC MADONNA	CA A	8.98		54	40	17	WHITESNAKE Slide It In Geffen GHS 4018 (Warner Bros.) WEA		8.98		91	82	7	Columbia FC38640 CBS LAKESIDE Outrageous			CLP 70
20	20	8	Madonna Sire 1-23867 (Warner Bros.) WE ELTON JOHN	:A	8.98	BLP 26	55	49	13	Streets Of Fire MCA 5492 MCA		9.98		92	92	9	Solar 60355 (Elektra) WEA VAROUS ARTISTS The Official Music Of The	-	8.98	BLP 23
21	16	73	Breaking Hearts Geffen GHS 24031 (Warner Bros.) WE Z Z TOP	EA 🔺	8.98		56	56	13	Love Language Asylum 60317 (Elektra) WEA	-	8.98	BLP 6				XXIIIrd Olympiad-Los Angeles 1984 Columbia BJS 39322 CBS			
(22)	25	6	Eliminator Warner Bros. 1-23774 WE SCANDAL FEATURING PATTY	EA	8.98		58		12	Straight From The Heart Elektra 60362 WEA	ļ.,	8.98	BLP 18	93	93	47	SOUNDTRACK The Big Chill Motown 6062ML (MCA) MCA	^	8.98	
			SMYTH Warrior Columbia FC 39173 CB	BS			59		8	Run - D.M.C. Profile 1201 IND FASTWAY		8.98	BLP 16	94	85	50	LINDA RONSTADT What's New Asylum 60260 (Elektra) WEA	1	8.98	
23	15	6	QUIET RIOT Condition Critical Pasha QZ 39516 (Epic) CE	BS			60			All Fired Up Columbia BFC 39373 CBS FRANK SINATRA				95	95	6	THE BROTHERS JOHNSON Out Of Control A&M SP-4965 RCA		8.98	BLP 20
(24)	30	18	JOHN CAFFERTY AND THE BEAVER BROWN BAND Eddie and the Cruisers/Soundtrack				61			L.A. Is My Lady QWest 25145-1 (Warner Bros.) WEA	-	9.98		96	97	29	BON JOVI Bon Jovi Mercury 814982-1M1 (PolyGram) POL		8.98	
25	22	56	Scotti Bros. BFZ 38929 (Epic) CE BILLY JOEL An Innocent Man	A	***		62			New Sensations RCA AFL1-4998 RCA LINDSEY BUCKINGHAM	-	8.98		97)	112		HELIX Walking The Razor's Edge Capitol ST-12362 CAP		8.98	
26	27	7	Columbia QC 38837 CE THE TIME Ice Cream Castle	BS			63	58		Go Insane Elektra 60363 WEA MOTLEY CRUE		8.98		98	83	19	SLADE Keep Your Hands Off My Power Supply CBS Associated FZ 39336 CBS			
27	28	5	Warner Bros. 25109-1 WE PETER WOLF Lights Out		8.98	BLP 3	64	57			•	8.98		99	86	99	LIONEL RICHIE Lionel Richie Motown 6007 ML MCA	•	8.98	
28	23	8	EMI-America SJ-17121 C/	AP	8.98		65	51	23			8.98	BLP 29	100	90	15	VAN STEPHENSON Righteous Anger MCA 5482 MCA		8.98	
29	29	26	SCORPIONS Love At First Sting	EA 🔺	8.98		66	72	4	Talk Show I.R.S. SP-70041 (A&M) RCA SPANDAU BALLET		8.98		101	87	45	JÖHN COUGAR MELLENCAMP Uh-Huh Riva RVL 7504 (PolyGram) POL	•	8.98	
30	24	15	Mercury 814 98101 (PolyGram) PolyGram P	OL.			67	130	3	Parade Chrysalis FV 41473 CBS BILLY OCEAN Suddenly				102	94	12	EDDY GRANT Going For Broke Portrait FR 39261 (Epic) CBS			BLP 73
31	26	11	Polydor 821919-1 (PolyGram) Pi ROD STEWART Camouflage	OL .	9.98	BLP 22	68	6 3	19	Jive/Arısta JL 8-8213 RCA		8.98		103		Series.	KROKUS The Blitz Arista AL8-8243 RCA		8.98	
32	33	20	Warner Bros. 25095-1 W LAURA BRANIGAN Self Control	EA			69	70	11	I.R.S. SP-70044 (A&M) RCA		8.98		104	99	59	MIDNIGHT STAR No Parking On The Dance Floor Solar 60241 (Elektra) WEA	A	8.98	BLP 60
33	31	40		EA 🔺			70	74	6	A&M SP5002 RCA		8.98		105	105	16	O'BRYAN Be My Lover Capitol ST-12332 CAP		8.98	BLP 13
34	38	10	Capitol ST-12310 C	AP	8.98		71	79	3	Columbia FC 39145 CBS			CLP 6	106	131	3	GRIM REAPER See You in Hell RCA NFL1-8038 RCA		8.98	
35) 36	9	Warner Bros. 1-25107 W COREY HART First Offense	EA	8.98		72	76	6	Jive/Arista JL 8-8250 RCA		8.98		107	107	9	ART OF NOISE (Who's Afraid Of) The Art Of Noise		0.00	Din Co
			EMI-America ST-17117 C	AP	8.98		1			Mercury 818864-1M-1 (PolyGram) POL		8.98					Island 90179 (Atco) WEA		8.98	BLP 51

Bullets are awarded to those products demonstrating the greatest sales gains this week (Prime Movers). Recording Industry Assn. of America seal for sales of 500,000 units (seal indicated by dot). Recording Industry Assn. of America seal for sales of 1,000,000 units (seal indicated by triangle).

News

Indies 'Scream' About New Exposure

By KIM FREEMAN

A weekly column focusing on the activities of independent labels and distributors.

As commercial radio continues to distance itself from most independent product, creative exposure alternatives crop up. From New York, the second SCREAM (Sampler Containing Really Exciting American Music) compilation is slated for release later this month.

The brainstorm of Thirsty Ear Communications, the monthly package contains 10 indie releases and ships to approximately 425 members of the industry, including college and new music radio stations, press, venues and managers, plus 100 reps in the U.K. Submissions are free, but the cost of a coveted slot on the disk is \$350. The package includes band fact sheets and response cards.

John O'Donnell of Sony Video 45 has expressed an interest in working with the Independent Label Coalition and its members to create a reel of various indie artists. More on this as it develops . . . Liz Januk, creator and host of CFNY-FM Ontario's "The Streets Of Ontario," says the indie-oriented show is giving market leader CHUM a run for its money in the Sunday afternoon category. While the program's emphasis is on Canadian product, Januk welcomes American releases and asks that they be sent to her in care of the station.

And New York rock'n'roll eatery The BeBop Cafe has initiated what it terms a "new club-music" format. Compiled by journalist/DJ Brad Balfour, the program's ingredients include everything from the avantgarde to roots rock. Part of the pack-

age is the BeBop Cafe Musical Menu, a monthly playlist that will be distributed to the record industry and select consumer outlets.

* * * Seeds & Sprouts: Tuff City president Aaron Fuchs, who has returned to the indie ranks after a year with CBS, is said to be considering a distribution deal with Profile. The latter label, a New York-based dance/rap outfit, is close to launching a heavy metal label . . . In Los Angeles, new wave/rock label Backlash is also moving into the heavy metal market with a subsidiary logo. Tentatively titled Axe Killer, the new label will be operated by Backlash in conjunction with FG2 of France. As a side note, Backlash chief Randall Wixen warns West Coasters of a man posing as Shin Tomada, president of Japan's King Records. Wixen says the imposter requested several hundred free records for licensing and distribution on the supposed King subsidiary, Future. King representatives denied knowledge of Future, and reported

From Washington reggae headquarters, RAS announces the first product from its progressive dance spinoff, GZPZ. Debut releases include the "Cut The Rug" 12-inch by Detroit saxman David M and the "Infinity Ship" EP by Pacific Orchestra... Prince is not the only newsmaker in Minneapolis. The city's Bellwether label has nominated a robot for its president. The label campaign centers on "Rodney Robb For President," a comedy album tracing the machine's trek from "the outhouse to the White House." The

that Tomada has not been in the

States recently.

New Standards For Vid Metal

NEW YORK — Galloping expansion of the home video market has again escalated sales standards for video gold and platinum.

Beginning Oct. 1, prerecorded videocassettes and videodisks must reach a combined minimum sale of 50,000 units, after returns, and/or at least \$2 million in sales at suggested list prices to qualify for a gold award from RIAA/Video, the video wing of the Recording Industry Assn. of America.

The current standard for gold, in force since January, is 37,500 units or \$1.5 million in retail sales. When the

award program was launched two years earlier, eligible plateaus were 25,000 units and \$1 million for gold.

Platinum awards as of Oct. I will require a net sale of at least 100,000 units and/or a value of \$4 million or more at suggested retail. Prior requirements were also double the gold standards set in 1982.

In all cases the new awards are applicable for any certification audits begun on or after Oct. 1. Sales for any title are cumulative for all configurations. Club sales can be included in the totals so long as at least half the sales for an award candidate are at retail.



\$8.98 album is the work of comedians Jim Newstrom and Don Fisher.

Latest tenant at the "little house" label, Shanachie, is reggae dub poet Mutabaruka. The Ho-Ho-Kus, N.J.-based label issued the artist's "Outcry" album this week, and Mutabaruka starts a national tour Sept. 19 in Boston . . . A live acoustic Hot Tuna recording done in 1975 was released recently by Brooklyn-based Relix Records. Toni Brown, vice president of Relix, says the four-year-old company is doing well with its offbeat roster of San Francisco-based artists. Previous releases include solo works by Grateful Dead members Jerry Garcia and Mickey Hart, and Mario & John Cipollina of Huey Lewis & the News and Quicksilver Messenger Service respectively.

Singer/songwriter Holly Near, owner of the Oakland, Calif.-based Redwood Records, is embarking on a tour with fellow folkies Pete Seeger, Ronnie Gilbert and Arlo Guthrie. The four-date tour starts Sept. 15 in Minneapolis, then moves West to Berkeley and Los Angeles.

For The Record

The song "New Girl Now" is performed by the Warner Bros. group Honeymoon Suite. The group name was listed incorrectly on the singles review page in the Sept. 1 issue.



Jump In Sales Celebrated At Annual Camelot Confab

• Continued from page 3

"perspective of an interested outsider." Noting that Camelot is CBS's second largest retail account and fifth largest account overall, he offered that it is "safe to say we will continue to be interested in Camelot. There is nobody with a better track record."

Terming Camelot an innovator, Smith lauded the firm for its support of CBS's "Nice Price" series, which he said had "needed a kick in the ass." While also noting the chain's commitment to classical recordings and willingness to commit advertising dollars to MTV, Smith suggested its most innovative move was its approach to the Compact Disc.

"You recognized the potential of the CD from day one," he said, adding that the chain had used CBS/Sony demonstration units in its stores. Smith also projected that CBS will be releasing CDs simultaneously with LPs and cassettes by next year, adding that he expects CD players to retail for under \$300 in the near future.

While claiming the average new CD customer purchased approximately 25 disks within the first month of owning a player, Smith cautioned against "underestimating the LP's strength in the future. Don't expect the LP to go the way of the eight-track," he said, urging managers to encourage multiple purchases by record buyers.

Traditional markets were also emphasized by Camelot president Paul David. While noting Camelot's expansion into other areas of home entertainment during his address to the convention, David stressed, "We never lost faith in the music business."

However, David added, "The labels didn't stand still, and we shouldn't stand still either. That's why even though we remain committed to music, we have also added new entertainment products to our inventory. By cashing in on the home video boom, we are able to further enhance our customer base while increasing the frequency of transaction."

Similarly, David noted that personal stereos have become "an important part of Camelot's everyday inventory. In fact," he added, "if you were to add up the dollars we generate through tape players, video sales and rental, blank videotape and the various items in our accessories catalogs, you'll find that these products and services account for 35% of our company's business."

Addressing Camelot's recent field reorganization and staff expansion—the company's payroll today exceeds 2,000 employees—David said the company was now focusing on refining its warehouse staff.

"With the advent of our new distribution systems, we found it necessary to revise our warehouse personnel structure with the appointment of four supervisors and 15 group leaders," he said. "We've also increased specialization in several other areas of need, in human relations, in purchasing and marketing, in advertising and in accounting. And with our increased specialization comes the call for increased professionalism on everyone's part."

CBS/Fox Video Distrib Plans

• Continued from page 3

it would not consider hooking up with a record company's distribution arm.

Warner Home Video has utilized WEA, and RCA Records recently announced its plans for disbursing RCA/Columbia Pictures Home Video product.

As for the likelihood of Capitol Records taking on Thorn EMI Home Video's product, a spokeswoman for the video company says "absolutely not. We are not even in the talking stage. It is not going to happen for a long time."

Because of the proposed Poly-Gram/Warner Communications merger, Len Epand, senior vice president and general manager of Poly-Gram's music video arm in the U.S., has been negotiating distribution schemes with firms individually. "If the merger goes through, obviously it would open up massive distribution to record stores," Epand says. "Another option is to set up something ourselves."

Chartbeat

Continued from page 4

frey Osborne (L.T.D.) and Whitney Houston & Teddy Pendergrass (Harold Melvin & the Blue Notes), as well as both halves of a recent top 10 smash by Mike Reno (Loverboy) & Ann Wilson (Heart).

* * *

Tina Tidbits: We have a few more notes on Tina Turner's ascendancy to No. 1 on the Hot 100. Turner, who is reportedly close to 46, is one of the oldest singers to top the Hot 100. She's not the oldest, however. Louis Armstrong was 64 when he reached No. 1 with "Hello! Dolly," Frank Sinatra was 51 when he scored with "Something Stupid," Dean Martin was 49 when he hit with "Everybody Loves Somebody" and C.W. McCall was 47 when he led the nation on a "Convoy."

Turner is the second artist this year to top the pop and dance charts with different records. Turner topped the dance chart in March with "Let's Stay Together" and has now hit No. 1 pop with its followup, "What's Love Got To Do With It." Cyndi Lauper also topped the dance chart in March with "Girls Just Want To Have Fun" and hit No. 1 pop with its

followup, "Time After Time."

And with Capitol's Turner and EMI America's John Waite at one and two again this week, EMI distribution has the top two hits for the first time since September, 1979, when Capitol's the Knack was No. 1 with "My Sharona" and EMI America's Robert John was number two with "Sad Eyes."

Fast Facts: The Everly Brothers' "On The Wings Of A Nightingale" (Mercury) jumps 11 notches to number 74 this week. It's the duo's first chart hit since 1967's "Bowling Green," which peaked at 40. The new record was written by Paul McCartney, who saluted "Phil and Don" in Wings' 1976 million-seller, "Let 'Em In."

If "On The Wings" reaches the top 10, it will lengthen the Everlys' lead as the duo with the most top 10 hits in the rock era. They currently have 15, followed by **Daryl Hall & John Oates** with 13 and the **Carpenters** with 12.

Billy Ocean's "Caribbean Queen (No More Love On The Run)" (Arista) jumps to No. 1 on this week's black and dance/disco charts, and advances 14 notches to number 36 on the pop chart. It's Ocean's first top 40 pop hit since his 1976 breakthrough, "Love Really Hurts Without You," which reached number 22 for Ariola America.

"Caribbean Queen" is Arista's second No. 1 black hit in a row, following Ray Parker Jr.'s "Ghostbusters," and its third No. 1 dance hit in less than four months, following the Thompson Twins' "Hold Me Now" and Jermaine Jackson's "Tell Me I'm Not Dreamin' (Too Good To Be True)."

And Billy Joel this week collects his fourth No. I adult contemporary hit from his smash album "An Innocent Man," as "Leave A Tender Moment Alone" follows "Tell Her About It," "An Innocent Man" and "The Longest Time." A fifth single from the album, "Uptown Girl," peaked at number two AC. (Ironically, it was the only gold single of the five.)

Before this flurry of hits, Joel had topped the AC chart twice, with "Just The Way You Are" and "Don't Ask Me Why."

C Copy be repri	right oduce electi	1984 ed. sto ronic.	Ps & TAP Biliboard Publications. Inc. No p. red in a retrieval system. or transm rmission of the publisher	art of this i itted. in an	publication ly form or by	any	WEEK	WEEK	s on Chart	Compiled from national refail stores and one-stops by the Music Popu- lanty Chart Dept. of Billboard. ARTIST		Suggested List Prices LP.	Black LP/	WEEK	WEEK	s on Chart	ARTIST		Suggested List Prices LP,	Black LP/
the pric	Jr WYIII	Chart	THISSION OF THE PODUSHER		Suggested		THIS	LAST	Weeks	Title Label, No. (Dist. Label) Dist. Co.	RIAA Symbol	Cassettes,	Country LP Chart	THIS	LAST	Weeks	Title Label, No. (Dist. Label) Dist. Co.	Symbol:	Cassettes. S - 8 Track	Country LF Chart
THIS WEEK	WEEK	5	ARTIST		List Prices LP,	Black LP.	139	141	73	QUIET RIOT Metal Health Pasha/CBS BFZ 38443 CBS	A			170	156	21	THE CRUSADERS Ghetto Blaster MCA 5429 MCA		8.98	BLP 4
	LÀST	Weeks	Title Label, No. (Dist. Label) Dist. Co.	RIAA Symbol	Cassettes, 8 Track	Country LP Chart	140	NEW	ENTRY	NEWCLEUS Jam On Revenge Sunnyview SUN 4901 (Becket) IND		8.98	BLP 21	171	155	88	CULTURE CLUB Kissing To Be Clever	A		
108)	114	54	HERBIE HANCOCK Future Shock Columbia FC 38814 CE	s		BLP 61	141	136	536	PINK FLOYD Dark Side Of The Moon	•	8.98		172	165	12	Virgin/Epic ARE 38398 CBS NICK LOWE Nick Lowe & His Cowboy Outlit			
109	98	24	BERLIN Love Life Geffen GHS 4025 (Warner Bros.) WE	A	8.98		142	167	2	STEVE MORSE BAND The Introduction				173	184	3	Columbia FC 39371 CBS RAIL Rail			
110	110	41	YES 90125 Atco 90125 WI	A	9.98		143	175	3	Musician 60369 (Elektra) WEA BRUCE COCKBURN Stealing Fire		8.98		174	166	7	EMI-America MLP 19010 CAP DEPECHE MODE People Are People		6.98	
111	100	14	DENIECE WILLIAMS Let's Hear It For The Boy Columbia FC 39366 CE	s		BLP 33	144	162	1	Gold Mountain GM8002 (A&M) RCA BILLY SATELLITE Billy Satellite		8.98		175	121	165	Sire 25124-1 (Warner Bros.) MICHEAL JACKSON	•	8.98	
112	111	39	MOTLEY CRUE Too Fast For Love Elektra 60174 WI	A	8.98		145	126	82	Capitol ST-12340 CAP DURAN DURAN Duran Duran	•	8.98		176	176	82	Off The Wall Epic FE 35745 CBS JOURNEY	A		
113	104	14	Voice Of America EMI-America ST-17120 C/	LP.	8.98		146	149	58	Capitol ST-12158 CAP JEFFREY OSBORNE Stay With Me Tonight		8.98		(177)			Frontiers Columbia QC 38504 CBS VARIOUS ARTISTS	-		
114	120	8	SOUNDTRACK The Karate Kid Casablanca 822213-1M-1 (PolyGram) Pi	OI I	8.98		147	154	6	A&M SP 4940 RCA GEORGE CARLIN	1	8.98	BLP 45		NEW	NTRY	Electric Breakdance Dominion Music 2320 IND		8.98	
115	117	10	EURYTHMICS Touch Dance RCA LPLI-5086 RI		6.98		148	124	84	Carlin On Campus Eardrum ED 1001 IND DEF LEPPARD	A	8.98		178		NTRY	LUCIANO PAVAROTTI Mamma London 411959-1 (PolyGram)		9.98	
116	144	2	SOUNDTRACK Electric Dreams		0.30		149	151	40	Pyromania Mercury 8103081 (PolyGram) POL U2	•	8.98		179	181	2	GEORGE HOWARD Steppin' Out TBA 201 (Palo Alto) IND		8.98	BLP 4
117	179	2	THE S.O.S. BAND Just The Way You Like It	BS .		BLP 25	150	132	91	Under A Blood Red Sky Island 90127 (Atco) WEA BILLY IDOL	•	5.98		(180)	NEW	NTRY	TYZIK Jammin' In Manhattan Polydor 821605-1 (PolyGram) POL		8.98	BLP 3
1,18	96	31	SHANNON Let The Music Play	•	8.98	BLP 66	151	109	120	Billy Idol Chrysalis FV 41377 CBS	A			181	152	7 2	SOUNDTRACK Flashdance Casablanca 8114921 (PolyGram) POL	•	9.98	
119	123	35	Mirage 90134-1 (Atco) W PRINCE Controversy			BLP 66	152	157		High & Dry Mercury 818836-1 (PolyGram) POL NIGHT RANGER		8.98		182	186	9	PEABO BRYSON The Peabo Bryson Collection Capitol SJ-12348 CAP		8.98	BLP
120	137	3	Warner Bros. BSK 3601 W ROMEO VOID Instincts		8.98		153	159		Dawn Patrol Camel/MCA 5460 MCA FACE TO FACE	-	8.98		183	NEW	ENTRY	JOYCE KENNEDY Lookin' For Trouble A&M SP-4996 RCA		8.98	BLP
121	171	3	HONEYMOON SUITE Honeymoon Suite	BS			154	153		Face To Face Portrait BFE 38857 (Epic) THE HUMAN LEAGUE			-	184	146	70	SCORPIONS Blackout Mercury SRM 14039 (PolyGram) POL	A	8.98	
122	113	7	Warner Bros. 25098-1 ROLLING STONES Rewind		8.98					Hysteria Virgin/A&M 4923 RCA	A	8.98		185	NEW	ENTRY	NAKED EYES Fuel For The Fire			
123	101	25	Rolling Stones 90176 (Atco) W HOWARD JONES Human's Lib	EA	8.98		155		119	Rio Capitol ST-12211 CAP		8.98		186	187	2	EMI-America ST-17116 CAF JULIO IGLESIAS From A Child To A Woman		8.98	
124	106	16	ONE WAY Lady	EA	8.98		156			LUTHER VANDROSS Busy Body Epic FE 39196 CBS	^		BLP 42	187	160	46	Columbia FC 39569 CBS GENESIS Genesis	A		
125	183	2	MCÁ 5470 M STEPHEN STILLS Right By You	CA	8.98	BLP 12	157	158	3	ORIGINAL BROADWAY RECORDING Sunday In The Park With George				188	192	35	Atlantic 80116 WEA ORIGINAL BROADWAY CAST Cats		9.98	
126	127	11	Atlantic 80177 W KICK AXE Vices	EA	8.98		158	170	14	Red Seat/RCA HBC1-5042 RCA LEE GREENWOOD You've Got A Good Love Comin'	1	9.98	-	189	NEW	ENTRY	Geffen GHS 2017 (Warner Bros.) WEA		16.98	
127	102	14	Pasha BFZ39297 (Epic) C HANK WILLIAMS, JR. Major Moyes	B\$.			159	NEW	ENTRY	MCA 5488 MCA THE OAK RIDGE BOYS Greatest Hits, Vol. 2		8.98	CLP 8	190	145	26	Reach The Beach MCA 5419 MCA THE ALAN PARSONS PROJECT	•	8.98	1
128	128	9		EA ·	8.98	CLP 2	160	NEW	ENTRY	MCA 5496 MCA BARBARA MANDRELL/LEE		8.98	CLP 23	191	180	11	Ammonia Avenue Arista AL 8-8204 RCA MILES DAVIS		8.98	
129	116	63	RCA AFLI-4995 F	CA 🔺	8.98	CLP 42				GREENWOOD Meant For Each Other MCA 5477 MCA		8.98	CLP 33				Decoy Columbia FC38991 CBS		-	-
130	129	19	NIK KERSHAW	CA	8.98		161		21	BAR-KAYS Dangerous Mercury 818478-1 (PolyGram) POL		8.98	BLP 28	192		2	JULIO IGLESIAS Hey Columbia FC 39567 CBS			
131	133	157	VAN HALEN	CA _	8.98		162		ENTRY	KANSAS Best Of Kansas CBS Associated QZ 39283 CBS				193		43	DARYL HALL & JOHN OATES ROCK 'N' SOUI, Part 1 RCA CPL1-4858 RCA		9.98	
(132)		6	BANGLES	EA	8.98		163	122	26	DAVID GILMOUR Abouf Face Columbia FC39296 CBS		***		194	NEW	ENTRY	RAMSEY LEWIS/NANCY WILSON The Two Of Us Columbia FC 39326 CBS			BLP 5
133	134		All Over The Place Columbia BFC 39220 (HUEY LEWIS AND THE NEWS	BS			164	147	17	ROGER WATERS The Pros & Cons Of Hitchhiking Columbia FC 39290 CBS				195	185	21	IRON MAIDEN Maiden Japan			OLI .
134	142		Picture This	CBS			165	169	8	SPLIT ENZ Conflicting Emotions A&M SP-4963 RCA		8.98		196	172	5	Capitol ST-15017 CAP MAMA'S BOYS Mama's Boys		8.98	-
135	135		Don't Stop	BS			166	168	3	BOBBY AND THE MIDNITES Where The Beat Meets The Street				197	199	120	JANE FONDA Jane Fonda's Workout Record	A	8.98	
136	108		New and Improved Workout	CBS	-344		167	173	3	Columbia BFC 39276 CBS JULIO IGLESIAS In Concert				198	148	24	Columbia CX2-38054 CBS TONY CAREY Some Tough City			
			Defenders Of The Faith Columbia FC39219	CBS			168	NEW	ENTRY	Columbia KC2 39570 CBS CHERRELLE Fragile				199	138	15	MCA 5464 MCA		8.98	
137	139			IND	6.98		169	NEV	VENTRY	Tabu BFZ 39144 (Epic) CBS SOUTHSIDE JOHNNY & THE JUKES		Street as	BLP 27	200	188	11	Farewell My Summer Love Motown 6101 ML MCA SMOKEY ROBINSON		8.98	BLP 6
(138)	143	3	SOUNDTRACK Metropolis Columbia JS 39526	CBS	***		1_			In The Heat Mirage 90186 (Atco) WEA		8.98					Essar Tamla 6098TL (Motown) MCA	Big Chill	8.98	BLP

TOP LPs & TAPE
A-Z (LISTED BY ARTISTS)
Alahama

Herb Alpert Tijuana Brass	96
Herb Alpert Tijuana Brass	107
Art Of Noise	10/
Bananarama	41
Bangles	132
Bar-Kays	161
Berlin	109
Bobby And The Midnites	166
Bon Jovi	96
Box Of Frogs	45
Laura Branigan	32
Brothers Johnson	95
Peabo Bryson	57, 182
Lindsey Buckingham	62
John Cafferty And The	
Beaver Brown Band	24
Tony Carey	198
George Carlin	147
Cars	5
Cherrelle	168
Chicago	40
Bruce Cockburn	143
Flyis Costello & The Attractions.	73
Crusaders	170
Culture Club	89, 171
Miles Davis	191
Chris Deburgh	69
Def Leppard	151, 148
Depeche Mode	174
Neil Diamond	36
Hell Diamono	

n:			28
Dio Duran Duran	22	155	
Duran Duran	.33,	155,	145
Sheila E		74	34
Eurytamics		/4,	113
Face To Face			
Fastway			
Fixx		46,	189
Flock Of Seagulis			71
Jane Fonda			
Lita Ford			
Glenn Frey			
Genesis			.187
David Gilmour			.163
Go Go's			65
Eddy Grant			
Lee Greenwood			
Grim Reaper	,,,,,,,,		.106
Sammy Hagar			
Daryl Hall & John Oates			193
Herbie Hancock			
Corey Hart			35
Helix			97
Honeymoon Suite		,,,,,,,,	121
George Howard			179
Human League			154
Billy Idol ,	17,	150.	134
tulio Igiesias10, 90, 1	167	186,	192
ron Maiden			195
lacksons			8
Jermaine Jackson			
loe Jackson			. 83
Michael Jackson			
Rick James			
efferson Starship			52

Billy Joel	25
Elton John	20
Southside Johnny & The Jukes	
Howard Jones	
INXS	
Journey	176
Judas Priest	
Kansas	
Kashif	51
Joyce Kennedy	183
Nik Kershaw	130
Kick Axe	126
Krokus	103
Lakeside	91
Cyndi Lauper	13
Huey Lewis & The News	3, 133
Ramsey Lewis/Nancy Wilson	
Little Steven	113
Nick Lowe	172
Madonna	
Mama's Boys	196
Barbara Mandrell/Lee Greenwood	
Bob Marley & The Wailers	
John Cougar Mellencamp	101
Sergio Mendes	85
Midnight Star	104
Steve Morse Band	
Motley Crue	
Nakedeyes	
Willie Nelson	
Newcleys	
Juice Newton	128
Night Ranger	
Oak Ridge Boys	
O'Bryan:	105

Billy Ocean	67
One Way	124
Original Broadway Cast	188
Original Broadway Recording	157
effrey Osborne	146
Alan Parsons Project	190
Luciano Pavarotti	178
feddy Pendergrass	56
teve Perry	
ink Floyd	141
Pointer Sisters	
Police	129
Pretenders	84
Prince	
Psychedelic Furs	
Dujet Riot	23, 139
Ř.E.M	
Rail	
Ratt	7, 137
Lou Reed	61
Lionel Richie	
Smokey Robinson	200
Rolling Stones	
Romeo Void	
Linda Ronstadt	94
Run-D.M.C.	
Rush	
Patrice Rushen	
S.O.S. Band	
Billy Satellite	144
Scandal Featuring Patty Smyth	22
Scorpions	29, 184
Shannon	
Frank Sinatra	
Slade	
SOUNDTRACKS:	
Reat Street	64

DIE CIIII	
Breakin'	
Electric Dreams	
Flashdance	181
Footloose	38
Ghostbusters	9
Karate Kid	
Metropolis	138
Streets Of Fire	
Spandau Ballet	66
Split Enz	165
Bruce Springsteen	2
Spyro Gyra	77
Billy Squier	11
Van Stephenson	100
Rod Stewart	31
Stephen Stills	125
Thompson Twins	44
Time	26
Tina Turner	4
Twisted Sister	16
Tyzik	180
U2	149
Van Haien	15, 131
Luther Vandross	156
Various Artists	92, 17-7
Stevie Ray Vaughan & Oouble Trouble	e49
John Waite	14
Wang Chung	78
Roger Waters	161
Whitesnake	54
Deniece Williams	111
Hank Williams, Jr	127
Peter Wolf	27
Yes	110
Y&T	48
22 Top	21

News

AS SCHOOLS REOPEN

College Stores Cool To Video

By FRED GOODMAN

NEW YORK—While retailers in college markets are celebrating the reopening of schools with expanded album and cassette selection, few college-area retailers see a future for themselves as video outlets.

The Cat's Records & Tapes store near the Univ. of Tennessee campus in Knoxville is laying in a supply of new releases by the Fixx, Naked Eyes and Donna Summer, among others, according to manager Drew Leeton. "I also normally stock a little more in jazz and new music," he adds.

But the prospects for prerecorded video sales or rentals to the more than 27,000 students are so dim that Leeton says his store doesn't even deal in video, even though others in the chain do. "We don't handle video basically because we are a campus store," he says.

Similarly, the Camelot store adjacent to the Univ. of South Florida campus in Tampa has beefed up its new music and classical inventories, but there's scant interest from the 22,000 students when it comes to vid-

Viewers Choose New MTV Award

NEW YORK—A special viewer participation category, "the viewers choice award", has been added by MTV to the 15 already established general and professional award categories set for the first annual MTV video awards, Sept. 14 at Radio City Music Hall here.

The nominees in the "viewers choice" category are the Cars' "You Might Think," Herbie Hancock's "Rockit," Michael Jackson's "Thriller," Cyndi Lauper's "Girls Just Want To Have Fun" and the Police's "Every Breath You Take," which, coincidentally, are the same five clips up for the "video of the year" award.

Viewers vote for the clips of their choice via a special 900 number running from Aug. 25 through Saturday (8). MTV viewers also got to see all five clips during a special "viewers choice" program on Friday (31), to be repeated this Friday.

In other news concerning the MTV awards ceremonies, ZZ Top is set to make its first live television appearance when it performs at the awards. The Warner Bros. act is up for MTV awards in three categories.

Chapter XI For Far Out Prods.

LOS ANGELES — Far Out Productions here has filed an itemized schedule showing \$2,503,261 in liabilities against assets of \$8,176,700 in Federal Bankruptcy court. The firm, operated by Jerry Goldstein and Steve Gold, voluntarily petitioned under Chapter XI.

Among the secured creditors listed were Gold and Goldstein, each of whom were down for \$248,000 in back wages; Shorewood Packaging, \$56,064; John Hess, \$23,651; and attorneys Barry K. Rotham and Walter Lorimer, \$21,500 and \$13,000, respectively. Secured claims represented \$1,750,987 of the estimated indebtedness.

Primary assets are real estate at 7417-19 Sunset, valued at \$1.85 million; and a master tape catalog, valued at \$4.5 million. The court records show that the two shared equally in ownership of the firm.

eo rentals and sales. "A lot of them are having a hard time just-buying books," says store manager Todd Dollar.

The arithmetic of student budgets is much the same in the north. And at Ithaca, N.Y.'s Rebop Records, coowner Renee Baum also suggests that watching a video is a lot different from listening to a record.

"Cornell is a high pressure school," observes Baum of the campus two blocks from her store. "If you have the time to watch a video, you're either brilliant or not doing your work. A lot of students listen to records while they work, and it's completely different. The mentality here is dealing with school."

here is dealing with school."

In Ann Arbor, Mich., Mike Lang of School Kids is very tentative when it comes to selling video to his Univ. of Michigan clientele. Although he's considering stocking music video pre-packs from Jem, Lang says that "safe display is the problem" and characterizes his feeling towards videos as "lukewarm."

"We've had no luck with blanks," he says. "I'm not interested in rental, and video singles just don't make any sense to me."

Assistance in preparing this story provided by Edward Morris in Nashville and Earl Paige in Los Angeles.

By contrast, the Sound Warehouse store near the Southern Methodist Univ. campus in Dallas does "real well with video rentals," according to manager Mark Christy. But he describes music video business as "mediocre." Instead, campus retailers are gearing up for fall with promotions for their traditional bread and butter product, LPs and cassettes.

Across the street from the Univ. of Oregon's Eugene campus, Bob Lee's Face The Music is greeting freshmen by emphasizing hit product. "We have coupons for giveaways at all the registration tables all over campus," says Lee. "With us, the three semesters are like having Christmas three times a year."

The Amarillo-based Hastings Records has a September push in its 28 campus markets, according to Bruce Shortz, marketing director of the 138-unit chain. Dubbed "cheap highs, great lows," the push emphasizes select midlines in pop, classics and jazz. Campus papers will get the bulk of advertising over four consecutive weeks, with Hasting's own pop material butressing the promotion.

"We're also finding our in-store handout publication Direct Current is an effective way to promote to campus customers," adds Shortz.

Capitol Midline Prices Reduced

LOS ANGELES—Capitol Records has reduced the price and raised raised the returns charge on its Greenline midline catalog. The move, which became effective Friday (31), is seen as an effort to induce more rackjobbers to stock midline catalog and restrict heavy returns.

The new Greenline prices—\$2.65 base, \$2.54 to consolidator and \$2.49 to subdistributor and bulk—covers catalog prefixes SM,SN, 4M and 4N. Under the new struture, the label is discontinuing its returns credit and raising its returns charge from 7.5% to 25%, with the elevated returns penalty applied to returns received after Sept. 28. Christmas product is excluded from the changes.

InsideTrack

LP Returns: Accounts report label reps are expressing concern over rapidly accelerating LP returns. The wrinkled brows stem especially from specific geographical locations and from racks, where many departments report a sales/returns ratio of four to one and building for cassette sales. Labels are warning accounts they are overreacting.

A call to the new Rocshire phone number (Billboard, Aug. 1) produced a comment from PR exec John Collins that the label was kaput. Collins, who provided West L.A. working space for Rocshire brass Gary Davis and Roy Chiovari, said Chiovari was forming his own indie promo firm, while Davis' plans were indefinite. Rochire suffered a seemingly terminal setback when Hughes Aircraft sued Shirley Davis, then wife of label founder Rocky Davis, alleging she had funnelled more than \$3 million in bogus checks from the firm's employee medical benefits fund to her husband to bankroll the Anaheim-based label.

Carla Olson, who's been liaising with stores crosscountry for four years with Macey Lipman's marketing firm, gets her shot in mid-September when A&M ships the Textones' "Midnight Mission" package on Danny Goldberg's Gold Mountain Records. She's the group's featured vocalist... Word is that MS Distributing, with branches in Chicago and Atlanta, will distribute music videos only on the CBS/Fox label. Neither John Salstone nor Tony Dalesandro were available for comment.

Big Time: Watch for Fred Bestall's Aussie label of that name to announce a major move into the U.S. market, with longtime industry exec Bob Mercer at the reins of the West L.A. HQ. Bestall has a deal with Allegiance Records for U.S. distribution. "Grandview U.S.A." is the first product (Billboard, Sept. 1), plus product by Darius & the Magnets, an L.A. group, and a 12-inch EP by Brother David, with others to follow ... Arnie Orleans of Music Spectrum, the marketing consultancy, has added KN Records. The label, owned by newcomer Kamran Nahai of L.A., is releasing an EP by an-as-yet-unnamed group, produced by engineering ace Ed Thacker.

Former A&M/RCA/Monument exec Bob Fead, hinted to be readying his own label (Billboard, Aug. 25), has shipped two 45s on Envelope Records, featuring James Govan and the Stenmark-Mueller Band... First String, the label/management tandem started by Carl and Chris Maduri of Cleveland, has signed Engelbert Humperdinck to the label and Beau Coup, a Cleveland group, to management, along with an L.A. r&b act, Strutt.

When the smoke clears, Motown will announce that Peter Napoli, last with Chrysalis, is the successor to Howard Rosen, who ankled recently as promo biggie. Rosen, first thought to be linking with Larry Harris in an indie promo office, takes a shot at a special projects promo post with A&M, where he'll work an out-of-office schedule including the boonies. Harris is moving back onto Sunset Blvd. in some of the offices once occupied when he was a topper with the late Neal Bogart's Casablanca Records... Look for ASCAP's Nashville publicist John Sturdivant to be the new general manager of Music City News, the Multimedia-owned fan monthly.

The L.A. Times reports that Don and Rose Shannon of Newark, Ohio, filed suit seeking \$21 million in damages in Columbus Federal District Court Monday (27). According to the daily, the couple allege they are victims of malicious prosecution, antitrust violations, obstruction of justice, defamation and violation of their rights. The Times reported on a late '70s undercover investigation of the plaintiffs in connection with the operation of Rosie's

Records, People's Stereo and Utopia Ultra Sound. It culminated in a misdemeanor copyright infringemant suit accusing Don Shannon of 32 counts of illicit duplicating of recordings. Charges were later dropped after Shannon, maintaining his innocence, agreed to sell his duping equipment. The suit charges that the defendants, including RIAA's Stan Gortikov and Joel Schoenfeld, conspired to destroy Shannons' business.

Gov. George Deukmejian has signed into law AB 3753, the California proposal which extends until 1986 the right of a person to procure a recording pact for another without being under the regulation and licensing provisions requiring the state labor commissioner to license and regulate talent agencies . . . Modest Dave Chackler, recently moved to Private I Records, won't elaborate on a commendation given him by L.A. police for his rescue of a victim of a freeway accident.

Video Shakeout: Maneuvering and moves continue in the volatile home video distribution community, with V.T.R., Pittsburgh, reportedly bowing units in New York and Florida. Veteran executive personnel also on the go, with Larry Devouno, general manager of Terry Woodward's VideoWorks, Owensboro, Ky., moving to J.D. Mandelker's Sight & Sound, St. Louis, as operations manager . . . Entreating fellow VSDA members to adhere to the organization's basic mom and pop store constituency, Art Ross, Tampa Video Station proprietor, won a place on the board. Seven preceding board candidates emphasized their size or importance, Track is told...Controversial Bay Area retailer Jim George took a giant step forward during the 1984 VSDA meet, which he chaired. The head of the nine-store San Francisco Home Video chain, an affiliate franchise concept, and fiery columnist in Video Store magazine, George had been under fire for reportedly favoring the trade monthly (Billboard, Sept. 1). From the time of his grand opening entrance to the lectern on the arms of MGM showgirls, one insider told Track, "he owned the place." He was also elected

The Tokyo World Popular Music Festival Oct. 23-29 at the Budokan has accepted its first gospel entry. "His Eyes," penned by Gary Harrison, J.D. Martin and Mrs. B.J. (Gloria) Thomas, was pitched by Dick James Music in Nashville to Sheila Walsh, who recorded it ... Word from Music Row is that Dolly Parton is competing with the Welk Music Group to acquire Combine Music... The Practising Law Institute plans a seminar on copyright, trademark and unfair competition litigation at the Biltmore Hotel, Los Angeles, Oct. 18-19.

Former British folkie Cat Stevens was in the Windy City last week, where he held a press conference to announce he is suing the Chicago-based weekly The Globe for \$5 million. The suit is the result of a story that links the songwriter with the Ayatollah Khomeini. A Muslim who says he lives in London, Stevens said the story depicted him as living in Iran as a beggar and devotee of Khomeini. Stevens' former label, A&M, has a greatest hits package coming and was responsible for getting the music press to turn out for the conference . . . At presstime, the only dates scheduled for September on the Jacksons' "Victory" tour were Sept. 7-8 at Mile High Stadium in Denver and Sept. 21-22 at RFK Stadium in Washington.

Rumor has the Handleman Co. acquiring The One-Stop from Bill Lawrence. Grapevine has the giant racker picking up the Pittsburgh one-stop and a number of its racked locations. Edited by JOHN SIPPEL

Central South Sues Turntable Record Shops

By EDWARD MORRIS

NASHVILE—Central South Music Sales has sued the defunct Turntable Record Shops chain in Chancery Court here, alleging that Turntable owes the distributor \$111,277.63 plus service charges for merchandise it provided on credit. Also named as defendants are Bruce Feit and Lawrence Pollack, identified as former owners of Turntable, as well as Nashville's Third National Bank and Music City Record Distributors, owner of Cat's Records & Tapes.

According to the complaint, the credit Central South extended Turntable between March, 1978, and October, 1983, was secured by a personal guaranty from Feit and, subsequently, collateral in the chain's merchandise inventory.

ory.

Last July, the complaint continues, Third National Bank filed a financing statement with the Tennessee Secretary of State's office showing itself as a secured party and Turntable as a debtor. The plaintiff contends that it learned in October, 1983, that Turntable was going out of business and would not be able to pay back the amount owed, and that Third National has asserted that it had first lien on all the Turntable inventory.

According to the document, Central then notified Third National that it believed its lien on the inventory was superior to the bank's claim. This assertion led to discussions among Central, Third National and Turntable to resolve the dispute.

While the discussions were going on, Central says it discovered that Third National was talking to Cat's about purchasing the Turntable inventory after the bank foreclosed on it. Acting upon this discovery, Central says it notified Cat's that its own lien had priority over Third National's but that ultimately Cat's bought the inventory from Third National anyway.

The suit asks for a judgment against Turntable for \$111,277.63, plus service charges; for a similar judgment against Feit; for a ruling against Third National and Music City Record Distributors for an amount equal to the commercially realizable value of the inventory collateral Central sold and delivered to the chain; and for a similar ruling against Feit and Pollack.

Feit says he has not been served with a notice of the suit. The other defendants could not be reached for comment.

WHAT'S NEW?

