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Billboard NEWSPAPER

THE INTERNATIONAL NEWSWEEKLY OF MUSIC AND HOME ENTERTAINMENT

VIDEO STARTS ON PAGE 46

Will Pan-Euro MTV Pan Out? Net Bows In 14 Countries

BY STEVEN DUPLER

LONDON With the launch of 24-hour-a-day MTV Europe at midnight Aug. 1, MTV Networks Inc. took on a formidable challenge: to navigate the largely uncharted waters of Pan-European television programming by setting a course that will allow the station to appeal to viewers in 14 different nations.

In its quest to become a global entity, the Viacom International-owned U.S. company has already established licensing agreements that have brought MTV (in slightly altered forms) to Japan in 1985 and Australia in 1986.

But the major difference between these countries and the European market is that Japan and Australia are both culturally homogeneous, while Europe—despite the preponderance of Anglo-American music product on the continent—remains in many ways a group of countries connected politically and economically but sen-

(Continued on page 81)

Retailers Pleased By Early Test Results

Cassette Single: Thumbs Up

BY CHRIS MORRIS

LOS ANGELES Initial feedback on the cassette-single launch shows it looking A-OK to retail accounts.

After approximately three weeks with the cassette-single custom fixture in place in more than 1,000 stores, most retailers polled by Billboard are finding the tapes to be an active drawing card.

While some observers say that haphazard stock replenishment and a still-low level of consumer awareness are problems that need to be addressed, others are already lauding the configuration as a potential boost to the waning singles market.

"You don't need to be a rocket scientist to see it's going to work," says Jim Cawley, vice president of sales for Arista, which is administering the RIAA test. Other label executives agree.

Some of the retail accounts queried have found the cassette single, priced at $1.99 at most outlets, to be an out-of-the-box hit.

"It's doing tremendously," says Kenny Dobin, singles buyer for Washington, D.C.-based Waxie Maxie's Quality Music, which is testing the cassette program in all 25 of its stores.

"Everything across the board is selling, even things that are very weak on the charts, like Stan Camp-

(Continued on page 72)

CD Hits Reach New Sales Heights

This story was prepared by Dave DiMartino in Los Angeles and Geoff Mayfield in New York.

LOS ANGELES As the universe of compact-disk-player owners expands, a significant number of top-selling albums are passing the half-million sales mark in the CD configuration—and that number is rapidly growing.

Whereas a major CD hit of two years ago might have represented 5% of any album's total sales, several labels now boast top-line CD sellers that approach—and in some cases exceed—20% of a hit album's total sales.

In short, many of today's best-selling CDs could be declared gold entirely on their own.

Paul Simon's "Graceland," for example, already past 3 million total

(Continued on page 82)

Vestron Slump Spurs Layoffs, Exec Shuffle

BY AL STEWART

NEW YORK Vestron's worsening financial situation has triggered the second management shakeup at the company in the past three months.

Overall, the latest round of changes includes the dismissal or reassignment of 15 staffers. Eight employees, including four top executives, have been laid off as responsibilities are being reshuffled at both the video and theatrical divisions of the company.

Among the executives who are leaving the company: Michael Wiese, VP, nontheatrical programming; C.J. Kettler, VP, feature film acquisition; Marilyn DiGirolamo,

(Continued on page 81)

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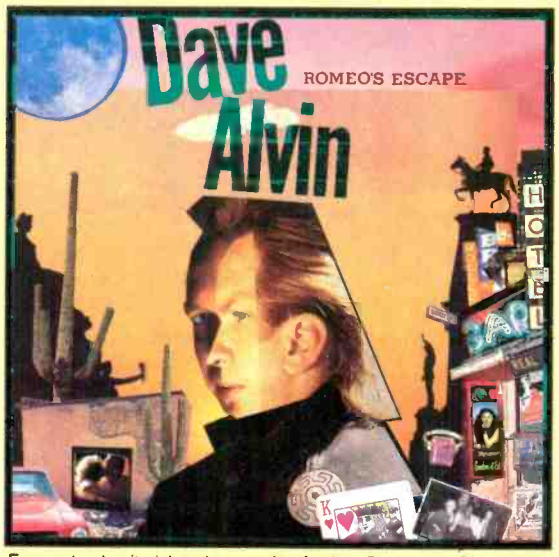


Former lead guitarist and songwriter for The Blasters and X, DAVE ALVIN straddles the line between country and rock 'n roll with his solo album debu **ROMEO'S ESCAPE**. A southwestern kind of music with rhythm and blues on one side, country on the other, and DAVE ALVIN in the middle. Produced by Steve Berlin and Mark Linett on Epic Rec, Cass, and C.D. Instore 8/24. BFE 40921.

Emerging SUPERSTAR Denise Austin, Host of "GETTING FIT WITH DENISE" on ESPN and Fitness Consultant for NBC's "TODAY SHOW". Has five new videos: SUPER STOMACHS, HIGH ENERGY AEROBICS, THE TOTAL WORKOUT featuring low impact aerobics, and HIPS, THIGHS AND BUTTOCKS . . . "NOBODY DOES IT BETTER" . . . PARADE VIDEO . . . Newark, NJ (Division of Peter Pan Inds.)

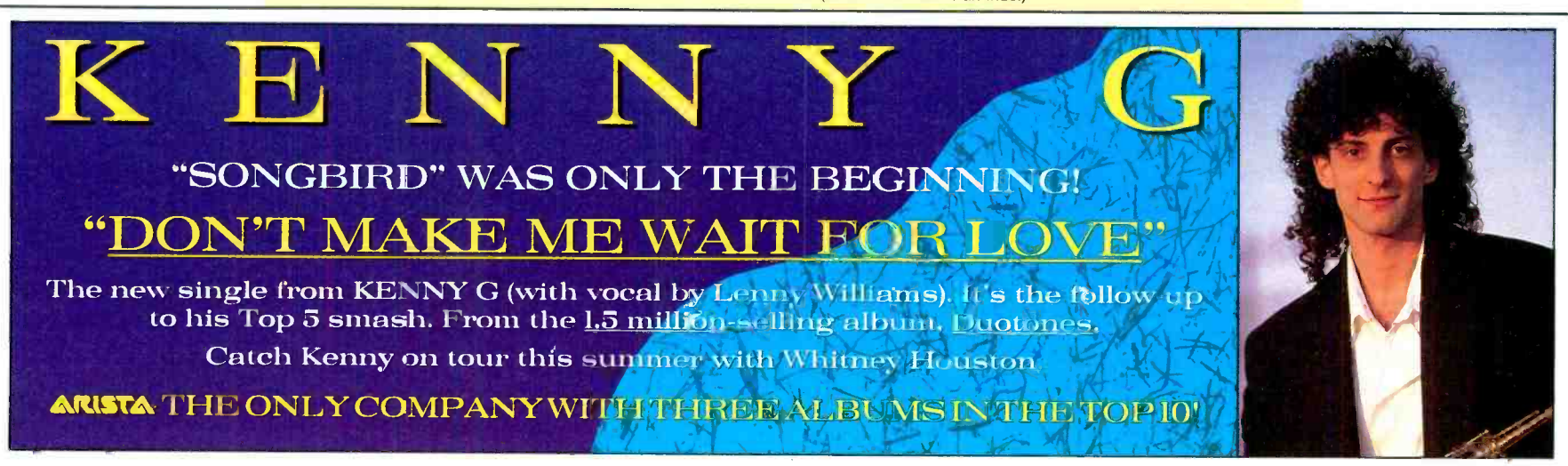
House Panel Approves DAT Chip Bill

BY BILL HOLLAND

WASHINGTON The prospect of Congress-mandated installation of a Copycode chip in digital audiotape recorders imported into the U.S. got a big boost Aug. 3 from the House Commerce, Consumer Protection, and Competitiveness Subcommittee.

With a 6-2 vote the subcommittee marked up a bill that would require DAT manufacturers to install a Copycode scanner on DAT machines earmarked for sale in the U.S. The scanner would prevent DAT recorders from copying

(Continued on page 80)



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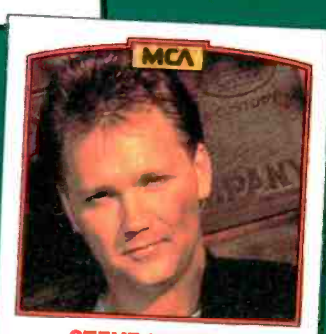
Heartbeat
MCA 42036

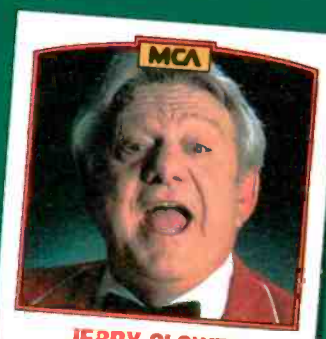
RAY STEVENS
Greatest Hits Vol. II
MCA 42062

JOHN SCHNEIDER
Greatest Hits
MCA 42033

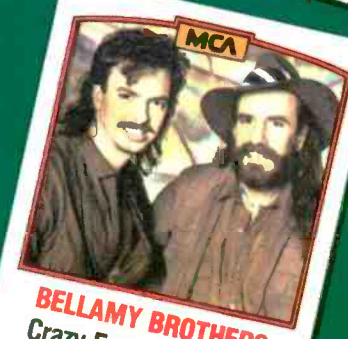
GEORGE STRAIT
Greatest Hits Vol. II
MCA 42035



STEVE WARINER
Greatest Hits
MCA 42032



JERRY CLOWER
Top Gum
MCA 42034



BELLAMY BROTHERS
Crazy From The Heart
MCA 42039

RETAIL PROGRAM

In order to generate extended retail traffic, sales and consumer demand for the MCA product line, we are offering:

1. Trade Incentives: discounts on the complete MCA Country catalog line, including 8 new releases, new budget releases and new mid-line CD releases.

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3. Audio/Visual Support: eye-catching video, audio in-store play cassettes and LP's.

4. Point-of-sale materials.

MEDIA SUPPORT PROGRAM

1. PRINT...USA Today plus major dailies
2. RADIO...syndication tie-in with *Celebration* Country Music Show
3. T/_..Country Music Television

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MCA RECORDS NASHVILLE

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CONSUMER PROGRAM

1.

Consumers will be invited to "Be A Winner" by correctly predicting the winner of the 1987 World Series and correctly stating the number of songs on either of the following albums: George Strait's *Greatest Hits Volume Two* or Reba McEntire's *The Last One To Know*.

2.

The Grand Prize will include a trip for two to the 1988 World Series and a trip to the Davey Johnson "Celebrity Fishing Camp." Secondary prizes will include trips to Universal Studios, MCA product, autographed baseballs, etc.

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Almost 10 years after a plane crash killed Lynyrd Skynyrd leader Ronnie Van Zant, five of the band's albums have been certified multiplatinum. Paul Grein offers a roundup of the July Recording Industry Assn. of America certifications. **Page 8**

Record Plant Relocation Seen

Manhattan's Record Plant Studios is likely to become a casualty of the Times Square redevelopment program. After 20 years in the same midtown location, the studio will almost certainly have to relocate. Billboard's Steven Dupler tells the story. **Page 10**

BOWIE'S BACK ON TOUR

David Bowie talks candidly about his new album and tour, which opened July 30 in Philadelphia, in an interview with talent editor Steve Gett in the 'One To One' column. **Page 22**

NARM Star Peter Glen Blasts Vid Retailers

Retail consultant Peter Glen, who will address the upcoming Video Software Dealers Assn. convention, gives the video retailing trade failing marks in an interview with Billboard's Geoff Mayfield. **Page 58**

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Indie Distribs Thrive In Summer

Hot Black Product Fuels Surge

BY LINDA MOLESKI

NEW YORK The summer is heating up for independent record distributors, thanks to a run of hit-oriented black product. Among this season's biggest titles are new albums from Eric B. & Rakim, UTFO, the Cover Girls, and Salt-N-Pepa.

Upcoming releases from DeBarge, the Surf MC's, and Dana Dane are also expected to be strong sellers.

"Within the next 30 days, indies are going to be hot as hell," says Clay Pasternack, a buyer for Cleveland-based distributor Action Music. "Last summer was big for us, and it looks like a lot of hit product is coming our way again."

This summer the focus seems to be on rap-type product. "We're getting in so many rap records," says Todd Van Gorp, branch manager of Atlanta-based M.S. Distributing. "Rap product is doing real well, but [independent distributors] need to break a record nationally, like a Run-D.M.C.—which showed we *can* take a record to 3 million."

George Hocutt, owner of Los Angeles-based California Record Distributors, is also optimistic about the current stream of black product. "There are four or five albums that are looking good and getting good reaction. It was slow in April and May, but June and July were very good for us."

Hocutt also notes that distributors experienced a similar run of hit product last summer. "A year ago we were doing well with the Timex Social Club, Doug E. Fresh, Run-D.M.C., and Boys Don't Cry. But this is the best batch of good-selling records we've had in a long time."

One of the best-selling indies is Eric B. & Rakim's new album, "Paid In Full," on 4th & Broadway. The record debuts this week at No. 39 on the Top Black Albums chart after having been out just three weeks; sales reportedly total more than 250,000 units already.

"The record just exploded the day we got it," says Action's Pasternack. "We went through 12,000 copies, and we were one of the lightest distributors on it."

"Eric B. is blowing out the door for us," adds M.S.' Van Gorp. "It's getting no airplay, but tapes and LPs are over 20,000 [copies], with a 6-1 ratio."

Also doing well for 4th & Broadway is Amazulu's self-titled pop/reggae album. The first single from the record, a remake of the 1970 Bobby Bloom hit "Montego Bay," is getting airplay on urban and top 40 stations

(Continued on page 83)

CD Titles Zoomed In '86

NEW YORK The burgeoning compact disk market is reflected in the whopping 104% increase in the number of new titles released on CD in 1986.

In fact, among new releases, CDs were the only major configuration to show gains in new titles in 1986, according to a tally by the Recording Industry Assn. of America.

For CDs, the number of new titles hit 2,365, compared with 1,160 in 1985.

For LPs, which had shown about a 10% increase in new titles in 1985 over the year before, releases dipped 1%, from 2,360 to 2,345.

Cassettes were down 6% in new titles, from 2,395 in 1986 to 2,260. In 1985, only five fewer cassettes were released compared with 1984.

For singles, 7-inch releases, reflecting the troubled configuration, dropped 17%, from 2,200 to 1,815, while a modest 2% gain, up to 915 titles, was registered by combined 10- and 12-inch singles.

For reissues, CDs also showed the biggest percentage gains, up to 283% on just 34 titles. LPs were up 21% to 850, while cassettes rose 18% to 1,195.

IRV LICHTMAN

Deal Would Continue Major Acquisition Spree

ALMI Seeks National Video Buyout

BY GEOFF MAYFIELD

NEW YORK In a move that could significantly alter the video retail landscape, the ALMI Group, parent company of metro New York superstore chain RKO Warner Theatres Video, has extended an offer to buy the 627-store franchise system of National Video Inc.

If ALMI succeeds in landing the National web—which has the biggest store count among U.S. video franchisers—it would mark the New York-based company's third major retail acquisition in less than eight months.

The move would also place two trade figures who have been bitter rivals—NVI chief Ron Berger and Adventureland Video co-founder Martin Ehman—under the same corporate umbrella.

On May 27, ALMI purchased the Salt Lake City-based Adventureland franchise, which is said to have more than 450 stores (Billboard, June 6). Last winter, the limited partnership bought out the 13-store Video Shack chain from its founder, Arthur Morowitz, outgoing president of the Video Software Dealers Assn. (Billboard, Dec. 13, 1986).

Details about ALMI Group's offer to buy NVI are vague. In fact, Berger acknowledges the only reason his company announced the offer is that it is obligated to do so as a publicly traded company (NASDAQ/NVIS).

Berger will not divulge any specific details about the deal. Executives at ALMI decline any comment; the company issued a "no comment" through its publicist even before Billboard made any inquiry about the bid.

According to Berger, National Video's board of directors has asked ALMI for a clarification of terms. When spelled out in greater detail, the board will again review the proposal. It is even possible that a buyout could be announced as soon as the Aug. 16-20 Video Software Dealers Assn. convention, although Berger says such a quick turnaround is probably not realistic.

Berger does not tip his hand as to whether the deal may actually be consummated: "I'll have to wait and see what the qualified offer says." Further, he says that this is not the first time he has been approached with a buyout offer, but earlier bids came before the firm's Wall

(Continued on page 78)

'Platoon' Lists At $99.95; $3 Mil Promotion Planned

BY AL STEWART

NEW YORK "Platoon" will be marketed by HBO Video for the unprecedented list price of $99.95 beginning Oct. 14. The title will be backed by a $3 million promotional campaign designed to ensure at least 100 rental turns per cassette.

The campaign involves a number of unique elements including an extended window for home video, extended terms for distributors, and the option of returning an unopened cassette for a full refund. In addition, HBO has vowed to donate at least $100,000 to a Viet Nam veterans' charity to be selected by director Oliver Stone.

The decision to offer the Academy Award-winning war epic at the highest price point ever for a home video release, stems from the level of anticipation created by the movie, and the hefty price paid by HBO, says Frank O'Connell, CEO of HBO Video.

"The breadth of demand to rent this movie is incredibly high. People see this as a movie of historic significance. People who haven't seen it say, 'I must see this film,' and if they saw it in the theater they want to see it again," says O'Connell.

According to O'Connell, research conducted by the company indicates that retailers are mindful of the steep price HBO paid for the film and anticipate a higher price point. The wholesale

(Continued on page 80)

Overall, 39 Certifications In July

Multi Multiplatinums For Skynyrd

BY PAUL GREIN

LOS ANGELES Nearly 10 years after a plane crash killed Lynyrd Skynyrd leader Ronnie Van Zant and two other band members, five of the group's albums have been certified multiplatinum by the Recording Industry Assn. of America. The double live "One More From The Road" and the double greatest-hits set "Gold & Platinum" are the Florida-based band's most popular albums, with U.S. sales of 3 million units each.

In current activity, the RIAA certified seven albums gold and platinum simultaneously in July: Fleetwood Mac's "Tango In The Night," Prince's "Sign 'O' The Times," Linda Ronstadt/Emmylou Harris/Dolly Parton's "Trio," Randy Travis' "Always And Forever," Heart's "Bad Animals," Motley Crue's "Girls, Girls, Girls," and Whitney Houston's "Whitney."

The Houston album was also certified double platinum, and its lead-off single, "I Wanna Dance With Somebody (Who Loves Me)," went gold. It's the first gold single by a female solo artist since Madonna's "Angel" two years ago.

Two albums advanced to the rarefied 7 million sales plateau: Huey Lewis & the News' "Sports" and Madonna's "Like A Virgin." Only one other album by a female artist has been certified for sales of 7 million: "Whitney Houston," which has in fact surpassed 8 million.

Two other albums moved to the 6 million sales level: Van Halen's "1984" and ZZ Top's "Eliminator." "1984" thus surpasses the 5 million unit sales of Van Halen's 1978 debut album to become the Los Angeles-based group's best-selling album to date. In fact, only one metal-based album has sold better: Bon Jovi's "Slippery When Wet," which has passed the 7 million mark.

Both of the artists who landed their first gold albums in July—Chris De Burgh and Suzanne Vega—are signed to A&M. Both singers achieved these breakthroughs with the help of left-field top five single hits, "The Lady In Red" and "Luka," respectively.

The Lynyrd Skynyrd albums

(Continued on page 72)

Ryko Taps Zappa For First Commercial 3-Inch CD

BY STEVEN DUPLER

NEW YORK Compact-disk-only indie label Rykodisc will release in October a Frank Zappa 3-inch CD single for commercial sale at a tentative price of $3.98. The label is the first to announce such plans.

As the momentum behind the little laser-read disks begins to build, two other labels—Motown and A&M—become the first majors to reveal their debut 3-inch titles, from Stevie Wonder and Squeeze, respectively. The Wonder and Squeeze CDs will be used for in-store and radio promotion only, however. Two independent labels—Telarc and DMP—previously placed orders for promotion-only 3-inch CDs (Billboard, Aug. 1).

The Zappa CD will contain an album mix of "Peaches En Regalia," from the Mothers Of Invention album "Hot Rats," which will be released on CD simultaneously with the single. Also included on the 3-inch will be an alternate take of the same song, with an extended violin solo by Sugarcane Harris. The program length will be somewhere between 10 and 20 minutes.

"This is not a gimmick for us," says Don Rose, Rykodisc's president. "We are viewing this as an actual single."

Distribution of promotional and

(Continued on page 83)

Bhaskar Menon Explains Reorganization

EMI Music Chief Cites Global Marketing View

BY DAVE DiMARTINO

LOS ANGELES The appointments of David Berman as president of Capitol Records and Don Zimmermann as president of international marketing for EMI Music Worldwide are part of a global strategy to coordinate EMI Music Worldwide's marketing power, says Bhaskar Menon, chairman and CEO.

Those appointments—part of a series of major changes at EMI's U.S. record operations that have taken place in the past six months—have caused some confusion among industry observers, many of whom are unclear about the shifts in title for label heavyweights Joe Smith, Berman, and Zimmermann.

On the surface, it may appear to be a complex game of musical chairs: Zimmermann, former Capitol Records president, is assuming his new position as president of international marketing at EMI Music Worldwide's London office; Berman, former president of Capitol Industries-EMI Inc., has taken over Zimmermann's position as president of Capitol Records; and Smith, former vice chairman and chief executive of Capitol Industries-EMI Inc., now assumes Berman's previous title of president and remains chief executive.

Explaining the shift, Menon points out that Smith's transition from vice chairman to president is entirely logical, given the new appointments of Zimmermann and Berman. "When Berman moved to be president of Capitol Records, Capitol Industries had no president," says Menon. Smith, says Menon, "retains the prime title that he has always had, which is chief executive. So this is just a different nomenclature, because it would be very odd to have a chairman, a vice chairman, and no president."

The new position created for Zimmermann, says Menon, signals a consolidation of what until now has been a parallel marketing structure for EMI Music Worldwide. "We've had an international department out of EMI Records, which is our U.K. record company, and we've had an international department out of Capitol, both in parallel and with different lines of management—one reporting to the president of Capitol, the other reporting to the managing director of EMI Records."

Thus, he adds, when EMI Music Worldwide had worked with any of its companies elsewhere for marketing purposes, it had to deal with "two men—or two groups of people—carrying what is in terms of the reality of that homogeneous market a common product idiom with a different marketing picture. Obviously, in marketing terms, there's an illogicality about that.

(Continued on page 80)

VSDA Elects New Board

BY GEOFF MAYFIELD

NEW YORK Two incumbents and two newcomers won slots on the Video Software Dealers Assn. national board of directors in the trade group's recently concluded mail-in election.

The winners, who emerged from a field of nine candidates, are Dave Ballstadt, Lou Berg, Allan Caplan, and Carol Pough.

Ballstadt, president of the 10-store, Twin Cities web Adventures In Video, and Berg, co-owner and operator of Houston superstore Audio/Video Plus, were the only incumbents on the slate of candidates; both had been tapped to run by VSDA's nominating committee (Billboard, May 2).

The other two winners, Caplan and Pough, had been nominated at large by the trade group's general membership (Billboard, May 30). Caplan is owner and chairman of the board of Omaha, Neb.-based Applause Video, which operates a total of 69 company-owned stores, franchised stores, and racked outlets. Pough is president of Santa Anna, Calif., store Video Cassettes Unlimited; her partner and husband, John Pough, is a former VSDA board member who was the trade organization's national president during the 1985-86 term.

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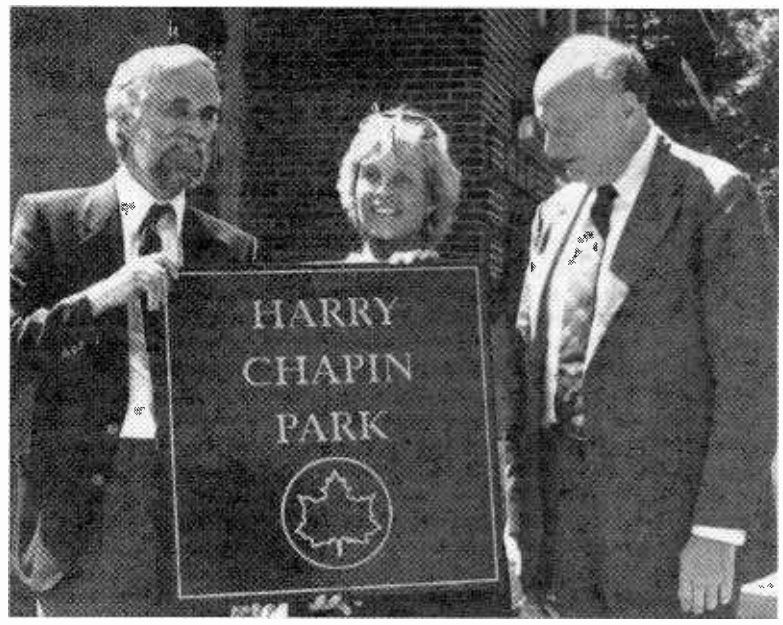


New Park. New York Mayor Ed Koch, right, and Parks Commissioner Henry Stern, dedicate a refurbished playground in Brooklyn Heights, New York, to the memory of singer/songwriter and activist Harry Chapin, who died in an auto accident in 1981. Accepting the honor is Chapin's widow, Sandy Chapin.

EXECUTIVE TURNTABLE

RECORD COMPANIES. EMI Music Worldwide appoints **Don Zimmermann** president of international marketing, based in London. He was president of Capitol Records. Zimmermann will be succeeded by **David Berman**, who was president of Capitol Industries-EMI Inc. Berman is based in Los Angeles. Also, **Colin Hodgson** is named executive vice president of Capitol Industries-EMI. In addition to his new responsibilities, he will continue as vice president of finance for EMI Music Worldwide (see story this page).

Rudolf Gassner is named chief executive officer of BMG Music International, based in New York. In addition to his new responsibilities, he will continue as president of that division.

ZIMMERMANN

BERMAN

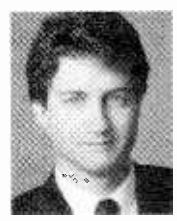
STARKS

RUDIN

Jimi Starks is appointed vice president of sales for CBS Records' black music division, based in New York. He was vice president of Epic/Portrait/CBS Associated Labels promotion, black music marketing. Also, **Louise LoCastro-Kaufman** is promoted to production manager of merchandising for CBS Records. She was production coordinator of merchandising.

Shelly Rudin becomes senior vice president of national sales for Peter Pan Industries, the Newark, N.J.-based children's label. He was senior vice president of PolyGram Records.

Elektra Records promotes **Ray Gmeiner** to national director of album radio promotion and **Roger Smith** to national director of top 40 radio promotion. Gmeiner was West Coast regional album promotion director. Smith was promotion marketing manager for the Southern California/Arizona/Nevada region.


GMEINER

SMITH

STRAUSS

BERKOWITZ

Columbia Records names **Amy Strauss** and **Steve Berkowitz** associate directors of product marketing, East Coast, based in New York. Strauss was upped from product marketing manager, East Coast. Berkowitz was East Coast vice president of Lookout Management.

Arista Records in New York names **Michele Block** manager of national album promotion. She was manager of national college marketing for CBS Records.

Jonathan Birkhahn becomes senior attorney for PolyGram Records in New York. He was an entertainment lawyer with the firm Berger & Steingut. **Ann Martin** is promoted to facilities manager at the label. She was assistant to the executive vice president of marketing & sales.

M. Scott Mampe is appointed director of classical product for the Welk Record Group in Santa Monica, Calif. She was vice president of Philips-Mercury classical product for PolyGram Classics.

Wendy Harte joins Frontier Records in Sun Valley, Calif., as national pub-

(Continued on page 78)

In Memory of Alex Sadkin

4/9/49 – 7/25/87

WHO IS ALEX?
WHO IS HE?
HE IS LOVE
HE IS YOUR DREAM
HE IS YOUR WANTING
YOUR DESIRE
YOUR NEED
YOUR SPRING
THE MUSIC OF LIFE
THE BROOK OF COOL RUNNING WATER
SEARCHING TO TOUCH US ALL
THIS BE ALEX
WHEREVER HE MIGHT BE
HIS TONES
HIS SOUNDS OF THE MUSIC
TOUCH YOUR HEART
AND EAR
FOR THIS BE ALEX
A MAN OF LOVE AND CARE
WE LOVE YOU
GOD, OH GOD
BE WITH YOU FOREVER.

poem by Bert Padell

Lovingly Remembered by Your Friends

Foreigner
Ed Germano
Grubman Indursky
& Schindler

Michael Lang
Cyndi Lauper
Padell Nadell Fine
Weinberger & Co.

Lennie Petze
Talking Heads:
Chris Frantz, Tina Weymouth
David Byrne, Jerry Harrison

Record Plant Relocation Seen

Studio Caught In Times Sq. Overhaul

BY STEVEN DUPLER

NEW YORK After 20 years in the same midtown location, Record Plant Studios seems certain to soon become the latest casualty of this city's Times Square redevelopment program that has many music- and arts-oriented businesses worried about their future (Billboard, Feb. 7).

The City Planning Commission's official plans for the reconstruction of the Midtown Manhattan area west of Fifth Avenue will not be unveiled until this fall; still, real-estate values have risen dramatically and continue to do so. This is making it difficult, if not impossible, for some businesses to renew their leases.

Nicki Schiralli, general manager of Record Plant, says this is what has happened in the studio's case. "It wasn't even a question of renegotiating a new lease," he says. "The landlord simply refused to do that. When we offered $20 million to buy the building, that was also refused out of hand."

Norman Halper, a representative of the First Republic Inc., the building's owner, simply said he is "not interested" in commenting on the situation.

"They want to open a restaurant where we are, and we have about three months left to either agree to certain terms they've offered or else find a new home for the studio," Schiralli says.

First Republic Inc. has offered a compromise of sorts to the famous studio, but Schiralli says the terms are not acceptable.

The studio occupies the first and 10th floors of the building at 321 W. 44th St.; the lease for both floors expires in about a year and a half.

According to Schiralli, First Republic says it is willing to allow Record Plant to continue to occupy the 10th floor, but only if it surrenders rights to the first floor in October. If it does not, when the lease expires, Record Plant must vacate both floors.

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We The People. A public-service-announcement radio campaign called A Celebration Of Citizenship will debut on the airwaves this month. Pictured, from left, are participants George Taylor Morris, director of programming for the Global Satellite Network and writer/producer/host of "Reelin' In The Years"; Thom Ferro, vice president and general manager, Westwood One Radio Networks; Sharon Gelman, project director; Frank Cody, program director of KTWV-FM "the Wave" Los Angeles; and Michael Jensen, president, Jensen Communications.

CBS Sues WHTZ, Charges Duping Of Jackson Single

BY JIM BESSMAN

NEW YORK As anticipated, CBS Inc. has responded to the numerous radio broadcasts of Michael Jackson's "I Just Can't Stop Loving You" single prior to its official release (Billboard, Aug. 1) by suing WHTZ "Z-100" New York and an unspecified number of other, unidentified defendants.

The suit, filed Aug. 3 in New Jersey Superior Court in Hudson County, in no way questions the legality of the act of broadcasting the Jackson single. Instead, it alleges that persons unknown, referred to in the charges as "John Does 1-10," unlawfully obtained and/or duplicated the single and/or subsequently and unlawfully caused it to wind up in the possession of WHTZ and other stations.

CBS further claims that this alleged act resulted in WHTZ's broadcast of the song two days ahead of CBS' July 22 authorized "advance copy date," causing several competing New York-area stations to complain of "unfair and discriminatory treatment" by CBS. Consequently, CBS believes that some stations retaliated by curtailing airplay of other CBS records and withholding airplay reports to the trades.

Additionally, the CBS complaint asserts that some of these stations were so "desperate" to play the single that they taped WHTZ's broadcasts of it, with the ensuing rebroadcasts being of inferior sound

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AFTRA Supports Royalty Artists

Fight Over Session-Fee Cuts

BY IS HOROWITZ

NEW YORK Efforts by the recording industry to roll back gains won by royalty artists and background singers in past union agreements have placed talks for a new contract in jeopardy, according to the American Federation of Television and Radio Artists.

The union says that more than 100 of its members, including many of star status, have petitioned AFTRA to resist label pressure. AFTRA lists Lionel Richie, Billy Joel, Aretha Franklin, Melissa Manchester, Donna Summer, Jackson Browne, and Rosanne Cash among those who have spoken out.

One of the main points at issue, according to John Hall, AFTRA national secretary, is the industry demand that session fees for royalty artists be cut back from $330 a song to $110. Hall points out that the recordings of many royalty artists never sell enough to earn back production costs and so never provide royalties. Session fees are thus the only income these artists earn from recordings, he says.

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Gabriel Top MTV Nominee

NEW YORK Even if Peter Gabriel doesn't win everything, he is sure to be the shining star of this year's MTV Video Music Awards. Gabriel racked up 11 nominations in both general and technical categories for his clips "Sledgehammer" and "Big Time."

Next in line were Gabriel's former cohorts, Genesis, and Madonna, who each garnered six nominations in various categories.

The finalists in the nine general and seven professional award categories were announced by the 24-hour music channel Aug. 5 at the Hard Rock Cafe here. What follows is a list of general award finalists.

• **Best video:** Peter Gabriel, "Sledgehammer"; Genesis, "Land Of Confusion"; Paul Simon, "Boy In The Bubble"; Steve Winwood, "Higher Love"; U2, "With Or Without You."

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FCC votes down fairness doctrine . . . see page 14

Q: Who Has Most No. 1 '80s Black Hits? A: Not The Three Most Prominent Acts

CHART BEAT

by Paul Grein

IT'S TIME FOR a pop quiz. What two artists have earned the most No. 1 hits on the Hot Black Singles chart so far in the '80s? Hint No. 1: Both artists are named Jackson. Hint No. 2: Neither is named Michael. Hint No. 3: They're the owners of the incoming and outgoing No. 1 black singles.

The artists, of course, are **Freddie Jackson**, whose "Jam Tonight" jumps to No. 1, and **Janet Jackson**, whose "The Pleasure Principle" dips to No. 5. Both Jacksons have amassed six No. 1 black hits so far in this decade—including, in both cases, one duet. Freddie teamed with **Melba Moore** for 1986's "A Little Bit More," and Janet backed **Herb Alpert** on the recent "Diamonds."

Tied for second place are **Kool & the Gang** and **Stevie Wonder**, who have each garnered five No. 1 black hits so far in the '80s. Of course, both of those acts have been piling up No. 1 hits since the start of the decade. By contrast, Freddie didn't land his first No. 1 until June 1985, and Janet didn't hit No. 1 until March 1986. They are *babies*.

The three most prominent black stars of the '80s—**Michael Jackson, Lionel Richie,** and **Prince**—have each had four No. 1 black hits in this decade.

ARISTA RECORDS has three albums in the top 10 for the first time in its 13-year history. **Whitney Houston's** "Whitney" is No. 1 for the eighth straight week, the **Grateful Dead's** "In The Dark" jumps two notches to No. 7, and **Kenny G's** "Duotones" dips a notch to No. 8.

Houston has now amassed 22 weeks at No. 1 so far in the '80s, a total topped by only two artists: Michael Jackson, with 37 weeks, and **Prince & the Revolution,** with 27. **Bruce Springsteen** is in fourth place with 18 weeks, and the **Police** are fifth with 17 weeks.

The Grateful Dead this week cracks the top 40 on the Hot 100 for the first time, as "Touch Of Grey" jumps 15 notches to No. 32. The Dead's top 40 breakthrough comes more than 17 years after the group first hit the Hot 100, with "Uncle John's Band." Robert T. Durkee of Altoona, Wis., notes that this is the longest gap between an artist's first Hot 100 appearance and its first top 40 hit. Runners-up are **Jim Capaldi, William Bell, Billy "Crash" Craddock, Donnie Elbert,** and **Ray Price**.

Kenny G's album is the first jazz-oriented album to crack the top 10 since **Al Jarreau's** "Breakin' Away" in October 1981—unless you count **Quincy Jones'** more pop-minded "The Dude" in April 1982.

FAST FACTS: **U2** was a platinum-level supergroup long before it had any singles support. But now the Irish band is arguably the hottest singles act in the business. The group's "I Still Haven't Found What I'm Looking For" is in its second week at No. 1 on the Hot 100, and its prior release, "With Or Without You," was No. 1 for three weeks. No other act has logged as many as five weeks at No. 1 this year.

Madonna's "Who's That Girl" jumps five notches to No. 2, becoming her 12th consecutive top five single. Only two other artists have managed to string together this many successive top five hits. **Elvis Presley** made the mark with 24 consecutive A sides; the **Beatles** scored with 15 in a row. Elvis' record is probably safe, but Madonna may well catch the Fab Four. Who would have guessed that?

Reggie and **Vincent Calloway** of **Midnight Star** wrote and produced two of the top three hits on this week's Hot Black Singles chart. But neither hit is by Midnight Star. **Levert's** "Casanova" leaps four notches to No. 2, and **Natalie Cole's** "Jump Start" inches up a notch to No. 3.

K.T. Oslin's "80s Ladies" jumps to No. 12 on this week's Hot Country Albums chart after debuting last week at No. 15. That was reportedly the highest entry ever for a debut album by a female country singer.

WE GET LETTERS: Philippe Brieu of Perpignan, France, notes that in its entire 26-week chart run, **"Bruce Springsteen & The E Street Band** Live/1975-'85" made just *one* upward move. That was on April 25—in its 22nd week on the chart—when it jumped from No. 135 to No. 127. That's what happens when you debut at No. 1.

Brieu adds that three is a lucky number for at least two chart acts: **Genesis** and **Run-D.M.C.** Both are three-member groups, and both are coming off albums that peaked at No. 3 and sold more than 3 million units. But whereas Genesis has pulled three top three singles from "Invisible Touch," none of Run-D.M.C.'s three chart hits from "Raising Hell" have cracked the top three.

Marty LeGere of Rotterdam, N.Y., notes that the Scottish trio **Danny Wilson,** whose "Mary's Prayer" jumps to No. 33 on this week's Hot 100, joins the ranks of such groups as **Jethro Tull,** the **Marshall Tucker Band,** and **Lynyrd Skynyrd**. It's the latest group that sounds like it was named after one of its members—but wasn't.