

Billboard

NEWSPAPER *****3-DIGIT 9.8
LIC6604P02488 MAR86
MONTY GREENLY 03 10
3740 ELM ULY
LONG BEACH CA 90807

**'Super Radio' group
concept toned down by
NRBA board in Dallas**
See page 14

**Vid programmers seen
confident on lyrics**
See page 3

**FarmAid TV 'network'
to reach 90% of U.S.**
See page 74

VOLUME 97 NO. 38

THE INTERNATIONAL NEWSWEEKLY OF MUSIC AND HOME ENTERTAINMENT

SEPTEMBER 21, 1985/\$3.50 (U.S.)

Paramount Home Video Sets \$29.95 'Beverly Hills Cop'

BY TONY SEIDEMAN

NEW YORK Paramount Home Video has significantly altered the composition of the holiday season home video marketplace. The company is planning the \$29.95 release of "Beverly Hills Cop" on Oct. 30, and has scheduled its second "25 for 25" promotional campaign, which will debut on the same date.

Pre-order day for the product is Oct. 14; no orders will be taken after Jan. 31. "Beverly Hills Cop" will be pulled off the marketplace on that date for an unspecified length of time.

To help emphasize the idea of using videocassettes as gift items, Paramount will give away a free Christmas stocking with every cassette purchased, while its supplies last.

Last year's "25 for 25" program moved a total of 1.4 million units, ac-

German Sales Post Significant First-Half Increase

BY JIM SAMPSON

MUNICH For the first time since 1978, German recording sales increased during the first half of the year.

Domestic revenues jumped 9% as units improved 7%. Revenue from home tapers and video clip royalties also kept pace, while Germany's export business boomed, jumping 64% in albums and cassettes alone.

The German recording industry group Phonoverband comments: "Thanks especially to the striking success of the Compact Disc,"
(Continued on page 73)

ording to Paramount, which had little low-priced catalog competition at that time. Now there are several such promotions under way, including programs by Walt Disney Home Video and Vestron Video.

But as a low-priced, recent-release hit feature film, "Beverly Hills Cop" seems certain to have virtually no competition this year.

Even with "Beverly Hills Cop" coming out, there will still be significantly fewer blockbusters on the marketplace this holiday season than last. RCA/Columbia Pictures' \$79.95 "Ghostbusters" is the only title in "Beverly Hills Cop's" class whose release has been confirmed. Warner Home Video's "Gremlins" is rumored to be coming soon at the
(Continued on page 72)

BY BILL HOLLAND

DALLAS The national Parents/Teachers Assn. (PTA) and the Parents Music Resource Center (PMRC) have forged a coalition to urge the recording industry to affix a voluntary "R" consumer warning label on recordings of songs with lyrics deemed sexually explicit, profane, violent, occult or glorifying drugs and alcohol.

The new coalition, announced Wednesday (11), is also calling for "full disclosure" of lyrics either on record covers or on cards that would be part of the packaging of cassettes and tapes, or otherwise made available at stores where such purchases are made.

While the move taken by these two influential groups backs

off slightly from previous stances demanding separate warning labels for each type of alleged violation of good taste, the organizations remain firm in their opposition to the generic "Parental Guidance—Explicit Lyrics" warning proposed by the Recording Industry Assn. of America (RIAA).

Even as the PMRC and PTA joined forces, industry figures opposed to any ratings or warnings for contemporary music unveiled their own coalition, a committee dubbed the "Musical Majority." Chaired by personal manager and label entrepreneur Danny Goldberg, the new group received the support of the American Civil Liberties Union, with ACLU executive director Ira Glasser announcing its formation.

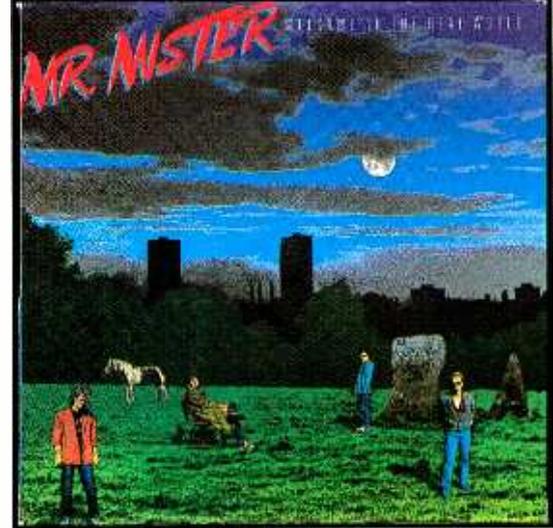
As the lyric controversy heads toward Senate hearings starting Thursday (19), the PMRC, composed of the wives of Washington legislators and key government officials, is believed to exert lobbying clout far in excess of its modest numbers. The PTA, on the other hand, claims a national membership of 5.6 million.

The PMRC/PTA coalition says that it wants to persuade the music industry to "accept responsibility for correcting the excesses that have developed," and that it hopes
(Continued on page 72)

ADVERTISEMENTS



With two Top Ten U.K. hits to her credit, one a duet with David Grant of "Could It Be We're Falling in Love," JAKI GRAHAM'S stateside album debut, HEAVEN KNOWS, produced by Derek Bramble, is ready to create the same kind of sensation here as it already has overseas. Check her out. JAKI GRAHAM'S a lot more than just another pretty face. ON CAPITOL.



Mr. Mister's **BROKEN WINGS** is breaking. Mr. Mister's new LP **WELCOME TO THE REAL WORLD** (NFL1-8045)—R&R/AOR Album "Breaker." The first hit single **BROKEN WINGS** (7" PB-14136) R&R/AOR Tracks "Breaker," Album Network "Homer"; video in active rotation on MTV. Sales breakouts across the country. Produced by Mr. Mister and Paul DeVilliers. George Ghiz/Mogul Management. RCA/Ariola International.

One City Mulls Concert Control In Lyric Row

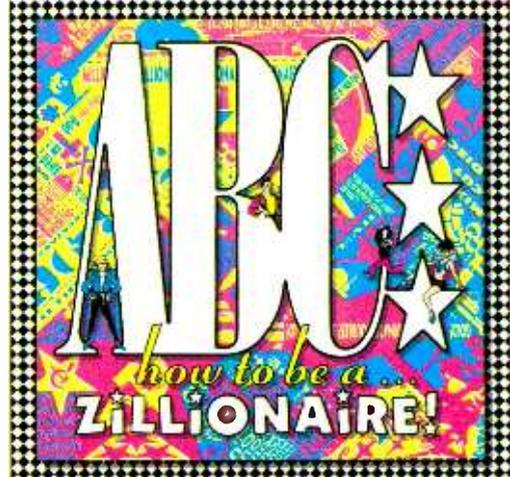
BY SAM SUTHERLAND

LOS ANGELES City officials in San Antonio are scheduled this week to review a set of new proposals aimed at controlling sensitive lyric content in contemporary music concerts. In a closed executive session Thursday (19), City Council members plan to examine a variety of strategies that could yield a city ordinance intended to inhibit controversial rock or pop attractions from performing potentially offensive material.

The initiative, nurtured there in recent months by a local consumer group and since championed by members of the Council and Mayor Henry Cisneros, would mark the first attempt at extending the current drive for regulation of contemporary music to the live arena. Sig-
(Continued on page 72)



THE SECRET OF RICHES REVEALED! IT'S EASY AS ABC.



England's pop and dance connoisseurs are back with a wealth of modern classics. The album **HOW TO BE A ZILLIONAIRE**, featuring the hit single "BE NEAR ME." It's no small change.

© 1985 POLYGRAM RECORDS, INC. Manufactured and Marketed by PolyGram Records

ALBUM: 824 904-1 SINGLE: 880 626-7

STALLED CARS...

MOVING GUITARS.

POUNING FEET...

DRUMBEATS.

CITY PULSES...

RHYTHM RUSHES.

DOWNTOWN,
(1/4-2-1991)

MARSHALL CRENSHAW'S NEW LP.

ON WARNER BROS.

RECORDS AND CASSETTES.

PRODUCED BY T-BONE BURNETT,

MARSHALL CRENSHAW AND

LARRY HIRSCH.

MARSHALL CRENSHAW

Downtown

©1985 Warner Bros. Records • Management: Richard Sabin Associates / NYC • Photography: Victoria Pearson.



IN THIS ISSUE

VOLUME 97 NO. 38

SEPTEMBER 21, 1985

1 NEWS ▶The Parents/Teachers Assn. and the Parents Music Resource Center forge a coalition to urge warning stickers for recordings of songs with controversial lyrics. ▶Paramount Home Video will release "Beverly Hills Cop" at \$29.95 and has scheduled its second "25 for 25" promotion. ▶The city of San Antonio is considering steps to inhibit rock and pop acts from performing offensive material in concert. ▶For the first time since 1978, German recording sales increased during the first half of the year. ▶3/Major national video programmers claim to have little fear that the current lyric controversy will affect their programming. ▶NARAS panel confronts lyric issue. ▶Ken Kragen and Bob Geldof planned to meet last week to discuss better coordination of famine relief efforts. ▶4/CD executives agree that shortages will continue. ▶6/The RIAA has upgraded standards for video certifications.

4 Executive Turntable	57 Dance Trax
37 Classical	62 Album & Singles Reviews
37 Latin	67 Newsmakers
55 Jazz	73 Grass Route
55 Gospel	74 Inside Track

9 INTERNATIONAL ▶China recently staged its first exhibition of Western pop and classical music.

10 COMMENTARY ▶Guest Column: A retailer proposed a way to deal with the Christmas CD crunch. ▶Letters.

14 MUSIC RADIO ▶On the eve of Radio '85, the NRBA board of directors voted to tone down the controversial proposal for a Super Radio group. ▶Out of the Box. ▶15/Vox Jox. ▶17/Yesterhits. ▶19/Featured Programming.

20 RETAILING ▶In a reversal of general industry practice, Record Factory, which recently acquired the five-unit Leopold chain, has changed the name of a Record Factory outlet to Leopold. ▶22/On the Beam. ▶23/New Releases.

25 VIDEO RETAILING ▶The paucity of hot titles in the fourth quarter could put pressure on rental-only retailers and smaller stores.

30 HOME VIDEO ▶RKO Pictures is looking for a distributor for its RKO Home Video division. ▶Newline.

35 VIDEO MUSIC ▶Local video music outlets say they have yet to feel heat from such groups as the Parents Music Resource Center. ▶36/MTV Programming. ▶New Video Clips.

38 PRO AUDIO/VIDEO ▶More than 50 pro audio manufacturers will have exhibits at the upcoming Chicago Music Expo. ▶Video Track. ▶Audio Track.

41 TALENT ▶Ex-Temptations David Ruffin and Eddie Kendrick are back in the pop music spot! ▶42/Talent in Action: Culture Club, Chuck Mangione, "Folks." ▶Boxscore.

44 COUNTRY ▶Major label executives agree that Nashville needs to come up with more exciting music to attract younger listeners. ▶Nashville Scene.

50 BLACK ▶Howie Rice has quickly emerged as a hot new songwriter/producer. ▶The Rhythm & the Blues.

58 CLASSIFIED ACTIONMART

61 CANADA ▶Plans for a Canadian concert for African famine relief have been shelved.

68 UPDATE ▶Newline. ▶Calendar. ▶Lifelines. ▶New Companies.

CHARTS ▶6/Chartbeat: Dire Straits becomes the fourth British act in six months to score a simultaneous No. 1 single and album.

Top Albums	Hot Singles
18 Rock Tracks	16 Hot 100 Singles Action
22 Compact Discs	19 Adult Contemporary
23 Midline	46 Country
37 Latin	48 Country Singles Action
45 Country	52 Black
51 Black	54 Black Singles Action
55 Inspirational	56 Dance/Disco
60 Hits of the World	60 Hits of the World
68 Top Pop	64 Hot 100

Top Video/Computer
24 Computer Software
26 Videocassette Rentals
30 Videodisks
33 Videocassette Sales

LYRICS: VIDEO OUTLETS SEEN CONFIDENT

National Programmers Don't See Problems With PMRC

BY STEVEN DUPLER

NEW YORK As the current controversy regarding rock lyrics continues to grow in scope, major national music video programmers are taking a cautious and watchful stance, although they claim to have little fear that the situation will affect the type of programming they now offer.

One show's producer says he will flag offending videos once record labels have all agreed to do so, while others say they will only decide on that point once an agreement has actually been reached between the lyric watchers and the Recording Industry Assn. of America (RIAA).

So far, none of the five national outlets queried by Billboard, with the exception of MTV/VH-1, has had any direct contact with the Parents Music Resource Center (PMRC) or any similar group, and all say they feel their current programming standards are sufficiently stringent and "community-oriented" to withstand examination by the conservative crusading organizations. However, officials of all the shows say they are aware of, and sensitive to, the issue. (Local video music programmers also say they are feeling no pressure on the issue. Separate story, page 35.)

While programming executives for such outlets as NBC's "Friday Night Videos," MTV, VH-1 and "Video Soul" all say their in-house review boards exercise strong control over excessive violence, sexuality and obscenity in the videos they air, many of the clips now playing on these programs are for songs that have already been cited by the PMRC as examples of tracks that should be flagged by the record industry as potentially unsuitable for children.

MTV is quick to point out that it has been regulating itself with a strong standards and practices code since its inception in 1981. In fact, the cable service itself contacted the PMRC in June to "make sure they were aware of the differences between us and other generic music

video shows," according to Michele Vonfeld, vice president of program standards and public responsibility for MTV and VH-1.

A major difference, according to Vonfeld, is that videos submitted for programming evaluation by the channel that do not meet its standards are returned to the producer with the request that certain segments be edited. "Often, although it may appear that we are running the same video as another show, we are actually showing an edited version," Vonfeld says, adding that the PMRC was unaware of this practice, and was "gratified" to hear of it.

Although Vonfeld says that the videos and songs identified by the PMRC as unacceptable have not been played on MTV, at least one clip castigated by the watchdog

group was heavily aired on the channel: Twisted Sister's "We're Not Gonna Take It," which depicts, among other scenes, a teenage boy flinging his father out a window.

"We have to balance our response to the current controversy against our responsibility to our four major constituents: the cable operator, the advertiser, the consumer and the music industry," she claims. "Our standards are strong, but we also recognize the need for artistic freedom—it's a very subjective area."

Jeff Newman, producer of Black Entertainment Television's "Video Soul" program, says that both the show and the network have a video review board that decides if clips are too violent or sexual in nature. Most, he says, are not. "We play Sheena Easton's 'Sugar Walls' and

(Continued on page 72)

NARAS Panel Confronts The Record Rating Issue

BY LINDA MOLESKI

NEW YORK "To rate or not to rate" was the theme of the open forum staged here last Tuesday (10) by the local chapter of the National Academy of Recording Arts & Sciences (NARAS) on the issue of labeling recordings containing explicit lyrics.

Serving as panelists in the heated discussion were Parents Music Resource Center (PMRC) member Tipper Gore, recording artists Wendy O. Williams and Mtume, WRKS New York general manager Barry Mayo and attorney Alan H. Levine. Record producer Bob Porter moderated.

Mayo opened the session by stating that he was "violently opposed to a rating system," claiming it would "affect artists' creativity." He went on to suggest that the biggest problem was, "Who's going to rate these records? What's sexually

explicit to one may not be for others." Mayo's comments reflected the views of most of the panelists—with the obvious exception of Gore.

"We are talking about nothing less than censorship," stated Levine, who added that the Senate should not be wasting its time on hearings about rock lyrics, and that such hearings are only "promoting the PMRC."

According to Gore, however, the group's intention is not to advocate censorship, but to come up with a "uniform standard to rate records—similar to how the movie industry rates movies." The warning label would be used as a "consumer tool," said Gore, "so that we as parents can do what we want to do."

Gore argued that the use of sexually explicit or violent lyrics in songs is on an "escalating trend" and "becoming mainstream." Citing lyrics from Motley Crue, Judas

(Continued on page 73)

Better Famine Relief Coordination Sought

Kragen Gets Together With Geldof

BY BILL HOLLAND

DALLAS Ken Kragen of USA For Africa said last week that he was to meet with Band Aid organizer Bob Geldof in New York on Friday (13) in an effort to "establish better communication between us" and "make sure there's no duplication or waste of resources" in the coordination of ongoing and upcoming famine relief efforts.

Kragen, who appeared at the opening session of the Radio '85 convention here along with Marlon Jackson to accept an award from the broadcasters, said he wants to make sure that "if we're sending trucks to Sudan, they're not sending trucks to Sudan." He explained that "it's difficult sometimes to have good lines of communication" because of the distance that separates the two organizations. "We just want to make sure we're doing

it right with no needless overlaps," he said.

Kragen, who did not announce the meeting with Geldof from the stage, had a blockbuster ready for the enthusiastic audience. Mentioning to the broadcasters that he felt the "biggest trends in the country in the next 12-18 months are a general spirit of nationalism" in the country and a turn toward "cause-related marketing" within business circles, he said that on Oct. 22 he would be unveiling "a spectacular event" set for November, designed to raise hundreds of millions of dollars to help eradicate poverty and hunger in America—"the single largest private, personal participation event ever in North America."

Kragen said that the unnamed event—which he suggested should involve radio in the same way that "the simultaneous airplay of 'We Are The World' by 8,000 stations on

Good Friday turned our effort into a movement"—would be geared to help those 19 million Americans below the poverty line. Some of the money, he added, would also go to continue African relief.

Kragen further announced that as a result of meetings with cartoonists Garry Trudeau and Charles Schulz, the creators of "Doonesbury" and "Peanuts" respectively, there will be a special Thanksgiving event in the comic sections of the nation's newspapers. He said that "100% of the country's cartoonists" contacted by Trudeau and Schulz have pledged to ink strips on Thanksgiving Day that focus on poverty and hunger, and that there will also be a special donation form in the comic sections on that day.

Kragen also made brief mention of another special event planned for the Christmas season, but did not elaborate about its focus.

©Copyright 1985 by Billboard Publications, Inc. BILLBOARD MAGAZINE (ISSN 0006-2510) is published weekly (except for the last week in December) by Billboard Publications, Inc., One Astor Plaza, 1515 Broadway, New York, N.Y. 10036. Subscription rate: annual rate, Continental U.S. \$148.00. Second class postage paid at New York, N.Y. and at additional mailing office. Current and back copies of Billboard are available on microfilm from Kraus Microform, One Water Street, White Plains, N.Y. 10601 or Xerox University Microfilms, 300 North Zeeb Road, Ann Arbor, Mich. 48106. Postmaster, please send changes of address to Billboard, P.O. Box 1413, Riverton, N.J. 08077, (609) 786-1669.

CD Software Shortage Seen Continuing

Execs Blame High Startup Costs for Production Crunch

BY RUSTY CUTCHIN

NEW YORK The consensus of a small panel of Compact Disc executives assembled here last week held that shortages of CD software would continue next year. CBS vice president of market development Jerry Shulman estimated that supply problems represent a 20%-30% loss of current potential sales.

The Monday (9) panel, assembled by the Music & Performing Arts unit of B'nai B'rith, included representatives of CBS and Sony, who attributed the lack of new U.S. CD production plants to high startup costs. CBS and Sony are partners in the only U.S. Compact Disc manufacturing facility.

"Realistically, I think that the shortages will continue for some time—certainly throughout the balance of the year and probably into the first two or three months of

next year," Shulman said. "The demand has just exceeded the most optimistic view, and we can't just turn it around. In terms of what the industry's losses are, that's much more difficult.

"Every company that I'm aware of says that they could be selling many more Compact Discs than they are now selling. That's true of CBS, and I'm sure true for everyone else. Perhaps 20% or 30% more if those capacities were available."

GRP Records president Larry Rosen, who said jazz record sales had been rejuvenated by the format, took an optimistic view: "From the point of view of a small company like GRP, the Compact Disc has been a tremendous profit factor for us, so it's not a question of how much business are we losing. It's a question of how much more could we possibly make."

Rosen agreed that the shortage

"will continue at least through the next year and probably beyond that. There's no way the majority of these titles as they exist in analog form are to be put on to Compact Disc and be out into the marketplace for years to come."

Marc Finer, product communications manager for Sony Audio, cited figures by the Electronic Industries Assn.'s Consumer Electronics Group (EIA/CEG) in estimating that one million CD players would be in U.S. homes by the end of the year. Panelists also pointed to the history of VCR market development as a reference point in examining CD's explosive growth. "It took VCRs seven years," Finer said, to reach the market penetration CDs will enjoy in less than three.

Finer also confirmed efforts by Sony and Philips to develop CD's potential as a storage medium for

(Continued on page 74)



Not Missing Anything, This Guy Has Mass Appeal. Top MCA Home Video executives present Jack Lemmon with plaques commemorating his receiving RIAA gold awards for the feature films "Missing" and "Mass Appeal," right after he received the Video Software Dealers Assn.'s 1985 Presidential Award. Standing from left are MCA Distributing video distribution vice president Louis Feola, MCA Home Video president Gene Giaquinto, Lemmon, MCA Home Video senior vice president Jerry Sharell, and MCA Distributing senior vice president John Burns.

Preparing for Megastore Mania

Smaller Tower London Store Opening Soon

BY PETER JONES

LONDON U.S. record retail chain Tower Records is opening up an 8,000 square foot specialist record/tape shop here before Christmas, slated to specialize in rock, soul and reggae. Located on Kensington High St., several miles from London's West End, Tower will soon join in a megastore "war" with HMV and other chains.

It had been reported that the Sacramento-based Tower chain had obtained 25,000 square feet of retail space in the former Swan & Edgar department store on London's Piccadilly Circus (Billboard, Aug.10). And while projections at that time were that the store could be open for Christmas trading, Tower president Russ Solomon had said then that it was an impossible dream.

"There's virtually no doubt the smaller store will be trading by mid-November," says Tower's U.K. representative Steve Smith says. "We are looking to get as much experience as possible with U.K. trading and procedures before we open up the megastore around April or May next year. We want to build a relationship with record companies and check out how they do business."

In fact, Tower will be moving into an area already heavy with record/tape retailing through Our Price, W.H. Smith and Woolworth's.

On Oxford St./Piccadilly Circus, the Tower presence will be within walking distance of HMV's 50,000 square foot, three-story retail project. The HMV outlet will be the world's largest record store, topping by 18,000 square feet the previous biggest outlet, Saturn's in Cologne, Germany.

Additionally, HMV's second major West End outlet opened last year at the Trocadero complex near Piccadilly and has been a big success. And Virgin's Oxford St. megastore is a nearby operation of proven trading power, with specialist divisions being readied there.

Solomon says he has no fear of the market becoming top-heavy with superstores in a U.K. market

place that he says has a potential market of 11 million buyers.

In London on a fact-finding visit, Solomon said: "Our group functions very well in large cities, because we know how to play to a large, sophisticated and knowledgeable audience. But how many large cities are there? We're already in New York, Washington and Tokyo; so London, in the English-speaking world, is one of the most interesting cities where we don't have a presence.

"We believe not only that there is room for us to operate within the U.K., but that we can help stimulate a growth in total record sales. Brit-

ain has a quarter of the population of the U.S., but does only one-eighth of the business.

"We're not a threat to other retailers," Solomon added. "We've stimulated the record business wherever we have opened. In our big London store, we're looking to create an entertainment environment, where video screens and a disk jockey will keep visitors amused and where we won't complain if they linger without buying."

Solomon hinted that if the Tower philosophy works according to plan in the U.K., there could be moves toward further European expansion.

Amusement Business Hosts L.A. Marketing Seminar

NEW YORK Amusement Business magazine will host a seminar on "Entertainment & Event Marketing In The '80s," Oct. 30-Nov. 1 at the Sheraton Premiere Hotel in Los Angeles.

The seminar, third in a series presented by the venerable live entertainment trade journal, will cover the mechanics, evolution and future of entertainment and event marketing in America today. According to an Amusement Business spokesperson, registration is expected to exceed 200 people.

Subjects to be dealt with include program evaluation, planning, research, negotiation, cross-merchandising, legal and promotion.

Speakers slated to appear at the conference include corporate representatives from R.J. Reynolds Tobacco, Anheuser-Busch and Coca-Cola, who will present case studies and various strategies in entertainment and event marketing. Other speakers scheduled to participate include Samuel Fox Esq. of Irwin & Rowan, Alan Baker of Burson-Marsteller, Jim Hancock of Knotts Berry Farm, John Robinette of Economics Research Associates, Dana

Miller of Major Way Management and Michael Brausen of Entertainment Marketing Corp.

The seminar is aimed specifically at professionals in the talent, venue and advertising industries, who are "looking to expand their marketing potential through sponsorship," according to the AB spokesperson. Topics scheduled for discussion include: cross-merchandising in music marketing; local and regional event marketing; proposals, research and evaluation; negotiation, contracts and the importance of good legal counsel; case studies; sports marketing; the agency's role in entertainment and event marketing; promoting, planning and marketing the product with special events; and maximizing the investment with promotion, publicity and advertising.

The \$330 seminar registration fee includes two continental breakfasts and lunches, as well as two cocktail parties. Discounted hotel and airline reservations are available. For information and registration, contact Gina DiPiero, Amusement Business, P.O. Box 24970, Nashville, Tenn. 37202, or call (615) 748-8115.

Executive Turntable

RECORD COMPANIES. Atlantic Records promotes Paul Cooper from vice president to senior vice president/West Coast general manager, based in Los Angeles.

Wayne Edwards is appointed vice president of black music a&r at Capitol Records in Hollywood. He was director of black music a&r at CBS Records.

A&M International names Bill Marin director of marketing and administration for AyM Discos, based in Hollywood. He was head of San Marino Entertainment.

Harry Weinger joins PolyGram Records' press and artist relations team as staff writer in New York. He was a freelance music journalist.



COOPER



EDWARDS



MARIN



STONE

WEA International promotes the following on the West Coast: Al Hernandez to assistant controller/royalties and general accounting; Betsy LaForge, manager of financial reporting; Rich Poirier, director of royalties; and Vicki Johnson, senior royalty analyst. Hernandez was staff assistant to the controller. LaForge was financial analyst. Poirier was director of video royalties. Johnson was royalty clerk.

Sounds Good Music Co. in Santa Monica names Denise Domet sales representative and Eleni Konstantinopoulous assistant to the label's dance director. Domet was assistant music director at KCRW Los Angeles. Konstantinopoulous joins from a background in dance music retail.

RETAILING/DISTRIBUTION. Edward A. Delfin is appointed vice president and chief operating officer of Poppingo Video in Wichita. He was executive vice president and general manager of Henry's Inc.

HOME VIDEO. Jon Peisinger, president of Vestron Inc., is named chief operating officer of the company. He is based in Stamford, Conn.

PRO AUDIO/VIDEO. Ed Sarmiento is promoted to president of Editel/LA. He was executive vice president. In addition, Barry M. Berg is named senior vice president of sales and marketing. He was executive vice president and general manager for Coast Productions.

Multimedia Productions names Bill Spiegel vice president and general manager of One Production Plaza, the company's new videotape production facility in Cincinnati. He joins from Multimedia Sports Productions.

Sound Summit Studios, Lake Geneva, Wis., makes the following appointments: Jo Hansch as vice president of operations; Christine Alimanestiano, studio manager; and Phil Bonanno, chief engineer. Hansch was with Dinkum Recording Services. Alimanestiano was with Com/track. Bonanno has engineered and produced for various artists.

PUBLISHING. Qwest Music Group names Jonathan Stone vice president of publishing in Los Angeles. He joins from MCA Music Publishing, where he was director of creative services.

CBS Songs appoints Sam Ramage creative director for its Nashville division. He had been coordinator of professional services.

Carol Cassano Ware becomes creative services director, West Coast, at MCA Music in Los Angeles. She joins from CBS Songs.

COCK ROBIN STRIKES AGAIN!



With their smash debut single,
"When Your Heart Is Weak," still on active airplay,
³⁸⁻⁰⁴⁸⁷⁵ "Cock Robin" scores a second hit
with the release of their newest single,
³⁸⁻⁰⁵⁶³⁵ "Thought You Were On My Side."
The buzz of the industry is
now the sound of success. Catch Cock Robin...
on tour with Bryan Adams. Now
you know where they'll be striking next!



On Columbia Records, Cassettes and Compact Discs.

COCK ROBIN ON TOUR WITH BRYAN ADAMS:

9/10 Civic Center, Roanoke, VA • 9/11 Coliseum, Greensborough, NC • 9/12 Capitol Center, Washington DC
9/14-15 Madison Square Garden, New York, NY • 9/16 Civic Center, Hartford, CT
9/17 Boston Gardens, Boston, MA • 9/18 Civic Center, Providence, RI

RIAA Ups Gold, Platinum Video Standards

Separate Category Also Introduced for Music Titles

BY LINDA MOLESKI

NEW YORK Soaring prerecorded videocassette sales have forced the Recording Industry Assn. of America (RIAA) to upgrade its standards for gold and platinum certifications for the third time since they were established. At the same time, the organization has set up a special awards category to help boost the music video genre.

Standards have been raised for both theatrical and non-theatrical titles. The new qualifications, and new category, will take effect as of Oct. 1.

Music video titles will need to move 25,000 units or bring in a value of at least \$1 million at retail to reach gold. A total of 50,000 units or a value of at least \$2 million will be needed for platinum certification.

For feature films, a total of 75,000 units or a value of at least \$3 million will be required for gold. At least 150,000 units or a value of \$6 million is needed for platinum. Certifica-

tions levels had been 50,000 units/\$2 million and 100,000/\$4 million, respectively.

According to executive director Jim Fishel, the RIAA reorganized its video categories because of a "saturation" of product in the marketplace. "The criteria were too low," he says, "so it was too easy to achieve awards." Fishel adds that the RIAA "won't stop changing its criteria until the industry hits a peak."

As for the commencement of a third category, Fishel says that "music videos are part of the music industry's roots," and contends that the category should not be lumped in with other types of non-theatrical releases. Another reason for the separate category, he states, is that music video titles are not selling as well as other genres. Fishel notes that the RIAA is somewhat partial to music video product, given that the organization "also represents the music industry."

In the non-theatrical category,

certifications levels rose from 20,000 units or a value of at least \$800,000 to 30,000 or \$1.2 million for gold; and from 40,000 units or a value of at least \$1.6 million to 60,000 or \$2.4 million for platinum.

The last time qualifications were changed was last October. As a measure of the pace of the prerecorded video industry's growth, criteria for theatrical titles at that time were 37,000 units or a value of at least \$1.5 million to certify gold, and 75,000 units or at least \$3 million to certify platinum. The non-theatrical category was not introduced until this year.

The RIAA handed out its first video certifications in 1981.



Wrapping Up Production. Island recording artist Tom Waits puts the finishing touches on his self-produced album, "Rain Dogs," which is scheduled for release this month. Pictured from left are Waits, Island's director of a&r administration Holly Ferguson, label founder Chris Blackwell and engineer Robert Musso.

Capitol Records Distributing Two Prism Video Lines

BY JIM McCULLAUGH

LOS ANGELES Capitol Records Video Distribution & Sales has added Prism's Marvel Comics Video Library and Silver Screen Edition public domain titles to its core distribution system.

The move further strengthens Capitol's presence as a major home video distributor to record accounts. The operation, begun last February, already distributes Sony music video, family, theatrical and children's titles, as well as software from Continental Video and RKO Home Video.

"Everyone thinks bookstores are the great panacea for sell-through,"

says Prism president Barry Collier. "That's why we set Capitol up with Marvel and Silver Screen." The non-exclusive agreement does not cover the rest of the Prism line.

Collier also cites a recent National Assn. of Recording Merchandisers (NARM) study indicating that 35% of home video sales volume in record stores derives from sales, as opposed to the 80/20 rental/sales split at video-only retailers.

"We looked MCA [MCA Home Video], WEA [Warner Home Video] and CBS [CBS/Fox] and the way they distribute video product through their record distribution systems," he notes. "Capitol is the only full-service record distributor that doesn't have a video line."

"I think we are going to see a lot of business coming out of this relationship. They have accounts we don't have the manpower to sell into. They have 130-140 salespeople on the road, nine sales/distribution offices and three domestic distribution centers. They have become my arms and legs for a product that I couldn't afford to finance."

Capitol services approximately 2,000 record accounts, and is expected to add more home video lines in the near future.

Collier acknowledges that the move caused concern among some of his distributors who have record accounts. He concedes that he is "creating some competition," but says that the Capitol move is aimed at record stores and not meant to undermine his two-step distributor base. He adds that he has a commitment to "find sales where they lay."

The Marvel Comics Video Library is a major children's sell-through launch for Prism (Billboard, June 1). With rights to 213 half-hour television episodes, Prism is shipping the first 18 titles (two show packages each) this month. Thereafter, 12 Marvel cassettes, priced at \$19.95, will ship every quarter.

CHART BEAT

by Paul Grein

DIRE STRAITS' "Money For Nothing" jumps to No. 1 on this week's Hot 100, as the group's "Brothers In Arms" holds at No. 1 for the fourth straight week on the Top Pop Albums chart. That makes Dire Straits the fourth British act in just over six months—and the ninth so far in the '80s—to score the ultimate coup on the American charts: a simultaneous No. 1 album and single.

Dire Straits joins its U.K. 'Brothers' with a No. 1 single and album

The other British acts to accomplish this feat in the past six months are **Wham!**, **Phil Collins** and **Tears For Fears**. The other British acts to do the trick in the '80s are **Pink Floyd**, **Queen** and **John Lennon**, all in 1980; **Paul McCartney** in '82, and **the Police** in '83.

The extraordinary success that British acts have had on the American charts this year is dramatized by the fact that nine of the last 11 singles to top the Hot 100 have been by Britons. The sole exceptions have been "Heaven" by Canada's **Bryan Adams** and "The Power Of Love" by America's own **Huey Lewis & the News**.

Will White of Quakertown, Pa. wrote in with an interesting observation: The recent record-breaking run of eight consecutive No. 1 hits by foreign acts—from **Simple Minds'** "Don't You (Forget About Me)" to **Tears For Fears'** "Shout"—didn't include a single song that made it to the top of the chart in the artist's home country.

Indeed, the last No. 1 hit by a foreign act that also reached No. 1

in the artist's homeland was **Wham!'s** "Careless Whisper" in February.

One final note: "Money For Nothing" is the first No. 1 hit written or co-written by **Mark Knopfler**. It tops "Sultans Of Swing," which Dire Straits carried to number four in April, 1979, and "Private Dancer," which **Tina Turner** took to number seven this past March.

"OH SHEILA" by **Ready For The World**, a six-man group from Flint, Mich., jumps to No. 1 on this week's Hot Black Singles chart, and also surges to number nine on the Hot 100. It's the fourth MCA single to top the black chart in less than 10 months, following **New Edition's** "Cool It Now" and "Mr. Telephone Man" and **Loose Ends'** "Hangin' On A String" (the latter on Virgin/MCA).

Three of those four records also proved to be substantial pop hits: "Cool It Now" peaked at number four pop and "Mr. Telephone Man" at number 12. The label's only black topper that failed to cross over is the **Loose Ends** record, which peaked at number 43 pop a month ago.

That was one of the few chart-topping black hits from this year to fail to at least make the top 20 on the pop chart. The others: **Eugene Wilde's** "Gotta Get You Home Tonight" (which peaked at number 83 pop), **Maze's** "Back In Stride" (number 88 pop) and **Rene & Angela's** "Save Your Love (For #1)" (which failed to crack the Hot 100).

All of the other No. 1 black hits so far this year have made the pop top 20, and most of them have cracked the pop top 10.

MADONNA's "Dress You Up" jumps four notches to number 10 this week, becoming her seventh consecutive top 10 single. Only



four female singers in the past 30 years have had longer strings of consecutive top 10 hits.

Brenda Lee leads the pack, with 10 straight top 10 hits from "Sweet Nothin's" in 1960 to "Everybody Loves Me But You" in '62. **Aretha Franklin** is in second place with nine straight top 10 hits from "I Never Loved A Man The Way I Love You" in 1967 to "I Say A Little Prayer" in '68. Two female artists share third place, with eight straight top 10 hits: **Connie Francis** and **Donna Summer**.

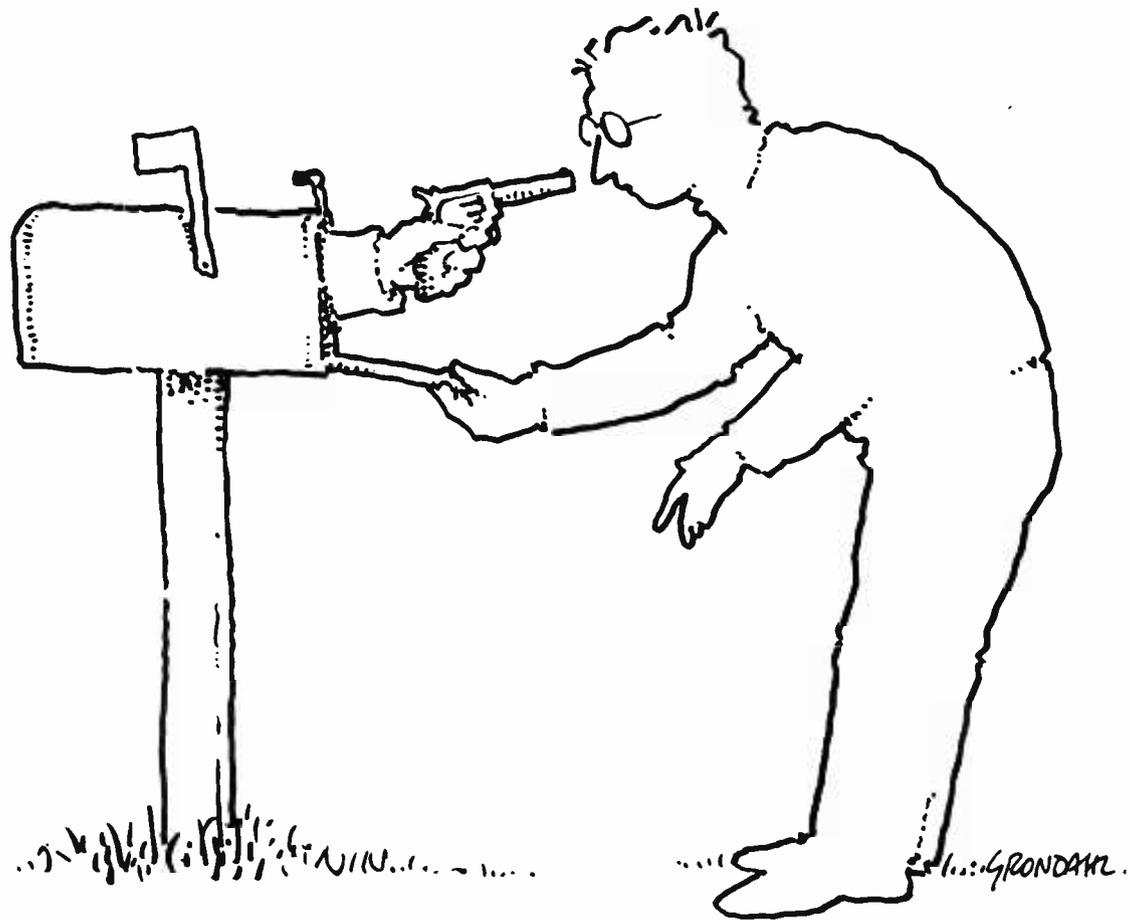
In all cases, we're discounting B sides that fell short of the top 10, as well as Christmas singles and from-the-vaults releases on artists' former labels.

"Dress You Up" is the fourth top 10 single from **Madonna's** smash album "Like A Virgin," following the title track, "Material Girl" and "Angel." That makes "Like A Virgin" only the second album by a female artist to generate four top 10 singles, following **Cyndi Lauper's** "She's So Unusual." All four "Unusual" singles reached the top five, a fate likely to be repeated with **Madonna's** album if "Dress You Up" cracks the top five.

DANCE ACTION: **Prince & the Revolution's** "Pop Life" jumps to No. 1 on this week's 12-inch singles sales chart, just a month after "Raspberry Beret" topped the survey. That makes Prince one of the only two acts to collect two No. 1 12-inch records since the chart's inception six months ago. The other: **Tears For Fears**, which scored with "Everybody Wants To Rule The World" and "Shout." Both Tears hits also reached No. 1 on the club play chart, as well as the Hot 100.

Prince has scored three other No. 1 dance/disco hits in the past three years: "1999," "When Doves Cry" and "Let's Go Crazy."

And on this week's club play chart, the **Pointer Sisters** collect their first No. 1 dance/disco hit with "Dare Me." The song also moves up to number seven on the black chart, and to number 11 on the Hot 100. Yet even with this broad-based success, the group's new album, "Contact," is performing below expectations on the Top Pop Albums chart. The album holds at number 25 for the fourth straight week.



IF YOU'RE NOT IN NEW YORK ON NOVEMBER 7th, THERE'S NO TELLING WHAT MAY HAPPEN TO YOU.

*So why tempt fate? Don't miss the start of this year's CMJ Music Marathon,
featuring keynote speakers Bob Guccione Jr. and Laurie Anderson.
And on Saturday the 9th, The 1985 New Music Awards take over The Beacon Theatre,
including a special live performance by R.E.M.
For reservations and more information, dial (516) 248-9600.
Call today, because tomorrow may be too late.*

CMJ MUSIC MARATHON



RUN WITH THE BEST

November 7-10

The Roosevelt Hotel, New York City.

MARATHON HEADQUARTERS: 834 WILLIS AVENUE, ALBERTSON, NY 11507.



THE BOYS' CLUBS

Long Beach • Los Angeles • Pasadena • Santa Monica

P R E S E N T

The Greater Los Angeles Citizen of the Year Award Dinner

H O N O R I N G

KEN KRAGEN

Co-Chairpersons:

Irving Azoff
Richard H. Berger
Alona Cortese
Robert Cowgill
Sammy Davis, Jr.
Lewis H. Erlicht
Gerald D. Foster
Robert M. Gabriel
Hon. Daryl Gates
B. Donald Grant
Dr. Armand Hammer
Quincy Jones
Chuck Kaye
Robin Leach
Norman Lear
Ted R. Lennon
Bhaskar Menon
Don Mitchum
William R. Pagen
Gary Paster
Gregory Peck
Lionel Richie
Pat Riley
Richard Robbins
Kenny Rogers
Claire Rothman
Milton A. Rudin
Frank Sinatra
Joe Smith
Mrs. William French Smith
William J. Struble
Josey B. Wayman
David L. Wolper
Stephen A. Wynn



Wednesday Evening
October 16, 1985
Beverly Hilton
Hotel

Dinner Chairman:
TOM JOHNSON
Publisher and
Chief Executive Officer
Los Angeles Times

Master of Ceremonies:
JOE SMITH

Special Guest Artist:
DIONNE WARWICK

Award Presentation:
KENNY ROGERS

Keynote Speaker:
GAIL GOODRICH

Tickets:
\$150.00 EACH

Souvenir Journal:
Congratulatory Messages
\$350.00 - \$1,000.00

Inside Covers:
\$2,000.00

For Reservations
And Information, Call:
(213) 935-4599

Few Digital Cassette Players CD Hardware Units Star At Berlin Audio-Video Fair

BY JIM SAMPSON

BERLIN The Compact Disc was the guiding light for audio hardware displays at the recent Berlin Audio-Video Fair, the largest of its kind in Europe. Several manufacturers noted that continuing strong consumer demand for CD was the most promising aspect of an otherwise depressed audio market.

Because of their need for strong CD sales, hardware dealers in both Japan and Europe are reportedly putting pressure on technicians not to further unsettle the market with new development. Only Mitsubishi had a prototype digital audiocassette unit on display here. Japanese manufacturers said this type of unit could not reach consumers before late 1986.

The most visible CD presence in Berlin was, appropriately, the PolyGram stand, over which hung thousands of shimmering silver disks. 3M displayed a new anti-pilferage system, which PolyGram is recommending because, for the first time, it actually locks the disk into the box.

With CD subcode standardization still not reached, the expected graphic displays on players were nowhere to be seen. But Denon and Toshiba did have CD jukeboxes. Although not yet on sale in Europe, Denon says they could be available next year for around \$2,500.

Philips again demonstrated computer storage applications of the Compact Disc which can store the entire Encyclopedia Britannica on one disk. But marketing of the CD-ROM (Read-Only Memory) is not expected until mid-1986.

CD car players were relatively scarce in Berlin, which did not surprise Philips spokesman Alfred Lambeck. "As long as the price remains so expensive," he said, "we do not expect this area to develop quickly." High price (\$650) should also keep the new portable CD "boom box" market modest.

In Berlin, PolyGram president Jan Timmer found confirmation of his most optimistic predictions. "The Fair seems to accelerate the tremendous growth of CD," he said. "The enormous range of hardware and software has proven the explosion which PolyGram predicted will most certainly take place."

Asked about rumors of a second PolyGram CD plant and new joint ventures, Timmer said: "Our aim is to remain the world leader in CD manufacturing. We'll have details to announce shortly."

An announcement of the long-awaited digital audiocassette, which such companies as EMI maintain could stop the CD in its laser-read tracks, was not made in Berlin. Two years ago, JVC was eager to talk about this technology. And earlier this year, Matsushita engineers showed a prototype in Milan.

Local spokespersons for both JVC and Panasonic, the two Matsushita firms, conceded that they were surprised at the silence from Tokyo. Sony, Sanyo, Philips and Nippon Columbia would only confirm their participation in continuing standardization talks.

Two Japanese engineers, from Denon and Mitsubishi, implied that basic agreement on key elements of the new system have been reached, (Continued on page 61)

Western Music on Display in China 20 Foreign Companies Participate in First Exhibition

BY NICK ROBERTSHAW

PEKING China has staged its first exhibition of Western pop and classical music. The Foreign & Hong Kong Recording Products Display & Sell Show, held Aug. 18-27 in Peking's Exhibition Hall, is seen as a clear sign of increasingly relaxed attitudes here, although few Western observers expect any immediate opening up of the country's enormous untapped music market to follow.

The event was organized by the China National Publications Import & Export Corp. (CNPIEC), which since last year has been exclusively responsible for batch importation of foreign recordings. In his opening address, CNPIEC president Chen Weijiang said the corporation's aim was to "promote understanding, research and appreciation of foreign works, performances and recording technology, so as to improve musical standards in our country and enhance mutual cooperation, business transactions and friendship."

Some 20 companies from Britain, France, Holland, New Zealand, Hungary, Yugoslavia, Russia and Hong Kong took part, including EMI, RCA, CBS/Sony, PolyGram, Virgin and Pickwick. They exhibited more than 5,000 record, tape and Compact Disc titles. More than 20,000 members of the Peking public came to the show, paying only a few cents for entry, and were able to purchase tapes of around 500 already approved import recordings from a central booth.

Prices of foreign product here range from around \$3.50 up to \$35 for some classical boxed sets, about double the cost of local recordings. The Chinese market is almost 100%

cassette, hi fi ownership being extremely limited, and sales go through book and department stores rather than specialist outlets.

Says Bill Rogan, international sales manager for EMI U.K.: "We have been taking orders from the Chinese for about three years now, at the rate of about 200,000 units annually. Over 95% is classical product, which poses no problems for the authorities, plus a few MOR titles, brass band music and that sort of thing."

EMI's 350 square foot stand at the Peking show featured counter displays, racks, posters, eight sets of headphones, and two tv screens showing specially compiled classical and pop video samplers.

"As soon as we put the videos on, we drew crowds," says Rogan. "We were careful not to show anything controversial, but there was tremendous interest in artists like Tina Turner and David Bowie, and we were surprised how knowledgeable some of the younger Chinese were about Western pop. The students in particular, who listen to Radio America, could reel off the U.S. top 10."

Pop videos shown at other stands attracted equal attention, indicating the strength of interest here in music hitherto stigmatized by the Chinese authorities as "decadent" and "spiritually polluting." CNPIEC's Zhao Huiyuan says: "We realize that there is a huge market, as many people now own stereo cassette players, and we realize that not everything in pop music is decadent. We are interested in introducing the latest products, so that our youth can learn to understand what is good."

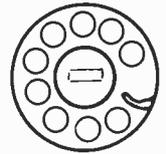
However, only a small number of the 1,000 or so Western titles imported to China this year are pop recordings, and close screening of those that are allowed in is likely to continue for the foreseeable future. Says Rogan: "We have particularly good relations with the Chinese. We even have a factory in Shanghai dating back to the pre-revolution days for which they continue to pay us a nominal rent."

"They have asked us to send further samples of our product, including some of the titles we exhibited in Peking, and that's an encouraging sign, but you can't pressurize them. All you can do is keep the contacts going and respect the way they do business."

"After Peking," Rogan continues, "they are going to take the exhibition to 10 other major cities around the country, and no doubt they will review the situation when they have been able to see the response from the public. Our impression is that they are delighted with the reaction so far, and it's quite likely they will decide to make the show a regular biennial event."

TOUCH That DIAL!

Get fast results with ACTION-MART, the Billboard Classifier.



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

Impressive Two-Year Turnaround Celebrated WEA U.K. Conference Hears Good News

LONDON The impressive turnaround in the performance of WEA U.K. over the past couple of years was the keynote of the annual corporate sales conference. Managing director Rob Dickins recalled that in 1983 WEA was "bottom of the league—a real embarrassment."

Dickins reminded delegates at the meeting, held here Aug. 29-31: "Last year we celebrated leaving that feeling behind, and I told you it was going to be quite some year. But even I didn't expect quite how much of a year."

In fact, the company's 1984 market share of 6.6% has almost doubled to 11.1%, in a marketplace that itself grew by just 14%. Madonna, who a year ago had had only one top 10 record, recently took both first and second positions on the U.K. single charts, Dickins noted, and both her albums are selling "like crazy."

He went on: "ZZ Top had by the 1984 conference sold 70,000 'Eliminator' albums. Today we're around 700,000. Foreigner's album, which proved to be their biggest ever in the U.K., was only being mixed;

Howard Jones and Matt Bianco were only starting their international assault."

Since then, he noted, Chaka Khan, Foreigner, Sister Sledge and Madonna had scored number one hits, Prince's "purple reign" had begun, and the two volumes of the "Hits Album" compilation had become market leaders and sold two million copies.

Marketing director Paul Conroy and general sales promotion manager Jeff Beard, in a joint presentation, ascribed WEA U.K.'s "transformation" to a change of marketing philosophy, involving a higher profile and more aggressive approach, backed by energetic promotion on the part of the sales force.

ZZ Top's chart positions, the two said, are "a glowing example of what enthusiasm and teamwork can do, from picking and packing to the chairman."

Max Hole, WEA U.K.'s a&r director, referred to the "continuing invasion" of foreign charts by British artists. "After the so-called British invasion of the U.S. in the late '70s and early 1980s," he said, "we were

told there was a backlash to the extent that powerful radio program directors there would not play anything by new U.K. acts.

"The week Howard Jones reached number five in the Billboard Hot 100 with 'Things Can Only Get Better,' eight of the top 10 artists in America were foreign artists, including six British acts. This only illustrates that, far from any backlash, the British domination of the charts in the U.S. and most of the rest of the world has never been so dramatic as it is now."

New product from such acts as Everything But The Girl, the Screaming Blue Messiahs, Jesus & Mary Chain, Dream Academy and Strawberry Switchblade, plus debuts from new signings including Linda Di Franco, Hollywood Beyond, Stan Campbell and Sudden Sway, were among the upcoming projects unveiled at the conference.

The business has changed in recent years, Hole stressed. "The teenage market, fueled by the media, has a voracious appetite for new things all the time. Gone are (Continued on page 61)

After laying down the tracks, lay down and relax.

Conveniently located between Hollywood and Beverly Hills, Le Parc Hotel is close to the recording studios and west coast headquarters of the major labels.

Each of the 154 suites features a sunken living room with fireplace, wet bar, kitchenette and private balcony. Complimentary continental breakfast and limousine service within the area are just a few more reasons why Le Parc has become the Inn of the Industry.



Le Parc

hotel de luxe
733 North West Knoll, West Hollywood, CA 90069
(213) 855-8888
(800) 421-4666, Nationwide • (800) 252-2152 in California
or see your travel agent

Hits for the Holiday

COPING WITH THE CD CRUNCH

BY JOE MARTIN

When I was preparing this column, the No. 1 seller in our 48-store chain was Dire Straits' "Brothers In Arms," amply available on album and tape.

But try to get the Compact Disc! "I've got it back-ordered," our CD buyer groaned, "just like everything else. And I padded the order, since we'll never get what we could really use anyway. We're in *dire straits* just trying to get CD product."

Sound all too familiar? It's the penalty of these engineering triumphs.

The Compact Disc began as a technological novelty not too long ago, and it's mushroomed into big, big business—business that now accounts for 10% of our prerecorded sales. It began as a modest accommodation for our high-end customers, and it's become a major department in our organization. Those shiny pucks are claiming ever-increasing and highly valuable square footage in our warehouse and stores.

But what began as a minor inconvenience has now become a major problem for all of us.

As Compact Discs moved from fad to fashion, as hardware and software prices began their tumble, and as the variety of product flowed into the music mainstream, the demand for CDs quickly outstripped production and supply capabilities. The result? The problem of the failure by labels to fill orders is serious enough to have grabbed valuable page one space in this publication (Aug. 31), with pessimistic com-

ments from retailers and one-stops.

Here at Turtle's, we're losing the sales momentum of hit product ("a ton of business," our frustrated buyer claims). We're adding to the monstrous load of paperwork for special orders. And we're involuntarily forcing our customers to settle for their second, third, or even fourth choices—anything, for that matter, as long as it's on CD.

That may ring our registers, but it's not making us any new friends.

Some claim the situation is improving. But as we approach the Christmas season, even the slightest improvements are threatened as the

biggest and best at Christmas—and applying that logic to the CD shortage.

If Turtle's sales are any indication of the industry's generally, and I'm sure they are, the top holiday sellers are the hit releases, the very top catalog selections (including new and recent "greatest hits" packages, the most popular Christmas albums), and a handful of classics.

Why not apply what we observe year after year with album and cassette sales, to the manufacturing and release of CD product for Christmas? Why not immediately limit production to the sure sellers,



'... limit production to the sure sellers ... postpone catalog until the new year'

Joe Martin is vice president, sales, for Turtle's Records & Tapes, based in Atlanta.

prospect for plentiful holiday supplies crumbles under anticipated demand.

With the little time that remains, let me propose to every label a Christmas release plan that won't satisfy everyone, but that will satisfy the greatest numbers of holiday shoppers during this season.

It starts with a look at what sells

and postpone catalog and borderline selections until the new year?

We suggest that each label studiously restrict itself to the production of its top 50 titles this fall on Compact Disc—and we'll be happy to consult on each list. With the market shares that WEA and CBS claim, we would increase their allotment to 75 titles each.

The cumulative result would be fewer than 500 titles. But the difference would be 500 titles that consumers are demanding and that we could satisfy, rather than lost sales, lost prospects and disgruntled customers, as well as the risk of the industry losing hardware buyers who have been warned by frustrated owners to sit tight and wait out the famine.

I'm sure even the most selective consumer could find a favored title in a specially compiled inventory that's the equivalent in size of two and a half times Billboard's Top Pop Albums chart.

Let's put a hold on pressing catalog and narrow market releases for the time being. We don't need more AC/DC or King Kong on Compact Disc; we need more Phil Collins!

After all, new becomes old too quickly in this business. Interest becomes disinterest, and the prospect of a sale can be lost irretrievably. Catalogs, on the other hand, withstand time, and we should use that to our advantage.

Instead, let's press on with Billboard's top 100... with the holiday albums that have become family favorites and the sure bets for Christmas '85... with hot catalog selections and greatest hits packages... with "The Nutcracker," Handel's "Messiah" and perennial classical favorites, before all those potential Christmas presents become part of Christmas past.

A little restraint coupled with a lot of common sense will pay off this holiday season—for the labels, for us retailers and for our buying public.

Letters to the Editor

LOOK HOMEWARD

Here we go again. Rick Dutka (Letters, Sept. 7) castigates Sun City as representing "a system which relocates millions of people against their will to artificial 'homelands'."

This is precisely what happened in the U.S. over the past 100 years or so, and is no less offensive and unacceptable because the number of first Americans victimized was smaller after the white man's whiskey, diseases and the attentions of the cavalry.

I hope Dutka and others of like mind are active in seeking some amelioration, justice and restitution of rights in their own country, as they are in behalf of South Africa's blacks.

Nigel Hunter
Hampshire, England

TEENAGERS & AC RADIO

In an article that appeared in the Aug. 31 issue concerning the challenges faced by AC stations, Denise Oliver said that adults have changed, not AC radio. She's definitely right.

However, she failed to discuss the status of younger age groups. I host a two-hour radio show that's basically AC-oriented, and the inclusion of such acts as Huey Lewis & the News, Bruce Springsteen and

Howard Jones has helped my playlist and added listeners. Many of these listeners are friends from high school, so adult contemporary radio is alive and well even when it comes to the teenage bracket.

John Malizia
Syosset, N.Y.

'ON OUR WAY'

The Chicago metropolitan area is home to more than 300,000 musicians and professionals who make their living in the music industry. It boasts a wealth of national, regional and local radio, television and broadcast facilities.

All the elements for a dynamic, vital industry are here, and yet this huge potential goes largely unrealized and unused. If we can stimulate the formation and expansion of independent record labels and connect them with the creative talent resources of the area, substantial progress will be made.

The Chicago Music Expo 1985 (Sept. 20-22) was created to take the first major step in this direction. More than 100 exhibitors will take part, and there will be 36 seminars led by panels of some 75 experts.

We who make up the musical population of the "the city that works" are getting down to work. We are no longer satisfied with our music

industry as it is. We are on our way.
Paul Kelly/KBA Enterprises/Elmhurst, Ill.

SHOWING ONE'S METTLE

Cheers to Billboard for recognizing Iron Maiden for the major accomplishments they worked so hard to achieve (Aug. 3). Since they exploded on the music scene just five short years ago, they have always stood by their principles and their fans by not watering down their super-charged power music for the sake of a few spins on AOR radio.

Hard-working bands like Iron Maiden are proof to the industry that word-of-mouth is a powerful source of promotion, and can be very effective if combined with a true love and devotion for touring and for giving fans their money's worth.

It's about time the industry accepts heavy metal as a force that is not going to burn out for lack of promotion, press and airplay. More power to Iron Maiden and the music they represent. May they keep on rocking far into the '80s.

Melanie M. Menendez
PolyGram Records
New York

CUTS TWO WAYS

The Parents Music Resource Center

has an interesting set of values. They want the record companies to place warning labels on such songs as Prince's "Darling Nikki" and Sheena Easton's "Sugar Walls," which mention masturbation and sex between consenting partners. Yet the PMRC is not concerned about "Mack The Knife," a song which glorifies extortion and murder.

Paul Vandernoot
Carmichael, Calif.

FOR THE RECORD

With reference to your review of the Concord Jazz Festival (Aug. 31), John Sippel's comments about the Count Basie Orchestra are right on the mark. But please take note that the name of the up-and-coming trumpeter is Bobby Ojeda, and the trombonist is Clarence Banks.

Susann Sandlin
Temple Terrace, Fla.

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

Billboard Offices:

New York 1515 Broadway N.Y. 10036 212 764-7300 telex 710 581-6279 cable Billboy NY	Los Angeles 9107 Wilshire Blvd. Beverly Hills, Calif. 90210 213 273-7040 telex 66-4969 cable Billboy LA
Nashville 14 Music Circle E. Tenn. 37203 615 748-8100	Washington, D.C. 733 15th St. N.W. D.C. 20005 202 783-3282
London 7 Carnaby St. W1V 1PG 01 439-9411	Tokyo 6-19-16, Jingumae Shibuya-ku, Tokyo 03 498-4641 telex 125735

Publisher & Editor-In-Chief:

SAM HOLDSWORTH
Associate Publisher/Director of Research:
MARTY FEELY
General Manager: Broadcasting
JONATHAN HALL

Editorial

Deputy Editor: Irv Lichtman
Executive Editor: Is Horowitz
Senior Editor: Peter Keepnews
International Editorial Director:

Mike Hennessey
Special Issues Editor: Ed Ochs
Assistant Editor: Robyn Wells

Bureau Chiefs:

Sam Sutherland (Los Angeles), Kip Kirby (Nashville), Bill Holland (Washington)

Editors:

New York: Steven Dupler, Nelson George, Fred Goodman, Tony Seideman, Nancy Erlich,

Kim Freeman (assistant editor), Linda Moleski (editorial assistant)

Los Angeles: Paul Grein, Jim McCullough, Earl Paige, John Sippel

Nashville: Edward Morris
London: Peter Jones

Charts & Research

Director of Charts/Associate Publisher:
Thomas Noonan

Country Chart Mgr.: Don Kaminer
Black Chart Mgr.: Mike Mongiovi
Research Mgr.: JoDean Adams

New York: Harry Michel (retail supervisor), Kevin Murray (radio supervisor), Jimmy Canosa, Ed Coakley, Rita Ferrence, Kathy Gillis, Eleanor Greenberg, Cathy Kaslow, Robert Martucci, Lillian McGuire, Sharon Russell, Debra Todd, Marc Zubatkin

Marketing & Sales

Director of Sales, Video/
Sound Business: Ron Willman
Promotion Director: Phyllis Goldberg
Sales Information Mgr.: David Arcara

New York:

Norm Berkowitz, Grace Whitney-Kolins, Jeff Serrette (classified)
Los Angeles: Marv Fisher, Christine Matuchek, Bill Moran
Nashville: John McCartney
London: Patrick Campbell
Tokyo: Hugh Nishikawa

Milan: Germano Ruscitto, 28-29-158
Hamburg: Hans-Moritz v. Frankenberg, (40) 271 3221

Paris: Ann-Marie Hounsfeld, 1-738-41-78
Toronto: Frank Daller, (416) 964-1885

Production

Corporate & Billboard Production Director:
MARIE R. GOMBERT

Editorial Production Mgr.: Howard Levitt
Editorial Production Coordinator:

Dolores Palombit
Atex System Mgr.: Raymond H. Heitzman
Advertising Production Mgr.: John Wallace

Administration

Assistant to the Publisher: George T. Finley
Vice President & Executive

Editorial Director: Lee Zhitto
Divisional Controller: Tom Hasselle

Circulation: Rich Miller, Sandy Summer
License & Permissions Mgr: Georgina Challis
Directory Services Mgr: Leslie Shaver

Billboard Publications Inc.

President & Chief Executive Officer:
GERALD S. HOBBS

Executive Vice Presidents: Sam Holdsworth, Jules Perel

Senior Vice President: Ann Haire
Vice Presidents: John B. Babcock,

Paul Curran, Rosalee Lovett,
Martin R. Feely, Lee Zhitto

Managing Director, Billboard Ltd.:
R. Michael Hennessey

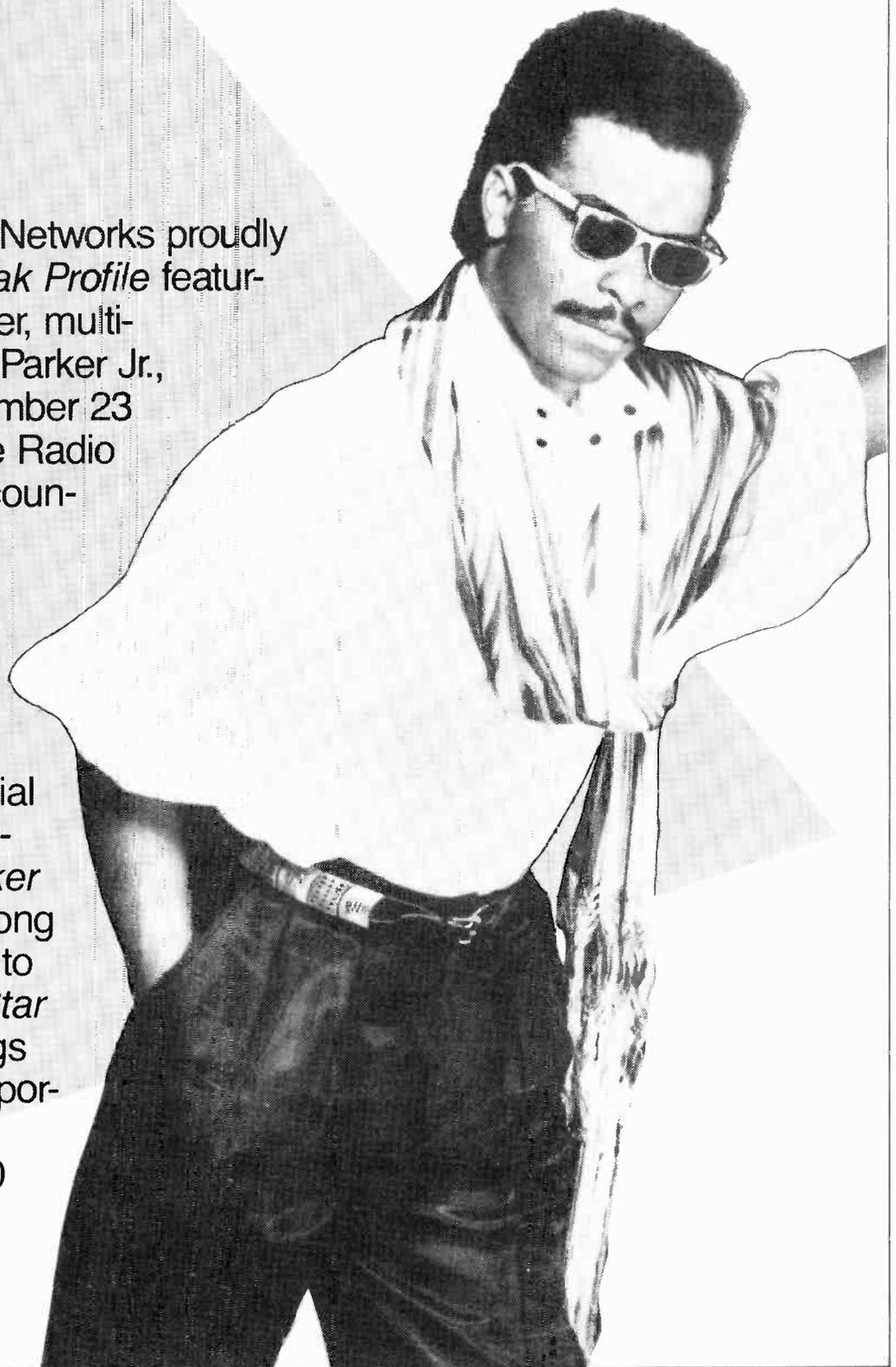
Chairman Emeritus: W.D. Littleford

WESTWOOD ONE PRESENTS

S T A R T R A K P R O F I L E

Ray Parker Jr.

The Westwood One Radio Networks proudly present an exclusive *Star Trak Profile* featuring superstar singer, composer, multi-instrumentalist and producer Ray Parker Jr., airing the week of Monday, September 23 on more than 250 Westwood One Radio Network affiliates throughout the country. During the hour-long show, Parker talks about what inspires his music, how he uses new technology to create new sounds in the studio, and the writing and recording of *Sex And The Single Man*, his first album of new material since 1984's *Ghostbusters* soundtrack. *Star Trak Profiles Ray Parker Jr.* – 60 minutes of repartee and song you and your listeners won't want to miss! It's another exclusive from *Star Trak Profiles* – the series that brings you the biggest names in contemporary music *all year long!* Contact Westwood One at (213) 204-5000 or Telex 4996015 WWONE.



FOR THE BIGGEST EVENTS ON RADIO, IT'S WESTWOOD ONE...AND ONLY!

KISS®

ACCEPT NO IMITATIONS.



KISS
(February 1974)



Hotter Than Hell
(October 1974)



Dressed To Kill
(March 1975)



Alive
(September 1975)



Destroyer
(March 1976)



Rock & Roll Over
(November 1976)



Love Gun
(June 1977)



Alive II
(October 1977)



Double Platinum
(April 1978)



Gene Simmons
(September 1978)



Paul Stanley
(September 1978)



Ace Frehley
(September 1978)



Peter Criss
(September 1978)



Dynasty
(May 1979)



Unmasked
(May 1980)



The Elder
(November 1981)



Creatures of the Night
(October 1982)



Lick It Up
(September 1983)



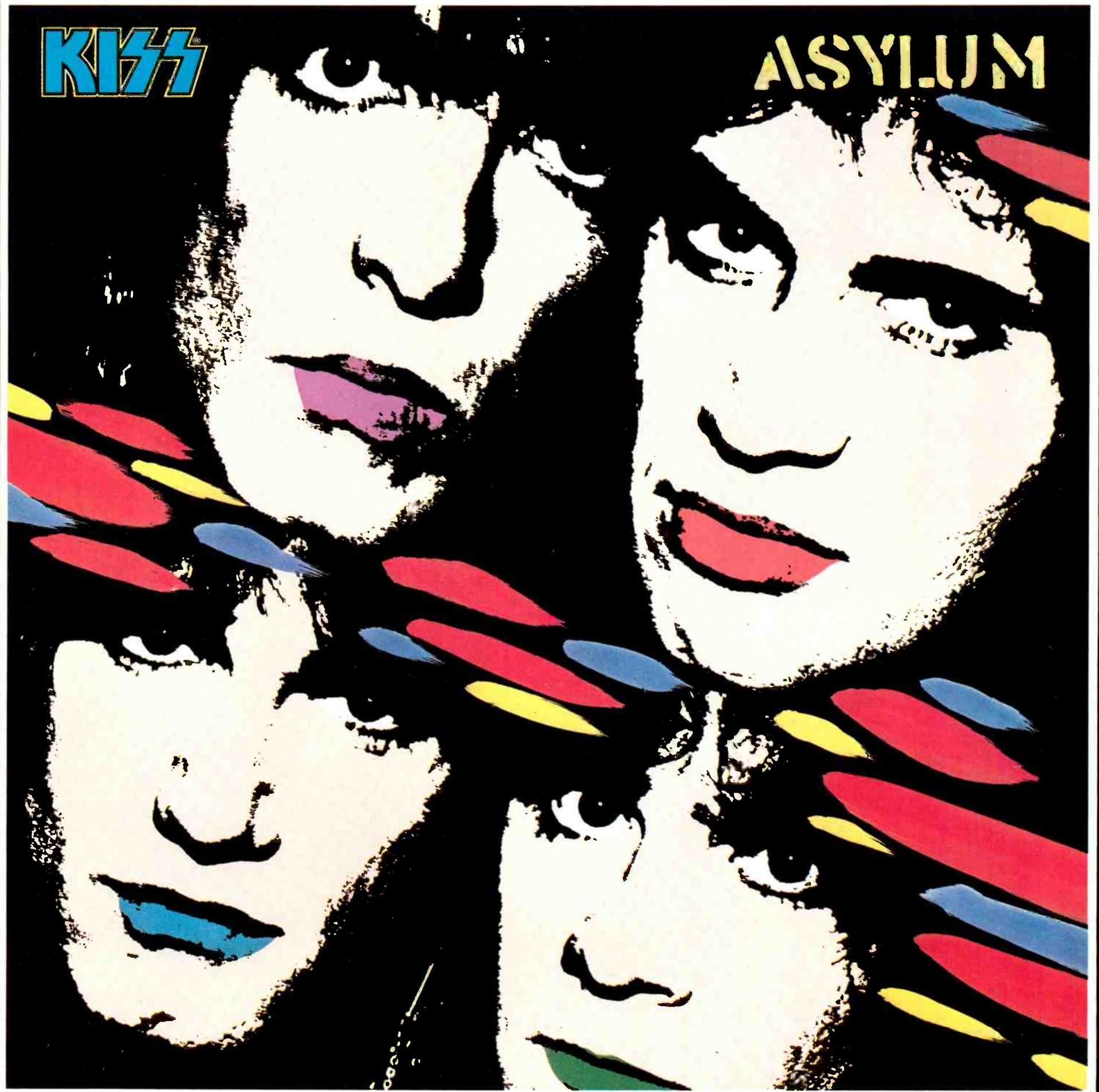
Animalize
(September 1984)



Asylum
(September 1985)

KISS

ASYLUM



Album # 826 099-1M-1

Produced by Paul Stanley and Gene Simmons

Single # 884 141-7 M-1

Tour Dates:

Nov. 21 El Paso, TX
22 Lubbock, TX
23 Norman, OK
24 Salina, KS
26 Kansas City, MO
27 St. Louis, MO
29 Little Rock, AK
30 Tulsa, OK
Dec. 3 San Antonio, TX
4 Dallas, TX

Dec. 5 Austin, TX
6 Houston, TX
7 Lafayette, LA
9 Springfield, IL
11 Louisville, KY
12 Cleveland, OH
13 Dayton, OH
14 Detroit, MI
16 New York, NY
17 Philadelphia, PA

Dec. 19 Glen Falls, NY
20 Worcester, MA
21 New Haven, CT
22 Providence, RI
27 Baltimore, MD
28 Charlotte, NC
29 Greensboro, NC
30 Augusta, GA
31 Atlanta, GA

Continued through March 1986



Manufactured and Marketed by
PolyGram Records

Conciliatory Resolution Adopted

NRBA TONES DOWN 'SUPER GROUP' PLAN

BY BILL HOLLAND

DALLAS The first major story of Radio '85 actually took place on the eve of the four-day convention here, and set the tone for the event. The NRBA board of directors voted to tone down the controversial concept of a Super Radio group put forward by its executive board last month and later rejected by a ruffled-feathers all-industry panel meeting at NAB headquarters.

At the Tuesday (10) evening board meeting, the NRBA directors-at-large and regional directors adopted a resolution that, as a source explained, "embraces the same general

concept but proposes to arrive at it by different means." The resolution was worded so that it would not alienate the other trade groups that had felt the original announcement of plans for a Super Radio group was "too much too soon."

The resolution makes clear that NRBA is now more willing "to cooperate with other industry organizations where such activities are in the best interest of the radio industry," and "is prepared to explore these opportunities further with . . . interested parties." A special emphasis was placed on the pursuit of "such common goals as full First Amendment rights for broadcasters

and a larger share of advertising dollars for radio."

The NRBA board decision, according to the source, was partly based on the feeling that the Super Radio announcement in its original form had put a chill on the spirit of cooperation between NRBA and NAB at a time when it was most needed.

Most on the board were said to feel that the call for some sort of Super Radio group is necessary for the continued growth of the industry. But several suggested that the original proposal, at the present time, was "utopian."

These Award Winners Have Personality

Morning Slot, Sense of Humor Called Keys to Success

BY RUSTY CUTCHIN

NEW YORK Winners of Billboard's 1984 "personality of the year" awards in radio agree that the listener-rich morning drive time slot, a unique (and perhaps warped) sense of humor and a commitment to topics of local interest are the major factors that shape a successful broadcast persona.

Robert Murphy of Chicago's WKQX (Q-101), major market winner in the contemporary/AC category, adds another element to this list. "As a lot of morning shows do now," he says, "we have a pretty large team assembled and a chemistry between the people that are on-air and off-air."

Murphy lists co-host Beth Kaye, Pat Benkowski (sports), Pete Stacker (voices) and engineer Jeff Ragland as his main support at the NBC-owned station. Murphy came to WKQX two years ago after stints in Charlotte, Milwaukee, Nashville and "various stops around the country."

What we try to do is keep it funny," Murphy says. "I always feel that humor transcends the bounds of good taste." His show features segments like "The Young And The Impotent" and "Mr. Codgers' Neighborhood," and he likes to call it "pornography with panache."

"If something is truly funny it doesn't matter that it's horribly tasteless," he laughs. "I think my show is always either in good taste or really damned funny."

Jonathan Doll of WZPL Indianapolis, the medium market winner in CHR/AC, relies on listener call-ins and his own experience as a



Jonathan Doll of WZPL Indianapolis.

standup comic for much of his show's humor. The "Star Search" veteran says he likes the possibilities inherent in this approach.

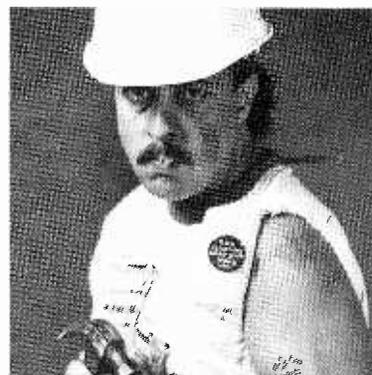
"I like the idea of giving my phone number out and just punching up the buttons, not knowing what will happen next. Usually people call in with bits and stuff, and it's great when you just rely on ordinary people. Regular bits tend to sound contrived, but if anybody knows they can pick up the phone and get on the show and have fun I think that's kind of a plus."

Marv Clark, who picked up the small market CHR/AC award for his work on WKZQ Myrtle Beach, S.C., also serves as program director for the resort-area station and says he gets "comedy from every source available and [adapts] it to the local market."

"We have two different audiences during the year," Clark adds. "We do a lot of locals-oriented things in the wintertime, and we cater to the tourist industry in the summer. It's a great market to work in."

Clark eschews the use of liner cards, "which is something I disdain. I hate to see radio go that way. I know it apparently has worked in some markets, but I still believe in personality radio if it's done right. We try to allow the announcers to do that kind of radio within reason."

Winning personalities in the country format emphasize the importance of local material. Randy Haymes and Fred Kennedy have



Marv "Boy Marvo" Clark of WKZQ Myrtle Beach, S.C.

been teamed since 1980 in the roles of (Mac) Hudson and (Irv) Harrigan, the imaginary duo that has been a staple of Houston's KILT-AM since 1967. Says major market winner Haymes: "There are a lot of bits we do on our show that simply wouldn't be understood in another city. One of the bits that has been on the air here for many, many years is the 'Story Guy,' an old black man who does the worst jokes in the world but attributes them to someone of local import. It's almost an honor to be burned by him. You've got to be somebody before he'll pick on you."

Hudson and Harrigan also have a Mr. Rodgers take-off, Mr. Dodger, who comments on Houston traffic. Haymes honed his skills with WBAP-AM and KNUS-FM in the Dallas/Ft. Worth area.



Mac Hudson, left, and Irv Harrigan of KILT Houston.

OUT OF THE BOX

Programmers reveal why they have jumped on particular new releases.

POP

In the midst of last week's Radio '85 activities, KVIL Dallas took time out to do Warner Bros. and Geffen a favor and select the next single for Jennifer Holliday. At the pop-oriented AC outlet, music director **Chuck Rhodes** has been pushing Holliday's "You're The One" as an album cut. As a result, sales in the Dallas/Ft. Worth market have been "phenomenal," says Rhodes, and it appears the former Dreamgirl is on her way to another hit.

AOR

Now fully recovered from a recent operation, WDHA Dover, N.J. program director **Mark Chernoff** is back on top of the latest releases. First off is Todd Rundgren's "Something To Fall Back On" (Warner Bros). Chernoff explains that Rundgren plays no instruments on this 12-inch, but contorts his vocals to sound like various instruments with the help of a processor. That element is an immediate draw, he says, adding that Rundgren has "a great, catchy song as well." Also in the catchy department is Prefab Sprout's "When Love Breaks Down" (Epic), a song Chernoff predicts could break at top 40 soon. Chernoff the crusader is also fond of Duke Jupiter's latest, "In The Line Of Fire" (Motown). "They've been having great radio records for a long time, and I hope someone joins me in supporting this one," he says. Also working well for the PD are Outfield's "Say It Isn't So" (Columbia) and Kate Bush's "Running Up That Hill" (EMI America).

COUNTRY

"You called at a boring time," says new WHN New York PD **Neal "Moon" Mullins** of the flow of recent country releases. With a little prodding, however, Mullins cites Mel McDaniels' "Stand Up" (Capitol) as a playlist-saving early fall release. "It's a gospel-sounding, sing-along track," he notes. "There are so many ballads out now that this uptempo song sounds especially good." The Statler Brothers' "Too Much On My Heart" (Mercury) is "certainly a pretty tune," according to Mullins, and Dan Fogelberg's "Down The Road/Mountain Pass" (Epic) falls under the same heading.

KIM FREEMAN

"I look for opportunities every morning that involve the people and our town," says Joe Wade Formicola of WKIX-AM Raleigh, the medium market country award winner. Formicola says his show's strength derives from his ability to "go from craziness to a very deep discussion within five minutes and pull it off." Formicola's morning conversation pieces have included local subjects as disparate as convicted murderer Jeffrey McDonald and "the crazy weather lady with big barometers." Formicola has been with WKIX for five years. "I feel I do the most local show for the Raleigh/Durham market," he says.

Luke McCoy's winning partner-

ship (small market country) with Chris Hampton at WOWW Pensacola was broken up recently when Hampton was promoted to a management position at sister station WLWI Montgomery. "We used very little canned humor," says McCoy. "The show zeroed in on our local audience, and we used local humor as much as possible. We both believed that a show has to be tailored to the market, and I think the market here particularly likes local humor."

"We also had the ability if one person chose to run out on a limb—if we were dealing with a local issue to make some stinging comment for political purposes—that whoever took the initiative, the other guy would stabilize it to keep things from going too far."

Charlie Martin of KHOW-AM Denver, winner with partner Hal Moore in the MOR/nostalgia category, cites teamwork as the secret to the duo's 16-year stint with the station. There's no "girl in a helicopter," but "we have a guy in an

(Continued on page 15)

ACTIONMART

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



Robert Murphy of WKQX-FM Chicago.

VOX by Kim Freeman JOX

"IT'S NOT SO CRAZY, if you're crazy yourself," says **KKDA** Dallas morning man **Tom Joyner** of his decision to take on the afternoon slot at Gannett's **WGCI** Chicago. Don't send your airchecks to **KKDA**; Joyner will be holding down both forts simultaneously. The talented urban talent explains: "I was renegotiating my contract with **KKDA** when Gannett offered me the **WGCI** slot. The thought just occurred to me that I could do both."

Of course, it helps that Joyner has a strong track record in both cities. From 1972 to 1977, he worked with the Service Broadcasting Dallas outlet when it was just an AM operation. He then moved to Chicago, where he manned shifts for **WBMX** and **WJPC**, among others. In 1983, it was back to **KKDA**.

Tom Joyner's split personality: part Dallas, part Chicago

"You see," Joyner says, "I'm uniquely qualified to do this. I still show up in Chicago focus groups. I have not been forgotten." He says it was the appeal of returning to the Windy City market that persuaded him to take on double duties: "I couldn't have pulled this off in any other market." Of the monetary attractions, Joyner comments, "Let's just say I'm not hard to get along with right now."

Starting Oct. 15, Joyner's new work day will consist of doing the 5:30-9 a.m. slot at **KKDA**, then picking up a 900-mile flight to Chicago, where he'll slip in **WGCI**'s 2-7 p.m. shift. Then it's back to Dallas and his wife of 16 years and two sons. "We play team ball around here," says Joyner of his family.

As for Gannett and Service, Joyner says, "It took them a while to come around," adding, "Hey, if you're truly a personality, then you enjoy what you're doing."

DAN INGRAM couldn't resist the call of the New York airwaves and has taken on the afternoon shift at **WCBS-FM**. As we told you earlier, Ingram left **WKTU** shortly after it dropped pop for AOR and the **WXRK** calls, and promised he'd resurface soon... Three-year **WOWW** Pensacola, Fla. program director **Chuck Urban** has resigned that post. He's looking for another country programming gig and can be reached at (402) 895-8682... **Dave Love** makes a nice

jump from one lovely beach community to another. He's now the new morning man on **WKQS** (Kiss-FM) Miami/Ft. Lauderdale. There he reunites with program director **Bob McKay**, Love's teammate at his most recent home, **KCBQ** San Diego... In other kissy news, **WKSS** Hartford recruits **Lauri Neff** as news director. She's fresh from neighboring **WCCC-AM-FM**.

If you haven't pulled Keel's "The Right To Rock" out of the library yet, don't bother. Gold Mountain/A&M is conveniently reissuing it as a timely anthem for the battle against lyric censorship efforts. To refresh your memory, the song includes these choice comments: "I'm fighting for freedom, for the golden rule./The right to say what I feel, and the right to say it to you."

On a more casually timed note, the "Academy Of Rock Music Awards Ceremony" is now available in a one-hour broadcast package. The ceremony took place in March in conjunction with **Mike Harrison**'s annual **Rockers** convention. The president of Goodphone Communications in Los Angeles, Harrison hosts the program and relays that it's available on a barter basis.

WGCL CLEVELAND ups **Bumper Morgan** to music director. He holds on to his air shift and replaces **John Fields**, who moved across town to **WVON** as its 7 to midnight man... Speaking of **WGCL**, last week we wrote about the station's campaign to bring a Rock'n'Roll Hall of Fame to the city. Well, it's really everybody's campaign, according to **WMMS** Cleveland operations director **John Gorman**, who relays that every radio and tv outlet in the market has been circulating petitions for the cause.

WSKS ("96 Rock") Cincinnati makes a number of appointments. **Bill Meister** has moved into the morning shift, replacing **Eddie Fingers**, who has moved across town to **WEBN**. **Steve Dolata** jumps over from sister AM **WLW** to man 96 Rock's production director and afternoon announcer positions. Also making the jump from AM to FM is **Chris Williams**, who joins the rock brigade as news director. And **Sally Hime** comes aboard as 96 Rock's new evening talent. She was with **WEVU-TV** in Naples, Fla., and earlier had held several radio gigs in Ft. Myers... At "97 Rock," **KSRH** Houston, air talent **Moby** has contributed his likeness to the city's Leukemia Foundation. Miniature "Moby-bears" are now available to those who donate \$50 or more.

AWARD-WINNING PERSONALITIES

(Continued from page 14)

airplane," says Martin. "We have a girl on the news. In fact we have a dual anchor, so we really have a lot of people on the show."

Adapting to changing styles of music has also been one of the team's abilities. "I think we've adjusted to the music," Martin says. "Obviously the music has changed a lot. We've been through a number of program directors and general managers. We just keep plugging along. They take all the records out and put new ones in, and we play whatever they put in."

Martin's prescription for longevity in the morning? "Get a job you like and keep it. Don't move around. Don't be the new kid on the block every two years."

Carl Mayfield, winner in the AOR category for his work at **WKDF** Nashville, cites "irreverence and the fact that I've been in the market for 15 years" as the reasons for his success in Music City. "Longevity," says Mayfield, "creates an audience attitude, audience loyalty. Topicality is the key."

Mayfield's show features one of the more interesting sets of char-

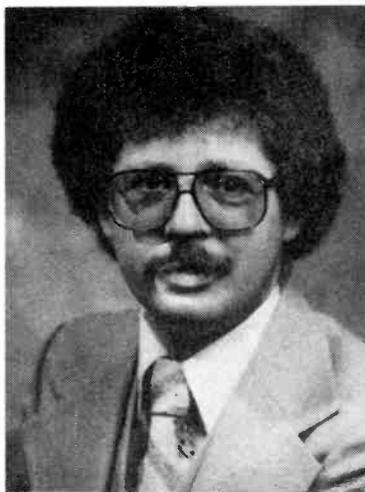


Joe Wade Formicola of **WKIX** Raleigh, N.C.

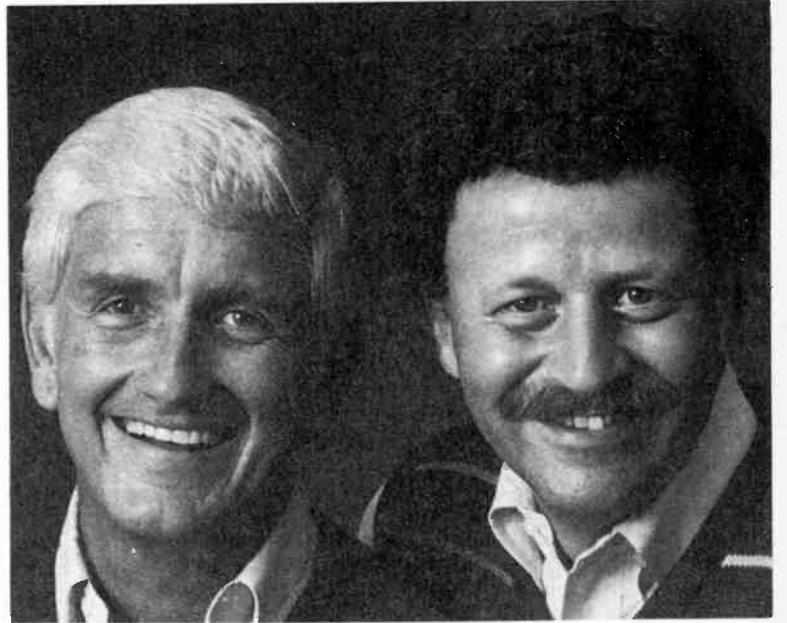
acters, with **Cleon**, an "investigative reporter who can say things I could never get away with"; **Sgt. Bird of the Mall Rat Patrol**, "who tries to rid the universe of these mall rats"; and **Brother Jonah**, a faith healer who heals appliances and potholes.

The winner in the all-market urban personality category is **Carol Ford**, who was judged during her tenure at **WDMT** Cleveland and is now a mainstay at **WRKS** (Kiss) New York.

WFIL Philadelphia's **Joey Reyn-**



Chris Hampton of the "Hampton & McCoy Show" on **WOWW** Pensacola, Fla.



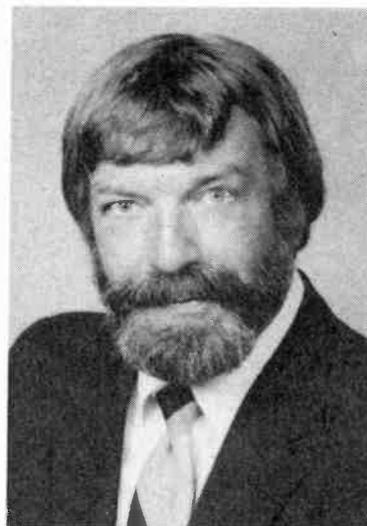
Hal Moore, left, and **Charley Martin** of **KHOW** Denver.

olds, who picked up his award in the miscellaneous category, holds forth in a morning format he says is similar to **Howard Stern**'s afternoon show at **WNBC** New York. "I'm funny, and he's outrageously funny," says **Reynolds** of **Stern**'s controversial style.

Reynolds reaffirms the common philosophy of all the personality winners: "I have a lot of fun, and I try to be very local." He cites a common concern about shows like his: the amount of music played. "I think what happens when you're on the air doing this kind of show, a big part of it is getting the steam going, and if you play three or four records in a row, then you kind of lose that sustaining involvement. And it's different for FM, but it's what AM used to do a long time ago."

KRLA Los Angeles' **Johnny Hayes**, the other winner in the miscellaneous category, is the only winner not in the morning drive slot. Hayes' noon to 4 program features his "Big 11 Countdown Show," which spotlights music released in a specific month from 1955 to 1973.

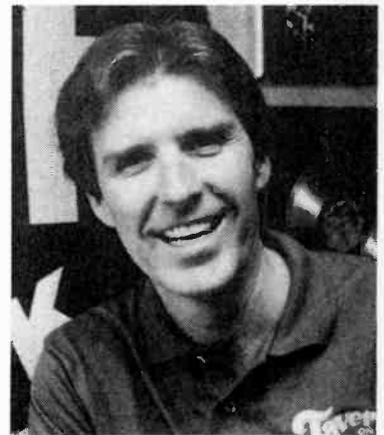
Hayes also puts together theme shows based on current events. He recently celebrated his 20th anniversary with the station. His show



Luke McCoy of the "Hampton & McCoy Show" on **WOWW** Pensacola, Fla.

serves as a clearing house for information about rock artists of the past.

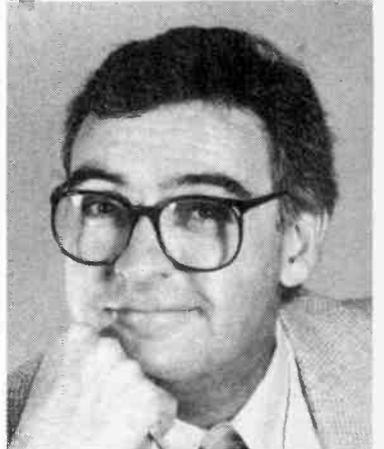
"I want to say things that touch people in some way, without being overly sentimental on the air,"



Carl P. Mayfield of **WKDF** Nashville.

Hayes says. "I can function within any format, and I have learned regimentation over the years. If they only give me 20 seconds of my own personal time between records, I'm gonna try to make every word count and try to say something that touches somebody and has some meaning."

"I never talk down to the audience, and I never say anything derogatory about any recording artist or any record. And that's what's gotten me 27 years in radio."



Johnny Hayes of **KRLA** Los Angeles.

RADIO MOST ADDED

RETAIL BREAKOUTS



NATIONAL 181 REPORTERS

ARTIST	TITLE	NEW ADDS	TOTAL ON
THE THOMPSON TWINS	LAY YOUR HANDS ON ME	83	83
COREY HART	BOY IN THE BOX	51	88
BRYAN ADAMS	ONE NIGHT LOVE AFFAIR	44	126
HEART	NEVER	44	84
GLENN FREY	YOU BELONG TO THE CITY	43	110

NATIONAL 180 REPORTERS

ARTIST	TITLE	NUMBER REPORTING
JAN HAMMER	MIAMI VICE THEME	42
STARSHIP	WE BUILT THIS CITY	31
CHEAP TRICK	TONIGHT IT'S YOU	22
THE HOOTERS	AND WE DANCED	20
DARYL HALL & JOHN OATES	THE WAY YOU DO THE THINGS YOU DO/MY GIRL	17

REGION 1

CT, MA, ME, NY State, RI, VT

WZON Bangor, ME
WIGY Bath, ME
WHTT Boston, MA
WXKS-FM (KISS) Boston, MA
WBEN-FM Buffalo, NY
WNYS Buffalo, NY
WPHD Buffalo, NY
WKPE Cape Cod, MS
WERZ Exeter, NH
WKSS (Kiss) Hartford, CT
WTIC-FM Hartford, CT
WKCI (KC-101) New Haven, CT
WSPK Poughkeepsie, NY
WPRO-FM Providence, RI
WNJQ Rochester, NY
WPXY Rochester, NY
WGFN Schenectady, NY
WFLY Troy/Albany, NY
WRCK Utica/Rome, NY

REGION 2

DE, D.C., MD, NJ, NY Metro, PA, WV

WQQQ (Q-100) Allentown, PA
WFBG Altoona, PA
WJLK-FM Asbury Park, NJ
WBSB (B-104) Baltimore, MD
WMAR-FM Baltimore, MD
WYSR Charleston, WV
WZYQ (Z-104) Frederick, MD
WKEE Huntington, WV
WBLI Long Island, NY
WAPP New York, NY
WHTZ (Z-100) New York, NY
WPLJ New York, NY
WKHI Ocean City, MD
WCAU-FM Philadelphia, PA
WUSL Philadelphia, PA
WZGO (Z-106) Philadelphia, PA
WBZZ (B-94) Pittsburgh, PA
WHTX Pittsburgh, PA
WPST Trenton, NJ
WAVA Washington, VA
WRQX (Q-107) Washington, DC
WOMP-FM Wheeling, WV
WILK Wilkes-Barre, PA
WKRZ Wilkes-Barre, PA
WYCR York/Hanover, PA

REGION 3

FL, GA, NC, SC, East TN, VA

WISE Asheville, NC
WQXI-FM (94-Q) Atlanta, GA
WZGC (Z-93) Atlanta, GA
WBBQ-FM Augusta, GA
WSSX Charleston, SC
WBCY Charlotte, NC
WROQ Charlotte, NC
WNOK-FM Columbia, SC
WNKS (Kiss) Columbus, GA
WNFI (I-100) Daytona Beach, FL
WDCG (G-105) Durham/Raleigh, NC
WQSM Fayetteville, NC
WANS Greenville, SC
WOKI Knoxville, TN
WHYI (Y-100) Miami, FL
WINZ-FM (I-95) Miami, FL
WKZQ-FM Myrtle Beach, SC
WYAV (Wave 104) Myrtle Beach, SC
WNVZ Norfolk, VA
WBJW Orlando, FL
WRVQ (Q-94) Richmond, VA
WXLK (K-92) Roanoke, VA
WZAT (Z-102) Savannah, GA
WRBQ (Q-105) Tampa, FL
WZNE (Z-98) Tampa Bay, FL
WSEZ Winston-Salem, NC

A weekly national indicator of the five most added records on the radio stations reporting to Billboard's Hot 100 chart. The stations in each region represent the entire panel in that region, not just those which have added the records listed.

REGION 4

IL, IN, KY, MI, OH, WI

WKDD Akron, OH
WBWB Bloomington, IN
WCIL-FM Carbondale, IL
WBBM-FM (B-96) Chicago, IL
WGCI-FM Chicago, IL
WLS-AM Chicago, IL
WLS-FM Chicago, IL
WKRQ (Q-102) Cincinnati, OH
WGCL Cleveland, OH
WMMS Cleveland, OH
WXGT-FM (92X) Columbus, OH
WCZY Detroit, MI
WHYT Detroit, MI
WSTO Evansville, IN
WNAP Indianapolis, IN
WZPL Indianapolis, IN
WVIC Lansing, MI
WZEE Madison, WI
WKTI Milwaukee, WI
WZUU Milwaukee, WI
WKZW (KZ-93) Peoria, IL
WRKR Racine, WI
WZOK Rockford, IL
WSPT Stevens Point, WI
WHOT-FM Youngstown, OH

REGION 5

IA, KS, MN, MO, NE, ND, OK, SD

KFYR Bismarck, ND
KFMZ Columbia, MO
KIKI Davenport, IA
WDAY-FM (Y-94) Fargo, ND
KKXL-FM Grand Forks, ND
KBEQ (Q-104) Kansas City, MO
KZZC (ZZ-99) Kansas City, KS
KDWB-AM Minneapolis, MN
KDWB-FM Minneapolis, MN
WLOL Minneapolis, MN
KJYO (KJ-103) Oklahoma City, OK
KQKQ Omaha, NE
KKLS-FM Rapid City, SD
KKRC Sioux Falls, SD
KWK St. Louis, MO
KHTR St. Louis, MO
KDVV Topeka, KS
KAYI Tulsa, OK
KFMW Waterloo, IA
KEYN-FM Wichita, KS

REGION 6

AL, AR, LA, MS, West TN, TX

KHFI Austin, TX
WQID Biloxi, MS
WKXX (KXX-106) Birmingham, AL
KAFM Dallas, TX
KTKS (Kiss-FM) Dallas, TX
KAMZ El Paso, TX
KSET El Paso, TX
KISR Fort Smith, AR
WQEN (Q-104) Gadsden, AL
KKBQ (93-FM) Houston, TX
KMJQ (Magic 102) Houston, TX
KRBE-FM Houston, TX
KEGL Irving, TX
WTYX Jackson, MS
KKYK Little Rock, AR
KBFM McAllen-Brownsv, TX
WMC-FM (FM-100) Memphis, TN
WJDQ (Q-101) Meridian, MS
WABB-FM Mobile, AL
WHHY-FM Montgomery, AL
WVWX (KX-104) Nashville, TN
WZKS (Kiss) Nashville, TN
WEZB (B-97) New Orleans, LA
WQUE-FM New Orleans, LA
KITY San Antonio, TX
KTFM San Antonio, TX
KWTX-FM Waco, TX

REGION 7

AZ, Southern CA, CO, HI, Southern NV, NM, UT

KKXX Bakersfield, CA
KIMN Denver, CO
KOAQ (Q-103) Denver, CO
KPKE Denver, CO
KRXV-FM (Y-108) Denver, CO
KLUC Las Vegas, NV
KIIS Los Angeles, CA
KKHR Los Angeles, CA
KCAQ (Q-105) Oxnard, CA
KOPA Phoenix, AZ
KZZP Phoenix, AZ
KFMY Provo, UT
KDZA Pueblo, CO
KSDO-FM (KS 103) San Diego, CA
KIST Santa Barbara, CA
KHYT Tucson, AZ
KRQQ Tucson, AZ

REGION 8

AK, Northern CA, ID, MT, Northern NV, OR, WA, WY

KYYA Billings, MT
KIYS Boise, ID
KTRS Casper, WY
KMGX Fresno, CA
KYNO-FM Fresno, CA
KOZE Lewiston, ID
KHOP Modesto, CA
KOSO Modesto, CA
KKRZ (Z-100) Portland, OR
KMJK Portland, OR
KPOP Sacramento, CA
KSFM Sacramento, CA
KWD Sacramento, CA
KSKD Salem, OR
KITS San Francisco, CA
KMEL San Francisco, CA
KSOL San Francisco, CA
KEZR San Jose, CA
KWSS San Jose, CA
KSLY San Luis Obispo, CA
KUBE Seattle, WA
KNBQ Tacoma, WA

REGION 1

CT, MA, ME, NY State, RI, VT

Bee Gee Dist. Latham, NY
Buffalo Enterprises 1-Stop Buffalo, NY
Cambridge 1-Stop Boston, MA
Cavages Dewitt, NY
Central Record & Tape S.Windsor, CT
Cutler's New Haven, CT
Dicks One Stop Dedham, MA
Discount Records Cambridge, MA
Easy Records 1-Stop N.Quincy, MA
Everett Music Everett, MA
Good Vibrations Boston, MA
House Of Guitars Rochester, NY
Music Suppliers One-Stop Needham, MA
Northeast 1-Stop Troy, NY
Peters One Stop Norwood, MA
Record Giant Utica, NY
Record Theater Buffalo, NY
Rhody's Warwick, RI
Trans-World 1-Stop Latham, NY

REGION 2

DE, D.C., MD, NJ, NY Metro, PA, WV

A-1 One Stop New York, NY
All-Service One-Stop Union, NJ
Alpha Rack New York, NY
Bene Dist. Bronx, NY
C&M 1-Stop Hyattsville, MD
Eastern One-Stop Philadelphia, PA
Elroy Enterprises Roslyn, NY
Gallery of Sound Wilkes-Barre, PA
Harmony Music Bronx, NY
J&R Music World New York, NY
J.E.K. Enterprises Baltimore, MD
Kemp Mill Beltsville, MD
Mobile One-Stop Pittsburgh, PA
Music Factory Brooklyn, NY
Musical Sales Baltimore, MD
Musidcn Edison, NJ
National Record Mart Pittsburgh, PA
Oasis Bethal Park, PA
Oasis Pittsburgh, PA
Record & Tape Ltd. Washington, DC
Record Bar Morgantown, WV
Richman Brothers Pennsauken, NJ
Sam Goody Baltimore, MD
Sam Goody Massapequa, NY
Seasons Four Records Hyattsville, MD
Shulman Records Cinnaminson, NJ
Tape King One Stop Hillside, NJ
The Wiz Brooklyn, NY
Tower New York, NY
Tower Records New York, NY
Universal One-Stop Philadelphia, PA
Waxie Maxie Washington, DC
Wee Three Philadelphia, PA
Win's Records Long Island City, NY

REGION 3

FL, GA, NC, SC, East TN, VA

Album Den Richmond, VA
Bibb One Stop Charlotte, NC
Camelot Atlanta, GA
Camelot Charlotte, NC
Camelot Daytona Beach, FL
Camelot Winston-Salem, NC
Coconuts Atlanta, GA
Coconuts Jacksonville, FL
Jerry Bassin's 1-Stop N.Miami Beach, FL
Nova Records 1-Stop Norcross, GA
One-Stop Records Atlanta, GA
Oz Records Stone Mountain, GA
Peaches Clearwater, FL
Peaches Greensboro, NC
Peaches Richmond, VA
Peaches Ft. Lauderdale, FL
Q Records Miami, FL
RPM Associates Fairfax, VA
Record Bar Savannah, GA
Record Bar Durham, NC
Sounds Familiar Columbia, SC
Specs Records Miami, FL
Starship Records Savannah, GA
Tara Records Atlanta, GA
Tracks Records Norfolk, VA

A weekly national indicator of "breakout" singles, i.e., those with significant future sales potential based on initial market reaction. These records are not yet on the top 30 lists of the retailers and one-stops reporting to Billboard's Hot 100 chart. The outlets in each region represent the entire panel in that region, not just those which are reporting the records listed.

REGION 4

IL, IN, KY, MI, OH, WI

Ambat/Record Theater Cincinnati, OH
Angott 1-Stop Detroit, MI
Buzzard's Nest Columbus, OH
Camelot N. Canton, OH
Central 1-Stop Columbus, OH
Flipside Records Arlington Heights, IL
Gemini One-Stop Cleveland, OH
HarmonyHouseRecords&Tapes Troy, MI
Laury's Records Des Plaines, IL
Mainstream Records Milwaukee, WI
Martin & Snyder Dearborn, MI
Northern Record 1-Stop Cleveland, OH
Oranges Chicago, IL
Peaches Cincinnati, OH
Radio Doctors Milwaukee, WI
Record City Skokie, IL
Rose Records Chicago, IL
Scott's 1-Stop Indianapolis, IN
Sound Video One Stop Niles, IL
Vinyl Vendors Kalamazoo, MI
Wax Works Owensboro, KY

REGION 5

IA, KS, MN, MO, NE, ND, OK, SD

Brown Bros. One-Stop Minneapolis, MN
CML-One Stop St. Louis, MO
Camelot Wichita, KS
Dart One-Stop Minneapolis, MN
Great American Music Minneapolis, MN
Hastings Lawton, OK
Music Vision St. Ann, MO
Musicland Minneapolis, MN
Musicland St. Louis, MO
Record Bar Cedar Rapids, IA
Record Bar Norman, OK
Streetside Records St. Louis, MO
The Record Shop Golden Valley, MN

REGION 6

AL, AR, LA, MS, West TN, TX

Camelot Little Rock, AR
Camelot N.Richland Hills, TX
Camelot Plano, TX
Central South One-Stop Nashville, TN
Disc Records El Paso, TX
Discount Records Nashville, TN
H.W. Daily Houston, TX
Hastings Arlington, TX
Hastings Austin, TX
Hastings Houston, TX
Hastings San Antonio, TX
Hastings Tyler, TX
Melody Shop Dallas, TX
Music City One-Stop Nashville, TN
Musicland Birmingham, AL
Peaches Memphis, TN
Poplar Tunes Memphis, TN
Star Records El Paso, TX
Sunbelt Music Dallas, TX
Texas Tapes & Records Houston, TX
Western Merch. One Stop Houston, TX
Wherehouse Metairie, LA

REGION 7

AZ, Southern CA, CO, HI, Southern NV, NM, UT

Abbey Road One Stop Santa Ana, CA
Alta/West. Merch. Salt Lake City, UT
Associated One-Stop Phoenix, AZ
Canterbury's Pasadena, CA
Circles Phoenix, AZ
Dan-Jay Denver, CO
Licorice Pizza Glendale, CA
Lovell's Whittier, CA
Middle Earth Downey, CA
Musicland Murray, UT
Odyssey Records Las Vegas, NV
Peer Records Irvine, CA
Record Bar Colorado Springs, CO
Record Bar Salt Lake City, UT
Record Retreat Los Angeles, CA
Show Industries Los Angeles, CA
Tower Anaheim, CA
Tower El Cajon, CA
Tower San Diego, CA
Tower Las Vegas, NV
Tower Panorama City, CA
Tower San Diego, CA
Tower Sherman Oaks, CA
Tower Los Angeles, CA
Tower Tempe, AZ
Tower West Covina, CA
Wherehouse Gardena, CA
Wherehouse Mission Valley, CA

YesterHits®

Hits From Billboard 10 and
20 Years Ago This Week

POP SINGLES—10 Years Ago

1. **Fame**, David Bowie, RCA
2. **Rhinestone Cowboy**, Glen Campbell, CAPITOL
3. **At Seventeen**, Janis Ian, COLUMBIA
4. **I'm Sorry**, John Denver, RCA
5. **Fight The Power Part 1**, Isley Brothers, T-NECK
6. **Could It Be Magic**, Barry Manilow, ARISTA
7. **Run Joey Run**, David Geddes, BIG TREE
8. **Fallin' In Love**, Hamilton, Joe Frank & Reynolds, PLAYBOY
9. **Wasted Days And Wasted Nights**, Freddy Fender, ABC/DOIT
10. **Feel Like Makin' Love**, Bad Company, SWAN SONG

POP SINGLES—20 Years Ago

1. **Help**, Beatles, CAPITOL
2. **Eve Of Destruction**, Barry McGuire, DUNHILL
3. **Like A Rolling Stone**, Bob Dylan, COLUMBIA
4. **You Were On My Mind**, We Five, A&M
5. **Catch Us If You Can**, Dave Clark Five, EPIC
6. **The "In" Crowd**, Ramsey Lewis, ARGO
7. **Hang On Sloopy**, McCoys, BANG
8. **It Ain't Me Babe**, Turtles, WHITE WHALE
9. **I Got You Babe**, Sonny & Cher, ATCO
10. **Heart Full Of Soul**, Yardbirds, EPIC

TOP ALBUMS—10 Years Ago

1. **Between The Lines**, Janis Ian, COLUMBIA
2. **The Heat Is On Featuring Fight The Power**, Isley Brothers, T-NECK
3. **Honey**, Ohio Players, MERCURY
4. **Red Octopus**, Jefferson Starship, GRUNT
5. **Captain Fantastic & The Brown Dirt Cowboy**, Elton John, MCA
6. **One Of These Nights**, Eagles, ASYLUM
7. **Cat Stevens' Greatest Hits**, A&M
8. **Born To Run**, Bruce Springsteen, COLUMBIA
9. **That's The Way Of The World**, Earth, Wind & Fire, COLUMBIA
10. **Pick Of The Litter**, Spinners, ATLANTIC

TOP ALBUMS—20 Years Ago

1. **Help**, Beatles, CAPITOL
2. **Look At Us**, Sonny & Cher, ATCO
3. **Out Of Our Heads**, Rolling Stones, LONDON
4. **The Sound Of Music**, Soundtrack, RCA VICTOR
5. **Herman's Hermits On Tour**, MGM
6. **The "In" Crowd**, Ramsey Lewis Trio, ARGO
7. **Summer Days (And Summer Nights)**, Beach Boys, CAPITOL
8. **Mary Poppins**, Soundtrack, VISTA
9. **Beatles VI**, CAPITOL
10. **Bringing It All Back Home**, Bob Dylan, COLUMBIA

COUNTRY SINGLES—10 Years Ago

1. **Daydreams About Night Things**, Ronnie Milsap, RCA
2. **The First Time**, Freddie Hart, CAPITOL
3. **Blue Eyes Crying In The Rain**, Willie Nelson, COLUMBIA
4. **I'll Go To My Grave Loving You**, Statler Brothers, MERCURY
5. **Rhinestone Cowboy**, Glen Campbell, CAPITOL
6. **If I Could Only Win Your Love**, Emmylou Harris, REPRISÉ
7. **Feelin's**, Loretta Lynn & Conway Twitty, MCA
8. **Hope You're Feelin' Me (Like I'm Feelin' You)**, Charley Pride, RCA
9. **You Never Even Called Me By My Name**, David Allan Coe, COLUMBIA
10. **Bandy The Rodeo Clown**, Moe Bandy, GRC

SOUL SINGLES—10 Years Ago

1. **It Only Takes A Minute**, Tavares, CAPITOL
2. **Do It Any Way You Wanna**, Peoples Choice, TSOP
3. **How Long (Betcha' Got A Chick On The Side)**, Pointer Sisters, ABC/BLUE THUMB
4. **Your Love**, Graham Central Station, WARNER BROS.
5. **Games People Play**, Spinners, ATLANTIC
6. **Dreaming A Dream**, Crown Heights Affair, DE-LITE
7. **Get The Cream Off The Top**, Eddie Kendricks, TAMLA
8. **This Will Be**, Natalie Cole, CAPITOL
9. **Make Me Feel Like A Woman**, Jackie Moore, KAYVETTE
10. **Let Me Make Love To You/Survival**, O'Jays, PHILADELPHIA INTERNATIONAL

re: ACTION!

That's what you'll get
when you advertise in

ACTIONMART



the Billboard Classified.
Call toll free (800) 223-
7524, NY residents dial
(212) 764-7388.



Houston Belongs to Berry. KNUZ Houston program director Dr. Bruce Nelson reads a proclamation declaring Chuck Berry Day in the city. The announcement was made during Berry's sold-out show at the Music Hall, where he shared the bill with the Shirelles.

ACTIONMART

For fast action, use

ACTIONMART

the Billboard
Classified.
Call Jeff Serette toll
free at (800) 223-
7524 (NY residents
dial 764-7388).

WATCH FOR A BILLBOARD SPOTLIGHT



THE WORLD OF GOSPEL MUSIC

ISSUE DATE: OCTOBER 19

ADVERTISING DEADLINE: SEPTEMBER 27

RESERVE YOUR SPACE TODAY!

FOR ADVERTISING DETAILS CONTACT:

BILL MORAN

18617 Vintage Street

Northridge, California 91324

(818) 349-2171

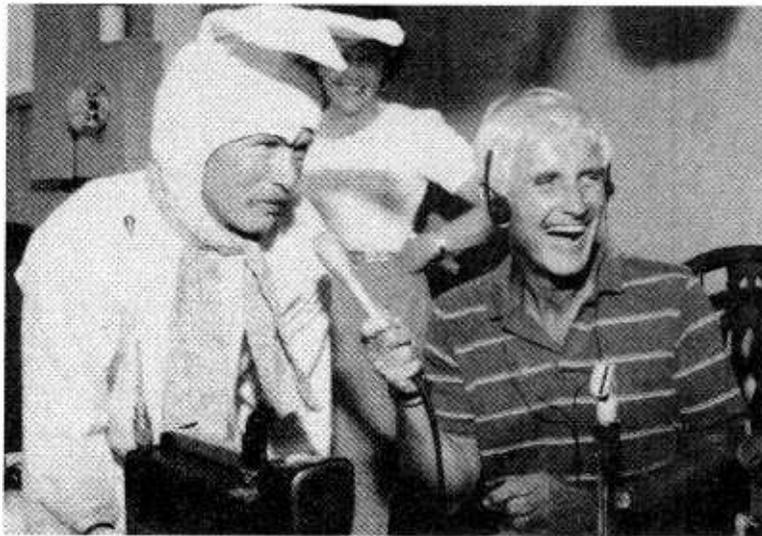


The International Newsweekly

of Music & Home Entertainment

TOP ROCK TRACKS

				Compiled from national album-oriented radio airplay reports.	
THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	ARTIST LABEL	TITLE
1	1	1	6	JOHN COUGAR MELLENCAMP RIVA	LONELY OL' NIGHT
2	2	2	12	STING A&M	FORTRESS AROUND YOUR HEART
3	3	5	4	MICK JAGGER & DAVID BOWIE EMI-AMERICA	DANCING IN THE STREET
4	7	10	5	LOVERBOY COLUMBIA	LOVIN' EVERY MINUTE OF IT
5	6	6	8	THE HOOTERS COLUMBIA	AND WE DANCED
6	5	3	9	HUEY LEWIS & THE NEWS MCA	BACK IN TIME
7	12	12	7	TEARS FOR FEARS MERCURY	HEAD OVER HEELS
8	15	29	3	STARSHIP GRUNT	WE BUILT THIS CITY
9	8	8	8	CHEAP TRICK EPIC	TONIGHT IT'S YOU
10	4	4	7	JOHN WAITE EMI-AMERICA	EVERY STEP OF THE WAY
11	16	26	3	BRUCE SPRINGSTEEN COLUMBIA	I'M GOIN' DOWN
12	20	25	4	BRYAN ADAMS A&M	ONE NIGHT LOVE AFFAIR
13	13	15	6	NIGHT RANGER MCA	FOUR IN THE MORNING
14	14	16	6	MARILLION CAPITOL	KAYLEIGH
15	9	9	8	MICHAEL MCDONALD WARNER BROS.	NO LOOKING BACK
16	17	17	5	DIRE STRAITS WARNER BROS.	ONE WORLD
17	11	11	10	TALKING HEADS SIRE	AND SHE WAS
18	30	—	2	ROGER DALTRY ATLANTIC	AFTER THE FIRE
19	23	32	5	MR. MISTER RCA	BROKEN WINGS
20	10	7	17	DIRE STRAITS WARNER BROS.	MONEY FOR NOTHING
21	21	21	5	U2 ISLAND	BAD
22	32	42	3	HEART CAPITOL	NEVER
23	25	37	4	THE OUTFIELD COLUMBIA	SAY IT ISN'T SO
24	24	36	4	SAGA PORTRAIT	WHAT DO I KNOW
25	18	13	9	THE MOTELS CAPITOL	SHAME
26	22	22	5	EDDIE & THE TIDE ATCO	ONE IN A MILLION
27	27	30	7	X ELEKTRA	BURNING HOUSE OF LOVE
28	28	38	4	DIO WARNER BROS.	ROCK 'N' ROLL CHILDREN
29	29	31	6	DIRE STRAITS WARNER BROS.	SO FAR AWAY
30	NEW			GLENN FREY MCA	YOU BELONG TO THE CITY
31	19	14	9	GODLEY & CREME POLYDOR	CRY
32	38	—	2	JOHN COUGAR MELLENCAMP RIVA	SMALL TOWN
33	35	—	2	JOHN COUGAR MELLENCAMP RIVA	R.O.C.K. IN THE U.S.A.
34	26	18	10	JOHN CAFFERTY/BEAVER BROWN BAND SCOTTI BROS.	C-I-T-Y
35	41	43	3	R.E.M. I.R.S.	DRIVER 8
36	42	45	3	RATT ATLANTIC	YOU'RE IN LOVE
37	45	—	2	NICK LOWE COLUMBIA	I KNEW THE BRIDE
38	NEW			JOHN COUGAR MELLENCAMP RIVA	RAIN ON THE SCARECROW
39	31	23	13	HUEY LEWIS & THE NEWS CHRYSALIS	THE POWER OF LOVE
40	NEW			MICHAEL MCDONALD WARNER BROS.	BAD TIMES
41	39	34	13	PAT BENATAR CHRYSALIS	INVINCIBLE
42	37	27	12	MOTLEY CRUE ELEKTRA	SMOKIN' IN THE BOYS ROOM
43	NEW			JON BUTCHER AXIS CAPITOL	STOP
44	NEW			THE ROMANTICS NEMPEROR	TEST OF TIME
45	33	19	10	Y&T A&M	SUMMERTIME GIRLS
46	34	20	7	JEFF BECK EPIC	GETS US ALL IN THE END
47	NEW			QUARTERFLASH GEFFEN	TALK TO ME
48	36	24	13	JOHN PARR ATLANTIC	ST. ELMO'S FIRE (MAN IN MOTION)
49	44	44	4	AC/DC ATLANTIC	SINK THE PINK
50	40	28	5	COCK ROBIN COLUMBIA	WHEN YOUR HEART IS WEAK



Bunny Barbecue. KHOW Denver morning talent Hal Moore, left, interviews the infamous Bunny Rick Sopha during a station garden barbecue. Sopha was on hand to give landscaping tips to those KHOW winners who missed out on a free year of lawn care service.

More Award Winners WTUE Dayton Cops AOR Honors

NEW YORK Due to space constraints, a description of Billboard's 1985 AOR station of the year (medium market), WTUE Dayton, and the announcement of other award winners were omitted from last week's issue.

WTUE is currently No. 1 among Dayton's 18-34 demographic and No. 1 in males 25-49. According to program director Tom Carroll, WTUE's popularity is increasing just where the management wants it: with adults. Carroll credits this to a heavy emphasis on album artists who have shown up the strongest in research, and to sticking to the station's target goals.

"You can't be too broad," Carroll notes. "Once you release who your target is, you've got it made." Carroll also lauds WTUE's four-year morning team of Jeff Curry and Tony Calle as an integral factor in the station's success.

Other 1985 Billboard Radio Award winners include:

- WCWA Toledo as MOR/nostalgia station of the year.
- WXTZ Indianapolis as station of the year, miscellaneous category.
- WWVZ Charleston as small/medium market urban station of the

year.

- Marc Little of WWVZ as program director of the year in the same category.

- Lou Dean of WRVA Richmond as MOR/nostalgia program director of the year.

- Joe Landon of WBCK Battle Creek as program director of the year, miscellaneous category.

- Benny Brown of Radio Luxembourg and Johnny Davila, tied, as international personalities of the year.

- KIMN Denver for station-produced featured program of the year, "30 Years In 30 Hours: Birthday Special."

- American Comedy Network for syndicator-produced featured program of the year, "Not The American Top 40."

For the Record

Jack Fitzgerald, program director at WTVN Columbus, is Billboard's 1985 programmer of the year in the medium market AC category. WTVN was incorrectly listed as station of the year in that category in last week's issue.



Big Chairs for Big Tears. KGLL Salt Lake City personality Lara Jones poses with the winners of the station's "Chairs For Fears" contest. Pictured are Nathan Heaps and Chris Durrant, who won Tears For Fears tickets.

POP ALBUMS

CHART RESEARCH PACKAGES

The definitive lists of the best-selling albums year by year, through the entire history of the Top LPs charts.

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

THREE TITLES AVAILABLE:

Number One Pop Albums, 1947 through 1985. Lists Billboard issue date, title, artist and label of the number one album of each week. \$50.00.

Top Ten Pop Albums, 1949 through 1985. Lists title, artist and label of every album which reached number 10 or higher on Billboard's Top LPs chart. Listed alphabetically within each year. #1 albums are indicated. \$50.00.

Top Pop Albums Of The Year, 1956 through 1985. The annual listings of the top albums of the year in rank order, as published in Billboard's year-end special issues. Includes title, artist and label for each entry. \$50.00.

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

Billboard Chart Research
Attn: Debra Todd
1515 Broadway
New York, NY 10036

Please send me the following Billboard Chart Research Packages:

- B-1 Number One Pop Albums @ \$50.00
- B-2 Top Ten Pop Albums @ \$50.00
- B-3 Top Pop Albums Of The Year @ \$50.00
- Individual yearly lists from _____ (please list book code number) for _____

(please list year(s) desired.)

Check or money order is enclosed in the amount of:

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

Name _____

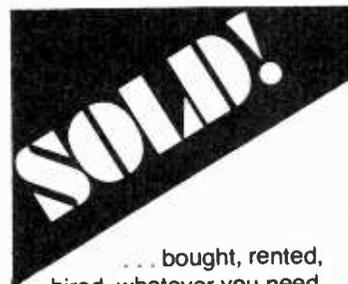
Company _____

Address _____

City, State, Zip _____

Overseas air mail rates available upon request.

All sales are final.



... bought, rented, hired, whatever you need, we'll tell the world in



Call Jeff Serrette today
—(800) 223-7524 (NY residents dial 212-764-7388).



music radio

Featured Programming

AS WE SUGGESTED last week, New York-based LBS Communications is indeed entering the syndicated radio field. Steve Saslow, former director of special programming for NBC Radio Entertainment, is heading up the newly formed LBS Radio. A successful syndicator of tv programs, LBS intends to offer advertiser-supported radio shows with integrated marketing and media crossover opportunities via the radio wing. Initial programming outings will target CHR, AOR and AC formats, although neither the titles nor the debut dates for the shows have yet been announced.

NBC RADIO ENTERTAINMENT is arguably dubbing two new shows as "firsts" in the network programming arena. First is "Live From Walt Disney World," a live country music concert series originating from the resort of the same name near Orlando, Fla., produced by Gary Geller Productions. Second is "The Jazz Show With David Sanborn." Hosted by the renowned jazz saxophonist, the weekly music and interview program is two hours long. Given the number of stations currently airing "Jazz Brunch" shows on Sunday morning, NBC's jazz show should prove especially popular. Initial air dates for both programs should be announced shortly.

PUBLIC INTEREST Affiliates gets off to a rather impressive start in securing Pete Townshend as the subject of its first long-form music programming venture. Until now, the Chicago-based firm has concentrated on news/talk and public affairs programming. PIA's "Pete Townshend: My Generation" is a two-hour music and interview show hosted by WLUP Chicago's Bob Stroud. It's available on a market-exclusive, barter basis for Oct. 20 broadcast. That date falls between the publication of Townshend's book "Horses Neck" this month and the November release of his solo album "White City."

Music on the special runs the gamut from "Can't Explain" to "You Better You Bet," and 80% of it was recorded directly from Compact Disc. "Pete Townshend: My Generation" is the first in PIA's "Musical Lives And Legends" series. More information is available from Christine Trent, who can be reached at (312) 943-8888.

NEW YORK'S Continuum Radio Network is including coverage of the Sept. 22 FarmAid benefit concert as part of its new "Backstage America" feed. Continuum will be on hand in Champaign, Ill. to provide hourly reports, features and interviews. Continuum's FarmAid coverage begins Monday (16) with the departure of Merle Haggard's celebrity train from Bakersfield to Champaign... **United Stations Radio Network** partner and program host Dick Clark will be the new MC on the network's "Countdown America." Clark, who replaces Joan Leader, will continue hosting his own "Dick Clark's Rock, Roll & Remember" for United Stations.

KIM FREEMAN

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

Sept. 20-21, **Huey Lewis, On The Radio, NSBA**, one hour.

Sept. 20-22, **U2, Superstar Concert Series, Westwood One**, 90 minutes.

Sept. 20-22, **Pop's Greatest Instrumental Hits, Top 30 USA, CBS Radioradio**, three hours.

Sept. 20-22, **Glen Campbell, American Country Portraits, Barnett-Robbins**, two hours.

Sept. 20-22, **Freddie Jackson, Street Beat '85, Barnett-Robbins**, two hours.

Sept. 20-22, **Sting, Superstars Of Rock, Barnett-Robbins**, two hours.

Sept. 20-22, **Bob Dylan, Superstar Portraits, Barnett-Robbins**, two hours.

Sept. 20-22, **Doors, Rock Reunion, Barnett-Robbins**, two hours.

Sept. 20-26, **Songs Covered By The Beatles, Scott Muni's Ticket To Ride, DIR Broadcasting**, one hour.

Sept. 20-27, **John Anderson, Country Today, MJI Broadcasting**, one hour.

Sept. 20-27, **Scorpions, Metalshop, MJI Broadcasting**, one hour.

Sept. 21-22, **Les Paul, The Great Sounds, United Stations**, three hours.

Sept. 21-22, **The Who, Dick Clark's Rock, Roll & Remember, United Stations**, three hours.

Sept. 21-22, **Ed Bruce, Weekly Country Music Countdown, United Stations**, four hours.

Sept. 21-28, **Hank Williams Jr., The Silver Eagle, DIR/ABC Entertainment Network**, one hour.

Sept. 22-28, **John Cafferty & the Beaver Brown Band, Rick Dees' Weekly Top 40, United Stations**, four hours.

Sept. 22-28, **Y&T, King Biscuit Flower Hour, DIR/ABC Rock Radio**, 90 minutes.

Sept. 23-29, **Cheap Trick, Off The Record Specials with Mary Turner, Westwood One**, one hour.

Sept. 23-29, **China Crisis, Midnight Oil, Alison Moyet, In Concert, Westwood One**, 90 minutes.

Sept. 23-29, **Ray Parker Jr., Star Trak Profiles, Westwood One**, one hour.

Sept. 23-29, **Grateful Dead, Pioneers In Music, DIR Broadcasting**, one hour.

Sept. 23-29, **Cheryl Lynn, Special Edition, Westwood One**, one hour.

Sept. 23-29, **"Dylan On Dylan," Westwood One**, two hours.

Sept. 23-30, **John Anderson, Restless Heart, Country Closeup, Narwood Productions**, one hour.

Sept. 25-Oct. 1, **Emo Philips, David Brenner Live, DIR Broadcasting**, 90 minutes.

Sept. 27-28, **Whitney Houston, On The Radio, NSBA**, one hour.

Sept. 27-29, **Carole King, Top 30 USA, CBS Radioradio**, three hours.

Sept. 27-29, **Sister Sledge, Patti LaBelle, Street Beat '85, Barnett-Robbins**, two hours.

Sept. 27-29, **Dire Straits, Superstars Of Rock, Barnett-Robbins**, two hours.

Billboard® ADULT CONTEMPORARY MOST ADDED

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

	74 REPORTERS	NEW ADDS	TOTAL ON
1	STEVIE WONDER PART TIME LOVER TAMLA	15	58
2	GINO VANNELLI HURTS TO BE IN LOVE CBS ASSOCIATED	13	19
3	A-HA TAKE ON ME WARNER BROS	11	23
4	DARYL HALL & JOHN OATES THE WAY YOU DO THE THINGS YOU DO/MY GIRL RCA	10	23
5	TEARS FOR FEARS HEAD OVER HEELS MERCURY	8	11

- WSKY Asheville, NC
- WRMM Atlanta, GA
- WSB-AM Atlanta, GA
- KEYI Austin, TX
- WFBZ Baltimore, MD
- WJBC Bloomington, IL
- KBOI Boise, ID
- WBEN-AM Buffalo, NY
- WGR Buffalo, NY
- KTWO Casper, WY
- WVAF Charleston, WV
- WBT Charlotte, NC
- WCLR Chicago, IL
- WYEN Chicago, IL
- WKRC Cincinnati, OH
- WLLT Cincinnati, OH
- WLTF Cleveland, OH
- WMJI Cleveland, OH
- WIS Columbia, SC
- WTVN Columbus, OH
- KMGC Dallas, TX
- WLAD Danbury, CT
- WHIO-AM Dayton, OH
- KHOW Denver, CO
- KRNT Des Moines, IA
- WEIM Fitchburg, MA
- WENS Indianapolis, IN
- WYYN-FM Jackson, MS
- WIVY Jacksonville, FL
- KLSI Kansas City, MO
- KUDL Kansas City, KS
- KMJJ Las Vegas, NV
- KMGG Los Angeles, CA
- KOST Los Angeles, CA
- WHAS Louisville, KY
- WRKA Louisville, KY
- WMAZ Macon, GA
- WIBA Madison, WI
- WRVR Memphis, TN
- WAIA Miami, FL
- WISN Milwaukee, WI
- WTMJ Milwaukee, WI
- WLTE Minneapolis, MN
- KWAV Monterey, CA
- WHYY Montgomery, AL
- WLAC-FM Nashville, TN
- WCTC New Brunswick, NJ
- WPIX New York, NY
- WWDE Norfolk, VA
- KLTE Oklahoma City, OK
- KOIL Omaha, NE
- WIP Philadelphia, PA
- KKLT Phoenix, AZ
- KOY Phoenix, AZ
- WTAE Pittsburgh, PA
- WWSW Pittsburgh, PA
- KGW Portland, OR
- WPRO-AM Providence, RI
- WRVA Richmond, VA
- KQSW Rock Springs, WY
- WSGW Saginaw, MI
- KSL Salt Lake City, UT
- KFMB-AM San Diego, CA
- KFMB-FM San Diego, CA
- K-101 San Francisco, CA
- WGY Schenectady, NY
- KKPL Spokane, WA
- KSD St. Louis, MO
- KKJO St. Joseph, MO
- WIFI Tampa, FL
- WWWL Toledo, OH
- KRAV Tulsa, OK
- WLTT Washington, DC
- WMAL Washington D.C., MD

FOR WEEK ENDING SEPTEMBER 21, 1985

Copyright 1985, Billboard Publications, Inc. No part of this publication may be reproduced, stored in any retrieval system, or transmitted, in any form or by any means, electronic, mechanical, photocopying, recording, or otherwise, without the prior written permission of the publisher.

HOT ADULT CONTEMPORARY

				Compiled from a national sample of radio playlists.			
THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	TITLE	ARTIST		
				LABEL & NUMBER/DISTRIBUTING LABEL			
1	1	1	12	CHERISH DE-LITE 880869-7/POLYGRAM	5 weeks at No. One KOOL & THE GANG		
2	5	9	6	SAVING ALL MY LOVE FOR YOU ARISTA 1-9381	◆ WHITNEY HOUSTON		
3	3	3	11	WE DON'T NEED ANOTHER HERO (THUNDERDOME) CAPITOL 5491	◆ TINA TURNER		
4	4	4	8	FREEDOM COLUMBIA 38-05409	◆ WHAM!		
5	2	2	11	YOU'RE ONLY HUMAN (SECOND WIND) COLUMBIA 38-05417	◆ BILLY JOEL		
6	6	6	10	POWER OF LOVE CHRYSALIS 4-42876	◆ HUEY LEWIS & THE NEWS		
7	10	13	8	YOUR SECRET'S SAFE WITH ME WARNER BROS. 7-28928	MICHAEL FRANKS		
8	11	12	10	LOST IN THE FIFTIES TONIGHT RCA 14135	RONNIE MILSAP		
9	9	7	17	EVERYTIME YOU GO AWAY COLUMBIA 38-04867	◆ PAUL YOUNG		
10	18	24	3	PART TIME LOVER TAMLA 1808	STEVIE WONDER		
11	7	5	11	MYSTERY LADY JIVE 1-9374/ARISTA	◆ BILLY OCEAN		
12	8	8	12	NEVER SURRENDER EMI-AMERICA 8268	◆ COREY HART		
13	15	18	5	JANET MOTOWN 1802	COMMODORES		
14	14	16	8	A LITTLE BIT OF HEAVEN MODERN 7-99630/ATLANTIC	NATALIE COLE		
15	13	11	12	FREEWAY OF LOVE ARISTA 1-9354	◆ ARETHA FRANKLIN		
16	17	19	5	POWER OF LOVE (YOU ARE MY LADY) ARISTA 1-9391	AIR SUPPLY		
17	19	21	7	CRY POLYDOR 881786-7/POLYGRAM	◆ GODLEY & CREME		
18	16	17	6	LIFE IN ONE DAY ELEKTRA 7-69631	◆ HOWARD JONES		
19	21	22	6	NO LOOKIN' BACK WARNER BROS. 7-28960	◆ MICHAEL McDONALD		
20	12	10	17	WHO'S HOLDING DONNA NOW GORDY 1793/MOTOWN	DEBARGE		
21	23	25	5	ST. ELMO'S FIRE (MAN IN MOTION) ATLANTIC 7-89541	◆ JOHN PARR		
22	22	14	15	NOT ENOUGH LOVE IN THE WORLD GEFEN 7-29012/WARNER BROS.	◆ DON HENLEY		
23	26	30	4	SHAME CAPITOL 5497	◆ THE MOTELS		
24	24	15	17	FOREVER COLUMBIA 38-04931	◆ KENNY LOGGINS		
25	25	29	4	DON'T LOSE MY NUMBER ATLANTIC 7-89536	◆ PHIL COLLINS		
26	20	20	7	IT'S GETTING LATE CARIBOU 4-05433/EPIC	◆ THE BEACH BOYS		
27	35	—	2	TAKE ON ME WARNER BROS 7-29011	A-HA		
28	33	—	2	THE WAY YOU DO THE THINGS YOU DO/MY GIRL RCA 14178	DARYL HALL & JOHN OATES		
29	29	36	3	LOVE THEME FROM ST. ELMO'S FIRE ATLANTIC 7-89528	DAVID FOSTER		
30	28	26	21	THE SEARCH IS OVER SCOTTI BROS. 4-04871/EPIC	◆ SURVIVOR		
31	NEW ▶			HURTS TO BE IN LOVE CBS ASSOCIATED 4-05586/EPIC	GINO VANNELLI		
32	32	35	5	DARE ME RCA 14126	THE POINTER SISTERS		
33	36	—	2	SOMEBODY TOOK MY LOVE ISLAND 7-99605/ATLANTIC	DURELL COLEMAN		
34	34	37	3	WISE UP A&M 2762	AMY GRANT		
35	27	23	13	YOUR LOVE IS KING PORTRAIT 37-05408/EPIC	◆ SADE		
36	31	28	20	YOU GIVE GOOD LOVE ARISTA 1-9274	◆ WHITNEY HOUSTON		
37	RE-ENTRY			DON'T CLOSE YOUR EYES RCA 14115	JOHN DENVER		
38	NEW ▶			DRESS YOU UP SIRE 7-28919/WARNER BROS.	◆ MADONNA		
39	NEW ▶			STAND BY ME COLUMBIA 38-05571	MAURICE WHITE		
40	NEW ▶			IF THE PHONE DOESN'T RING, IT'S ME MCA 52664	JIMMY BUFFETT		

○ Products with the greatest airplay this week. ◆ Video clip availability. ● Recording Industry Assn. Of America (RIAA) seal for sales of 500,000 units. ▲ RIAA seal for sales of one million units.

Record Factory Unit Changes Its Name Oakland Store Becomes Leopold; Nearby Leopold Closes

BY EARL PAIGE

SAN FRANCISCO The general practice when one chain acquires another is to gradually change the purchased store's name to reflect the new ownership. However, Record Factory here is doing just the opposite with its large Oakland unit.

In the first name shuffle since Record Factory acquired the five-unit Leopold chain early this year, Record Factory's unit at 26th and Telegraph in downtown Oakland will become Leopold. A smaller Leopold on the same block is being

shuttered.

"For the particular neighborhood, Leopold has a stronger image," says Record Factory marketing vice president Bob Tolifson. "Their image is stronger than the sum of its parts. They enjoy loyalty.

"Our [Record Factory's] image is more of a weakness in that area in terms of appealing to the mass consumer. Leopold has strong appeal to the urban and collegiate consumer," Tolifson adds, citing research findings.

Record Factory is going all out in the 6,500 square foot unit, with a "grand opening" set for Sept. 20-22. "We're giving the store an historical motif with walls featuring photos and memorabilia from Oakland's musical heritage," Tolifson says. "Fantasy is giving us collector's-item album covers. So is Arhoolie, with photos of old blues artists and plaques."

In terms of inventory, the store will be further individualized by a

strong jazz and r&b selection, "just like its granddaddy in Berkeley," notes Tolifson, referring to the historical Leopold six miles away, opposite the Univ. of California campus.

Leopold grew out of a student cooperative in the '60s and was eventually acquired by Bill Robbins. Robbins subsequently acquired Odyssey units from Rich Bullock in San Jose, Santa Barbara and Las Vegas (the latter also retaining the name Odyssey).

Tolifson indicates that the Berkeley, San Jose and Santa Barbara Leopold units, along with Odyssey, will probably all retain their original identities.

A curious twist in terms of the Oakland unit is that it opened in 1979, a year after the Record Factory on the same block was installed. Although just 600 square feet, the Oakland Leopold "had hits jammed to the ceiling," says Tolifson. "They really took us on, even leafletting our customers right out in front all day long."

Management of the "new" Leopold will be under Darrell Jones and Betty Fuller.

As with other Leopold units, Record Factory will continue to experiment. A tape-only outlet has been opened near the Berkeley Leopold unit, and the Oakland store will emphasize video.

"We're going to try music video at first before we consider rentals," says Tolifson of the continuing push by Record Factory into full video operations. Of the chain's 40 units, 15 now offer video rental.

Flagship Unit Also Expanding Rose Moves Beyond Illinois, Opens Store in Madison

BY MOIRA McCORMICK

CHICAGO Rose Records here has opened its first out-of-state store, located in Madison, Wis. In addition, Rose's flagship downtown Wabash St. location is expanding from two to three floors, primarily to accommodate a booming Compact Disc business.

The new Rose store, the chain's ninth, is a 2,000 square foot unit located just off the Univ. of Wisconsin campus. Formerly a Record World outlet (part of the nine-unit Galaxy Of Sound chain, owned by Rapid Sales of Madison), it was purchased by Rose on Aug. 26. Tom Jacobson, manager of Rose Records in Evanston, Ill., is currently overseeing operations, but "won't be there indefinitely," according to chain chief Jim Rose.

While the store's space is limited, Rose notes, "We're doing some remodeling and refixturing to address that problem." He describes the Madison outlet's product mix as "similar to our Broadway and Evanston stores, with a mix of classics, CD, jazz, rock, new releases, imports and cutouts." Due to space restrictions, no video will be stocked.

With a Discount Records "a few doors down," Rose says, "They'll offer formidable competition." However, he notes, the Rose location had housed an "old, established, well-known store," and he expects the clientele to continue frequenting it despite the change of ownership.

Rose says that he's scouting oth-

er out-of-state locations, but that he'd like to see how smoothly the Madison operation runs before opening another.

"There are some problems supplying a store 150 miles away," he admits. "We're investigating using UPS overnight service and setting up direct shipments from manufacturers; we're also running our own van up there. We'll have to see what's most efficient."

As for the expansion of the flagship Chicago store, Rose says he's spending \$500,000 on renovations, which should be completed by mid-October. When the third floor is opened, he says, the entire structure, including basement storage area, will encompass 20,000 square feet.

"We'll be able to put in a larger CD section," says Rose, "which has become very important to our business. We'll be utilizing more effective displays, such as four-tiered fixtures." CD sales, he notes, currently account for more than 25% of store volume.

Cassettes, CD, new releases, rock, jazz and pop will take up the first floor. The second floor will contain all classical recordings, and the third level will house all other categories: soundtracks, folk, international, etc.

Rose is installing an escalator between the second and third floors, to complement the existing escalator between the first and second. The store's exterior facade is getting a facelift as well, Rose says, for "a more contemporary look."

HOLD THE PHONE!



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

ACTIONMART

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

CHRISTMAS '84 NO. 3 RETAIL SALES CHRISTMAS '85 — GOING FOR GOLD



MANNHEIM STEAMROLLER

Christmas

CONTACT YOUR LOCAL
INDEPENDENT DISTRIBUTOR

AMERICAN
GRAMAPHONE RECORDS

LP AG-1984

PREMIUM
VIRGIN VINYL

AMERICAN GRAMAPHONE RECORDS
(402) 457-4341

TAPE AGC-1984

COMPACT DISC - AGCD 1984

Chain's First for the Product Category

Record Bar in Big Personal Stereo Push

DURHAM Near the conclusion of its biggest personal stereo promotion since introducing the category, Record Bar has proven that software stores can sell hardware, according to national promotion director Ron Phillips. The inventory reduction event was the chain's first for the product category.

As Phillips outlines the sale, which offers 80 Compact Disc players as prizes for store staffs, the event takes on significance on several levels.

Record Bar took its initial stab at personal stereo four years ago, with just a few Sanyo models. It was one of the first record/tape chains to try the category. The chain now offers a wide array of models in five brands: Sanyo, Toshiba, Crown, Aiwa and Panasonic.

Experience now allows special product manager Paul Fussell and his staff to target certain models and popular feature combinations in models for optimal performance during Christmas, the top selling season for personal stereo.

The Aug. 1-Sept. 30 period, with outdoor activity still intense, presented the opportune time to "pick out some items we wanted to move

down the pipeline before they're outdated, so we will have more space for incoming models," Phillips says.

It appears that the volume goal of \$500,000 is very possible, Phillips says. "It looks now that we're going to beat it."

Targeted for the reduction were 15 Sanyo models, evenly spread over mini cassettes, AM/FM cassette combos and "boom boxes." A couple of Toshiba pieces were also included but not counted toward the prize, Sanyo's top-of-the-line CD player. Four CD players will be given away in each of 20 districts.

The event, with 10-foot banners in bright red lettering calling attention to the personal stereo section and price markdowns (Phillips doesn't want to further tip competition on what they are), also serves to get staffers excited about the category.

Phillips says he doesn't know what to expect in terms of how stores will go for it in this contest. Staffers in one store recently dressed up its windows with mock fire that "blazed" clear outside into the mall aisle and took a national Memorex competition.

Reviewing how Bar staff have taken to personal stereo, Phillips says, "At first, there was some intimidation. Personal stereo involves items a lot higher in price than albums and tapes." The chain, he notes, "provided a good deal of instruction."

A special challenge for home entertainment software stores, Phillips says, is that "customers don't come to Record Bar for this merchandise. It is impulse. That's why we learned within two months that the product couldn't stay behind glass in locked cases. We now have our people put on headphones and walk through the store inviting people to try out merchandise."

Noting another aspect of personal stereo that "delights" Record Bar, Phillips says, "A year ago it was just teens basically [buying merchandise]. Now it's all ages. It's common to see an older customer with three or four 'Great Performer' cassettes buying a portable cassette player, too."

Personal stereo in open merchandise display is a major exposure inviting shrinkage. "This is why we try to have the product near the

(Continued on page 21)

'The Art Of Selling' VSDA Talk Offers Sales Motivation

BY KIP KIRBY

WASHINGTON When Bob Tacy Jr. tells his clients not to short-sell the significance of selling, he isn't kidding.

Tacy, president of Seattle-based Modern Creative Seminars, hosted a panel at the recent Video Software Dealers Assn. (VSDA) convention entitled "The Art Of Retail Selling"—a basic title for basic skills which he claimed are too often overlooked in an age of unprecedented consumer buying.

Tacy outlined ways that sales staffs can be trained—and, more importantly, motivated—to increase volume and profits. The panel was particularly relevant since the theme of this year's VSDA conference was "Sellabration '85." To help dealers emphasize sales rather than rentals, Tacy suggested several approaches tying in applications and attitudes.

"We're in an era of retailing indifference," he commented, pointing out that many times clerks simply sit behind the counter and wait for customers to make their own selections.

Instead, he suggested, clerks should concentrate on conveying excitement and interest through their body language and verbal contact with customers.

The difference between a sale and a no-sale, he said, can come down to understanding the attitude of your customer, understanding the proper psychological approach to use, and carrying out the right communication strategy.

"People want personal attention," Tacy said during his high-energy motivational talk. He suggested that retailers concentrate on personal service in their stores, a touch that can be as easy as installing a coffee machine for browsers or soliciting special orders on non-cata-

log inventory.

Earlier in the morning, VSDA attendees had chuckled spontaneously when a video presentation showed a customer eagerly talked into purchasing a \$59.95 cassette by a store owner. Tacy observed that perhaps the video industry itself needs to shift its attitude into a more sales-directed approach.

"People thought it was funny that the customer found the \$59.95 price reasonable," he noted, "yet in other industries, this kind of sale wouldn't be surprising. You have got to become sales-oriented in order to broaden your profit base."

Tacy also quoted research showing that 68% of all customer loss comes from a single encounter with an indifferent employee.

"Soft sell is the same as hard sell except that you're nice about it," Tacy said. "Isolate the reason behind your customer's request; find out what he's really saying or asking for. Explain features along with ways they can benefit the customer. If the price on a certain product is higher, then explain how it's going to benefit him in the long run."

RECORD BAR

(Continued from page 20)

front," Phillips explains. "Not only does this make it easy for clerks to suggest items; they have a closer eye on the section."

One other thing Record Bar has learned, according to Phillips, is that \$150 is about the top price point for personal stereo. Models above that price cease to be impulse-driven and force comparison with the component stores that are fierce price competitors.

With the \$150 ceiling in mind, why does the present event revolve around CD? "For one thing," Phillips says, "floor people are all excited about CD and eager to have their own set. It's an ideal way of increasing emphasis on CD in the stores."

Not incidentally, Record Bar will test CD players in a few of its 170 units, as the chain continues to see where personal stereo can fit in.

More dramatically, Phillips adds, Record Bar's success with personal stereo has made believers out of management at the chain's West Coast subsidiary, Licorice Pizza, which has traditionally stayed out of the category. Phillips indicates that Licorice will now test personal stereo in some stores. EARL PAIGE

KENNY ROGERS

DIVIDER CARDS

BLANK & PRE-PRINTED
CUSTOM OR PROMOTIONAL

800/648-0958

GOPHER PRODUCTS CORP.
2201 Lockheed Way
Carson City, Nev. 89701



re: ACTION!

That's what you'll get
when you advertise in
ACTIONMART

the Billboard Classified.
Call toll free (800) 223-7524, NY residents dial
(212) 764-7388.



bowers record sleeve

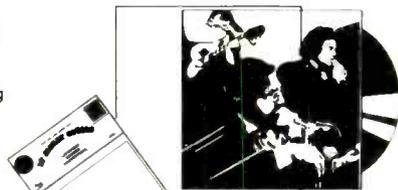
5331 N. TACOMA AVE. INDIANAPOLIS, IN 46220 317-251-3918

LIFETIME RECORD PROTECTORS.

LP Jacket Covers

These durable, polyethylene Jacket Covers prevent scuffing of the jacket and maintain appearance. They also:

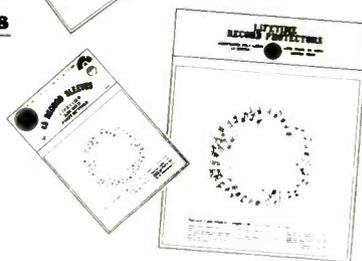
- protect records
- prevent scratching
- seal out dust & moisture
- end finger-marking



45 & LP Innersleeves

These patented record sleeves feature an exclusive and patented wraparound poly inner lining.

These inner sleeves are specially designed, constructed and manufactured in the United States to afford the greatest possible protection against scratching, dust and other similar record damage.



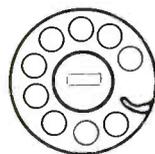
Both the inner and outer sleeves are priced to move quickly at high profit margins.

The sleeves come in individual pre-packs or in bulk quantities.

Let us surround your Music

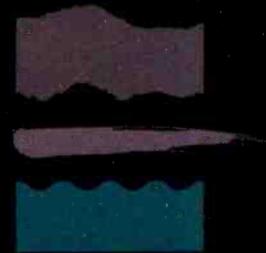
TOUCH That DIAL!

Get fast results with ACTIONMART, the Billboard Classified.



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

Private Music



is proud to present

ON THE FUTURE OF AVIATION By Jerry Goodman

ON THE FUTURE OF AVIATION



JERRY GOODMAN

PRODUCED BY JERRY GOODMAN
WITH MARTIN RUBENSTEIN

Available on CrO₂ cassettes, compact disc,
and on video and laserdisc.

Catalog #s: Cassette: CSD.1201
CD: CDD.1201
Video: PMV.0001
Laserdisc: PML.0001

Distributed by: Intercon Music Corp.
454 Main Avenue
Wallington, NJ 07057
1/800/221-1574
In NJ call 201/778-8222

On the Beam

BY SAM SUTHERLAND

A weekly column focusing on developments in Compact Disc hardware and software.

CD-ONLY UPDATE: The growing list of retail outlets specializing in Compact Discs, noted in last week's column, finds the first CD-only operation in the Delaware Valley up and running. Launched Aug. 26 by owner/manager Leonard Piazza, 21st Century Sound, on Lancaster

Ave. in Bryn Mawr, Pa., caters to the dense collegiate population and upscale suburbanites in this Main Line community outside Philadelphia.

Situated in a 450 square foot location, Piazza's store currently stocks about 1,800 titles, but its proprietor is shooting for 4,000 or more. He's now actively tracking down imports, a full line of classical titles and upcoming major label hits to pace that expansion.

Piazza notes pre-opening promo-

tion via a giveaway for **Mobile Fidelity's "Woodstock"** package, aired over local rocker **WIOQ**, which offered the freebie to listeners. Since the opening, he's also offered a **Sony portable Discman** unit and gift certificates worth \$200 in CD purchases. The player was provided by a local hardware outlet, **Sassafras Audio**.

"Because of the area I'm in, a lot of consumers already have players, but I'm still working to educate prospective new buyers," Piazza notes.

Print ads in local papers and radio spots on both rock and classical stations comprise his present marketing thrust, while in-store merchandising includes a slat wall devoted to new releases and Billboard chart items, along with in-store airplay for disks. Right now, he restricts customer requests for play to imports, since he displays his domestic goods in board packages and clamshells using browsers.

Piazza expects to add blank tape, although he plans on restricting his selection to just one or two brands. He's also looking into CD storage units, although he says he has yet to find a design he's satisfied with.

In opening 21st Century Sound,

Piazza is drawing on nine years' experience in retail and wholesale, most recently via a four-year stint with Sam Goody.

CD PLAYER PRICES continue to slide, with the \$200 barrier now long past and major department stores as well as discount retailers and major audio chains all offering units well below their original intended shelf price.

Price points offered during Labor Day sales in the Southern California area reflect the downward trend, with a number of different units now being offered at or near \$150. Most print layouts for units offered

(Continued on page 24)

FOR WEEK ENDING SEPTEMBER 21, 1985

Billboard® TOP COMPACT DISCS

©Copyright 1985, Billboard Publications, Inc. No part of this publication may be reproduced, stored in any retrieval system, or transmitted, in any form or by any means, electronic, mechanical, photocopying, recording, or otherwise, without the prior written permission of the publisher.

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	POP	
				ARTIST LABEL & NUMBER/DISTRIBUTING LABEL	TITLE
1	3	3	16	DIRE STRAITS WARNER BROS. 2-25264	1 week at No. One BROTHERS IN ARMS
2	2	2	17	BRUCE SPRINGSTEEN COLUMBIA CK 38653	BORN IN THE U.S.A.
3	1	1	17	PHIL COLLINS ATLANTIC 2-81240	NO JACKET REQUIRED
4	4	4	8	STING A&M CD-3750	DREAM OF THE BLUE TURTLES
5	5	5	17	TEARS FOR FEARS MERCURY 824-300-2/POLYGRAM	SONGS FROM THE BIG CHAIR
6	7	7	17	BRYAN ADAMS A&M CD 5013	RECKLESS
7	18	—	2	BILLY JOEL COLUMBIA C2K 40121	GREATEST HITS VOLUMES I & II
8	6	6	6	TALKING HEADS SIRE 2-25305/WARNER BROS.	LITTLE CREATURES
9	8	8	17	PINK FLOYD HARVEST CD 46001/CAPITOL	DARK SIDE OF THE MOON
10	10	15	17	HUEY LEWIS & THE NEWS CHRYSALIS VK 41412	SPORTS
11	12	10	17	SADE PORTRAIT RK-39581/EPIC	DIAMOND LIFE
12	14	12	17	PRINCE & THE REVOLUTION PAISLEY PARK 2-25286/WARNER BROS.	AROUND THE WORLD IN A DAY
13	13	16	4	CREEDENCE CLEARWATER REVIVAL FANTASY FCD 623-CCR2	CHRONICLES
14	11	9	17	MADONNA SIRE 2-25157/WARNER BROS.	LIKE A VIRGIN
15	17	17	9	EURHYTHMICS RCA PCD 1-5429	BE YOURSELF TONIGHT
16	9	11	17	TINA TURNER CAPITOL CD 46041	PRIVATE DANCER
17	20	18	15	PINK FLOYD COLUMBIA C2K 36183	THE WALL
18	16	14	17	JOHN FOGERTY WARNER BROS. 2-25203	CENTERFIELD
19	15	13	6	U2 ISLAND 2-90231/ATLANTIC	THE UNFORGETTABLE FIRE
20	19	19	17	DON HENLEY GEFEN 2-24026/WARNER BROS.	BUILDING THE PERFECT BEAST
21	27	—	2	THE POWER STATION CAPITOL CDP 46127	THE POWER STATION
22	22	23	3	R.E.M. I.R.S. 5592/MCA	FABLES OF THE RECONSTRUCTION
23	23	20	14	HOWARD JONES ELEKTRA 960390-2	DREAM INTO ACTION
24	21	24	17	WHAM! COLUMBIA CK 39595	MAKE IT BIG
25	24	25	3	THE POINTER SISTERS RCA PCD 1-5487	CONTACT
26	30	27	17	LIONEL RICHIE MOTOWN 6059 MD	CAN'T SLOW DOWN
27	NEW			WHITNEY HOUSTON ARISTA ARCD 8212	WHITNEY HOUSTON
28	25	22	8	PAUL YOUNG COLUMBIA CK-39957	THE SECRET OF ASSOCIATION
29	29	—	2	FRANKIE GOES TO HOLLYWOOD ISLAND 2-90232/ATLANTIC	WELCOME TO THE PLEASURE DOME
30	28	21	13	STEELY DAN MCA D-5570	DECADE OF HITS

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	CLASSICAL	
				TITLE LABEL & NUMBER/DISTRIBUTING LABEL	ARTIST
1	1	1	17	BERNSTEIN: WEST SIDE STORY DG 415-253	17 weeks at No. One TE KANAWA, CARRERAS (BERNSTEIN)
2	3	3	17	AMADEUS SOUNDTRACK FANTASY WAM-1791	NEVILLE MARRINER
3	2	2	17	TIME WARP TELARC 80106	CINCINNATI POPS (KUNZEL)
4	5	5	17	TCHAIKOVSKY: 1812 OVERTURE TELARC 80041	CINCINNATI POPS (KUNZEL)
5	4	4	17	STAR TRACKS TELARC 80094	CINCINNATI POPS (KUNZEL)
6	6	6	17	TELARC SAMPLER # 1 TELARC 80101	VARIOUS ARTISTS
7	8	9	17	THE BEST OF WOLFGANG AMADEUS MOZART PHILIPS 412-244	NEVILLE MARRINER
8	7	7	17	WEBBER: REQUIEM ANGEL DFO-38218	DOMINGO, BRIGHTMAN (MAAZEL)
9	10	11	17	BEETHOVEN: SYMPHONY # 9 DG 410-987	BERLIN PHILHARMONIC (KARAJAN)
10	11	12	17	HAYDN/HUMMEL/L MOZART: TRUMPET CON. CBS MK-37846	WYNTON MARSALIS, NATIONAL PHILHARMONIC ORCH. (LEPPARD)
11	9	8	17	COPLAND: APPALACHIAN SPRING TELARC 80078	ATLANTA SYMPHONY
12	13	13	17	PACHELBEL: CANON RCA RCD1-5468	PAILLARD CHAMBER ORCHESTRA
13	12	10	17	TELARC SAMPLER # 2 TELARC 80102	VARIOUS ARTISTS
14	15	15	17	MOZART: REQUIEM L'OISEAU LYRE 411-712	ACADEMY OF ANCIENT MUSIC (HOGWOOD)
15	14	14	17	BEETHOVEN: SYMPHONIES # 5 & 6 DG 413-932	BERLIN PHILHARMONIC (KARAJAN)
16	16	16	13	BACH: UNACCOMPANIED CELLO SUITES CBS M2K-37867	YO-YO MA
17	18	19	17	AVE MARIA PHILIPS 412-629	KIRI TE KANAWA
18	17	17	17	GERSHWIN: RHAPSODY IN BLUE TELARC 80058	CINCINNATI POPS (KUNZEL)
19	19	20	6	GERSHWIN: RHAPSODY IN BLUE CBS MK-39699	MICHAEL TILSON THOMAS
20	22	24	5	AMERICA, THE DREAM GOES ON PHILIPS 412-627	BOSTON POPS (WILLIAMS)
21	21	21	7	STRAUSSFEST TELARC 80098	CINCINNATI POPS (KUNZEL)
22	20	18	17	WITH A SONG IN MY HEART PHILIPS 412-625	JESSYE NORMAN, BOSTON POPS (WILLIAMS)
23	23	23	17	BOLLING: SUITE FOR CELLO AND JAZZ PIANO TRIO CBS MK-39059	YO-YO MA, CLAUDE BOLLING
24	24	22	17	MAMMA LONDON 411-959	LUCIANO PAVAROTTI (MANCINI)
25	25	27	4	PUCCINI: TOSCA ANGEL CB-47174	MARIA CALLAS
26	26	26	11	BAROQUE SOLOS AND DUETS CBS MK-39061	WYNTON MARSALIS, EDITA GRUBEROVA
27	27	—	2	RAMPAL'S GREATEST HITS CBS MK-34561	JEAN-PIERRE RAMPAL
28	NEW			BERLIOZ: SYMPHONIE FANTASTIQUE ANGEL CDC-47278	PHILADELPHIA ORCHESTRA (MUTI)
29	28	28	17	THE ART OF BEVERLY SILLS ANGEL AV-34017	BEVERLY SILLS
30	29	29	17	BACH: GOLDBERG VARIATIONS CBS MK-37779	GLENN GOULD

New Releases

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

POP/ROCK

CASTRO, SKIP

Fast Break

LP Midnight SCB-2033/no list
CA SCB-2033C/no list

THE CHANT

Three Sheets To The Wind

LP Safety Net SAVE 5/\$6.98

TERRIBLE PARADE

EP After Hours LP ARCK 103/\$5.98

JAZZ

CLOONEY, ROSEMARY

Rosemary Clooney Sings Ballads

LP Concord CJ-282/\$8.98
CA CJ-282-C/\$8.98

FORMAN, BRUCE, & GEORGE CABLES

Dynamics

LP Concord CJ-279/\$8.98
CA CJ-279-C/\$8.98

SHEARING, GEORGE

Grand Piano

LP Concord CJ-281/\$8.98
CA CJ-281-C/\$8.98

VARIOUS ARTISTS

The Concord Sound

LP Concord CJ-278/\$8.98
CA CJ-278-C/\$8.98

CLASSICAL

CHOPIN

4 Scherzi; Polonaise-Fantaisie

Claudio Arrau

LP Philips 412 610-1 PH/PolyGram/\$10.98
CA 412 610-4 PH/\$10.98

DOMINGO, PLACIDO

Domingo Sings Verdi & Puccini Arias

Abbado, Karajan, Sinopoli

LP Deutsche Grammophon 413 785-1 GH/PolyGram/\$10.98
CA 413 785-4 GH/\$10.98

GERSHWIN

Rhapsody In Blue; Piano Concerto

Previn, Pittsburgh Symphony Orchestra

LP Philips 412 611-1 PH/PolyGram/\$10.98
CA 412 611-4 PH/\$10.98

HANDEL

Messiah

M. Price, Schwarz, Bavarian Radio Chorus & Symphony Orchestra

LP Philips 412 538-1 PH3/PolyGram/\$29.94
CA 412 538-4 PH3/\$29.94

HANDEL

Music for the Royal Fireworks

Pinnock, English Concert

LP Deutsche Grammophon 415 129-1 AH/PolyGram/\$10.98
CA 415 129-4 AH/\$10.98

MOZART

More of the Best of Wolfgang Amadeus Mozart

Marriner, Davis, Academy of St. Martin-in-the-Fields

LP Philips Sequenza 416 273-1 PS/PolyGram/\$6.98
CA 416 273-4 PS/\$6.98

TE KANAWA, KIRI/

NELSON RIDDLE & HIS ORCHESTRA

Blue Skies

LP London 414 666-1/PolyGram/\$9.98
CA 414 666-4/\$9.98

TE KANAWA, KIRI/

NELSON RIDDLE & HIS ORCHESTRA

Blue Skies

LP London 414 666-1/PolyGram/\$9.98
CA 414 666-4/\$9.98

TE KANAWA, KIRI/

NELSON RIDDLE & HIS ORCHESTRA

Blue Skies

LP London 414 666-1/PolyGram/\$9.98
CA 414 666-4/\$9.98

TE KANAWA, KIRI/

NELSON RIDDLE & HIS ORCHESTRA

Blue Skies

LP London 414 666-1/PolyGram/\$9.98
CA 414 666-4/\$9.98

TE KANAWA, KIRI/

NELSON RIDDLE & HIS ORCHESTRA

Blue Skies

LP London 414 666-1/PolyGram/\$9.98
CA 414 666-4/\$9.98

TE KANAWA, KIRI/

NELSON RIDDLE & HIS ORCHESTRA

Blue Skies

LP London 414 666-1/PolyGram/\$9.98
CA 414 666-4/\$9.98

TE KANAWA, KIRI/

NELSON RIDDLE & HIS ORCHESTRA

Blue Skies

LP London 414 666-1/PolyGram/\$9.98
CA 414 666-4/\$9.98

TE KANAWA, KIRI/

NELSON RIDDLE & HIS ORCHESTRA

Blue Skies

LP London 414 666-1/PolyGram/\$9.98
CA 414 666-4/\$9.98

TE KANAWA, KIRI/

NELSON RIDDLE & HIS ORCHESTRA

Blue Skies

LP London 414 666-1/PolyGram/\$9.98
CA 414 666-4/\$9.98

TE KANAWA, KIRI/

NELSON RIDDLE & HIS ORCHESTRA

Blue Skies

LP London 414 666-1/PolyGram/\$9.98
CA 414 666-4/\$9.98

TE KANAWA, KIRI/

NELSON RIDDLE & HIS ORCHESTRA

Blue Skies

LP London 414 666-1/PolyGram/\$9.98
CA 414 666-4/\$9.98

TE KANAWA, KIRI/

NELSON RIDDLE & HIS ORCHESTRA

Blue Skies

LP London 414 666-1/PolyGram/\$9.98
CA 414 666-4/\$9.98

TE KANAWA, KIRI/

NELSON RIDDLE & HIS ORCHESTRA

Blue Skies

LP London 414 666-1/PolyGram/\$9.98
CA 414 666-4/\$9.98

TE KANAWA, KIRI/

NELSON RIDDLE & HIS ORCHESTRA

Blue Skies

LP London 414 666-1/PolyGram/\$9.98
CA 414 666-4/\$9.98

TE KANAWA, KIRI/

NELSON RIDDLE & HIS ORCHESTRA

Blue Skies

LP London 414 666-1/PolyGram/\$9.98
CA 414 666-4/\$9.98

TE KANAWA, KIRI/

NELSON RIDDLE & HIS ORCHESTRA

Blue Skies

LP London 414 666-1/PolyGram/\$9.98
CA 414 666-4/\$9.98

TE KANAWA, KIRI/

NELSON RIDDLE & HIS ORCHESTRA

Blue Skies

LP London 414 666-1/PolyGram/\$9.98
CA 414 666-4/\$9.98

TE KANAWA, KIRI/

NELSON RIDDLE & HIS ORCHESTRA

Blue Skies

LP London 414 666-1/PolyGram/\$9.98
CA 414 666-4/\$9.98

TE KANAWA, KIRI/

NELSON RIDDLE & HIS ORCHESTRA

Blue Skies

LP London 414 666-1/PolyGram/\$9.98
CA 414 666-4/\$9.98

Fuji Teaming With Radio City In Cassette Push

NEW YORK Fuji Film is promoting its audiocassette line with a combination rebate and sweepstakes program running from Oct. 1 through Dec. 31. The promotion, in conjunction with Radio City Music Hall here, offers an all-expenses-paid trip for four to New York to attend a performance in the Fuji Tape Concert Series at Radio City.

Consumers will be entitled to a 50-cent rebate on C-90 cassettes and 30 cents on C-60s. In addition to the rebate, redemption of 20 cassettes will entitle consumers to a concert series sweatshirt.

Anyone sending in a rebate will automatically be entered in the sweepstakes competition for the grand prize, which also includes \$2,000 cash. Additional prizes include Bose speakers, Fuji Tape concert series satin jackets, and 10-packs of Fuji FR II audiotape.

To support the program, Fuji has developed a variety of in-store promotional tools, including counter cards, shelf talkers and extra coupon packs.

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

(Continued on page 24)



Fuji Stands Up. Counter card supports the upcoming Fuji audiocassette promotion and rebate, set to run from October through year's end. The double-barreled program offers both a rebate and a sweepstakes.

CD Blisters NOW

Available for Shipment.

Much Higher Quality & Lower Prices Than Paper CD Packaging.

From the No. 1 Supplier of CD Blisters.

Call Cal 612-934-4078
INNOVATIVE PLASTICS INC.

TOP MIDLINE ALBUMS

THIS WEEK	4 WKS. AGO	WKS. ON CHART	ARTIST		TITLE
			LABEL & NUMBER/DISTRIBUTING LABEL	(ORIG. YEAR RELEASED)	
1	1	108	ELTON JOHN	MCA 37215 (1974)	64 weeks at No. One ELTON JOHN'S GREATEST HITS
2	2	100	AEROSMITH	COLUMBIA PC-36865 (1980)	AEROSMITH'S GREATEST HITS
3	3	108	THE WHO	MCA 37217 (1971)	WHO'S NEXT
4	5	28	BRUCE SPRINGSTEEN	COLUMBIA PC-31903 (1973)	GREETINGS FROM ASBURY PARK
5	4	164	BILLY JOEL	COLUMBIA PC-32544 (1974)	PIANO MAN
6	6	106	ELTON JOHN	MCA 37216 (1977)	ELTON JOHN'S GREATEST HITS VOL. II
7	7	148	DON MCLEAN	UNITED ARTISTS LN-10037 (1971)	AMERICAN PIE
8	9	164	DAVID BOWIE	RCA AYL1-3843 (1972)	THE RISE AND FALL OF ZIGGY STARDUST
9	8	114	STEELY DAN	MCA 37214 (1977)	AJA
10	10	36	TOM PETTY	MCA 37248 (1979)	DAMN THE TORPEDOES
11	11	98	AEROSMITH	COLUMBIA PC-33479 (1975)	TOYS IN THE ATTIC
12	12	106	LYNYRD SKYNYRD	MCA 37211 (1973)	PRONOUNCED LEH-NERD SKI-NERD
13	15	24	CREEDENCE CLEARWATER REVIVAL	FANTASY F-8402 (1970)	COSMO'S FACTORY
14	14	66	STEPPENWOLF	MCA 37049 (1973)	16 GREATEST HITS
15	13	160	THE MONKEES	ARISTA AL5-8061 (1976)	THE MONKEES' GREATEST HITS
16	16	94	JIMMY BUFFETT	MCA 37150 (1977)	CHANGES IN LATITUDES, CHANGES IN ATTITUDES
17	17	158	THE WHO	MCA 37003 (1978)	WHO ARE YOU
18	20	114	JEFF BECK	EPIC PE-33409 (1975)	BLOW BY BLOW
19	18	58	THE GUESS WHO	RCA AYL1-3662 (1971)	THE BEST OF THE GUESS WHO
20	21	70	MARVIN GAYE	MOTOWN M5-191 (1976)	MARVIN GAYE'S GREATEST HITS
21	19	156	THE WHO	MCA 37000 (1970)	LIVE AT LEEDS
22	22	58	JEFF BECK	EPIC PE-33849 (1976)	WIRED
23	24	16	CREEDENCE CLEARWATER REVIVAL	FANTASY F-8397 (1969)	WILLY AND THE POOR BOYS
24	23	54	QUINCY JONES	A&M SP-3248 (1981)	THE DUDE
25	25	96	RICK SPRINGFIELD	RCA AYL1-4767 (1982)	SUCCESS HASN'T SPOILED ME YET
26	28	20	CREEDENCE CLEARWATER REVIVAL	FANTASY F-8393 (1969)	GREEN RIVER
27	26	76	JANIS JOPLIN	COLUMBIA PC-32168 (1973)	JANIS JOPLIN'S GREATEST HITS
28	27	108	STEELY DAN	MCA 37220 (1980)	GAUCHO
29	31	12	SIMON AND GARFUNKEL	COLUMBIA PC-9914 (1970)	BRIDGE OVER TROUBLED WATER
30	36	8	NEIL DIAMOND	MCA 2106 (1974)	12 GREATEST HITS
31	29	164	DAN FOGELBERG	EPIC PE-33137 (1974)	SOUVENIRS
32	30	44	STYX	A&M SP-3223 (1977)	THE GRAND ILLUSION
33	33	66	STEELY DAN	MCA 37040 (1972)	CAN'T BUY A THRILL
34	32	150	JOE JACKSON	A&M SP-3187 (1979)	LOOK SHARP!
35	35	48	STYX	A&M SP-3240 (1981)	PARADISE THEATER
36	34	44	ELVIS COSTELLO	COLUMBIA PC-35709 (1979)	ARMED FORCES
37	39	134	SPYRO GYRA	INFINITY 37148 (1979)	MORNING DANCE
38	NEW		PAUL MCCARTNEY	COLUMBIA PC-36482 (1973)	BAND ON THE RUN
39	37	128	ELVIS COSTELLO	COLUMBIA PC-35331 (1978)	THIS YEAR'S MODEL
40	38	40	SIMON AND GARFUNKEL	COLUMBIA PC-9529 (1968)	BOOKENDS

(CD) Compact Disc available. ● Recording Industry Assn. Of America (RIAA) certification for sales of 500,000 units. ▲ RIAA certification for sales of one million units.



ALL NEW FOR 1985

FREE CATALOG



■ **BIG APPLE ENTERTAINMENT:** A leading distributor of home entertainment products serving dealers from coast-to-coast.

■ **LARGEST INVENTORY OF ANY DISTRIBUTOR:** We stock BETA as well as VHS. Immediate delivery on all products. Large selection and extra profits.

■ **WE OFFER OUR CUSTOMERS THE FOLLOWING SERVICES:** •Daily Specials •Product Information by Phone •Export Divisions •One-Stop Distribution •Monthly Newsletter on Our Specials

OR CALL TOLL-FREE **1-800-221-3191** IN NEW YORK CALL: (212) 233-0747

NAME _____ TELEPHONE _____
TITLE _____ ADDRESS _____
COMPANY _____ CITY _____
STATE _____ ZIP _____

15 PARK ROW, NEW YORK CITY, NEW YORK, 10038

NEW RELEASES

(Continued from page 23)

Symbols for formats are ♠=Beta, ♥=VHS, ♦=CED end ♣=LV. Where applicable, the suggested list price of each title is given; otherwise, "No List" or "Rental" is indicated.

FILMS

THE ADVENTURES OF TOM SAWYER
Buddy Ebsen, Jane Wyatt, Vic Morrow
♠♥ MCA Home Video 80181/\$39.95

BEDKNOBS AND BROOMSTICKS
Angela Lansbury, David Tomlinson, Roddy McDowall
♠♥ Walt Disney Home Video 16/\$79.95

THE BREAKFAST CLUB
Emilio Estevez, Molly Ringwald, Anthony Michael Hall
♠♥ MCA Home Video 80167/\$79.95

BREAKIN' THROUGH
Ben Vereen, Donna McKechnie, Reid Shelton

♠♥ Walt Disney Home Video 708/\$69.95

THE COMPANY OF WOLVES
Angela Lansbury, David Warner, Michael Bergese
♠♥ Vestron Video 5092/\$79.95

CRUCIBLE OF TERROR
Mike Raven
♠♥ Prism Entertainment 1858/\$49.95

ESCAPE TO WITCH MOUNTAIN
Eddie Albert, Ray Milland, Donald Pleasence
♠♥ Walt Disney Home Video 13/\$69.95

FINAL JUSTICE
Joe Don Baker, Rossano Brazzi
♠♥ Vestron Video 5100/\$79.95

THE HONEYMOON KILLERS
Tony LoBianco, Shirley Stoler
♠♥ Vestron Video 4362/\$69.95

HOPALONG CASSIDY IN THE MARAUDERS
William Boyd, Andy Clyde, Rand Brooks
♠♥ Buena Vista Home Video 789/Walt Disney/\$39.95

HOPALONG CASSIDY IN SILENT CONFLICT
William Boyd, Andy Clyde, Rand Brooks
♠♥ Buena Vista Home Video 790/Walt Disney/\$39.95

THE INSTRUCTOR
Bob Chaney, Bob Saal, Lynday Scharnott
♠♥ Vestron Video 4382/\$69.95

ISLAND OF THE BLUE DOLPHINS

George Denny, Celia Kaye, Larry Domasin
♠♥ MCA Home Video 80205/\$59.95

THE MOON-SPINNERS
Hayley Mills, Eli Wallach, Peter McEnery
♠♥ Walt Disney Home Video 84/\$69.95

NIGHT OF THE ZOMBIES
Jamie Gillis
♠♥ Prism Entertainment 2004/\$49.95

THE ORPHAN
♠♥ Prism Entertainment 1453/\$49.95

PRESCHOOL EXPRESS SERIES: ALPHABET
♠♥ Simitar Entertainment 11164/\$19.95

PRESCHOOL EXPRESS SERIES: LFE SKILLS
♠♥ Simitar Entertainment 11205/\$19.95

PRESCHOOL EXPRESS SERIES: MAKING FRIENDS
♠♥ Simitar Entertainment 11082/\$19.95

PRESCHOOL EXPRESS SERIES: MOTOR SKILLS
♠♥ Simitar Entertainment 11246/\$19.95

PRESCHOOL EXPRESS SERIES: MY OWN FEELINGS
♠♥ Simitar Entertainment 11041/\$19.95

PRESCHOOL EXPRESS SERIES: OPPOSITES
♠♥ Simitar Entertainment 11123/\$19.95

PUBERTY BLUES
Neil Schofield, Jad Capelja

♠♥ MCA Home Video 80057/\$59.95

PUFF AND THE INCREDIBLE MR. NOBODY
♠♥ Children's Video Library 2515/\$39.95

R.S.V.P.
♠♥ Vestron Video 4159/\$34.95

SATAN'S BLADE
♠♥ Prism Entertainment 2360/\$49.95

SCREAM AND SCREAM AGAIN
Vincent Price, Christopher Lee, Peter Cushing
♠♥ Vestron Video 4237/\$69.95

THE SHAGGY D.A.
Dean Jones, Tim Conway, Suzanne Pleshette
♠♥ Walt Disney Home Video 108/\$69.95

SPLATTER UNIVERSITY
♠♥ Vestron Video 4200/\$29.95

STILL THE BEAVER—VOLUME 1
Barbara Billingsley, Tony Dow, Jerry Mathers
♠♥ Walt Disney Home Video 735/\$59.95

To get your company's new video releases listed, send the following information—Title, Performers, Distributor/Manufacturer, Format(s), Catalog Number(s) for each format, and the Suggested List Price (if none, indicate "No list or Rental")—to Linda Molecki, Billboard, 1515 Broadway, New York, N.Y. 10036.

ON THE BEAM

(Continued from page 22)

at that low end delete brand names, but an informal check of chains such as the Federated Group and Leo's Stereo reveals that Emerson, for which Yamaha serves as manufacturer, and Hitachi are among the lines involved. Lowest price yet is Federated's \$149.71 for its Emerson units, while Leo's is pricing players at \$154.

Meanwhile, even major department stores are applying dramatic discounts, as in the case of the May Co., which included a Fisher player

originally listed at \$400 for \$249, and a Sony unit previously priced at \$400 for \$299.

As has been the case with VCRs, the fast track in CD player refinement and turnover in product lines have afforded a steady stream of price breaks on first and second generation units now being offered as closeouts. Price reductions on such machines, which originally fetched from \$400 to \$900, in some cases approach 50%, according to recent print ads.

Billboard TOP COMPUTER SOFTWARE

	WEEKS ON CHART			TITLE	Publisher	Remarks	SYSTEMS	Apple II	Atari	Commodore	IBM	Macintosh	TRS	CP/M	Other
	THIS WEEK	LAST WEEK	WKS.												
EDUCATION	1	2	86	MATH BLASTER!	Davidson & Associates	Contains over 600 problems in addition, subtraction, multiplication, division, fractions and decimals for students ages 6 through 12, with a game at the end.		•		•	•				
	2	1	51	TYPING TUTOR III	Simon & Schuster	Program That Develops Speed, and shows progress in Typing Speed and Accuracy.		•		•	•	•			
	3	3	103	NEW IMPROVED MASTER TYPE	Scarborough	Educational program that teaches touch typing to ages 7 to adult in an exciting video game format in 18 different lessons.		•	••	••	•	•			
	4	4	7	CHARLIE BROWN'S ABC'S	Random House	An introduction to letters and words. Recommended ages 3 to 7.		•		•	•				
	5	5	82	MUSIC CONSTRUCTION SET	Electronic Arts	Interactive music composition and learning tool enables user to work with a library of music or compose own.		•	•	•					
	6	9	5	ADDITION MAGICIAN	The Learning Co.	Teaches the basics of addition with a number strategy game for older children. Recommended for ages 6-10.		•		•	•				
	7	10	14	AGENT U.S.A.	Scholastic Inc.	Educational program designed to sharpen geographic and math skills helps to improve deductive reasoning in ages 9 to adults.		•	•	•	•				
	8	7	18	BUILD A BOOK	Scarborough	Children can create a story with friends and pets names to print out and make their own book. Recommended ages 2-12.		•		•	•				
	9	NEW ▶		ALPHA BUILD	Fisher Price	Program teaches letter and word recognition skills. Ages 4-8.				•					
	10	NEW ▶		SKY TRAVEL	Commodore	An Astronomy Program.				•					

HOME MANAGEMENT	1	1	61	PRINT SHOP	Broderbund	At Home Print Shop		•	•	•					
	2	2	22	THE NEWSROOM	Springboard	The program lets you design, illustrate and print your own newspaper. The program has a built-in word processor.		•		•	•				
	3	3	24	PRINT SHOP GRAPHICS LIBRARY	Broderbund	An additional disk for use with the "Print Shop". Supplies 100 new graphics.		•	•	•	•				
	4	4	8	PRINT MASTER	Unison World	At Home Print Shop					•				
	5	5	103	BANK STREET WRITER	Broderbund	Word Processing Package		•	•	•	•				
	6	6	11	PRINT SHOP GRAPHICS LIBRARY II	Broderbund	A second disk for use with the "Print Shop" more new graphics.		•		•					
	7	7	37	PAPERCLIP	Batteries Included	Word Processing Package			•	•★					
	8	9	6	3 IN 1 BUNDLE	Timeworks	Combination of Word Processing, Data Base and Spread Sheet program.				•					
	9	8	22	HOMEPAK	Batteries Included	Combines word processing, communications and data management in one package.		•	•	•	•				
	10	NEW ▶		SWIFT SOFT	Cosmi	A combination of spreadsheet, filer and inventory programs.				•					

©Copyright 1985, Billboard Publications, Inc. No part of this publication may be reproduced, stored in any retrieval system, or transmitted, in any form or by any means, electronic, mechanical, photocopying, recording, or otherwise, without the prior written permission of the publisher.

•—DISK ◆—CARTRIDGE ★—CASSETTE

COPIES OF WEEKLY CHARTS

are available from Billboard's Chart Research Department. Pop Singles 1941 through 1984. Top LPs 1949 through 1984. \$3.50 per chart. Call or write:

Billboard Chart Research
1515 Broadway
New York, NY 10036
(212) 764-4556

HOME VIDEO

Only one publication covers it all!

BILLBOARD

This publication
is available
in microform.

UNIVERSITY MICROFILMS INTERNATIONAL



University Microfilms International

Please send additional information
for _____

Name _____

Institution _____

Street _____

City _____

State _____ Zip _____

300 North Zeeb Road
Dept. P.R.
Ann Arbor, Mi. 48106
U.S.A.

30-32 Mortimer Street
Dept. P.R.
London WIN 7RA
England

Lack of Hot Releases Poses Challenge

DEALERS FACING HOLIDAY 'ACID TEST'

BY TONY SEIDEMAN

NEW YORK The paucity of hot titles due in the fourth quarter (Billboard, Sept. 7) could have a major impact on home video's product mix, putting heavy economic pressure on rental-only retailers and increasing the disparity between sophisticated stores and mom-and-pop outlets, according to many manufacturers, distributors and retailers.

"This is the acid test for video retailers: Can they survive a Christmas without a hit?," says Gary Messenger of North American Video. "You're going to have a very dull Christmas at a lot of video stores," he says, especially the ones that are overwhelmingly dependent upon rental.

More than ever before in a fourth quarter, 1985's video release schedule will concentrate on low-priced catalog product rather than on rental-priced hit feature films. Walt Disney Home Video and Vestron Video both have major promotions scheduled (Billboard, Sept. 7), and Paramount Home Video has just pulled 25 titles off the market in a replay of the moves it took right before its "25 for 25" promotion last year.

Many of the Paramount titles that have been placed on "moratorium" were also part of last year's promotion. Some were included in the company's "Tasty Video Treats" program. The titles listed as yanked are: "Airplane!," "Barbarella," "Death Wish," "Eddie Murphy's Delirious," "Flashdance," "48 Hrs.," "Gallagher," "Grease," "Gunfight At The O.K. Corral," "Harold And Maude," "Heaven Can Wait," "The Jazz Singer," "Meatballs," "The Odd Couple," "An Officer And A Gentleman," "Raiders Of

The Lost Ark," "Romeo And Juliet," "Saturday Night Fever" (R-rated version), "The Sons Of Katie Elder," "Star Trek II: The Wrath Of Khan," "Terms Of Endearment," "Trading Places," "Uncommon Valor," "Urban Cowboy" and "Warriors."

The only blockbuster definitely slated for the fourth quarter is RCA/Columbia Pictures Home Video's "Ghostbusters." Rumors that "Gremlins" will be released soon have not been confirmed.

"This is where video stores will be made and video stores will be lost," Messenger says, in a comment seconded by distributors and other retailers.

"We're begining to polarize," says Bruce Shakman, president of Applause Video. He sees an increasingly wide split between small retailers and multi-store operations, and other executives agree.

Video dealers who avoid getting involved in the sale markets risk heavy losses, says Frank Barnako of The Video Place. "I talked with some dealers at VSDA who are ready to take their shirts off and walk away," he says.

"If those guys do not move into the sale business, they're just asking for bigger operators to go in and take the business away," Barnako adds. That attitude makes retailers

extremely vulnerable this year, the former VSDA president claims. "It's going to be a sale Christmas."

"I don't see how anybody can go out of business during Christmas," Barnako says. But he maintains that dealers who avoid sale will be greatly eroding their position in the marketplace.

Even those retailers who are selling will not be able to handle all the promotions going on, Barnako says, adding that his store will be very selective in the promotions it takes on.

One of the keys to surviving this coming holiday season will be a store's ability to market catalog creatively, says Bruce Greenfield of Video Vault in Long Island. However, he says, not having hit product could hurt.

"Everybody's dealing with what's new," Greenfield says. "The new releases are the product that generate the most heightened awareness." But, he adds, "There are an awful lot of people who are prepared to buy the older hits if the price is right."

Greenfield notes that although revenues from sales don't make up more than a quarter of his total dollar take, "All of the films that I buy and then sell pay for the new films that I will take in next month." This will be crucial to cover the costs of the big hits that will be coming out in January and February, he says.

**FOR PLAYER ONLY UNITS
LOOK NO FURTHER.
HERE IS THE ANSWER...**

VISIONHIRE



Portable • Dependable • Profitable

Increase your slice of the profitable video rental market
with player-only rental machines from Visionhire.

- Portable** - Lightweight
- Compact
- Rugged Carrying Case
- Dependable** - Name Brand Units
- Free Service
- Rapid Exchange
- Profitable** - Increased Tape Rentals
- Repeat Business
- More Foot Traffic

You can rely on Visionhire. We're a multinational corporation with 40 years experience in electronics worldwide.

CALL NOW:

VISIONHIRE

Call 1-800-221-1569 or
in Calif. Call 1-800-851-5415

VISIONHIRE Inc. VSP Division - 20620 Leapwood Ave., Suite "F", Carson, CA 90746

Seminar on Marketing Looks At New Outlets

BY JIM BESSMAN

NEW YORK Toy, book and record stores offer new opportunities in home video retail, according to industry representatives at last week's "Home Video Publishing: New Opportunities In Marketing And Distribution" seminar at the New York Hilton. While these outlets cannot compete head-on with video specialty stores, panelists at the "Retail Distribution" segment suggested that specific product lines could be successfully introduced and incorporated into each store's regular merchandise, once shopkeepers master the essentials of the home video business.

While video product has already gained a foothold in book and record retail, it has only entered the toy marketplace within the last two months, with the launch of the Golden Book Video line in July. Rick Anguilla, editor-in-chief of the toy trade magazine Toy & Hobby World, noted the "evolution" of toy

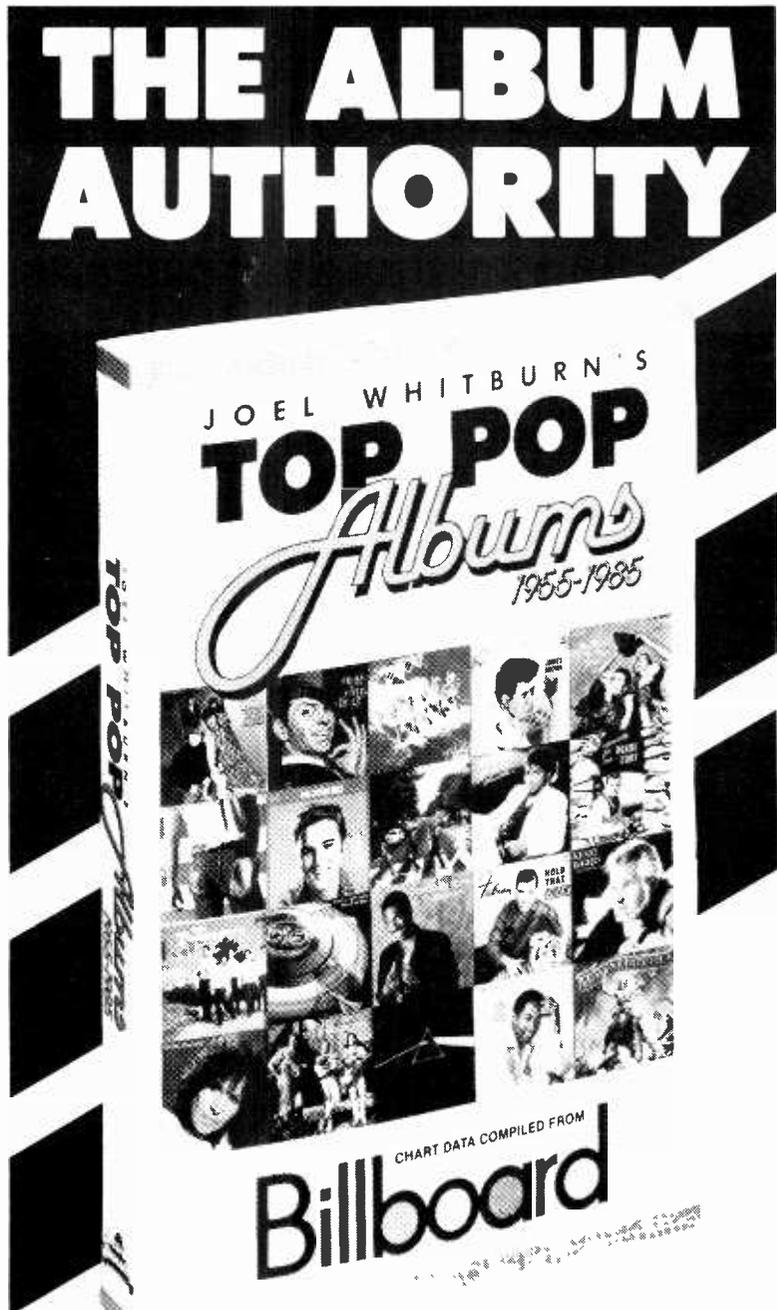
(Continued on page 27)

TOP VIDEOCASSETTES RENTALS

Compiled from a national sample of retail store rental reports.

THIS WEEK	LAST WEEK	WKS. ON CHART	TITLE	Copyright Owner, Distributor, Catalog Number	Principal Performers	Year of Release	Rating
1	1	17	THE KARATE KID ▲	RCA/Columbia Pictures Home Video 6-20406	Ralph Macchio Noriyuki "Pat" Morita	1984	PG
2	3	8	FALCON AND THE SNOWMAN	Orion Pictures Vestron 5073	Timothy Hutton Sean Penn	1985	R
3	2	8	A SOLDIER'S STORY ▲	RCA/Columbia Pictures Home Video 6-20408	Adolph Caesar Howard E. Rollins Jr.	1984	PG
4	5	12	STARMAN ▲	RCA/Columbia Pictures Home Video 6-20412	Jeff Bridges Karen Allen	1984	PG
5	7	2	DESPERATELY SEEKING SUSAN	Thorn/EMI/HBO Video TVA2991	Rosanna Arquette Madonna	1985	R
6	4	10	THE FLAMINGO KID	ABC Films Inc. Vestron 5072	Matt Dillon Richard Crenna	1985	PG-13
7	6	10	A NIGHTMARE ON ELM STREET ▲	Media Home Entertainment M790	John Saxon Ronee Blakley	1984	R
8	9	22	THE TERMINATOR ▲	Thorn/EMI/HBO Video TVA2535	A. Schwarzenegger	1984	R
9	10	7	PINOCCHIO	Walt Disney Home Video 239	Animated	1940	G
10	15	6	THE MEAN SEASON ▲	Orion Pictures Thorn/EMI/HBO Video TVA2981	Kurt Russell Mariel Hemingway	1985	R
11	8	8	RUNAWAY ▲	Tri-Star Pictures RCA/Columbia Pictures 6-20469	Tom Selleck Cynthia Rhodes	1984	PG-13
12	12	4	STICK ▲	Universal City Studios MCA Dist. Corp. 80180	Burt Reynolds Candice Bergen	1985	R
13	11	14	PLACES IN THE HEART ▲	CBS-Fox Video 6836	Sally Field Lindsay Crouse	1984	PG
14	18	4	BLOOD SIMPLE ●	Circle Films MCA Dist. Corp. 80139	John Getz Frances McDormand	1985	R
15	17	8	INTO THE NIGHT ▲	Universal City Studios MCA Dist. Corp. 80170	Jeff Goldblum Michele Pfeiffer	1985	R
16	14	12	MICKY & MAUDE ▲	RCA/Columbia Pictures Home Video 6-20456	Dudley Moore Amy Irving	1984	PG-13
17	16	15	MISSING IN ACTION	Cannon Films Inc. MGM/UA Home Video 800557	Chuck Norris	1984	R
18	13	12	2010 THE YEAR WE MAKE CONTACT ▲	MGM/UA Home Video 800591	Roy Scheider John Lithgow	1984	PG
19	23	2	MRS. SOFFEL	MGM/UA Home Video 800600	Diane Keaton Mel Gibson	1984	PG-13
20	19	13	PROTOCOL ▲	Warner Brothers Pictures Warner Home Video 11434	Goldie Hawn	1984	PG
21	21	10	JOHNNY DANGEROUSLY ▲	CBS-Fox Video 1456	Michael Keaton Joe Piscopo	1984	PG
22	35	2	THE KILLING FIELDS ▲	Warner Brothers Pictures Warner Home Video 11419	Sam Waterston Dr. Haing S. Ngor	1984	R
23	20	13	THE RIVER ▲ ◆	Universal City Studios MCA Dist. Corp. 80160	Sissy Spacek Mel Gibson	1984	PG-13
24	25	19	THE COTTON CLUB ▲	Orion Pictures Embassy Home Entertainment 1714	Richard Gere Diane Lane	1984	R
25	27	6	TUFF TURF ▲	New World Pictures New World Video 8501	Paul Mones Kim Richards	1985	R
26	26	2	KING DAVID	Paramount Pictures Paramount Home Video 1284	Richard Gere	1985	PG-13
27	31	12	GHOULIES	Empire Pictures Vestron 5081	Lisa Pelikan Jack Nance	1985	PG-13
28	22	16	DUNE ▲ ◆	Universal City Studios MCA Dist. Corp. 80161	Kyle MacLachlan Sting	1984	PG-13
29	30	11	BIRDIE	Tri-Star Pictures RCA/Columbia Pictures 6-20457	Matthew Modine Nicolas Cage	1985	R
30	24	17	CITY HEAT ▲	Warner Brothers Pictures Warner Home Video 11433	Clint Eastwood Burt Reynolds	1984	PG
31	28	3	AMERICAN DREAMER ●	CBS-Fox Video 7082	Jo Beth Williams Tom Conti	1985	PG
32	32	6	MASS APPEAL ●	Universal City Studios MCA Dist. Corp. 80168	Jack Lemmon	1984	PG
33	NEW ▶		THE SURE THING	Embassy Pictures Embassy Home Entertainment 2178	John Cusack Daphne Zuniga	1985	PG-13
34	36	20	THIEF OF HEARTS	Paramount Pictures Paramount Home Video 1660	Steven Bauer Barbara Williams	1984	NR
35	29	20	BODY DOUBLE ▲ ◆	RCA/Columbia Pictures Home Video 6-20411	Craig Wasson Melanie Griffith	1984	R
36	34	8	WRESTLEMANIA	Titan Sports Inc. Coliseum Video WF004	Various Artists	1985	NR
37	NEW ▶		METROPOLIS	Giorgio Moroder Enterprises, LTD. Vestron 5090	Brigitte Helm Alfred Abel	1984	NR
38	38	27	GONE WITH THE WIND ▲ ◆	MGM/UA Home Video 900284	Clark Gable Vivien Leigh	1939	G
39	NEW ▶		LUST IN THE DUST	New World Pictures New World Video 8513	Tab Hunter Divine	1985	R
40	37	23	COUNTRY ◆	Touchstone Home Video 241	Jessica Lange Sam Shepard	1984	PG

● Recording Industry Assn. of America (RIAA) gold certification, sales of 50,000 units or suggested list price income of \$2 million (20,000 or \$800,000 for non-theatrical made-for-home product). ▲ RIAA certification for platinum, sales of 100,000 units or suggested list price income of \$4 million (40,000 or \$1.6 million for non-theatrical made-for-home product). Titles certified prior to Oct. 1, 1984 were certified under different criteria. ◆ International Tape Disc Assn. certification for gross label revenue of \$1 million after returns or stock balancing.



Whether it was #1 for 20 weeks or #200 for 1 week, you'll find it here — every album to ever hit Billboard's "Top Pop Albums" charts.

ARTIST SECTION lists each artist's charted albums with complete chart data — date first charted, peak position, total weeks charted, plus all singles from an album to hit the Top 10 on Billboard's "Hot 100" chart, along with the highest position each single reached. Detailed artist and title trivia includes names of group members, artist's or group's nationality/city of origin, birth/death dates, guest artists and much more. Also indicated are Platinum/Gold and double/multiple LPs, and special types of albums — live, greatest hits, early recordings, instrumentals, compilations, reissues, soundtracks and more.

SEPARATE SECTIONS cover Soundtracks, Original Casts, TV Shows, Various Artist Compilations, Aerobics, Christmas, Children's, Comedy, Classical and more.



P.O. Box 200
Menomonee Falls,
WI 53051

ORDER THE AUTHORITY.

- Joel Whitburn's Softcover Top Pop Albums 1955-1985 . \$50.00
- Other Record Research Pop Books**
- Hardcover Top Pop 1955-1982 \$40.00
- Softcover Top Pop 1955-1982 \$30.00
- New Softcover Pop Annual 1955-1982 \$30.00
- Music Yearbook 1984 \$25.00
- Music Yearbook 1983 \$25.00
- Bubbling Under the Hot 100 1959-1981 \$30.00
- Please send me a free catalog.
- Postage & Handling \$3.00

Total — Enclosed is my check or money order for \$
(All Canadian orders must be paid in U.S. dollars.)

Name _____
Address _____
City _____
State _____ Zip _____

Mail to: Record Research Inc./P.O. Box 200/Menomonee Falls, WI 53051

MARKETING SEMINAR

(Continued from page 25)

outlets into "juvenile product" stores, pointing out that they now carry such wares as baby care products, furniture and now videocassettes, and that a recent Toys 'R' Us ad was devoid of toys altogether.

As for videocassettes, Anguilla said that while the toy market is "not set up for rental," and toy marketers might shy away from video due to residual misgivings from the video game fad, the "repeatability factor" of children's video is "very high" and thus conducive to sale.

Price point, said Anguilla, is "most key" in toy outlets, with Golden Book Video's suggested \$9.95 per 30-minute "Picture-mation" storybook cassette being "priced right." He added, however, that pricing per unit could go as high as \$29.95, noting that the pricing of video games, action figures and even board games like "Trivial Pursuit" greatly exceeds the \$10 mark.

"When parents spend \$40-\$50 for two action figures and then see a videocassette for \$10, there won't be a lot of price resistance for an impulse buy," he said, adding that half of all toy retail sales are impulse buys.

On the other hand, he cautioned, toy merchants might be reluctant to buy into video product because of having to deal with new vendors, purchasing policies and distribution channels. While lauding Golden Book's parent Western Publishing Co. for introducing the video lines at last February's Toy Fair trade show, Anguilla reported some retailer skepticism brought on by the "constant" buying basis required by monthly new releases. He also wondered if vendors understood the sales volume needed by toy dealers, as well as the fact that "nobody gets paid 'til after Christmas," since 70% of the toy business happens in the last quarter.

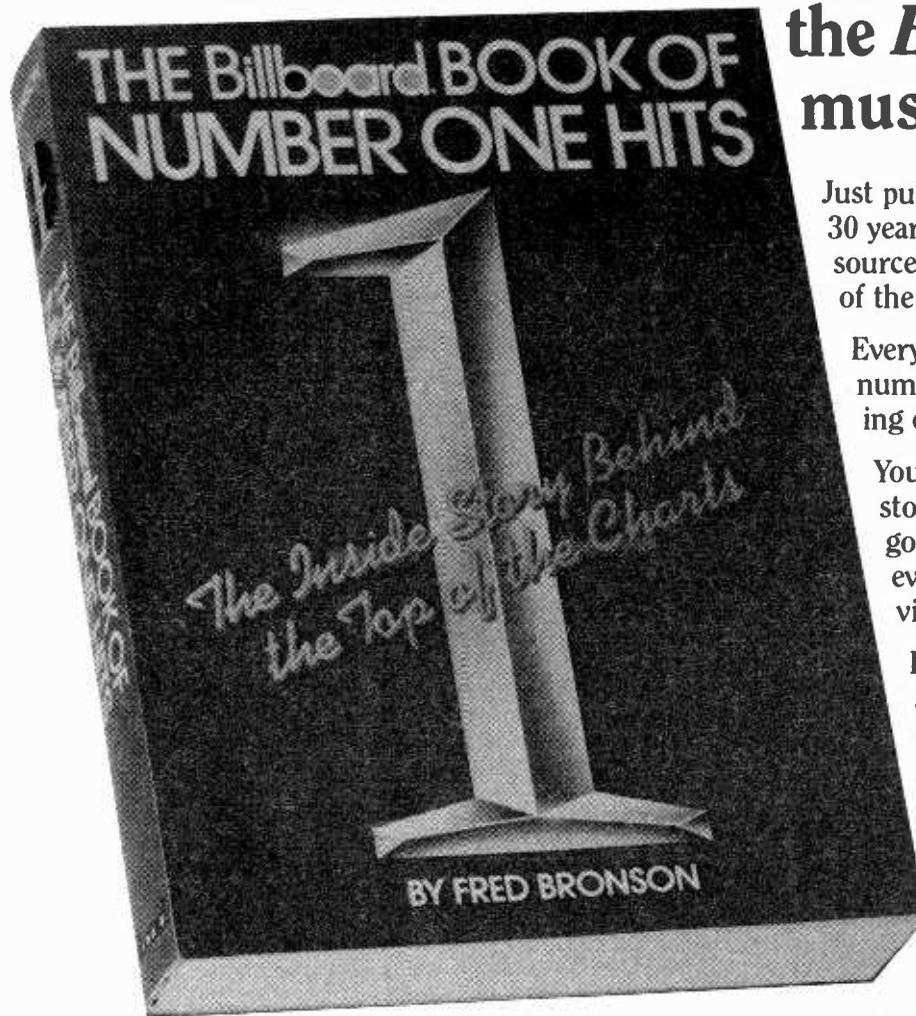
Predicting that the next four months would be "crucial" to video merchandising through toy stores, Anguilla revealed that Toys 'R' Us is currently test marketing video playback machines as well as the displaying of video product together with computer software. The advent of the "two-VCR household," he said, is an important development affecting the success of video in the toy business.

Placing an estimated annual \$9 billion to \$10 billion in wholesale book sales alongside a similar figure for toy sales, Bernie Rath, executive director of the American Booksellers Assn., said that once book dealers got past the "philosophical question of 'What is a bookseller?'," home video could make significant inroads as long as it stayed away from the recent theatrical film domain of video specialty stores. The competition is too great, he said, as is the product knowledge and inventory investment required.

But, he added, that still leaves room for video product in genres where "the medium of paper is inappropriate, but the only one available," such as encyclopedias and other reference works and "how to" books. "All books are not cultural,"

(Continued on page 29)

From "Rock Around the Clock" to "We Are the World," celebrate 30 years of the best pop music with the *only* book to give the inside story behind every song to reach the Number One spot on the *Billboard* "Hot 100" music charts since 1955



Just published—the first comprehensive history of 30 years of rock and roll, a concise reference source to over 600 songs that made it to the top of the charts!

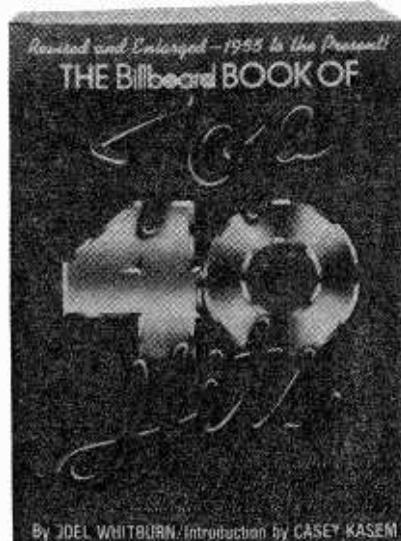
Every entry gives chart facts, label and record number, songwriter and producer—plus a listing of the Top Five songs for the same week.

You also get fascinating behind-the-scenes stories about the songs and the performers, gossip galore, and enough trivia to satisfy everyone in pursuit of it. *And*—over 500 vintage photos, many never before available.

If you're a fan of rock and roll, you can't afford to be without this exciting one-of-a-kind collection.

640 pages. 7 × 9¼. Almost 600 photographs. \$14.95 paper.

"Definitely a hit. It's not only a great reference work, it's fun to read."
—DICK CLARK



528 pp. 7 × 9¼.
285 photographs.
\$14.95 paper

**The perfect companion volume
THE BILLBOARD BOOK OF TOP 40 HITS**

Revised Edition

by Joel Whitburn, Introduction by Casey Kasem

"Absolutely indispensable... certain to become the 'music bible' of the top 40 era!"—Dick Bartley, *Solid Gold Saturday Night*

Completely revised and updated, these definitive listings of all the songs that reached the Top 40 on the *Billboard* "Hot 100" charts from 1955 to the end of 1984 have complete chart information and interesting trivia.

Billboard Books, P.O. Box 2013, Lakewood, NJ 08701

Please send the book(s) I have checked below. I understand that I may return them within 15 days of their receipt for credit or refund.

The Billboard Book of Number One Hits (8230-7522-2). Please send _____ copy/copies at \$14.95 each.

The Billboard Book of Top 40 Hits (8230-7518-4). Please send _____ copy/copies at \$14.95 each.

Enclosed is my check or money order for \$_____, including \$2.00 postage and handling and appropriate sales tax in the state of OH, TN, MA, CA, NJ, NY, and VA.

Charge my credit card. Expires _____
 American Express MasterCard VISA

Card No. _____

Signature _____

Name _____

Address _____

City _____ State _____ Zip _____

Note: All orders subject to credit approval. Prices may vary outside the United States.

DROX 0685

For fast and easy ordering, use this convenient coupon.

**CHART
RESEARCH
PACKAGES**

The definitive lists of the top hits year by year, through the entire history of the Adult Contemporary Singles charts.

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

**THREE TITLES
AVAILABLE:**

Number One Adult Contemporary Singles, 1961 through 1985. Lists Billboard issue date, title, artist and label of the number one record of each week. \$30.00.

Top Ten Adult Contemporary Singles, 1961 through 1985. Lists title, artist and label of every record which reached number 10 or higher on Billboard's Adult Contemporary Singles chart. Listed alphabetically within each year. #1 records are indicated. \$30.00.

Top Adult Contemporary Singles Of The Year, 1966 through 1985. The annual listings of the top hits of the year in rank order, as published in Billboard's year-end special issues. Includes title, artist and label for each entry. \$30.00.

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

Billboard Chart Research
Attn: Debra Todd
1515 Broadway
New York, NY 10036

Please send me the following Billboard Chart Research Packages:

- G-1 Number One Adult Contemporary Singles @ \$30.00
- G-2 Top Ten Adult Contemporary Singles @ \$30.00
- G-3 Top Adult Contemporary Singles Of The Year @ \$30.00
- Individual yearly lists from _____ (please list book code number) for _____ please list year(s) desired.

Check or money order is enclosed in the amount of:

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

Name _____

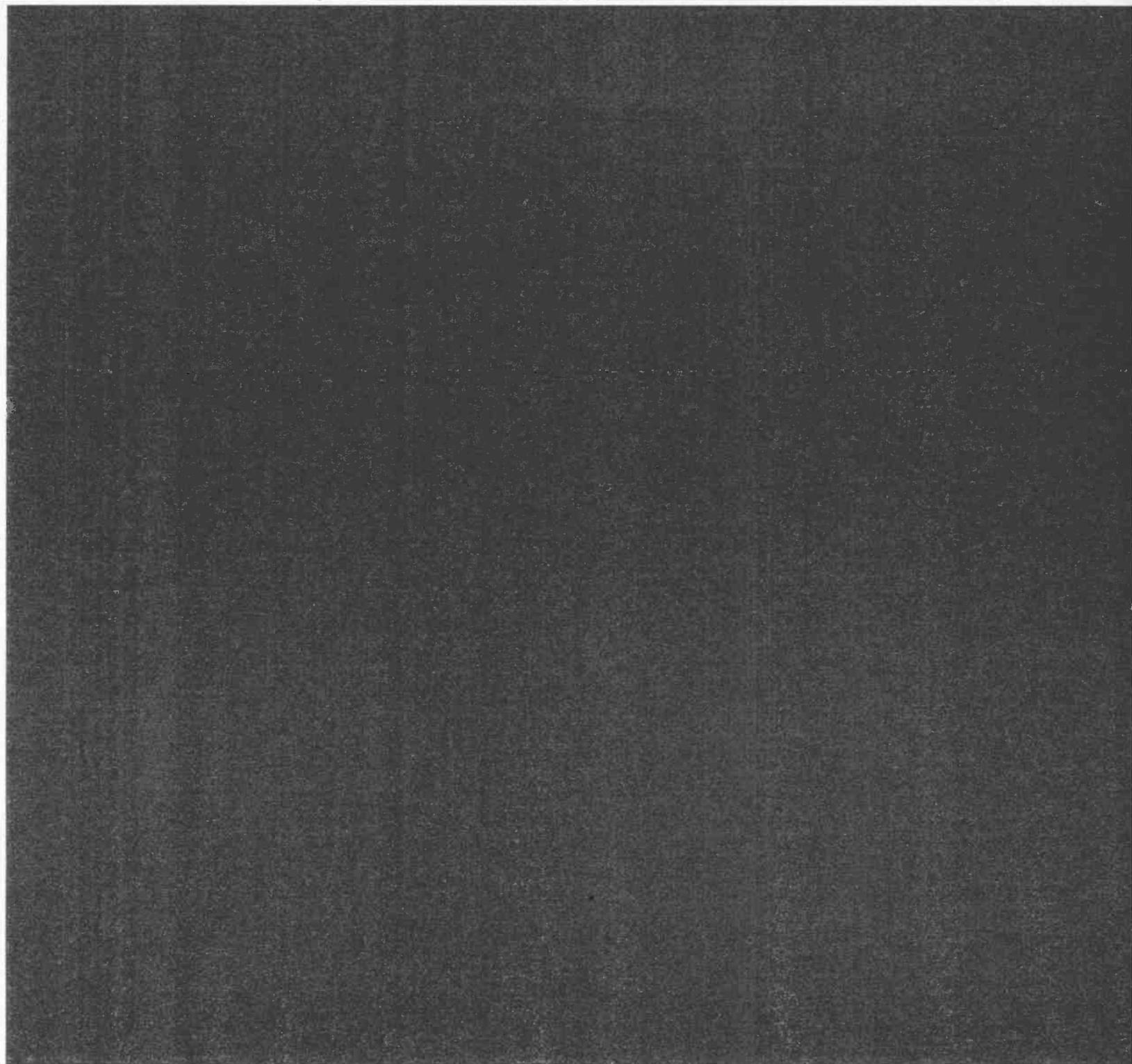
Company _____

Address _____

City, State, Zip _____
Overseas air mail rates available upon request.

All sales are final.

ideo retailing



Our personalized serv

Personalized service means you get your own personal telemarketing representative when you do business with Ingram Video. Your representative does more than take orders. He or she works with you to become acquainted with your business and the title preferences of your customers. Your representative will consult with you on how to make the most of your purchasing budget, whether you're opening a new store or operating an existing store. Recommending titles that sell is just one part of the personalized service that tickles dealers pink.

Profitable and timely information is part of our service.

Ingram Video knows that with so many new titles being released each month, you don't have time to

keep track of them all. We have a specialist on staff who monitors hot new video releases. Our specialist shares this information with our telemarketing representatives, so your personal representative can share the information with you. You can then preorder fast moving releases and have them in your store when your customers ask for them!

When you place an order, you get a straight answer.

Order any of our more than 5,000 prerecorded video tape titles and you'll receive immediate stock verification. No maybes—just a clear and simple yes or no. Then your order will be shipped the same day, if you order before 10:30 AM local time. Order anytime later in the day and we'll ship within 24 hours!

MARKETING SEMINAR
(Continued from page 27)

Rath stated, noting that he sees an entertainment and information delivery role for video as bookstore merchandise.

Rath also saw videocassette sales as an extension of the sale of audiocassettes in bookstores, which "suffered a stigma" when first introduced but were later discovered not to be in competition with their book counterparts. Noting that book and video buyer demographic profiles were "probably similar," he added that with hardcover book pricing of \$19.95 or less, the potential exists for marketing video collectibles like classic movies. He further noted that "specialist" book dealers would likely turn to video to augment their genre catalog or supplement customer mailings.

But according to Marty Scott, president of Jem Records, record stores are the most viable places to sell all types of video software. Scott said that unlike the primarily rental video store, record stores carrying video are two-thirds sale-oriented and would be a "sturdier" rival for video-only outlets in the future because of their "true home entertainment center" and sales bent.

Record stores, Scott continued, also have an edge in that they are "artist- and career-oriented" instead of title-oriented, and can carry and sell catalog instead of renting new movie releases whose "lifespan is relatively short." Additionally, he said, record merchants are capable of handling several different configurations of the same piece, which he suggested will be especially evident when 8mm videocassettes are released.

Scott further noted that the record business has already undergone its "shakeout," and predicted that the video business would eventually follow suit. Those merchants who have survived the record industry recession, he added, are stronger for it in terms of being well-financed and managed, and cognizant of video as a profit center.

"Record dealers are very promotion-oriented," he said. "They are merchandisers who can sell video very well."

But Scott, who distributes music video as well as records, also acknowledged that record dealers are disheartened over not being able to merchandise videos the same way they merchandise records. "The record business is basically built on returns," he said, adding that the video business "doesn't accept the concept of returns."

Scott also joked that record merchants "don't like to pay, but they do," though not before 60 days, while video distributors request payment in 30. "You can't change this policy," he concluded, "because they invest heavily in catalog and overhead, and they run their business based on this policy."

ice will tickle you pink.

The industry's highest fill rate adds to your bottom line.

You can't sell or rent what you don't have. Ingram Video—the fastest growing distributor of prerecorded video cassettes—has the highest fill rate in the industry, so we don't leave you empty handed when your customers request a popular new release. And that's more money for you.

POP materials boost profits, too!

Ingram Video warehouses POP materials which are available for same day shipment and immediate, sales-generating impact in your store. We also offer a complete array of in-store merchandising materials,

produced exclusively for Ingram Video dealers. Ask your personal telemarketing representative what POP we have available from major studios.

Let Ingram Video personalized service tickle you pink. Give us a call toll-free 1-800-251-5900. In Tennessee, call 1-800-342-5800.

Distribution Centers: Nashville, Tennessee/City of Industry, California/Jessup, Maryland



Others promise. We deliver.™

Videocassette Top 40
Sales & Rentals
Charts
Every Week
In Billboard

RKO Seeking New Distribution Deal Company Closes L.A. Office as Part of 'Restructuring'

BY TONY SEIDEMAN

NEW YORK An important movie library is going on the market. RKO Pictures has decided to "restructure" RKO Home Video, moving towards a label deal rather than distributing its own product.

"What we are in the process of doing is restructuring our home video division," says Mark Seiler, president of RKO Pictures. He denies that the division is being shut down; RKO, he says, will continue to be in the home video business, but at a far smaller cost than in the past.

RKO Home Video's problems reflect the difficulties of many of the home video industry's smaller manufacturers. "It's a big-company business," says Seiler, and RKO Home Video couldn't compete profitably with a library of about 120 titles and

virtually no big-name, recent-release feature films.

But the company also has a special problem: distributor wrath. Last year it found it was having a difficult time getting its line picked up by home video distributors, so it moved towards a direct mail program. Distributors responded by virtually ignoring the line, further accelerating RKO Home Video's difficulties. Consumer response to the direct mail campaign was not great enough to make up for the lack of distributor attention.

Topping RKO Home Video's catalog are a series of video versions of hit Broadway shows, among them "Sweeney Todd" and "Lena Horne, The Lady And Her Music." But even with strong identity of the product, Seiler says, RKO Home Video had a hard time carving a

niche for itself in the marketplace.

RKO Pictures is shutting down RKO Home Video's Los Angeles office. Pre-recorded video matters will now be handled out of the company's New York office. About five people have reportedly been let go.

"We've had difficulty getting our product into the distribution network," Seiler says. He adds that RKO Home Video is currently seeking a label deal with "a third party who would do the job of physically selling" his company's product.

"What we want is a continuation of the RKO label," Seiler says. He explains that he hopes to make a deal with a firm large enough to "command a better buying relationship with the video distributors."

"It's not going out of the business as much as being realistic with what we have at this time," he says. "We are not giving up the library."

Conditions will also change in two and a half years or so, when RKO gets back the non-exclusive rights to 550 titles that it sold several years ago. But Seiler says the company's experience in the marketplace has taught it to be very cautious with how it proceeds.

RKO Home Video's staff was not at fault, Seiler says; rather, it was the dynamics of the marketplace itself that virtually demanded the restructuring of the firm's home video wing. A combination of slack demand and a marketplace that virtually forced expensive marketing effort made the economics of the situation unworkable, according to the RKO executive.

"Having a library can be a value or not depending on what you do with it," he says. "There's no doubt there's a real significant business out there."



Sibling Rivalry. After working as assistant to the president of Karl/Lorimar Home Video, who happened to be his cousin Stuart Karl, Scott Karl joined with his brother Bill to form KarlCorp. As with Cousin Stu's company, KarlCorp will specialize in made-for-home video product. Here brother Karl, left, president of the company, meets with Scott, who is a vice president.

More Cityscape 'Postcards' Nashville Title Due; Chicago Next

BY KIP KIRBY

NASHVILLE Cityscape Productions is stepping up the production schedule for its "video postcards." The company is releasing a 30-minute program profiling Nashville, completing work on a Chicago "card," and moving into production on works spotlighting New York, New Orleans and San Francisco.

The latest production, titled "Nashville," was unveiled at a press lunch here last Tuesday (10). Holding to the concept Cityscape chief Ned LeRoy calls the "visualized musical," the program has an original score that was composed, arranged and produced by Kristin Wilkinson. It will be sold in Nashville-area tourist outlets.

Price tags for the video postcards are in the \$29.95 range. The first title, "Washington, D.C.," had a budget of \$125,000; Leroy says "Nashville" cost between \$50,000 and \$60,000. When the company first moved into production, it claimed the budgets for its programs would be \$500,000 each (Billboard, May 11).

Using no narration, the cassettes contain original music. The visuals

they use are either taped on-site or "donated" by airlines or other sources.

"Where possible, when we can get quality footage that's already been shot, we'll buy it," LeRoy says. "But for 'Nashville,' our in-house producer Jeff Saffelle shot almost 30% himself." He adds that since American Airlines contributed footage for the project, he hopes to get the video shown on the airline's flights into Nashville.

Cityscape's hope is that each of its titles will sell a minimum 5,000 units. LeRoy claims their other uses for his titles than as tourist mementos, pointing to General Motors' decision to locate its new Saturn auto plant in Spring Hill, Tenn. as one example of the product's use as a relocation assist.

"Our video on Nashville could be given out by GM to employees who will be moving to this area and want to know what they can expect to see and do when they arrive," he says. "It can also be used by local Chambers of Commerce."

At the moment, LeRoy says the company can produce six "video postcards" a year, doing one at a time.

Fast Forward

WILL 33 1/3s BECOME 78s or 45s?

That's the first question audio/video observers have had to face with the burgeoning popularity of the digital Compact Disc. The second question? Whether CDs themselves have to face the first question.

Speculation over CD's place in the a/v melting pot hinges on recent progressions by marketers of the combination CD/laser videodisk (CD/LV) player. Initially sold only by Pioneer as its \$1,200 model CLD-900, Pioneer-built CD/LV players have been announced or put to market now by at least five other firms: Harman/Kardon, Luxman, NAD, Sansui and Teac. Moreover, the arrival of digitally encoded videodisks

means that CD has competition as a digital audio delivery system. Already, hardware and software sources say that hybrid disks are on the drawing board.

One reason for this rapid evolution is that all current laserdisk players—whether CD, LV or any combination of letters—work essentially the same way. Audio/video data is encoded onto billions of "micropits" arranged in circular tracks embedded within a reflective surface. A laser beam, firing through a non-contact stylus, scans the micropits and begins the process of converting raw data into audio and video signals.

To generate the laser beam, early laser videodisk players used a heli-

(Continued on page 34)

Billboard

©Copyright 1985, Billboard Publications, Inc. No part of this publication may be reproduced, stored in any retrieval system, or transmitted, in any form or by any means, electronic, mechanical, photocopying, recording, or otherwise, without the prior written permission of the publisher.

TOP VIDEODISKS

Compiled from a national sample of retail store sales reports.

RANK	THIS WEEK	2 WKS. AGO	WKS. ON CHART	TITLE	Copyright Owner, Distributor, Catalog Number	Principal Performers	Year of Release	Rating	Format	Price
1	1	15		THE KARATE KID ▲	RCA/Columbia Pictures Home Video 30406	Ralph Macchio Pat Morita	1984	PG	CED Laser	39.95 34.95
2	2	7		STARMAN ▲	RCA/Columbia Pictures Home Video 6-20412	Jeff Bridges Karen Allen	1984	PG	CED Laser	29.95 29.95
3	4	5		2010 THE YEAR WE MAKE CONTACT ▲	MGM/UA Home Video 800591	Roy Scheider John Lithgow	1984	PG	CED Laser	34.95 34.95
4	6	5		THE RIVER ▲◆	Universal City Studios MCA Dist. Corp. 80160	Sissy Spacek Mel Gibson	1984	13	Laser	39.98
5	5	9		DUNE ▲◆	Universal City Studios MCA Dist. Corp. 80161	Kyle MacLachlan Sting	1984	13	Laser	34.98
6	7	3		PINOCCHIO	Walt Disney Home Video 239	Animated	1940	G	Laser	34.95
7	NEW			A SOLDIER'S STORY ▲	RCA/Columbia Pictures Home Video 6-20408	Adolph Caesar Howard E. Rollins Jr.	1984	PG	CED Laser	29.95 29.95
8	3	7		MISSING IN ACTION	Cannon Films Inc. MGM/UA Home Video 100557	Chuck Norris	1984	R	CED Laser	34.95 34.95
9	NEW			RUNAWAY ▲	Tri-Star Pictures RCA/Columbia Pictures 6-20469	Tom Selleck Cynthia Rhodes	1984	13	CED Laser	29.95 29.95
10	10	7		PROTOCOL ▲	Warner Brothers Pictures Warner Home Video 11434	Goldie Hawn	1984	PG	Laser	34.98

● Recording Industry Assn. Of America (RIAA) gold certification, sales of 50,000 units or suggested list price income of \$2 million (20,000 or \$800,000 for non-theatrical made-for-home product). ▲ RIAA certification for platinum, sales of 100,000 units or suggested list price income of \$4 million (40,000 or \$1.6 million for non-theatrical made-for-home product). Titles certified prior to Oct. 1, 1984 were certified under different criteria.) ◆ International Tape Disc Assn. certification for gross label revenue of \$1 million after returns or stock balancing.

SONY
VIDEO SOFTWARE OPERATIONS

**NATIONAL SALES MANAGER
NATIONAL ACCOUNTS MANAGER**

SONY VIDEO SOFTWARE IS LOOKING TO FILL TWO KEY POSITIONS. VIDEO SOFTWARE OR RECORD INDUSTRY EXPERIENCE PREFERRED BUT NOT ESSENTIAL. HIGH VISIBILITY AND POTENTIAL. COMPENSATION INCLUDES BASE SALARY PLUS BONUS OF COMMISSION.

SEND RESUME AND SALARY REQUIREMENTS TO:

JOE PETRONE
SONY VIDEO SOFTWARE
9 W 57TH STREET, NEW YORK, N.Y. 10019

SOLD!

... bought, rented, hired, whatever you need, we'll tell the world in

ACTIONMART
BILLBOARD CLASSIFIED ADVERTISING SECTION

Call Jeff Serrette today
—(800) 223-7524 (NY residents dial 212-764-7388).

Prism Launching Two Separate Dealer Promos

NEW YORK Via two separate promotions, Prism Entertainment Corp. will be giving product to retailers this fall in the hope of getting them to buy more units.

One of the promotions will be a straight giveaway with unit volume program; the other will involve retailer-targeted coupons. The goal of one is to pump catalog sales; the goal of the other is to boost new release volume.

"The frustration is just being heard among the shouts," says Prism president Barry Collier. "It's difficult to plan a promotion around what we think is a strong title and then be one of 400 titles in a black-and-white mailer."

Many retailers have never even seen the package art that Prism puts on its cassettes, Collier says, noting that distributors giving even the company's hot titles only a few lines of copy even in the materials they send to dealers.

The straight giveaway promotion, titled "20/20," will give retailers one title free for every five they purchase, a 20% discount, at volumes under 50 pieces. For a purchase of 50 units, retailers will get a total of 20 cassettes free, an effective discount of 40%.

Almost all of the titles released through September by Prism will be involved in "20/20." Product not included in the promotion will be Prism's Marvel Comics Video Library, Silver Screen Edition, the company's September release schedule and its "Threshold Of Evil" series.

"20/20" was set to begin Sunday (15) and will run through Dec. 31. Prism will send the free product to stores directly. Dealers have until Dec. 31 to send prism receipts from their distributors for the product that they have purchased.

In the company's coupon program, retailers who present five coupons will get one free Silver Screen Edition cassette; 10 coupons will get one free Prism or ANE Home Video cassette.

Prism's coupon program will cover titles released between October and next January. The coupons will expire on June 1, 1986. Prism label product only will be involved; titles from the company's Silver Screen Edition, Marvel Comics Video Library and ANE Home Video will not be included.

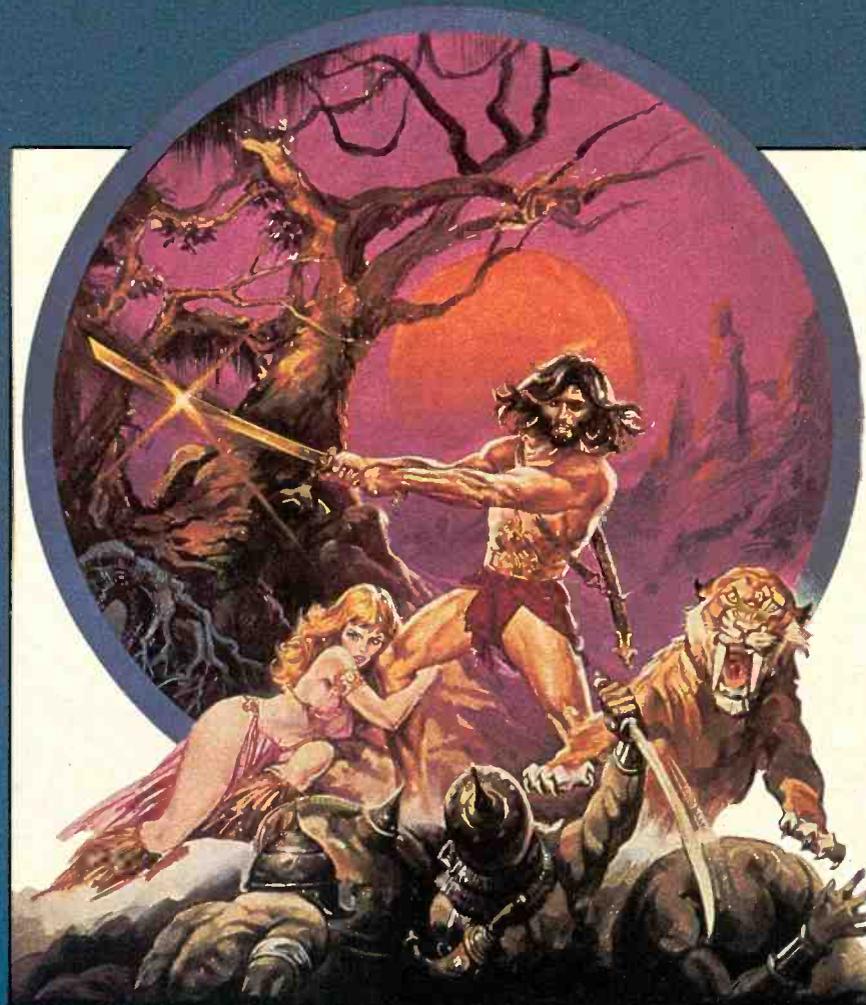
Competition is getting increasingly heavy among the indies, Collier says, which makes marketing expertise even more important. "Once you get past the A titles that the studios are offering," he says, "there's quite a bit of sameness in terms of the product."

To help support its campaigns, Prism will do a direct mailing to 18,000 video dealers. Collier says the mailing is designed to support distributor sales efforts, not to undercut them, by pre-selling Prism's hot titles.

Collier notes that all the costs of Prism's promotions will be absorbed by the company itself.



A.N.E.
Home Video.



THE INVINCIBLE BARBARIAN

Soaring
Above the Rest...

the invincible
barbarian

In a prehistoric world of savage conquest and sudden, violent conflict, the barbarian warrior Cunan the Invincible bands together with a ferocious tribe of Amazon warriors to avenge the annihilation of his people.

#1662

A Proud New Name
In Home Video...

A.N.E.

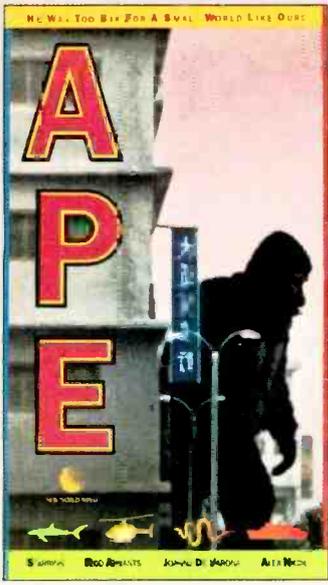
ON VIDEOCASSETTE

ORDER CLOSE October 2
STREET DATE October 15

EXCLUSIVELY DISTRIBUTED BY PRISM ENTERTAINMENT

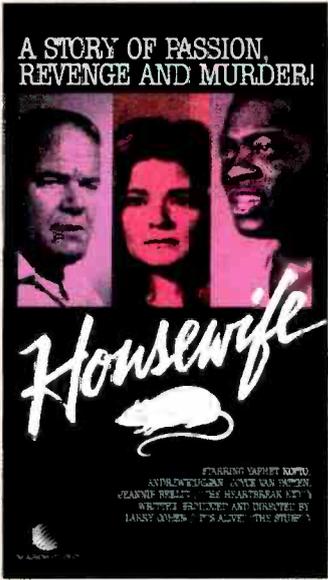


1875 CENTURY PARK EAST, SUITE 1010 LOS ANGELES, CA 90067 (213) 277-3270



King Kong has a ten ton successor to the throne! Searching for actress Marilyn Baker (Joanna De Varona), A-P-E demolishes oceanliners, giant sharks, mammoth reptiles, even an entire city. Nobody gets this monkey off their back!

THE KING OF THE JUNGLE



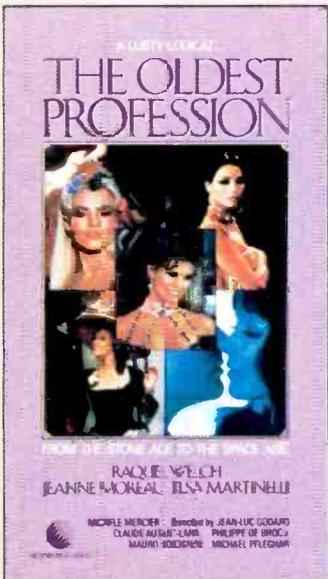
A ruthless brute has broken into a home. He has no patience with housewife Joyce Van Patten or her husband. Imagine his surprise when he finds out the couple hate each other more than they hate him. So who becomes the victim? Directed by Larry Cohen ("It's Alive," "The Stuff").

the lady of the house



A physicist discovers a force that allows him to pass through steel. But as his power increases, his mind deteriorates. He becomes a madman on a rampage of murder and terror. Robert Lansing, Lee Meriwether, Patty Duke star.

The Mad Man



This saucy, adult frolic explores the oldest profession in an entirely new way. Follow Raquel Welch and Jeanne Moreau from prehistoric passion to present day amour. It's a bawdy romp directed by France's finest, including Jean-Luc Godard ("Breathless").

The Madam



NEW WORLD VIDEO
Now on videocassette.

TOP VIDEOCASSETTES SALES

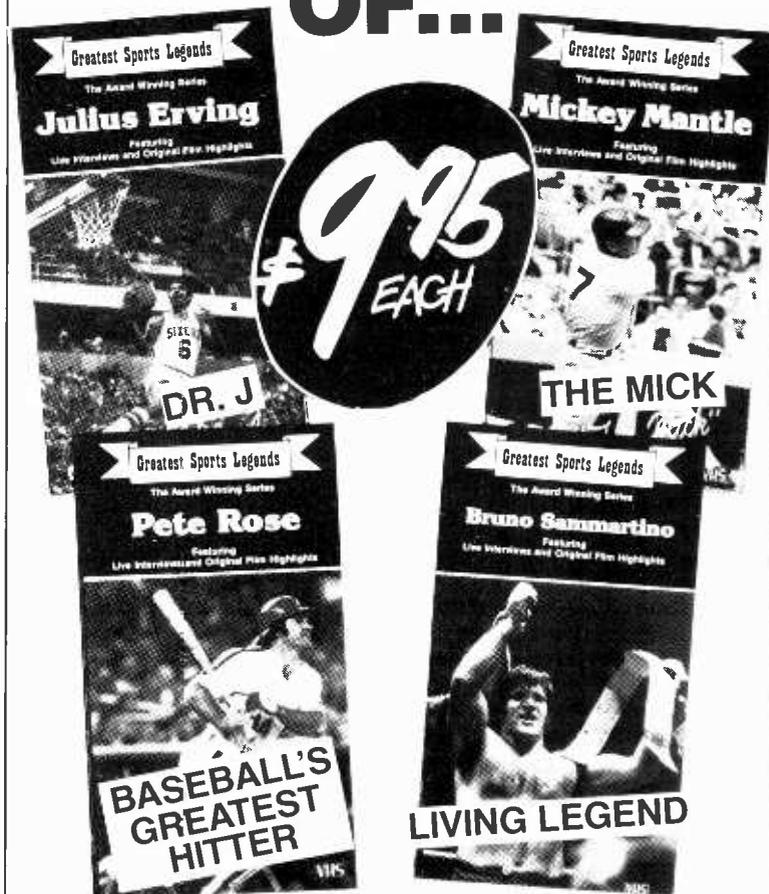
THIS WEEK	LAST WEEK	WKS. ON CHART	TITLE	Copyright Owner, Manufacturer, Catalog Number	Principal Performers	Year of Release	Rating	Price
1	1	175	JANE FONDA'S WORKOUT ▲◆	KVC-RCA Video Prod. Karl Lorimar Home Video 042	Jane Fonda	1982	NR	59.95
2	3	5	PRINCE AND THE REVOLUTION LIVE ▲	P.R.N. Productions Warner Music Video 3-538102	Prince And Revolution	1985	NR	29.95
3	4	11	WE ARE THE WORLD THE VIDEO EVENT ▲	USA For Africa MusicVision 6-20475	USA For Africa	1985	NR	14.95
4	2	7	PINOCCHIO	Walt Disney Home Video 239	Animated	1940	G	79.95
5	5	13	WRESTLEMANIA	Titan Sports Inc. Coliseum Video WF004	Various Artists	1985	NR	39.95
6	6	42	PRIME TIME ▲◆	KVC-RCA Video Prod. Karl Lorimar Home Video 058	Jane Fonda	1984	NR	39.95
7	10	21	WHAM! THE VIDEO ●	CBS Inc. CBS-Fox Video Music 3048	Wham!	1985	NR	19.98
8	7	15	SINGIN' IN THE RAIN	MGM/UA Home Video 600185	Gene Kelly Debbie Reynolds	1952	NR	29.95
9	12	29	STAR TREK III-THE SEARCH FOR SPOCK	Paramount Pictures Paramount Home Video 1621	William Shatner DeForest Kelley	1984	PG	29.95
10	17	77	THE JANE FONDA WORKOUT CHALLENGE ▲	KVC-RCA Video Prod. Karl Lorimar Home Video 051	Jane Fonda	1984	NR	59.95
11	13	27	GONE WITH THE WIND ▲◆	MGM/UA Home Video 900284	Clark Gable Vivien Leigh	1939	G	89.95
12	8	13	LIFE WITH MICKEY!	Walt Disney Home Video 260	Mickey Mouse	1985	NR	29.95
13	9	2	DESPERATELY SEEKING SUSAN	Thorn/EMI/HBO Video TVA2991	Rosanna Arquette Madonna	1985	R	79.95
14	11	11	MADONNA ▲	Sire Records Warner Music Video 3-38101	Madonna	1984	NR	19.98
15	14	13	SEVEN BRIDES FOR SEVEN BROTHERS	MGM/UA Home Video 700091	Howard Keel Jane Powell	1954	NR	29.95
16	20	13	THE UNSINKABLE MOLLY BROWN	MGM/UA Home Video 600578	Debbie Reynolds Harve Presnell	1964	NR	29.95
17	15	16	THE KARATE KID ▲	RCA/Columbia Pictures Home Video 6-20406	Ralph Macchio Noriyuki "Pat" Morita	1984	PG	79.95
18	18	12	STARMAN ▲	RCA/Columbia Pictures Home Video 6-20412	Jeff Bridges Karen Allen	1984	PG	79.95
19	19	13	HULKAMANIA	Titan Sports Inc. Coliseum Video WF002	Hulk Hogan	1985	NR	59.95
20	24	3	TINA LIVE PRIVATE DANCER TOUR ▲	Zenith Prod. Ltd. Sony Video Software 96W00089-90	Tina Turner	1985	NR	29.95
21	16	17	ANIMALIZE LIVE UNCENSORED	Polygram MusicVideo-U.S. MusicVision 6-20445	Kiss	1985	NR	29.95
22	NEW▶		THE KILLING FIELDS ▲	Warner Brothers Pictures Warner Home Video 11419	Sam Waterston Dr. Haing S. Ngor	1984	R	79.95
23	30	42	PURPLE RAIN ▲	Warner Brothers Pictures Warner Home Video 11398	Prince Apollonia Kotero	1984	R	29.98
24	28	8	A SOLDIER'S STORY ▲	RCA/Columbia Pictures Home Video 6-20408	Adolph Caesar Howard E. Rollins Jr.	1984	PG	79.95
25	22	7	AN OFFICER AND A DUCK	Walt Disney Home Video 258	Donald Duck	1985	NR	29.95
26	21	2	TRANSFORMERS: THE ULTIMATE DOOM	Sunbow/Hasbro/Bradley Pd. Inc. Family Home Entertainment F-3120	Animated	1985	NR	24.95
27	31	13	CLOSE ENCOUNTERS OF THE THIRD KIND-SPECIAL EDITION ▲◆	RCA/Columbia Pictures Home Video 6-20162	Richard Dreyfuss Teri Garr	1977	PG	29.95
28	25	3	RATT THE VIDEO	Atlantic Records Inc. Atlantic Video 50101	Ratt	1985	NR	19.98
29	33	29	TINA TURNER PRIVATE DANCER ▲	Picture Music Intl. Sony Video Software 97W0066-7	Tina Turner	1984	NR	16.95
30	38	30	ANNIE ◆	RCA/Columbia Pictures Home Video 6-20127	Andrea McArdle Albert Finney	1982	G	29.95
31	35	29	LIONEL RICHIE ALL NIGHT LONG ▲◆	Brockman Enterprises Inc. MusicVision 6-20420	Lionel Richie	1984	NR	19.95
32	29	21	THE DOORS "DANCE ON FIRE" ●	Doors Music Company MCA Dist. Corp. 80157	The Doors	1985	NR	39.95
33	26	22	THE TERMINATOR ▲	Thorn/EMI/HBO Video TVA2535	A. Schwarzenegger	1984	R	79.95
34	23	3	DIAMOND LIFE VIDEO	CBS Inc. CBS-Fox Music Video 7091	Sade	1985	NR	14.95
35	40	44	RAQUEL, TOTAL BEAUTY AND FITNESS ▲◆	Total Video, Inc. Thorn/EMI Home Video 2651	Raquel Welch	1984	NR	39.95
36	NEW▶		FEAR CITY	Thorn/EMI/HBO Video TVA3000	Billy Dee Williams Tom Berenger	1984	R	79.95
37	32	2	STICK ▲	Universal City Studios MCA Dist. Corp. 80180	Burt Reynolds Candice Bergen	1985	R	79.95
38	37	85	DO IT DEBBIE'S WAY ▲	Raymax Prod. P. Brownstein Prod. Video Associates 1008	Debbie Reynolds	1983	NR	39.95
39	39	12	2001: A SPACE ODYSSEY ▲◆	MGM/UA Home Video 700002	Keir Dullea Gary Lockwood	1968	G	29.95
40	27	5	TRANSFORMERS: MORE THAN MEETS THE EYE	Sunbow/Hasbro/Bradley Pd. Inc. Family Home Entertainment F-3119	Animated	1985	NR	24.95

● Recording Industry Assn. Of America (RIAA) gold certification, sales of 50,000 units or suggested list price income of \$2 million (20,000 or \$800,000 for non-theatrical made-for-home product). ▲ RIAA certification for platinum, sales of 100,000 units or suggested list price income of \$4 million (40,000 or \$1.6 million for non-theatrical made-for-home product). Titles certified prior to Oct. 1, 1984 were certified under different criteria. ◆ International Tape Disc Assn. certification for gross label revenue of \$1 million after returns or stock balancing.

Greatest Sports Legends

BEST SELLING VIDEO SPORTS TAPES

at the unbelievably LOW PRICE OF...



OVER 100,000 SHIPPED!

One music/video retailer shipped over 1,000 units in one week.

Now your customers can relive the action of the world's greatest sports legends. Live interviews and original film highlights of 25 sports superstars. Baseball, football, basketball, soccer, boxing, wrestling, hockey, tennis, golf and more...

STAR	NO.	VHS	BETA	STAR	NO.	VHS	BETA
Assorted Pre-pack (1/5 titles)	13025			Willie Mays	13102		
Kareem Abdul-Jabbar	13202			Bobby Orr	13404		
Bjorn Borg	13501			Jesse Owens	13701		
Wilt Chamberlain	13203			Arnold Palmer	13601		
Roberto Clemente	13107			Pele	13001		
Jimmy Connors	13502			Jackie Robinson	13103		
Joe DiMaggio	13108			Pete Rose	13104		
Julius Erving	13201			Babe Ruth	13105		
Phil Esposito	13402			Bruno Sammartino	13002		
Larry Holmes	13003			Sam Snead	13602		
Gordie Howe	13403			Bart Starr	13302		
Bobby Hull	13401			Johnny Unitas	13301		
Mickey Mantle	13101			Ted Williams	13106		

Sports Legends Video, Inc.

2400 83rd Street • North Bergen, N.J. 07047 • (201) 869-2977

Toll Free 1-800 221-0531

...newsline...

VCRS CONTINUE TO BE THE hot spot in a sagging consumer electronics industry, according to the Electronic Industries Assn.'s Consumer Electronics Group. According to the EIA, 798,402 VCRs sold at wholesale in August, compared to 532,450 for the same month in '84, a 49.9% rise. The increase in year-to-date VCR sales dropped below 60% for the first time in 1985; 6.24 million machines have sold so far this year, against 3.9 million last year, a rise of 59.1%. The sales level is still strong enough to leave VCRs poised for a potent holiday season, however.

EXCEPT FOR PROJECTION TV SETS, the rest of the consumer electronics industry saw sales flat or worse in August. Color tv set sales were up by only 1.6% to 1.28 million, with monochrome numbers sagging by 41.1% to 230,000. Projection tv sets provided one of the few bright spots, with sales up by 37.8% to a still slim 18,208 units. Color video camera sales were off by 1.7% for the month, to 32,207. For the year to date, color set sales are up by 1.2% to 9.59 million, black-and-white set sales down by 28.1% to 2.89 million, projection set sales up by 26.4% to 131,919, and color video camera sales up by 2.6% to 269,334.

HIGH-GRADE VIDEOTAPE will probably reach a great many consumer households it has never touched before when RCA/Columbia Pictures Home Video ships "Ghostbusters" this fall. The hit film will be duplicated solely on TDK "High Standard" (HS) cassettes. TDK will be using a "Ghostbusters" theme in its fall advertising campaigns, including print ads with the headline "Holy ectoplasm! Ghostbusters materializes exclusively on TDK HS video cassettes," and using the "no-ghost" logo developed for the film. TDK says the sums invested in the campaign will be in the multi-million-dollar range.

BERGEN BRUNSWIG CORP., the pharmaceutical company that owns Commtron, has purchased Cibcoa Inc., a consumer electronics distributor with an annual sales volume of about \$80 million. Cibcoa is headquartered in Northbrook, Ill., with branches in Denver, Houston and Indianapolis. The firm will be folded into Commtron, whose fiscal year ending Aug. 31 saw revenues of more than \$300 million. Bergen Brunswig's annual revenues come to about \$2 billion. The company projects that the combined revenues for the Commtron and Cibcoa will exceed \$500 million in the next fiscal year, as the two apply their home video and consumer electronics distribution expertise.

JVC'S VIDEO CAMCORDERS have been spending a lot of time on movie screens this summer, with featured roles in both "Back To The Future" and "National Lampoon's European Vacation," providing important assistance in moving the plot along in both films and gaining high visibility at the same time.

COLLEGE FOOTBALL MOVES to home video as TCS forms forms a new video division. The company's first video releases are "Great Moments In Penn State Football, Volumes I, II and III" and "Get Up And Cheer." Volume I of "Penn State" focus on the years 1975-78, Vol. II on 1979-81, and Vol. III on 1982-84. Ex-footballer Jimmy Cefalo will narrate, while former Penn State head coach Joe Paterno will provide commentary. Lydell Mitchell, John Cappelletti, Cefalo, and D.J. Dozier are among the featured players. "Get Up And Cheer" is an instructional cassette on cheerleading using former members of the Penn State squad as instructors.

NEW ENGLAND DISTRIBUTOR ARTEC is having an open house on Oct. 27. The event will take place at the company's headquarters in Shelburne, Vt. Booth space for manufacturers and others will cost \$500. For more information, call (802) 985-8403.

UNITED ENTERTAINMENT PICTURES is producing a second made-for-home video movie. Like the company's first title, "Blood Cult," the picture will be horror-oriented. Titled "The Ripper," it will feature the usual high-tech slash-and-gash special effects and star Wade Tower. Bill Blair is executive producer, Linda Lewis producer, and Christopher Lewis director. They're the same team that created "Blood Cult."

LAUREL & HARDY are the chief attractions in Hal Roach Studios' release of the latest volumes of "Hal Roach Comedy Classics." Volumes five and six have just gone into release, featuring comedy shorts from the '30s and '40s. Making up volume five are "Do It Yourself," with Stan Laurel and Oliver Hardy; "Girl Grief," with Charlie Chase; and "Maid In Hollywood," with Thelma Todd. Volume six has Laurel & Hardy's "Where To Now?," Chase's "Luncheon At Twelve," and Todd's "I'll Be Singing You."

ESSEX VIDEO IS GETTING STICKY. The company has begun a "Stick With Essex" promotion, sending retailers a black and gold sticker, designed to be placed on windows and doors, which will read "Essex Video . . . Don't Go Home Without It." The company is looking to "arouse" consumer curiosity. Essex representatives will give free Essex or Electric product to dealers who have the sticker on display. **TONY SEIDEMAN**

FAST FORWARD

(Continued from page 30)

um-neon tube somewhat resembling a miniature neon lamp. As happened with audio components, where transistors eventually replaced tubes, these helium-neon tubes were eventually replaced by solid-state, laser-emitting diodes—similar to the familiar light-emitting diodes (LEDs) found on much consumer electronics gear.

Just how similar does this make CD players and laser videodisk players? Very. According to one Pioneer engineer, the company's top-of-the-line laser videodisk player (model LD-700) can in fact retrieve digital audio signals. It can't decode them, however, but decoding circuitry and a separate spindle motor (to accommodate a CD's slower r.p.m.) are the only fundamental differences between a high-end videodisk player and a CD/LV player.

Yet while CD and LV electronic technology is similar, combination CD/LV players have to account for obvious physical differences. Laser videodisks are either 12 or eight inches in diameter; CDs are about five inches. Laser videodisks are 2.5mm thick; CDs are about half that. CDs' center holes are much smaller than laser videodisks' as well. And CDs spin more slowly than laser videodisks, ranging from 200-500 r.p.m., compared to the videodisk's 600-1,800.

Obviously, none of these differences are insurmountable. A CD/LV player accommodates each of the three disk sizes via a tray with appropriately sized circular ridges. It also has two spindle motors rather than one, to clamp and to spin each of the two types of disk. For these and other reasons, CDs and videodisks can be inserted interchangeably; the player "senses" the type of disk and makes the appropriate internal adjustments.

The natural compatibility between CD and laser videodisk technology has already led to a merging of the hardware. Not surprisingly, there are already strong indications that the software may be merging as well.

Warner and PolyGram Records

have already pacted in a CD venture currently titled The Record Group. Using specification standards being developed by Matsushita, Philips and Sony, the companies are working on a system called CV (for "Compact Video") which could place video still pictures and animation sequences as well as music on CDs.

New CV hardware, envisioned for 1987, is needed to take full advantage of such capabilities. As plans now stand, however, CV disks could also be played as simple audiodisks in existing CD or CD/LV players.

Closer to home and seemingly much more practical is a software based on existing technology and under development by Pioneer, with input from many of the major record companies. If successful, it could conceivably relegate audio-only CDs to second-class status.

The new software—currently known as "Compact LaserDisc"—

would be marketed as "true" audio/video albums. New album releases, according to the plan, would be not only on conventional black vinyl and/or on CD, but on 12-inch laser videodisks having, along with digital audio, two or three videos and possibly on-screen "print" information. The consumer could choose whether to utilize the video portions or just treat the disk as an audio album.

While digital videodisks contain only 55 minutes per side, compared with CDs' 60, the two-side total of 110 minutes would be adequate even for most double-album sets. The disks also allow retailers to use existing record racks.

Whether the plan is blue-sky or Blue Note, it forms an inevitable conceptual link. The hybrid hardware has proven successful enough among high-end consumers. Traditionally, software follows.

VTR Plans More Seminars Distributor Meeting With Dealers

BY MOIRA McCORMICK

CHICAGO A series of dealer seminars held in Pittsburgh by VTR Distributing of Carnegie, Pa. will be expanding to the East Coast and Florida this fall, according to VTR marketing director Andrew Kairey.

VTR, which services some 3,500 accounts and operates offices in Pittsburgh, New York, Boston and Orlando, Fla., hosted a pair of seminars in Pittsburgh over the summer. According to Kairey, the firm is holding similar programs in New York and selected Florida cities during September, as well as in "the Boston market and all of New England" in October.

The theme of each seminar is tied in with a new video movie release, according to Kairey. "The 'Breakfast Club' Seminar," held July 23 at Pittsburgh's Marriott Hotel, began with brunch for the 175 dealers in

attendance. Kairey says items on the agenda included "how to set an advertising budget, what co-op dollars are available and how to use them, how to stimulate sales of both new and used tapes, and other sales ideas." VTR also sponsored special giveaways and incentives for orders written that day.

The second program, "A Passage To Profits," tied in with the video release of "A Passage To India," and was held on the Allegheny River cruise boat the Gateway Party Liner. Kairey says 450 dealers turned out for the event, in which VTR debuted a new company promotional tape as well as a budget line of videocassettes priced at \$4.95. In addition, prizes worth up to \$500 were raffled off.

"All seminars," says Kairey, "are backed up with plenty of point-of-purchase and advertising materials."

A major goal of the seminars, he says, is to "eliminate used-tape distribution and circulation from dealer to dealer. No one's really ever educated the consumer on how to buy tapes, or the dealer on how to sell them."

Another major problem facing dealers—bootlegging—will probably be dealt with in future seminars, according to Kairey. "We want to bring in some speakers from the FBI," he says.

VTR's next round of dealer education programs was held Sept. 9-12 in the Florida cities of Tallahassee, Jacksonville, Orlando, and Tampa. "We worked 'The Sure Thing' and 'Wrestlemania,' with ties to advertising and marketing, and in conjunction with live performances," Kairey says.

On an unspecified date this month, VTR plans to hold a seminar in a Manhattan hotel, followed by the Boston/New England series in October.

"The purpose of these programs," he says, "is to stimulate the dealers into brainstorming. With 300 in one room, there's a lot of electricity."



Rewarding Video. Jack LaLanne recently picked up the Film Advisory Board's "Award Of Excellence" for "The Jack LaLanne Way." Here LaLanne, right, and his wife, Elaine, accept the award from Film Advisory Board president Elayne Blythe.

Local Clip Outlets Don't Feel Pressure Programmers Unfazed by Controversy Over Lyrics

BY JIM BESSMAN

NEW YORK The intense heat being applied to record labels and radio stations by such self-appointed rock music watchdogs as the Washington-based Parents Music Resource Center (PMRC) has yet to be felt by local music video outlets.

While some programmers report queries and complaints, the general feeling is that video playlists are made up with community standards foremost in mind, thus allowing little room for criticism. Even so,

these programmers are well aware of the emotional and volatile nature of the current controversy over lyrics, and one representative of a new Northeastern music channel, contacted for this article, refused comment as a precaution against drawing negative fire from the concerned parties.

However, barring heavy negative viewer response or sponsor boycotts, the heads of music video outlets say they expect current programming policies to remain intact.

Arnie Ginsburg, general manager of Boston music channel V-66, is among those who haven't felt the effects of the movement against sexually explicit or violent rock lyrics and don't expect to in the future. "We feel that we know the Boston market—what will fly and what won't," says Ginsburg, describing his community as a combination of a "liberal, fairly intelligent population" and a "hardcore working-type, ethnic demographic who can be conservative in their own way."

Ginsburg says that knowledge of and sensitivity to this diverse community mixture translates into a video playlist that is "not offensive to us," and that excludes heavy metal clips and causes no problems or complaints from the viewers.

In Chicago, Yaa Venson, produc-

er of the weekly show "Rock On Chicago," also describes a playlist lacking in heavy metal, as well as "sex and violence and women depicted in a bad way." Venson says her show has not yet received any backlash from parental groups. "We have a young audience," she says, "so we've always been very careful in our broadcast standards and policies."

Venson notes that Motley Crue's clip for "Smokin' In The Boys' Room" does receive play, even with its heavy anti-authority theme, although she says she interprets it as being "really about a kid standing up for his rights, not devil worship or beating up his parents."

While Mike Opelka, program director of Houston's music channel TV5, says he has heard "rumblings" and received "letters with suggestions complaining of too much of one thing and not enough of another," he maintains that his outlet's programming selectivity and "higher standards" as a "mass appeal station" make outside attacks unlikely.

"We set out to be primarily entertainment-oriented," Opelka says, "and heavy violence and vulgarity don't fit into that concept."

Opelka does admit to "night-part-

(Continued on page 36)



Knight-Time Productions. The location is downtown Los Angeles as Sherry Revord, center, an independent director, orchestrates the action for REO Speedwagon's "One Lonely Night" clip.

Experimental 'Burning House Of Love' Elektra Takes a Chance on New X Clip

NEW YORK Faced with a "moderate" budget and the task of making a programmable video for the acclaimed but relatively obscure Los Angeles underground group X, Elektra Records opted for an experimental clip that at the same time would do justice to X's raw, intense sound.

The company's faith in director Daniel Kleinman's thumbnail outline and innovative photomontage concept has already paid off. Robin Sloan, Elektra's director of video

promotion, reports that the visually stimulating "Burning House Of Love" clip, which entered MTV's rotation about six weeks ago, is currently being added to other outlets' playlists.

The clip for the first single from the group's new "Ain't Love Grand" album was filmed using nine Super 8 cameras and one 16 millimeter, and is thus composed of multiple images forming a composite whole. According to Kleinman, the desired effect approximates

that of painter David Hockney's photomontages, which break down an object into numerous but separate Polaroid snapshot elements viewed from different angles and joined together in a grid-like pattern.

For the "Burning House" video, Kleinman filmed in Super 8 various actions by the X band members in different settings in and about the house of the title, which were then superimposed upon full shots taken

(Continued on page 36)

MANHATTAN CABLE TV MEANS BUSINESS!

“In this business you need to be on top of every new trend and use every minute of the day to stay there. That's why having Manhattan Cable TV in the office is essential. Here is where I want my MTV and I get it.”

—Gail Davis
Director, Creative Services and
Project Development
Isolar



**Manhattan
Cable TV**

PHONE: 598-1750 WEEKDAYS 9AM - 5PM

(Manhattan Cable TV is available in serviceable buildings from 86th Street on the East side and 79th Street on the West side south to Battery Park and including Roosevelt Island.)

LOCAL CLIP OUTLETS UNFAZED BY CONTROVERSY OVER LYRICS

(Continued from page 35)

ing" heavy metal and harder rock videos after 6 p.m., and other outlets offer similar scheduling of clips that could conceivably offend tamer tastes. The time period of weekly or daily video programs also has an effect on the type of programming offered, notes Linda Rosenfeld, producer/program director of Video 22 in Los Angeles, whose show is on from 2-5 p.m., Monday through Friday. Recognizing that Video 22's slot allows for a heavy pre-teen audience, Rosenfeld says she is "extremely conscious of content."

As for her playlist, Rosenfeld says she doesn't turn down clips for their lyric content unless there's a "four-letter word" or, as in the case of George Thorogood's "I Drink Alone," it deals with drinking. Clips such as Don Henley's "Johnny Can't Read" and Bryan Ferry's "Don't Stop The Dance" don't air due to nudity, though she considers the animated nudity of Power Station's video programmable. Also unplayed are the "sexually explicit" "Everybody's Young" by Sandra Bernhard and "Left In The Dark" by Barbra Streisand. The same is true for "Richard Hung Himself" by the D.I.'s, which Rosenfeld says "depicts criminal acts with no restitution."

Even though Rosenfeld is adept at self-censorship, she says that she

likes to please everyone as a programmer, without catering to the demands of "extremists and alarmists. We generally don't offend people," she adds, "but we do want the kids to see most of what's out there."

Mike Ousley, executive producer of "Tracks 'N Facts," the twice-weekly video show originating in Birmingham, Ala., also says he will not cave in to outside pressure. "The PMRC sent me a letter which I didn't pay a whole lot of attention to," he says. "But then someone called and asked for our weekly playlist, and I told him he'd just have to watch the show."

"He was really down on Prince and Madonna, and said that they had a list of songs that were unfit which they'd asked the record companies not to sell, or radio stations

to play. He said they were looking out for little people who can't look out for themselves. I said it was censorship, that they can't do that. They have no right."

Ousley says his playlist is "hot and contemporary and what I think is happening in this market." He adds that he doesn't program his show with groups like the PMRC in mind, but notes, "I still talk to radio and record people and use that as a basis, as well as my own opinion."

He says that heavy adverse mail from the parents' group or the boycotting of his show by sponsors might cause him to "stop and think," but that as of now there has been "no influence whatsoever" by them on his programming choices. "We must not bow down to these people," he concludes.

X'S 'BURNING HOUSE OF LOVE' CLIP

(Continued from page 35)

with the 16 millimeter camera. The surrealistic action, made up of band rehearsal scenes and tense pairings of lead vocalists John Doe and Exene, are loosely directed by Exene as she plays with doll-figures of the band in a doll house—the playtime activities generating similar real-life events as if by voodoo.

By using different cameras, lenses, focal depths, color tones and angles, Kleinman was able to give the same scene shot by several cameras at once from roughly the same position a fragmented and distorted quality. He was also able in post-production to assemble the shots so that different details were singled out, in either size, color, space or time.

Some scenes might have one band member appearing more than once, like the scene where Exene is seen on the front porch watching for a car in which she sits with Doe. Another has Doe acting out the lyrics by hurling a horseshoe into the air in front of the house, with the

horseshoe appearing in the top frame of the photomontage patchwork, then disappearing until it lands in the bottom square.

"The idea was to see the same action from several different angles, and many bits of time at the same time," says Kleinman, who is up for MTV's "most experimental video" award for his clips for Lindsey Buckingham's "Go Insane" and "Slow Dancing," as well as a "best direction" for Simple Minds' "Don't You (Forget About Me)." "The overall impression should be of atmosphere and a sense of events occurring over a long length of time."

"The video is accessible, but we didn't compromise the band at all," states Elektra's Sloane. "It visually conveys the feeling of rock'n'roll—not slick but interesting to look at."

The "Burning House Of Love" clip was produced by Simon Fields for Limelight Films. JIM BESSMAN

PLAY LIST 21-27 September 1985



MUSIC BOX'S ONE NIGHT STAND
LIVE UB 40 CONCERT ON
SATURDAY, 10.00, 04.00, 10.00

SURE SHOT - 30 PLAYS

SCRITTI POLITTI
"THE PERFECT WAY"

HEAVY ACTION 15-24 PLAYS

- Strawberry Switchblade "Jolene"
- Simply Red "Come To My Aid"
- Erasure "Who Needs Love"
- Dan Hartman "I Can Dream About You"
- Sting "Love Is The Seventh Wave"
- David Bowie & Mick Jagger "Dancing In The Street"
- Princess "Say I'm Your Number One"
- Baltimore "Tarzan Boy"
- Madness "Yesterday's Men"
- Kate Bush "Running Up That Hill"
- The Pogues "Dirty Old Town"
- UB40/Christie Hynde "I Got You Babe"
- Jaki Graham "Heaven Knows"
- Kaja "Shouldn't Do That"
- Blancmange "What's Your Problem"
- Glen & Claudia "When Your Heart Runs Out"
- Go West "Goodbye Girl"
- Thompson Twins "Don't Mess With Dr. Dream"
- Yellow "Desire"
- Propaganda "P Machinery"

The one to watch . . . **J NEW**

RED BOX
"LEAN ON ME"

PROMOTIONAL MUSIC VIDEO

Available on 1 Hour Tape Compilations to colleges, nite clubs, and other public venues throughout America.

We provide:

- Newest Releases
- Quick Service
- Highest Quality
- Low Cost

Call us today to see if you qualify to receive promotional videos on a monthly basis.

Lawrence Enterprises, Inc. Dial (201) 667-7575
#1 way of staying on top of video music

THE DAMNED
Grimly Fiendish
12 inch/MCA
Jump Productions
Johnathan Gershfield

DATA
Stop
Elegant Machinery/Sire
Paul McNally/Mocean Picture Co
Tim Broad

FIRE, INC.
Nowhere Fast
Streets Of Fire Soundtrack/MCA
Universal City Studios
Walter Hill/Doug Dowdle

JIM GLASER
I'll Be Your Fool Tonight
Past The Point Of No Return/MCA
Bayron Binkley
Bayron Binkley

NIGHT RANGER
Four In The Morning
7 Wishes/Camel/MCA
FM Film Group
Mary Guida

PEGASUS
More Than A Friend
Single/Jeanie Young
Steve Heide/Patty Parker

SCRITTI POLITTI
Perfect Way
Cupid & Psyche 85/Warner Bros
Paula Greif
Paula Greif

New Video Clips

This weekly listing of new video clips generally available for programming and/or promotional purposes includes: Artists, title, album (where applicable)/label, producer/production house, director. Please send information to Billboard, New Video Clips, 1515 Broadway, New York, N.Y. 10036.



PROGRAMMING

This report does not include videos in recurrent or oldie rotation.

WEEKS ON PLAYLIST

VIDEOS ADDED THIS WEEK	POWER ROTATION <small>Sneak Preview Videos</small>	HEAVY ROTATION	ACTIVE ROTATION	MEDIUM ROTATION	BREAKOUT ROTATION	LIGHT ROTATION	NEW
KATE BUSH RUNNING UP THAT HILL EMI America	HEART NEVER Capitol	A-HA TAKE ON ME Warner Bros.	ABC BE NEAR ME Mercury	AC/DC SINK THE PINK Atlantic	ARMOURY SHOW CASTLES IN SPAIN EMI America	BLUE NILE STAY A&M	AMAZULU EXCITABLE Mango
THE CURE IN BETWEEN DAYS Elektra	NIGHT RANGER FOUR IN THE MORNING MCA	DAVID BOWIE & MICK JAGGER DANCING IN THE STREETS EMI America	BELOUIS SOME SOME PEOPLE Capitol	ADVENTURES SEND MY HEART Chrysalis	DANSE SOCIETY SAY IT AGAIN Arista	MAX CARL THE CIRCLE MCA	CABARET VOLTAIRE KINO Virgin
RONNIE JAMES DIO ROCK'N'ROLL CHILDREN Warner Bros.	TOM PETTY & THE HEARTBREAKERS REBELS MCA	CHEAP TRICK TONIGHT IT'S YOU Epic	JOHN CAFFERTY & THE BEAVER BROWN BAND C.I.T.Y. Scotti Bros./CBS	ADAM ANT VIVE LE ROCK Epic	FEELABELLIA FEEL IT Qwest	JIMMY CLIFF HOT SHOT Columbia	MEAT LOAF SURF'S UP RCA
EDDIE MURPHY PARTY ALL THE TIME Columbia	STING FORTRESS AROUND YOUR HEART A&M	*DIRE STRAITS MONEY FOR NOTHING Warner Bros.	COCK ROBIN WHEN YOUR HEART IS WEAK Columbia	HELIIX THE KIDS ARE ALL SHAKIN' Capitol	BRYAN FERRY DON'T STOP THE DANCE Warner Bros.	AL CORLEY COLD DRESSES Mercury	REZ BAND CRIMES Sparrow
READY FOR THE WORLD OH SHEILA MCA	TEARS FOR FEARS HEAD OVER HEELS Mercury	*GODLEY & CREME CRY Polydor	EURYTHMICS THERE MUST BE AN ANGEL RCA	MEN AT WORK MARIA Columbia	CHRIS ISAAK GONE RIDING Warner Bros.	GIRLSCHOOL RUNNING WILD Mercury	
GREGG ROULIE YOUNG LOVE Columbia	JOHN WAITE EVERY STEP OF THE WAY EMI America	HALL/OATES/KENDRICK/RUFFIN A NITE AT THE APOLLO RCA	JOHN FOGERTY VANZ KANT DANZ Warner Bros.	MONDO ROCK COME SAID THE BOY Columbia	MATT BIANCO WHOSE SIDE ARE YOU ON Atlantic	PAUL HYDE & THE PAYOLAS IT MUST BE LOVE A&M	
SIMON F I WANT YOU BACK Chrysalis	PAUL YOUNG I'M GONNA TEAR YOUR PLAYHOUSE DOWN Columbia	KATRINA & THE WAVES DO YOU WANT CRYING Capitol	HOOTERS AND WE DANCED Columbia	GARY MYRICK WHEN ANGELS KISS Geffen	PREFAB SPROUT WHEN LOVE BREAKS DOWN Epic	IDLE EYES TOKYO ROSE Atlantic	
STARSHIP WE BUILT THIS CITY RCA		*MADONNA DRESS YOU UP Sire	HOWARD JONES LIFE IN ONE DAY Elektra	ROMANTICS TEST OF TIME Nemperor/CBS	PROPAGANDA DUEL ZTT/Island	IAN MESSENGER LIVING IN THE NIGHT Warner Bros.	
THOMPSON TWINS LAY YOUR HANDS ON ME Arista		MICHAEL McDONALD NO LOOKING BACK Warner Bros.	KING LOVE AND PRIDE Epic	SCRITTI POLITTI PERFECT WAY Warner Bros.	SHEILA E. SISTER FATE Paisley Park/Warner Bros.	NEW REGIME SEDUCTION RCA	
TNT SEVEN SEAS Mercury		JOHN COUGAR MELLENCAMP LONELY OL' NIGHT Riva/Mercury	JULIAN LENNON JESSE Atlantic	SIMPLY RED MONEY'S TOO TIGHT Elektra	SHY BRAVE THE STORM RCA	CARLY SIMON MY NEW BOYFRIEND Epic	
		MOTELS SHAME Warner Bros.	MARILLION KAYLEIGH Capitol	SQUEEZE LAST TIME FOREVER A&M		VITAMIN Z EVERY TIME THAT I SEE YOU Geffen	
		*MOTLEY CRUE 'SMOKIN' IN THE BOYS' ROOM Elektra	NICK MASON/RICK FENN LIE FOR A LIE Columbia	THE TRUTH PLAYGROUND IRS		"WEIRD AL" YANKOVIC ONE MORE MINUTE Rock'n'Roll/CBS	
		OINGO BOINGO WEIRD SCIENCE MCA	MR. MISTER BROKEN WINGS RCA				
		POINTER SISTERS DARE ME RCA	O.M.D. SO IN LOVE A&M				
		*UB40/CHRISSE HYNDE I GOT YOU BABE A&M	OUTFIELD SAY IT ISN'T SO Columbia				
		*WHAM! FREEDOM Columbia	SAGA WHAT DO I KNOW Portrait				
		Y&T SUMMERTIME GIRLS A&M	'TIL TUESDAY LOOKING OVER MY SHOULDER Epic				
			URGENT RUNNING BACK Manhattan				
			X BURNING HOUSE OF LOVE Elektra				

* Denotes Sneak Preview Recurrent. ** MTV Exclusive.
For further information, contact Jeanne Yost, director of music programming,
MTV, 1133 Avenue of the Americas, New York, N.Y. 10036.

LATIN NOTAS

by Enrique Fernandez

SPANISH SINGER Raphael will bring his Silver Anniversary movable feast to New York's Radio City Music Hall on Oct. 26. The year-long celebration of Raphael's 25 years in the entertainment business began in his native Spain some months ago to coincide with the release of his most recent album, "Sigo Siendo Aquel" ("I'm Still The One").

Raphael was part of the new pop movement that emerged in Spain in the '60s—parallel to similar pop booms throughout the international music scene. Traditional Spanish and Spanish-American music gave way to bolder lyrics, modern arrangements, and American and European influences like rock and *ye-ye*.

The balladeer quickly established himself as a major interpreter of the new songs, particularly those of the man who would become the master of Spanish-language pop, **Manuel Alejandro**. Twenty-five years later, Raphael is still one of the most impressive figures singing Latin pop ballads. Though the laid-back baritone of a **Julio Iglesias** or the Sinatra-esque delivery of a **José José** have taken hold in Spanish-language singing, Raphael's unabashedly theatrical interpretations, full of flamenco flourishes and bullfight passes, is what much of the Latin public prefers.

Watching the Spanish veteran in an arena full of his fans is positively electrifying. Though he's certainly not the youngest nor the hunkiest of the Latin pop singers, his mostly female public goes wild with admiration when he belts out his hits. And since he's been having hits for a quarter of a century, a Raphael concert is one long surge of ovations and screams.



Raphael has a good 36 Spanish-language albums under his belt, plus a number of recordings in French, German and Italian. He has received 260 gold records, 16 platinum records and one uranium record. And he has pursued a movie acting career that has included starring roles in 16 films.

Radio City will host Raphael's anniversary show

A leading figure on the roster of Spain's **Hispavox** label, Raphael's records are distributed in the U.S. Latin market and Puerto Rico by **Discos CBS**.

WELCOME NEWS to Latin music aficionados is the release of the paperback edition of **John Storm Roberts'** book "The Latin Tinge," published by Roberts' own Original Music Press. Widely regarded as one of the world's foremost authorities on Latin music, particularly the Spanish-language Afro-Caribbean tradition that encompasses salsa, Roberts decided to re-release his 1979 book himself because he was dissatisfied with previous distribution arrangements.

"The Latin Tinge" traces the history and development of Latin music and its impact on the U.S. Besides a fine discography and bibliography that will be appreciated by serious collectors and musicologists, the book includes a useful glossary.

The book is available directly from Original Music, R.D. 1, Box 190, Lasher Roads, Tivoli, N.Y. 12583.

CLASSICAL KEEPING SCORE

by Is Horowitz



CROSSING OVER: Jazz and classics influence each other in unexpected ways in an album scheduled for release next month by **CBS Masterworks**. It will appear under the division's "Light Classics" imprint, which, along with the company's green label, mixes repertoire and artists in often startling contrast.

Quincy Jones conducts the concerted pieces, with one of the major selections the **Telemann Suite in A Minor** for Flute and Strings. Soloist in the suite is **Hubert Laws**, who also performs along with pianist **Chick Corea** in "New Earth Sonata," written by **Harold Blanchard**, and in a Jones arrangement of "Amazing Grace." And coming in November under the "Light Classics" logo is a package of familiar Bach selections arranged and played by the **Paris Saxophone Quartet**.

Masterworks offers more startling musical mixtures

Meanwhile, one of Masterworks' most successful groups, the **Philharmonia Virtuosi of New York**, conducted by **Richard Kapp**, has again pulled in the **General Foods Corp.** as sponsor for a series of concerts this season in Manhattan's Town Hall. The twist here is a rebate of \$5 in cash to subscribers at each of the five concerts, all heralded in a full-page ad in the New York Times last week. One of Kapp's biggest albums, of course, is his "Greatest Hits of 1720," which had a long chart ride.

FROM THE HEARTLAND: **Don Johnson**, president of Minneapolis-based **Intersound/Pro Arte**, and a group of investors have taken over the interests in the company formerly held by **Charles Smith** and **Larry**

Goldberg, ending a protracted negotiation that lasted the better part of a year.

Pro Arte is now grouping its domestic recordings around the rubric "American Artists Series," to dramatize its current area of concentration and provide a handle for promotion. The program involves solo and chamber music, as well as orchestral works.

It kicked off auspiciously with a live recording of a recital by **Leontyne Price**, the opening event last January at the new Ordway Music Theater in St. Paul. On the solo side, material due from **Peter Serkin** includes a Bach album with the "Goldberg Variations" and the "Italian Concerto," scheduled for next January, at which time he will also be featured in a set of Mozart Sonatas. **Russell Sherman** continues his cycle of the Beethoven Piano Sonatas for **Pro Arte**, and there will be product from the **Phil Arte Quartet**, a group made up of members of the the Philadelphia Orchestra.

On the orchestral side, future recordings with the Atlanta Symphony under **Robert Shaw** include both Brahms Piano Concertos, with Serkin as soloist. **Pro Arte** albums are also due from **Sergiu Comissiona** and the Houston Symphony, as well as the Rochester Philharmonic directed by **Erich Kunzel** and **Joseph Silverstein**. Lighter music, including some Leroy Anderson and "West Side Story" excerpts, will come from Kunzel, and Silverstein will conduct and play the violin part in several Mozart concertos.

ENDURANCE CONTEST: American pianist **Gary Goldschneider** won lots of attention in the Dutch press recently when he performed 18 Mozart piano sonatas in one six-hour marathon in Amsterdam's Vondel Park. An old hand at this sort of thing, he also ran through all 32 Beethoven Sonatas in a 12-hour sitting in that city last year.



©Copyright 1985, Billboard Publications, Inc. No part of this publication may be reproduced, stored in any retrieval system, or transmitted, in any form or by any means, electronic, mechanical, photocopying, recording, or otherwise, without the prior written permission of the publisher.

TOP LATIN ALBUMS

			Compiled from a national sample of retail store and one-stop sales reports.		
			ARTIST	TITLE	LABEL & NUMBER/DISTRIBUTING LABEL
THIS WEEK	2 WKS. AGO	WKS. ON CHART			
1	1	13	JOSE JOSE	REFLEXIONES	ARIOLA 6051
2	5	5	JULIO IGLESIAS	LIBRA	CBS 50336
3	4	13	CARLOS MATA	PORQUE TE QUIERO	SONOTONE 65108
4	18	3	MIAMI SOUND MACHINE	PRIMITIVE LOVE	CBS 10375
5	6	5	SOPHY	AL RITMO DE LA NOCHE	VELVET 6043
6	8	13	ROBERTO CARLOS	ROBERTO CARLOS 85	CBS 12324
7	3	13	EMMANUEL	EMMANUEL	RCA 7337
8	2	13	ROCIO DURCAL	CANTA A JUAN GABRIEL	ARIOLA 6043
9	9	13	RAPHAEL	SIGO SIENDO AQUEL	CBS 80393
10	10	13	MARISELA	SIN EL	CBS 90305
11	20	7	BRAULIO	EN LA CARCEL DE TU PIEL	CBS 10347
12	21	3	VARIOS ARTISTAS	CANTARE, CANTARAS	CBS 10072
13	12	9	LOS IRACUNDOS	TU CON EL	RCA 7350
14	15	13	LUCIA MENDEZ	SOLO UNA MUJER	ARIOLA 6053
15	19	9	VIKKI CARR	SIMPLEMENTE MUJER	CBS 20744
16	14	13	DANNY RIVERA	ASI CANTABA CHEITO GONZALEZ VOL. 2	ARTT 3.141
17	17	13	JUAN GABRIEL	RECUERDOS 2	ARIOLA 6035
18	23	5	LOLITA	PARA VOLVER	CBS 60343
19	22	7	ANGELA CARRASCO	DAMA DEL CARIBE	ARIOLA 6066
20	7	13	BEATRIZ ADRIANA	ARREPENTIDA Y SOLA	PROFONO 90410
21	13	13	ANTONIO CORTEZ	CHIQUITETE ERES MIA	REVIVAL 620
22	25	13	PIMPINELA	CONVICENCIAS	CBS 11323
23	—	1	JOSE FELICIANO	YO SOY TUYO	RCA 87415
24	—	1	JOSE JOSE	20 TRIUNFADORAS	ARIOLA 6063
25	16	13	JOSE FELICIANO	COMO TU QUIERES	RCA 7338
1	1	13	EL GRAN COMBO	INNOVATION	COMBO 2042
2	2	9	JOHNNY VENTURA	EL HOMBRE Y SU MUSICA	COMBO 2044
3	6	13	BOBY VALENTIN	ALGO EXCEPCIONAL	BRONCO 135
4	5	13	ANDY MONTANEZ	ANDY MONTANEZ	TH 2345
5	3	13	WILFRIDO VARGAS	EL JARDINERO	KAREN 87
6	4	13	OSCAR D'LEON	YO SOY	TH 2350
7	7	13	ALEX BUENO Y SU ORQUESTA	LIBERACION	ALEX KAREN 89
8	8	13	LA PATRULLA 15	EL MUCHACHITO	TTH 1900
9	13	13	WILLIE ROSARIO	AFINCANDO	BRONCO 134
10	10	13	HANSEL Y RAUL	HANSEL Y RAUL	TH 2317
11	11	5	TEMPO DOMINICANO	CHULISIMA	PDC 85/PDC 85
12	16	11	FERNANDITO VILLALONA	A LA CARGA	KUBANEY 90002
13	12	3	LAS CANELA	HOT STUFF	RICO RECORDS 904
14	14	13	LUIS "PERICO" ORTIZ	LA VIDA EN BROMA	PERICO 350
15	15	13	LUIS RAMIREZ Y SU ORQUESTA	ALEGRES Y ROMANTICOS	CAYMAN 9011
16	22	13	LA GRAN MANZANA	PODER DE NEW YORK	MANZANA 01
17	9	13	HECTOR LAVOE	REVENTO	FANIA 634
18	—	1	GRUPO NICHE	TRIUNFO	CODISCOS 490
19	25	3	WILLIE COLON	CRIOLLO	RCA 677334
20	—	1	MILLIE Y LOS VECINOS	LOS VECINOS ESTA NOCHE	ALGAR 45
21	20	3	LA SONORA PONCENA	30 ANOS	TH ML 61
22	24	13	RUBEN BLADES	MUCHO MEJOR	FANIA 630
23	—	1	SONORA PONCENA	JUBILEE	INCA 1082
24	—	1	CARLOS MANUEL	CARLOS MANUEL Y SU ORQUESTA	MUNDO 015
25	—	1	LALO RODRIGUEZ	EL NINO, EL HOMBRE, EL SONADOR, EL LOCO	CULTURA 001
1	1	13	LOS BUKIS	ADONDE VAS	PROFONO 90425
2	2	13	LOS TIGRES DEL NORTE	LA JAULA DE ORO	PROFONO 90408
3	4	11	JOAN SEBASTIAN	RUMORES	MUSART 6005
4	5	13	RAMON AYALA	UN RINCONCITO EN EL CIELO	FREDDIE 1312
5	3	13	VIKKI CARR	CON MARIACHI	CBS 20744
6	6	13	LOS YONICS	15 SUPER EXITOS	PROFONO 90412
7	—	1	LOS BONDADOSOS	POR QUE ME HACES SUFRIR	PROFONO 90437
8	—	1	YNDIO Y LOS YONICS	16 SUPERBALADAS	MERCURIO 83104
9	10	9	LUCHA VILLA	INTERPRETA A JUAN GABRIEL	ARIOLA 6065
10	13	3	GRUPO PEGASO	COMO UNA ESTRELLA	REMO 1013
11	8	13	LOS CADETES DE LINARES	DESPEDIDA CON MARIACHI	RAMEX 1113
12	17	3	LOS CAMINANTES	MEJOR QUE NUNCA	ROCIO 1060
13	9	13	VICENTE FERNANDEZ	15 NUEVOS EXITOS	CBS 20704
14	—	1	VARIOS ARTISTAS	16 EXITOS ORIGINALES	CBS 10378
15	12	13	LOS HUMILDES	13 ANIVERSARIO	PROFONO 90428
16	14	3	GERARDO REYES	15 AUTENTICOS EXITOS DE HOY Y SIEMPRE	CBS 20749
17	11	13	LOS CAMINANTES	15 EXITOS	LUNA 1110
18	—	1	LOS DIABLOS	ENDIABLADAMENTE ROMANTICOS	JES 1003
19	7	9	LOS INVASORES DE NUEVO LEON	CORRIDOS	DLV 332
20	16	5	LOS INVASORES DE NUEVO LEON	CARINO	TH 2288
21	—	1	LOS YONICS	YA NO ME DEJES	PROFONO 90412
22	22	5	LOS HURACANES DEL NORTE	LAS PAREDES	GMX 1002
23	15	11	LOS BUKIS	MI FANTASIA	PROFONO 3122
24	—	1	LOS CAMINANTES	LOS CAMINANTES	LUNA 1111
25	25	7	VICTOR ITURBIDE	"EL PIRULI" HOMENAJE A LOS TRIOS	MERCURIO 59140

(CD) Compact Disc available. ● Recording Industry Assn. Of America (RIAA) certification for sales of 500,000 units. ▲ RIAA certification for sales of one million units.

Video Track

NEW YORK

DIRECTOR GILA LEWIS recently called on the talents of **Tears For Fears** to create a 30-second MTV promotional spot for PolyGram Records. Edited at **National Video Center/Recording Studios**, the clip combines segments of the group's clips for "Shout" and "Everybody Wants To Rule The World," album jacket pictures and still photos, creating a fast-paced montage. The various bits and pieces were edited on tape and matched with narration. Other artists for whom Lewis has cut projects at **NVC** include the **Scorpions**, **Bon Jovi** and **Al Corley**.

Patti LaBelle's video for "Stir It Up," the fifth single off the "Beverly Hills Cop" soundtrack, was shot at Manhattan's Midtown Stage by **Split Screen Inc.** Directed by **Doug Nichol**, the work features Off-Broadway performer **Desiree Coleman**. **Tom Dugan** and **Joe Nardelli** produced.

Independent production company **BLTV** has been busy with MTV. The company was recently called in to provide production services for the network's monthly "Liner Notes" and "Basement Tapes" series. The former, which consists of a variety of music, entertainment, news and talk, concentrated on New York's street musicians. **BLTV** followed **Paul Shaefer**, **David Letterman's** sidekick, as he walked through the city talking with the artists. MTV's **Joe Davola** directed, and **BLTV's Bob Lampel** produced. The latter, which is the channel's video competition for new and unsigned bands, was filmed at the West Side's 400 Deli. **VJ Martha Quinn** hosted, with former **J. Geils Band** member **Peter Wolf** co-hosting. **Harvey Gold** produced for **BLTV**.

Congratulations to **Charlex's** production team, who recently copped an Emmy for their NBC-TV "Saturday Night Live" show opening credits. The 70-second video, which won for outstanding graphic design and title sequence, was conceived and executed by **Charlex** for "SNL" executive producer **Dick Ebersol**, producer **Bob Tischler** and film producer **Barbara Lieberman**. The Emmy is the latest in a series of

awards garnered by the production company over the past year.

LOS ANGELES

RCA ARTISTS the **Pointer Sisters** have completed filming the video for "Dare Me," the first single from their new album "Contact." Produced by **Pendulum Productions' Simon Straker** in association with **Planet Video**, the clip was directed by **Michael Chapman** and the artists' record producer, **Richard Perry**. The video, which has a boxing theme, was shot at the famed **Main St. Gym** in Los Angeles, where segments of the movie "Raging Bull" were filmed. Olympic gold medalist **Mark Breland** and actor **Steven Bauer** make cameo appearances.

OTHER CITIES

CHAMPAGNE PICTURES of Toronto has wrapped up production on **Eric Martin's** video for "Information," the new single from his self-titled Capitol album. In the clip, the artist is sitting at a computer terminal and monitor in an abandoned factory that he has been converted into a modern living space. Trying to get his girlfriend back, he writes a sophisticated program that enables him to send a videotape of himself through his system onto her monitor system. As you may have guessed, it works, and the rest is history. The project was directed by **Robert F. Quartly** and produced by **Allan Weinrib**.

The latest label to try its hand at music videos is **Comstock Records** in Shawnee, Kan. **Doug Peter's** "The World Is Round," produced by **Patty Parker**, is the label's first video project. The conceptual clip revolves around the never-ending romantic cycles people experience in life. It was shot at Kansas City's **N.W. Teleproductions** and directed by **Dennis Brennan**.

Edited by **LINDA MOLESKI**

Production companies and post-production facilities are welcome to submit information on current projects. Please send material to Video Track, Billboard, 1515 Broadway, New York, N.Y. 10036.



State of the Art Loading and Duplication

Crest Cassette Corporation
415 North Figueroa Street / Wilmington, CA 90744
(213) 835-9677
The One Stop Source for Professionals

Chicago Industryites Getting Together

Big Manufacturer Turnout Expected for Music Expo

BY **MOIRA McCORMICK**

CHICAGO More than 100 panelists in 40 seminars, 50 pro audio manufacturer exhibitors and 30 showcase acts are slated to participate in the Chicago Music Expo, to be held here Friday through Sunday (20-22) at the Hotel Continental. The event is sponsored by major equipment dealer **Flanner's Pro Audio**.

The three-day expo will feature seminars, panel discussions, workshops and performances, geared toward providing attendees with a grounding in the basics of the music industry.

According to **Paul Kelly**, head of Expo producers **KBA Talent Associates**, located in suburban **Elmhurst**, "We're putting on the Expo because the Chicago area is not making full use of its music resources."

One of the Expo's goals, says **Kelly**, is to look into the possibility of the formation of a **Chicago Music Assn.**, "a trade group functioning as a true power base for the Chicago music industry."

The Chicago Music Expo's seminar/workshop/showcase format resembles that of the now-defunct **Midwest Music Exchange (MMX)**, which was held here in 1982 and 1983. **Kelly** had served as one of the **MMX's** organizers. However, says **Kelly**, the current Expo is a com-

pletely different venture under a different production company. "It's much larger than the **MMX**," he notes, "with more panels, speakers and exhibitors."

IRS Records president **Jay Boberg** is scheduled to appear as the Expo's keynote speaker on Friday (20). Other national and local industry figures set to participate include video director **Ken Walz**, **Capitol Records** a&r director **Stephen Powers**, **Arista** a&r director **John Mrvos** and **WGCI-AM Chicago** program director **Richard Pegue**.

Pro audio industry figures who will be on hand include **Streeterville Studios** vice president **Jim Dolan Jr.**, **Paragon Studios** owner **Mike Rasfield**, **Paragon Studios** president **Marty Feldman**, **Remington Road Studios** vice president **Mike Freeman**, **Chicago Recording Co. (CRC)** Studios operations manager **Hank Neuberger** and **Sound Summit Studios** owner **Phil Bonnano**. Pro equip-

ment manufacturers exhibiting on the expo floor, in addition to sponsor **Flanner's Pro Audio**, include **Lexicon**, **Ramsa**, **Sony Klipsch**, **AKG**, **Eventide**, **Gauss**, **DeltaLab**, **Otari**, **Audio Resources**, **Electro-Voice**, **Amek**, **Crown**, **Neotek** and **Adams-Smith**.

Trade associations and organizations slated to participate include the **Chicago Music Coalition**, **Loyola Radio Conference**, **National Academy of Recording Arts & Sciences (NARAS)**, **National Assn. of Campus Activities (NACA)** and the city of Chicago's cultural department.

More 30 regional performers will be showcased on Friday and Saturday, with a gospel showcase set for Sunday. All performances are being co-produced by the **Chicago Music Coalition** and **KBA Talent Associates**.

Full registration for the **Chicago Music Expo** is \$65, with partial fees set at \$10 and \$20.

Audio Track

NEW YORK

PRODUCER ARCELIO GARCIA has been in at Brooklyn's **Systems Two** working on tracks for the upcoming **Malo** album. Engineering is **Joe Marciano**, assisted by **Joe Raguseo**. Also there, vocalist **Jonathan Koren** recently completed his upcoming release on **Holyland Records** with producer **Josh Mendelowitz**. **Michael Marciano** engineered.

At **Greene Street Recording**, **John Robie** is producing a single for **Warner Bros.** act **New Order** with **Dave Harrington** engineering. Also there, **Epic** artist **Lovebug Starski** has been working on his album with producers **Rod Hui**, **Kurtis Blow** and **DST**. **Hui** is engineering, assisted by **Dave Stillman**.

Polydor artist **Ralph MacDonald** has been in at Brooklyn's **Rawlston Recording** working on a digital mix for his upcoming album. **Kendell Brown** is at the controls, assisted by **Cirland Noel**. Also there, **MacDonald** and guitarist **Eric Gale** have been producing **Calypso For Africa**, a fund-raising project for African hunger relief. Artists involved include **Sparrow**, **Swallow**, **Explainer**, **Designer** and others. **Kendell Borwn** is engineering, assisted by **Randy Papps** and **George Mayers Jr.** Finally, **George Benson** has been in collaborating with the Pittsburgh-based group **Colossal**. The group is cutting tracks for their debut album with producer **Ira Van Harris**. **Tommy Weber** and **Franklyn Grant** are at the board, with **Noel** assisting.

Daoud Ivan Spencer has been working at **INS Studios** producing tracks for **Avant Noirs Productions** artist **Brando**. Co-producers are **Chris Galfas** and **Robbie Watson**. **Watson** is also engineering.

Producer/musician **Rudy Stevenson** has been in at **Quadrasonic** completing his self-produced debut

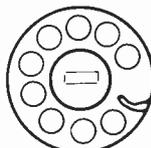
solo album, "It's About Time." **Lou Gonzalez** is engineering, assisted by **Brian McIver**.

LOS ANGELES

At **LION SHARE RECORDING**, **Michael Omartian** has been in Studio B producing tracks for **Jermaine Jackson's** upcoming **Arista** album. Engineering is **Terry Christian**, assisted by **Laura Livingston**. **Barbra Streisand** has been in Studio A, tracking and doing vocal overdubs with various producers and engineers for **Columbia**. Also overdubbing in Studio A is **DeBarge**, with **Eldra DeBarge** producing. Engineering for the **Motown** act is **Don Gooch**, with **Larry Fer-**
(Continued on page 40)

TOUCH That DIAL!

Get fast results with **ACTION-MART**, the **Billboard** Classified.



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

COPIES OF WEEKLY CHARTS

are available from **Billboard's Chart Research Department**. **Pop Singles** 1941 through 1984. **Top LPs** 1949 through 1984. **\$3.50 per chart**. Call or write:

Billboard Chart Research
1515 Broadway
New York, NY 10036
(212) 764-4556



Audio/Video Recording Tape & Accessories

Name Brand Products from:

MAXELL	NORTRONICS
SONY	ALLSOP
SCOTCH	SAVOY
BASF	SHURE
TDK	STANTON

AUDIO-TECHNICA & OTHERS

CALL OR WRITE FOR CATALOG

WYCO Sales

P.O. Box 887 Cary, N.C. 27511
919/467-8113



THE EVOLUTION OF SUCCESS

To stay number one, you've got to make the best even better. Which is why for ten years Ampex has continued advancing the performance of mastering tape. Through a decade of increased performance and reliability, Grand Master® 456 remains the tape behind the sound of success. Which is why more top albums are recorded on Ampex tape than any other tape in the world. For Grand Master 456, the beat goes on.

AMPEX

Ampex Corporation, Magnetic Tape Division, 401 Broadway, Redwood City, CA 94063 415/367-3809 Ampex Corporation • One of The Signal Companies

AND THE BEAT GOES ON



If you're reaching for Gold
or Platinum, first reach
for **AGFA PEM 469**

Because there's never been a mastering tape like it. Agfa PEM 469 captures your sound perfectly in its complete dynamic range. It's everything you've always wanted. Reach...and you'll succeed...with Agfa PEM 469. The only thing standard is the bias.

**AGFA
AUDIO**

AGFA-GEVAERT  275 NORTH STREET, TETERBORO, N.J. 07608 (201) 288-4100

AUDIO TRACK

(Continued from page 38)

gusson assisting. Finally, Barry Manilow was also in Studio A with producer George Duke and engineer Tommy Vicari, assisted by Khaliq Glover.

Ex-Sex Pistol Steve Jones was in at Eldorado Recording Studios working on a project with Clem Burke and Nigel Harrison for Gold Mountain Records. Bob Rose assisted with the production, engineered by Steve Klein, with Carmen Rizzo assisting. Wayne Henderson was also in, producing Sherri Payne for Great Walrus Ltd. Dennis Parker was at the board.

NASHVILLE

AT MUSIC MILL, Lorrie Morgan has been doing vocal overdubs, with Jim Cotton and Joe Scaife engineering. Also, Dobie Gray has been tracking for his upcoming Capitol release, again with Scaife and Cotton at the console. And Glen Campbell has been finishing up his upcoming album. Harold Shedd is producing all of the above sessions. Also there, producer Jerry Crutchfield has been cutting tracks on Tanya Tucker for her upcoming Capitol album. Engineering are Jim Cotton and George Clinton.

OTHER CITIES

AT DIGITAL BY DICKINSON, the all-digital facility in Bloomfield, N.J., producer Paul Laurence is working with artist Melissa Morgan. Steve Goldman is at the controls, assisted by Joe Marno.

Harmsway Records' Scott Taylor is working on his debut release for that label at Startech Studios in Washington.

Digital Services of Houston recently wrapped up a project with Robin Gibb at Middle Ear, the Bee Gees' studio in Miami. Co-produced by Maurice Gibb and Tom Dowd, the tracks were digitally mastered at Criteria in Miami.

At Syncro Sound Studios in Boston, the Cars' Ben Orr has completed pre-production work for his upcoming solo project for Elektra, with Thom Moore at the board. Also there, Peter Wolf was in overdubbing and mixing demo material with engineer Gary Wright.

All material for the Audio Track column should be sent to Steven Dupler, Billboard, 1515 Broadway, New York, N.Y. 10036.

A SINGER'S DREAM!



REMOVES VOCALS FROM RECORDS!
Now You can sing with the world's best bands! The Thompson Vocal Eliminator can remove most or virtually all of a lead vocal from a standard stereo record and leave the background!

Write or call for a free brochure and demo record.

LT Sound, Dept. B, P.O. Box 338,
Stone Mountain, GA 30086 (404) 493-1258
For 24 hour Phone Demo call (404) 493-6879
For a Free Brochure and Demo Record call: (404)-493-1258



TV Break. Dick Clark, center, welcomes members of Columbia group Cock Robin to "American Bandstand." Clark is surrounded by, from left, Peter Kingsbery, drummer Lou Molino III, Anna LaCazio and guitarist Clive Wright.

Arrington Finds a New 'Key' From Funk to 'Message Music'

BY ROB HOERBURGER

NEW YORK Before the first coming of Amy Grant, Steve Arrington had also discovered that there was no sin in making religious music with a beat. And like Grant, he's found an audience for it: "Dancing In The Key Of Life," the title song from Arrington's third solo album, recently carried him to the Hot 100 for the first time.

"People are realizing God didn't say you couldn't play music that had a groove," Arrington says. "Choirs and organs are fine, but so are the string bass, snare drum and progressive chords."

"Dancing In The Key Of Life" is Arrington's first album of what he calls "message music." Prior to that he had led the funk group Slave through four Atlantic albums, and was in the middle of his second, "Positive Power," with Steve Arrington's Hall Of Fame, when his conversion occurred. He says he wasn't afraid that Atlantic might balk at this seemingly uncommercial change of style.

"Albums in this direction don't usually make it," Arrington acknowledges. "There was some feeling that we were taking a chance. But I was just so dogmatic about it. With USA For Africa and Band Aid, I think the time has come again for message music."

In addition to the new approach in his lyrics, Arrington's music branched out on "Dancing In The Key Of Life" to incorporate Latin, jazz and pop elements, as opposed to the uniform funk he created with Slave and the Hall Of Fame. "I didn't want to be just another funk act," he

says. "Or rather, I didn't want to be the kind of funk act I was."

Arrington also brought in outside producers for the first time, using the Los Angeles-based team of Keg Johnson and Wilmer Raglin. "I was so close to the material that I needed some outside ears," he explains. "Keg had worked with my wife, India [who co-wrote Deniece Williams' 'I've Got The Next Dance'], and we thought he felt the same way about the music and message we were looking for."

The past year, in fact, has been one of wholesale change for Arrington. He signed with a new manager, Don Sorkin, who brought him over to Europe for the first time. "Dancing In The Key Of Life" subsequently reached the top 20 in Britain and several countries on the Continent.

Arrington is wary, however, of a huge pop crossover hit, one that might cause listeners to burn out. "Longevity is an elusive factor in this business," he says. "I don't want to have a big hit, then suddenly find it's over and not be able to talk about what's important."

"If a recording artist starts to just crank it out after a while, people will catch on eventually. Especially in the black community. At \$20 or \$30 a ticket, there's a strong feeling of 'Don't play with me.'"

Charity Record Targets Homeless

LOS ANGELES Joyce Kennedy, Jeffrey Osborne and Rose Royce are among the artists expected to appear on the recording of "Street People, Homeless People." The record is designed to raise money for the Home For The Homeless project, a non-profit, tax-exempt organization dedicated to helping the hungry and homeless in the U.S.

Ted Hayes, president of the organization, says he's hoping for a September release on the record, and adds that he's talking to A&M and RCA, among other labels. The foundation is being represented by attorney Dan Stormer of the locally based law firm Litin & Stormer.

Ex-Temptations Planning New Album RUFFIN, KENDRICK RETURN TO SPOTLIGHT

BY PAUL GREIN

LOS ANGELES Former Temptations David Ruffin and Eddie Kendrick are featured on a fast-climbing chart single and album, were spotlighted on the recent Live Aid concert telecast, and have just signed a record deal with Tommy Mottola's Empire Records, a CBS Associated label.

And they owe all this to a phone call from Daryl Hall & John Oates, which they almost didn't get. "They called my home," says Kendrick. "My mother didn't know who they were, so she never gave me the number. She thought somebody was just calling me. I guess they decided they wouldn't get any action there, so they called our booking agency, TCI [Talent Consultant International]."

Ruffin and Kendrick haven't looked back since—nor have they had time to. "It started out at the United Negro College Fund benefit at the Apollo [with Hall & Oates]," says Kendrick, "and things worked out so well that they took us on over to Live Aid, and then on to the record contract."

The record deal came about because Ruffin seized the opportunity to approach Mottola about some songs he'd been woodshedding. "The three or four days we were

there at the Apollo doing the show," he says, "I was talking to Tommy and said, 'I've got some tunes; we're trying to shop for a deal.' He said, 'We're starting a new record company right now.' Little by little, it just came to this."

Ruffin and Kendrick plan to start production on their Empire debut album next month, and hope that Hall and Oates will participate, either by co-producing with them or by contributing backup vocals.

The album will be the duo's first for a major label since the Temptations' "Reunion" album on Motown in 1982, which yielded the black radio hit "Standing On The Top," produced by (and featuring) labelmate Rick James.

The two subsequently released a seven- and 12-inch single, "Surprise Attack," on Cornerstone Records, and contributed vocals to two other projects, both pending release: "Addiction" with producer Arthur Baker and "Sun City," the all-star anti-apartheid record put together by Baker and Steven Van Zandt (Billboard, Sept. 14).

With their return to the airwaves via the Hall & Oates collaboration "A Nite At The Apollo," Ruffin and Kendrick are also stepping up their touring schedule. They have played or are planning dates in Washington, Chicago, Toronto, New York

and Boston.

Kendrick says the current show is basically the same that they did on the 1982 Temptations reunion tour. "The only difference is that we don't do the same steps that they did," he says. "We've got a five-man group on the show with us, and they do all the other stuff."

Ruffin and Kendrick haven't signed with Mottola's Champion Entertainment Organization for management. Ruffin says he's basically managed himself since he left the Temptations in 1968; he's currently working with Bruce Tucker. Kendrick has had four managers since he left the Temps in 1971. For the past 10 years, he's been co-managed by his brother, Robert Kendrick, and Billy Banister.

Ruffin says that he and Kendrick had always intended to work together. "Eddie and I were never out of touch," he says. "We've been working together off and on; in fact, we worked together at the Premier Theatre in Detroit last New Year's Eve. This is something we always wanted to do."

Both pop veterans are understandably pleased about their new lease on chart life. "All this is making a big difference," says Kendrick. "This will put us back in the ballgame where we used to be: major leagues."

From Local Clubs to Major Label

L.A.'s Untouchables Do It Themselves

BY ETHLIE ANN VARE

LOS ANGELES The career progress of the Untouchables, an L.A.-based band whose first full-length album, "Wild Child," has just been released on Stiff/MCA, is a lesson in do-it-yourself marketing and promotion.

The six-man, bi-racial rock-ska-soul group formed in 1981, playing small clubs and gathering a local core following. In 1984, they raised \$15,000 from private investors (all of whom have since been paid back with interest) and released an EP on the Twist label, distributed by Enigma. The song "What's Gone Wrong" and a \$7,000 video of "Free Yourself" began to pick up airplay; in fact, "Free Yourself" won Bill-

board's 1984 award for best independent video. The EP sold a reported 40,000 units. And then the upward mobility hit a bump.

"The record was selling, and we kept getting great reviews," recalls band manager Dave Lumien. "And nobody over there in the corporate offices seemed real interested." Lumien, along with Twist founder Philip Cramer, retained Image Marketing for the album and Vis-Ability to work the video independently.

Lumien himself acted as booking agent, keeping the band on the road, opening for artists like UB40, the Psychedelic Furs and Frankie Goes To Hollywood. But the indie route seemed to have gone as far as it could go, when Lumien got a call from former Island Records presi-

dent David Robinson, now head of Stiff U.K.

"He had seen the video of 'Free Yourself' over in England," recalls Lumien, "and said, 'I want to sign this band.' And then I got a call from [MCA Records president] Irving Azoff. All of a sudden, we had half a dozen offers coming out of the woodwork."

MCA licenses Stiff product in the U.S., and Lumien predicts that the combination of the fast-moving, independent-oriented British market and the more corporate-structured American one will work for a strong cross-marketing campaign. The band recorded their album (this time with a \$100,000 budget) in Ireland, and went to Germany to tape

(Continued on page 43)

MEL TORMÉ
SEPT. 19 - OCT. 5

PARK TEN
RESTAURANT • SUPPER CLUB

10 PARK AVENUE • (34th ST.) • N.Y.C.

Call (212) 839-1311
tickets will be mailed

19,200 SEATS



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

PUBLICITY PRINTS

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

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

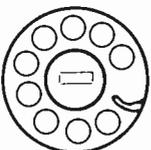
Full Color & B/W Posters
Composites - Cards - Other Sizes

Send For Catalog & Samples

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

TOUCH That DIAL!

Get fast results with **ACTION-MART**, the Billboard Classified.



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

Talent in Action

CULTURE CLUB

Universal Amphitheatre,
Los Angeles
Tickets: \$17.50, \$15

IT ISN'T EASY to go from front-page news to creator of a clunker album, and then jump back up in front of the crowd with neither egotism nor bitterness, winning them over once again. That's just what one-time fashion plate Boy George did at the second of two sold-out shows here on Aug. 21, and he did it with grace in the face of poor odds.

For one thing, Boy George appeared to be suffering from a bad cold or mild flu on the night of the show; he was noticeably hoarse during his stage patter, and his manner was animated but hardly ebullient. His pipes were working at perhaps 60% efficiency for the first 20 minutes of the 105-minute set, and climbed to 80% or so by the end. But even at half power, that voice is an awesome weapon.

When you're not riding your celebrity, you have to fall back on your material. And Culture Club's material, stacked back to back, hit to hit, adds up to quite a presentation. Boy George knows that well, and wisely held back on the star trip to belt out the tunes. His dress was reasonably wild (flowing robes and trousers sewn out of a Union Jack), and he did wear makeup and a sparrow's nest on top of his new short haircut. But he forced the audience to look past that, and listen.

Of course, tight backing from bassist Mikey Craig, guitarist Roy Hay and drummer Jon Moss make it work (even if some of Moss' military rolls did seem to come out of a DX-7, not a snare). Guest keyboardist Phil Pickett and, especially, the incredible gospel-tinged backing vocals of Jocelyn Brown and Wendell Morrison filled out the sound to fashion one show-stopper after another: Jackie Wilson's "Higher and Higher," "Karma Chameleon," "Do You Really Want To Hurt Me?" and "Miss Me Blind" followed one upon the next, bringing a cheering crowd to its feet. The finale of "That's The Way (I'm Only Trying to Help You)," with stunning three-part harmony, was a literal tear-jerker.

George was endearing and self-effacing, referring to himself as "just some poor son of a bitch on the rebound" in his band into, and joked around in a new song called "Playing With My Sexuality." His second new tune, "Heaven's Children," boasted a strong rock sensibility, and was well received on first listen. George vamped with vocalist Brown, and bumped and ground his way through a couple of numbers with a we-know-I'm-kidding smile on his face. He was unfailingly generous with the spotlight—which also gave him a few needed Chloraseptic breaks.

It was a tightrope walk that came off with nary a hitch, and bodes well for the longevity of this super-nova act. You can launch a career on a hair style and makeup, but you need something underneath them to sustain it.

ETHILIE ANN VARE

CHUCK MANGIONE

Humphrey's, San Diego
Tickets: \$15

MOVE OVER, SOMINEX. Out of the way, Nytol. If through some

wonder of modern technology a pioneering pharmaceutical firm ever discovers a way to put Chuck Mangione and his soporific pop-jazz into pill form, you could be in big trouble.

The 44-year-old flugelhornist may be one of the very first jazz artists to successfully cross over into the pop market, but Mangione's Aug. 20 concert, the first of a four-show, two-night stand at Humphrey's, was marked by both uninspired blandness and sleep-inducing predictability.

For one thing, Mangione's acknowledged prowess on the flugelhorn was conspicuous solely by its absence. The sweet, smooth and often piercing Mangione solos that marked such standards as "Bellavia" and "Feels So Good" were nonexistent. Instead, they were played—alternately on saxophone and flute—by sideman Chris Vadala of Mangione's six-piece backup group, while Mangione seemed content to assume sideman status himself by tinkering away on the electric piano.

And on the rare occasions—mostly at the start and finish of his 10-song set—that Mangione did, in fact, take it upon himself to play his chosen instrument, his solos were as brief as they were uninspiring. There was no spirit of adventure, no moments of spine-tingling spontaneity or improvisation. Mangione played his flugelhorn as though he had been programmed by some unseen force to merely replicate the sounds he had previously laid down on record, instead of using the instrument as a vehicle for experimentation, as he had done in his early years.

Mangione's set was further bogged down by an unnerving sense of sameness. His first flirt with pop stardom came exactly 10 years ago with the "Bellavia" album, but even hardcore Mangione fans must find it difficult to discern even a modicum of change or artistic growth in the ensuing decade.

Mangione's basic sound has remained unchanged from the Hollywood Strings approach to jazz he first took in the mid-'70s, after a decade of admirable—but certainly not profitable—progressiveness. That pop approach may have helped him find initial acceptance with a more mainstream audience, but as time has progressed, that audience has grown a lot more sophisticated. And by refusing to get off of his treadmill, Mangione, once regarded as playing ahead of his time, may soon wake up one morning and find that his audience has at last outgrown him.

THOMAS K. ARNOLD

FOLLIES

Avery Fisher Hall, New York
Tickets: \$50

TOM SHEPARD has held fast to his belief that Stephen Sondheim's score for "Follies" never got its proper due on Capitol's single-disk original cast album. Shepard, head of RCA Red Seal and producer of countless cast albums, was right. With charity as a catalyst, he proved his point via a self-produced concertized version of the 1971 musical here, Sept. 7 and 8.

With digital and video recorders on hand for an eventual album and
(Continued on page 43)



BOXSCORE TOP CONCERT GROSSES

ARTIST(S)	Venue	Date(s)	Gross Ticket Price(s)	Attendance Capacity	Promoter
BRUCE SPRINGSTEEN & THE E STREET BAND	Pontiac (Mich.) Silverdome	Sept. 4	\$1,222,270 \$17.50	69,844 sellout	Belkin Prods.
SCORPIONS AEROSMITH AUTOGRAPH VICTORY	Compton Terrace Phoenix	Sept. 2	\$569,886 \$17.50/\$15.50	35,868 sellout	Feyline Presents
SCORPIONS RATT VICTORY	Tacoma (Wash.) Dome	Aug. 29	\$479,944 \$16	30,000 sellout	John Bauer Concerts
GRATEFUL DEAD	Red Rocks Amphitheatre Denver	Sept. 5-7	\$444,686 \$17.50/\$16.50	26,938 three sellouts	Feyline Presents
KENNY ROGERS DOLLY PARTON MAC DAVIS SAWYER BROWN	Meadowlands Arena East Rutherford, N.J.	Aug. 30	\$320,506 \$18.50/\$17.50/ \$15.50	19,292 21,360	North American Tours Inc./ Monarch Entertainment Bureau
BARRY MANILOW	Concord (Calif.) Pavilion	Sept. 4-6	\$290,337 \$22.50/\$12.50	16,523 23,400 one sellout	In-House
KENNY ROGERS DOLLY PARTON MAC DAVIS SAWYER BROWN	Nassau Veterans Memorial Coliseum Uniondale, N.Y.	Aug. 29	\$286,709 \$17.50/\$15.50	16,826 18,464	North American Tours Inc.
ALABAMA GARY MORRIS	Minnesota State Fair St. Paul	Aug. 30-31	\$257,637 \$9/\$4.50	37,906 41,744 one sellout	In-House
DIRE STRAITS	Red Rocks Amphitheatre Denver	Sept. 3-4	\$243,333 \$14.30/\$13.20	17,832 two sellouts	Feyline Presents
KENNY ROGERS MAC DAVIS SAWYER BROWN	Pittsburgh Civic Arena	Aug. 27	\$240,535 \$17.50/\$15.50	14,302 17,569	North American Tours Inc.
BRYAN ADAMS COCK ROBIN	Orange County Fairgrounds Middletown, N.Y.	Aug. 27	\$222,960 \$16/\$14	16,017 sellout	Glenn Donnelly
BRYAN ADAMS COCK ROBIN	New York State Fair Syracuse	Aug. 26	\$205,218 \$14/\$12	16,129 sellout	In-House
AC/DC YNGWIE MALMSTEEN	The Spectrum Philadelphia	Sept. 7	\$192,315 \$13.50/\$11.50	14,481 sellout	Electric Factory Concerts
JEFFREY OSBORNE WHITNEY HOUSTON	Greek Theatre Los Angeles	Aug. 30-31	\$188,745 \$17.50/\$16/\$10	12,374 two sellouts	Nederlander Organization
OAK RIDGE BOYS	Busch Gardens Williamsburg, Va.	Aug. 30	\$187,200 \$18	10,400 two sellouts	In-House
MOTLEY CRUE LOUDNESS	The Forum Inglewood, Calif.	Aug. 24	\$186,989 \$15.50/\$13.50	13,489 sellout	Avalon Attractions
WILLIE NELSON & FAMILY WAYLON JENNINGS JESSI COLTER	Minnesota State Fair St. Paul	Aug. 22-23	\$186,362 \$9/\$4.50	24,796 41,744	In-House
GEORGE THOROGOOD & THE DELAWARE DESTROYERS SOUTHSIDE JOHNNY & THE JUKES	Meadowlands Arena East Rutherford, N.J.	Sept. 5	\$177,696 \$14.50/\$13.50	13,431 14,953	Monarch Entertainment Bureau/ John Scher Presents/ St. Pauli Girl Concert Series
LIZA MINNELLI	The Centrum Worcester, Mass.	Sept. 2	\$171,290 \$22.50/\$17.50	7,879 9,200	Frank J. Russo
MOTLEY CRUE LOUDNESS	Cal Expo Amphitheatre Sacramento	Aug. 23	\$165,390 \$15	11,026 sellout	Bill Graham Presents
ALABAMA GEORGE STRAIT	Rushmore Plaza Civic Center Rapid City, S.D.	Sept. 7	\$157,500 \$15	10,500 sellout	Fowler Promotions
POWER STATION O.M.D.	Meadowlands Arena East Rutherford, N.J.	Aug. 28	\$149,201 \$15.50/\$13.50	11,026 14,953	Monarch Entertainment Bureau/ John Scher Presents/ St. Pauli Girl Concert Series
BARRY MANILOW	Sun Dome Tampa, Fla.	Aug. 29	\$139,530 \$17.50/\$15	8,652 sellout	American Concerts Inc./ Magic Prods.
MOTLEY CRUE LOUDNESS	San Diego Sports Arena	Aug. 25	\$130,739 \$14.50/\$12.50	9,500 sellout	Avalon Attractions
REO SPEEDWAGON CHEAP TRICK	Red Rocks Amphitheatre Denver	Sept. 2	\$125,646 \$14.85/\$13.75	8,841 sellout	Feyline Presents
NEIL YOUNG NICOLETTE LARSON	Minnesota State Fair St. Paul	Sept. 1	\$121,298 \$14/\$8	20,632 20,872	In-House
GRATEFUL DEAD	Starlight Theater Kansas City, Mo.	Sept. 3	\$120,169 \$14.50/\$12.50	8,590 sellout	Contemporary Prods./ Monarch Entertainment Bureau/ New West Presentations
STING	Muni Opera St. Louis	Sept. 1	\$119,349 \$16.50/\$14.50/\$10.50	7,812 8,500	Contemporary Prods.
RICK SPRINGFIELD TIL TUESDAY	Orange County Fairgrounds Middletown, N.Y.	Sept. 1	\$117,352 \$15/\$13	8,724 10,000	Glenn Donnelly
CROSBY, STILLS & NASH THE BAND	New York State Fair Syracuse	Aug. 27	\$116,458 \$12/\$10	10,785 16,000	In-House
TEARS FOR FEARS ADVENTURES	Red Rocks Amphitheatre Denver	Sept. 8	\$115,747 \$13.75/\$12.65	8,892 sellout	Feyline Presents
JEFFREY OSBORNE WHITNEY HOUSTON	Concord (Calif.) Pavilion	Aug. 29	\$114,756 \$16.50/\$13.50	7,816 sellout	In-House
KINKS COCK ROBIN	Irvine Meadows Amphitheatre Laguna Hills, Calif.	Aug. 24	\$113,862 \$16.50/\$11.50	8,316 15,000	Avalon Attractions
RATT BON JOVI Y&T	Nashville Municipal Auditorium	Aug. 22	\$110,673 \$13.50	8,280 9,900	Sound Seventy Prods.
MOTLEY CRUE LOUDNESS	Omaha Civic Auditorium	Sept. 8	\$110,457 \$13.50	8,292 10,000	Schon Prods.
KENNY ROGERS SAWYER BROWN	Augusta (Me.) Civic Center	Aug. 25	\$107,976 \$16.50	6,544 7,624	North American Tours Inc.
NEIL YOUNG NICOLETTE LARSON	Meadowbrook Music Festival Rochester, N.Y.	Sept. 5	\$106,787 \$17.50/\$13.50	7,306 sellout	Brass Ring Prods.
POINTER SISTERS	Tingley Coliseum Albuquerque	Sept. 7	\$105,142 \$14/\$12	8,615 8,700	In-House
STATLER BROTHERS HELEN CORNELIUS	Indiana State Fair Indianapolis	Aug. 25	\$102,534 \$11/\$9	9,430 22,950 two shows	In-House
OAK RIDGE BOYS EXILE	Minnesota State Fair St. Paul	Aug. 25	\$102,366 \$9/\$4.50	13,829 20,872	In-House

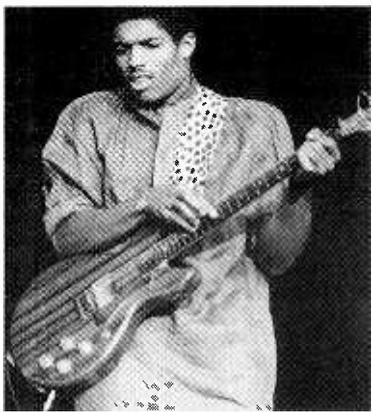
Copyrighted and compiled by Amusement Business, a Billboard Publications, Inc. publication. Boxscores are compiled every Tuesday and should be submitted to Louise Zepp in Nashville at (615) 748-8129; Ancil Davis in New York at (212) 764-7314; Linda Deckard in Los Angeles at (213) 859-5338; or Melinda Newman in Chicago at (312) 236-2085.

UNTOUCHABLES

(Continued from page 41)

the video of "I Spy For The FBI." "Europe is quicker and more efficient," says Clyde Grimes, the Untouchables' lead guitarist. "But it's a lot bigger over here." "You can be on a small label in England and have a top 10 record," adds Lumien. "Over here, you have to have the full muscle of a major for that." Entering the musical mainstream, the Untouchables find their sound shifting further away from the "two-tone revival" tag that launched them. "That just came naturally," says Grimes. "We didn't decide, 'Hey, we've got to get away from ska.' It's just that new band members came in, and new songs would come out, and they would sound a little different." The Motown-ish "Piece Of Your Love" is planned as the first single from "Wild Child." The second single will be a re-recording of the underground hit "What's Gone Wrong," done in a style that's more pop and less reggae.

Although some 20 American stations have gone on the record, the Untouchables still want to work through the grass roots of continual touring to build their base. "I think we did over 100 dates in the last six months," says Grimes. "I know we've only had three weeks off this year." The Untouchables open for UB40 throughout September, and return to England in October for a tour lasting three to seven months. "Anywhere from January to March," says Grimes, "we'll record another album. I think that, for the next two years, we're going to keep working hard and playing everywhere."



Stanley Plays. Stanley Jordan plays guitar during a recent show at New York's Pier 84. (Photo: Chuck Pulin)

Quincy, Dolby Team For New Movie Score

LOS ANGELES Quincy Jones will serve as music supervisor for the upcoming drama "Fever Pitch," which is being scored by Thomas Dolby. Dolby will write and perform the music for the film, which stars Ryan O'Neal, at his London studio. Cinemascore will be credited for design of the film's music. Executive music producer for Cinemascore is Tom Bahler.

TALENT IN ACTION

(Continued from page 42)

cable tv/PBS broadcast, this unique, star-studded presentation will not only restore the complete Sondheim songs for the record; it will also stand as a monument to proper casting, even with its designs to achieve name power. That includes the New York Philharmonic Orchestra, which played the Jonathan Tunick orchestrations as if it were the best theatre pit orchestra (albeit in expanded form) around. All of the performers in this two-night stand would have easily

passed muster in a stage revival—which could well be stimulated by this sold-out concert and/or the eventual two-volume recording. Special praise is due Mandy Patinkin for his antics in the sardonic "The Right Girl" and "Buddy's Blues," Barbara Cook for "In Buddy's Eyes" and Lee Remick for "Would I Leave You." George Hearn, Carol Burnett, Elaine Stritch, Betty Comden, Adolph Green and Phyllis Newman also brought actors' sensibilities to their

performances. "Follies," which suggests that the past is best served by a poor memory, produced one song that got some attention, "Losing My Mind." That may be par for the course in this slow time for musicals, but it's no reflection on the score: It's Sondheim at his brilliant best. And, thanks to Tom Shepard and RCA Records, it'll be all there for all to hear. IRV LICHMAN

VIVA MÉXICO!

**A BILLBOARD
COMMEMORATIVE ISSUE**

NEW & EXPANDED
ISSUE DATE
NOVEMBER 30

ADVERTISING
DEADLINE
NOVEMBER 1



BE IN GOOD COMPANY WITH OUR GOOD NEIGHBOR!

JOIN BILLBOARD'S CELEBRATION OF
MEXICO'S 175th ANNIVERSARY OF INDEPENDENCE
AND 75th ANNIVERSARY OF ITS REVOLUTION.

For advertising details contact:
In Los Angeles: Marv Fisher (213) 273-7040
or contact any Billboard Sales Office worldwide.

Billboard

The International Newsweekly
of Music & Home Entertainment

re: ACTION!

That's what you'll get
when you advertise in
ACTIONMART



the Billboard Classified.
Call toll free (800) 223-
7524, NY residents dial
(212) 764-7388.

A&R EXECS COURT YOUNG LISTENERS

Major Labels 'Rewriting the Book' With Pop Thrust

BY ANDREW ROBLIN

NASHVILLE Nashville needs to come up with more exciting music to regain the interest of 20- to 30-year-old consumers, executives at the major labels agree. But, they add, country radio needs to open its playlists to reach those young consumers.

In their search for that audience, labels here are adding a&r executives with pop backgrounds and are, in some cases, experimenting with acts outside the limits of country music.

"We're at a crossroads now," says RCA vice president Joe Galante. "We're rebuilding—but it's not going to be to restore the old. We have to rewrite the book."

Part of that rewriting, Galante says, includes dispensing with the word "country." "It's a convenient

term for marketing, but it limits what we can do. We're not seeing a country music audience anymore. It's a general music audience now—the same audience that goes after Bruce Springsteen, John Fogerty and Lone Justice."

Mary Martin, who has managed Van Morrison, Leonard Cohen, Rodney Crowell and others, is the new face in RCA's Nashville a&r department. She won't identify specific acts she wants to add to the label's roster, except to say she "likes the idea of Lone Justice."

Country radio, however, doesn't share the labels' enthusiasm for acts like Lone Justice. Only a handful of stations in small markets added the group's country single, "Don't Toss Us Away" (Billboard, Aug. 17).

"I really don't understand all of

country radio's criteria," says CBS vice president of a&r Bonnie Garner. "On any given record, you can find one station that says 'It's too country' and one that says 'It's too pop.'"

CBS's a&r department has added producer Steve Buckingham, who has scored top10 records on the pop, black and dance charts, as well as on the country and AC charts usually open to Nashville acts. Buckingham and Garner won't name the acts they want to sign, but they say they are interested in the country-punk music of groups like Lone Justice, Beat Radio and the Beat Farmers.

"I hope labels continue to work with groups like that," says Garner. "I don't see any reason why country radio shouldn't play them."

But it was Warner Bros. that went out on a limb and distributed

(continued on page 48)



Foresters Join ASCAP. Connie Bradley, ASCAP's Nashville director, welcomes new country success story the Forester Sisters to the organization. From left are Foresters Christy, Kathy, June and Kim. Also shown: ASCAP associate director Merlin Littlefield and the act's manager, Gerald Roy, at right.

Doors Are Opening Easily For the Forester Sisters

BY KIP KIRBY

NASHVILLE Myth number one: Female fans in country music don't buy records by female artists.

Myth number two: Breaking a new country act these days is about as easy as scaling Mt. Fujiyama blindfolded.

Myth number three: Country radio is slow to go on records by unknown artists.

Myths die hard. But the Forester Sisters are exploding them with astonishing facility.

Nine months ago, the four Georgia sisters (Kathy, June, Kim and Christy) had never had a label, nor had they ever had a record released. Yet in May, the Foresters' debut single, "(That's What You Do) When You're In Love," hit the top 10. The single spent a total of six months on the chart.

The Forester Sisters' second single, "I Fell In Love Again Last Night," surpassed its predecessor and bullets this week to No. 1. Sales on the single have already reached 100,000, according to Warner Bros., and the label has just shipped the

act's first album, along with a video for "I Fell In Love."

Equally surprising is the fact that research indicates it's mostly women who are buying the Foresters' records. The Foresters themselves say they notice their audiences are heavily weighted with female fans, including pre-teen girls who rush to the stage when the group takes the microphone.

A phenomenon? The Forester Sisters, who remain remarkably calm in the midst of their newly attained celebrity, admit they aren't sure why doors are opening so easily for them. But they say they still aren't "an overnight success story."

"It's true we never pounded the streets from label to label with our demo tape," says 24-year-old Kim, who, along with oldest sister Kathy, handles most of the lead vocals.

"But we did do plenty of dues-paying around our hometown area of Lookout Mountain, singing at weddings and funerals and community events."

Chimes in 22-year-old Christy: "When you've got a family of

(Continued on page 45)

NASHVILLE SCENE

by Kip Kirby



ESPOUSING THE CAUSE of farmers' relief, country artists are rushing to contribute their talents in a variety of ways. With the Sept. 22 FarmAid concert virtually assured of success through a ticket sellout and its 1-800-FARMAID number for donations, performers are looking for other means to call attention to this American tragedy.

Following on the heels of Merle Haggard's farm relief single, "Amber Waves Of Grain," Charlie Daniels has announced that he's rush-releasing his new single, "American Farmer," first previewed some months ago on the stage of the Opry during the John R. tribute and written in May by Daniels and four of his band members.

Daniels is no newcomer to espousing causes: "Uneasy Rider," "The South's Gonna Do It," "In America" and "Still In Saigon" all rested on timely themes. Daniels and his group will perform "American Farmer" at FarmAid.

Proceeds from Haggard's single will be donated to the Farm Crisis Committee, and the singer is reported-

New singles call attention to the plight of farmers

ly now recording an entire album of farm songs to further underscore the issue.

SONGWRITERS PRACTICALLY DOMINATED Nashville's social scene everywhere you looked last week. Roger Miller, Broadway's newest sensation thanks to "Big River," was toasted at a beautiful poolside party on the grounds of Frances Preston's home. During the party—which brought together many of Miller's longtime friends in the industry—Preston showed segments from this year's Tony Awards, when "Big River" very nearly made a clean sweep of the trophies.

Two nights later, Preston again spotlighted songwriters at the second annual Harlan Howard Birthday Bash, this time on the grounds of BMI's Music Row offices. The six-hour music marathon was a benefit for the Nashville Music Assn. and the Nashville Songwriters Assn., as well as a sort of "goodbye to summer" fest.

Hosts for the night were Rodney Crowell and Rosanne Cash; the guest list of performers couldn't have been any more outstanding. Johnny Cash and Way-

lon Jennings showed up early to sing "Even Cowgirls Get The Blues," then stayed around to back up Guy Clark on his "Desperados Waiting For A Train."

Karen Brooks blazed through two numbers in powerful form—including "Walk On," the title of her first album—and writer/artist Thom Schuyler showed why he's getting signed to MTM Records, as he shone on "My Old Yellow Car" and "16th Avenue."

John Schneider sang "I've Been Around Enough To Know" and "Country Girls," and Roger Miller made a surprise appearance to stroll down hits lane with "King Of The Road."

Another surprise of the evening was Rhonda Kye Fleming. Fleming is renowned as a writer with a string of hits under her belt, but her vocal talent is equally impressive. She performed "Years" and "I Was Country When Country Wasn't Cool," then previewed her new Sylvia/Michael Johnson RCA duet, using musician Don Potter on the harmonies. Fleming has never wanted to be an artist, but certainly has the ability should so choose.

David Loggins sang two of his newest soon-to-be-hit records: "The Will To Love," cut by Lee Greenwood, and "Morning Desire," slated as the next Kenny Rogers single. Others on the bill included Chick Rains, Bobby Bare, Steve Earle, former L.A. rocker John Hiatt, Larry Willoughby, Vince Gill, Dickey Lee, Sonny Curtis and Dick Feller.

Rodney and Rosanne closed out the evening close to midnight with a set that included "Ashes By Now," "Ain't No Memories Hangin' 'Round" and a duet version of Cash's No. 1 single, "I Don't Know Why You Don't Want Me."

SPEAKING OF Rodney Crowell, he's been in the studio a lot lately, and spies report he's readying an album for CBS... Meanwhile, look for MCA to announce any day that it's signed Waylon Jennings... Capitol's finally announced its newest additions: **Dobie Gray, Tanya Tucker and Jerry Reed.** Harold Shedd, Alabama's producer, is working with Gray in the studio, while Tucker's back with producer Jerry Crutchfield. Reed, who was first signed to Capitol when he was only 17 years old, rejoins the label and goes to the Jim Halsey Co. for booking... And Nashville's ex-New Jerseyite Billy Chinnock has been signed by CBS in New York, which will re-release his "Rock And Roll Cowboys" this month. The album first appeared on Nashville's Alliance label.

ACTIONMART

For fast action, use
ACTIONMART
the Billboard
Classified.
Call Jeff Serette toll
free at (800) 223-
7524 (NY residents
dial 764-7388).

FORESTER SISTERS' SUCCESS STORY

(Continued from page 44)

kids—one not even 15 yet—singing at funerals, that can be just as hard as singing in bars.”

Their influences included Bonnie Raitt, Linda Ronstadt and Emmylou Harris, which may account for the fact that when the girls dreamed of landing a record contract, it was always—in their minds—with Warner Bros.

Fantasy became reality when a tape the Foresters cut in Muscle Shoals was given by their drummer to a friend at Elektra Music. Elektra shared Nashville offices with Warner Bros. Records, and the

demo found its way to Paige Rowden in the label's a&r division.

Impressed with the impeccable harmonies she heard on the tape, Rowden flew to Calhoun, Ga. to check the group out live at a Larry Gatlin concert, then arranged a subsequent showcase audition for the Foresters in Nashville. Jim Ed Norman signed the foursome late last year, almost simultaneously with the release of their first single.

The Jim Halsey Co., which books the act, has been working closely with manager G. Gerald Roy of

Stellar Entertainment Inc. in Nashville to get the quartet into what Roy calls “career date” situations where exposure, not money, is the primary consideration. On the strength of their first two top 10 hits, the Foresters have already entertained huge crowds through performances at this year's Fan Fair, Alabama's June Jam, Minnesota's We Fest with Hank Williams Jr., and South Carolina's Peach Festival with Earl Thomas Conley. They also recently flew to Los Angeles to tape tv's “Dance Fever.”

Upcoming concert dates will pair

the act with Conway Twitty, George Jones, Lee Greenwood, John Anderson and Earl Thomas Conley. Roy says he has also made radio appreciation shows a priority as a way for the Foresters to thank stations for their out-of-the-box support.

The Foresters use four sidemen in addition to Kathy's keyboards and Kim's guitar. Kathy's husband is the act's bassist and road manager. They are produced by Muscle Shoals songwriter/musicians Terry Skinner and J.L. Wallace.

Billboard

TOP COUNTRY ALBUMS

©Copyright 1985 Billboard Publications, Inc. No part of this publication may be reproduced, stored in any retrieval system, or transmitted, in any form or by any means, electronic, mechanical, photocopying, recording, or otherwise, without the prior written permission of the publisher.

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	ARTIST		TITLE
				LABEL & NUMBER/DISTRIBUTING LABEL (SUG. LIST PRICE)		
1	1	1	19	RONNIE MILSAP	RCA AHL1-5425 (8.98) (CD) 3 weeks at No. One	GREATEST HITS VOL. 2
2	2	3	17	W. JENNINGS, W. NELSON, J. CASH, K. KRISTOFFERSON	COLUMBIA FC 40056	HIGHWAYMAN
3	3	2	17	HANK WILLIAMS, JR.	WARNER/CURB 25267/WARNER BROS. (8.98)	FIVE-O
4	4	5	26	GEORGE STRAIT	MCA 5567 (8.98) (CD)	GEORGE STRAIT'S GREATEST HITS
5	6	7	18	THE STATLER BROTHERS	MERCURY 824-420-1/POLYGRAM (8.98)	PARDNERS IN RHYME
6	7	6	31	ALABAMA	RCA AHL1-5339 (8.98) (CD)	40 HOUR WEEK
7	8	9	12	ROSANNE CASH	COLUMBIA FC 39463	RHYTHM AND ROMANCE
8	5	4	27	WILLIE NELSON	COLUMBIA FC 40008	ME AND PAUL
9	9	10	23	MERLE HAGGARD	EPIC FE-39602	KERN RIVER
10	13	13	18	RESTLESS HEART	RCA CPL1-5369 (5.98)	RESTLESS HEART
11	12	12	23	THE OAK RIDGE BOYS	MCA 5555 (8.98)	STEP ON OUT
12	10	8	19	LEE GREENWOOD	MCA 5582 (8.98) (CD)	GREATEST HITS
13	14	15	10	JIMMY BUFFETT	MCA 5600 (8.98)	THE LAST MANGO IN PARIS
14	15	16	8	ROCKIN' SIDNEY	EPIC B5E-40153	MY TOOT TOOT
15	16	14	44	THE JUDDS	RCA/CURB AHL1-5319/RCA (8.98) (CD)	WHY NOT ME
16	11	11	30	SAWYER BROWN	CAPITOL/CURB ST-12391/CAPITOL (8.98)	SAWYER BROWN
17	17	18	9	NITTY GRITTY DIRT BAND	WARNER BROS. 25304	PARTNERS, BROTHERS AND FRIENDS
18	19	19	17	CHARLY MCCLAIN	EPIC FE 39871	RADIO HEART
19	21	22	9	THE BELLAMY BROTHERS	MCA/CURB 5586/MCA	HOWARD & DAVID
20	20	20	19	JOHN SCHNEIDER	MCA 5583 (8.98)	TRYING TO OUTFRAN THE WIND
21	22	32	6	GARY MORRIS	WARNER BROS. 25279 (8.98)	ANYTHING GOES
22	18	17	57	RAY CHARLES	COLUMBIA FC-39415	FRIENDSHIP
23	26	26	13	DAN FOGELBERG	FULL MOON/EPIC FE 39616/EPIC	HIGH COUNTRY SNOWS
24	24	23	10	JANIE FRICKE	COLUMBIA 39975	SOMEBODY ELSE'S FIRE
25	28	28	8	JOHN ANDERSON	WARNER BROS. 25211 (8.98)	TOKYO, OKLAHOMA
26	27	31	16	T.G. SHEPPARD	COLUMBIA FC 40007	LIVIN' ON THE EDGE
27	23	24	47	GEORGE STRAIT	MCA FE-5518 (8.98)	DOES FORT WORTH EVER CROSS YOUR MIND
28	30	29	23	CRYSTAL GAYLE	WARNER BROS. 25154 (8.98)	NOBODY WANTS TO BE ALONE
29	29	27	9	REBA MCENTIRE	MCA 5585	HAVE I GOT A DEAL FOR YOU
30	35	34	7	WAYLON JENNINGS	RCA AHL1-5428 (8.98)	TURN THE PAGE
31	32	33	47	RICKY SKAGGS	EPIC FE-39410 (CD)	COUNTRY BOY
32	34	37	8	SOUTHERN PACIFIC	WARNER BROS. 25206 (8.98)	SOUTHERN PACIFIC
33	33	30	26	CONWAY TWITTY	WARNER BROS. 25207 (8.98)	DON'T CALL HIM A COWBOY
34	25	25	52	EXILE	EPIC FE-39424	KENTUCKY HEARTS
35	36	38	23	THE KENDALLS	MERCURY 824-250-1/POLYGRAM (8.98)	TWO HEART HARMONY
36	37	35	17	VERN GOSDIN	COMPLEAT 671012/POLYGRAM (8.98)	TIME STOOD STILL
37	39	43	45	JOHN CONLEE	MCA 5521 (8.98)	BLUE HIGHWAY
38	31	21	29	DOLLY PARTON	RCA AHL1-5414 (8.98)	REAL LOVE

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	ARTIST		TITLE
				LABEL & NUMBER/DISTRIBUTING LABEL (SUG. LIST PRICE)*		
39	43	40	71	THE STATLER BROTHERS	MERCURY 818-652-1/POLYGRAM (8.98) (CD)	ATLANTA BLUE
40	40	44	5	GENE WATSON	EPIC BFE-40076	MEMORIES TO BURN
41	54	60	4	JIM GLASER	MCA 5612 (8.98)	PAST THE POINT OF NO RETURN
42	44	41	75	ALABAMA	RCA AHL1-4939 (8.98) (CD)	ROLL ON
43	62	—	2	GEORGE JONES	EPIC FE 39598	WHO'S GONNA FILL THEIR SHOES
44	41	42	33	EMMYLOU HARRIS	WARNER BROS. 25205 (8.98)	THE BALLAD OF SALLY ROSE
45	48	50	22	KATHY MATTEA	MERCURY 824 308-1/POLYGRAM (8.98)	FROM MY HEART
46	53	58	32	STEVE WARINER	MCA 5545 (8.98)	ONE GOOD NIGHT DESERVES ANOTHER
47	NEW	▶		THE FORESTER SISTERS	WARNER BROS. 25314	THE FORESTER SISTERS
48	49	56	385	WILLIE NELSON	COLUMBIA JC 35305 (CD)	STARDUST
49	51	54	209	WILLIE NELSON	COLUMBIA KC 237542 (CD)	GREATEST HITS
50	52	55	11	MAC DAVIS	MCA 5590 (8.98)	TILL I MADE IT WITH YOU
51	47	51	33	ED BRUCE	RCA AHL1-5324 (8.98)	HOMECOMING
52	50	52	125	JOHN CONLEE	MCA 5406 (8.98)	JOHN CONLEE'S GREATEST HITS
53	38	36	20	TAMMY WYNETTE	EPIC 39971 (8.98)	SOMETIMES WHEN WE TOUCH
54	57	49	56	THE OAK RIDGE BOYS	MCA 5496 (8.98) (CD)	GREATEST HITS 2
55	59	62	3	MARIE OSMOND	CAPITOL/CURB ST-12414/CAPITOL (8.98)	THERE'S NO STOPPING YOUR HEART
56	45	46	131	ALABAMA	RCA AHL 1-4663 (8.98) (CD)	THE CLOSER YOU GET
57	46	45	22	THE WHITES	MCA/CURB 5562/MCA (8.98)	WHOLE NEW WORLD
58	42	39	12	LACY J. DALTON	COLUMBIA FC 40028	CAN'T RUN AWAY FROM YOUR HEART
59	58	61	183	WILLIE NELSON	COLUMBIA FC 37951 (CD)	ALWAYS ON MY MIND
60	65	53	25	REBA MCENTIRE	MERCURY 824 342-1/POLYGRAM (8.98)	THE BEST OF REBA MCENTIRE
61	61	65	3	THE 'BAMA BAND	COMPLEAT 671013/POLYGRAM (8.98)	THE 'BAMA BAND
62	NEW	▶		EXILE	EPIC BFE-40000	HANG ON TO YOUR HEART
63	55	48	25	BARBARA MANDRELL	MCA 5566 (8.98) (CD)	GREATEST HITS
64	56	47	16	KEITH STEGALL	EPIC 39892	KEITH STEGALL
65	NEW	▶		NEIL YOUNG	GEFFEN GHS 24068/WARNER BROS	OLD WAYS
66	60	59	76	THE STATLER BROTHERS	MERCURY 812 184-1/POLYGRAM	TODAY
67	67	70	184	ALABAMA	RCA AHL1-4229 (8.98) (CD)	MOUNTAIN MUSIC
68	66	67	14	LEON EVERETTE	MERCURY 8240309-1/POLYGRAM	WHERE'S THE FIRE
69	74	73	5	EDDY RAVEN	RCA AHL1-5456 (8.98)	LOVE AND OTHER HARD TIMES
70	72	68	98	GEORGE STRAIT	MCA 5450 (8.98)	RIGHT OR WRONG
71	64	57	12	EDDIE RABBITT	WARNER BROS. 1-25278 (8.98)	EDDIE RABBITT #1'S
72	71	63	27	SYLVIA	RCA AHL1-5413 (8.98)	ONE STEP CLOSER
73	63	64	3	LORETTA LYNN	MCA 5613 (8.98)	JUST A WOMAN
74	68	66	6	LANE BRODY	EMI-AMERICA ST-17160 (8.98)	LANE BRODY
75	69	69	133	HANK WILLIAMS, JR.	WARNER/CURB 60193/WARNER BROS. (8.98) (CD)	HANK WILLIAMS JR'S GREATEST HITS

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

HOT COUNTRY SINGLES

©Copyright 1985, Billboard Publications, Inc. No part of this publication may be reproduced, stored in any retrieval system, or transmitted, in any form or by any means, electronic, mechanical, photocopying, recording, or otherwise, without the prior written permission of the publisher.

Compiled from a national sample of retail store and one-stop sales reports and radio playlists.

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	TITLE	ARTIST
				PRODUCER (SONGWRITER)	LABEL & NUMBER DISTRIBUTING LABEL
1	2	4	13	I FELL IN LOVE AGAIN LAST NIGHT J.L. WALLACE, T. SKINNER (P.OVERSTREET, T.SCHUYLER)	◆ THE FORESTER SISTERS WARNER BROS. 7-28988
2	4	5	14	DRINKIN' AND DREAMIN' J.BRIDGES, G.SCRUGGS (T SEALS, M.D.BARNES)	WAYLON JENNINGS RCA 14094
3	5	6	11	LOST IN THE FIFTIES TONIGHT (IN THE STILL) R.MILSAP, T.COLLINS, R.GALBRATH (M.REID, T.SEALS, F.PARRIS)	◆ RONNIE MILSAP RCA 14135
4	6	7	12	BETWEEN BLUE EYES AND JEANS C.TWITTY, D.HENRY, R.TREAT (K.MCDUFFIE)	CONWAY TWITTY WARNER BROS. 7-28966
5	8	13	12	MEET ME IN MONTANA P.WORLEY, K.LEHNING (P.DAVIS)	MARIE OSMOND (WITH DAN SEALS) CAPITOL/CURB 5478/CAPITOL
6	7	11	11	SHE'S COMIN' BACK TO SAY GOODBYE E.STEVENS, E.RABBITT, J.BOWEN (E.RABBITT, E.STEVENS)	EDDIE RABBITT WARNER BROS. 7-28976
7	10	12	12	WITH JUST ONE LOOK IN YOUR EYES N.WILSON, SNEED BROTHERS (S.DAVIS, D.MORGAN)	CHARLY MCCLAIN (WITH WAYNE MASSEY) EPIC 34-05398
8	12	16	10	YOU MAKE ME WANT TO MAKE YOU MINE R.LANDIS (D.LOGGINS)	JUICE NEWTON RCA 14139
9	1	2	16	MODERN DAY ROMANCE M.MORGAN, P.WORLEY (K.BROOKS, D.TYLER)	◆ NITTY GRITTY DIRT BAND WARNER BROS. 7-29027
10	11	15	12	KERN RIVER M.HAGGARD, G.MARTIN, R.REYNOLDS (M.HAGGARD)	MERLE HAGGARD EPIC 34-05426
11	13	18	8	TOUCH A HAND, MAKE A FRIEND R.CHANCEY (H.BANKS, R.JACKSON, C.HAMPTON)	THE OAK RIDGE BOYS MCA 52646
12	3	3	16	USED TO BLUE R.SCRUGGS (F.KNOBLOCK, B.LABOUNTY)	SAWYER BROWN CAPITOL/CURB 5477/CAPITOL
13	16	20	10	LOVE TALKS B.KILLEN (B.JONES, M.GARVIN, T.SHAPIRO)	RONNIE MCDOWELL EPIC 34-05404
14	17	21	11	IF IT WEREN'T FOR HIM E.GORDY JR. (V.GILL, R.CASH)	VINCE GILL RCA 14140
15	18	22	9	SOME FOOLS NEVER LEARN T.BROWN, J.BOWEN (J.S.SHERILL)	STEVE WARINER MCA 52644
16	19	23	8	WHO'S GONNA FILL THEIR SHOES B.SHERILL (T SEALS, M.D.BARNES)	◆ GEORGE JONES EPIC 34-05439
17	23	27	7	A LONG AND LASTING LOVE M.MASSER (M.MASSER, G.GOFFIN)	CRYSTAL GAYLE WARNER BROS. 7-28963
18	21	26	8	I WANNA HEAR IT FROM YOU P.WORLEY, E.RAVEN (N.MONTGOMERY, R.GILES)	EDDY RAVEN RCA 14164
19	9	9	13	CRY JUST A LITTLE BIT B.MAHER (B.HEATLIE)	◆ SYLVIA RCA 14107
20	25	29	6	HANG ON TO YOUR HEART B.KILLEN (S.LEMAIRE, J.P.PENNINGTON)	EXILE EPIC 34-05580
21	26	30	5	CAN'T KEEP A GOOD MAN DOWN H.SHEDD, ALABAMA (B.CORBIN)	ALABAMA RCA 14165
22	15	17	12	BLUE HIGHWAY B.LOGAN (D.HENRY, D.WOMACK)	JOHN CONLEE MCA 52625
23	28	31	10	HEART DON'T DO THIS TO ME J.BOWEN, L.L.YNN (J.WILDE, K.VASSY)	LORETTA LYNN MCA 52621
24	29	32	7	I'M GONNA LEAVE YOU TOMORROW J.BOWEN, J.SCHNEIDER (T.DANIELS, G.DOBBS, J.WILSON)	◆ JOHN SCHNEIDER MCA 52648
25	30	34	5	I'LL NEVER STOP LOVING YOU J.E.NORMAN (D.LOGGINS, J.D.MARTIN)	GARY MORRIS WARNER BROS. 7-28947
26	22	24	12	HE WON'T GIVE IN A.REYNOLDS (J.PIERCE)	KATHY MATTEA MERCURY 880-867 7/POLYGRAM
27	34	38	6	I WANNA SAY YES R.C.BANNON (R.C.BANNON)	LOUISE MANDRELL RCA 14151
28	31	33	8	IF IT AIN'T LOVE B.MEVIS (M.NESLER)	ED BRUCE RCA 14150
29	33	37	5	ANGEL IN YOUR ARMS T.COLLINS (C.IVERY, T.WOODFORD, T.BRAEFIELD)	BARBARA MANDRELL MCA 52645
30	32	35	8	THING ABOUT YOU J.E.NORMAN, SOUTHERN PACIFIC (T.PETTY)	SOUTHERN PACIFIC WARNER BROS. 7-28943
31	14	1	17	I DON'T KNOW WHY YOU DON'T WANT ME D.MALLOY (R.CASH, R.CROWELL)	◆ ROSANNE CASH COLUMBIA 38-04809
32	37	43	5	TOO MUCH ON MY HEART J.KENNEDY (J.FORTUNE)	THE STATLER BROTHERS MERCURY 884-018-7/POLYGRAM
33	38	47	4	I DON'T MIND THE THORNS (IF YOU'RE THE ROSE) J.CRUTCHFIELD (J.BUCKINGHAM, L.YOUNG)	LEE GREENWOOD MCA 52656
34	24	14	15	HAVE I GOT A DEAL FOR YOU J.BOWEN, R.MCENTIRE (M.PHEENEY, J.LEAP)	REBA MCENTIRE MCA 52604
35	39	44	5	YOU'VE GOT SOMETHING ON YOUR MIND N.WILSON (N.WILSON, R.MURRAH, D.GIBSON)	MICKEY GILLEY EPIC 34-05460
36	44	57	3	THIS AIN'T DALLAS J.BOWEN, H.WILLIAMS, JR. (H.WILLIAMS, JR.)	HANK WILLIAMS, JR. WARNER/CURB 7-28912 WARNER BROS.
37	27	10	15	PRETTY LADY K.LEHNING (K.STEGALL)	KEITH STEGALL EPIC 34-04934
38	41	46	7	YOU'RE GONNA MISS ME WHEN I'M GONE T.WEST (H.PRESTWOOD)	◆ JUDY RODMAN MTM 72054/CAPITOL
39	20	8	16	LOVE IS ALIVE B.MAHER (K.M.ROBBINS)	◆ THE JUDDS RCA CURB 14093/RCA
40	36	25	18	I NEVER MADE LOVE (TILL I MADE IT WITH YOU) J.BOWEN (B.MCCLILL)	MAC DAVIS MCA 52573
41	48	55	5	TOKYO, OKLAHOMA J.ANDERSON, L.BRADLEY, J.E.NORMAN (M.VICKERY)	JOHN ANDERSON WARNER BROS. 7-28916
42	50	60	4	TWO OLD CATS LIKE US B.SHERILL (T SEALS)	RAY CHARLES WITH HANK WILLIAMS, JR. COLUMBIA 38-05575
43	49	54	5	DOWN THE ROAD (MOUNTAIN PASS) D.FOGELBERG, M.LEWIS (E.SCRUGGS, L.FLATT, D.FOGELBERG)	DAN FOGELBERG FULL MOON EPIC 34-05446/EPIC
44	35	19	19	SHE'S SINGLE AGAIN B.MONTGOMERY (C.CRAIG, P.MCCANN)	◆ JANIE FRICKE COLUMBIA 38-04896
45	56	83	3	DONCHA R.HALL (W.ALDRIIDGE)	T.G.SHEPPARD COLUMBIA 38-05591
46	57	64	4	I KNOW THE WAY TO YOU BY HEART V.GOSDIN, R.J.JONES (T.LAIOLO)	VERN GOSDIN COMPLEAT 145/POLYGRAM
47	45	49	7	BAR ROOM ROSES B.MEVIS (B.GALLIMORE, B.MEVIS, B.SHORE)	MOE BANDY COLUMBIA 38-05438
48	59	66	4	DOWN IN THE FLORIDA KEYS J.KENNEDY (T.HALL)	TOM T. HALL MERCURY 884 017-7/POLYGRAM
49	68	—	2	NOBODY FALLS LIKE A FOOL N.LARKIN, E.T.CONLEY (P.MCCANN, M.WRIGHT)	EARL THOMAS CONLEY RCA 14172
50	40	28	18	REAL LOVE D.MALLOY (D.MALLOY, R.BRANNON, R.MCCORMICK)	◆ DOLLY PARTON (DUET WITH KENNY ROGERS) RCA 14058

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	TITLE	ARTIST
				PRODUCER (SONGWRITER)	LABEL & NUMBER/DISTRIBUTING LABEL
51	72	—	2	LIE TO YOU FOR YOUR LOVE E.GORDY JR., J.BOWEN (F.MILLER, D.BELLAMY, H.BELLAMY, J.BARRY)	THE BELLAMY BROTHERS MCA/CURB 52668/MCA
52	42	39	9	DROWNING IN MEMORIES B.LOGAN (G.NICHOLSON, C.RAINS)	T GRAHAM BROWN CAPITOL 5499
53	43	36	18	CAROLINA IN THE PINES J.E.NORMAN (M.MURPHEY)	MICHAEL MARTIN MURPHEY EMI-AMERICA 8265
54	58	62	5	I'M TAKING MY TIME E.GORDY JR., D.HUNGATE (R.BERESFORD, PALGER)	BRENDA LEE MCA 52654
55	66	—	2	DESPERADOS WAITING FOR A TRAIN C.MOMAN (G.CLARK)	JENNINGS, NELSON, CASH, KRISTOFFERSON COLUMBIA 38-05594
56	65	82	3	IF THE PHONE DOESN'T RING, IT'S ME J.BOWEN, M.UTLEY, T.BROWN (J.BUFFETT, W.JENNINGS, M.UTLEY)	JIMMY BUFFETT MCA 52664
57	71	—	2	STAND UP J.KENNEDY (CHANNEL, R.ECTOR, THROCKMORTON)	MEL MCDANIEL CAPITOL 5513
58	83	—	2	YOU MAKE ME FEEL LIKE A MAN R.SKAGGS (P.ROWAN)	RICKY SKAGGS EPIC 34-05585
59	61	67	5	I WANNA BE A COWBOY 'TIL I DIE J.BAKER (D.ROSSON)	JIM COLLINS WHITE GOLD 55525
60	80	—	2	ME & PAUL W.NELSON (W.NELSON)	WILLIE NELSON COLUMBIA 38-05597
61	64	68	3	CALIFORNIA ROAD H.SHEDD (S.WEEDMAN)	MEL TILLIS RCA 14175
62	53	45	9	YOU COULD BE THE ONE WOMAN B.ARLIDGE (J.BACON, E.TREE)	CHANCE MERCURY 880 959-7/POLYGRAM
63	69	79	3	BABY'S EYES H.SHEDD (L.BRODY)	LANE BRODY EMI-AMERICA 8283
64	89	—	2	IN ANOTHER MINUTE D.TOLLE (C.PUTNAM, M.KOSSER)	◆ JIM GLASER MCA/NOBLE VISION 52672/MCA
65	NEW	—	—	THE CHAIR J.BOWEN (H.COCHRAN, D.DILLON)	◆ GEORGE STRAIT MCA 52667
66	51	52	7	AIN'T IT JUST LIKE LOVE R.POLODOR (B.BURNETTE, P.ROBINSON)	BILLY BURNETTE MCA/CURB 52626/MCA
67	46	41	19	HIGHWAYMAN C.MOMAN (J.WEBB)	◆ W.JENNINGS, W.NELSON, J.CASH, K.KRISTOFFERSON COLUMBIA 38-04881
68	77	84	3	I'LL DANCE THE TWO STEP B.BECKETT, J.E.NORMAN (J.GREENBAUM, R.ALBRIGHT, B.HOBBS)	SHELLY WEST WARNER BROS. 7-28909
69	78	—	2	THE HAIRCUT SONG R.STEVENS (M.NEUN, R.STEVENS, C.W.KALB, JR.)	RAY STEVENS MCA 52657
70	67	70	4	ON THE OTHER HAND K.LEHNING, K.STEGALL (P.OVERSTREET, D.SCHLITZ)	RANDY TRAVIS WARNER BROS. 7-28962
71	79	85	3	SAILING HOME TO ME J.ALLEN (D.KIRBY, D.MORRISON)	LOY BLANTON SOUNDWAVES 4760/NSD
72	84	—	2	I'VE GOT THE HEART FOR YOU B.MEVIS (L.BOONE, J.GREENBAUM)	KEITH WHITLEY RCA 14173
73	86	—	2	LOVIN' UP A STORM E.PRESTIDGE, J.E.NORMAN (L.WILSON, J.FOX)	BANDANA WARNER BROS. 7-28939
74	81	86	3	OUT OF SIGHT, OUT OF MIND J.MORRIS (J.HUNTER, C.OTIS)	NARVEL FELTS EVERGREEN 1034
75	54	50	9	SMOOTH SAILING (ROCK IN THE ROAD) B.MONTGOMERY, S.BUCKINGHAM (J.SLATE, S.PIPPIN, M.GRAY)	MARK GRAY COLUMBIA 338-05403
76	87	—	2	HOLDIN' THE FAMILY TOGETHER F.FOSTER (F.MYERS, P.FRIMMER)	THE SHOPPE MTM 72056/CAPITOL
77	55	58	6	DON'T TELL ME LOVE IS KIND T.WEST (M.RAGOGNA)	ALMOST BROTHERS MTM 72053/CAPITOL
78	47	40	17	I WANT EVERYONE TO CRY T.DUBOIS, S.HENDRICKS (W.NEWTON, M.NOBLE)	RESTLESS HEART RCA 14086
79	88	—	2	NOT ANOTHER HEART SONG G.MILLS (R.BOURKE, S.BOGARD, J.TWEEL)	TOM JONES MERCURY 884 039-7/POLYGRAM
80	63	61	14	MY TOOT TOOT S.SIMIEN, F.SOILEAU, H.MEAUX (S.SIMIEN)	ROCKIN' SIDNEY EPIC 34-05430
81	76	80	4	HOUSTON HEARTACHE D.SCHAFFER (J.HENDERSON, D.MITCHELL, J.MCCOLLUM)	MASON DIXON TEXAS 5508
82	73	56	7	WHEN I GET HOME R.SCRUGGS (E.RAETZLOFF, B.LITTLE)	BOBBY BARE EMI-AMERICA 8279
83	NEW	—	—	SOMEBODY'S ELSE'S FIRE B.MONTGOMERY (M.A.KENNEDY, P.ROSE, P.BUNCH)	JANIE FRICKE COLUMBIA 38-05617
84	NEW	—	—	I'LL STILL BE LOVING YOU J.KENNEDY, J.STAMPLEY (J.STAMPLEY, D.ROSSON)	JOE STAMPLEY EPIC 34-05592
85	70	65	6	TONIGHT'S THE NIGHT R.RUFF (L.FARGO, C.RUFF)	CARLETTE LUV 109
86	NEW	—	—	BREAK AWAY G.DAVIES, L.SKLAR (G.NICHOLSON, W.HOLYFIELD)	GAIL DAVIES RCA 14184
87	NEW	—	—	BUILDING BRIDGES E.GORDY JR., T.BROWN (L.WILLOUGHBY, H.DEVITO)	NICOLETTE LARSON MCA 52653
88	62	53	20	I'M FOR LOVE J.BOWEN, H.WILLIAMS, JR. (H.WILLIAMS, JR.)	HANK WILLIAMS, JR. WARNER/CURB 7-29022/WARNER BROS.
89	52	42	17	THE FIREMAN J.BOWEN, G.STRAIT (M.VICKERY, W.KEMP)	GEORGE STRAIT MCA 52586
90	74	51	14	COLD SUMMER DAY IN GEORGIA G.WATSON, L.Booth (D.KNUTSON, A.L.OWENS)	GENE WATSON EPIC 34-05407
91	60	48	16	YOU CAN'T RUN AWAY FROM YOUR HEART M.MORGAN, P.WORLEY (W.WALDMAN, J.PHOTOGLIO)	LACY J. DALTON COLUMBIA 38-04884
92	85	81	4	I'M NOT LEAVING (I'M JUST GETTING OUT OF YOUR WAY) NOT LISTED (H.COCHRAN, R.PORTER, D.DILLON)	RAY PRICE STEP ONE 344
93	75	59	13	HOMETOWN GOSSIP R.SKAGGS, M.MORGAN (G.DAVIS, R.ALLEN)	THE WHITES MCA/CURB 52615/MCA
94	91	73	19	(LOVE ALWAYS) LETTER TO HOME H.SHEDD (C.JACKSON)	◆ GLEN CAMPBELL ATLANTIC/AMERICA 7-99647/ATLANTIC
95	93	87	6	JUST AS LONG AS I HAVE YOU M.WRIGHT (D.LOGGINS, J.D.MARTIN)	GUS HARDIN & DAVE LOGGINS RCA 14159
96	90	72	19	I DON'T THINK I'M READY FOR YOU J.E.NORMAN (DORFF, BROWN, REYNOLDS, GARRETT)	ANNE MURRAY CAPITOL 5472
97	92	69	10	RHYTHM GUITAR E.HARRIS, P.KENNERLEY (E.HARRIS, P.KENNERLEY)	EMMYLOU HARRIS WARNER BROS. 7-28952
98	82	78	4	NEXT TO YOU J.CRUTCHFIELD (J.FULLER)	CRAIG DILLINGHAM MCA/CURB 52647/MCA
99	96	63	7	EVERY DAY PEOPLE A.HENSON (M.D.BARNES, T.SEALS)	MARGO SMITH & TOM GRANT BERMUDA DUNES 110
100	95	71	19	40 HOUR WEEK (FOR A LIVIN') H.SHEDD, ALABAMA (D.LOGGINS, L.SILVER, D.SCHLITZ)	◆ ALABAMA RCA 14085

○ Products with the greatest airplay and sales gains this week. ◆ Video clip availability. ● Recording Industry Assn. Of America (RIAA) seal for sales of one million units. ▲ RIAA seal for sales of two million units.

Billboard Hot Country Singles SALES & AIRPLAY

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

THIS WEEK	LAST WEEK	SALES		HOT COUNTRY POSITION
		TITLE	ARTIST	
1	2	I FELL IN LOVE AGAIN LAST NIGHT	THE FORESTER SISTERS	1
2	4	DRINKIN' AND DREAMIN'	WAYLON JENNINGS	2
3	6	BETWEEN BLUE EYES AND JEANS	CONWAY TWITTY	4
4	5	LOST IN THE FIFTIES TONIGHT	RONNIE MILSAP	3
5	8	MEET ME IN MONTANA	MARIE OSMOND WITH DAN SEALS	5
6	7	SHE'S COMIN' BACK TO SAY GOODBYE	EDDIE RABBITT	6
7	10	WITH JUST ONE LOOK IN YOUR EYES	C.MCCLAIN/W.MASSEY	7
8	12	YOU MAKE ME WANT TO MAKE YOU MINE	JUICE NEWTON	8
9	1	MODERN DAY ROMANCE	NITTY GRITTY DIRT BAND	9
10	11	KERN RIVER	MERLE HAGGARD	10
11	14	TOUCH A HAND, MAKE A FRIEND	THE OAK RIDGE BOYS	11
12	16	IF IT WEREN'T FOR HIM	VINCE GILL	14
13	18	WHO'S GONNA FILL THEIR SHOES	GEORGE JONES	16
14	3	USED TO BLUE	SAWYER BROWN	12
15	24	A LONG AND LASTING LOVE	CRYSTAL GAYLE	17
16	22	LOVE TALKS	RONNIE MCDOWELL	13
17	23	SOME FOOLS NEVER LEARN	STEVE WARINER	15
18	29	I WANNA HEAR IT FROM YOU	EDDY RAVEN	18
19	9	CRY JUST A LITTLE BIT	SYLVIA	19
20	30	HANG ON TO YOUR HEART	EXILE	20
21	13	I DON'T KNOW WHY YOU DON'T WANT ME	ROSANNE CASH	31
22	15	BLUE HIGHWAY	JOHN CONLEE	22
23	28	HEART DON'T DO THIS TO ME	LORETTA LYNN	23
24	20	SHE'S SINGLE AGAIN	JANIE FRICKE	44
25	26	CAN'T KEEP A GOOD MAN DOWN	ALABAMA	21
26	19	HE WON'T GIVE IN	KATHY MATTEA	26
27	—	I WANNA SAY YES	LOUISE MANDRELL	27
28	—	I'M GONNA LEAVE YOU TOMORROW	JOHN SCHNEIDER	24
29	—	I'LL NEVER STOP LOVING YOU	GARY MORRIS	25
30	—	THING ABOUT YOU	SOUTHERN PACIFIC	30

THIS WEEK	LAST WEEK	AIRPLAY		HOT COUNTRY POSITION
		TITLE	ARTIST	
1	2	I FELL IN LOVE AGAIN LAST NIGHT	THE FORESTER SISTERS	1
2	4	LOST IN THE FIFTIES TONIGHT	RONNIE MILSAP	3
3	5	DRINKIN' AND DREAMIN'	WAYLON JENNINGS	2
4	6	BETWEEN BLUE EYES AND JEANS	CONWAY TWITTY	4
5	8	MEET ME IN MONTANA	MARIE OSMOND WITH DAN SEALS	5
6	7	SHE'S COMIN' BACK TO SAY GOODBYE	EDDIE RABBITT	6
7	9	WITH JUST ONE LOOK IN YOUR EYES	C.MCCLAIN/W.MASSEY	7
8	11	YOU MAKE ME WANT TO MAKE YOU MINE	JUICE NEWTON	8
9	12	TOUCH A HAND, MAKE A FRIEND	THE OAK RIDGE BOYS	11
10	13	KERN RIVER	MERLE HAGGARD	10
11	3	USED TO BLUE	SAWYER BROWN	12
12	16	LOVE TALKS	RONNIE MCDOWELL	13
13	17	SOME FOOLS NEVER LEARN	STEVE WARINER	15
14	1	MODERN DAY ROMANCE	NITTY GRITTY DIRT BAND	9
15	18	IF IT WEREN'T FOR HIM	VINCE GILL	14
16	20	I WANNA HEAR IT FROM YOU	EDDY RAVEN	18
17	19	WHO'S GONNA FILL THEIR SHOES	GEORGE JONES	16
18	21	A LONG AND LASTING LOVE	CRYSTAL GAYLE	17
19	23	HANG ON TO YOUR HEART	EXILE	20
20	25	CAN'T KEEP A GOOD MAN DOWN	ALABAMA	21
21	10	CRY JUST A LITTLE BIT	SYLVIA	19
22	27	HEART DON'T DO THIS TO ME	LORETTA LYNN	23
23	30	I'LL NEVER STOP LOVING YOU	GARY MORRIS	25
24	29	I'M GONNA LEAVE YOU TOMORROW	JOHN SCHNEIDER	24
25	22	HE WON'T GIVE IN	KATHY MATTEA	26
26	14	BLUE HIGHWAY	JOHN CONLEE	22
27	—	IF IT AIN'T LOVE	ED BRUCE	28
28	—	ANGEL IN YOUR ARMS	BARBARA MANDRELL	29
29	—	I WANNA SAY YES	LOUISE MANDRELL	27
30	—	THING ABOUT YOU	SOUTHERN PACIFIC	30

©Copyright 1985, Billboard Publications, Inc. No part of this publication may be reproduced, stored in any retrieval system, or transmitted, in any form or by any means, electronic, mechanical, photocopying, recording, or otherwise, without the prior written permission of the publisher.

COUNTRY SINGLES BY LABEL

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

LABEL	NO. OF TITLES ON CHART
MCA (15)	20
MCA/Curb (4)	
MCA/Noble Vision (1)	
RCA (17)	18
RCA/Curb (1)	
WARNER BROS. (12)	14
Warner/Curb (2)	
EPIC (11)	12
Full Moon/Epic (1)	
COLUMBIA	11
CAPITOL (3)	8
MTM (3)	
Capitol/Curb (2)	
POLYGRAM	6
Mercury (5)	
Compleat (1)	
EMI-AMERICA	3
ATLANTIC	1
Atlantic/America (1)	
BERMUDA DUNES	1
EVERGREEN	1
LUV	1
NSD	1
Soundwaves (1)	
STEP ONE	1
TEXAS	1
WHITE GOLD	1

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

TITLE (Publisher - Performance Rights Affiliate) Sheet Music Agent	(CBS Unart, BMI/Hickory Grove, ASCAP/April, ASCAP)	(Warner-Tamerlane, BMI/Three Ships, ASCAP)	13 LOVE TALKS (Cross Keys, ASCAP/Tree, BMI/O'Lyric, BMI)	(Bocephus, BMI)
2 DRINKIN' AND DREAMIN' (Two Sons, ASCAP/Blue Lake, BMI/WB, ASCAP)	78 I WANT EVERYONE TO CRY (Warner-Tamerlane, BMI/Writers House, BMI/WB, ASCAP/Bob Montgomery, ASCAP)	73 LOVIN' UP A STORM (Dejamus, ASCAP/Stam Cornelius, ASCAP)	41 TOKYO, OKLAHOMA (Cedarwood, BMI/John Anderson, BMI)	
52 DROWNING IN MEMORIES (Cross Keys, ASCAP/Choskee Bottom, ASCAP)	28 IF IT AIN'T LOVE (Banjo Man, BMI/MCA, ASCAP)	60 ME & PAUL (Willie Nelson, BMI)	85 TONIGHT'S THE NIGHT (Lucca, BMI/Calente, ASCAP)	
100 40 HOUR WEEK (FOR A LIVIN') (Music Corp. Of America, BMI/MCA, ASCAP/Leeds, ASCAP/Patchworks, ASCAP/Don Schlitz, ASCAP)	14 IF IT WEREN'T FOR HIM (Benefit, BMI/Monster Beach, BMI/Atlantic, BMI)	5 MEET ME IN MONTANA (WEB IV, BMI)	32 TOO MUCH ON MY HEART (Stalder Brothers, BMI)	
66 AIN'T IT JUST LIKE LOVE (Billy Beau, ASCAP/Watchpocket, ASCAP/Bug, BMI)	56 IF THE PHONE DOESN'T RING, IT'S ME (Coral Reefer, BMI/Willin' David, BMI/Blue Sky Rider Songs, BMI/Coconutley, ASCAP)	9 MODERN DAY ROMANCE (Golden Bridge, ASCAP/Mota, ASCAP)	11 TOUCH A HAND, MAKE A FRIEND (Irving, BMI/East Memphis, BMI)	
29 ANGEL IN YOUR ARMS (Song Tailors, BMI/I've Got The Music, ASCAP)	68 I'LL DANCE THE TWO STEP (WB, ASCAP/Make Believeus, ASCAP/Beckaroo, BMI)	80 MY TOOT TOOT (Sid Sim, BMI/Flattown, BMI)	42 TWO OLD CATS LIKE US (WB, ASCAP/Two Sons, ASCAP)	
63 BABY'S EYES (El Brody, BMI)	25 I'LL NEVER STOP LOVING YOU (Music Corp. Of America, BMI/Leeds, ASCAP/Patchworks, ASCAP)	98 NEXT TO YOU (MCA, ASCAP/Hightop, BMI)	12 USED TO BLUE (A Little More Music, ASCAP/Captain Crystal, BMI)	
47 BAR ROOM ROSES (Dejamus, ASCAP/Make Believeus, ASCAP/WB, ASCAP/Royal Haven, BMI)	84 I'LL STILL BE LOVING YOU (Mullet, BMI/Tapadero, BMI)	49 NOBODY FALLS LIKE A FOOL (April, ASCAP/New and Used, ASCAP/Blackwood, BMI/Land Of Music, BMI)	82 WHEN I GET HOME (Labor Of Love, BMI)	
4 BETWEEN BLUE EYES AND JEANS (Hall-Clement, BMI/Lionel Deimore, BMI)	88 I'M FOR LOVE (Bocephus, BMI)	79 NOT ANOTHER HEART SONG (Chappell, ASCAP/Robin Hill, ASCAP/Unichappell, BMI)	16 WHO'S GONNA FILL THEIR SHOES (WB, ASCAP/Two Sons, ASCAP/Tree, BMI)	
22 BLUE HIGHWAY (Cross Keys, ASCAP/Oven Bird, ASCAP)	24 I'M GONNA LEAVE YOU TOMORROW (Chappell, ASCAP/Unichappell, BMI)	70 ON THE OTHER HAND (Writers Group, BMI/Scarlet Moon, BMI/MCA, ASCAP/Don Schlitz, ASCAP)	7 WITH JUST ONE LOOK IN YOUR EYES (Tapadero, BMI/Little Shop Of Morgansongs, BMI)	
86 BREAK AWAY (Cross Keys, ASCAP/April, ASCAP/Ideas Of March, ASCAP)	92 I'M NOT LEAVING (I'M JUST GETTING OUT OF YOUR WAY) (Tree, BMI/Larry Butler, BMI/Southwing, ASCAP)	74 OUT OF SIGHT, OUT OF MIND (Kahl, BMI)	91 YOU CAN'T RUN AWAY FROM YOUR HEART (Screen Gems-EMI, BMI/Moon & Stars, BMI/Berger Bits, ASCAP)	
87 BUILDING BRIDGES (Goldline, ASCAP/Granite, ASCAP/Drunk Monkey, BMI)	54 I'M TAKING MY TIME (Silverling, BMI/Bait And Beer, ASCAP)	37 PRETTY LADY (April, ASCAP/Keith Stegall, ASCAP)	62 YOU COULD BE THE ONE WOMAN (WB, ASCAP)	
61 CALIFORNIA ROAD (Cedarwood, BMI)	64 IN ANOTHER MINUTE (Tree, BMI/Cross Keys, ASCAP)	50 REAL LOVE (Deb Dave, BMI/Malven, ASCAP/Cottonpatch, ASCAP)	58 YOU MAKE ME FEEL LIKE A MAN (Hall-Clement, BMI/Ricky Skaggs, BMI)	
21 CAN'T KEEP A GOOD MAN DOWN (Sabal, ASCAP)	72 I'VE GOT THE HEART FOR YOU (Make Believeus, ASCAP/WB, ASCAP)	97 RHYTHM GUITAR (Emmylou, ASCAP/Irving, BMI)	8 YOU MAKE ME WANT TO MAKE YOU MINE (Leeds, ASCAP/Patchworks, ASCAP)	
53 CAROLINA IN THE PINES (Mystery, BMI)	95 JUST AS LONG AS I HAVE YOU (MCA, ASCAP/Leeds, ASCAP/Patchworks, ASCAP)	71 SAILING HOME TO ME (Cross Keys, ASCAP/Warner-Tamerlane, BMI)	38 YOU'RE GONNA MISS ME WHEN I'M GONE (Lawyers Daughter, BMI)	
65 THE CHAIR (Tree, BMI/Larry Butler, BMI)	10 KERN RIVER (Mt.Shasta, BMI)	6 SHE'S COMIN' BACK TO SAY GOODBYE (Deb Dave, BMI/Briar Patch, BMI)	35 YOU'VE GOT SOMETHING ON YOUR MIND (Blackwood, BMI/Easy Days, BMI/Tom Collins, BMI/Silverline, BMI)	
90 COLD SUMMER DAY IN GEORGIA (Tapadero, BMI/Cavesson, ASCAP)	51 LIE TO YOU FOR YOUR LOVE (Rare Blue, ASCAP/Bellamy Bros., ASCAP/Steeple Chase, BMI)	44 SHE'S SINGLE AGAIN (Blackwood, BMI/April, ASCAP/New and Used, ASCAP)		
19 CRY JUST A LITTLE BIT (Colgems-EMI, ASCAP)	3 LOST IN THE FIFTIES TONIGHT (IN THE STILL) (Lodge Hall, ASCAP/Two Sons, ASCAP/WB, ASCAP/Lee, BMI)	75 SMOOTH SAILING (ROCK IN THE ROAD) (Warner Bros., ASCAP/Down 'N' Dixie, BMI/Irving, BMI)		
55 DESPERADOS WAITING FOR A TRAIN (Chappell, ASCAP/World, ASCAP)	17 A LONG AND LASTING LOVE (Prince Street, ASCAP/Screen Gems-EMI, BMI)	15 SOME FOOLS NEVER LEARN (Sweet Baby, BMI)		
45 DONCHA (Rick Hall, ASCAP)	94 (LOVE ALWAYS) LETTER TO HOME (Latter End, BMI)	83 SOMEBODY'S ELSE'S FIRE (Love Wheel, BMI)		
77 DON'T TELL ME LOVE IS KIND (Uncle Artie, ASCAP)	39 LOVE IS ALIVE (Irving, BMI)	57 STAND UP (Old Friends, BMI/Cross Keys, ASCAP)		
48 DOWN IN THE FLORIDA KEYS (Hallnote, BMI)		30 THING ABOUT YOU (Gone Gator, ASCAP)		
43 DOWN THE ROAD (MOUNTAIN PASS)		36 THIS AINT OALLAS		

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

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

A&R EXECUTIVES COURT YOUNG LISTENERS

(Continued from page 44)

Lone Justice's Geffen single "Don't Toss Us Away" to country radio. "We're trying new things and seeing whether we can find some acceptance," says Warner Bros. executive vice president Jim Ed Norman.

"My fear is that we're making music for older people without having brought along the young," Norman says. "We need to figure out how to embrace some of the tenets of pop music, but still create something that's an extension of the tradition of country music."

The new addition to the Warner

Bros. a&r department is Muscle Shoals producer and sideman Barry Beckett. Beckett, who has worked with such pop acts as Dire Straits and Bob Dylan, has also worked with Karen Brooks, Shelly West and Johnny Lee for Warner Bros.

"There's been a lot of talk about pop coming to town, and Barry is a part of that," notes Warner Bros. a&r vice president Martha Sharpe. "We're going to create exciting music no matter what form it takes."

The Warner Bros. experiment with Lone Justice—an act several country labels pursued before their

signing with Geffen—has its parallels at other labels. MCA, for example, is trying to establish Jimmy Buffett with country radio and is making some headway.

In the past year, two of Buffett's singles have edged into the upper half of the Hot Country Singles chart. "We think Buffett is a lot closer to the future of country music than Lone Justice," says MCA's Jimmy Bowen. "They may be a preview of where country music will be in 15 years."

Bowen is after the same demographic group his rivals seek. "Tal-

ent has to appeal to people in their 20s and 30s," he says. "If you're creating something to sell, you better not ride off the upper end of the [demographic] scale."

Like RCA, CBS and Warner Bros., MCA has added a new member with a pop history to its a&r team. Kim Buie, who played a big role in breaking Lloyd Cole & the Commotions and the dB's with college radio, will be based in Nashville but will report to MCA's pop a&r offices in New York and Los Angeles.

"She'll be looking for new acts

that are about one year away from signing with a major label," says Bowen. "And she'll be travelling with acts she's signed in her artist development role."

ACTIONMART

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

FOR WEEK ENDING SEPTEMBER 21, 1985

Billboard

HOT COUNTRY SINGLES ACTION

©Copyright 1985, Billboard Publications, Inc. No part of this publication may be reproduced, stored in any retrieval system, or transmitted, in any form or by any means, electronic, mechanical, photocopying, recording, or otherwise, without the prior written permission of the publisher.

RADIO MOST ADDED



RETAIL BREAKOUTS

NATIONAL

129 REPORTERS

ARTIST	TITLE	NEW ADDS	TOTAL ON
GEORGE STRAIT	THE CHAIR	46	49
THE BELLAMY BROTHERS	LIE TO YOU FOR YOUR LOVE	38	79
RICKY SKAGGS	YOU MAKE ME FEEL LIKE A MAN	36	64
EARL THOMAS CONLEY	NOBODY FALLS LIKE A FOOL	33	74
JIM GLASER	IN ANOTHER MINUTE	31	52

NEW ADDS	TOTAL ON
46	49
38	79
36	64
33	74
31	52

NATIONAL

60 REPORTERS

ARTIST	TITLE	NUMBER REPORTING
GARY MORRIS	I'LL NEVER STOP LOVING YOU	27
ALABAMA	CAN'T KEEP A GOOD MAN DOWN	17
MICKEY GILLEY	YOU'VE GOT SOMETHING ON YOUR MIND	16
ED BRUCE	IF IT AIN'T LOVE	14
THE STATLER BROTHERS	TOO MUCH ON MY HEART	12

REGION 1

CT, MA, ME, NY State, RI, VT

WGNA Albany, NY
WBOS Boston, MA
WYRK Buffalo, NY
WOKQ Dover, NH
WPOR-FM Portland, ME
WHIM Providence, RI
WSEN-FM Syracuse, NY

REGION 2

DE, D.C., MD, NJ, NY Metro, PA, WV

WCAO Baltimore, MD
WRKZ Hershey, PA
WHN New York City, NY
WXTU Philadelphia, PA
WPKX Washington, VA
WVVA Wheeling, WV

REGION 3

FL, GA, NC, SC, East TN, VA

WJAZ Albany, GA
WWNC Asheville, NC
WPLO Atlanta, GA
WGUS Augusta, GA
WXBQ Bristol, VA
WEZL Charleston, SC
WSOC-FM Charlotte, NC
WDOD Chattanooga, TN
WUSY Chattanooga, TN
WCOS Columbia, SC
WGTO Cypress Springs, FL
WFNC Fayetteville, NC
WESC Greenville, SC
WCRJ Jacksonville, FL
WIVK Knoxville, TN
WWOD Lynchburg, VA
WCMS Norfolk, VA
WHOO-FM Orlando, FL
WWKA Orlando, FL
WPAP Panama City, FL
WKIX Raleigh, NC
WRNL Richmond, VA
WSLC Roanoke, VA
WQYK St. Petersburg, FL
WIRK West Palm Beach, FL
WTQR Winston-Salem, NC

REGION 4

IL, IN, KY, MI, OH, WI

WSLR Akron, OH
WYNE Appleton, WI
WUSN Chicago, IL
WUBE Cincinnati, OH
WGAR-FM Cleveland, OH
WMNI Columbus, OH
WONE Dayton, OH
WCXI-AM/FM Detroit, MI
WVTV Dothan, AL
WXXX-FM Eau Claire, WI
WROZ Evansville, IN
WGEE Green Bay, WI
WFMS Indianapolis, IN
WIRE Indianapolis, IN
WITL Lansing, MI
WAMZ Louisville, KY
WTSO Madison, WI
WMIL Milwaukee, WI
WXCL Peoria, IL
WKKK Rockford, IL

REGION 5

IA, KS, MN, MO, NE, ND, OK, SD

KHAK Cedar Rapids, IA
KSO Des Moines, IA
KLXL Dubuque, IA
KFGO Fargo, ND
KWMF Fort Dodge, IA
KFKE Kansas City, MO
WDAF Kansas City, MO
KEBC Oklahoma City, OK
WOW Omaha, NE
KTTS Springfield, MO
KUSA St. Louis, MO
WIL-FM St. Louis, MO
KTPK Topeka, KS
KVOO Tulsa, OK
KFDI Wichita, KS

A weekly national indicator of the five most added records on the radio stations reporting to Billboard's Hot Country Singles chart. The stations in each region represent the entire panel in that region, not just those which have added the records listed.

REGION 6

AL, AR, LA, MS, West TN, TX

KEAN-AM/FM Abilene, TX
KMML Amarillo, TX
KASE Austin, TX
WYNK Baton Rouge, LA
WZZK Birmingham, AL
KOUL Corpus Christi, TX
WTVY Dothan, AL
KHEY-AM/FM El Paso, TX
KPLX Fort Worth, TX
KIKK-FM Houston, TX
KILT Houston, TX
KSSN Little Rock, AR
KLLL Lubbock, TX
WMC-AM Memphis, TN
WOKK Meridian, MS
WKSJ-FM Mobile, AL
KNOE Monroe, LA
WLWI Montgomery, AL
WSM-AM Nashville, TN
KYXX Odessa, TX
WPMP Pascagoula, MS
KBUC San Antonio, TX
KKYX San Antonio, TX
KRMD Shreveport, LA
KWKH Shreveport, LA
KJNE-FM Waco, TX
WACO Waco, TX
KLUR-FM Wichita Falls, TX

REGION 7

AZ, Southern CA, CO, HI, Southern NV, NM, UT

KRST Albuquerque, NM
KUZZ Bakersfield, CA
KSSS Colorado Spring, CO
KBRQ-AM/FM Denver, CO
KLZ Denver, CO
KYGO Denver, CO
KQIL Grand Junction, CO
KVEG Las Vegas, NV
KIKF Orange, CA
KNIX-FM Phoenix, AZ
KSOP Salt Lake City, UT
KCUB Tucson, AZ

REGION 8

AK, Northern CA, ID, MT, Northern NV, OR, WA, WY

KGHL Billings, MT
KGEM Boise, ID
KHSL Chico, CA
KUGN Eugene, OR
KMAK Fresno, CA
KMIX Modesto, CA
KNEW Oakland, CA
KUPL-AM/FM Portland, OR
KWJJ Portland, OR
KOLO Reno, NV
KRAK Sacramento, CA
KGAY Salem, OR
KMPS Seattle, WA
KGA Spokane, WA
KRPM Tacoma, WA

REGION 1

CT, MA, ME, NY State, RI, VT

Peter's One Stop Norwood, MA

REGION 2

DE, D.C., MD, NJ, NY Metro, PA, WV

A&C Records Pittsburgh, PA
Elkins One Stop Charleston, WV
J.E.K. Enterprises Baltimore, MD
Kemp Mill Beltsville, MD
Mobile One-Stop Pittsburgh, PA
Musical Sales Baltimore, MD
Wee Three Lebanon, PA
Wee Three Lancaster, PA

REGION 3

FL, GA, NC, SC, East TN, VA

Bibb One Stop Charlotte, NC
Dean's Record One Stop Richmond, VA
Lieberman Norcross, GA
One-Stop Records Atlanta, GA
Peaches Clearwater, FL
Peaches West Palm Beach, FL
Record Bar Atlanta, GA
Record Bar #116 Atlanta, GA
Record Bar Columbus, GA
Ripete Records Fayetteville, NC
Sounds Familiar Columbia, SC
Southern Music Orlando, FL
Tucker's Record Shop Knoxville, TN

REGION 4

IL, IN, KY, MI, OH, WI

Ambat/Record Theater Cincinnati, OH
Arrow Dist Solon, OH
Gemini One-Stop Cleveland, OH
Martin & Snyder Dearborn, MI
National Record Mart St. Clairsville, OH
Radio Doctors Milwaukee, WI
Singer One Stop Chicago, IL
Wax Works Owensboro, KY

REGION 5

IA, KS, MN, MO, NE, ND, OK, SD

CML Records St. Louis, MO
Lieberman Kansas City, MO
Lieberman Minneapolis, MN
Musical Sales Minneapolis, MN
Phil's One Stop Oklahoma City, OK

REGION 6

AL, AR, LA, MS, West TN, TX

ABC One Stop San Antonio, TX
Central South One-Stop Nashville, TN
E&R One Stop San Antonio, TX
Handeman Co. Little Rock, AR
Lieberman Dallas, TX
Music City One-Stop Nashville, TN
Poplar Tunes Memphis, TN
Record Bar Baton Rouge, LA
Record Bar New Orleans, LA
Record Service Houston, TX
Southwest Distributing Houston, TX
Top Ten Records Dallas, TX
Western Merch. One Stop Dallas, TX

A weekly national indicator of "breakout" singles, i.e., those with significant future sales potential based on initial market reaction. These records are not yet on the top 30 lists of the retailers and one-stops reporting to Billboard's Hot Country Singles chart. The outlets in each region represent the entire panel in that region, not just those which are reporting the records listed.

A BILLBOARD SPOTLIGHT

WORLD OF COUNTRY MUSIC

PLUS: "TRIBUTE TO GRAND OLE OPRY'S
60TH ANNIVERSARY"

**ISSUE DATE
OCTOBER 12
ADVERTISING
DEADLINE
SEPTEMBER 20**

IN THIS ISSUE

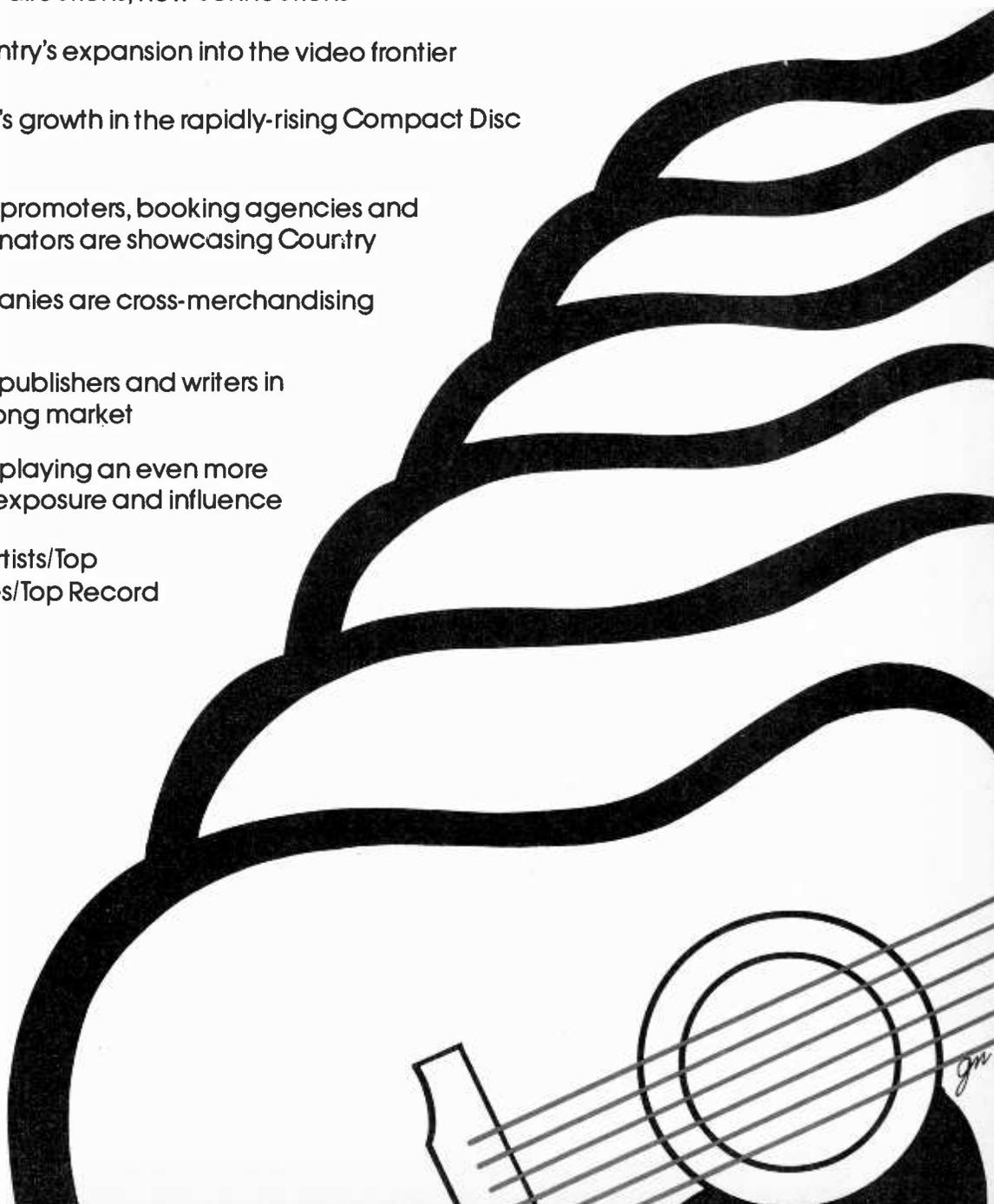
- ★ What's ahead for country music: new talent, new directions, new connections
- ★ Country's expansion into the video frontier
- ★ Country's growth in the rapidly-rising Compact Disc market
- ★ How concert promoters, booking agencies and talent coordinators are showcasing Country
- ★ How record companies are cross-merchandising Nashville music
- ★ The power of Nashville publishers and writers in today's international song market
- ★ How radio and retailing are playing an even more important part in Country's exposure and influence
- ★ 12-month recap charts . . . Top Artists/Top Albums/Top Publishers/Top Singles/Top Record Companies

BONUS DISTRIBUTION

- Country Music Association's Talent Buyer's Entertainment Market Place in Nashville: October 11-12-13
- 60th Grand Ole Opry Birthday Celebration in Nashville: October 10-11-12

FOR ADVERTISING DETAILS CALL

Nashville: John McCartney (615) 748-8145
New York: Ron Willman (212) 764-7350;
Norm Berkowitz (212) 764-7330;
Grace Whitney-Kolins (212) 764-7352
Los Angeles: Christine Matuchek (213) 859-5344
or contact any Billboard Sales Office



Rice Checks Into the Pop Music Elite Songwriter/Producer Enjoys Rapid Rise to Prominence

BY STEVEN IVORY

LOS ANGELES Four years ago Howie Rice was earning \$4 an hour delivering album covers to record companies. Today Rice, 30, is one of the hottest new songwriter/producers in pop music.

Rice's ever-growing list of credits includes the Pointer Sisters' nearly triple platinum "Break Out" album, for which he served as Richard Perry's associate producer. Rice also co-produced Patti LaBelle's "New Attitude" and handled production chores on the first English-language album by international teen superstars Menudo.

He has just finished co-producing and writing much of Barry Manilow's next album, to be released in late September. In addition, Rice is writing with ex-Chicago lead singer Peter Cetera. He is also working with Gene Simmons of Kiss on material for both that group and Keel, a heavy metal band being produced by Simmons.

These credentials, considerable by any standard, are especially impressive since Rice is relatively unknown—and black. "I've been told my name sounds Jewish," he jokes. "I haven't seen any real need to publicize who I am. I've just been taking this whole thing step by step."

For Rice, the next step is forming an integrated six-piece band for RCA that will include former Mary Jane Girl Cheri Welles.

Veteran producers Norman Whitfield and Richard Perry gave Rice his big breaks. Proficient on guitar, keyboards and drums, Rice had recorded an album of "funky Duran Duran-type stuff" for Atlantic in 1982 that was a commercial failure when Whitfield introduced him to Perry.

"Richard was looking for someone to help him with the new Pointer record," he recalls, "and Norman suggested he try me out as a songwriter."

"My thing with Atlantic wasn't happening, and I was working as a delivery man. Perry asked me if I knew any one-man-band type who could play all the instruments on rhythm tracks, and I persuaded him to let me do it. He booked some studio time and asked me to do rhythm tracks for a thing called 'Neutron Dance.'"

Rice recalls that he had a full day to work, but was finished by noon. "I played everything but the tambourine. After we did 'Automatic' and 'Jump,' Richard saw how things were going and elevated me to associate producer."

"He gave me some good advice. He told me to put my solo career on ice and concentrate on producing my way to my goal."

Despite his success, Rice remains fairly anonymous in black music circles. Perhaps one reason for this is his musical background. Prior to meeting Perry, Rice played heavy metal guitar hero, leading a couple of bands that opened Los Angeles club dates for such then-unknown acts as Van Halen, Quiet Riot and Ratt. As a child actor, Rice played Richie on the series "Room 222."

Asked why there are comparably few black producer/white act teamings, Rice says, "I don't think that many black producers are generally that familiar with pop. Not that the background is always necessary. Manilow certainly didn't come to me to make him sound white. But I was raised on rock and pop acts like Bread, Three Dog Night and the Carpenters, which has helped."

"I would say Nile Rodgers and

his productions on people like David Bowie, Madonna and Mick Jagger definitely opened the door to more blacks working with white artists."

On the other hand, Rice insists he's not afraid to produce unknown black acts either. He points to his recent production of Capitol's female sibling duo Twin Image.

"It will be a black record, for sure," he says. "You have to find a base to cross over."

Despite his activity, Rice is looking for a manager and has recently signed on with Roger Moultrie, accountant to Prince and Michael Jackson. All his business is transacted through Backhouse Productions and Limited Funds Music.



Boy Toys. Jive/Arista's young singer Warren Mills finds out why Los Angeles is the land of dreams as three past and current members of the "Dreamgirls" cast surround him with womanly charms. The dreamgirls are, from left, Arestia Walker, Sheryl Lee Ralph and Vanessa Townsall.

THE RHYTHM & THE BLUES

by Nelson George



WHEN THE BLACK MUSIC ASSN. meets in Philadelphia in October, one hopes the collected songwriters, producers and performers will come together to take a strong stand against the pressures being put on the record industry by the Parents Music Resource Center (PMRC) and other groups seeking to influence the lyrical context of popular music.

Black music has always been one of the places in American culture where the issues of sexual warfare and romantic love have subtly, and sometimes not so subtly, been explored. It is this quality that makes black music, along with country—and, in a different way, heavy metal—particularly vulnerable to attack.

The industry has said no to a ratings system and yes to stickers advising that some songs on an album may be too suggestive. Is there any question that many of the most commercial artists in black music—among them Rick James, Cameo, George Clinton, the Gap Band, etc.—will find their albums stickered? The chilling factor this may have, both in placement of these albums in retail outlets and in the yet-to-be-determined impact on radio, are worth considering.

BMA faces the sticky question of lyric stickers

A song such as Mtume's "You, Me & He" was mature, suggestive and quietly humorous. Whitney Houston's "You Give Good Love" possessed many of those elements. Why stigmatize these songs for the very qualities that make them good music and "good product"?

SHORT STUFF: Carl Anderson not only has a new single, "Still Thinking Of You," on Epic; he has been busy as an actor as well. He has a part in the film "The Color Purple," due for release in December, and is appearing this month on NBC's "Days Of Our Lives" . . . Reggie Lucas, whose production chops started the Madonna phenomenon, has a release coming on Leslie, a young MCA signee . . . Boogie rappers Dr. Jeckyll & Mr. Hyde are completing work on their debut Profile album, featuring the track "The Champagne Of Rap" . . . Herbie Hancock's "Village Life" album, recorded in collaboration with West African musician Foday Musa Suso, is a fine change of pace for the keyboardist. Suso plays the talking drum and a large 21-stringed instrument, the kora. The fusion of Hancock's keyboards and Suso's African instrumentation creates a most pleasing and unusual sound. Well worth the listen . . . Sly Dunbar & Robbie Shakespeare's Island album "Language Barrier" features a slew of special guests, including Bob Dylan, Doug E.

Fresh, Afrika Bambaataa and Bernie Worrell. The most interesting track is "Bass And Trouble," which is highlighted by some funky Manu Dibango saxophone . . . Veteran Chicago soul man Gene Chandler is now recording for New York-based Fastfire Records. His album, "Your Love Looks Good On Me," features the single "Haven't I Heard That Line Before" . . . Freddie Jackson, Lillo Thomas and Paul Laurence will all be appearing in the video for Laurence's single "She's Not A Slezee."

The soundtrack of "Respect," a new film starring Christopher Walken, will feature a new version by Jocelyn Brown of the Otis Redding-penned Aretha Franklin hit of the same name. Michael Kissel is producing the track. In addition to Brown, RCA signee Evelyn King is also slated to add her voice to the soundtrack. Patrick Adams, producer of Skipworth & Turner's "Thinking About Your Love," which appeared in the film "Pumping Iron II," is preparing music for the soundtrack as well . . . The use of Lisa Fischer's voice on Brass Construction's "Give And Take" adds a nice new flavor to the sound of Randy Muller's Brooklyn-based band and is generating renewed interest in one of the few bands still recording that got its start in the wonderful world of disco . . . The first release via the distribution deal between Conceited Records, owned by black businessmen Ron Perry and Louis Williams, and Motown is Lushus Daim & the Pretty Vain's "More Than You Can Handle," produced by Leon Sylvers, who is serving as Conceited staff producer. Possessors of the 12-inch will be amused to see that the record comes in three versions, one of which is called the "slam" version. Lushus Daim's debut album is titled after this song . . . Gigolette, who made an impact in the hip-hop world with "Games Females Play," is back on Sal Abbatiello's Fever Records with "I'm Gonna Rock You." Rap production whiz Larry Smith and DJ Starchild did the mix. Omar Hakim, of Weather Report and Sting's band, played drums . . . Fans of 'D' Train's 1981 synth-hop classic "You're The One For Me" should pick up the import of Paul Hardcastle's remix made for RCA in England, which distributes Prelude there. The flip side contains Francois Kevorkian's original club mix of the Hubert Eaves-James Williams III composition, as well as another 'D' Train standard, "Keep On" . . . "Soul Music: The Birth Of A Sound In Black America" by Michael Haralambos is a scholarly but fascinating look at the transition from the sounds of rhythm & blues to soul in the early '60s. Originally published in 1974, the book ties in sociological and economic observations to explain this profound change in black music's direction. "Soul Music" has been reissued by Da Capo Press and costs \$7.95.

Motown Wins Auction for Film Rights to Gaye's Life

NEW YORK Motown's winning of the rights to Marvin Gaye's life story in a court auction appears to clear the way for an NBC television film based on the singer's life (Billboard, Sept. 14).

In an auction held in Los Angeles Superior Court, Berry Gordy's label outbid actor John Philip and businessman Richard Pollack with an offer of \$101,000 to the Gaye estate, \$36,000 more than its original offer made earlier this year. The bidding was extremely competitive, with 18 counter-offers made by the competing bidders.

The auction was held in response to pleas from Gaye's creditors that Motown's original bid of \$65,000 was too low. What was curious about the Philip-Pollack bid was that, in going against Motown, they were fighting the institution that controls virtually all of Gaye's copyrights. Without Gaye's music, there realistically could be no film.

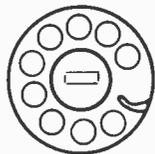
Motown has already acquired film rights to David Ritz's contro-

versial Gaye biography, "Divided Soul." Ritz says that at this time Motown has not spoken to him about any definite plans for exploitation of the book, though he thinks a script is being developed.

One of the strongest unconfirmed rumors surrounding the project is that Arista artist Jermaine Jackson, who was influenced by Gaye when he recorded for Motown, is being considered for the lead in Motown's proposed film.

TOUCH That DIAL!

Get fast results with ACTION-MART, the Billboard Classified.



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

Billboard Hot Black Singles SALES & AIRPLAY

A ranking of the top 30 black singles by sales and airplay, respectively, with reference to each title's composite position on the main Hot Black Singles chart.

THIS WEEK		LAST WEEK		TITLE	ARTIST	HOT BLACK POSITION
1	2	1	2			
1	2			SAVING ALL MY LOVE FOR YOU	WHITNEY HOUSTON	2
2	1			CHERISH	KOOL & THE GANG	3
3	3			OH SHEILA	READY FOR THE WORLD	1
4	4			WE DON'T NEED ANOTHER HERO	TINA TURNER	9
5	7			ALL OF ME FOR ALL OF YOU	9.9	5
6	8			YOU ARE MY LADY	FREDDIE JACKSON	4
7	5			FLY GIRL	BOOGIE BOYS	8
8	15			I WISH HE DIDN'T TRUST ME SO MUCH	BOBBY WOMACK	6
9	12			DARE ME	THE POINTER SISTERS	7
10	6			FREEWAY OF LOVE	ARETHA FRANKLIN	24
11	9			I WANT MY GIRL	JESSE JOHNSON'S REVUE	23
12	10			I'M LEAVING BABY	CON FUNK SHUN	12
13	13			POP LIFE	PRINCE & THE REVOLUTION	11
14	18			I MISS YOU	KLYMAXX	14
15	16			OBJECT OF MY DESIRE	STARPOINT	10
16	11			MYSTERY LADY	BILLY OCEAN	16
17	26			THE SHOW	DOUG E. FRESH & THE GET FRESH CREW	25
18	20			DANCE ELECTRIC	ANDRE CYMONE	13
19	19			YOUR PLACE OR MINE	THE BAR-KAYS	17
20	14			HELLO STRANGER	CARRIE LUCAS	32
21	24			ALL FALL DOWN	FIVE STAR	19
22	25			SCREAMS OF PASSION	FAMILY	15
23	—			PART-TIME LOVER	STEVIE WONDER	18
24	23			HOT SPOT	THE DAZZ BAND	21
25	17			DANCIN' IN THE KEY OF LIFE	STEVE ARRINGTON	33
26	21			DISRESPECT	THE GAP BAND	34
27	—			I'LL BE GOOD	RENE & ANGELA	22
28	22			I WONDER IF I TAKE YOU HOME	LISA-LISA/FULL FORCE	43
29	—			STAND BY ME	MAURICE WHITE	20
30	28			MY SECRET (DIDJA GIT IT YET?)	NEW EDITION	38

THIS WEEK		LAST WEEK		TITLE	ARTIST	HOT BLACK POSITION
1	2	1	2			
1	1			OH SHEILA	READY FOR THE WORLD	1
2	6			YOU ARE MY LADY	FREDDIE JACKSON	4
3	2			CHERISH	KOOL & THE GANG	3
4	3			SAVING ALL MY LOVE FOR YOU	WHITNEY HOUSTON	2
5	9			I WISH HE DIDN'T TRUST ME SO MUCH	BOBBY WOMACK	6
6	5			DARE ME	THE POINTER SISTERS	7
7	11			OBJECT OF MY DESIRE	STARPOINT	10
8	4			POP LIFE	PRINCE & THE REVOLUTION	11
9	12			DANCE ELECTRIC	ANDRE CYMONE	13
10	15			SCREAMS OF PASSION	FAMILY	15
11	8			ALL OF ME FOR ALL OF YOU	9.9	5
12	14			I MISS YOU	KLYMAXX	14
13	—			PART-TIME LOVER	STEVIE WONDER	18
14	16			YOUR PLACE OR MINE	THE BAR-KAYS	17
15	7			MYSTERY LADY	BILLY OCEAN	16
16	18			HOT SPOT	THE DAZZ BAND	21
17	22			STAND BY ME	MAURICE WHITE	20
18	21			ALL FALL DOWN	FIVE STAR	19
19	28			SINGLE LIFE	CAMEO	27
20	17			I'M LEAVING BABY	CON FUNK SHUN	12
21	26			I'LL BE GOOD	RENE & ANGELA	22
22	24			HARD TIMES FOR LOVERS	JENNIFER HOLLIDAY	30
23	—			SILVER SHADOW	ATLANTIC STARR	29
24	19			FLY GIRL	BOOGIE BOYS	8
25	10			WE DON'T NEED ANOTHER HERO	TINA TURNER	9
26	—			THE SHOW	DOUG E. FRESH & THE GET FRESH CREW	25
27	27			STAND UP	HOWARD JOHNSON	31
28	20			STRONGER TOGETHER	SHANNON	26
29	13			I WANT MY GIRL	JESSE JOHNSON'S REVUE	23
30	—			JUST ANOTHER LONELY NIGHT	THE O'JAYS	35

©Copyright 1985, Billboard Publications, Inc. No part of this publication may be reproduced, stored in any retrieval system, or transmitted, in any form or by any means, electronic, mechanical, photocopying, recording, or otherwise, without the prior written permission of the publisher.

BLACK SINGLES BY LABEL

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

LABEL	NO. OF TITLES ON CHART
ATLANTIC (3)	10
Mirage (2)	
4th & B'Way (1)	
Garage/4th & Broadway (1)	
Island (1)	
Modern (1)	
Philly World (1)	
MCA (6)	10
MCA/Constellation (2)	
Virgin/MCA (2)	
MOTOWN (2)	9
Gordy (6)	
Tamla (1)	
CAPITOL	8
POLYGRAM	8
Mercury (4)	
Atlanta Artists (2)	
Casablanca (1)	
De-Lite (1)	
WARNER BROS. (3)	7
Paisley Park (2)	
Geffen (1)	
Sire (1)	
A&M	6
COLUMBIA	6
EPIC (2)	6
Private I (2)	
CBS Associated (1)	
Tabu (1)	
RCA (5)	6
Total Experience (1)	
ARISTA (4)	5
Jive (1)	
ELEKTRA (2)	3
Solar (1)	
PROFILE	3
CHRYSALIS	2
DANYA/FANTASY	2
Reality (2)	
MANHATTAN	2
P.I.R. (2)	
CRC	1
FANTASY	1
Starlite (1)	
JEM	1
Golden Boy (1)	
POP ART	1
RED LABEL	1
SELECT	1
SUTRA	1

BLACK SINGLES A-Z

TITLE	(Publisher - Licensing Org.)	Sheet Music Dist.
84 "B" BALL	(Almo, ASCAP/Ram Wave, ASCAP/Orneo, BMI)	
19 ALL FALL DOWN	(Blue Mer, ASCAP/Virgin, ASCAP)	
5 ALL OF ME FOR ALL OF YOU	(Dat Richfield Kat, BMI/Songs Can Sing, ASCAP)	
63 ARE YOU READY?	(Hexagram, BMI/Modern, BMI)	
60 ATTACK ME WITH YOUR LOVE	(Larry Jr., BMI/King Kendrick, BMI/All Seeing Eye, ASCAP)	
83 BABY I'M SORRY	(Arrival, BMI)	
85 BABY IT'S YOU	(M M & M, BMI)	
91 BAD BOY	(American League, BMI/Tricky-Trac, BMI)	
78 BAD BOYS	(TAP, ASCAP)	
90 BITE THIS	(Pop Art, ASCAP/MMI, ASCAP)	
76 BULLET PROOF	(Bridgeport, BMI/Yeldarps, ASCAP)	
89 CARAVAN OF LOVE	(April, ASCAP/UM, ASCAP)	
3 CHERISH	(Delightful, BMI)	
47 CHOOSE ME	(Virgin, ASCAP/Brampton, ASCAP)	
57 COOLIN' OUT	(Jobete, ASCAP/Wesel, ASCAP/Nannacub, ASCAP/Tuneworks, BMI)	
13 DANCE ELECTRIC	(Controversy, ASCAP)	
33 DANCIN' IN THE KEY OF LIFE	(Konglather, BMI/Motor, ASCAP/Cheyenne, ASCAP)	
87 DANCING ON THE JAGGED EDGE	(Ardavan, ASCAP/Sakana, ASCAP/Song Of The Lorelei, ASCAP)	
7 DARE ME	(WB, ASCAP/Bob Montgomery, ASCAP/Restless Heart, ASCAP)	
34 DISRESPECT	(Temp, BMI)	
68 DRESS YOU UP	(House Of Fun, BMI)	
94 EIGHT ARMS TO HOLD YOU	(Warner-Tamerlane, BMI/WB, ASCAP)	
72 EVERYBODY DANCE	(Crazy People, ASCAP/Almo, ASCAP)	

PUBLISHERS/PERFORMANCE RIGHTS/SHEET MUSIC

86 EYE TO EYE	(ATV, BMI)	
48 THE FAT BOYS ARE BACK	(Kuwa, ASCAP/Fools Prayer, BMI)	
8 FLY GIRL	(Lifo, BMI/Yeldarps, ASCAP)	
24 FREEWAY OF LOVE	(Gratitude Sky, ASCAP/Polo Grounds, BMI)	
93 GIRL IF YOU TAKE ME HOME	(Forceful, BMI)	
100 GLOW	(Stone City, ASCAP/National League, ASCAP)	
66 GOTTA BE A WINNER	(Protoons, ASCAP/Eric Matthew, ASCAP/Hue-har, ASCAP/Jay Dub, ASCAP)	
99 HANGIN' ON A STRING	(Virgin, ASCAP/Brampton, ASCAP)	
30 HARD TIMES FOR LOVERS	(Black Lion, ASCAP/RC Songs, ASCAP/Matak, ASCAP)	
32 HELLO STRANGER	(Cotillion, BMI/Braintree, BMI/Lovelane, BMI)	
21 HOT SPOT	(Jobete, ASCAP/Dazzberry Jam, ASCAP/Stone Diamond, BMI/Bedazzled, BMI)	
70 I CAN'T FORGET YOU	(Assorted, BMI/Heart to Heart, ASCAP/Different Strokes, ASCAP)	
14 I MISS YOU	(Spectrum VII, ASCAP)	
23 I WANT MY GIRL	(Crazy People, ASCAP/Almo, ASCAP)	
53 I WANT TO FEEL I'M WANTED	(Amazement, BMI)	
6 I WISH HE DIDN'T TRUST ME SO MUCH	(Pea Pod, ASCAP/Pass It On, ASCAP/Sknabue, ASCAP/Legs, ASCAP)	
43 I WONDER IF I TAKE YOU HOME	(Personal, ASCAP/Mokojumbi, BMI)	
98 IF YOU LOVE SOMEBODY SET THEM FREE	(Magnetic, BMI/Reggatta, BMI/Illegal, BMI)	
41 IF YOU WERE HERE TONIGHT	(Flyte Tyme, ASCAP/Avant Garde, ASCAP)	
22 I'LL BE GOOD	(A La Mode, ASCAP)	
12 I'M LEAVING BABY	(Bee-germaine, BMI)	
50 IT'S OVER NOW	(April, ASCAP/Uncle Ronnie's, ASCAP/Thriller Miller, ASCAP/MCA, ASCAP)	
74 JAM-MASTER JAMMIN'	(Protoons, ASCAP/Rush Groove, ASCAP)	
65 JANET	(Rightsong, BMI/Franne Golde, BMI/Sin-Drome, BMI/Del Zorro, ASCAP/Arista, ASCAP)	
35 JUST ANOTHER LONELY NIGHT	(Downstairs, BMI/Piano, BMI)	
62 KING KUT	(Promuse, BMI/Duke Bootee, BMI)	
75 KRUSH GROOVE (CAN'T STOP THE STREET)	(April, ASCAP/Second Nature, ASCAP/Blackwood, BMI/Janiceps, BMI)	
28 A LITTLE BIT OF HEAVEN	(Irving, BMI/Buchanan, BMI)	
39 MAKE YOUR MOVE ON ME BABY	(Wun Tun, ASCAP)	
38 MY SECRET (DIDJA GIT IT YET?)	(MCA, ASCAP/Bobby Hart, ASCAP)	
16 MYSTERY LADY	(Zomba, ASCAP/Willesden, BMI)	
52 THE OAK TREE	(Ya D Sir, ASCAP)	
10 OBJECT OF MY DESIRE	(Adekavode, BMI/Philesto, BMI/Harrindur, BMI/Keith Diamond, BMI/Willesden, BMI)	
1 OH SHEILA	(Ready For The World, BMI/Excalibur Lace, BMI/Trixie Lou, BMI)	
42 PADLOCK	(Wakefield, ASCAP)	
18 PART-TIME LOVER	(Jobete, ASCAP/Black Bull, ASCAP)	
69 PARTY ALL THE TIME	(Stone City, ASCAP)	
49 PLEASURE SEEKERS	(Science Lab, ASCAP/Green Star, ASCAP)	
11 POP LIFE	(Controversy, ASCAP)	
81 POWER OF LOVE	(Hexagram, BMI/Modern, BMI)	
40 PRIVATE PROPERTY	(Music Minded, BMI)	
77 THE ROCK	()	
96 ROCK ME TONIGHT	(Bush Burnin', BMI)	
64 ROMEO PART 1 & PART 2	(Mokojumbi, BMI)	
97 THE ROOF IS ON FIRE	(Anjue, ASCAP)	
2 SAVING ALL MY LOVE FOR YOU	(Prince Street, ASCAP/Screen Gems-EMI, BMI)	
15 SCREAMS OF PASSION	(Paris, ASCAP)	
88 SHAKE 'EM DOWN	(Dat Richfield Kat, BMI/Songs Can Sing, ASCAP)	
56 SHOUT	(Nymph, BMI)	
25 THE SHOW	(Keejue, BMI/Mark Of Aries, BMI)	
29 SILVER SHADOW	(Almo, ASCAP/Jodaway, ASCAP)	
27 SINGLE LIFE	()	
36 SISTER FATE	(Toy Box, ASCAP)	
80 SO HARD	(Vogue, BMI/Cottontail, BMI)	
58 SOMEBODY TOOK MY LOVE	(Ackee, ASCAP/Upward Spiral, ASCAP/Security Hogg, ASCAP)	
92 SOMETHING THAT TURNS YOU ON	(Bleunig, ASCAP)	
79 SPEND THE NIGHT WITH ME	(Stone City, ASCAP/National League, ASCAP)	
20 STAND BY ME	(Rightsong, BMI/Trio, BMI/Unichappell, BMI/ADT, BMI)	
31 STAND UP	(Hojo, BMI/Irving, BMI/Almo, ASCAP/Crimasco, ASCAP)	
46 STIR IT UP	(Unicity, ASCAP/No Pain No Gain, ASCAP/Off Backstreet, BMI/Streamline, BMI)	
82 STOP PLAYING ON ME	(Fresh Ideas, ASCAP/MCA, ASCAP)	
67 STRANGER IN THE NIGHT	(Red Writer, ASCAP/Billy Osborne, ASCAP/Captain Z, ASCAP)	
26 STRONGER TOGETHER	(Not Fragile, BMI/Shapiro Bernstein, ASCAP/Green Star, ASCAP)	
71 SUSPICIOUS	(Deele Reele, BMI/Inner Rhythm, BMI/Hip Trip, BMI/Midstar, BMI)	
44 THERE'S NOTHIN' OUT THERE	(Johnny Yuma, BMI/Hoodoo, BMI/Peabo, ASCAP/Outer Snake, ASCAP/Overdue, ASCAP/WB, ASCAP)	
95 THIS TIME	(Vinewood, BMI/Terr-Tiff, ASCAP)	
37 TRAPPED	(Moonwalk, ASCAP)	
61 VICTIM OF DESIRE	(Philly World, BMI)	
73 THE WAY YOU DO THE THINGS YOU DO/MY GIRL	(Jobete, ASCAP)	
9 WE DON'T NEED ANOTHER HERO (THUNDERDOME)	(Irving, BMI/Myaxe, PRS)	
54 WHEN YOU LOVE ME LIKE THIS	(Willesden, BMI)	
55 WHO'S HOLDING DONNA NOW	(Foster Frees, BMI/Garden Rake, BMI/April, ASCAP/Random Notes, ASCAP)	
59 WHO'S ZOOMIN' WHO	(Gratitude Sky, ASCAP/Bellboy, BMI)	
45 WILD AND CRAZY LOVE	(Stone City, ASCAP/National League, ASCAP)	
4 YOU ARE MY LADY	(Zomba, ASCAP)	

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

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

RADIO MOST ADDED

RETAIL BREAKOUTS



NATIONAL

91 REPORTERS

EL DEBARGE WITH DEBARGE	YOU WEAR IT WELL	GORDY	27	65
MORRIS DAY	THE OAK TREE	WARNER BROS.	25	63
ARETHA FRANKLIN	WHO'S ZOOMIN' WHO	ARISTA	23	45
TA MARA & THE SEEN	EVERYBODY DANCE	A&M	21	46
R.J.'S LATEST ARRIVAL	BABY I'M SORRY	ATLANTIC	20	33

NEW ADDS	TOTAL ON
27	65
25	63
23	45
21	46
20	33

NATIONAL

143 REPORTERS

STEVIE WONDER	PART-TIME LOVER	TAMLA	17
CHARLIE SINGLETON	MAKE YOUR MOVE ON ME BABY	ARISTA	16
EDDIE MURPHY	PARTY ALL THE TIME	COLUMBIA	15
COLONEL ABRAMS	TRAPPED	MCA	12
CAMEO	SINGLE LIFE	ATLANTA ARTISTS	12

REGION 1

CT, MA, ME, NY State, RI, VT

WILD Boston, MA
WKND Hartford, CT
WNHC New Haven, CT
WDKX-FM Rochester, NY

REGION 2

DE, D.C., MD, NJ, NY Metro, PA, WV

WWIN-FM Baltimore, MD
WXVY Baltimore, MD
WRKS New York, NY
WNJR Newark, NJ
WOCQ Ocean City, MD
WDAS-FM Philadelphia, PA
WUSL Philadelphia, PA
WAMO Pittsburgh, PA
WDJY Washington, DC
WHUR Washington, DC

REGION 3

FL, GA, NC, SC, East TN, VA

WAOK Atlanta, GA
WIGO Atlanta, GA
WVEE Atlanta, GA
WPAL Charleston, SC
WWWZ Charleston, SC
WGIV Charlotte, NC
WPEG Charlotte, NC
WJTT Chatanooga, TN
WDPN Columbia, SC
WRBD Ft. Lauderdale, FL
WQMG Greensboro, NC
WJAX-AM Jacksonville, FL
WJAX-FM Jacksonville, FL
WPDQ Jacksonville, FL
WEDR Miami, FL
WOWI Norfolk, VA
WRAP Norfolk, VA
WORL Orlando, FL
WPLZ Petersburg, VA
WANT Richmond, VA
WEAS Savannah, GA
WRXB St. Petersburg, FL
WVDM Sumter, SC
WANM Tallahassee, FL
WWIL-FM Wilmington, NC
WAAA Winston-Salem, NC

REGION 4

IL, IN, KY, MI, OH, WI

WBMX Chicago, IL
WGCJ-FM Chicago, IL
WJPC Chicago, IL
WBLZ Cincinnati, OH
WCIN Cincinnati, OH
WDMT Cleveland, OH
WJMO Cleveland, OH
WZAK Cleveland, OH
WDAO Dayton, OH
WGPR Detroit, MI
WJLB Detroit, MI
WKWM Grand Rapids, MI
WTLC Indianapolis, IN
WJYL Louisville, KY
WLOU Louisville, KY
WLUM Milwaukee, WI
WNOV Milwaukee, WI

REGION 5

IA, KS, MN, MO, NE, ND, OK, SD

KPRS Kansas City, MO
KAEZ Oklahoma City, OK
KNJM St. Louis, MO
WESL St. Louis, MO
WZEN St. Louis, MO

REGION 6

AL, AR, LA, MS, West TN, TX

WXOK Baton Rouge, LA
WATV Birmingham, AL
WENN-FM Birmingham, AL
KDLZ Ft. Worth, TX
KCOH Houston, TX
KMJQ Houston, TX
WJMI Jackson, MS
WKXI Jackson, MS
KLAZ Little Rock, AR
KRNB Memphis, TN
WDIA Memphis, TN
WHRK Memphis, TN
WBLX Mobile, AL
WQQK Nashville, TN
WYLD-AM New Orleans, LA
WYLD-FM New Orleans, LA
KHYS Port Arthur, TX
KAPE San Antonio, TX
KOKA Shreveport, LA
KZEY Tyler, TX

REGION 7

AZ, Southern CA, CO, HI, Southern NV, NM, UT

KDKO Denver, CO
KACE Los Angeles, CA
KDAY Los Angeles, CA
KGFJ-AM Los Angeles, CA
KJLH Los Angeles, CA
KUKQ Phoenix, AZ
XHRM San Diego, CA

REGION 8

AK, Northern CA, ID, MT, Northern NV, OR, WA, WY

KRE San Francisco, CA
KSOL San Francisco, CA

REGION 1

CT, MA, ME, NY State, RI, VT

Cambridge 1-Stop Boston, MA
Cavages Cheektowaha, NY
Easy Records 1-Stop N.Quincy, MA
Hill Records E. Norwalk, CT
Mass One-Stop Boston, MA
Skippy White's Mattapan, MA

REGION 2

DE, D.C., MD, NJ, NY Metro, PA, WV

A-1 One Stop New York, NY
Al Wicke Records Elizabeth, NJ
Broadway Record Museum Camden, NJ
C&M 1-Stop Hyattsville, MD
Disc-O-Mat New York, NY
Gola Electronics Philadelphia, PA
Harmony Music Bronx, NY
J&R Music World New York, NY
Kemp Mill Beltsville, MD
King James Records Philadelphia, PA
Olsens Record & Tape Ltd. Washington, DC
P & L Records Philadelphia, PA
Record & Tape Collector Baltimore, MD
Record Outlet Pittsburgh, PA
Richman Brothers Pennsauken, NJ
Sabins Records Washington, DC
Sam K Records Washington, DC
Stratford Garden City, NY
The Wiz Washington, DC
The Wiz Brooklyn, NY
Tower New York, NY
Tower Washington, DC
Universal One-Stop Philadelphia, PA
Vogels Elizabeth, NJ
Waxie Maxie Washington, DC
Webb's Dept Store Philadelphia, PA
Win's Records Long Island City, NY
Your Record Shop Baltimore, MD

REGION 3

FL, GA, NC, SC, East TN, VA

Album Den Richmond, VA
Bibb One Stop Charlotte, NC
Cals Records Jacksonville, FL
Camelot Decatur, GA
Camelot Atlanta, GA
Churchill's Richmond, VA
D.J. Records Jacksonville, FL
Frankie's Got It Norfolk, VA
Goldmine Records Atlanta, GA
Jerry Bassin's 1-Stop N.Miami Beach, FL
Nova Records 1-Stop Norcross, GA
One-Stop Records Atlanta, GA
Peaches N. Miami, FL
Peppermint Records Atlanta, GA
Pritchetts St. Petersburg, FL
Record Boutique Winston-Salem, NC
Second Act Atlanta, GA
Shazada Records Charlotte, NC
Southern Music Orlando, FL
Specs Records Miami, FL
Tidewater One-Stop Norfolk, VA
Tropical Records Miami, FL
Tucker's Record Shop Knoxville, TN

REGION 4

IL, IN, KY, MI, OH, WI

Angott 1-Stop Detroit, MI
Audie's One Stop Milwaukee, WI
Barneys Chicago, IL
Central 1-Stop Columbus, OH
Cleveland One-Stop Cleveland, OH
Color Rite Records Chicago, IL
Damon's Detroit, MI
Detroit Audio Systems Detroit, MI
Eklund Enterprises Kansas City, MO
Filmore Records Cleveland, OH
Fletcher's One Stop Chicago, IL
Gemini One-Stop Cleveland, OH
Greater Detroit Detroit, MI
Jimmy's Records Chicago, IL
Kendricks Records Detroit, MI
Metro Music Chicago, IL
Music Master Chicago, IL
Northern Records Cleveland, OH
Old Town Record Shop Hamtramck, MI
Professional Records & Tapes Detroit, MI
Radio Doctors Milwaukee, WI
Record Den Cleveland, OH
Record Rendezvous Cleveland, OH
Record Theatre N.Randall, OH
Singer One Stop Chicago, IL
Sound Asylum Toledo, OH
Sounds Good Chicago, IL

REGION 5

IA, KS, MN, MO, NE, ND, OK, SD

CML-One Stop St. Louis, MO
Hudson's Embassy St. Louis, MO
Musicland St. Louis, MO
Musicvision Jennings, MO
Northern Lights St. Paul, MN
Sound Town St. Louis, MO
Uptown Records St. Louis, MO

A weekly national indicator of "breakout" singles, i.e., those with significant future sales potential based on initial market reaction. These records are not yet on the top 30 lists of the retailers and one-stops reporting to Billboard's Hot Black Singles chart. The outlets in each region represent the entire panel in that region, not just those which are reporting the records listed.

REGION 6

AL, AR, LA, MS, West TN, TX

All South Distributors New Orleans, LA
Big State Distributors Dallas, TX
Bowie's Records Baton Rouge, LA
Brown Sugar New Orleans, LA
Curly Dallas, TX
Discount Records Nashville, TN
Frankie's One Stop Inc. Shreveport, LA
H&W Records Dallas, TX
Hastings Records Houston, TX
Kings Record Mart Dallas, TX
Mushroom New Orleans, LA
Music Center, One Stop Birmingham, AL
Peaches Memphis, TN
Peaches New Orleans, LA
Pop Tunes Memphis, TN
Poplar Tunes Memphis, TN
Reeses Records Dallas, TX
Sam's Records Dallas, TX
Select-O-Hits Memphis, TN
Sound Outlet Missouri City, TX
Sound Warehouse New Orleans, LA
Southern Records New Orleans, LA
Southwest Distributing Houston, TX
Sunbelt Music Dallas, TX
Tape City U.S.A. Metairie, LA
Western Merch. One Stop Houston, TX
Wherehouse Metairie, LA

REGION 7

AZ, Southern CA, CO, HI, Southern NV, NM, UT

Circles Phoenix, AZ
City One Stop Los Angeles, CA
Flipside Records Los Angeles, CA
Fortune Records Inglewood, CA
Jazz City Los Angeles, CA
Malt Shop Denver, CO
Mid-Cities Los Angeles, CA
Music Brokers Los Angeles, CA
On Target San Diego, CA
Riverwood Music Inglewood, CA
Sun State Los Angeles, CA
Tower San Diego, CA
Wherehouse Gardena, CA
Wherehouse Los Angeles, CA
World Of Records Los Angeles, CA

REGION 8

AK, Northern CA, ID, MT, Northern NV, OR, WA, WY

Evans House Of Music San Francisco, CA
Leopold's Records San Jose, CA
Leopold's Records Berkeley, CA
Music Menu Seattle, WA
Music People Oakland, CA
Record Factory Oakland, CA
T's Wauzi Records Oakland, CA
Tower San Francisco, CA
Tower Seattle, WA
Tower Records Sacramento, CA

A weekly national indicator of the five most added records on the radio stations reporting to Billboard's Hot Black Singles chart. The stations in each region represent the entire panel in that region, not just those which have added the records listed.

BILLBOARD'S BLACK CHART RESEARCH PACKAGES

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

- Number One Black Singles, 1948-1984
- Top Ten Black Singles, 1948-1984
- Top Black Singles Of The Year, 1946-1984
- Number One Black Albums, 1965-1984
- Top Ten Black Albums, 1965-1984
- Top Black Albums Of The Year, 1966-1984

FOR INFORMATION, WRITE: Billboard Chart Research, Attn: Debra Todd, 1515 Broadway, New York, NY 10036

L ECTERN

GOSPEL
by Bob Darden



RANDY STONEHILL survives. More than that, he creates. Fifteen years after the Jesus Movement spawned the "Jesus rock" subculture, Stonehill remains a vital, compelling artist. Not surprisingly, his latest Myrrh Records release, "Love Beyond Reason," sounds more like 1985 than any number of albums by today's so-called new wave artists.

The only thing that's remained the same is the message. Stonehill now, as always, proclaims Jesus Christ as Lord.

"Love Beyond Reason" is still doing well on the charts, a couple of months after its initial release. The songs are drawn from Stonehill's Bible study and personal experiences over the previous six months.

"I felt good about those songs," he says, "and I think they are representative of my world view as a Christian. I'm also happy that there's such a broad cross-section of material, from reggae to new wave to high church anthems."

The cut from the album that's getting the most initial airplay is Stonehill's duet with Amy Grant, "I Could Never Say Goodbye." The two decided to record a duet while Stonehill was the opening act on Grant's tour last fall.

But perhaps the highlight of both the album and its accompanying long-form video is "Hymn." In the conceptual video, Stonehill is a medic in the waning days of World War I, tending to the "walking wounded" in a somber bunker near the front. The video, like the song, is presented simply, elegantly and powerfully.

"It's the songwriter's job to come up with a visual picture," he says. "What's hard is, as a video director, to come up with images that don't cut away the dream territory the listener has created by the song."

"Still, despite the tedium of filming and retakes, 'Hymn' was an emotional moment for all of us. In one sequence, the medic is silently holding a wounded soldier who is shaking from pain and fear. The moment was so intense that the actor had to leave the set, and the rest of us all got choked up.

"The song itself is a very personal one for me. I wrote it almost as a prayer, sort of like Randy before the prayer candle committing his life to God again that day. It's one of those songs that stays with you."

Randy Stonehill's music still sounds contemporary

In addition to touring and recording, Stonehill has remained busy with his first love, Compassion International. He was working to help feed the needy long before there was a "We Are The World" or Live Aid.

"I've watched with enthusiasm what Bob Geldof has done to alleviate world hunger," Stonehill says. "My concern is, knowing how our culture functions, that poverty is only trendy right now, and that being involved in some grandiose gesture will serve as salve on a lot of people's conscience. I think that's where Christians have the hand of God to keep us honest, to keep working to live out scriptural directives to help the hungry long after it is fashionable."

Stonehill has an upcoming band tour with Leslie Phillips where the two will share the group, staging and lighting and will end with an encore performance by the madcap "Randy & the Rockets."

JAZZ BLUE NOTES

by Sam Sutherland & Peter Keepnews



IT'S BEEN A WHILE since Benny Goodman last fronted a bona fide big band—in fact, it's been close to four decades since the King of Swing led one on a regular basis—but he's getting ready to do it again.

No, the clarinetist is not, at the age of 76, hitting the road with a full-sized jazz orchestra. But he will lead a 17-piece ensemble through the vintage arrangements next Friday (27) at Waterloo Village in Stanhope, N.J.

The concert is a benefit for Waterloo Village, a Colonial restoration. It's also a warmup for a performance the clarinetist plans to tape later this year for an upcoming PBS special, which will also include archival footage and interviews with Goodman and various friends and associates.

Goodman swings again in front of a big band

Dick Hyman is serving as musical director for the big band, and will also play piano at the concert with a re-creation of the original Benny Goodman trio. The Classic Jazz Quartet, which plays neglected old tunes with tremendous spirit, is the opening act.

PROGRAM NOTES from National Public Radio include four solid concert broadcasts during October via NPR's American Radio Festival. Heading the schedule is a birthday tribute to Dizzy Gillespie, who turns 58 on Oct. 21. Featured with the trumpet great will be saxophonists James Moody and Richie Cole, pianists Mickey Tucker and Walter Davis Jr., bassist Earl May and drummer Eddie Gladden.

The other October concerts in the series will include

a pair of strong solo pianists, Kirk Lightsey and Dollar Brand; a Windham Hill stage package featuring guitarist Alex DiGrassi, violinist Darol Anger and pianist Barbara Higbie; and, concluding the series, the Freddie Hubbard All-Stars with Joe Henderson, Michel Petrucciani, Buster Williams and Billy Hart.

NPR's other jazz offerings next month include a reprise of Ben Sidran's hourly interview series, "Sidran On Record," which returns for a 13-week run. And Marian McPartland's series of four-handed huddles with keyboard peers, a six-year NPR fixture, also gets a rerun this fall. "The Best of Marian McPartland's Piano Jazz" features 13 previously aired interview and duet segments with the likes of Bill Evans, Eubie Blake, Mary Lou Williams, Oscar Peterson, Teddy Wilson and George Shearing.

FESTIVAL UPDATE: Trombonist Slide Hampton dazzled the crowd at the recent Middleheim Jazz Festival in Antwerp with his new arrangements of John Coltrane compositions, played by the big band of Belgische Radio en Televisie. More than 15,000 people attended the 15th annual Belgian bash, which also featured the quintets of Don Cherry and Dave Holland, a duet set by bassist Niels-Henning Orsted Pedersen and guitarist Philip Catherine, and a number of young European musicians.

ALSO NOTED: Dizzy Gillespie, Max Roach and Nancy Wilson headline the first annual "Jazz Gala" benefit for the East Oakland Youth Development Foundation, slated for Oct. 27 at the Henry J. Kaiser Convention Center in Oakland. The show is being presented by Sharlene Hirsch Enterprises, with KJAZ disk jockey Jerry Dean as MC.

TOP INSPIRATIONAL ALBUMS

THIS WEEK	4 WKS. AGO	WKS. ON CHART	ARTIST		TITLE
			LABEL & NUMBER	DISTRIBUTING LABEL	
1	1	13	AMY GRANT	MYRRH 7016806065/A&M	5 weeks at No. One UNGUARDED
2	2	33	PETRA	STAR SONG 7102057881/WORD	BEAT THE SYSTEM
3	3	117	SANDI PATTI	IMPACT R3818/BENSON	MORE THAN WONDERFUL
4	5	17	RUSS TAFF	MYRRH 7-01-679206-4/WORD	MEDALS
5	4	53	SANDI PATTI	BENSON RO 3884	SONGS FROM THE HEART
6	6	81	AMY GRANT	MYRRH 7016757064/WORD (CD)	STRAIGHT AHEAD
7	7	166	AMY GRANT	MYRRH MSB 6697/WORD (CD)	AGE TO AGE
8	12	17	STEVE TAYLOR	SPARROW SPR-1105	ON THE FRITZ
9	10	125	MICHAEL W. SMITH	REUNION 701.0002126/WORD	MICHAEL W. SMITH PROJECT
10	9	29	THE IMPERIALS	MYRRH 7-01-682006-8/WORD	LET THE WIND BLOW
11	8	37	CARMAN	MYRRH 7016807061/WORD	COMING ON STRONG
12	18	5	FARRELL & FARRELL	STARSONG 7-102-06086-6/WORD	JUMP TO CONCLUSIONS
13	14	77	MICHAEL W. SMITH	REUNION 701.0004129/WORD	MICHAEL W. SMITH 2
14	11	21	DAVID MEECE	MYRRH 7016812065/WORD	SEVEN
15	16	25	LARNELLE HARRIS	IMPACT RO 3732/BENSON	I'VE JUST SEEN JESUS
16	19	9	STEVE GREEN	SPARROW SPR 1104	HE HOLDS THE KEYS
17	20	13	MYLON LEFEBRE & BROKEN HEART	MYRRH 7-01-6790-06-1/WORD	SHEEP IN WOLVES CLOTHING
18	13	25	DEBBY BOONE	LAMB & LION LLR3008/SPARROW	CHOOSE LIFE
19	23	9	PHIL DRISCOLL	SPARROW SPR 1102	POWER OF PRAISE
20	25	81	CARMAN	PRIORITY 38713	SUNDAY'S ON THE WAY
21	21	45	STRYPER	ENIGMA EC1064	THE YELLOW AND BLACK ATTACK
22	27	77	LEON PATILLO	MYRRH 7016771067/WORD	THE SKY'S THE LIMIT
23	30	5	RANDY STONEHILL	MYRRH 7-01-681106-9/WORD	LOVE BEYOND REASON
24	34	88	PETRA	STAR SONG 7102050860/WORD	NOT OF THIS WORLD
25	15	29	PHILIP BAILEY	MYRRH 7-01-679606X/WORD	THE WONDERS OF HIS LOVE
26	29	73	CRISTY LANE	ARRIVAL 9644/DOMINION	ONE DAY AT A TIME
27	26	13	BRYAN DUNCAN	LIGHT LS5871/LEXICON	HAVE YOURSELF COMMITTED
28	NEW		MIKE WARNKE	DAYSRING 7014132016	STUFF HAPPENS
29	NEW		STRYPER	ENIGMA 72077-1	SOLDIERS UNDER COMMAND
30	17	21	WHITEHEART	HOME SWEET HOME 7010001391 WORD	HOTLINE
31	NEW		BENNY HESTER	MYRRH 7016779068 WORD	BENNY FROM HERE
32	32	21	THE MARANATHA KIDS	MARANATHA 7100068827/WORD	KIDS PRAISE
33	22	9	JIMMY SWAGGART	JIM LP 144	SWEET ANOINTING
34	31	45	DEGARMO AND KEY	POWER DISC PWR 01073/BENSON	COMMUNICATION
35	24	17	A.D.	KERYGMA KRR5401/SPARROW	ART OF THE STATE
36	28	17	STEVE CAMP	SPARROW SPR-1103	SHAKE ME TO WAKE ME
37	35	21	ALLIES	LIGHT LS 5864/LEXICON	ALLIES
38	37	41	MICHELE PILLAR	SPARROW SPR-1095	LOOK WHO LOVES YOU NOW
39	38	25	MICHAEL CARD	SPARROW SPR-1097	KNOWN BY THE SCARS
40	36	17	SILVERWIND	SPARROW SPR-1096	BY HIS SPIRIT

(CD) Compact Disc available. ● Recording Industry Assn. Of America (RIAA) certification for sales of 500,000 units. ▲ RIAA certification for sales of one million units.

HOT DANCE/DISCO

©Copyright 1985, Billboard Publications, Inc. No part of this publication may be reproduced, stored in any retrieval system, or transmitted, in any form or by any means, electronic, mechanical, photocopying, recording, or otherwise, without the prior written permission of the publisher.

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	CLUB PLAY	
				TITLE LABEL & NUMBER, DISTRIBUTING LABEL	ARTIST
1	3	4	8	DARE ME RCA PD-14127	◆ THE POINTER SISTERS 1 week at No. One
2	11	—	2	BE NEAR ME MERCURY 884 052-1	◆ ABC
3	2	1	9	TRAPPED MCA 23568	COLONEL ABRAMS
4	5	8	8	OH SHEILA MCA 23572	READY FOR THE WORLD
5	6	12	5	POP LIFE (REMIX)/HELLO PAISLEY PARK 0-20357/WARNER BROS.	PRINCE & REVOLUTION
6	1	2	9	EIGHT ARMS TO HOLD YOU EPIC 49-05247	◆ GOON SQUAD
7	NEW ▶			DANCING IN THE STREET (REMIX) EMI-AMERICA V-19200	◆ MICK JAGGER & DAVID BOWIE
8	14	20	4	I'LL BE GOOD MERCURY 884 009-1	◆ RENE & ANGELA
9	16	31	3	DRESS YOU UP (REMIX) SIRE 0-20369/WARNER BROS.	◆ MADONNA
10	10	14	6	IF YOU LOVE SOMEBODY SET THEM FREE (REMIX) A&M SP-12132	◆ STING
11	13	16	6	SOME PEOPLE (REMIX) CAPITOL V-8649	BELOUIS SOME
12	12	15	7	OBJECT OF MY DESIRE ELEKTRA 0-66891	◆ STARPOINT
13	15	19	4	MONEY'S TOO TIGHT TO MENTION ELEKTRA 0-66883	SIMPLY RED
14	18	25	5	THE SCREAMS OF PASSION/YES PAISLEY PARK 0-20360/WARNER BROS.	THE FAMILY
15	7	6	11	ALL FALL DOWN RCA PW-14109	◆ FIVE STAR
16	19	23	5	THE DANCE ELECTRIC COLUMBIA 44-05249	◆ ANDRE CYMONE
17	25	37	3	FALL DOWN (SPIRIT OF LOVE) A&M SP-12146	TRAMAINE
18	9	11	9	PICKIN' UP PIECES MIRAGE 0-96873/ATLANTIC	BRENDA K. STARR
19	23	29	4	ONE LIFE/IT'S THE WAY YOU DO IT SIRE 0-20358/WARNER BROS.	LAID BACK
20	31	33	4	SHAME CAPITOL (PROMO)	◆ THE MOTELS
21	4	3	11	HISTORY CRITIQUE CR 8512	◆ MAI TAI
22	20	21	7	GOOD-BYE BAD TIMES A&M SP-12141	PHILIP OAKEY & GIORGIO MORODER
23	26	30	5	THE POWER OF LOVE (REMIX) CHRYSLIS 4V9-42889	◆ HUEY LEWIS & THE NEWS
24	8	5	10	I'M ONLY SHOOTING LOVE COLUMBIA 44-05229	◆ TIME BANDITS
25	21	24	6	ENDICOTT SIRE 0-20351/WARNER BROS.	◆ KID CREOLE AND THE COCONUTS
26	36	39	4	WEIRD SCIENCE MCA 23574	◆ OINGO BOINGO
27	27	26	7	STRONGER TOGETHER MIRAGE 0-96870/ATLANTIC	SHANNON
28	32	35	3	SO IN LOVE (REMIX) A&M SP-12143	◆ O.M.D.
29	38	46	3	YOU LOOK MARVELOUS A&M SP-12147	◆ BILLY CRYSTAL
30	42	—	2	SPANISH EDDIE ATLANTIC 0-86868	◆ LAURA BRANIGAN
31	45	—	2	DON'T LEAVE ME THIS WAY MEGATONE MT-135	JEANIE TRACY
32	40	50	3	THERE MUST BE AN ANGEL/GROWN UP GIRLS RCA JD-14162	◆ EURYTHMICS
33	43	47	3	MUSIC IS THE KEY D.J. INTERNATIONAL DJ888	J.M. SILK
34	22	18	8	BOYS WILL BE BOYS MOTOWN 4542MG	◆ MAUREEN STEELE
35	33	34	4	HOT SPOT (REMIX) MOTOWN 4543MG	THE DAZZ BAND
36	48	—	2	GIVE AND TAKE CAPITOL V-8652	BRASS CONSTRUCTION
37	46	—	2	KILLER INSTINCT SILVER BLUE 429-05250	ROBEY
38	24	9	10	SHOUT (REMIX) MERCURY 880 929-1	◆ TEARS FOR FEARS
39	37	32	7	GIRL IF YOU TAKE ME HOME COLUMBIA 44-05232	FULL FORCE
40	17	10	10	WILD AND CRAZY LOVE (REMIX) GORDY 4541GG/MOTOWN	THE MARY JANE GIRLS
41	NEW ▶			CONGA EPIC 49-05253	MIAMI SOUND MACHINE
42	29	13	11	FREEWAY OF LOVE ARISTA AD1-9355	◆ ARETHA FRANKLIN
43	50	—	2	LIMIT OF YOUR LOVING/DON'T LET IT UP NEXT PLATEAU NP50032	WELL RED
44	NEW ▶			DON'T LOSE MY NUMBER ATLANTIC 0-86863	◆ PHIL COLLINS
45	34	17	9	CHECK IT OUT PERSONAL P49818	FANCY
46	NEW ▶			CARRIED AWAY MANHATTAN V-56008/CAPITOL	MERC & MONK
47	47	49	3	LOVE RESURRECTION COLUMBIA 44-05237	◆ ALISON MOYET
48	NEW ▶			VICTIM OF DESIRE PHILLY WORLD 0-96869/ATLANTIC	VERONICA UNDERWOOD
49	NEW ▶			HARD TIMES FOR LOVERS (REMIX) GEPHEN 0-20368	JENNIFER HOLLIDAY
50	35	22	9	BIT BY BIT MCA 23564	◆ STEPHANIE MILLS

BREAKOUTS	1. LET IT GO LUBA CAPITOL
	2. YOU WEAR IT WELL EL DEBARGE WITH DEBARGE GORDY
	3. MOVIN' FUNKY CARBURETORS PROFILE
	4. SAY IT AGAIN THE DANSE SOCIETY ARISTA
	5. YOU & ME THE FLIRTS CBS ASSOCIATED
	6. WILD GIRLS RORI QWEST
	7. MY NEW BOYFRIEND CARLY SIMON EPIC
	8. THE OAK TREE MORRIS DAY WARNER BROS
	9. EATEN ALIVE DIANA ROSS RCA
	10. CAN'T GET ENOUGH OF YOUR LOVE PINK RHYTHM FEATURING JOHN ROCCA METROPOLIS

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	12 INCH SINGLES SALES	
				TITLE LABEL & NUMBER/DISTRIBUTING LABEL	ARTIST
1	3	3	4	POP LIFE (REMIX)/HELLO PAISLEY PARK 0-20357/WARNER BROS.	PRINCE & THE REVOLUTION 1 week at No. One
2	2	2	9	TRAPPED MCA 23568	COLONEL ABRAMS
3	1	1	10	SHOUT (REMIX) MERCURY 880 929-1	◆ TEARS FOR FEARS
4	10	36	3	DRESS YOU UP (REMIX) SIRE 0-20369/WARNER BROS.	◆ MADONNA
5	7	7	5	THE SCREAMS OF PASSION/YES PAISLEY PARK 0-20360/WARNER BROS.	THE FAMILY
6	6	9	6	THE SHOW/LA DI DA DI REALITY D-242/FANTASY	DOUG E. FRESH & THE GET FRESH CREW
7	5	6	6	IF YOU LOVE SOMEBODY SET THEM FREE (REMIX) A&M SP-12132	◆ STING
8	8	10	6	OH SHEILA MCA 23572	READY FOR THE WORLD
9	11	12	7	ALL FALL DOWN RCA PW-14109	◆ FIVE STAR
10	17	25	5	OBJECT OF MY DESIRE ELEKTRA 0-66891	◆ STARPOINT
11	4	4	11	FREEWAY OF LOVE ARISTA AD1-9355	◆ ARETHA FRANKLIN
12	9	13	8	PICKIN' UP PIECES MIRAGE 0-96873/ATLANTIC	BRENDA K. STARR
13	15	11	25	I WONDER IF I TAKE YOU HOME COLUMBIA 44-05203	◆ LISA LISA & CULT JAM WITH FULL FORCE
14	19	16	7	DARE ME RCA PD-14127	◆ THE POINTER SISTERS
15	14	15	5	THE DANCE ELECTRIC COLUMBIA 44-05249	◆ ANDRE CYMONE
16	41	—	2	I'LL BE GOOD MERCURY 884 009-1	◆ RENE & ANGELA
17	16	18	12	CITY LIFE/A FLY GIRL CAPITOL V-8645	BOOGIE BOYS
18	33	—	2	FALL DOWN (SPIRIT OF LOVE) A&M SP-12146	TRAMAINE
19	35	—	2	BE NEAR ME MERCURY 884 052-1	◆ ABC
20	13	19	9	EIGHT ARMS TO HOLD YOU EPIC 49-05247	◆ GOON SQUAD
21	31	39	3	INVINCIBLE CHRYSLIS 4V9-42878	◆ PAT BENATAR
22	36	—	2	CONGA EPIC 49-05253	MIAMI SOUND MACHINE
23	18	22	5	WILD AND CRAZY LOVE (REMIX) GORDY 4541GG	THE MARY JANE GIRLS
24	12	5	12	FUZZ DANCE (EP) SIRE 25273-1/WARNER BROS.	VARIOUS ARTISTS
25	25	17	6	GOOD-BYE BAD TIMES A&M SP-12141	PHILIP OAKEY & GIORGIO MORODER
26	34	41	3	WE DON'T NEED ANOTHER HERO (THUNDERDOME) CAPITOL V-8655	◆ TINA TURNER
27	20	8	16	ANGEL/INTO THE GROOVE SIRE 0-20335/WARNER BROS.	◆ MADONNA
28	38	38	9	MUSIC IS THE KEY D.J. INTERNATIONAL DJ888	J.M. SILK
29	23	31	5	THE POWER OF LOVE (REMIX) CHRYSLIS 4V9-42889	◆ HUEY LEWIS & THE NEWS
30	21	14	8	STIR IT UP (REMIX) MCA 23567	◆ PATTI LABELLE
31	42	—	2	ONE LIFE/IT'S THE WAY YOU DO IT SIRE 0-20358/WARNER BROS.	LAID BACK
32	28	24	14	BAD BOYS STARLITE B6000/FANTASY	BAD BOYS FEATURING K LOVE
33	39	40	4	EYE TO EYE (REMIX) CHRYSLIS 4V9-42900	GO WEST
34	NEW ▶			DANCING IN THE STREET (REMIX) EMI-AMERICA V-19200	◆ MICK JAGGER & DAVID BOWIE
35	26	33	4	SISTER FATE PAISLEY PARK 0-20359/WARNER BROS.	SHEILA E.
36	47	—	2	HOT SPOT (REMIX) MOTOWN 4543MG	THE DAZZ BAND
37	37	28	17	UNEXPECTED LOVERS TSR TSR 837	LIME
38	48	49	3	RUNNING UP THAT HILL EMI-AMERICA V-7865	KATE BUSH
39	27	32	4	SPANISH EDDIE ATLANTIC 0-86868	◆ LAURA BRANIGAN
40	49	—	2	ONE LOVE SUPERTRONICS RY-009	JANICE CHRISTIE
41	22	20	10	RASPBERRY BERET/SHE'S ALWAYS IN MY HAIR PAISLEY PARK 0-20355/WARNER BROS.	◆ PRINCE & THE REVOLUTION
42	40	26	9	BIT BY BIT MCA 23564	◆ STEPHANIE MILLS
43	44	45	3	BLACK KISSES (NEVER MAKE YOU BLUE) RCA PD-14104	CURTIE & THE BOOM BOX
44	24	21	8	CRY POLYDOR 881 786-1/POLYGRAM	◆ GODLEY & CREME
45	NEW ▶			SAY I'M YOUR NUMBER ONE NEXT PLATEAU NP50035	PRINCESS
46	43	37	28	YOU SPIN ME ROUND (LIKE A RECORD) EPIC 49-05208	◆ DEAD OR ALIVE
47	30	27	11	DANCIN' IN THE KEY OF LIFE (REMIX) ATLANTIC 0-86874	◆ STEVE ARRINGTON
48	RE-ENTRY			THERE MUST BE AN ANGEL/GROWN UP GIRLS RCA JD-14162	◆ EURYTHMICS
49	NEW ▶			SINGLE LIFE ATLANTA ARTISTS 884 010-1	CAMEO
50	32	35	6	BAD BOY PRIVATE I 429-05241	JUICY

BREAKOUTS	1. I'M GONNA TEAR YOUR PLAYHOUSE DOWN PAUL YOUNG COLUMBIA
	2. EATEN ALIVE DIANA ROSS RCA
	3. SOME PEOPLE BELOUIS SOME CAPITOL
	4. IT'S NOT TOO LATE SEQUEL JOEY BOY
	5. TAKE A LITTLE TIME TOTAL CONTRAST IMPORT (LONDON.UK)
	6. ARE YOU READY? (REMIX) THE STAPLE SINGERS PRIVATE I
	7. MONEY'S TOO TIGHT TOO MENTION SIMPLY RED IMPORT (ELEKTRA.UK)
	8. REINCARNATION PEOPLE LIKE US IMPORT (PASSION.UK)
	9. THE MOON IS BLUE COLOUR BOX IMPORT (4AD.UK)

○ Titles with the greatest sales or club play increase this week. ◆ Video clip availability. ● Recording Industry Assn. Of America (RIAA) certification for sales of one million units. ▲ RIAA certification for sales of two million units. Records under Club Play are 12 inch unless otherwise indicated.



U.S. Savings Bonds
add an extra dimension to retirement.

DISCO & DANCE 12"

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

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

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

US & CANADIAN 12"

Another Boy In Town—2 Girls
Malice & Vice—Mozzart
Get Some—Pretty Tony
Triple Threat—Z 3 MC'S
Love Caught You By Surprise—Earl Turner
JDC Mixer Vol. 3
Love Under Starlights—Keena
Standing—Nick Eastside & Loleatta Holloway
Heartbreaker—Sweet Cookie
Fly Girls—B B Fresh
Cupid—Aida
Vanity—Carol Jani
Whisper To A Scream—Bobby O/Claudia Barry
Set Me Free—Teen Rock/Lain
Rascals
War—Vision

Saving Myself—Oh Romeo
Madonna's Eyes—Jayne Collins
La Vita—Fussy Cussy
Too Good To Go—Edwin Birdsong
One Love—Janice Christie
Wind Beneath My Wings—Menage
Rap Is Here To Stay—Spyder D
Jack The Dick—Jack Master Funk
Boogie Girl Laze (A Fly Girl)—Madomosselle
Down & Out—Celi Bee
Dancin—Egyptian Lover
Computer Music—Jame Jupiter
Hard Act To Follow—Chilites
Bi Pushin—Maga
Can't Get Enough Of Your Love—Pink Rhythm
Starstruck Lovers—Boiling Point
Music Is The Key—Steve Harley

EUROPEAN 12"

Casanova Action—Latin Lover
Chen Chen Lady—Modern Talking
Men In My Life—Miriam Lee
America—Baby's Gang
007 Bondettes
Satsly—Soif De La Vie
Belgian Girl—Trillion
Close To Perfection—Miquel Brown
Haven't Stopped Dancing—Faces

DISCO CLASSICS

Lets Start The Dance—Bohannon
Gonna Get Along—Viola Wills
Infatuation—Uplfront
Disco Circus—Martin Circus
Knock On Wood—Armi Stewart
PLUS MANY MORE

Unique Record Dist./Import-O-Disc

855(E) CONKLIN ST. FARMINGDALE, NY 11735
(516)694-4545 TELEX 475 8254 IMPRT DISC 689 2522 EXP DISC

"Visit us at the New Music Seminar—the Marriot Marquis Hotel—September 25-28."

Dance TRAX

by Brian Chin



SINGLES were all over the map this week, which is always fun; order of mention here is entirely by impulse. **The Flirts'** "You & Me" (CBS Associated 12-inch) is the most original and funniest record **Bobby Orlando** has ever produced. It's an inevitable pop charter, too, if the all the label mechanics permit. **Shep Pettibone** mixed, putting the whole thing right on the edge of pop, rock and disco... In a similar vein, "More Than You Can Handle" by **Lushus Daim & the Pretty Vain** (one of the worst artist names since Strawberry Alarm Clock) on Motown 12-inch is a really good East/West Coast fusion—Shannon clone music produced by **Leon Sylvers III**.

Menage's la-di-da hi-NRG remake of "The Wind Beneath My Wings" (Profile 12-inch) should be just what its following wants... **Stroke's** "You Are The One" (Omni, through Atlantic) sports a startling instrumental dub version, intricately structured. The radio version is a boy-and-girl duet with just a slightly heavy dance beat. **Tony Humphries** mixed... **The Fabulous Pop Tart's** "New York City Beat" (Baby Beck, through Personal) is a bouncy, bubblegum-flavored record with a lively beat though rather clumsy lyrics... **Sweet Trio's** "Fly Guy" (Tommy Boy 12-inch) is the answer, obviously, to the Boogie Boys' world-busting record. It's an interesting litany of street fashion, especially in that these ladies prefer non-smokers and non-drinkers. As for the Nikes, Aramis and Ballys: It has always taken lots of money to be casually attractive.

REMIXES: El DeBarge & DeBarge's "You Wear It Well" (Gordy 12-inch promo) gets a **Munzibai/Morales** mix with some new effects that don't cut into the gloss... **Paul Young's** "I'm Gonna Tear Your Playhouse Down" is much redone by **John Potoker**, an already busy production given added moves worthy of Baker and the Rascals... **Cock Robin's** "When

Your Heart Is Weak" (Columbia 12-inch) has a new, percussion-augmented mix by **Ron Saint Germain**. We thought the single was one of the outstanding records this year, though it's always a head-scratcher when the 12-inch arrives some time after the single has peaked on a pop level... **Prism**, again independent, is releasing a **Lime** compilation, made up of new mixes by **Mark Kamins** with the **Latin Rascals** at the editing block. All of it has a sharp, trebly top range; one cut, "Angel Eyes," was mixed by **Morales and Munzibai**.

NOTES: We were amused—okay, less than amused—to note the one-line assessment of the upcoming fall season in dance music offered by one of the daily papers here in New York: It said something to the effect that the D.C. go-go scene bore watching. Period. Of course, that's a very valid statement indeed. Go-go bore watching even before the general press was worked as vigorously as it was by PR people here in New York.

But to get back to the point, **What's Happening In Dance Music** just can't be summed up in 15 words. In a dozen records, perhaps it can—but as time has taught us all, every record has a context and at least one, if not several, forerunners.

For example, the **Princess** record on Next Plateau, "Say I'm Your Number One," appears to be the biggest breaking record around. It also happens to say a lot by its sound and pedigree. "Number One" borrows the midtempo sleaze sound of the Minneapolis Flyte Tyme team, the wail of Chaka Khan (or in a more direct line, S.O.S. Band's Mary Davis), and some New York-style choral and keyboard notes, a mixture resulting in uncommon depth of style and appeal.

But even more interestingly, the most recent hits by its British producers **Peter Waterman, Mike Stock and Matt Aitken** had been the deathless hi-NRG-in-rock-dis-

guise "You Spin Me Around" and the novelty disco records by **Divine**. Which certainly implies one of our own key predictions: The British will continue to study American music and come up with really fine variants or clones, by design and by accident.

Princess hit the pop top 10 in England and was licensed here by Next Plateau, presumably before a major label could sign it and hold up release for several months. Prediction number two: Independent labels here will continue to be beleaguered by the stacking of cards against them.

But there shouldn't be any shortage of good material for them to release. Records like "History," "The Show," "Thinking About Your Love," "East Street Beat," "Unexpected Lovers," "Padlock" and "I Wonder If I Take You Home" (originally signed to an independent) continue to demonstrate that dance music—prediction number three—is a movement that will be looking both forward and backward for its inspiration. That's the counterforce that compensates for the mystique that still surrounds anything British.

The top 40 influence can certainly be expected to continue, with late-released remixes keeping records in significant club rotation after they've ceased to become pop radio priorities. At the other end of the spectrum, the most "underground" hi-NRG, rock and street music audiences will provide the extreme fringe that's necessary to give variety to records calculated for the mainstream.

The wild card in disco is—and has been since 1983—that since everybody looks at dance clubs as a possible avenue of exposure or a source of ideas for at least one cut per album, any major or minor artist could come up with an important dance record, maintaining the form's momentum indefinitely. Dance music will get faster, slower, more pop, more Americanized, more international, better and worse. That's our forecast.

MANUFACTURERS AND DISTRIBUTORS

Write or call for free catalog

FARRALAN Enterprises, Inc.

166 Central Ave.
Farmingdale, NY 11735, USA
(516) 752-9824
TELEX: 221618 FARRA UR

 <p>Mirror Ball</p>	 <p>F-301</p>	 <p>Helicopter Beacon</p>	 <p>Fresnell</p>
 <p>Rope Lights</p>	<ul style="list-style-type: none"> • MIRROR EFFECTS • PIN SPOTS • RAIN LITES • HELICOPTERS • SPEAKERS • MIXERS • ROPE LIGHTS • THEATER LIGHTS • CONTROLLERS • NEON 		

Installations through authorized dealers worldwide include
 CRAZY HORSE—CHILE CLUB HIPPOPOTAMUS—MEXICO
 SCARAMOUCHE—MEXICO COMMERCIAL CENTER—VENEZUELA
 SALTY DOG—NEW YORK LA CASCADA—PANAMA
 DISCOTECH ESTRAMBURGO—PANAMA TRADEWINDS—NEW JERSEY



Getting to the Point. Two members of Starpoint recently visited New York's WBL5 to promote their new Elektra album "Reckless." Hanging out in the station's offices are, from left, WBL5 general manager Charles Warfield, Starpoint member Ernesto Philips, Inner City Broadcasting vice president Al Jackson, Starpoint vocalist Renee Diggs, WBL5 air personalities Ken Webb and Pat Prescott, and Elektra promotion staffer Earl Hutchinson.

ACTONMART

BILLBOARD CLASSIFIED ADVERTISING SECTION

To order an ad... check the type of ad you want...

- Regular classified (ads without borders): \$2.20 per word, per insertion. Minimum ad order, \$44.00.
- Display classified (all ads with borders): \$72.00 per column per inch, per insertion; 4 insertions \$67.00 per; 12 insertions \$62.00 per; 26 insertions \$59.00 per; 52 insertions \$48.00 per. Price discounts are based on insertions in consecutive issues.
- Count 8 words for our Box Number and address Add \$6 for handling. Only regular mail forwarded-tapes not acceptable.

Check the heading you want...

- Help Wanted Position Wanted For Sale Wanted to Buy
- Used Equipment for Sale Golden Oldies Comedy Material
- Distributing Services Video Hardware Computer Software
- Business Opportunity Schools and Instruction Video Software

Send your ad copy today with payment to Billboard Classified, 1515 Broadway, N.Y., NY 10036

Payment must accompany order. Major credit cards accepted.

Call Toll Free 1-800-223-7524 Local (212) 764-7388

FOR SALE

Budget Cassettes

Rock • Pop • Country • R & B
Classical • Jazz • Children
Call or write for catalog

Golden Circle Inc.

45 Jefferson St., Stamford, CT 06902
1-800-992-8273

EXPORT TO ALL COUNTRIES 12" & LP'S

We specialize in all disco/dance releases from U.S. and Canada. We have the best stock and service. Try us.

EXPORT-O-DISC

855 E. CONKLIN ST.
FARMINGDALE, NY 11735
CALL (516) 694-4545
TELEX. 4758158 IMPDISC

CUT OUTS & IMPORTS

LP's, cassettes, 8 tracks and 45's, Rock, Country R & B and Gospel. Write or phone for free catalog.

MARNEL DIST.
P.O. Box 953
Piscataway, NJ 08954
(201) 560-9213

While Other People are raising their prices, we are slashing ours. Major label LP's as low as 50¢. Your choice of the most extensive listings available.

For free catalog call: (609) 890-6000
or write
Scorpio Music Inc.
Post Office Box A
Trenton N.J. 08691 0020

THE 1986 MUSICIAN'S CALENDAR

Don't miss this one, the **CARTOON** situations that musicians get into are **HILARIOUS!** Send \$4.50 for sample or \$26.50 per dozen to **NIGHTCAP MUSIC, P.O. Box 4886, Shreveport, La. 71104.**

PROFESSIONAL SERVICES

CUSTOMIZED EMBROIDERED JACKETS

We specialize in satin and wool jackets. Our customers include bands, clubs and any other organizations needing our services. We also do silk-screened T-shirts.

Kustom Kreations
64 20 60th Place
Ridgewood, NY 11385
(718) 456-4005

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 week! Disk Jockeys, Newspeople 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 \$2!

AMERICAN RADIO JOB MARKET
1553 North Eastern
Las Vegas, Nevada 89101

VIDEO SOFTWARE

VIDEO MOVIES

Warehouse clearance on over 10,000 cassettes both VHS & Beta. All cassettes with original jackets in excellent condition. Buy all or part.
(514) 342-6492

HELP WANTED

WANTED RECORD DEPARTMENT MANAGER

Specialized department needs record marketer with at least 5 years experience dealing with all aspects of the business. Substantial salary and bonus available for right person. So. N.J. — E. PA.

Box # 7630
Billboard Magazine
1515 Broadway
New York, NY 10036

MORNING PERSONALITY

FOR TOP 5 MARKET ON WEST COAST. IF YOU'RE READY TO MOVE UP TO THE TOP LET'S HEAR FROM YOU. WE'RE LOOKING FOR A POSITIVE ENTERTAINER. SEND TAPE AND RESUME TO BILLBOARD MAGAZINE

Box # 7631
Billboard Magazine
1515 Broadway
New York, NY 10036

VIDEO

VIDEO MOVIES

Take advantage of the low Canadian dollar — USED MOVIES BETA & VHS.

CALL:

TRADE-A-FLICK, LTD.
Toronto, Canada
416 477 6818

WHOLESALE NEW AND USED PRC

Deal direct with Video West

(416)494-9330 Ext. 12

WE SELL USED VIDEO TAPES

30% to 50% off of original cost. Excellent condition, Chicago area. Thousands in stock.

(312) 676-9730
Ask for Tommy

RADIO JOB MART

CURRENT AND CLASSIC AIRCHECKS!

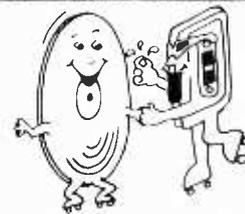
Current Issue #65 features KFRC/Big Tom Parker, KIIS/Rick Dees, KHR/Jack Armstrong, KMGG/Robert W. Morgan, Z100/Z Morning Zoo, WCAU-FM/Barsky, Cleveland's WMMS/Kid Leo & WGCL/Danny Wright, plus Seattle's KQRT/Jack Diamond, 90-min. cassette, \$5.50. Special Issue #5-62 features DENVER, with CHR's KIMM, KPKE/Steven B. & The Hawk, KRXY/Chuck Buell & KOAQ, AORs KBPI, KBCC & KAZZ, A/C's KNOW/Hal & Charles & KMJ, Urban KDKO and Oldies KRZN. 90-min. cassette, \$5.50. Special Issue #5-63 features ALBUQUERQUE & PHOENIX. Albuquerque CHR KXNQ, AORs KRKE-FM & KFMS, A/Cs KOB, KOB-FM, KZZX and Oldies KQEO. Phoenix CHRs KZZP & KOPA, AORs KDKB & KUPD, A/Cs KOY, KOOL-FM, KKLT & KLZI. 90-Min. cassette, \$5.50.

Classic Issue #C-58 features KIMM/Chuck Buell-1967, WLS/John Landecker-1975, KHJ/Sam Riddle-1968, St. Louis' KXOK/Keith Morris & WIL/Bob Osborne-1965, WABC/Bob Lewis-Chuck Leonard-1967, KHJ/Machinegun Kelly-1975, 10Q/Andy Barber-1978, and KHJ/Real Don Steele-1973. Cassette, \$10.50. VIDEO #3 is now available, featuring KHTZ/Charlie Tuna, KMEL/London & Engelman, KRXY/Chuck Buell, plus 7 more! 2 full hours, VHS or BETA, \$39.95.

CALIFORNIA AIRCHECK - Dept. BB - Box 4408 - San Diego, CA 92104 - (619) 460-6104.

SERVICES

Diskmakers



RECORD PRESSING
CASSETTE DUPLICATION
SEND FOR OUR PRICE LIST
CALL TOLL FREE

1-800-468-9353

925 N. 3rd St., Phila., PA 19123

RECEIVE LOTS OF MAIL

We'll list you with 100's of Publishers, Wholesalers, importers, Firms Wanting Home Workers, Mailers, etc. Send \$2.00 to:

Messier Industries
Drawer 491, Federal Building
Worcester, MA. 01601-0491

TAPES

BLANK AUDIO & VIDEO CASSETTES

21ST ANNIVERSARY
LOWEST 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.
(718) 435-7322

CASSETTE TAPE SECURITY DEVICES

DESIGNED FOR RETAIL OUTLETS
EASY TO USE INEXPENSIVE
REUSEABLE & DISPOSABLE

5 SELECTIVE MODELS

-FOR SAMPLES AND PRICES- CONTACT

C & D SPECIAL PRODUCTS
309 SE QUOYA DRIVE
HOPKINSVILLE KY 42240
502/885-8088

ATTENTION

HELP!

We are looking to purchase the rights to photos of recording artists for use on our greeting cards. Also publishers rights to Top 40 Hits. Watch for Music Notes cards in record stores and gift shops nationwide.

Call: Eugene
(703) 893 3929

COLLECTIBLES

MINT CONDITION RECORD COLLECTION

Over 18 yrs in the business—
Promos and collectibles—
45's, Lp's and 12's—
Assorted artists,—
A Collectors Dream!
(718) 762-4234

POSTERS, T-SHIRTS & BUTTONS

buttons, buttons, BUTTONS!
Order a \$5.00 or \$10.00 Button Master sampler pack to see all the newest of our 60,000 designs! We're the world's largest dist. of licensed and novelty pins with over 100 new designs weekly! We take full returns and even take returns of other button companies. Still you got stuck with 'em! If you're paying more than 40¢ per button, you're getting ripped off! Kids that can't swing 8.98 for an amp can afford a buck for a button! Ask for our catalog NOW!!
• Button Master, P.O. Box 129 Bridgeport, PA 19405
1-(800) 523-1197 (national) If you don't have a phone directory listing or business card—don't waste your time!
1-(215) 277-1966 (PA)

DISTRIBUTING SERVICES

AMERICA'S LEADING DISTRIBUTOR OF BLANK TAPE & ACCESSORIES

• Free Catalog Featuring:
Maxell • Discwasher • Memorex • TDK
Recolon • Sony • Koss • Scotch • Fuji
Eveready • BASF • Allsop • Savoy
Audio Technica • Kodak • Duracell
Amaray • 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. Rosenthal Associates
Dept. A 10333 Louis Dr./Warrimster, PA 18974 (215) 441-8900

FOR SALE

COMPACT DISCLIST

Updated monthly—Imports included—Free issue

Disclist
P.O. Box 304
Novi, Mich 48050
(313) 348-2444

DISTRIBUTOR WHOLESALE ONLY

We are 12" records, blank audio, blank video, video games, movies, accessories, hardware, CD's, albums, tapes...

Stratford Dist., Inc.
86 Denton Ave.
Garden City Park NY 11040
(718) 343-6920, (516) 877-1430
(800) 645-6558, Telex 6852201

SAM ASH STORES MAIL ORDER SERVICE

Deal with the professionals. N.Y.C.'s largest inventory and best prices on musical instruments, sound and recording gear.

1-800-645-3518
N.Y. State 1-800-632-2322

LP's, 8 TRACKS AND CASSETTES AS LOW AS 22¢

Write for our free giant catalog. Retailers and distributors only.

RECORD-WIDE DISTRIBUTORS, INC.
1755 Chase Dr.
Fenton (St. Louis) MO 63026
(314) 343-7100

BUSINESS OPPORTUNITY

LABEL REPRESENTATIVE FOR overseas available - our services offer direct contact with major licensees specifically. Dance-/Pop/Rock areas. David (212) 749-4257.

TALENT

WOULD YOU LIKE TO BE PROMOTED IN THE U.K.?

If you're looking for a recording deal, you need to reach the people that matter.

Contact: Horizon, 27 Link Lane, Wallington, Surrey, England.

ELECTRIC VIOLINIST LOOKING TO JOIN/FORM professional hard rock group, eventually record album. 16 years experience. Solo concert in Carnegie Hall. Can Jam anything. Alex (203)838-0295.

MR. G'S \$10,000.00 TALENT CONTEST

Call or write to:

Jack Turner

(702) 641-6666

3105 East Sahara

Las Vegas, NV 89104

SONGWRITER HAS SONGS AVAILABLE for recording artist, bands, and vocalists. I have the hits! (617) 298-0078. After 6pm or write: Irving Keyes Jr., 84 Wellington Hill St., Mattapan, Mass. 02126.

SONGWRITERS

Your TUNES WILL GO TO WORK FOR YOU!

Receive your high quality demo for only \$25 per song. Send for brochure:

Easton One Productions

P.O. Box 30682

Bethesda, MD 20814

(301) 493-6440

REPRESENTATIVES WANTED

EXPERIENCED SALES REP

Wholesale imported custom length audio cassette tape and CO. Good nationwide buyer contacts. Apply:

P.O. Box 1247

Rosemead CA 91770

213 720 1969

RECORDING STUDIO

WORLD FAMOUS NASHVILLE RECORDING STUDIO

Used by numerous superstars, 24 track, fully equipped - property and equipment included. \$350,000.

HAURY & SMITH REALTY CO.

(615) 383-3838

Neal Matthews, Jr.

(615) 373-9467

REAL ESTATE

BEVERLY HILLS OFFICE

Wilshire Blvd., very large office plus secretarial space, in entertainment attorney suite. 17 ft. ceiling, art deco.

(213) 653-8444

LONG ISLAND NORTH SHORE 30 MIN TO MANHATTAN SPRAWLING RANCH

Separate apt. designed and wired for 24 track studio—landscaped private property—1 beautiful acre—heated pool—\$475,000.

(516) 626-1920

LUXURY SHORT-TERM RENTALS

California & Hawaii

HOMES • ESTATES

Hotel Alternative...

\$300.00 - \$2000.00 per day (min. 1 week)

Limousine, catering, yachts, security

Travel arrangements, etc.

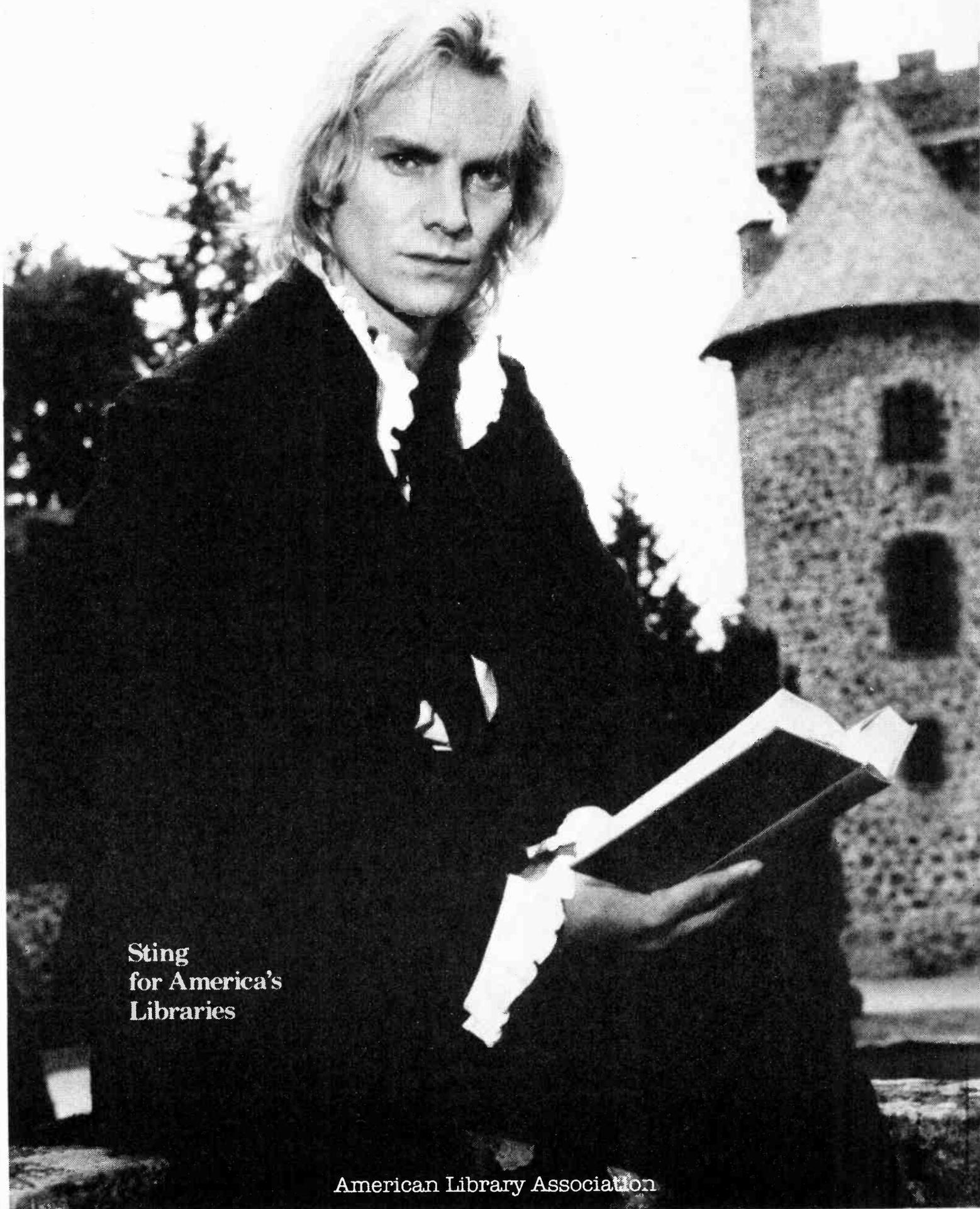
Brochures Available

Four Star Services of California

(213) 471-4515

Serving Hawaii's visitors since 1972

READ



Sting
for America's
Libraries

American Library Association

HITS of the WORLD

©Copyright 1984, Billboard Publications, Inc. No part of this publication may be reproduced, stored in any retrieval system, or transmitted, in any form or by any means, electronic, mechanical, photocopying, recording, or otherwise, without the prior written permission of the publisher.

BRITAIN (Courtesy Music Week) As of 9/14/85

This Week	Last Week	SINGLES
1	1	DANCING IN THE STREET DAVID BOWIE & MICK JAGGER EMI AMERICA
2	10	HOLDING OUT FOR A HERO BONNIE TYLER CBS
3	2	I GOT YOU BABE UB40 & CHRISSE HYNDE DEP INTERNATIONAL
4	3	TARZAN BOY BALTIMORA COLUMBIA
5	20	PART-TIME LOVER STEVIE WONDER MOTOWN
6	6	DRIVE CARS ELEKTRA
7	4	INTO THE GROOVE MADONNA SIRE
8	5	RUNNING UP THAT HILL KATE BUSH EMI
9	7	SAY I'M YOUR NUMBER ONE PRINCESS SUPREME
10	11	BODY AND SOUL MAI TAI HOT MELT/VIRGIN
11	8	ALONE WITHOUT YOU KING CBS
12	16	KNOCK ON WOOD AMII STEWART SEDITION
13	23	LAVENDER MARILLION EMI
14	9	MONEY FOR NOTHING DIRE STRAITS VERTIGO
15	12	I CAN DREAM ABOUT YOU DAN HARTMAN MCA
16	15	DON'T MESS WITH DOCTOR DREAM THOMPSON TWINS ARISTA
17	13	I WONDER IF I TAKE YOU HOME LISA LISA & CULT JAM WITH FULL FORCE CBS
18	21	YESTERDAYS MEN MADNESS ZARJAZZ
19	31	POWER OF LOVE HUEY LEWIS & NEWS CHRYSALIS
20	17	WHITE WEDDING BILLY IDOL CHRYSALIS
21	26	DON'T STOP THE DANCE BRYAN FERRY EG
22	28	THE SHOW (THEME FROM CONNIE) REBECCA STORM TELEBELL
23	14	HOLIDAY MADONNA SIRE
24	19	YOU'RE THE ONE FOR ME D TRAIN PRELUDE
25	18	WE DON'T NEED ANOTHER HERO TINA TURNER CAPITOL
26	38	BODY ROCK MARIA VIDAL EMI AMERICA
27	22	EXCITABLE AMAZULU ISLAND
28	24	TAKES A LITTLE TIME TOTAL CONTRAST LONDON
29	NEW	IF I WAS MIDGE URE CHRYSALIS
30	NEW	LEAN ON ME RED BOX SIRE
31	34	DO NOT DISTURB BANANARAMA LONDON
32	25	THERE MUST BE AN ANGEL EURYTHMICS RCA
33	NEW	CLIFF RICHARD SHE'S SO BEAUTIFUL EMI
34	NEW	TRAPPED COLONEL ABRAMS MCA
35	27	STORIES OF JOHNNY MARC ALMOND SOME BIZARRE
36	NEW	BRAND NEW FRIEND LLOYD COLE & COMMOTIONS POLYDOR
37	NEW	I'LL BE GOOD RENE & ANGELA CLUB
38	NEW	REBEL YELL BILLY IDOL CHRYSALIS
39	30	CHERISH KOOL & GANG DE-LITE
40	NEW	WHAT'S YOUR PROBLEM BLANCMANGE LONDON
1	1	VARIOUS NOW, THAT'S WHAT I CALL MUSIC 5 VIRGIN
2	2	MADONNA LIKE A VIRGIN SIRE
3	3	DIRE STRAITS BROTHERS IN ARMS VERTIGO
4	5	THE KENNY ROGERS STORY LIBERTY
5	6	TEARS FOR FEARS SONGS FROM THE BIG CHAIR MERCURY
6	8	PHIL COLLINS NO JACKET REQUIRED VIRGIN
7	10	BRUCE SPRINGSTEEN BORN IN THE U.S.A. CBS
8	9	MADONNA THE FIRST ALBUM SIRE
9	7	CURE THE HEAD ON THE DOOR FICTION
10	19	BRYAN FERRY BOYS AND GIRLS EG
11	4	DIO SACRED HEART VERTIGO
12	NEW	GARY MOORE RUN FOR COVER 10
13	16	U2 LIVE "UNDER A BLOOD RED SKY" ISLAND
14	14	TINA TURNER PRIVATE DANCER CAPITOL
15	12	U2 THE UNFORGETTABLE FIRE ISLAND
16	30	MARILLION MISPLACED CHILDHOOD EMI
17	23	BILLY IDOL VITAL IDOL CHRYSALIS
18	18	BRYAN ADAMS RECKLESS A&M
19	13	EURYTHMICS BE YOURSELF TONIGHT RCA
20	NEW	UB40 BAGGARIDDIM DEP INTERNATIONAL
21	15	QUEEN GREATEST HITS EMI
22	20	STING THE DREAM OF THE BLUE TURTLES A&M
23	NEW	VARIOUS OPEN TOP CARS AND GIRLS IN T-SHIRTS TELSTAR
24	11	SPEAR OF DESTINY WORLD SERVICE BURNING ROME
25	17	U2 WIDE AWAKE IN AMERICA ISLAND
26	21	GO WEST CHRYSALIS
27	24	PAUL YOUNG THE SECRET OF ASSOCIATION CBS
28	22	POGUES RUM, SODOMY & THE LASH STIFF
29	25	CARS HEARTBEAT CITY ELEKTRA
30	26	BILLY JOEL GREATEST HITS VOLUME I AND VOLUME II CBS
31	31	SQUEEZE COSI FAN TUTTI FRUTTI A&M
32	29	VARIOUS DISCO BEACH PARTY STYLUS
33	33	PHIL COLLINS FACE VALUE VIRGIN
34	27	VARIOUS NIGHT BEAT STYLUS
35	28	ALED JONES WITH BBC WELSH SYMPHONY ORCHESTRA & CHORUS ALL THROUGH THE NIGHT BBC
36	NEW	SAXON INNOCENCE IS NO EXCUSE PARLOPHONE
37	36	BILLY OCEAN SUDDENLY JIVE
38	32	SADE DIAMOND LIFE EPIC
39	NEW	NEIL YOUNG OLD WAYS GEFEN
40	35	ZZ TOP ELIMINATOR WARNER BROS.

CANADA (Courtesy The Record) As of 8/29/85

		SINGLES
1	1	WE DON'T NEED ANOTHER HERO TINA TURNER CAPITOL
2	2	CRYING OVER YOU PLATINUM BLONDE COLUMBIA/CBS
3	4	THE POWER OF LOVE HUEY LEWIS & THE NEWS MCA
4	3	NEVER SURRENDER COREY HART AQUARIUS/CAPITOL
5	8	ST. ELMO'S FIRE JOHN PARR WEA
6	9	FREEWAY OF LOVE ARETHA FRANKLIN RCA
7	NEW	DANCING IN THE STEETS DAVID BOWIE & MICK JAGGER CAPITOL
8	7	INVINCIBLE (THEME FROM "THE LEGEND OF BILLIE JEAN") PAT BENATAR CHRYSALIS/CBS
9	NEW	BOY IN THE BOX COREY HART AQUARIUS/CAPITOL
10	10	CRY GODLEY & CREME MERCURY/POLYGRAM
11	6	YOU SPIN ME ROUND DEAD OR ALIVE COLUMBIA/CBS
12	12	FREEDOM WHAM! CBS
13	5	EVERYTIME YOU GO AWAY PAUL YOUNG COLUMBIA/CBS
14	14	CHERISH KOOL & THE GANG DE-LITE/POLYGRAM
15	15	IT HURTS TO BE IN LOVE GINO VANNELLI POLYDOR/POLYGRAM
16	16	DON'T LOSE MY NUMBER PHIL COLLINS WARNER BROS.
17	17	WHAT ABOUT LOVE HEART CAPITOL
18	13	SUMMER OF '69 BRYAN ADAMS A&M
19	NEW	MONEY FOR NOTHING DIRE STRAITS VERTIGO/POLYGRAM
20	20	YOU'RE ONLY HUMAN (SECOND WIND) BILLY JOEL COLUMBIA/CBS
1	2	DIRE STRAITS BROTHERS IN ARMS VERTIGO/POLYGRAM
2	1	COREY HART BOY IN THE BOX AQUARIUS/CAPITOL
3	3	PLATINUM BLONDE ALIEN SHORES COLUMBIA/CBS
4	4	PHIL COLLINS NO JACKET REQUIRED ATLANTIC/WEA
5	5	TEARS FOR FEARS SONGS FROM THE BIG CHAIR VERTIGO/POLYGRAM
6	7	STING THE DREAM OF THE BLUE TURTLES A&M
7	9	BRYAN ADAMS RECKLESS A&M
8	8	PAUL YOUNG THE SECRET OF ASSOCIATION COLUMBIA/CBS
9	6	BRUCE SPRINGSTEEN BORN IN THE U.S.A. COLUMBIA/CBS
10	10	EURYTHMICS BE YOURSELF TONIGHT RCA
11	11	MADONNA LIKE A VIRGIN SIRE/WEA
12	12	BILLY JOEL'S GREATEST HITS VOL. I & II COLUMBIA/CBS
13	15	ARETHA FRANKLIN WHO'S ZOOMIN' WHO ARISTA/RCA
14	14	DEAD OR ALIVE YOUTHQUAKE EPIC/CBS
15	13	POINTER SISTERS CONTACT PLANET/RCA
16	16	MOTLEY CRUE THEATRE OF PAIN WEA
17	18	ST. ELMO'S FIRE SOUNDTRACK ATLANTIC/WEA
18	17	BACK TO THE FUTURE SOUNDTRACK MCA
19	NEW	LOVERBOY LOVIN' EVERY MINUTE OF IT COLUMBIA/CBS
20	20	GOWAN STRANGE ANIMAL COLUMBIA/CBS

WEST GERMANY (Courtesy Der Musikmarkt) As of 9/16/85

		SINGLES
1	2	MARIA MAGDALENA SANDRA VIRGIN
2	1	WE DON'T NEED ANOTHER HERO TINA TURNER CAPITOL/EMI
3	3	INTO THE GROOVE MADONNA GEFEN/CBS
4	4	THERE MUST BE AN ANGEL EURYTHMICS RCA
5	7	CHERISH KOOL & GANG DELITE/METRONOME
6	NEW	DANCING IN THE STREET DAVID BOWIE & MICK JAGGER EMI
7	6	BLUE NIGHT SHADOW TWO OF US BLOW UP/INTERCORD
8	5	ROCK ME AMADEUS FALCO GIG/TELDEC
9	12	CENERENTOLA (CINDERELLA) MARTINELLI-CHIC/TELDEC
10	10	TARZAN BOY BALTIMORA EMI
11	9	FRANKREICH, FRANKREICH BLAELC FEOESS EMI
12	8	SHANGHAI LEE MARROW CHIC/TELDEC
13	NEW	RUNNING UP THAT HILL KATE BUSH EMI
14	11	MY TOOT TOOT-DENISE LASALLE EPIC/CBS
15	NEW	UNKNOWN STUNTMAN LEE MAJORS SCOTTI BROS./BELLAPHON
16	14	YOU'RE A WOMAN BAD BOYS BOUE COCONUT/ARIOLA
17	16	AN DER NORDSEEKUESTE KLAUS U. KLAUS TELDEC
18	15	VERLIEBTE JUNGS PURPLE SCHULZ EMI
19	13	ROCKY RIVAL MIX RODUND ONE ITALO HEAT
20	NEW	YOUR HEART KEEPS BURNING BLOND DATE ARIOLA
1	2	MADONNA LIKE A VIRGIN SIRE/WEA
2	1	BRUCE SPRINGSTEEN BORN IN THE U.S.A. CBS
3	NEW	PETER MAFFEY SOMMER IN DER NACHT TELDEC
4	3	DIRE STRAITS BROTHERS IN ARMS VERTIGO/PHONOGRAM
5	4	SAGA BEHAVIOUR POLYDOR
6	6	TINA TURNER PRIVATE DANCER CAPITOL/EMI
7	8	SOUNDTRACK MAD MAX/BYOND THUNDERDOME CAPITOL EMI
8	9	BE YOURSELF TONIGHT EURYTHMICS RCA
9	5	MARILLION MISPLACED CHILDHOOD EMI
10	7	RICK SPRINGFIELD TAO RCA
11	17	MODERN TALKING THE FIRST ALBUM HANSA/ARIOLA
12	10	THE DREAM OF THE TURTLES STING A&M/DGG
13	11	NENA FEUER UND FLAMME CBS
14	13	CHRIS REA SHAMROCK DIARIES MAGNET/DGG
15	12	DIO SACRED HEARTS VERTIGO/PHONOGRAM
16	16	BILLY IDOL VITAL IDOL CHRYSALIS/ARIOLA
17	15	MATT BIANCO WHOSE SIDE ARE YOU ON? WEA
18	14	SCORPIONS WORLD WIDE LIVE EMI
19	18	PHIL COLLINS NO JACKET REQUIRED WEA
20	20	BRYAN FERRY BOYS AND GIRLS EG/EGG

NETHERLANDS (Courtesy Stichting Nederlandse Top 40) As of 9/14/85

		SINGLES
1	2	INTO THE GROOVE MADONNA SIRE
2	1	TARZAN BOY BALTIMORA EMI BOVEMA
3	5	I GOT YOU BABE UB40 & CHRISSE HYNDE VIRGIN
4	4	THERE MUST BE AN ANGEL EURYTHMICS RCA
5	6	CHERISH KOOL & GANG VIP
6	NEW	DANCING IN THE STREET DAVID BOWIE & MICK JAGGER EMI BOVEMA
7	NEW	RUNNING UP THAT HILL KATE BUSH EMI BOVEMA
8	3	WAAROM FLUISTER IK JE NAAM NOG BENNIE NEYMAN CNR
9	7	WE DON'T NEED ANOTHER HERO TINA TURNER CAPITOL
10	10	BUONA SERA A HAZES EMI BOVEMA
1	1	STING DREAM OF THE BLUE TURTLE POLYDOR
2	3	EURYTHMICS BE YOURSELF TONIGHT RCA
3	2	BRUCE SPRINGSTEEN BORN IN THE U.S.A. CBS
4	4	MADONNA LIKE A VIRGIN SIRE
5	6	BENNY NEYMAN ZWARTE GOUD CNR
6	5	CHRIS REA SHAMROCK DIARIES ARIOLA
7	8	U2 THE UNFORGETTABLE FIRE ISLAND
8	7	PROPAGANDA A SECRET WISH ARIOLA
9	NEW	KOOL & GANG EMERGENCY VIP
10	10	DIVERSEN DE GROOTSTEZOMERHITS ARCADE

AUSTRALIA (Courtesy Kent Music Report) As of 9/16/85

		SINGLES
1	1	OUT OF MIND OUT OF SIGHT MODELS MUSHROOM
2	5	WHAT YOU NEED INXS WEA
3	2	WE DON'T NEED ANOTHER HERO TINA TURNER INTERFUSION
4	10	POWER OF LOVE HUEY LEWIS & NEWS (CHRYSALIS)
5	3	THERE MUST BE AN ANGEL EURYTHMICS RCA
6	6	MONEY FOR NOTHING DIRE STRAITS VERTIGO/POLYGRAM
7	4	LIFE IN A NORTHERN TOWN DREAM ACADEMY WEA
8	13	FREEWAY OF LOVE ARETHA FRANKLIN ARISTA
9	14	TOO YOUNG FOR PROMISES KOO DE TAH MERCURY
10	7	CRAZY FOR YOU MADONNA GEFEN
11	8	ALL YOU ZOMBIES HOOTERS CBS
12	11	ANGEL MADONNA SIRE
13	9	YOU'RE ONLY HUMAN BILLY JOEL CBS
14	16	FRANKIE SISTER SLEDGE ATLANTIC
15	19	HEAVEN BRYAN ADAMS A&M
16	15	LIVE IT UP MENTAL AS ANYTHING WEA
17	12	AXEL F. HAROLD FALTERMEYER MCA
18	NEW	SHAME MOTELS CAPITOL
19	17	RASPBERRY BERET PRINCE WARNER BROS.
20	18	BITTERSWEET HOODOO GURUS BIG TIME
1	1	DIRE STRAITS BROTHERS IN ARMS VERTIGO
2	3	VARIOUS TURN IT UP '85 POLYSTAR
3	2	VARIOUS 1985 ON FIRE FESTIVAL
4	5	EURYTHMICS BE YOURSELF TONIGHT RCA
5	10	TEARS FOR FEARS SONGS FROM THE BIG CHAIR MERCURY
6	4	MODELS OUT OF MIND OUT OF SIGHT MUSHROOM
7	6	TALKING HEADS LITTLE CREATURES EMI
8	7	BILLY JOEL GREATEST HITS VOLS. 1 & 2 CBS
9	8	HOODOO GURUS MARS NEED GUITARS BIG TIME
10	9	PHIL COLLINS NO JACKET REQUIRED WEA
11	13	MADONNA LIKE A VIRGIN SIRE
12	11	DO RE MI DOMESTIC HARMONY VIRGIN
13	16	BRYAN ADAMS RECKLESS A&M
14	NEW	RODNEY RUDE I GOT MORE EMI
15	12	STING THE DREAM OF THE BLUE TURTLES A&M
16	14	STYLE COUNCIL OUR FAVOURITE SHOP POLYDOR
17	15	MENTAL AS ANYTHING FUNDAMENTAL REGULAR
18	17	HOWARD JONES DREAM INTO ACTION WEA
19	20	LIONEL RITCHIE CAN'T SLOW DOWN MOTOWN
20	NEW	ORIGINAL CAST RECORDING CATS POLYDOR/POLYGRAM

JAPAN (Courtesy Music Labo) As of 9/16/85

		SINGLES
1	1	KANASHIMI NI SAYONARA ANZENCHITAI KITTY/KITTY M
2	2	MELODY SOUTHERN ALL STARS VICTOR/AMUSE-FUJI PACIFIC
3	6	NATSUZAKARI HONJIGUMI TOSHI V VAOKO CANYON/TANABE/JOHNNY'S
4	NEW	NAMIDA NO JASMINE LOVE SONOKO KAWAI CBS-SONY/WATANABE
5	4	ANATAO MOTTO SHIRITAKUTE HIROKO YAKUSHIMARU TOSHIBA-EMI OFFICE MEL
6	11	SAILOR FUKU O NUGASANOHE ONYANKO CLUB CANYON/FUJI-PMP
7	3	HATSUKOI YUKI SAITOH CANYON/TOHO-FUJI PACIFIC
8	8	TSUBASA NO ORETA ANGEL AYUMI NAKAMURA HAMMING BIRD/NICHION-JCM
9	7	METROPOLIS NO KATASUMIDE YUMI MATSUTOYA TOSHIBA-EMI/KIRARA
10	5	LUCKY CHANCE O MOHICHIDO C-C-B POLYDOR/NICHION
11	13	SHININ' ON KIMI GA KANASHII LOOK EPIC-SONY/PMP/LOOK CONNECTION
12	16	ROPPONGI SHINJUH ANN LOUIS VICTOR/WATANABE
13	10	ORETACHI NO ROCKABALLY NIGHT CHECKERS CANYON/YAMAHA THREE STARS
14	9	KAREI NARU KAKE TOSHIIHIKO TAHARA CANYON/JOHNNY'S
15	14	BYE BYE GIRL SHOHJOTAI PHONOGRAM/NICHION/BOND
16	12	SAND BEIGE AKINA NAKAMORI WARNER-PIONEER/KEINON
17	15	BESTSELLER SUMMER TUBE CBS-SONY/WHITE
18	20	RENAI SHOHKOHGUN MASASHI SADA FREE FLIGHT/JCM-MASASHI
19	NEW	METROPOLIS NO KATASUMIDE YUMI MATSUTOYA TOSHIBA-EMI/KIRARA
20	18	PASSION YOU HAYAMI TAURUS/SUN M-JCM-YUI
1	1	CHECKERS MAINICHI CHECKERS CANYON
2	2	AKINA NAKAMORI D404 ME WARNER-PIONEER
3	4	BILLY JOEL BILLY THE BEST CBS-SONY
4	3	SEIKO SOUND OF MY HEART CBS-SONY
5	6	JUNICHI INAGAKI COMPLETE TOSHIBA-EMI
6	9	MASAYOSHI TAKANAKA TRAUMATIC TOSHIBA-EMI
7	5	HIROKO YAKUSHIMARU YUME JUJWA TOSHIBA-EMI
8	7	AYUMI NAKAMURA BE TRUE HUMMING BIRD
9	13	OFF COURSE BEST COLLECTION TOSHIBA-EMI
10	8	TSUYOSHI NAGABUCHI HUNGRY TOSHIBA-EMI
11	11	HOUND DOG SPIRITS CBS-SONY
12	NEW	THE HAPPYEND CBS-SONY
13	10	USA FOR AFRICA WE ARE THE WORLD CBS-SONY
14	16	MIHO NAKAYAMA C KING
15	17	MADONNA INTO THE GROOVE WARNER-PIONEER
16	NEW	CLASH GALS HEALTH VICTOR
17	12	KIYOTAKA SUGIYAMA OMEGA TRIBE ANOTHER SUMMER VAP
18	15	EIKICHI YAZAWA YOKOHAMA HATACHI MAE WARNER-PIONEER
19	14	OFF COURSE BACK STREET OF TOKYO FUN HOUSE
20	20	TULIP I LIKE PARTY FUN HOUSE

ITALY (Courtesy Germano Ruscitto) As of 9/10/85

		ALBUMS
1	1	CLAUDIO BAGLIONI LA VITA E' ADESSO CBS
2	2	VASCO ROSSI COSA SUCCEDDE IN CITTA CAROSELLO/RICORDI
3	NEW	ANTONELLO VENDITTI CENTOCITTA HEINZ/RICORDI
4	4	BRUCE SPRINGSTEEN BORN IN THE U.S.A. CBS
5	NEW	RENZO ARORE & NEW... QUELLI DELLA NOTTE FONIT CETRA/RICORDI
6	9	STING THE DREAM OF THE BLUE TURTLES AEM/CBS
7	NEW	EDOARDO BENNATO KAIWANNA RICORCI
8	NEW	CAT STEVENS RICORDI
9	20	VARIOUS FESTIVALBAR 85 CGD MM
10	NEW	JOHN DENVER I GRANDI SUCCESSI RCA
11	5	BRYAN FERRYS BOYS AND GIRLS POLYGRAM
12	11	SQUALLOR TOCCA L'ALBICOCCA RICORDI
13	NEW	VARIOUS CANZONI PER L'ESTATE CBS
14	13	LOREDANA BERTE CARIOCA CBS
15	7	RAY CHARLES 20 GREATEST HITS RICORDI
16	15	DURAN DURAN ARENA EMI
17	12	SPANDAU BALLET PARADE RCA
18	NEW	TONI ESPOSITO AS TO AS BUBBLE/RICORDI
19	NEW	ALICE GIOIELLI EMI
20	8	DIRE STRAITS BROTHERS IN ARMS POLYGRAM

Our Price Profits Jump

U.K. Chain Plans Rapid Expansion

LONDON Specialist retail chain Our Price has reported a 50% jump in pre-tax profits for the financial year ended May, 1985, up from \$1.62 million to \$2.44 million. Turnover increased by 39% to nearly \$50 million, and the company now plans a program of rapid expansion designed to more than double its High St. outlets within five years.

The chain currently operates 100 stores with a total area of some 111,000 square feet, most of them in Southern England. In the year to March, 1985, sales grew by 37.5%, lifting Our Price's share of the U.K. market, which itself grew by 13.5%, from 5.8% to 7%. Three stores were closed, five refurbished and 21 opened, increasing overall floor space by around one-third.

According to chairman Gary Nes-

bitt, a further 25 to 30 new outlets will open in this financial year, with much of the expansion concentrated in the Midlands and North of England, outside of the company's traditional trading areas. "In the current climate of competition for prime sites in the High St.," he says, "I feel it is important that we continue to expand our chain of shops as quickly as we can."

By 1990, Nesbitt adds, the number of Our Price stores could reach as many as 300 nationwide. The company is thought unlikely to enter the intensifying scramble to establish City Center megastores, however, and will probably stick with its present policy of operating modest-sized High St. outlets, where the main competition may come from W.H. Smith's recently announced chain of SFX specialist outlets (Billboard, Sept. 7).

Nesbitt says trading in all areas has been "buoyant" throughout the past year, with Compact Disc and classical music sales particularly strong. Results for the current year are expected to be "satisfactory," he says, further evidence of the recent strong revival in U.K. record and tape sales, which has seen overall trade deliveries increase in each of the last nine quarters.

INTERNATIONAL EDITOR

PETER JONES, Billboard, 7 Carnaby St., London W1V 1PG. 01-439 9411.

INTERNATIONAL CORRESPONDENTS

Austria—MANFRED SCHREIBER, 1180 Wien, XVII, Kreuzgasse 27. 0222 48-28-82.

Australia—GLENN BAKER, P.O. Box 261, Baulkham Hills, 2153 New South Wales.

Belgium—MARC MAES, Kapelstraat 41, 2040 Antwerpen. 03-5688082.

Canada—KIRK LaPOINTE, 7 Glen Ames Ave., Toronto, Ontario M4E 1M3. 416-364-0321.

Czechoslovakia—DR. LUBOMIR DOURZKA, 14 Zeleny Pruh, 147 00 Praha 4 Branik. 26-16-08.

Denmark—KNUD ORSTED, 22 Tjornervej, DK-3070 Snekersten. 02-22-26-72.

Finland—KARI HELOPALTIO, SF-01860 Perttula 27-18-36.

France—DERRY HALL, 8 Rue de l'Eure 75014 Paris. 1-543-4879.

Greece—JOHN CARR, Kaisarias 26-28, Athens 610.

Holland—WILLEM HOOS, Bilderdijkstraan 28, Hilversum. 035-43137.

Hong Kong—HANS EBERT, TNS, 17/F, Wah Kwong Bldg., 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 DUBKEVITCH, P.O. Box 7750, 92 428 Jerusalem.

Italy—VITTORIO CASTELLI, Via Vigoni 7, 20122 Milan. 02-545 5126.

Japan—SHIG FUJITA, Utsunomiya Bldg., 19-16 Jingumae 6-Chome, Shibuya-ku Tokyo 150. 03 4984641.

Kenya—RON ANDREWS, P.O. Box 41152, Nairobi. 24725.

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

Sweden—MAGNUS JANSON, Tavastgatan 43, 11724 Stockholm. 8-585-085.

Switzerland—PIERRE HAESLER, Hasenweld 8, CH-4600 Olten. 062-215909.

U.S.S.R.—VADIM D. YURCHENKOV, 6 Aprelskaya Str., Block 2, Apt. 16, 195268 Leningrad, K-268. 225-35-88.

West Germany—WOLFGANG SPAHR (Chief Correspondent), 236 Bad Segeberg, An der Trave 67 b, Postfach 1150. 04551-81428.

JIM SAMPSON (News Editor), Grillparzerstr. 46, 8000 Munich 80. 89-473368. Tlx: 5216622.

Yugoslavia—MITJA VOLCIC, Dragomer, Rozna 6, 61 351, Brezovica, Ljubljana 23-522.

Toronto Famine Relief Concert Shelved

May Be Held Later This Year; Quebec Shows Also Off

BY KIRK LaPOINTE

TORONTO Plans for a Canadian concert for African famine relief, similar in nature to the recent Live Aid shows, have been shelved. And all-Quebec gatherings, scheduled for Thursday and Friday (12-13) in Montreal, were cancelled due to poor ticket sales.

Only hours before he was to announce the details of a Sept. 29 Toronto concert, said to include Simple Minds, Supertramp and a smattering of Canada's top artists, the publisher of the country's leading pop consumer magazine issued a statement announcing that it had been postponed. Keith Sharp of Music Express, who earlier this summer gained the support of Live Aid organizer Bob Geldof and was hoping to oversee the staging of the Toronto show, apparently agreed to delay the concert so that a wider range of Canadian performers can participate.

Sharp's statement came about a week after Bruce Allen, a highly influential industryite who spearheaded the Northern Lights all-star famine relief recording earlier this year, wrote to other Canadian managers, and to Sharp himself, calling Sharp's initiative "ill conceived, ill

planned and ill timed." Allen, who manages Bryan Adams and Loverboy, asserted that Sharp's show did not have the full support of the industry and was not making use of some of the "bright people" in the business.

Allen has himself been discussing the staging of a similar event with corporate sponsors and the Canadian Broadcasting Corp., the national tv and radio network.

Allen, whose show was to be scheduled late this year, says he hopes to work out the details of it when the industry gathers in Toronto in early November for the annual Juno Awards and a trade conference sponsored by The Record, the country's industry newsletter.

The Northern Lights For Africa Society, the charitable foundation established to administer proceeds from projects related to the recording of the single "Tears Are Not Enough," reports that \$2.5 million has been raised this year through sales of the single and a telethon linked to Live Aid. The society will host a gala film premiere Oct. 2 in Toronto for a feature-length documentary by John Zaritsky about the relief recording.

The film will go into national distribution through the Cineplex-Odeon

chain Oct. 4. CBC, for whom Zaritsky directed the film, will broadcast the project Dec. 22 and plans to market the "Tears" videocassette through its CBC Enterprises division at \$29.95 in a mail order offering. About \$1 million is expected to be raised from the film effort.

But, given the Northern Lights clout, it became apparent a few weeks ago that Allen and Sharp could not proceed out of step. Sharp's event, though blessed by Geldof, didn't have the industry on its side. Allen's event, however, was not fully planned, so he was in no position to preempt Sharp. The agreement by Sharp to step back is seen as a shrewd conciliatory move that averted harsh feelings.

Meanwhile, last week's planned Montreal shows were scotched after fewer than one-tenth of the tickets had been sold. Promoter Daniel Lafrance said it would have been embarrassing for the province's most prominent performers to participate.

The Sharp show reportedly would have been handled by U.S. festival promoter Wolfgang Siebert. That upset many Canadian industryites, who felt the concert could have been handled within the domestic business.

August CRIA Certifications

Domestic Artists Rack Up Platinum

TORONTO August proved to be an impressive sales month for Canadian artists on their home turf, according to the Canadian Recording Industry Assn. (CRIA). Bryan Adams, Corey Hart, Gowan, Kim Mitchell and Triumph chalked up platinum and platinum-plus certifications.

In its monthly bulletin on certifications, CRIA reported that Adams' "Reckless" had moved past the six-times-platinum mark, signifying sales of 600,000 units. That makes it only the second album by a Canadian artist to eclipse that mark. "Anne Murray's Greatest Hits" was the first.

A&M Records reports that Adams' album has now bolted past the 700,000 mark, which would officially make it the largest-selling Canadian album of all time (Billboard, Sept. 14). CRIA's certification is expected at the end of this month.

Not to be overlooked, however, is Hart's "Boy In The Box," which roared past the triple platinum barrier in short order in August, making it the briskest-selling domestic album in recent memory. Hart also scored a platinum single during the month for "Never Surrender."

Wham!'s "Make It Big" and Tears For Fears' "Songs From The Big Chair" continued to chug along comfortably in August, both breaking the 400,000-unit mark as the top foreign certifications. But the latest Dire Straits album, "Brothers In Arms," will soon join them and may surpass them: It went triple platinum in August, quickly climbing the chart and showing no signs of slowing.

"We Are The World" was the month's other CRIA triple platinum certification. The all-star charity album was also certified gold, platinum and double platinum.

Gowan's "Strange Animal" has brought the Toronto singer to national prominence. The album went double platinum in July, but was only certified in August. Rick Springfield's "Working Class Dog" was the other August double platinum album.

Certified platinum in August were Triumph's "Thunder Seven," Kim Mitchell's "Akimbo Alogo," Paul Young's "The Secret Of Association," the Pointer Sisters' "Contact," Glenn Miller's "A Memorial" and Alabama's "40 Hour Week."

The Young and Pointer Sisters albums also went gold, as did the "Breakfast Club" soundtrack, "Air Supply," "The Best Of April Wine Rock Ballads" by the now-defunct rock group, Survivor's "Vital Signs," Bob Dylan's "Empire Burlesque," Dead Or Alive's "Youthquake," Bruce Cockburn's "In The Falling Dark" and Kool & the Gang's "Emergency."

Gold singles for August included Eurhythmic's "Would I Lie To You?," Sting's "If You Love Somebody Set Them Free," Huey Lewis & the News' "The Power Of Love," Wham!'s "Everything She Wants," and a Quebecois song for African famine relief, "Les Yeux de la Faim" ("The Eyes Of Hunger").

Damron Finally Wins ACME Award

Carisse Takes Home Four Trophies

EDMONTON Dick Damron, the perennial runner-up, finally cashed in on his persistent good work on Sunday, Sept. 8, when the Academy of Country Music Entertainment named him its entertainer of the year.

Meanwhile, Terry Carisse walked off with four ACME trophies for male vocalist, composer, album ("The Closest Thing To You") and song ("Counting The I Love Yous").

At ceremonies to cap off Country Music Week festivities, Carisse's supporting team also earned kudos. Backup band Tracks, manager Steve Ferriman and guitarist Steve

Piticco were also honored by ACME.

In addition, the Mercey Brothers broke the Family Brown's nine-year streak as group of the year. And Carroll Baker was honored as female vocalist of the year.

Single of the year honors went to Gary Fjellgaard for "Riding On The Wind." Ginny Mitchell received the "rising star" award, while Tim Taylor and Anita Perras were named duo of the year. CFAC Calgary's Robin Ingram was named broadcaster of the year, and Hank Snow and Don Messer were inducted into the Academy's Hall of Fame.

BERLIN AUDIO-VIDEO FAIR

(Continued from page 9)

but that an "understanding" was made not to confuse consumers by announcing a development which cannot be marketed for at least 12 months.

"Nobody will display a digital audiocassette recorder at the coming Tokyo Audio Fair," revealed the Mitsubishi engineer. "The dealers are afraid that would ruin sales of standard cassette recorders."

He added that the new cassettes would be about the size of a credit card and would have a capacity similar to that of the Compact Disc.

WEA U.K. CONFERENCE

(Continued from page 9)

the days when you could take the attitude that a group would get it right by their third album. Costs have soared, and we have to strive to get the right records from the right new artists within the first few singles and on the first LP."

Other presentations were given by WEA Europe's senior vice president Siegfried Loch and marketing director Juergen Otterstein; Cheryl Mitchell, vice president and international manager of Atlantic; Bill Berger, international vice president of Elektra; and Tom Ruffino, international vice president of Warner Bros.

WEA International chairman Nesuhi Ertegun welcomed delegates from Europe, Israel and South Africa, and vice chairman and co-chief executive officer Ramon Lopez addressed his first WEA U.K. conference, praising the company for its "style and vitality."

ALBUMS

SPOTLIGHT Predicted to hit top 10 on Billboard's Top Pop Albums chart or to earn platinum certification

NEW & NOTEWORTHY highlights new and developing acts worthy of attention

PICKS new releases predicted to hit the top half of the chart in the format listed

RECOMMENDED Other releases predicted to chart in the respective format; also, other albums of superior quality

All albums commercially available in the U.S. are eligible for review

Send albums for review to:
Sam Sutherland, Billboard
9107 Wilshire Blvd.
Beverly Hills, Calif. 90210

or Fred Goodman, Billboard
1515 Broadway
New York, N.Y. 10036

Country albums should be sent to:
Kip Kirby, Billboard
14 Music Circle East
Nashville, Tenn. 37203

POP

PICKS

MAURICE WHITE
PRODUCER: Maurice White
Columbia FC 39883

White's first solo album vaults confidently into an electronic black pop groove, tabling Earth, Wind & Fire's signature horn sound but supplying brassy synthesizers to provide that tonal color. Already building a strong crossover base is his atmospheric cover of the classic "Stand By Me," given lyric revisions as well as a distinctive new arrangement. Expect other strong single prospects to follow, led by the jubilant set opener, "Switch On Your Radio."

QUARTERFLASH
Back Into Blue
PRODUCER: Steve Levine
Geffen GHS 24078

Now pared to a quartet, Quarterflash juggles its mainstream pop/rock moves with a bolder electronic edge, beefed up by producer Levine. While there's no dramatic shift in style, Rindy Ross' vocal style does benefit from a new sense of restraint that actually gives her best songs here a more convincing soulfulness. Best are the urgent, uptempo "Walking On Ice" and the loping title track.

STARSHIP
Knee Deep In The Hoopla
PRODUCERS: Peter Wolf, Jeremy Smith
Grunt BXL1-5488 (RCA)

The Bay Area institution takes the techno-rock swing that gained gold last time out to a more decisive stance that breaks with the band's guitar-powered past. Shortened name, new high-fashion look are visible hints at the mainstream '80s slant used here; synthesizers, a revamped approach to the twin vocals of Grace Slick and Mickey Thomas, and sleek production complete the makeover. First single, "We Built This City," should kick off this new phase in style.

ABC
How To Be A Zillionaire
PRODUCERS: Martin Fry, Mark White
Mercury 824 904

After the commercial setback

suffered with the ambitious "Beauty Stab," the British pop outfit returns with a new lineup and supercharged techno-pop firepower; front man Martin Fry's arch vocals are still the dominant force, but songs and production nod toward their hit debut.

THE ROCHES
Another Work
PRODUCERS: Various
Warner Bros. 25321

Avant-folk sisters risk their cult base in this bid for broader pop acceptance, which replaces the acoustic intimacy of their best work with a richer electronic sweep. Still studded with intelligence and dry wit; on "Love Radiates Around," the sense of a pop choir proves intoxicating.

ROBERT CRAY BAND
False Accusations
PRODUCERS: Bruce Bromberg, Dennis Walker
Hightone Records 8005

America's best blues modernist in another sultry, powerful set showcasing his terse, passionate guitar, soulful vocal style and canny original writing; his poise as a singer more than ever begs the wider tag of pure soul music. Contact: P.O. Box 8064, Emeryville, Calif. 94662.

JOHNNY WINTER
Serious Business
PRODUCERS: Johnny Winter, Bruce Iglauer, Dick Shurman
Alligator AL 4742

Winter's return to pure, high-voltage electric blues continues to pay off with his best music in years; new set builds on the same revitalized vocal/guitar energy that marked his label debut.

SHY TALK
Shy Talk
PRODUCER: Pete Solley
Columbia BFC 39985

Quintet with diverse nationalities (U.S., U.K., South Africa and Belgium) play a clean, straightforward guitar/keyboard-laced brand of pop. Could use a few more hooks.

D.O.A.
Let's Wreck The Party
PRODUCER: Brian MacLeod
Virus 44

Loud, noisy and nasty, D.O.A. also represents the more intelligent, humorous and musical elements of the '80s post-punk movement. Contact: Alternative Tentacles Records., P.O. Box 11458, San Francisco, Calif. 94101.

NICK GILDER
PRODUCERS: Bill Drescher, Peter Coleman, Nick Gilder
RCA NFL1-8051

Set of 10 strong, melodic rockers, notably "Scream Of Angels" and "Let Me In." Should do well at radio.

THE COLOUR FIELD
Virgins & Philistines
PRODUCER: Hugh Jones
Chrysalis BFV 41480

English trio wholeheartedly dons the trappings of the '60s: plenty of twangy, tremoloed guitars, psychedelic lyrics and simple bass lines. Check out the cover of ? & the Mysterians' "Can't Get Enough Of You Baby," complete with organ line. Other strong cuts: "Pushing Up Daisies," "The Colourfield."

TANGERINE DREAM
Le Parc
PRODUCERS: Chris Franke, Edgar Froese, Johannes Schmoelling
Relativity EMC 8043

German techno-space rock-trio's first studio album released in the U.S. in five years features strongly melodic tunes, heavy on the synths. Each track represents a different geographic locale, from Paris to Sydney to Yellowstone Park. Still sounds like a soundtrack, though.

NEW AND NOTEWORTHY

STRYPER
Soldier Under Command
PRODUCER: Michael Wagener
Enigma 72077

First full album from the Christian heavy metal quartet offers well-honed if familiar hard rock moves, from the churn-and-squeal guitar mix to the high-register vocal solos; solid production, soaring vocal harmonies and the band's maverick message provide the primary hooks for programmers and fans. Right now, the band could snare a respectable niche with harder AOR outlets; should product labeling schemes stanch conventional metal's flow, Stryper could sweep the table.

RICHARD CLAYDERMAN
From Paris With Love
PRODUCERS: Paul De Senneville, Oliver Toussaint
Columbia FC 40174

French pianist returns with soft instrumental versions of recent pop and AC hits including "Time After Time" and "I Just Called To Say I Love You." Boyish good looks could help snare Clayderman some of the success enjoyed by fellow international artist and labelmate Julio Iglesias.

COUNTRY

PICKS

WILLIE NELSON
Half Nelson
PRODUCERS: Various
Columbia FC 39990

This all-duets package is aptly titled. It's fascinating as a collector's item because it shows that Nelson can adapt his style to any artist's—in any format—living or not. Thus he's paired here with peers like Merle Haggard, Mel Tillis, George Jones and Leon Russell, as well as the unexpected: Carlos Santana, Julio Iglesias, Neil Young and, most unusually, the late Hank Williams Sr. on a never-released demo called "I Told A Lie To My Heart."

GEORGE STRAIT
Something Special
PRODUCERS: Jimmy Bowen, George Strait
MCA MCA-5605

There are plenty of echoes from the past in this collection of weepers, dance tunes, honky-tonkers and tributes that finds Strait riding down the middle of the traditional trail. Best cuts are the current single, "The Chair," "I've Seen That Look On Me (A Thousand Times)" and "Haven't You Heard."

RAY STEVENS
I Have Returned
PRODUCER: Ray Stevens
MCA MCA-5635

If social scientists and psychologists really want to peek into the heart and mind of the South (and get some chuckles in the process), they should rush out and buy this album. Stevens' production is without blemish, and the material he has assembled is a thick catalog of amiable perversities.

JAZZ

PICKS

WAYNE SHORTER
Atlantis
PRODUCER: Wayne Shorter
Columbia FC 40055

Soft-spoken but hard-blowing saxophonist's first solo outing in

years stacks the deck in favor of strongly melodic, mostly acoustic originals that steer far from the recent groove-dominated work of Weather Report; that fusion superstar connection does surface in the more electronic textures of "Endangered Species," likely to be an early draw for fusion fans, but it's the remainder that's closer to Shorter's past solo high points.

HERBIE HANCOCK & FODAY MUSA SUSO
Village Life
PRODUCERS: Bill Laswell, Herbie Hancock
Columbia FC 39870

The rising profile of modern African music gets a vital assist in this major label collaboration between keyboardist Hancock and West African "griot" Suso, who plays the subtle, multi-stringed kora. The set showcases the gentler, contemplative side of the continent's music; while Hancock's broader crossover clout won't translate here, his jazz and fusion credentials should help snare this delicate music significant attention at jazz and college radio.

PEKKA POHJOLA
Space Waltz
PRODUCER: Pekka Pohjola
Breakthru' BRS 3

Finnish bassist/keyboardist has worked in the past with Mike Oldfield and Pierre Moerlin. His newest work is in the same vein as that earlier project: strong compositions, technically excellent instrumental performances blended into an appealing space-jazz package. Contact: (212) 362-1689.

LESTER BOWIE'S BRASS FANTASY
I Only Have Eyes For You
PRODUCERS: Manfred Eicher, Lester Bowie
ECM 25034 (Warner Bros.)

Trumpeter assembles an all-brass octet, augmented only by drums, that breaks from both his Art Ensemble work and his prior solo output; title track is a startling and beautiful reading of the Flamingos' classic rock arrangement. Elsewhere, that mellow lyricism gives way to experimentation.

MARK EGAN
Mosaic
PRODUCER: Steven Miller
Hip Pocket HP 104 (Windham Hill)

Solo project for the bassist best known for his stint with the Pat Metheny Group showcases his willowy fretless bass; bulk consists of solos and duets, but likely airplay target should be the ensemble "Trance Dance." Pitch to new age and fusion fans alike.

BRUCE FORMAN/GEORGE CABLES
Dynamics
PRODUCER: Carl E. Jefferson
Concord Jazz CJ-279

Sympathetic collaboration between guitarist Forman and pianist Cables balances the former's rounded, mellow tone against the latter's crisp, bright style; program includes both originals and standards.

JAN GARBAREK GROUP
It's OK To Listen To The Gray Voice
PRODUCER: Manfred Eicher
ECM 25033 (Warner Bros.)

Title proves apt for this introspective set by the current quartet fronted by saxophonist Garbarek, which includes guitarist David Torn, bassist Eberhard Weber and drummer Michael DiPasqua; brooding changes, static tempi will appeal most to fans of the label's early experiments.

VARIOUS ARTISTS
The Concord Sound, Volume One
PRODUCER: Carl E. Jefferson
Concord Jazz CJ-278

Straight-ahead label finally tries a sampler, offering 15 acts on nine

tracks taken from established catalog albums; both instrumentals and vocals (by Rosemary Clooney and Mel Torme) are included.

GOSPEL

PICKS

MARILYN BAKER
PRODUCER: Ray Nenow
Fortress RB4030

This British lass has a voice reminiscent of Carole King and a smooth, contemporary pop sound. "Abraham," "Light Of The World" and "I Am The Way" are tight with the sound made for radio. She should win a following this side of the Atlantic to match her superstar status in the U.K.

RECOMMENDED

THE INSPIRATIONS
Praise God And Country
PRODUCER: Martin Cook
Canaan SPCN 7-01-991513-2

The Inspirations are known for their patriotic stance within Southern gospel circles, and the title tune here reaffirms that. The stone solid Southern gospel sound is prevalent on every track, but too many weak songs cause this album to fall short.

OUR BROTHERS KEEPERS QUARTET
Jesus Is Coming Soon
PRODUCER: H.B. Barnum
Alamo 1942

This quartet has solid harmonies and a fine overall sound on cover versions of "Jesus Is Coming Soon," "Sail On," "The Touch Of His Hand," and "Scars In The Hands Of Jesus." There is a lack of anything musically adventuresome, and the slow songs are too slow, but this group has the potential to produce a real winner.

CLASSICAL

RECOMMENDED

MAHLER: DAS LIED VON DER ERDE
Ludwig, Wunderlich,
Philharmonia Orchestra, Klemperer
Angel CDC 7 47231 2 (CD)

Long a treasured performance, transfer to CD of this 1967 recording provides further proof that many older productions, done with skill and understanding, are superior sonically to much of today's output. There is a ready and willing market out there for such material.

MOZART: PIANO CONCERTOS NOS. 17 & 24
Andre Previn, Vienna Philharmonic, Previn
Philips 412 524-2 (CD)

A straightforward presentation of two masterpieces—mature, sensitive and tonally beguiling. Previn's pianistic skill remains serviceable and his orchestral command total.

FOSS: BAROQUE VARIATIONS
Buffalo Philharmonic, Foss, Various Artists
Nonesuch 9 71416

The Foss, an experimental opus that views (and distorts) some familiar selections by Bach, Scarlatti and Handel in unexpected ways, is as fascinating today as it was when first released in this performance in the late '60s. Less involving are the routine readings on side two of the pieces quoted by Foss. An interesting set, appropriate in a year that marks the centenary of all three Baroque sources.

Billboard HOT 100 SALES & AIRPLAY

A ranking of the top 30 singles by sales and airplay, respectively, with reference to each title's composite position on the main Hot 100 Singles chart.

THIS WEEK	LAST WEEK	TITLE	ARTIST	HOT 100 POSITION
1	4	MONEY FOR NOTHING	DIRE STRAITS	1
2	5	CHERISH	KOOL & THE GANG	2
3	3	WE DON'T NEED ANOTHER HERO	TINA TURNER	4
4	1	ST. ELMO'S FIRE (MAN IN MOTION)	JOHN PARR	3
5	2	FREEWAY OF LOVE	ARETHA FRANKLIN	16
6	11	FREEDOM	WHAM!	6
7	14	OH SHEILA	READY FOR THE WORLD	9
8	6	THE POWER OF LOVE	HUEY LEWIS & THE NEWS	8
9	12	DARE ME	THE POINTER SISTERS	11
10	10	DON'T LOSE MY NUMBER	PHIL COLLINS	5
11	9	INVINCIBLE	PAT BENATAR	12
12	13	POP LIFE	PRINCE & THE REVOLUTION	7
13	20	SAVING ALL MY LOVE FOR YOU	WHITNEY HOUSTON	14
14	8	YOU'RE ONLY HUMAN (SECOND WIND)	BILLY JOEL	18
15	7	SUMMER OF '69	BRYAN ADAMS	21
16	22	TAKE ON ME	A-HA	13
17	15	SMOKIN' IN THE BOYS ROOM	MOTLEY CRUE	20
18	26	DANCING IN THE STREET	MICK JAGGER/DAVID BOWIE	17
19	17	DRESS YOU UP	MADONNA	10
20	21	THERE MUST BE AN ANGEL	EURYTHMICS	22
21	25	LONELY OL' NIGHT	JOHN COUGAR MELLENCAMP	15
22	24	CRY	GODLEY & CREME	19
23	23	SHAME	THE MOTELS	27
24	—	PART-TIME LOVER	STEVIE WONDER	24
25	—	FORTRESS AROUND YOUR HEART	STING	23
26	16	SHOUT	TEARS FOR FEARS	32
27	29	I GOT YOU BABE	UB40	28
28	—	EVERY STEP OF THE WAY	JOHN WAITE	26
29	—	C-I-T-Y	JOHN CAFFERTY/BEAVER BROWN BAND	25
30	19	NEVER SURRENDER	COREY HART	33

THIS WEEK	LAST WEEK	TITLE	ARTIST	HOT 100 POSITION
1	2	MONEY FOR NOTHING	DIRE STRAITS	1
2	4	DON'T LOSE MY NUMBER	PHIL COLLINS	5
3	6	CHERISH	KOOL & THE GANG	2
4	1	ST. ELMO'S FIRE (MAN IN MOTION)	JOHN PARR	3
5	7	FREEDOM	WHAM!	6
6	10	DRESS YOU UP	MADONNA	10
7	8	POP LIFE	PRINCE & THE REVOLUTION	7
8	3	WE DON'T NEED ANOTHER HERO	TINA TURNER	4
9	5	THE POWER OF LOVE	HUEY LEWIS & THE NEWS	8
10	14	TAKE ON ME	A-HA	13
11	17	OH SHEILA	READY FOR THE WORLD	9
12	18	LONELY OL' NIGHT	JOHN COUGAR MELLENCAMP	15
13	13	DARE ME	THE POINTER SISTERS	11
14	9	INVINCIBLE	PAT BENATAR	12
15	19	SAVING ALL MY LOVE FOR YOU	WHITNEY HOUSTON	14
16	21	DANCING IN THE STREET	MICK JAGGER/DAVID BOWIE	17
17	23	FORTRESS AROUND YOUR HEART	STING	23
18	20	CRY	GODLEY & CREME	19
19	12	YOU'RE ONLY HUMAN (SECOND WIND)	BILLY JOEL	18
20	30	PART-TIME LOVER	STEVIE WONDER	24
21	11	SUMMER OF '69	BRYAN ADAMS	21
22	16	SMOKIN' IN THE BOYS ROOM	MOTLEY CRUE	20
23	15	FREEWAY OF LOVE	ARETHA FRANKLIN	16
24	27	C-I-T-Y	JOHN CAFFERTY/BEAVER BROWN BAND	25
25	29	EVERY STEP OF THE WAY	JOHN WAITE	26
26	—	I'M GOIN' DOWN	BRUCE SPRINGSTEEN	29
27	26	THERE MUST BE AN ANGEL	EURYTHMICS	22
28	—	LOVIN' EVERY MINUTE OF IT	LOVERBOY	30
29	—	MIAMI VICE THEME	JAN HAMMER	37
30	—	NO LOOKIN' BACK	MICHAEL MCDONALD	36

©Copyright 1985, Billboard Publications, Inc. No part of this publication may be reproduced, stored in any retrieval system, or transmitted, in any form or by any means, electronic, mechanical, photocopying, recording, or otherwise, without the prior written permission of the publisher.

HOT 100 SINGLES BY LABEL

A ranking of distributing labels by their number of titles on the Hot 100 chart.

LABEL	NO. OF TITLES ON CHART
COLUMBIA	12
WARNER BROS. (4)	11
Sire (4)	
Geffen (2)	
Paisley Park (1)	
EPIC (6)	10
Scotti Bros. (2)	
CBS Associated (1)	
Nemperor (1)	
ATLANTIC (7)	9
Atco (1)	
Modern (1)	
MCA (6)	9
Camel/MCA (1)	
MCA/Constellation (1)	
Virgin/MCA (1)	
A&M (7)	8
A&M/Virgin (1)	
CAPITOL	8
RCA (7)	8
Grunt (1)	
POLYGRAM	6
Mercury (3)	
De-Lite (1)	
Polydor (1)	
Riva (1)	
ARISTA (4)	5
Jive (1)	
EMI-AMERICA	5
MOTOWN (1)	5
Gordy (3)	
Tamla (1)	
CHRYSLIS	2
ELEKTRA	2

HOT 100 A-Z PUBLISHERS/PERFORMANCE RIGHTS/SHEET MUSIC

TITLE
(Publisher - Licensing Org.)
Sheet Music Dist.

80 AFTER THE FIRE (Eel Pie, ASCAP)	91 FOREVER (Milk Money, ASCAP/Foster Frees, BMI) WBM/CPP	85 LIVE EVERY MOMENT (Fate, ASCAP) WBM	93 ROCK ME TONIGHT (Bush Burnin', BMI)	ASCAP/Random Notes, ASCAP) CCP/ABP
75 ALL FALL DOWN (Blue Mer, ASCAP/Virgin, ASCAP)	23 FORTRESS AROUND YOUR HEART (Magnetic, BMI/Reggatta, BMI/Illegal, BMI/Atlantic, BMI)	15 LONELY OL' NIGHT (Riva, ASCAP)	82 RUNNING UP THAT HILL (Colgems-EMI, ASCAP)	99 WILD AND CRAZY LOVE (Stone City, ASCAP/National League, ASCAP) CPP
63 ALL OF ME FOR ALL OF YOU (Dat Richfield Kat, BMI/Songs Can Sing, ASCAP)	35 FOUR IN THE MORNING (I CAN'T TAKE ANYMORE) (Kid Bird, BMI/Rough Play/BMI)	92 LOOKING OVER MY SHOULDER (Intersong, ASCAP/Ti Tunes, ASCAP)	14 SAVING ALL MY LOVE FOR YOU (Prince Street, ASCAP/Screen Gems-EMI, BMI)	66 WISE UP (River Oaks, BMI/Tree Group, BMI/Meadowgreen, ASCAP/Tree Group, ASCAP)
86 AND SHE WAS (Index, ASCAP/Blue Disque ASCAP/WB, ASCAP)	6 FREEDOM (Chappell, ASCAP) HL	78 LOVE AND PRIDE (April, ASCAP) CPP/ABP	27 SHAME (Clean Sheets, BMI) CPP	52 YOU ARE MY LADY (Zomba, ASCAP)
43 AND WE DANCED (Dub Notes, ASCAP/Human Boy, ASCAP)	16 FREEWAY OF LOVE (Gratitude Sky, ASCAP/Polo Grounds, BMI)	50 LOVE THEME FROM ST. ELMO'S FIRE (INSTRUMENTAL) (Gold Horizon, BMI/Foster Frees, BMI)	32 SHOUT (Nymph, BMI) CPP	46 YOU BELONG TO THE CITY (Red Cloud, ASCAP/Night River, ASCAP)
41 BE NEAR ME (Neutron, BMI/10, BMI/Nymph, BMI)	79 GLORY DAYS (Bruce Springsteen, ASCAP) CPP	94 LOVER COME BACK TO ME (Chappell, ASCAP)	20 SMOKIN' IN THE BOYS ROOM (Big Leaf, ASCAP) WBM	96 YOU GIVE GOOD LOVE (Little Tanya, BMI/MCA, ASCAP) AMC/HL
73 BORN IN EAST LA. (Bruce Springsteen, ASCAP/Los Guys, ASCAP)	97 HANGIN' ON A STRING (Virgin, ASCAP/Brampton, ASCAP) CPP	30 LOVIN' EVERY MINUTE OF IT (Zomba, ASCAP)	67 SO IN LOVE (Virgin, ASCAP/Charisma, ASCAP/Unichappell, BMI)	77 YOU LOOK MARVELOUS (Face, BMI/Postvalda, ASCAP)
51 BOY IN THE BOX (Liesse, ASCAP)	83 HARD TIMES FOR LOVERS (Black Lion, ASCAP/RC Songs, ASCAP/Matak, ASCAP)	87 MASTER AND SERVANT (Emile, ASCAP)	58 SPANISH EDDIE (Glor, ASCAP)	68 YOU SPIN ME ROUND (LIKE A RECORD) (Chappell, ASCAP) CHA/HL
84 BROKEN WINGS (Warner-Tamerlane, BMI/Entente, BMI)	39 HEAD OVER HEELS (Virgin, ASCAP)	37 MIAMI VICE THEME (MCA, ASCAP)	3 ST. ELMO'S FIRE (MAN IN MOTION) (Gold Horizon, BMI/Foster Frees, BMI/John Parr, PRS) CPP	53 YOU WEAR IT WELL (Jobete, ASCAP)
2 CHERISH (Delightful, BMI) CPP	95 HURTS TO BE IN LOVE (Black Keys, BMI)	1 MONEY FOR NOTHING (Chariscourt, BMI/Almo, ASCAP/Virgin, ASCAP) CPP/ALM	70 STAND BY ME (Rightsong, BMI/Trio, BMI/ADT, BMI)	18 YOU'RE ONLY HUMAN (SECOND WIND) (Joel Songs, BMI) CPP/ABP
25 C-I-T-Y (John Cafferty, BMI)	28 I GOT YOU BABE (Cotillion, BMI/Chris Marc, BMI) WBM	48 MYSTERY LADY (Zomba, ASCAP/Willesden, BMI) CPP	21 SUMMER OF '69 (Adams Communications, PROC/Calypto Toonz, PROC/Irving, BMI) CPP/ALM	
47 COMMUNICATION (Tritec, BMI/Ackee, ASCAP/Virgin, ASCAP)	74 I MISS YOU (Spectrum VII, ASCAP)	57 NEVER (Makiki, ASCAP/Arista, ASCAP/Strange Euphoria, ASCAP/Know, ASCAP)	40 SUNSET GRILL (Cass County, ASCAP/Kortchmar, ASCAP)	
19 CRY (Man-Ken, BMI)	60 I WONDER IF I TAKE YOU HOME (Personal, ASCAP/Mokojumbi, BMI) CPP	33 NEVER SURRENDER (Liesse, ASCAP) CPP	13 TAKE ON ME (ATV, BMI) CLM/CPP	
98 HANGIN' IN THE KEY OF LIFE (Konglather, BMI/Motor, ASCAP/Cheyenne, ASCAP)	59 IF YOU LOVE SOMEBODY SET THEM FREE (Magnetic, BMI/Reggatta, BMI/Illegal, BMI) HL	36 NO LOOKIN' BACK (Genevieve, ASCAP/Milk Money, ASCAP/Edspos, ASCAP)	71 TEST OF TIME (Forever Endeavor, ASCAP)	
17 DANCING IN THE STREET (Jobete, ASCAP/Stone Agate, BMI)	69 I'LL BE AROUND (Assorted, BMI/Bellboy, BMI/Cookie Box, BMI)	9 OH SHEILA (Ready For The World, BMI/Excalibur, BMI/Trixie Lou, BMI)	22 THERE MUST BE AN ANGEL (RCA, ASCAP/Blue Network, ASCAP) WBM	
11 DARE ME (WB, ASCAP/Bob Montgomery, ASCAP/Restless Heart, SCAP) WBM	29 I'M GOIN' DOWN (Bruce Springsteen, ASCAP)	90 ONE IN A MILLION (Tidepool, BMI)	55 TONIGHT IT'S YOU (Adult, BMI/April, ASCAP) CPP/ABP/WBM	
49 I DO YOU WANT CRYING (Screen Gems-EMI, BMI/Megasongs, BMI) WBM	38 I'M GONNA TEAR YOUR PLAYHOUSE DOWN (Irving, BMI)	44 ONE NIGHT LOVE AFFAIR (Adams Communications, PROC/Calypto Toonz, PROC/Irving, BMI)	31 THE WAY YOU DO THE THINGS YOU DO/MY GIRL (Jobete, ASCAP)	
5 I DON'T LOSE MY NUMBER (Phil Collins, ASCAP/Pun, ASCAP/Warner Bros., SCAP) WBM	12 INVINCIBLE (THEME FROM THE LEGEND OF BILLIE JEAN) (Makiki, ASCAP/Arista, ASCAP/Rare Blue, ASCAP) CPP/CLM	24 PART-TIME LOVER (Jobete, ASCAP/Black Bull, ASCAP)	45 WE BUILT THIS CITY (Intersong, ASCAP/Zomba, ASCAP/Petwolf, ASCAP/Tunetworks, BMI/Arista, ASCAP/Careers, BMI)	
54 DOWN ON LOVE (Somerset, ASCAP/Evansongs, ASCAP/Stray Notes, ASCAP) WBM	89 JANET (Rightsong, BMI/Franne Golde, BMI/Sin-Drome, BMI/Del Zorro, ASCAP/Arista, ASCAP)	100 PEOPLE ARE PEOPLE (Sonet, BMI/Warner-Tamerlane, BMI) WBM	4 WE DON'T NEED ANOTHER HERO (THUNDERDOME) (Irving, BMI/Myaxe, PRS) CPP/ALM	
10 DRESS YOU UP (House Of Fun, BMI) WBM	56 LAY YOUR HANDS ON ME (Zomba, ASCAP)	76 PERFECT WAY (Jouissance, ASCAP/WB, ASCAP)	64 WEIRD SCIENCE (MCA, ASCAP/Little Maestro, BMI)	
88 EATEN ALIVE (Gibb Brothers, BMI/Mijac, BMI)	34 LIFE IN ONE DAY (Howard Jones, BMI/Warner Bros., ASCAP/Warner-Tamerlane, BMI) WBM	7 POP LIFE (Controversy, ASCAP) WBM	42 WHAT ABOUT LOVE? (Welbeck, ASCAP/Irving, BMI/Calypto Toonz, PROC) CPP/ALM/CLM	
26 EVERY STEP OF THE WAY (House Of Cards, BMI/Walk On The Moon, BMI)	81 A LITTLE BIT OF HEAVEN (Irving, BMI/Buchanan, BMI)	8 THE POWER OF LOVE (Hulex, BMI/Red Admiral, BMI) CLM/CPP	72 WHEN YOUR HEART IS WEAK (Edwin Ellis, BMI/Nurk Twins, BMI)	
61 EVERYTIME YOU GO AWAY (Unichappell, BMI/Hot-cha, BMI) CHA/HL			62 WHO'S HOLDING DONNA NOW (Foster Frees, BMI/Garden Rake, BMI/April,	
65 FIRST NIGHT				

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

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

POP ALBUMS

CHART RESEARCH PACKAGES

The definitive lists of the best selling albums year by year, through the entire history of the Top LP s charts.

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

THREE TITLES AVAILABLE:

Number One Pop Albums, 1947 through 1985. Lists Billboard issue date, title, artist and label of the number one album of each week. \$50.00.

Top Ten Pop Albums, 1949 through 1985. Lists title, artist and label of every album which reached number 10 or higher on Billboard's Top LPs chart. Listed alphabetically within each year. #1 albums are indicated. \$50.00.

Top Pop Albums Of The Year, 1956 through 1985. The annual listings of the top albums of the year in rank order, as published in Billboard's year-end special issues. Includes title, artist and label for each entry. \$50.00.

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

Billboard Chart Research
Attn: Debra Todd
1515 Broadway
New York, NY 10036

Please send me the following Billboard Chart Research Packages:

- B-1 Number One Pop Albums @ \$50.00
 B-2 Top Ten Pop Albums @ \$50.00
 B-3 Top Pop Albums Of The Year @ \$50.00
 Individual yearly lists from _____ (please list book code number) for _____ (please list year(s) desired.)

Check or money order is enclosed in the amount of:

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

Name _____

Company _____

Address _____

City, State, Zip _____

Overseas air mail rates available upon request.

All sales are final.

...newsline...

RCA'S POISON PILL: While merger talks between RCA and MCA are said to have stalled, RCA's board has moved to prevent a hostile takeover by declaring a dividend distribution of one Preference Share Purchase Right on each outstanding share of RCA common stock. Each Right will entitle stockholders to buy one one-100th of a share of a newly issued series of junior participating preference stock at an exercise price of \$150. The Rights will be exercisable only if a person or group acquires 20% or more of RCA common stock or announces a tender offer for 30% or more of the common stock. RCA says it will be entitled to redeem the Rights at 10 cents per Right at any time before a public announcement that a 20% position has been acquired.

A GREAT RIDDLE: Nelson Riddle has certainly given some vocal greats—among them Frank Sinatra and, more recently, Linda Ronstadt—memorable orchestral backdrops. His expertise as an arranger/conductor is now in print with Warner Bros. Publications' "Arranged By Nelson Riddle," a 200-page, spiral-bound book listing at \$19.95. It's an instructional text and complete method book on arranging, including a complete orchestration of "Send In The Clowns" to analyze and study.

DENVER, A NATURAL: John Denver has signed on for his first tv commercial as spokesman for General Foods' Post Natural Raisin Bran cereal. The 30-second spot, which broke nationally last Monday (9), opens with a short musical intro of a Denver ballad, "Welcome To My Morning." Grey Advertising is the agency.

ASCAP HAS VOTED DISTRIBUTION of \$1,042,600 in cash grants for 1985-86. These special awards to writer members of the performing rights society represent monies over and above royalties paid for performances of works in the ASCAP sample survey.

Lifelines

BIRTHS

Twins, Ariel Nicole and Zoe Elizabeth, to **Reynold and Terri Brown**, Aug. 28 in Rafael, Calif. He is president of World's Records Mail Order Service.

Girl, Julia Elizabeth, to **Leonard and Caron Rambeau**, Sept. 3 in Toronto. He is president of Balmur Ltd. and personal manager of Anee Murray, Frank Mills and Bruce Murray.

Boy, Nathaniel Mandrell Dudney, to

Barbara Mandrell and Ken Dudley, Sept. 6 in Nashville. She is an MCA recording artist.

MARRIAGES

Jean McDonald to Jon Johnson, Aug. 31 in Los Angeles. She is local promotion manager and national trade liaison with PolyGram in Los Angeles. He is a partner in the firm Johnson/Ross Management, which manages the group Animation.

Kay Shaw to Steve West, Sept. 7 in Nashville. She is director of publicity and artist development for MCA Records in Nashville. He is district manager for Cat's Records.

Suzie Peterson to David Rensin, Sept. 7 in Nashville. She is director of new product development for MCA Home Video. He is a contributing editor of Playboy magazine.

DEATHS

Johnny Desmond, 65, of cancer Sept. 6 in Los Angeles. The singer gained fame as a lead vocalist with the Glenn Miller Orchestra in the early '40s. Desmond was known for such songs as "How Much Will I Miss You," "Oh, My Darlin'," "I Wonder What Little Dogs Dream Of" and "When." He is survived by his mother and two daughters.

Eureal (Little Brother) Montgomery, 78, of congestive heart failure and pneumonia Sept. 6 in Chicago. The blues singer/pianist's recording and performing career had spanned five decades.

Olan McDaniel, 62, of a heart attack Aug. 23 in Tahlequah, Okla. He was the father of Capitol Records artist Mel McDaniel.

Calendar

Weekly calendar of trade shows, conventions, award shows, seminars and other notable events. Send information to Calendar, Billboard, 1515 Broadway, New York, N.Y. 10036.

SEPTEMBER

Sept. 15-22, **Eighth Annual Georgia Music Festival**, Atlanta. (404) 656-3551.

Sept. 20-22, **Chicago Music Expo**, Hotel Continental, Chicago. (312) 279-8388.

Sept. 21, **Anti-Defamation League of B'nai Brith Human Rights Dinner**, Plaza Hotel, New York.

Sept. 21, **Georgia Music Hall of Fame Awards**, Georgia World Congress Center, Atlanta. (404) 325-0832.

Sept. 24, **International Radio & Television Society Newsmaker Luncheon**, Waldorf-Astoria, New York. (212) 867-6650.

Sept. 25-28, **New Music Seminar**, Marriott Marquis Hotel, New York. (212) 722-2115.

Sept. 30-Oct. 3, **National Assn. of Recording Merchandisers (NARM) Retail/Manufacturer Advisory Committee Meeting**, Sheraton Harbor Island, San Diego. (609) 424-7404.

OCTOBER

Oct. 5, **Music Law Symposium**, 1985, Mandalay Four Seasons, Dallas. (312) 988-5580.

Oct. 10, **American Jewish Congress Cultural Achievement Award Dinner**, Pierre Hotel, New York.

Oct. 10-11, **Electronic Accessories Show**, Atlantic City (N.J.) Convention Center. (215) 675-7562.

Oct. 10-12, **Fourth Annual NARM Independent Distributors Conference**, Sheraton Bal Harbour, Bal Harbour, Fla.

Oct. 11-13, **Country Music Assn. Talent Buyers Seminar**, Hyatt Regency, Nashville. (615) 244-2840.

Oct. 11-13, **21st Annual Retail Advertising Seminar**, Westin Hotel, Chicago. (212) 244-8780.

Oct. 12-16, **Audio Engineering Society (AES) Show**, New York Hilton, New York. (212) 661-2355.

Oct. 14, **Country Music Assn. Awards Show**, Grand Ole Opry, Nashville. (615) 244-2840.

Oct. 16-18, **Musexpo/Videxpo '85**, Kensington Exhibition Center, London. (01) 968-4567.

NOVEMBER

Nov. 9, **1985 CMJ New Music Awards**, Beacon Theatre, New York. (516) 248-9600.

Nov. 14-16, **16th Annual Loyola National Radio Conference**, Holiday Inn, Mart Plaza, Chicago. (312) 670-3207.

ACTIONMART

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



Where's Lambchop? Mary Ann Dervish of Troy Video in Michigan asks Shari Lewis a brief question about her "Shari Lewis' One Minute Bed Time Stories," out via Worldvision Home Video. Worldvision's Tom Devlin stands at center.



Savage Signature. New Video's Michael Pollack, left, and Steve Savage, center, partake of a favorite video convention pastime, as they get Playboy Playmate Devin de Vasquez's autograph.



Convention Fatigue. Bubba Smith pulled a number of multi-hour stints writing autographs for retailers for his "Bubba Till It Hurts," released by Continental Video. Continental's Danny Kopels stands at left.



Of Course My Taste Is Superb. As Paramount Home Video vice president and general manager Tim Clott looks on, Joan Collins lets the world know of the entertainment value to be found in her "The Joan Collins Video Selection."



Baby Love. Hosts David Horowitz and his wife, Suzzane (McCambridge) Horowitz, let retailer Monica Diedrich know about Embassy Home Entertainment's "The Baby Safe Home." Standing at left is Embassy's Diane McGhee-Terry.



The Lady and Her Videocassette. Lena Horne stopped by at the convention to spotlight her videocassette "Lena Horne: The Lady And Her Music," on the now "restructured" RKO Home Video.



Buy This Videocassette or I'll Crush Your Head. Jessie "The Body" Ventura tries to gently persuade a conventioneer to try out one of Coliseum Video's World Wrestling Foundation cassettes as vice president Marcia Kesselman, left, looks on, and a cardboard standup of Rowdy Roddy Piper looks over his shoulder.



Mary Lou Live. That's not Wheaties the Olympic gold medalist is selling; Mary Lou Retton warms up the atmosphere at VSDA as she promotes "Fun Fit," her new exercise videocassette on Karl/Lorimar Home Video. Sitting on the left is Karl/Lorimar director of new markets Pierre Loubet; on the right is executive vice president Court Shannon.



First You Flap. MasterVision president Richard Stadin demonstrates some basic avian characteristics as he discusses his company's "Audubon Society's Video Guide To The Birds Of North America" with an interested attendee.



Checking Out the Merchandise. Playgirl 1985 "Man Of The Year" Steve Rally, right, provides a VSDA conventioneer with a more than comfortable place to sit, while fitness expert Jim Boulden signs some autographs. The two were pumping Prism Entertainment's "Playgirl Hunkercise" videocassette.

TOP POP ALBUMS

©Copyright 1985, Billboard Publications, Inc. No part of this publication may be reproduced, stored in any retrieval system, or transmitted, in any form or by any means, electronic, mechanical, photocopying, recording, or otherwise, without the prior written permission of the publisher.

Compiled from a national sample of retail store, one-stop and rack sales reports.

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	ARTIST LABEL & NUMBER/DISTRIBUTING LABEL (SUG. LIST PRICE)*	TITLE
1	1	1	16	DIRE STRAITS ▲ WARNER BROS. 25264 (8.98) (CD) 4 weeks at No. One	BROTHERS IN ARMS
2	2	2	11	STING ▲ A&M SP-3750 (8.98) (CD)	THE DREAM OF THE BLUE TURTLES
3	3	3	26	TEARS FOR FEARS ▲² MERCURY 824 300/POLYGRAM (8.98) (CD)	SONGS FROM THE BIG CHAIR
4	5	5	66	BRUCE SPRINGSTEEN ▲² COLUMBIA QC 38653 (CD)	BORN IN THE U.S.A.
5	4	4	44	BRYAN ADAMS ▲ A&M SP5013 (8.98) (CD)	RECKLESS
6	6	6	29	PHIL COLLINS ▲³ ATLANTIC 81240 (9.98) (CD)	NO JACKET REQUIRED
7	7	7	10	BILLY JOEL COLUMBIA C2 40121 (CD)	GREATEST HITS VOL. I & II
8	8	9	26	WHITNEY HOUSTON ▲ ARISTA AL8-8212 (8.98) (CD)	WHITNEY HOUSTON
9	10	10	11	HEART ● CAPITOL ST-12410 (9.98)	HEART
10	9	8	11	MOTLEY CRUE ▲ ELEKTRA 60418 (9.98)	THEATRE OF PAIN
11	15	15	46	WHAM! ▲³ COLUMBIA FC39595 (CD)	MAKE IT BIG
12	11	11	20	PRINCE & THE REVOLUTION ▲² PAISLEY PARK 1-25286/WARNER BROS. (9.98) (CD)	AROUND THE WORLD IN A DAY
13	18	18	9	SOUNDTRACK MCA 6144 (9.98)	BACK TO THE FUTURE
14	14	13	16	NIGHT RANGER ● CAMEL/MCA 5593/MCA (8.98) (CD)	7 WISHES
15	16	16	43	MADONNA ▲⁵ SIRE 25157-1/WARNER BROS. (8.98) (CD)	LIKE A VIRGIN
16	13	14	18	EURHYTHMICS ● RCA AJL1-5429 (8.98)	BE YOURSELF TONIGHT
17	17	17	11	SCORPIONS ● MERCURY 824-344-1/POLYGRAM (11.98) (CD)	WORLD WIDE LIVE
18	24	26	41	KOOL & THE GANG ▲ DE-LITE 822943-1/POLYGRAM (8.98) (CD)	EMERGENCY
19	19	19	18	PAUL YOUNG ● COLUMBIA BFC 39957 (CD)	SECRET OF ASSOCIATION
20	20	20	10	COREY HART ● EMI-AMERICA ST-17161 (8.98)	BOY IN THE BOX
21	12	12	13	RATT ATLANTIC 81257 (9.98)	INVASION OF YOUR PRIVACY
22	22	24	9	ARETHA FRANKLIN ● ARISTA AL8-8286 (8.98)	WHO'S ZOOMIN' WHO
23	21	21	11	SOUNDTRACK ATLANTIC 81261 (9.98) (CD)	ST. ELMO'S FIRE
24	69	—	2	JOHN COUGAR MELLENCAMP RIVA 824 865-1/POLYGRAM (8.98)	SCARECROW
25	25	25	7	THE POINTER SISTERS RCA AJL1-5487 (8.98)	CONTACT
26	23	23	12	TALKING HEADS ● SIRE 25305/WARNER BROS. (8.98)	LITTLE CREATURES
27	27	28	18	FREDDIE JACKSON ● CAPITOL ST-12404 (8.98)	ROCK ME TONIGHT
28	26	22	24	THE POWER STATION ▲ CAPITOL SJ-12380 (8.98) (CD)	THE POWER STATION
29	34	49	4	DIO WARNER BROS. 25292 (8.98)	SACRED HEART
30	29	29	57	BILLY OCEAN ▲² JIVE JL 8-8213/ARISTA (8.98) (CD)	SUDDENLY
31	36	40	10	A-HA WARNER BROS. 25300 (8.98)	HUNTING HIGH AND LOW
32	35	38	14	READY FOR THE WORLD MCA 5594 (8.98)	READY FOR THE WORLD
33	33	33	67	TINA TURNER ▲⁴ CAPITOL ST-12330 (8.98) (CD)	PRIVATE DANCER
34	30	30	13	R.E.M. I.R.S. 5592/MCA (8.98) (CD)	FABLES OF THE RECONSTRUCTION
35	28	27	23	HOWARD JONES ● ELEKTRA 60390 (8.98) (CD)	DREAM INTO ACTION
36	86	—	2	LOVERBOY COLUMBIA FC39983	LOVIN' EVERY MINUTE OF IT
37	38	34	27	DEBARGE ● GORDY 6123GL/MOTOWN (8.98) (CD)	RHYTHM OF THE NIGHT
38	43	44	6	THE MOTELS CAPITOL ST 12378 (8.98)	SHOCK
39	41	42	5	SOUNDTRACK CAPITOL SWAN 12429 (9.98)	MAD MAX BEYOND THUNDERDOME
40	31	31	11	DEAD OR ALIVE EPIC BFE 40119	YOUTH QUAKE
41	37	35	15	AMY GRANT ● A&M SP-5060 (8.98)	UNGUARDED
42	39	37	31	SADE ▲ PORTRAIT BFR-39581/EPIC (CD)	DIAMOND LIFE
43	32	32	10	AC/DC ● ATLANTIC 81263 (8.98)	FLY ON THE WALL
44	54	55	18	THE HOOTERS COLUMBIA BFC 39912 (CD)	NERVOUS NIGHT
45	50	54	4	JOHN WAITE EMI-AMERICA ST-17164 (8.98)	MASK OF SMILES
46	52	58	6	UB40 A&M SP 6-65090 (6.98)	LITTLE BAGGARIDDIM
47	47	50	28	JESSE JOHNSON'S REVUE ● A&M SP-6-5024 (6.98)	JESSE JOHNSON'S REVUE
48	57	65	6	CHEAP TRICK EPIC FE 39592	STANDING ON THE EDGE
49	51	59	6	GODLEY & CREME POLYDOR 825 981-1/POLYGRAM (8.98)	THE HISTORY MIX VOL. I
50	53	74	3	MICHAEL MCDONALD WARNER BROS. 25291 (8.98)	NO LOOKIN' BACK
51	44	39	21	RICK SPRINGFIELD ● RCA AJL1-5370 (9.98)	TAO
52	45	45	25	LUTHER VANDROSS ▲ EPIC 39882	THE NIGHT I FELL IN LOVE
53	48	48	19	BON JOVI MERCURY 824 509-1/POLYGRAM (8.98) (CD)	7800 FAHRENHEIT
54	46	46	12	LOOSE ENDS MCA 5588 (8.98)	A LITTLE SPICE
55	49	41	24	TOM PETTY AND THE HEARTBREAKERS ● MCA 5486 (8.98) (CD)	SOUTHERN ACCENTS

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	ARTIST LABEL & NUMBER/DISTRIBUTING LABEL (SUG. LIST PRICE)*	TITLE
56	40	36	52	SURVIVOR ▲ SCOTTI BROS. FZ 39578/EPIC (CD)	VITAL SIGNS
57	55	52	30	GEORGE THOROGOOD ● EMI-AMERICA ST-17145 (8.98) (CD)	MAVERICK
58	42	43	37	SOUNDTRACK ▲ MCA 6143 (9.98) (CD)	BEVERLY HILLS COP
59	64	63	16	JOHN CAFFERTY/BEAVER BROWN BAND SCOTTI BROS. 39405/EPIC (CD)	TOUGH ALL OVER
60	74	79	4	LISA LISA & CULT JAM WITH FULL FORCE COLUMBIA BFC 40135	LISA LISA & CULT JAM WITH FULL FORCE
61	63	68	41	DON HENLEY ▲ GEFEN GHS 24026/WARNER BROS. (8.98) (CD)	BUILDING THE PERFECT BEAST
62	59	47	23	'TIL TUESDAY EPIC BFE 39458	VOICES CARRY
63	65	69	4	FAT BOYS SUTRA 1016 (8.98)	THE FAT BOYS ARE BACK
64	67	67	103	HUEY LEWIS & THE NEWS ▲⁶ CHRYSALIS FV 41412 (CD)	SPORTS
65	56	56	10	JEFF BECK EPIC 39483	FLASH
66	58	51	13	AIR SUPPLY ARISTA AL8-8283	AIR SUPPLY
67	61	62	24	KATRINA AND THE WAVES CAPITOL ST-12400 (8.98)	KATRINA AND THE WAVES
68	62	53	12	JIMMY BUFFETT MCA 5600 (8.98)	THE LAST MANGO IN PARIS
69	82	110	3	YNGWIE MALMSTEEN POLYDOR 825 733-1/POLYGRAM (8.98)	MARCHING OUT
70	70	70	10	Y&T A&M SP-5076 (8.98)	OPEN FIRE
71	71	71	7	LAURA BRANIGAN ATLANTIC 81265 (8.98) (CD)	HOLD ME
72	72	72	7	PATTI LABELLE P.I.R. FZ 40020/EPIC	PATTI
73	73	73	11	CAMEO ATLANTA ARTISTS 824 546-1/POLYGRAM (8.98)	SINGLE LIFE
74	75	75	11	COCK ROBIN COLUMBIA BFC 39582	COCK ROBIN
75	79	84	3	THE FAMILY PAISLEY PARK 25322/WARNER BROS. (8.98)	THE FAMILY
76	78	81	9	ORCHESTRAL MANOEUVERS IN THE DARK A&M SP-5077 (8.98)	CRUSH
77	80	80	100	PHIL COLLINS ● ATLANTIC SD16029 (8.98) (CD)	FACE VALUE
78	60	57	28	THE MARY JANE GIRLS ● GORDY 6092GL/MOTOWN (8.98)	ONLY FOUR YOU
79	NEW	—	—	SHEILA E. PAISLEY PARK 25317/WARNER BROS. (8.98)	ROMANCE 1600
80	84	100	3	NEIL YOUNG GEFEN GHS 24068/WARNER BROS. (8.98)	OLD WAYS
81	66	61	31	RUN-D.M.C. ● PROFILE PRO1205 (8.98)	KING OF ROCK
82	85	88	7	THE MANHATTAN TRANSFER ATLANTIC 81266 (8.98)	VOCALESE
83	68	64	32	DEPECHE MODE SIRE 25194-1/WARNER BROS. (8.98)	SOME GREAT REWARD
84	76	60	35	JOHN FOGERTY ▲ WARNER BROS. 1-25203 (8.98) (CD)	CENTERFIELD
85	88	82	108	MADONNA ▲² SIRE 1-23867/WARNER BROS. (8.98) (CD)	MADONNA
86	77	66	13	SPYRO GYRA MCA 5606 (8.98) (CD)	ALTERNATING CURRENTS
87	83	86	18	STANLEY JORDAN BLUE NOTE BT 85101/CAPITOL (8.98)	MAGIC TOUCH
88	110	132	4	BOOGIE BOYS CAPITOL ST-12422 (9.98)	CITY LIFE
89	89	94	6	X ELEKTRA 60430 (8.98)	AIN'T LOVE GRAND
90	81	76	11	"WEIRD AL" YANKOVIC ROCK'N'ROLL FZ 40033/SCOTTI BROS.	DARE TO BE STUPID
91	91	83	13	BRYAN FERRY WARNER BROS. 25082 (8.98) (CD)	BOYS AND GIRLS
92	87	78	15	ROBERT PLANT ● ES PARANZA 90265/ATLANTIC (9.98) (CD)	SHAKEN 'N STIRRED
93	93	87	49	U2 ▲ ISLAND 90231/ATLANTIC (8.98) (CD)	THE UNFORGETTABLE FIRE
94	98	93	20	RICK JAMES GORDY 6135GL/MOTOWN (8.98)	GLOW
95	94	96	47	GLENN FREY ● MCA 5501 (8.98) (CD)	THE ALLNIGHTER
96	101	98	45	TEARS FOR FEARS MERCURY 811 039-1/POLYGRAM (8.98) (CD)	THE HURTING
97	104	107	5	JULIO IGLESIAS COLUMBIA FC 40180	LIBRA
98	103	95	23	KENNY LOGGINS COLUMBIA FC 39174 (CD)	VOX HUMANA
99	95	91	15	SUZANNE VEGA A&M SP 6-5072 (6.98)	SUZANNE VEGA
100	96	99	20	LONE JUSTICE GEFEN GHS 24060/WARNER BROS. (8.98) (CD)	LONE JUSTICE
101	114	117	6	THE DAZZ BAND MOTOWN 6149 ML (8.98)	HOT SPOT
102	102	89	14	BOB DYLAN COLUMBIA FC 40110 (CD)	EMPIRE BURLESQUE
103	92	92	44	REO SPEEDWAGON ▲ EPIC QE39593 (CD)	WHEELS ARE TURNING
104	105	105	88	PHIL COLLINS ▲ ATLANTIC 80035 (8.98) (CD)	HELLO I MUST BE GOING
105	108	111	63	PRINCE & THE REVOLUTION ▲⁹ WARNER BROS. 25110-1 (8.98) (CD)	PURPLE RAIN
106	111	116	12	RENE & ANGELA MERCURY 824 607-1M-1/POLYGRAM (8.98)	STREET CALLED DESIRE
107	100	97	17	W.JENNINGS,W.NELSON,J.CASH,K.KRISTOFFERSON COLUMBIA FC 40056	HIGHWAYMAN
108	107	109	15	UTFO SELECT 21614 (8.98)	UTFO
109	90	90	12	JOHN DENVER RCA AFL1-5458 (8.98)	DREAMLAND EXPRESS
110	99	85	25	DEPECHE MODE SIRE 25124/WARNER BROS. (8.98)	PEOPLE ARE PEOPLE

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



T

he leader among leaders

FROM THE 1963 RELEASE OF "FINGERTIPS" TO THE 1985
RELEASE OF "PART-TIME LOVER" 1808TF

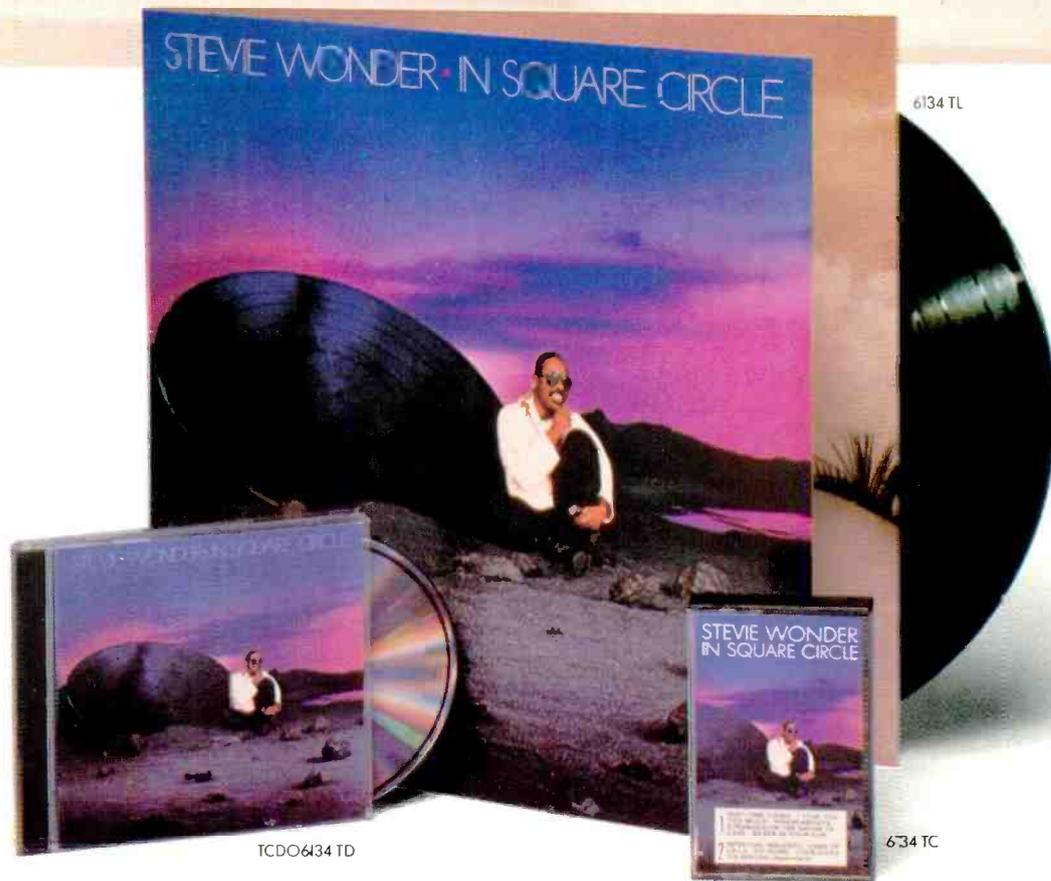
STEVIE WONDER

HAS BEEN THE MUSICAL INNOVATOR OF OUR TIMES

WITH NO EXCEPTIONS. PLEASE ENJOY HIS NEWEST

AND GREATEST ALBUM...

"The album represents who I am in this decade."
—Stevie Wonder, Sept. 4, 1985



6134 TL

TCDO634 TD

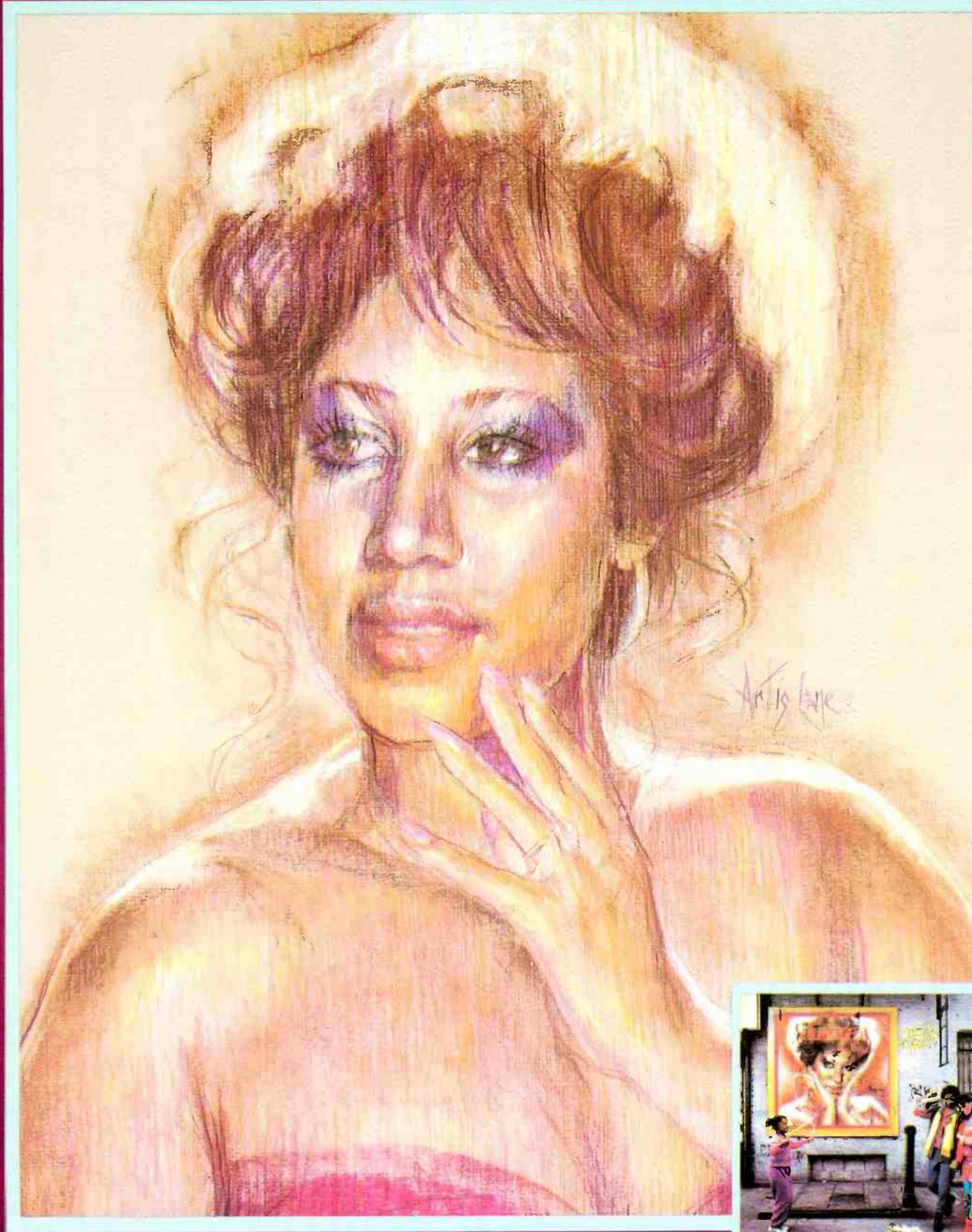
634 TC



**THE MOST AMAZING THING ABOUT STEVIE IS THE
MORE YOU LISTEN, THE MORE YOU HEAR—AND FEEL.**

**BROUGHT TO YOU FOR 24 YEARS EXCLUSIVELY ON
MOTOWN RECORDS, TAPES, AND NOW COMPACT DISCS.**

Is There Any Doubt Who's Number One?



The "Once And Future Queen" (*Village Voice*) scores her biggest smash in more than a decade with "Freeway Of Love": #1 R&B, #1 Dance, and Top 3 Pop.

It's only the first of the hits ready to burst from her already-GOLD LP, *Who's Zoomin' Who?* THE TITLE CUT is the NEW SINGLE...and just watch it go!

Aretha. Back At The Top. To Stay.

The Critics Hail *Who's Zoomin' Who?*

Rolling Stone

"From nearly every angle, Aretha is at the top of her form... There's enough vocal brilliance here to stun any listener within range."

Village Voice Consumer Guide

"PICK HIT. The legend is plugged into one pop format after another and comes up with classics almost every time... Their instant inevitability could keep this album alive for years. And when somebody like Aretha Franklin goes multiplatinum, the world rejoices. A."

Newsweek

"Above all, there's that voice. It flutters and floats, snaps and shouts, cries and laughs. Welcome back, "Lady Soul."... What a joy to be along for the ride."

Musician

"'Freeway of Love,' which opens this album, brings back the old 'Retha with a vengeance... *Who's Zoomin' Who?* sounds like proof that soul never left."

New York Post

"She is, now and forever, the Queen of Soul."

Boston Phoenix

"The voice is tawnier than ever, and just as vivacious. When Aretha Franklin sings in *Who's Zoomin' Who?*, the spirit leaps out of the dark."

Los Angeles Herald Examiner

"The Queen of Soul has returned with a bang."

Oakland Tribune

"The new Aretha album is her best pop record in more than a decade."

N.Y. Amsterdam News

"Aretha is back with a major breakthrough album."

USA Today

"An album that will stand with her best. *Who's Zoomin' Who?* confirms Aretha's status as Lady Soul."

Boston Herald

"A great album, one worthy of a place alongside her legendary '60s LPs for Atlantic."

ARISTA

Billboard® **TOP POP ALBUMS** continued

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	ARTIST	TITLE
				LABEL & NUMBER/DISTRIBUTING LABEL (SUG. LIST PRICE)*	
111	109	101	14	ROSANNE CASH	COLUMBIA FC 39468 (CD) RHYTHM AND ROMANCE
112	97	77	17	SUPERTRAMP	A&M SP-5014 (8.98) (CD) BROTHER WHERE YOU BOUND
113	116	123	34	KLYMAXX	MCA/CONSTELLATION 5529/MCA (8.98) MEETING IN THE LADIES ROOM
114	115	112	96	THE POINTER SISTERS	▲2 PLANET BEL 1-5410/RCA (9.98) (CD) BREAK OUT
115	106	102	50	DOKKEN	● ELEKTRA 60376 (8.98) (CD) TOOTH & NAIL
116	112	108	32	COMMODORES	▲ MOTOWN 6124ML (8.98) (CD) NIGHTSHIFT
117	117	125	101	SOUNDTRACK	▲ MOTOWN 6062ML (8.98) (CD) THE BIG CHILL
118	127	140	4	SOUNDTRACK	MCA 6146 (9.98) WEIRD SCIENCE
119	121	113	10	DR. J.R. KOOL & THE OTHER ROXANNES	THE COMPLETE STORY OF ROXANNE COMPLEAT 671 014-1/POLYGRAM (6.98)
120	119	114	12	GRIM REAPER	RCA AFL1-5431 (8.98) FEAR NO EVIL
121	120	120	44	WHODINI	● JIVE JL-8251/ARISTA (8.98) ESCAPE
122	125	130	84	BRUCE SPRINGSTEEN	● COLUMBIA JC 33795 (CD) BORN TO RUN
123	113	103	38	FOREIGNER	▲2 ATLANTIC 81999 (9.98) (CD) AGENT PROVOCATEUR
124	123	121	94	U2	▲ ISLAND 90127/ATLANTIC (5.98) UNDER A BLOOD RED SKY
125	NEW	NEW	NEW	THE ROMANTICS	NEMPEROR FZ 40106/EPIC RHYTHM ROMANCE
126	118	126	79	BRYAN ADAMS	▲ A&M SP-4919 (8.98) (CD) CUTS LIKE A KNIFE
127	132	139	21	YNGWIE MALMSTEEN	POLYDOR 825 324-1/POLYGRAM (8.98) RISING FORCE
128	140	153	4	MR. MISTER	RCA NFL1-8045 (8.98) WELCOME TO THE REAL WORLD
129	NEW	NEW	NEW	BILLY CRYSTAL	A&M SP-5096 (8.98) MAHVELOUS
130	153	165	5	MARILLION	CAPITOL ST-12431 (8.98) MISPLACED CHILDHOOD
131	128	122	53	TALKING HEADS	● SIRE 1-25186/WARNER BROS. (8.98) (CD) STOP MAKING SENSE
132	130	135	98	LIONEL RICHIE	▲8 MOTOWN 6059 ML (8.98) (CD) CAN'T SLOW DOWN
133	137	141	16	NEW ORDER	QWEST 25289/WARNER BROS. LOW LIFE
134	124	119	27	GO WEST	CHRYSALIS FV 41495 (8.98) (CD) GO WEST
135	129	127	13	HELIX	CAPITOL ST-12411 (8.98) LONG WAY TO HEAVEN
136	NEW	NEW	NEW	SQUEEZE	A&M SP-5085 (8.98) COSI FAN TUTTI FRUTTI
137	136	136	99	MOTLEY CRUE	▲2 ELEKTRA 60289 (8.98) (CD) SHOUT AT THE DEVIL
138	139	128	17	JOE WALSH	FULL MOON/WARNER BROS. 1-25281/WARNER BROS. (8.98) (CD) THE CONFESSOR
139	133	137	50	NEW EDITION	▲ MCA 5515 (8.98) (CD) NEW EDITION
140	143	150	30	ANDREAS VOLLENWEIDER	CBS FM 39963 (CD) WHITE WINDS
141	135	118	10	CARLY SIMON	EPIC 39970 SPOILED GIRL
142	147	159	6	KING	EPIC BFE 40061 STEPS IN TIME
143	122	115	13	SOUNDTRACK	CAPITOL ST-12413 (8.98) A VIEW TO A KILL
144	148	179	87	BRUCE SPRINGSTEEN	▲ COLUMBIA PC 2-36854 (CD) THE RIVER
145	144	148	40	GEORGE THOROGOOD	● EMI-AMERICA ST-17076 (8.98) BAD TO THE BONE
146	131	106	19	CON FUNK SHUN	MERCURY 824 345-1M-1/POLYGRAM (8.98) (CD) ELECTRIC LADY
147	134	124	25	ERIC CLAPTON	DUCK/WARNER BROS. 1-25166/WARNER BROS. (8.98) (CD) BEHIND THE SUN
148	149	149	19	ATLANTIC STARR	A&M SP-5019 (8.98) AS THE BAND TURNS
149	138	133	116	U2	▲ ISLAND 90067/ATLANTIC (8.98) (CD) WAR
150	157	129	48	DARYL HALL & JOHN OATES	▲2 RCA AFL1-5309 (9.98) (CD) BIG BAM BOOM
151	151	155	5	HERB ALPERT	A&M SP 5082 (8.98) WILD ROMANCE
152	152	160	15	MICHAEL FRANKS	WARNER BROS. 25275 (8.98) SKIN DIVE
153	126	104	13	THE BEACH BOYS	CARIBOU BFZ 39946/EPIC (CD) THE BEACH BOYS
154	154	186	4	NICK MASON & RICK FENN	COLUMBIA FC 10576 PROFILES
155	142	142	20	DAN FOGELBERG	FULL MOON/EPIC FE 39616/EPIC HIGH COUNTRY SNOWS

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	ARTIST	TITLE
				LABEL & NUMBER/DISTRIBUTING LABEL (SUG. LIST PRICE)*	
156	141	147	31	ALABAMA	▲ RCA AHL1-5339 (8.98) (CD) 40 HOUR WEEK
157	160	151	28	MICK JAGGER	▲ COLUMBIA FC 39940 (CD) SHE'S THE BOSS
158	185	—	2	9.9	RCA NFL1-8049 (8.98) 9.9
159	190	—	2	JENNIFER HOLLIDAY	GEFFEN 24073/WARNER BROS. (8.98) SAY YOU LOVE ME
160	161	145	92	CYNDI LAUPER	▲4 PORTRAIT BFR 38930/EPIC (CD) SHE'S SO UNUSUAL
161	162	162	8	ROY BUCHANAN	ALLIGATOR 4741 (8.98) WHEN A GUITAR PLAYS THE BLUES
162	146	138	31	DAVID LEE ROTH	▲ WARNER BROS. 1-25222 (5.99) CRAZY FROM THE HEAT
163	163	168	44	SOUNDTRACK	FANTASY 3AM-1791 (2LPS) (19.98) (CD) AMADEUS
164	167	169	92	BRUCE SPRINGSTEEN	▲ COLUMBIA JC 35311 (CD) DARKNESS AT THE EDGE OF TOWN
165	168	170	69	CHICAGO	▲3 FULL MOON/WARNER BROS. 1-25060/WARNER BROS. (8.98) (CD) 17
166	NEW	NEW	NEW	AL JARREAU	WARNER BROS. 25331 (8.98) IN LONDON
167	NEW	NEW	NEW	THE BAR-KAYS	MERCURY 824 727-1/POLYGRAM (8.98) BANGING THE WALL
168	179	174	13	GINO VANNELLI	HME BFW 40077/CBS ASSOCIATED BLACK CARS
169	NEW	NEW	NEW	ANDRE CYMONE	COLUMBIA FC 40037 A.C.
170	150	131	13	KIM CARNES	EMI-AMERICA SO-17159 (8.98) BARKING AT AIRPLANES
171	176	—	36	WHAM!	COLUMBIA BFC 38911 FANTASTIC
172	158	158	590	PINK FLOYD	● HARVEST SMAS11163/CAPTOL (8.98) (CD) DARK SIDE OF THE MOON
173	156	134	18	MENUDO	RCA AFL1-5420 (8.98) MENUDO
174	180	195	3	STEWART COPELAND	A&M SP-5084 (8.98) THE RHYTHMOTIST
175	NEW	NEW	NEW	BOBBY WOMACK	MCA 5617 (8.98) SO MANY RIVERS
176	155	161	30	THE SMITHS	SIRE 1-25269/WARNER BROS. (8.98) MEAT IS MURDER
177	181	187	242	LED ZEPPELIN	● ATLANTIC 19129 (6.98) (CD) LED ZEPPELIN IV
178	145	144	30	THE FIRM	● ATLANTIC 81239 (8.98) (CD) THE FIRM
179	191	192	4	RONNIE MILSAP	RCA AHL1-5425 (8.98) (CD) GREATEST HITS VOL. 2
180	NEW	NEW	NEW	SAGA	PORTRAIT BFR 40145/EPIC BEHAVIOUR
181	159	143	12	PEABO BRYSON	ELEKTRA 60427 (8.98) (CD) TAKE NO PRISONERS
182	182	173	149	PRINCE	▲3 WARNER BROS. 1-23720 (2LPS) (12.98) (CD) 1999
183	173	181	110	BILLY JOEL	▲4 COLUMBIA QC 38837 (CD) AN INNOCENT MAN
184	165	172	15	LONNIE MACK	ALLIGATOR AL-4739 (8.98) STRIKE LIKE LIGHTNING
185	188	178	41	HOWARD JONES	ELEKTRA 60346 (8.98) (CD) HUMAN'S LIB
186	NEW	NEW	NEW	FIVE STAR	RCA NFL1-8052 (8.98) LUXURY OF LIFE
187	NEW	NEW	NEW	NICK LOWE & HIS COWBOY OUTFIT	COLUMBIA FC 39958 THE ROSE OF ENGLAND
188	175	154	25	ALISON MOYET	COLUMBIA BFC 39956 (CD) ALF
189	195	—	2	WHAT IS THIS	MCA 5598 (8.98) WHAT IS THIS?
190	184	188	26	MAZE FEATURING FRANKIE BEVERLY	● CAPITOL ST-12377 (8.98) CAN'T STOP THE LOVE
191	197	177	62	SCORPIONS	MERCURY 814 981-1/POLYGRAM (8.98) (CD) LOVE AT FIRST STING
192	172	164	38	FAT BOYS	● SUTRA SUS1015 (8.98) FAT BOYS
193	169	171	19	HANK WILLIAMS, JR.	WARNER/CURB 25267/WARNER BROS. (8.98) (CD) FIVE-O
194	171	157	18	LEONARD BERNSTEIN	DEUTSCHE GRAMMOPHON 415 2531/POLYGRAM (19.98) (CD) WEST SIDE STORY
195	RE-ENTRY	RE-ENTRY	RE-ENTRY	PAUL YOUNG	COLUMBIA BFC 38976 NO PARLEZ
196	183	194	127	Z Z TOP	▲5 WARNER BROS. 1-23774 (8.98) (CD) ELIMINATOR
197	174	183	55	MOTLEY CRUE	ELEKTRA 60174 (8.98) TOO FAST FOR LOVE
198	193	185	46	JULIAN LENNON	▲ ATLANTIC 80184-1 (8.98) (CD) VALOTTE
199	177	156	7	ONE WAY	MCA 5552 (8.98) WRAP YOUR BODY
200	196	189	49	CHAKA KHAN	▲ WARNER BROS. 25162-1 (8.98) (CD) I FEEL FOR YOU

TOP POP ALBUMS A-Z (LISTED BY ARTISTS)

- | | | | | | | |
|------------------------------------|---------------------------|---|---|---|------------------------------------|--------------------------|
| A-Ha 31 | Commodores 116 | Michael Franks 152 | Katrina And The Waves 67 | Ronnie Milsap 179 | The Romantics 125 | George Thorogood 145, 57 |
| AC/DC 43 | Con Funk Shun 146 | Glenn Frey 95 | Chaka Khan 200 | The Motels 38 | David Lee Roth 162 | 'Til Tuesday 62 |
| Bryan Adams 126, 5 | Stewart Copeland 174 | King 142 | King 142 | Motley Crue 137, 10, 197 | Run-D.M.C. 81 | Tina Turner 33 |
| Air Supply 66 | Billy Crystal 129 | Go West 134 | Klymaxx 113 | Alison Moyet 188 | Sade 42 | U2 124, 93, 149 |
| Alabama 156 | Andre Cymone 169 | Godley & Creme 49 | Kool & The Gang 18 | Mr. Mister 128 | Saga 180 | UB40 46 |
| Herb Alpert 151 | The Dazz Band 101 | Amy Grant 41 | Patti LaBelle 72 | New Order 133 | Scorpions 191, 17 | UTFO 108 |
| Atlantic Starr 148 | Dead or Alive 40 | Grim Reaper 120 | Cyndi Lauper 160 | New Edition 139 | Carly Simon 141 | Luther Vandross 52 |
| The Bar-Kays 167 | Debarge 37 | Daryl Hall & John Oates 150 | Led Zeppelin 177 | Nick Lowe & His Cowboy Outfit 187 | The Smiths 176 | Gino Vannelli 168 |
| The Beach Boys 153 | John Denver 109 | Corey Hart 20 | Julian Lennon 198 | Night Ranger 14 | SOUNDTRACKS | Suzanne Vega 99 |
| Jeff Beck 65 | Depeche Mode 110, 83 | Heart 9 | Huey Lewis & The News 64 | Billy Ocean 30 | Amadeus 163 | Andreas Vollenweider 140 |
| Leonard Bernstein 194 | Dio 29 | Helix 135 | Lisa Lisa & Cult Jam With Full Force 60 | One Way 199 | Back To The Future 13 | John Waite 45 |
| Bon Jovi 53 | Dire Straits 1 | Don Henley 61 | Kenny Loggins 98 | Orchestral Manoeuvres In The Dark 76 | Beverly Hills Cop 58 | Joe Walsh 138 |
| Boogie Boys 88 | Dokken 115 | Jennifer Holliday 159 | Lone Justice 100 | Tom Petty And The Heartbreakers 55 | The Big Chill 117 | Wham! 171, 11 |
| Laura Branigan 71 | Dr. J.R. Kool & The Other | The Hooters 44 | Loose Ends 54 | Pink Floyd 172 | Mad Max Beyond Thunderdome 39 | What Is This 189 |
| Peabo Bryson 181 | Roxannes 119 | Whitney Houston 8 | Loverboy 36 | Robert Plant 192 | St. Elmo's Fire 23 | Whodini 121 |
| Roy Buchanan 161 | Bob Dylan 102 | Julio Iglesias 97 | Madonna 15, 85 | The Pointer Sisters 114, 25 | A View To A Kill 143 | Hank Williams, Jr. 193 |
| Jimmy Buffett 68 | Sheila E. 79 | Rick James 94 | Madonna 15, 85 | The Power Station 28 | Weird Science 118 | Bobby Womack 175 |
| John Cafferty/Beaver Brown Band 59 | Eurythmics 16 | Al Jarreau 166 | The Manhattan Transfer 82 | Prince 182 | Rick Springfield 51 | X 89 |
| Cameo 73 | The Family 75 | W. Jennings, W. Nelson, J. Cash, K. Kristofferson 107 | Marillion 130 | Prince & The New Power Generation 12, 105 | Bruce Springsteen 4, 122, 164, 144 | Y&T 70 |
| Kim Carnes 170 | Fat Boys 192, 63 | Billy Joel 7, 183 | The Mary Jane Girls 78 | R.E.M. 34 | Spyro Gyra 86 | "Weird Al" Yankovic 90 |
| Rosanne Cash 111 | The Firm 178 | Jesse Johnson's Revue 47 | Nick Mason & Rick Fenn 154 | REO Speedwagon 103 | Squeeze 136 | Paul Young 195 |
| Cheap Trick 48 | Five Star 186 | Howard Jones 35, 185 | Maze Featuring Frankie Beverly 190 | Ratt 21 | Sting 2 | Neil Young 80 |
| Chicago 165 | Dan Fogelberg 155 | Stanley Jordan 87 | Michael McDonald 50 | Ready For The World 32 | Survivor 56 | Paul Young 19 |
| Eric Clapton 147 | John Fogerty 84 | Katrina And The Waves 67 | John Cougar Mellencamp 24 | Rene & Angela 106 | Talking Heads 26, 131 | |
| Cock Robin 74 | Foreigner 123 | Chaka Khan 200 | Menuo 173 | Lionel Richie 132 | Tears For Fears 96, 3 | |
| Phil Collins 77, 104, 6 | Aretha Franklin 22 | | | | | Z Z Top 196 |



Honoring ASCAP. Some of America's most noted songwriters gather in Washington to perform their songs during the National Press Club's salute to the American Society of Composers, Authors & Publishers. Standing from left are Jerry Leiber, Mike Stoller, Hal David, Sammy Cahn, Cy Coleman and Sammy Fain. Seated are Charles Strouse and Jule Styne.

PARAMOUNT HOME VIDEO'S 'BEVERLY HILLS COP'

(Continued from page 1)

same price.

Paramount will be adding special ammunition to its "25 for 25" promotion: the Bing Crosby/Danny Kaye film "White Christmas," which has not been seen in any media since 1979.

It will also be pushing the titles via what it describes as a "multi-million-dollar" ad campaign, its largest to date. Network and local television spots will be included, as well as ads in such publications as People, Rolling Stone, Ebony, The Wall Street Journal, USA Today and consumer-oriented video publications. National radio shows such as "Top 40 Countdown" and "American Top 40" will also be included.

Point-of-purchase material available will include a large poster and a

"clothesline display."

Of the titles in Paramount's second "25 for 25" promotion, 13 were used in last year's program. The titles involved are "An Officer And A Gentleman," "Airplane!," "Chinatown," "Death Wish," "Eddie Murphy's Delirious," "Flashdance," "48 Hrs.," "Gallagher The Maddest," "Grease," "Gunfight At The O.K. Corral," "Heaven Can Wait," "Harold And Maude," "The Jazz Singer," "Meatballs," "The Odd Couple," "Raiders Of The Lost Ark," "Romeo And Juliet," "Saturday Night Fever," "The Sons Of Katie Elder," "Star Trek II: The Wrath Of Khan," "Trading Places," "Uncommon Valor," "Urban Cowboy," "Warriors" and "White Christmas."

PTA, PMRC UNITE ON LYRICS

(Continued from page 1)

the industry will "voluntarily create a uniform standard to be used to define what constitutes blatant, explicit lyric content."

Sources confided that in a private meeting here early Thursday (12) between the PMRC, broadcasters meeting in convention here and the RIAA, there was heated disagreement over the PMRC demand for the formulation of a common standard by a panel of industry experts and consumer representatives to rate records. The RIAA still opposes such a panel; broadcasters are also wary.

The coalition announcement, to which a PMRC spokesperson alluded last week when it was divulged that Mike Love of the Beach Boys had donated seed money for the group's formation last spring (Billboard, Sept. 14), generated special attention during a spirited panel discussion at the Radio '85 convention here Thursday (12) entitled "Porn Rock... Too Hot To Air?" The panel was a major media event, with an overflow crowd and network news crews in attendance.

Joining PMRC member Tipper Gore on the panel were RIAA president Stanley Gortikov, National Assn. of Broadcasters (NAB) president Eddie Fritts, Songwriters Guild president George David Weiss, NAB Radio Board member William O'Shaughnessy, president of WVOX/WRTN New Rochelle, Chuck DuCoty, manager and program director of WIYY-FM Baltimore, and Gary Stevens, president of Doubleday Broadcasting.

The presentation by Mrs. Gore was graphically illustrative, especially when dealing with those albums that fall into the category of heavy metal, and broadcasters both on the dais and in the audience stated their abhorrence of lyrics and cover art that glorify sado-masochism, violence, sex and outright murder.

However, the broadcasters also made it clear that, in their view, self-regulation has kept many of these albums off the air. They blamed the popularity of such product on both the record companies who release it and a lack of parental supervision.

Gortikov's remarks took a sharper turn than they had in earlier forums when he suggested that he was beginning to doubt the motives of the PMRC, and that the media spotlight in recent months may have awakened in the group the desire to take their issues further.

"You now seem committed," Gortikov said, "to impose your will on an entire creative community and on broadcasters and record retailers, and thus on all who buy or hear recorded music. You seek to revamp structural patterns of an industry, to hold our feet to the fire. As you expand your actions and your themes, your medium is becoming more vital than your message."

Gortikov added: "Please do not allow a thirst for press, public and governmental attention to gain more priority than concern for children."

At the end of the panel, there still seemed to be frustration in all corners. None who spoke said they wanted to turn the issue into a broader threat of censorship; broadcasters maintained that any attempt at a ratings system would, as Doubleday's Stevens put it, create a trickle-down effect.

Overall, the tone of the panel and the discussions that followed made at least one thing clear: There are and have been some records on the market, and in the homes of millions of young people, that attendees consider repugnant and repulsive. The broadcasters were quick to point out that neither produce nor manufacture them, and do not air most of them.

The Songwriters Guild's Weiss had suggested earlier in the discussion that "peer pressure" from other songwriters might "embarrass" the writers of explicit lyrics and cause them to "shape up." It was apparent that within the context of this major broadcasting convention, the peer pressure had been politely placed on the shoulders of the record industry, rather than on their own.

Members of the newly formed Musical Majority include artists, managers, broadcasters, agents, publicists and other music industry figures. Among them are radio ex-

ecutives Lee Abrams of Burkhart/Abrams, Charlie Kendall of WNEW-FM New York, Tony Berardini and Oedipus of WBCN Boston, Rick Carroll of KROQ Los Angeles and John Gorman of WMMS Cleveland.

Managers involved with the committee are Roger Davies (Tina Turner, Olivia Newton-John); Front Line's Mike Rosenfeld (Don Henley, Chicago, Stevie Nicks, Heart); Dave Wolf (Cyndi Lauper); Peter Golden (Crosby, Stills & Nash), and Goldberg, who helms Gold Mountain Records and manages Kiss, Peter Wolf, Dennis De Young and others. Agent members include Norby Walters, Howard Rose and film composer agents Mike Gorfaine and Sam Schwartz.

The first artists to align with the committee are June Pointer of the Pointer Sisters, John Cougar Mellencamp, Duran Duran's Andy Taylor, De Young, Gene Simmons of Kiss, the Power Station's Michael Des Barres and hard rocker Ron Keel.

Goldberg reportedly did not contact any record company executives because he felt that the RIAA's position has thus far proven too compromising, and wanted to allow RIAA member companies to feel the full impact of the more polarized stance among the new committee's membership.

Assistance in preparing this story provided by Sam Sutherland in Los Angeles.

For the Record

The recently released album "Stars On 45 Soul Revue," which features the New Sam & Dave Revue, has not been enjoined from sale in the U.S., as was incorrectly reported (Billboard, Aug. 31). The album is on the Atlantic-distributed 21 Records label and carries the catalog number 90291-1.

A 12-inch dance single (0-96871) was enjoined from sale by a court order from Federal Judge Terry Hatter, as the story noted.

A seven-inch single, originally enjoined, has now been allowed for sale. Its number is 7-99636X.

Make music your life!

FIVE TOWNS COLLEGE

- Jazz/Commercial Music
- Music Business
- Music Instrument Technology
- Audio Recording (24-track)

Call (516) 783-8800 or write:
Dept. BB/2165 Seaford Ave.
Seaford, N.Y. 11783

re: ACTION!

That's what you'll get when you advertise in **ACTIONMART**

the Billboard Classified.
Call toll free (800) 223-7524, NY residents dial (212) 764-7388.

apexton RECORDS MFG. CO.
44-27 Purves Street
Long Island City, NY 11101

High Quality Record Pressing & Cassette Duplicating
Mastering • Plating • Printing
Fast, Economical, Efficient
No job too large or too small
718 937-4038
Call for prices:
TELEX: 239365 ARM

RECORD COVERS & JACKETS

Design, art, type, color separations, printing, fabrication. Let us work for you—find out what quality, reliability & service mean.

Lee Myles Associates, Inc.
160 East 56th Street Dept. N2
NYC, NY 10022 Tel: 758-3232

Serving the graphic needs of the music industry since 1968.

SAN DIEGO MULLS CONCERT CONTROL IN LYRIC CONTROVERSY

(Continued from page 1)

nificantly, the meeting itself will coincide with the Washington hearing into the matter being held by the Senate Commerce, Science & Transportation Committee, prompted by the actions of the Parents Music Resource Center (PMRC) and other consumer groups.

In San Antonio, the issue became identified with concert presentations following meetings last spring between Council member Bob Thompson and Community Families In Action, described locally as a Christian fundamentalist organization. Subsequent City Council meetings reportedly heard requests from Thompson and others to study a mechanism for controlling concerts where either lyric content or elements of the performance were deemed offensive.

But early warnings from City Attorney Lowell Denton that de facto censorship was unconstitutional, led to the decision to find alternative means in any ordinance propos-

al.

In a report to the Council on Aug. 29, Denton rejected the original concept of a ratings system for concerts—apparently influenced by the original PMRC mandate—as legally untenable. However, Denton's memo reportedly noted other possible sanctions that might be used to control attendance. Among strategies mentioned were a smoking ban, an enhanced crowd control ordinance, age limits on concerts based on content, and a noise control measure.

The mayor's position at that time was explicitly supportive of such measures. Cisneros was quoted by The San Antonio Express as pledging, "We are going to try and walk the interstices between what's legal and what's constitutional" in designing a mechanism for curbing the problem.

Denton has meanwhile warned the Council that legal challenges to any ordinance based on content

would be likely and significant. His Aug. 29 report noted that Council planners would need to incorporate legal defense plans and funding into their blueprint should such an approach be taken.

According to promoter Jack Orbin of Stony City Attractions in San Antonio, "It's a very emotional and sensitive issue, as you know. We're trying to straighten [the City Council] out on this, and remedy the false impression they have by getting them out to shows to see what really happens.

"Basically, it's become a religious issue down here. And I think they'll bring about just what they're afraid of—they'll alienate youth here more than ever."

Orbin vows that any ordinance will be tested in court, and that prior attempts at concert regulation, such as the case of the Starlight Amphitheatre in Burbank, Calif., are being studied in preparation for any court battle.

LYRIC ISSUE: VIDEO OUTLETS UNCONCERNED

(Continued from page 3)

all of Prince's product," he says. "We don't feel the community is offended by our programming."

Does Newman see any potential programming changes coming about due to the PMRC's lobbying activities? "If the labels all start officially sticking product with warnings about content, then I imagine we would go along with them and broadcast an on-screen warning about certain clips, either verbally or with a Chyron crawl," he concedes.

BET has not been contacted by any of the lobby groups yet, Newman adds—at least not officially. He says he was personally contacted by a Congressman's office (he declines to give the name) and asked if he would provide dubs of "a few videos, one of which was the Rolling Stones' 'Too Much Blood.' I told them I didn't want to get involved with politics, and to contact the labels directly to get copies of the videos," he says.

At ABC-TV's "New York Hot Tracks," a spokesman says there has been no contact at all with the PMRC or any other self-appointed guardian organization. "We're not taking any particular stand on this at this time," the spokesman states, noting only that "once a list of offending product is drawn up, we will review it and decide on a course of action at that time."

Says Tom Shaw of the Florida-based Odyssey Network: "We have no problems, and we don't anticipate any. Because 95% of our affiliates are broadcast stations, we use broadcast standards to evaluate our programming rather than cable standards."

At NBC's "Friday Night Videos," producer David Benjamin says the show has been evaluating its clips for excessive portrayals of drug abuse, sex and violence for more than two years. "We have always worried about the moral sensibilities of the great American public," Benjamin says.

As far as airing videos for songs from albums bearing ratings stickers, Benjamin says, "I'm playing singles—I look at each clip on its own merits."

According to Benjamin, tension

levels in the standards and practices offices have increased, with executives asking many more questions about videos than in previous times. So far, he says, this hasn't prevented any clips from getting on the air. "You just argue it out," he says, "and that's my job."

Assistance in preparing this story provided by Tony Seideman.

NARAS Sends Out Grammy Forms

NEW YORK A total of 464 record companies have received Grammy Award entry forms for recordings released during the final three months of the eligibility year for the awards (July 1 through Sept. 30, 1985.) In addition, the National Academy of Recording Arts & Sciences (NARAS) has sent special entry forms for commercially released music videos to 48 video companies.

NARAS says all company entry forms must be received by Oct. 3 in the academy's national offices. Failure to meet this deadline could result in recordings not appearing on the Grammy Awards eligibility lists from which academy members select nominations. Individual NARAS members should soon receive their entry forms, with the deadline for their return set for Oct. 7.

Any record or video companies that have not received their entry forms by next Wednesday (18) should contact NARAS awards supervisor Margaret Leverage at (213) 849-1313.



NARAS PANEL CONFRONTS THE RECORD RATING ISSUE

(Continued from page 3)

Priest and Prince, Gore said, "Older teenagers are capable of dealing with [the lyrics], but younger ones are not."

Levine, however, stated that "it's not a consumer issue," but rather a "free expression issue." He suggested to Gore that if she wanted to raise public awareness, she should "put out your own consumer information bulletin, but don't call for a [warning] label."

Williams agreed that "some product put out is offensive and sexist," but argued that there are other things in the world that are more offensive, among them government spending, the arms race and television. She also noted that the PMRC is looking at material released over the past few years. "That's [approximately] 50,000 songs," she said. "Judging from the handful they have come up with, there is not a problem at all."

Mtume said he was concerned about the impact labeling would

have on black artists. "Black music and country & western will be the first things to be dealt with for sensitive lyrics," he said. He also questioned whether a record company would have the legal right to rate records, and what economic effects a rating system would have on the music industry.

Gore also argued that records, unlike books or magazines, are "broadcast, promoted and aggressively marketed," adding, "It's a \$4.4 billion industry." She said she is concerned because records with explicit lyrics are "being bought by young kids and going platinum and double platinum."

Gore stated that to help in the PMRC's fight against explicit lyrics, the group was forming a coalition with the national Parent/Teacher Assn. (PTA) in addition to other groups (separate story, page 1). She also claimed that some artists were joining them, including Sting and Smokey Robinson.

Grass Route

BY KIM FREEMAN

A weekly column focusing on the activities of independent labels and distributors.

WITH ALL THE HULLABALOO about record ratings, Important Records of Jamaica, N.Y. has indirectly thrown a cute and timely wrench into the fray with its "A For Alternative" promotion campaign. "Not 'O for Occult' or 'V for Violence,'" notes Important's Howie Gabriel, who calls the promotion "part of our new marketing strategy."

"A For Alternative" will run through October via 78 Record Bar stores in college-oriented cities. The campaign encompasses titles from Important's Relativity label as well as those from distributed labels including DB, Big Time, SST, Ace Of Hearts, CD Presents and Twin Tone. The alternative acts in question are the Cocteau Twins, Tangerine Dream, Gene Loves Jezebel, Zietgiest, Alex Chilton, Black Flag, Mission Of Burma, Billy Bragg and Jonathan Richman.

Four bands will be promoted each week through in-store displays and contests, print ads, mall flyers and some radio advertising. Gabriel

says it's the biggest promotion Important has done to date, and the first to involve distributed labels. According to Gabriel, the cost to these logos is \$1,000 per act.

SEEDS & SPROUTS: The New Music Seminar is around the corner (literally, for some of us), and it's time to call attention to the open "Women In Music" meeting, which will be held there Friday (27) at 7:15 pm. The meeting's general purpose is to create a means of networking women involved in all aspects and levels of the music industry. In addition, the session will serve as a catalyst to forming the Women In Music Group. Sue Debenedette, a New York promotion person for A&M Records, is spearheading the effort with help from Raleigh Group president Raleigh Pinskey and other noted industry women.

The overall intent is to assist women in upgrading their positions and/or entering new areas of the business. Friday's meeting is open to intrigued parties of all genders, and NMS registration is not required to attend.

With some stellar exceptions like Great Bay Distributors, the Tommy Boy, Redwood and Olivia labels

and the entire WILD (Women's Independent Label Distributors), few indies have women installed in power positions. So we hope to see a lot of you there. If you can't attend, send inquiries with job affiliations (if any) to Women In Music, c/o Raleigh Group, 250 W. 57th St., New York, N.Y. 10019.

A few new exposure opportunities have come to our attention recently. First is a desperate letter from Greg Reibman, music director at KNON Dallas. Even though the community station can't afford to subscribe or report to the trades, Reibman claims that it has a proven impact on record sales and commercial airplay in Dallas. He says his record service from indies could be a lot better, so call him at (214) 821-6424 to get an address for your releases, pop or otherwise... Reggae logos take note that CKFM Toronto has just started a twice-a-week reggae hour entitled "Reggae From The City"... On the press front, David Barton of the Sacramento Bee says he's anxious to cover more indie happenings. That includes album and performance reviews and general news. Material should be mailed to him at P.O. Box 2227, Portola Way, Sacramento, Calif. 95818.

GERMAN SALES POST SIGNIFICANT FIRST-HALF INCREASE

(Continued from page 1)

there's reason to hope that the recession is over and, after a stabilization phase, that we can count on an upturn in business."

According to the Phonoverband statistics, which claim to represent 90% of the domestic retail market, 75.8 million sound carriers were shipped during the first six months of this year. That's the highest total since 1980 and a continuation of the recovery that started last fall.

Compact Discs led all market segments with an 130% expansion to 2.3 million units. CDs now account for nearly 5% of the German album market in units and should surpass the normal price cassette as a revenue source by the end of the year, according to Phonoverband.

Single units remained steady at 24.8 million, as a 13% drop in seven-inch singles was offset by 58% growth in more profitable maxis. LPs inched up a couple of percentage points to 28.1 million units, with strength in midprice pop compensating for a depressed budget market.

A respectable 17% expansion in cassette sales to 20.6 million is misleading. Budget pop product was the sales leader, up 29%. Both midprice (down 10%) and normal price (down 4%) lost ground. With three

times as many cassette players as phonographs in German households, Phonoverband notes that the growth of home taping is clearly outpacing sales of recorded music. Only the lowest-priced tapes are gaining in popularity.

Classical demand continues to take off in Germany, rising 25% overall in the first half to corner a market share of nearly 10% (and still 30% of CDs). In LPs and tapes, midprice led the way by far. With a paltry 242,000 normal-price classical cassettes shipped (down one-third), that format is fading fast.

Record club business in both LPs and tapes improved by 5%. Video clip compensation rates jumped 12.5%, under terms of last year's pioneering pact between IFPI and broadcasters. The new German copyright revision, with a tape levy but lower hardware royalties, should increase the home taping

take by 6% to 8% as of July 1, the effective date of the new law.

A hidden key to the German record industry's recovery, not reported in last week's statistical release, is exports, an area where PolyGram's CD plant in Hanover has gained most of the attention. The Phonoverband survey of physical exports (both licensed and custom-pressed) shows seven-inch singles doubling to 5.3 million, pop LPs and maxi-singles up 71% to 10.6 million, pop tapes up 87% to 3.8 million, and classical LPs and tapes up one-third to 8.2 million.

Phonoverband head Peter Zombik still conservatively refers to "cautious optimism" about the future and points to continuing CD capacity shortages. But overall he maintains that the new figures show the industry is moving ahead at a new up tempo beat "that's more in the major key than in the minor."

Send For Your Free Copy Of This Brochure Before You Have Any More Cassettes Duplicated



You really owe it to yourself and to your budget to find out how competitive Eva-Tone can be on your next audio cassette order.

For more than 20 years we've been supplying high quality, low cost Soundsheets to communicators in all fields: Entertainment, Advertising, Education, Religion, Employee Communications. Now we're putting this experience and expertise to work in high speed, high quality audio cassette duplicating, too.

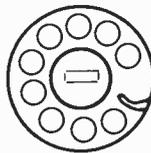
Your copy of "Cassette Talk" has everything you need to help you make an ordering decision. Information on tape, shells, labeling, packaging and pricing. And of course you can call or write Eva-Tone for answers to any other questions you may have.

EVA-TONE P.O. Box 7020 - Dept. 910
Clearwater, FL 33518-7020

AUDIO CASSETTES • SOUNDSHEETS • PRINTING • MAILING

TOUCH That DIAL!

Get fast results with ACTION-MART, the Billboard Classified.



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

More Big Names Added to Lineup TV Coverage of FarmAid Will Reach 90% of U.S.

BY PAUL GREIN

LOS ANGELES An ad hoc television network has been assembled to carry prime time coverage of next Sunday's (22) FarmAid concert to 90% of the U.S., according to C. Paul Corbin, director of programming for The Nashville Network (TNN). Corbin also notes that 400 radio stations have signed to broadcast the all-day benefit concert from the Univ. of Illinois at Champaign.

Preceding that event this Friday (20), numerous radio stations will band together for a simultaneous broadcast of Merle Haggard's tribute to farmers, "The Amber Waves Of Grain." The promotion, set for 10:50 a.m. EST, is being coordinated by the same man who helmed the April 15 simultaneous broadcast of "We Are The World"—Bob Wolfe, a DJ at WROM Rome, Ga. (He can be reached at 404-291-9766).

Several more top stars were added to the FarmAid lineup last week, including Foreigner, John Fogerty, Eddie Van Halen, Roy Orbison and Sammy Hagar. In addition, two of the performer pairings were announced: Billy Joel is slated to play with Randy Newman, and Daryl Hall with Joni Mitchell.

John Cougar Mellencamp, one of the event organizers, said last week that all money raised by FarmAid will be donated to volunteer interest groups and legal services.

Among the groups being discussed as FarmAid beneficiaries are the National Farmers' Organization, the Family Farm League of Funds, WIFE (Women Involved in Farming Economics), the National Save The Family Farm Community and the National Farmers Union.

Mellencamp stresses that the main importance of FarmAid is to raise consciousness, not dollars. "The reason I'm here isn't for the money," he says. "We could never raise enough money to make that much of a difference anyway. I'm here to help get information out to the American people.

"What really has to be looked at through FarmAid, Live Aid, Band Aid, whatever, is that something's going on in the U.S. and the world. People are realizing that they can make a difference."

Mellencamp adds that Willie Nelson will make the final decision on where the money goes, and that Neil Young is the organizers' information-gatherer. He says his own role has basically been to help Nelson.

Mellencamp also served to expand the scope of the event's talent lineup. "Until I got involved, this

was basically a country function," he says. "I know a lot of people in the rock business, and it was easy for me to call up different people and say, 'Would you like to do it?'"

FarmAid will have several corporate sponsors, despite Mellencamp's strong misgivings about such ties. "In the beginning, I was dead set against corporate sponsorships," he says, "but I was convinced that the cause is bigger than me, and bigger than any act on here. Also, I realized that a concert this size has to have a lot of money."

About his objections to sponsorships, Mellencamp elaborates: "It's a personal thing with me. I just don't think that corporate sponsorships and music make a very good marriage. I've never taken a corporate sponsorship of any type for myself, and I probably won't ever."

He acknowledges that the FarmAid preparations are taking a lot of his time. "I've got a new record out, but I don't even know what's going on with it hardly," he says. "This has definitely taken the front seat."

Mellencamp notes that both John Fogerty and Bonnie Raitt will play with his band at the concert, and adds that he expects a lot of impromptu pairings.

"This really has a '60s overtone," he says. "We're really coming together for the cause, not for the face-time. To be quite honest, I don't care if I play or not."

"The thing that's interesting to me," Mellencamp adds, "is that there are so many different types of acts on the bill, and they're all American acts with the exceptions of Joni Mitchell and Neil Young. And they've both been living in the U.S. long enough that they might as well be American."

At a press conference in Nashville last Wednesday (11), TNN's Corbin noted that MTV has so far been denied the rights to carry the concert, for two reasons: failure to provide enough upfront money, and an insistence on carrying only the rock portions of a concert that will be at least half country music. Corbin added that TNN advanced \$1 million for its broadcast rights to the event.

Originally, Corbin continued, TNN offered CBS-TV the change to broadcast FarmAid during prime time when all CBS programming except "60 Minutes" would be rerun material. But, according to Corbin, the network declined.

In other FarmAid news, such stars as Willie Nelson, Alabama, Janie Fricke and Earl Thomas Conley plan to board the "U.S.A. For America" train which Merle Haggard has commissioned for his cross-country consciousness-raising trek (Billboard, Sept. 7).

Other artists confirmed for the eight-state, 39-stop tour include Arlo Guthrie, the Nitty Gritty Dirt Band, John Conlee, Lacy J. Dalton, the Judds, Michael Martin Murphey, Freddy Powers, Eddy Raven, Johnny Rodriguez, John Schneider and Hank Thompson.

Assistance in preparing this story provided by Edward Morris in Nashville.

INSIDE TRACK

MORE SANTA STOCKING DEALS: Through Oct. 25, WEA offers two buy-ins on two separate programs, both offering December/January extended billing. On its midline \$6.98 catalog, WEA has a 5% discount, while the frontline \$8.98 catalog, excluding very recent album releases, is being slashed 6%. . . Capitol offers a similar program, based on frontline and deep catalog. If you buy either program prior to next Wednesday (25), the Tower provides March dating, while orders placed between that date and Sunday (29) are January/February billing. Frontline albums are discounted 5%. Deep catalog is discounted 3%.

TRACK HEARS the Michael Jackson *et al.* buyout of ATV Music was finalized in the Bahamas on Sept. 6 at \$47.5 million. Real cost could be \$50 million, since the Jackson interests do not get "pipeline" dollars generated before the sale but due in after the sale date. That's said to be a highly unusual element in the publishing acquisition. . . Speaking of the unusual, Track tracked down a display ad in last week's Billboard, only to find that New York attorney Harley Lewin is setting up an auction of the Far Out and Milwaukee Music catalogs, owned previously by Steve Gold and Jerry Goldstein. Seems Lewin, acting on precedent set in the Four Star Music litigation in Federal District Court in Nashville several years ago, contended that Jeff Franklin of ATI, as a secured creditor of the two personal managers/producers, could claim the ASCAP and BMI pubberies, and the court agreed. . . BMI president Ed Cramer told the "Million-Airs" luncheon Wednesday (11) that the licensing organization's most performed song of all time is Lennon & McCartney's "Yesterday." It would take 25 years, 3 months and 12 days to equal the airtime (4.5 million performances).

AROUND 200 EMPLOYEES of the CBS Records/Group are eligible to take advantage of parent CBS Inc.'s move to grant early retirement with increased pension benefits to employees who have reached 55 with at least 10 years of pension service by Nov. 1. How many will take to the pasture voluntarily won't be known until after that deadline. The Records Group figure, half of which is said to involve manufacturing personnel, represents 10% of the total number eligible. . . Movie music composer John Cacavas snared another CBS-TV movie, "Murder: By Reason Of Insanity," starring Candice Bergen.

BAINBRIDGE RECORDS will continue as before despite the death of president/founder Stan Marshall (Billboard, Sept. 14). His widow and right arm in the record label for years, Harlene, will take over the helm. . . No word from Hawaii, where San Francisco wholesaler Irv Peninsky, who hied off to the Islands a decade ago, passed away, as to what happens to Eric of Hawaii, his indie label distribution point. His son, Bob, and wife,

Billie, were active in the business. . . Those attending the New Music Seminar coming up in Gotham City get a treat Thursday (26) when MCA Records, Promotions and the event team on a Circle Line cruise, with Patti Labelle, Glenn Frey and New Edition entertaining.

SPEAKING OF MCA, rumor has that giant splitting itself into substantial corporate parts. Gossip is that RCA would wind up buying the vast MCA movie archives. . . Carl "Curly" Thom hastening to his Detroit office from his New England summer manse to shepherd the opening of three more Harmony House stores, two in Metro Detroit and his first out of the Motor City, in Lansing, 90 miles from his warehouse. . . Dionne Warwick will continue hosting "Solid Gold." An L.A. Superior Court judge ruled that Edenroy Ltd., a tv production house, had no right to claim she had violated a pact with the plaintiff firm, when she did not provide a guest star for the pilot of "Dionne Warwick & Her Legendary Friends." Edenroy wanted an injunction. The judge said a trial judge will have to decide the issue. . . Prince will have to appear as a defense witness in Beverly Hills Municipal Court sometime in November, when his two bodyguards go on trial for allegedly beating up on two photographers. . . A group of Boston investors has bought four musical instrument companies, including Steinway & Sons, from CBS Inc.

ACCORDING TO THE PROSPECTUS for Vestron Video, chairman Austin Furst has a salary of \$800,000; president and chief operating officer Jon Peisinger makes \$300,000; and senior vice president, chief financial officer and secretary Stephen L. Einhorn makes \$130,000. Perhaps the most interesting numbers to come out of the prospectus relate to the company's growth. In 1982, its first year of operation, Vestron had revenues of \$12 million; in '83, \$45 million; in '84, \$103 million, and for the first six months of '85, \$90 million. Part of the way the company maintained this pace was apparently via the volume of titles it released: 398 were shipped by June 30, 1985, and 112 of those came out in the first six months of the year. . . Net proceeds from Dionne Warwick's "That's What Friends Are For" will go to a national organization devoted to research on AIDS. The song was written and produced by Burt Bacharach & Carole Bayer Sager; Stevie Wonder, Elton John and Gladys Knight all contributed vocals. Warwick made the move at the suggestion of Elizabeth Taylor. . . People magazine gave the rock lyrics/video controversy the cover of its Sept. 16 issue, with the headline "Has Rock Gone Too Far?: L.A.'s grisly 'Night Stalker' case inflames the debate over sex, violence and devil worship in lyrics and videos. Now parents are taking action." Standing out against a bright red background were photos of Madonna, Prince and David Lee Roth.

Edited by JOHN SIPPEL

CD SOFTWARE SHORTAGE SEEN CONTINUING

(Continued from page 4)

information beyond audio. He said a system that will produce still video frames, containing lyrics or other information as well as music, from a single CD will be marketed in Japan soon, and may be available for the U.S. market toward the end of the year. A "video 45" CD, which would contain a complete music video as well as music, is also under development by Sony, Finer said.

Finer attempted to explain the obstacles involved in establishing new manufacturing facilities or processes. "There are many different proposed systems for increasing Compact Disc production facilities around the world," he said, "none of which—besides the standard process that has been in existence now for three and a half years—have been implemented. And at this point in time, we don't see additional systems being set up in the foreseeable future."

"If capitalization is available," Finer continued, "perhaps some other system might be established in the next year to year and a half,

but that remains to be seen. The [capital] required to establish a conventional Compact Disc production facility is somewhere in the neighborhood of \$20 million to \$25 million dollars. That would be the plant itself, perhaps the total retrenchment of an existing facility, the laser etching—so it is not exactly a cost-effective system to implement."

In answer to a panelist's question about the wide range of hardware prices for the basic CD system, Finer described Sony's marketing outlook. "There are more consumers out there buying inexpensive turntables than buying the more esoteric [units]. CD will follow that same pattern. I don't see that changing, but I do see a shift or balance of sales points going much more towards the lower price range of the spectrum."

Shulman defended the effort made on behalf of CD software. "I think there's been an extraordinary job done in converting some very large catalogs, CBS among them, to Compact Disc as quickly as possi-

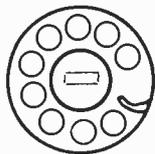
ble. [We were] held back in doing that by all the nitty-gritty details. . . but certainly it's our design to do that."

"There are many titles out there, which in some cases are lagging behind simply because we did not envision the extent of desire a Compact Disc owner would have in building up his collection," he continued. "Right now, the average Compact Disc owner has at least 40 disks. When you consider that the average record buyer in the United States probably has 75 to 100 albums or cassettes in his collection, you can see in what a short period of time this person has already duplicated a large portion of his collection."

"The product works, the product's high quality, and people have an unending desire for that," Shulman said. "All of our original estimates were that the average Compact Disc owner would buy about 20 Compact Discs a year, and at high prices that's a fair investment. Well, it's turning out that those figures were very low."

TOUCH That DIAL!

Get fast results with ACTION-MART, the Billboard Classified.



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

7th ANNUAL



Billboard Video Music Conference

November 21-23, 1985
Sheraton Premiere Hotel, Universal City, California

A G E N D A

Thursday, November 21st:
12 noon to 8:00 PM Registration
8:30 PM to 10:30 PM Welcome to the Conference Party
10:30 PM to ??? Hospitality Suites

Friday, November 22nd:
9:00 AM to 6:00 PM Registration
9:30 AM to 10:00 AM Continental Breakfast
9:45 AM to 10:00 AM Welcoming Remarks
SAM HOLDSWORTH, Publisher, Billboard Magazine
JIM McCULLAUGH, Conference Director & Home Entertainment Editor
— Billboard Magazine

10:00 AM to 11:15 AM **"Video Music: From Promises To Profits"** Leading home video companies, distributors and retailers discuss the facts, figures, myths and realities of how music video product is fairing in the world consumer market place.
Break

11:15 AM to 11:30 AM **"The Multi-Channel Matrix"**
11:30 AM to 12:45 PM A status report on cable, broadcast television, pay-per-view, syndication and other mushrooming transmission avenues for music video.
Break

12:45 PM to 2:30 PM Buffet Lunch
Exhibits & Hospitality Suites
Independent Productions Screenings

2:30 PM to 3:45 PM **"RPM To Frames Per Second"** The continuing evolution of record label video activity is examined.
Break

3:45 PM to 4:00 PM **"Rolling The Credits"**
4:00 PM to 5:15 PM Producers, directors and other behind-the-scenes creative contributors discuss state-of-the-art video craft.

5:15 PM to 5:30 PM Break
5:30 PM to 7:00 PM **"Movies And Music"**
Sponsored by A.F.I.
Leading motion picture directors discuss video music.
Exhibits & Hospitality Suites

7:00 PM to ??? Break
Saturday, November 23rd:
9:00 AM to 6:00 PM Registration
9:30 AM to 10:00 AM Continental Breakfast
10:00 AM to 11:00 AM **"Releasing The Final Print"**
Legal issues, unions, licensing and everything else you wanted to know about negotiating the music video deal.
Break

11:00 AM to 11:15 AM **"Programming For The Depth Of Field"** New vistas in music video programming... clips... short form... long form... experimental.
11:15 AM to 12:30 PM Buffet Luncheon
Exhibits & Hospitality Suites
Foreign Productions Screenings

12:30 PM to 2:30 PM **"Cutting Room Floor To Cutting Edge"** The progressive advancement of music video marketing, promotion and exploitation.
Break

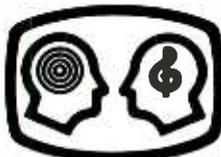
2:30 PM to 3:45 PM **"On Your Mark"** Artists discuss the growing importance of music video and their role in it.
Break

3:45 PM to 4:00 PM **"Listening To The Screen"**
4:00 PM to 5:15 PM The increasing significance of music in film and television.
Break

5:15 PM to 5:30 PM **Video Music Awards Presentation**
5:30 PM to 6:45 PM
6:45 PM to 9:00 PM
9:00 PM to 11:00 PM

Register Today

Billboard's Video Music Conference
November 21-23 / Sheraton Premiere Hotel
Universal City, California



REGISTRATION FORM

REGISTRATION FEES:
\$275 - BEFORE OCTOBER 10, 1985
\$325 - AFTER OCTOBER 10, 1985
\$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 31, 1985. Cancellations before October 31, 1985 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.

I am enclosing a check in the amount of \$ _____

I wish to charge my registration

American Express Diners Club
 BankAmericard/Visa MasterCard

CARD NUMBER _____ EXP. DATE _____

SIGNATURE _____

MAIL COMPLETED FORM TO: Kris Sotley
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 _____

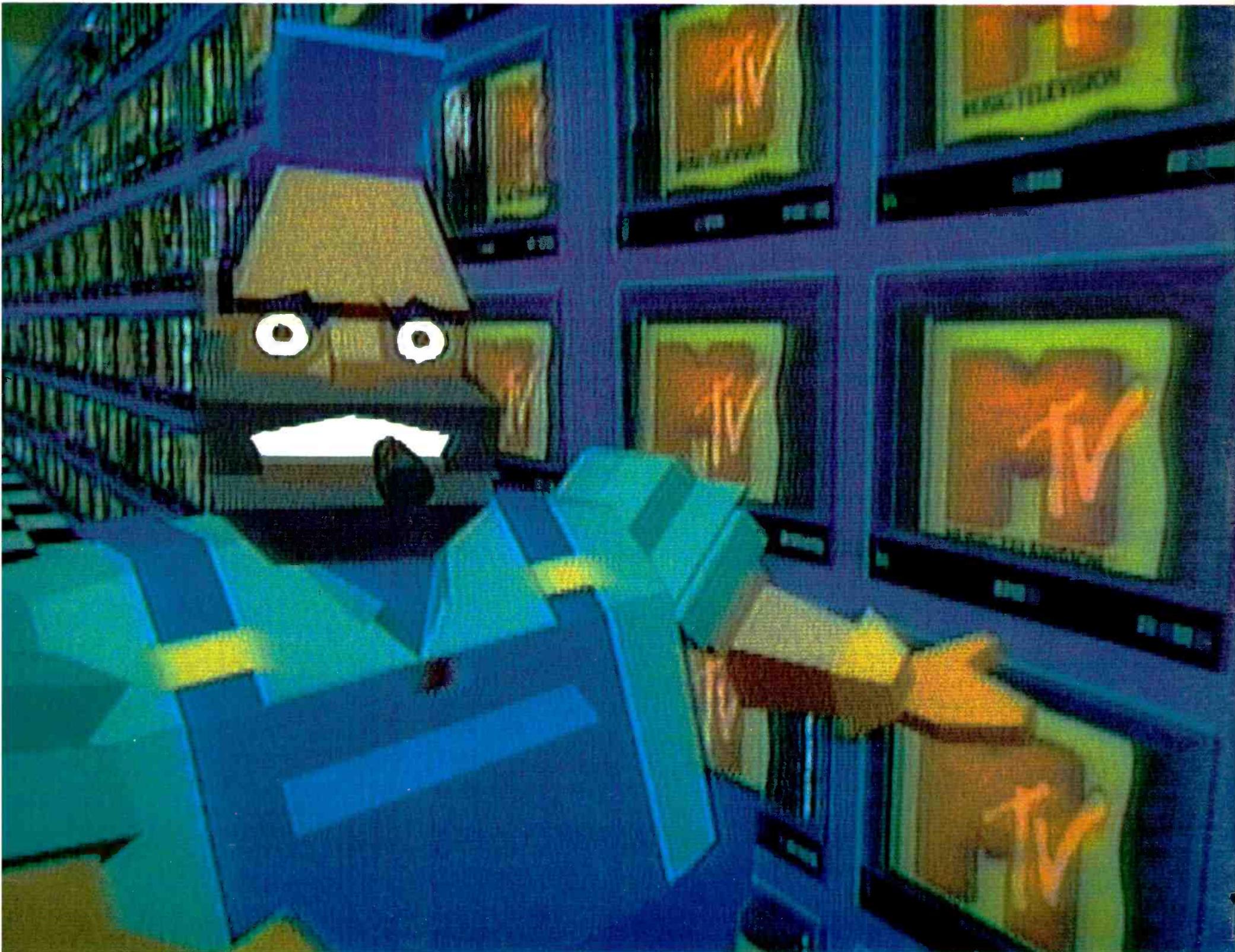
ADDRESS _____

PHONE _____

CITY _____ STATE _____ ZIP _____

Billboard
BBVMC8

**Congratulations, Dire Straits,
on your #1 Selling Album
"Brothers in Arms"!**



...from your friends at MTV!

