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**HOLIDAY VIDEO SHOPPING GUIDE**  
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VOLUME 101 NO. 35 THE INTERNATIONAL NEWSWEEKLY OF MUSIC AND HOME ENTERTAINMENT September 2, 1989/\$4.50 (U.S.), \$5.50 (CAN.), £3.50 (U.K.)

## CBS Is Second To Raise Price On Cassette Singles

BY GEOFF MAYFIELD and KEN TERRY

NEW YORK CBS Records has followed PolyGram with a 50-cent hike to a \$2.98 equivalent-list price on cassette singles; other majors are expected to join the parade soon.

In a letter mailed to accounts Aug. 24, CBS announced a wholesale bump from \$1.27 to \$1.49, with a 20% handling charge on returned units. And although the other majors have not committed themselves to a similar hike, they concede they are studying the possibility. What might speed those moves, say suppliers, is the fact that key chains—including The Musicland Group and Trans World Music Corp.—are already moving \$2.49-list cassette singles at the high-

er mark in some locations.

Furthermore, the account base seems unruffled by PolyGram's (Continued on page 83)

## Firm Faces Tenacious Competition From Nintendo NEC Ready For Vid Game Rentals

BY DAVE DIMARTINO

LOS ANGELES NEC Home Electronics (U.S.A.) Inc., which this week rolls out its much-discussed, "next generation" TurboGrafx-16 video game system, is investigating a means by which both hardware and software for the system

can be rented to consumers through video retailers across the country.

Confirmation of NEC's interest in utilizing video retailers in its system's introduction follows considerable controversy over market rival Nintendo's latest interactions with retailers.

Nintendo—currently estimated to have more than an 80% share of the domestic video game market—filed a suit against video retail giant Blockbuster Entertainment in the U.S. District Court of New Jersey Aug. 4, claiming copyright infringement and unfair competition (Billboard, Aug. 19). At the heart of the suit were allegations by Nintendo that Blockbuster stores were photocopying its game instruction booklets and distributing them to customers renting games.

NEC, which faces serious competition from Nintendo on two fronts—the latter's market dominance and comparatively cheaper system—now seems prepared to face the video dealers' need for (Continued on page 75)

## Vestron Struggling To Stay Afloat

This story was prepared by Earl Paige and Jim McCullough in Los Angeles and Don Jeffrey in New York.

LOS ANGELES Financially plagued Vestron Inc. is moving on several fronts to shore up its posi-

tion. The company may be getting closer to selling off its Cincinnati-based, 81-unit Video Store chain to a new California retail operation called L.A. Entertainment.

It is also selling new feature film rights to MGM/UA Home Vid-

eo and International Video Entertainment, as well as shopping its catalog.

In addition, New York-based Capital Cities/ABC is reportedly talking to Vestron about possibly acquiring the home video supplier. (Continued on page 77)

## Filmtrax Makes Bid For Gordy's Jobete Catalog

BY ADAM WHITE

LONDON The Filmtrax Group, one of Britain's fast-track independent music publishers, is bidding to acquire Jobete Music. Its offer for the rich Motown song catalog is believed to be in the \$160 million range.

Filmtrax chief executive John Hall confirms his company's interest in the publishing firm. Jobete is being offered for sale by founder Berry Gordy Jr. through his Los Angeles-based firm, the Gordy Co. Sources report he has been looking for bids in the neighborhood of \$200 million.

Virgin is also said to be seriously interested in acquiring Jobete, but the company has no comment on the (Continued on page 82)

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## LIVE's Menendez Gunned Down In Bev Hills Home

BY EARL PAIGE and GEOFF MAYFIELD

LOS ANGELES In a tragedy that has stunned the home video and music industries, Jose E. Menendez, chairman and CEO of LIVE Entertainment, was gunned down, along with his wife, in the den of their Beverly Hills, Calif., home late Aug. 20.

Media reports were quick to speculate that the gangland-style murder was related to organized crime. The connection is based on the acquisition in January by LIVE of Strawberries Records, Tapes & Compact Discs, then headed by Morris Levy, who has been identified by law enforcement officials as an associate of organized (Continued on page 82)



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VOLUME 101 NO. 35

SEPTEMBER 2, 1989

## PAY TO PLAY? NO WAY!

A group in California is protesting the practice of "pay-to-play," whereby bands presell tickets to their own club dates in order to meet ticket commitments to promoters. **Page 6**

## RAPPER ATTACK

Billboard was on hand to cover the 13th annual Jack The Rapper Family Affair. Sean Ross offers a recap of several panels dealing with black radio issues (page 12) and addresses the lack of funding for syndicated programs geared for urban radio (page 13). Janine McAdams compares this year's meet with those of years past (page 18).

## MUCH MUSIC IN THE GREAT WHITE NORTH

Having effected the transition from a pay-TV service to a basic cable channel, Canada's MuchMusic network is now enjoying its prominent role in the country's music business. **Page 67**

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# Orders Pour In For 'Rain Man' Video

## MGM/UA Title Is New Rental Champ

BY JIM McCULLAUGH  
and EARL PAIGE

LOS ANGELES MGM/UA Home Video's "Rain Man" is claiming the new rental pre-order crown with sales of 601,912 units. The total includes retail and mail-order sales of all formats, including laserdisk, in the U.S. and Canada.

The Dustin Hoffman-Tom Cruise vehicle surpasses Buena Vista's "Three Men And A Baby," which last November claimed a prebook record 535,000 orders. That title's sales have increased by at least 30,000 units, say sources close to the company.

While "Rain Man," which has a street date of Aug. 30, figures to be the fall's major rental title, its early success has caused concern among retailers who say oversaturation may shorten the title's rental life.

Herb Fischer, MGM/UA's senior VP of sales and marketing, disputes the contention. He expects "Rain Man" to follow a normal A title rental release pattern and not be subject to an early burnout.

Fischer notes that MGM/UA has pledged to advertise the title "six weeks after street date to stimulate it further. That's one reason the retail base is supporting us."

Joyce Woodward, rental buyer at 201-unit Erol's, is certainly not complaining. "The movie will generate tremendous extra store traffic," she says. "The movie has very broad appeal. It's not just a critic's movie. It's also a movie that people will want to see more than once. I know I have," she says. She also predicts that the title will have unexpected sell-through appeal, even at \$89.95.

At Music Plus, the 64-store Los Angeles-based combo chain, buyer Julie Murakami says the web upped its initial purchase, which she declines to specify.

"Prebook closed Aug. 16 and we had a meeting Friday, deciding then to bring in 10 more copies per store," says Murakami, who adds that the chain will also stock 100 copies of the movie for sale.

"We sold from 50-80 [units] of 'Cocktail' and 'Crocodile Dundee.' There are collectors out there," she

says.

Herb Wiener, co-owner of 11-store Home Video Plus Music, Austin, Texas, is among retailers concerned that overexposure may shorten the rental life of "Rain Man."

According to Wiener and others who fear saturation, the problem starts when mom-and-pops stock up heavily, thus rapidly filling consumer demand. Wiener says the enormous competition represented by supermarkets and convenience stores will also hurt.

Allan Caplan, chairman of Applause Video, Omaha, Neb., has both praise and criticism for MGM/UA. "We bought really deep," says Caplan, lauding MGM/UA "for all the materials and promotion they supplied. I just wish it had come out earlier in August. As it is, it will help September, traditionally a down month because the kids go back to school."

Determined not to get caught

short is Randy Einhorn, buyer at L.A. Entertainment, the first store in a new chain here in suburban Encino. Einhorn says he is purchasing 50 copies, echoing the concerns of Wiener and others.

But L.A. Entertainment has an out, according to president Larry Kieves, who says, "We'll be sure everyone has it who comes in, then we'll rotate 30 copies into our supermarkets. That market comes in later; they're not outside waiting for it on street date."

According to MGM/UA's Fischer, "The title will be the No. 1 rental of this year and maybe the industry's No. 1 rental-revenue earner for the decade."

Fischer adds that the volume of orders "proves the product will stick. In addition, the Buick tie-in will push the title. The universe has grown, and therefore the demand to supply the universe has grown."

# LIVE Takes Stock Of Situation

## After Tragic Loss Of Its CEO

BY DON JEFFREY

NEW YORK Wall Street analysts and industry observers are divided on the prospects for continued strong growth at LIVE Entertainment after the murder of its hard-driving, visionary chief executive (see separate story, page 1).

Many sources believe that LIVE's position in the industry is "extremely strong" and that its current management team will keep it on course. But other sources say it will be difficult to replace Jose E. Menendez and maintain the successful synergy among its three diverse subsidiaries.

At an emergency meeting the day after Menendez was found slain in his Beverly Hills mansion, the directors of LIVE named Peter M. Hoffman acting chairman and CEO. Hoffman is president and chief executive of Carolco Pictures, a movie-production company that owns 49% of LIVE, a controlling interest in the

public company.

The board also named Roger R. Smith, LIVE's senior VP and chief financial officer, as acting president and chief operating officer.

The board is expected to appoint a search committee to find candidates for Menendez's positions.

In a note of sad irony, the 45-year-old executive's death came several days after LIVE released soaring second-quarter results that won high praise from Wall Street.

Net income in the quarter jumped to \$1.5 million, a 27% gain (discounting preferred dividends paid in the second quarter last year). Operating profit climbed 42% to \$7.1 million, as revenue rose 10% to \$82.2 million. For the six-month period, operating profit was up 43% to \$12.7 million, as revenue increased 9% to \$156.8 million.

The Los Angeles-based company has three wholly owned subsidiaries: a producer and marketer of vid-

(Continued on page 82)

# But Analysts Downplay Radio's Transtar-US Combine

## Unistar Nabs 23% Of Radio Network Pie

BY CRAIG ROSEN

LOS ANGELES The merger of Transtar and United Stations into the Unistar Radio Networks gives the new entity approximately 23% of the total network radio market, and combined revenues of approximately \$90 million, putting it second to only the ABC Radio Networks in total sales. Yet industry analysts and competitors downplay the importance of the merger.

"I don't see this changing anything," says Louis Severine, senior VP/director of sales for the ABC Radio Networks, which recently completed a similar acquisition of Transtar's rival, the Satellite Music Network.

United Stations has been handling advertising sales for Transtar since

January 1988. Media analyst Dennis McAlpine of Oppenheimer & Co. says the merger merely "formalizes the relationship." But Nicholas J. Verbitsky, the former United Stations president who becomes co-chairman and co-CEO of the new entity, maintains that the merger will make a difference to advertisers. "It's kind of like two plus two equals five," he says. "Advertisers will have three of the top five networks in two of the biggest demos under one roof."

Under terms of the merger, announced Aug. 21, Transtar's chairman/CEO C.T. Robinson joins Verbitsky as co-chairman and co-CEO of Unistar.

United Stations' relationship with Transtar dates back to October 1987 when Verbitsky and US co-founder

Dick Clark purchased 20% of Transtar's parent company, StarGroup Communications.

In the recent spring 1989 RADAR ratings survey, Transtar 1 posted a 13.4% gain in 12-plus listening, putting it ahead of the traditional networks for the first time. United Stations networks were also up in the survey.

The combination of Transtar and United Stations gives Unistar more than 3,000 affiliates with an estimated audience of 64 million. With the merger, the four Transtar-United Stations networks have been consolidated into three new networks, and renamed. "Power," targeting 18-34-year-olds, was formerly United Stations 1. "Super" is the new moniker for Transtar 1, and "Ultra"

(Continued on page 82)

# Hit Makers' Albums Hit Streets Soon Sept. Will Be Starry, Starry Month

BY MELINDA NEWMAN

NEW YORK The music industry's annual avalanche of fall and winter releases is about to begin.

Fifteen artists whose last albums have been certified gold or platinum will be represented by new efforts this month, including multiplatinum-sellers Janet Jackson, Tears For Fears, Tracy Chapman, Mötley Crüe, Aerosmith, New Kids On The Block, Tina Turner, and Randy Travis.

Such a wide offering, covering several different musical genres, should help retailers who have been crying the blues over slow sales (Billboard, Aug. 5).

Two acts whose last efforts went quadruple-platinum end multiyear droughts with the release of new studio albums. The much-delayed and highly anticipated Janet Jackson album, on A&M, arrives in stores Sept. 19. "Miss You Much," the first single from the 12-song "Rhythm Nation," debuted Aug. 16 at radio; the video premiered Aug. 19 on MTV.

Tears For Fears follows up its 1985 "Songs From The Big Chair" with the moody, atmospheric "The Seeds Of Love," due in stores Sept. 26. The first single, the Beatles-esque "Sowing The Seeds Of Love," was released by Mercury Aug. 16.

Hard rockers can look forward to "Dr. Feelgood" from Mötley Crüe, which ships Sept. 1. Produced by Bob Rock (The Cult), the Elektra album features guest appearances from Robin Zander and Rick Neilsen of Cheap Trick.

Also featured on the Mötley Crüe record is Steven Tyler, whose own band, Aerosmith, follows up its double-platinum "Permanent Vacation"

with "Pump," due out Sept. 12 on Geffen.

Retailers will be watching closely for any sign of sophomore slump from female sensations Tracy Chapman and Melissa Etheridge, who both caught many by surprise with the success of their debuts.

Due out Sept. 11, Etheridge's follow-up to her near-platinum debut is titled "Brave And Crazy." The Island release was recorded in six days and features U2's Bono on harmonica.

Multi-Grammy-winner Chapman teams up with producer David Kershbaum once again on "Crossroads," which will be released by Elektra on Sept. 29. Chapman wrote all the songs, including the first sin-

gle, the title track.

Seven-time-Grammy-winner Tina Turner will be represented in stores Sept. 19 by "Foreign Affair," her first Capitol release in three years. Though she has said she won't play concerts again, Turner is supporting the album's release with a four-month promotional tour of North America and Europe.

Jethro Tull, the controversial winner in the Grammy Awards' new heavy metal category, will be represented this month by "Rock Island," due out Sept. 12 on Chrysalis. The release marks the 17th studio album by the band, which is entering its third decade of recording.

(Continued on page 77)

## Attendance Up Again In '89 Jack The Rapper Fest

BY JANINE McADAMS

NEW YORK "Too many people." That was the consensus at the 13th annual Jack The Rapper Family Affair '89 convention, held Aug. 17-20 at the Atlanta Airport Marriott hotel. The conference's reputation as the foremost black music industry gathering was cemented this year by overwhelming attendance.

No figures were issued by Jack Gibson, publisher of the Mello Yello magazine and host of the confab, or by Jill Bell, Gibson's daughter and the event's main organizer. Many estimated the confab's draw at

more than 2,000, a jump from '88's estimated 1,700. While last year's comments were that the Family Affair had outgrown the Atlanta Airport Marriott, this year there were outright complaints (see The Rhythm And The Blues, page 18). Bell will not comment on whether Family Affair '90 will move to a larger venue.

As usual, the Family Affair drew conferees from every corner of the country and every level of the black music industry, with strong radio and retail showings. All the major distributing labels were out in force

(Continued on page 80)

## CD Manufacturers Pump Up Their Volume Increased Production Eases Fear Of Fall Shortage

BY KEN TERRY

NEW YORK With the leading CD manufacturers adding capacity and soft retail sales continuing, fears of a fourth-quarter CD pressing crunch in the U.S. are easing.

Nonetheless, worldwide demand for digital disks continues to swell,

and manufacturing plants both here and abroad are humming.

"If there is a tightness [in supply] in the fall, it will be to supply the Japanese marketplace," predicts Bob Wray, senior VP of marketing and sales for Philips Dupont Optical.

Noting that the Japanese trade is experiencing a shortfall of "mil-

lions of units," he says, "I see the orders we get asked to fill. And for the last few months, it's been [Japanese] customers each asking for a million or more units."

While CDs are in short supply in Japan and Europe, Wray says that U.S. manufacturing plants will be able to supply domestic demand, "at least through the summer . . . In the fourth quarter, it depends on how retail picks up."

The exceptionally high orders that alarmed manufacturers in the April-May period, says Wray, constituted a "spike" in the demand curve. They were generated, he explains, by booming record club business, promotional giveaways, and increases of up to 10% in the CD percentage of many titles' retail sales.

Jim Frische, president of the Digital Audio Disc Corp., says, "We have basically been close to capacity most of the summer," although DADC could have "made a few more units" in June.

Asked whether there will be an industrywide shortfall of capacity in the fourth quarter, he replies, "I think there will be a shortage of qualified manufacturers. There may be enough disk capacity if you believe what everyone is saying."

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## Philips Again Weighs Sale Of Some PolyGram Stock

BY WILLEM HOOS

AMSTERDAM Philips, the multinational electronics giant headquartered in Holland, is again contemplating selling stock in the PolyGram record group, of which it owns 90%.

The disclosure was made here when the Philips trading results for the first half of 1989 were announced.

The company had planned to sell 20% of PolyGram publicly two years ago, but the flotation was canceled as a consequence of the international stock market crash

in October 1987. The recovery of the stock market since then is believed to be encouraging Philips to consider another flotation.

Henk Goris, Philips group director of corporate finance and a member of the group management committee, admits there is "a possibility," but will not commit himself further.

Philips spokesman Ben Geerts adds: "A final decision has still to be taken. It depends on a variety of things, particularly how the worldwide financial developments go in the near future. It might

(Continued on page 61)



**The Boys Of Motown.** Motown act the Boys celebrate the platinum certification of their debut album, "Messages From The Boys," with top label executives. Pictured in the back row, from left, are Jheryl Busby, president/CEO of Motown Records; Jabari Abdul-Samad, the Boys' father; Miller London, VP of sales; Ronnie Jones, VP of promotion; Traci Jordan, VP of artist development and video; and Michael Mitchell, national publicity director. In the front row, from left, are the Boys: Bilal, Hakeem, Khiry, and Tajh. The Boys will try to conquer TV next, with a weekly sitcom and a Saturday morning cartoon series.

## EXECUTIVE TURNTABLE

**RECORD COMPANIES.** Paul Burger is appointed president of CBS Records Canada. He was VP of marketing and sales, Europe, for CBS Records International.

CBS Records International names Thomas C. Tyrrell senior VP of administration & North American operations and Bernard Di Matteo senior VP of business development. They were, respectively, senior VP of administration, CBS Records International, and president of CBS Records Canada.

SBK Records Group in New York appoints Eliot Selznick Hubbard VP of publicity and Michele Block regional promotion and marketing manager, Northeast. They were, respectively, VP of publicity for Epic/Portrait/CBS Associated Labels and manager of national album promotion at



BURGER



TYRRELL



DI MATTEO



HUBBARD

Arista Records.

Cathryn Swan is named national director of publicity for Atco Records in New York. She was director of publicity at Susan Blond Inc.

Atlantic Records in New York promotes Clarence "C.B." Bullard to director of jazz promotion and names Sue Lyon manager of product development. They were, respectively, R&B promotion manager for the label in New York and assistant to the director of product marketing at Epic Records in New York.

Capitol Records promotes Julie Borchard to manager of national video promotion in Los Angeles and appoints Hilda Williams Northeast regional promotion manager, black music division, in New York. They were, respectively, marketing assistant for Capitol Records in Los Angeles and promotion representative at PolyGram in New York.



SWAN



BULLARD



BORCHARD



GREENLAW

**PUBLISHING.** MCA Music Publishing in Los Angeles appoints Elizabeth Anthony director of creative services, West Coast. She was manager of creative services for the company.

**RELATED FIELDS.** MTV Networks names Doug Greenlaw executive VP of advertising sales and Harvey Ganot senior VP of advertising sales. They were, respectively, senior VP of advertising sales and VP of advertising sales, New York.

Best Performances in New York makes the following appointments: Michael A. Scott, GM; Steven Weissberg, director, national pop marketing; Lisa O. Scott, director of black music; and Albert Yopez, national director of 12-inch retail and rap promotion. Michael A. Scott was VP of R&B retail; Weissberg was national director, R&B retail, for Joe Giaco Promotions in New York; Lisa O. Scott was national pop and R&B marketing manager; and Yopez was national director of 12-inch retail marketing.

**WE ARE  
IN A RACE  
BETWEEN  
EDUCATION  
AND  
CATASTROPHE**



# Musicians Protest L.A. Club Policy

## Say 'Pay-To-Play' Eats Bands' Bread

BY CHRIS MORRIS

LOS ANGELES The controversial practice known as "pay-to-play"—in which bands presell tickets to their own club dates to minimize financial risk to show promoters—has prompted plans for Labor Day weekend picketing and a musicians' boycott of three Sunset Strip nightclubs that are the focal point of the policy here.

Pay-to-play bookings have been the center of local media attention here since Rockers Against Pay-To-Play (RAPP), a loosely-knit organi-

zation founded by musician Mark Mason, picketed the Whisky A Go Go, the Roxy, and Gazzarri's on the weekend of June 23-24. Organizers expect a larger turnout for the Sept. 1-3 protest than the estimated 200 who picketed in June.

While pay-to-play shows also exist in the New York club scene, the policy is not as widespread there as it is in Los Angeles, where the practice has a near lock on the Sunset Strip clubs that were once the foremost music industry showplaces in the city.

Mason, vocalist for the local hard

pop group Ampage, maintains that pay-to-play is an exploitative practice that causes young bands to lose money—and sometimes even have their equipment confiscated—if they cannot meet presale ticket commitments to the independent promoters booking the clubs.

But promoters counter that pay-to-play shows are the only way that they can mount concerts featuring unproven talent in the glutted Los Angeles music market.

Sunset Strip club owners, who within the last five years have shifted from in-house bookers to inde-

(Continued on page 83)



'Toy' Brings Joy. Songwriter/producer Michael Jay and Columbia artist Martika display their Billboard Hot 100 plaque commemorating the No. 1 success of "Toy Soldiers," the song they co-wrote and Martika recorded. Pictured, from left, are Alan Melina, VP, Famous Music Publishing; Ron Oberman, VP of A&R, Columbia Records; Rick Riccobono, VP, BMI; Jay; Martika; Barbara Cane, senior director, BMI; and Bob Fead, president/CEO, Famous Music Publishing.

# RIAA Lauds Stiffer Piracy Penalties In Seven States

BY MELINDA NEWMAN

NEW YORK After years of relying on federal legislation to take strict action against counterfeiters, the Record Industry Assn. of America has seen seven states upgrade criminal penalties for violators in the first half of 1989.

"Previously, we had to work with the federal government; those were the only felony rules we had, but now it's becoming a felony on the state level," says RIAA director of anti-piracy operations Steven D'Onofrio. "With the movement by many states toward enhanced penalties, pirates can no longer look at seizures and citations as a mere cost of doing business, but will now face serious jail time." The RIAA is seeking to increase penalties in the remaining states and in Washington, D.C.

The seven states that have upgrad-

ed their penalties for counterfeiting, pirating, and bootlegging are California, Virginia, South and North Carolina, Alabama, Florida, and Texas. These were among the states found to have the highest level of illegal activity.

"The major retail sales of counterfeit records are at swap meets and convenience stores," says D'Onofrio. "And many of these states are warm weather states, so they probably lead the county in number of swap meets."

In the first half of 1989, the number of pirated/counterfeit audio tapes seized by law enforcement officials fell to 133,683 from 308,184 in the first six months of last year. However, D'Onofrio says the numbers don't tell the whole story.

"The numbers can be distorted by how lucky local law enforcement is,"

(Continued on page 80)

# Sony Reports Records Revenue Of \$644 Million For 1st Quarter

NEW YORK Sony Corp. has reported that consolidated worldwide revenues for its records group in the first quarter were \$644.2 million, a 19.7% increase over the same period last year.

The records group includes CBS Records Inc., CBS/Sony Records, Digital Audio Disc Corp. (U.S.), and Digital Audio Disc of Austria.

Records group sales represented 16.2% of Sony Corp.'s overall net sales of \$3.97 billion in the quarter that ended June 30.

Sony, a Tokyo-based company, listed its revenues in both dollars and yen. Records group sales totaled 92.7 billion yen. The conversion rate for

the first-quarter statement was 144 yen per dollar, the approximate foreign exchange market rate in Tokyo on June 30.

Overall, Sony Corp. reported that first-quarter net income rose 44.2% over last year's, to \$161 million, or 23 billion yen.

For the fiscal year that ended March 31, Sony reported records group revenue of \$2.57 billion, or 340.2 billion yen. However, a CBS Records spokesman said that revenues were actually \$2.7 billion, including CBS Records and CBS/Sony but not the two manufacturing subsidiaries (Billboard, June 3).

DON JEFFREY

# Distrib's Revenues Down, But So Are Expenses Stars To Go Cuts Its Losses

NEW YORK Stars To Go Inc., a distributor of videocassettes to convenience stores and other retail outlets, has cut its losses significantly as its revenues have declined.

For the second quarter, which ended June 30, the Los Angeles-based company has reported a net loss of \$483,000, compared with a \$9 million loss in the same period last year.

Gross rental revenue fell to \$4.4 million, from \$13.5 million last year.

But the company also reports significant decreases in operating costs and other expenses.

For six months, Stars has posted a net profit of \$441,000, compared with a \$15 million loss last year, on \$9.9 million in revenue, a sharp drop from last year's \$28 million.

# 'Cold Hearted' Beats Rest Of Singles Pack; 1 Marx The Spot Of 'Repeat Offender' Album

TWO OF the year's hottest solo artists continue their winning ways. Paula Abdul's "Cold Hearted" jumps to No. 1 on the Hot 100, becoming the third-straight No. 1 hit from her smash debut album, "Forever Your Girl." And Richard Marx's second album, "Repeat Offender," jumps to No. 1 on the Top Pop Albums chart, having already spawned back-to-back No. 1 singles.

"Cold Hearted" originated as the B side of "Straight Up," which topped the Hot 100 in February. It's the first B side of a former No. 1 hit to subsequently reach No. 1 in its own right.

Abdul is only the third female artist—following Whitney Houston and Madonna—to land three No. 1 singles from one album. In addition, Abdul and Houston are the only artists of either sex to land three No. 1 hits from a debut album.

For Marx to knock Prince out of the No. 1 spot on the pop albums chart must be mind-boggling for the Chicago-bred performer. It was in November 1984, when Prince was in the midst of his "Purple Rain" blitz, that Marx landed his first top 20 hit—as a co-writer of the Kenny Rogers/Kim Carnes/James Ingram collaboration, "What About Me."

THEY'RE BACK! Four artists whose last albums were released in 1985 or 1986 return to the Hot 100 this week with the first singles from upcoming albums.

Janet Jackson's "Miss You Much," the first single from her upcoming "Rhythm Nation," is the top new entry at No. 42. The Rolling Stones' "Mixed Emotions," the first from "Steel Wheels," is close behind at No. 47. Tears For Fears' "Sowing The Seeds Of Love," the first from "The Seeds Of Love," is next in line at No. 53. Further back in the pack at No. 77 is Tina Turner's "The Best," the first single from "Foreign Affair."

Jackson and Tears For Fears are both coming off blockbuster No. 1 albums. Jackson's "Control" sold nearly 5 million copies in the U.S. and was the first album by a female artist to generate five top five singles. Tears For Fears' "Songs From The Big Chair" also approached the 5 million sales mark and yielded back-to-back No. 1 singles. But a lot of time has gone by since those albums were hits. "Songs From The Big Chair" was released in March 1985 and "Control," in March 1986. The big question: With just one blockbuster album under their belts, were these acts sufficiently established at pop radio to allow them to stay away this long before releasing these follow-ups? The high debuts suggest that they were, but it may be months before we have the final answer.



by Paula Grein

The previous albums by the Stones and Turner, "Dirty Work" and "Break Every Rule," respectively, were more modest successes. The industry perception is that both albums were flops, even though both cracked the top five and yielded a top five single. The Stones are likely to do better this time out, partly because the band is touring and partly because the new regime at Columbia Records will want to show the industry what they can do with a high-profile project.

Jackson's upcoming album is the most pivotal of these four releases—and only partly because Jackson needs another blockbuster to clinch her superstar status. A&M Records also needs a smash to help it climb out of a yearlong slump. In that regard, Jackson's album is coming not a moment too

soon: This week marks the second time this year that A&M has had just one album in the top 100. The company also had an off year in 1984, but started to turn things around in 1985 with the release of Bryan Adams' multiplatinum "Reckless." A&M execs no doubt hope that history repeats itself.

FAST FACTS: Gloria Estefan's "Cuts Both Ways" jumps to No. 9 in its sixth week on the pop albums chart. Estefan and the Miami Sound Machine's previous album, "Let It Loose," took 48 weeks and four hit singles to finally crack the top 10. This album did the trick on the strength of just one single.

Cher could be headed for the biggest album of her career. The entertainer's second album for Geffen Records, "Heart Of Stone," jumps to No. 25 on the pop albums chart. This already tops the No. 32 peak of her self-titled 1988 Geffen debut. The last time Cher was this high on the albums chart was in 1979, when "Take Me Home" peaked at No. 25. The last time she was higher was in 1971, when "Gypsies, Tramps & Thieves" reached No. 16.

Three albums explode in their second week on the pop albums chart. Danny Elfman's original motion picture score for "Batman" leaps to No. 33, Eddie Murphy's "So Happy" surges to No. 78, and Bryan Ferry/Roxy Music's "Street Life 20 Great Hits" vaults to No. 106. The first two albums were expected to be big hits; the Roxy Music album is a sleeper.

WE GET LETTERS: Anthony Columbo, who manages Billboard's Album Rock Tracks chart, notes that there's a big shake-up at the top of that survey this week. The Rolling Stones' "Mixed Emotions" debuts at No. 1 and Aerosmith's "Love In An Elevator" bows at No. 3. No other title has entered that chart at No. 1 in recent years.

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## Editorial

# INDUSTRY SHOULD UNITE TO GET TAPING LEVY

NEARLY THREE YEARS AGO, the major record labels chose to withhold their repertoire from digital audiotapes until consumer electronics manufacturers recognized their concerns about the potential of the new DAT technology to erode the value of copyrights. Their action, coupled with the Recording Industry Assn. of America's threat to sue any firm that imported DAT recorders into the U.S., effectively prevented the introduction of the technology in this country and retarded the growth of DAT markets abroad.

Now the RIAA and the International Federation of Phonogram and Videogram Producers (IFPI) have made a DAT agreement with a group of 12 Japanese and three European hardware manufacturers. The settlement commits the labels to join with the hardware firms in seeking legislation that would require DAT recorders to contain an anti-duping device. That "serial copy management system" would prevent home tapers from making dupes of DATs but would allow unlimited digital copies of CDs and other prerecorded sources.

Music publishers, songwriters, and some foreign record industry groups say the pact is defi-

cient because the agreed-upon system will not reduce home taping and does not contain a provision to compensate copyright holders for home taping losses. Only a government-sanctioned royalty on blank tape and/or hardware, similar to those in effect in several European countries, will protect the music industry here and abroad from the ravages of private duplication, they argue.

IFPI has declared that it will continue its fight for such levies on both analog and DAT tapes and/or equipment. The RIAA is also committed to seeking a royalty, but the trade group indicates it does not plan to relaunch that effort in the near future.

The RIAA claims that the DAT agreement is significant because the hardware manufacturers have finally recognized the software industry's need for copyright protection. But although there are words to that effect in the agreement, the pact actually concedes a major point to the hardware camp—allowing direct digital-to-digital copying—while limiting only one kind of home taping.

This "cave-in" of the recording industry to the hardware companies supports the theory that the

major labels opposed DAT primarily because they sought to delay the introduction of DAT until the CD market was firmly established. Now that CDs have been accepted as a major configuration around the world, the labels apparently reason that it is time to pave the way for DAT.

Assuming that DATs catch on—and there is no guarantee they will—the labels' economic thinking may be sound. But if they do not continue to press hard for a levy to compensate for home taping losses, that principle will be lost, not only for DAT and the analog cassette—still the leading sound carrier and home taping medium—but also in regard to future technologies, such as recordable and erasable CDs. In that case, the value of song and recording copyrights will continue to erode—and the whole music industry will be the loser.

Meanwhile, the industry is deeply divided over the DAT pact, and that split does not bode well for amity on other issues. The RIAA should try to heal this rift by joining the publishers, and other parties in seeking a compensatory royalty in the U.S. as soon as possible.

## Freedom Of Expression Is At Stake

# ANTI-ROCK CENSORS MUST BE STOPPED

BY BILL ADLER  
and HOWARD BLOOM

There is a specter haunting the music industry: the specter of an army of anti-rock censors. Composed of a loose coalition of fundamentalist Christian sects, Washington's Parents' Music Resource Center, and some of the country's most highly placed elected and appointed officials, this army is marching through our record stores and into our living rooms, loudly insisting that we can't listen to the music of our choice and that that music may not be sold in record stores.

A paranoid fantasy? Consider this:

- The Justice Department is going through the final phases of deciding how it will implement the infamous Child Protection and Obscenity Enforcement Act, a bill that would allow the federal government to jail, fine, and seize the property of record store owners carrying so-called "indecent" albums.

Indecency, of course, is in the eye of the beholder, but it is not just the far-out fringe that has been targeted by the cultural/religious right: Madonna, Prince, Motley Crue, and Guns N' Roses have all been condemned at one time or another. Even such patently inoffensive artists as George Harrison and John Denver have drawn fire, the former because he is a devotee of an Eastern religion, the latter because he is a devotee of est.

- Time magazine recently endorsed the notion that rock and rap are riddled with violence and sexual perversion, presenting these allegations as a matter of incontestable fact.

- An entire episode of the top-rated, Bill Cosby-produced television show "A Different World" promoted rap censorship.

- Trans World Music Corp., an Albany, N.Y.-based chain of 449 stores, has taken the position that record labels should exert more "quality control"—which is another way of say-

ing they should censor records in advance of release.

- The Amarillo, Texas-based Hastings chain of 119 record stores has recently begun placing adults-only stickers on certain records and not al-

- Russ Bach, president of CEMA, recently recommended to the labels distributed by CEMA—among them Capitol, EMI, Enigma, Rhino, SBK, Chameleon, and Gold Castle—that they pay more attention to communi-

may be viewed as explicit. (Happily, as Billboard noted in a follow-up story in its Aug. 19 issue, "CEMA Labels Cool On Sticking Albums," many of Bach's colleagues disagree with him.)

Why are these things happening? One reason is that the members of the PMRC and their loony friends have convinced Washington policymakers and record retailers alike that the majority of Americans are in agreement about the dire menace of "auditory pornography." Meanwhile, we in the music industry have been asleep on this issue.

It is true that the PMRC has been endorsed by the National Parent-Teachers' Assn., the American Academy of Pediatricians, U.S. Surgeon General C. Everett Koop, and "drug czar" William Bennett. It's also true that the PMRC has been endorsed by (and has itself endorsed) the Minnesota-based Peters brothers, a pair of born-again reverends who organize album-burning bonfires; the Back in  
(Continued on page 76)



Bill Adler, left, is publicity director of Rush artist management. Howard Bloom, a former publicist, is a co-founder of Music In Action.



lowing their sale to those under 18.

- Camelot Music, a 235-store chain based in North Canton, Ohio, has talked about pulling titles that might draw pickets to certain locations.

ty standards of decency. He also urged them to give more thought to the choice of individuals who determine whether parental-guidance stickers will be applied to albums that



### INSULTED BY WB AD

Our industry was greatly diminished by the loss of Nesuhi Ertegun, a man of taste, drive, and vision in so many areas of this business.

In contrast, the Warner Bros. ad on the back cover of Billboard's Aug. 5 issue, a tribute to Nesuhi, was the most appalling and insulting thing I have ever seen. It is obvious that it was written by someone in his or her 20s who never met Nesuhi and had no idea what he or she was writing about.

The pseudo-hip yuppie copy-writer of the entire piece was offensive, with first names only, er-

rors of fact, and idiotic turns of phrase to achieve symmetry. This empty-headed, insensitive, shallow nonsense represents everything that Nesuhi detested. "He recorded skinny tall men and round full ladies, who laid down the Truth for Atlantic, singin' and boppin' with no uncertainty." What is that? Is Bill Murray developing a new character?

And, in beautiful World War II imagery, we read, "We out in Burbank got to stay home, knowing Nes was out there, fixing it." Nes? Nes? What would this writer have called Goddard Lieberman—God? The money for that ad would have been better spent and Nesuhi's memory better served with a list of the recordings he had produced. Better yet, as Nesuhi would have done it, skip the ad, put them on CD,

and get them in the stores.

Michael Cuscuna  
Blue Note Records  
New York, N.Y.

### MOVED BY NESUHI SALUTE

I have just read (for the third time) that wonderfully moving tribute on the back cover of your Aug. 5 issue, the one titled "If There Ever Was A Record Man... It Was Nesuhi."

What a beautiful and accurate piece—so fitting because, just like Nesuhi himself, it was warm and elegant and, at the same time, forceful and truthful.

Nesuhi Ertegun, I'm proud to admit, was a dear friend of mine. Whoever wrote that most tender back page must have felt mighty close to him, too. Whoever it was, I thank  
(Continued on page 76)

## Colo. Springs: American Radio's Fragmented Future

BY SEAN ROSS

NEW YORK Arbitron market No. 113 has a mainstream top 40, a rock top 40, and a dance-leaning top 40. Market No. 113 has an album rocker and a classic rocker. Market No. 113 has three ACs and an adult alternative station. Market No. 113 has had three out-of-town stations move in recently and more are coming, despite a troubled local economy.

Market No. 113 is Colorado Springs, Colo. And while its scenario is familiar to broadcasters in major and even medium markets, this metropolitan area of roughly 325,000 people is in many ways the model for what other broadcasters in similarly sized markets have to look forward to.

"Anybody who has been around a while could see it coming—more fragmentation and less income for radio," says Rich Hawk, OM of long-time album rocker KIL0. "There's pressure here for advertisers to be in as many media as they can, and a lot of their dollars go to newspaper and TV.

"I've been in a lot of markets that I didn't think were as good as the Springs. There's more competition and more fights out there. Somebody is going to win and a few are going to lose and you're going to see some signals go dark unless the economy really rebounds tremendously—which I

don't see being a fast process at all."

Since the winter, Hawk has been competing not only with KKFM—one of the first classic rockers in a market its size—but also "rock 40" KATM (The Kat). In Arbitron, the results look a lot like those of KYYS Kansas City, Mo., a heritage rocker in a similar "squeezed from both sides" situation. KIL0 is down 9.6-6.1 12-plus, while KKFM is up 6.5-7.1 and KATM zooms up 4.8-7.5.

Mainstream top 40 KIKX is in a similar situation. Besides KATM, it must also contend with top 40/dance outlet KKMg, which rose 5.2-7.1 while KIKX dropped 9.6-6.1. Both KKMg and KATM are move-ins from Pueblo, Colo., 40 miles south, as is AC KVUU.

### SAME STORY, SMALLER MARKET

And both KKMg and KATM have stories about why they decided to go with "flanker" formats that sound a lot like stories told by PDs in much larger markets over the last year. When KKMg moved to the Springs, KATM was already in town doing mainstream top 40 against KIKX. "If we were to come in as another top 40, it would have been the kiss of death," says PD Lee Reynolds. "We knew we had to make a change."

As PD of country KKCS in the late '70s, Reynolds had also programmed its AM—disco "Studio 153" KXXV (now KCMN). With the market being

30% Hispanic and black, "there seemed to be a hole in the market for a crossover station," he says. KKMg made the change last summer.

By early 1989, KKMg was successful enough to stunt KATM's growth as a mainstream top 40. "KATM got pushed out of the format and was really caught in the middle," says PD Doug Sorenson, who arrived in February after several years in middays at WBZZ (B94) Pittsburgh.

"The most logical place to go was to the rock audience that was being underserved. KIL0 had been No. 1 for 10 years. In the summer '88 Birch, they got an 18-share, which couldn't be ignored," he says.

### KATM VS. KIL0

When Sorenson talks about KIL0, he sounds a lot like former KXXX

Kansas City, Mo., PD Brian Burns discussing mainstream rocker KYYS. "KIL0's audience checked us out because they weren't going to hear the old, stinky '60s songs. They could hear the BulletBoys and Winger without having to put up with Led Zeppelin.

"KIL0 sounds very much like what I did as PD of KQRS Minneapolis five years ago. They play a lot of good currents like Melissa Etheridge and Stevie Ray Vaughan, but their older stuff is very reminiscent of the format in the early '80s. They play Saga, 'On The Loose,' Aldo Nova, 'Fantasy,' and a lot of ZZ Top."

KIL0's Hawk disputes that portrayal. Although he says KIL0 did "a little fine-tuning" when KKFM came in, Hawk contends that KIL0 "didn't really back down on new music." And

unlike other album rockers that, when forced to choose, decided to protect their upper end, he insists that "KIL0 has always been pretty much an 18-34 station and we've always rocked fairly hard.

"We did take a look at some of the crossover artists we played before there were three top 40s in the market," Hawk continues. Even before KATM went rock 40, he says, "We were thinking about becoming a purer-sounding rock station and not playing Richard Marx, the Outfield, or the Cutting Crew. Now I ask myself if I'm not better off playing Trevor Rabin or Tora Tora in good rotation than playing Wang Chung."

### BIRCH INTERVAL

Hawk also points out that despite *(Continued on page 61)*

## Colorado Springs Music Monitors

All monitors are taken from afternoon drive.



### KATM

AC/DC, "You Shook Me All Night Long"; Bon Jovi, "Lay Your Hands On Me"; Loverboy, "Lovin' Every Minute Of It"; Call, "Let The Day Begin"; Robert Palmer, "Simply Irresistible"; Skid Row, "18 And Life"; Bob Seger, "Old Time Rock 'N' Roll"; Michael Morales, "What I Like About You"; Kenny Loggins, "Danger Zone"; Don Henley, "The End Of The Innocence"; U2, "Pride (In the Name of Love)"; Fine Young Cannibals, "Don't Look Back."



### KKMG

Howard Jones, "The Prisoner"; Soul II Soul, "Keep On Movin'"; Dino, "I Like It"; Prince, "Partyman"; New Order, "Round And Round"; Jody Watley, "Friends"; Donny Osmond, "Soldier Of Love"; New Edition, "N.E. Heartbreak"; Fine Young Cannibals, "She Drives Me Crazy"; Paula Abdul, "Cold Hearted"; Young M.C., "Bust A Move"; Bee Gees, "One"; Milli Vanilli, "Girl, I'm Gonna Miss You"; Guy, "I Like."



### KIKX

Fine Young Cannibals, "She Drives Me Crazy"; Milli Vanilli, "Baby Don't Forget My Number"; Sly Fox, "Let's Go All The Way"; Jets, "You Better Dance"; Howard Jones, "The Prisoner"; Rod Stewart, "Forever Young"; Paula Abdul, "Cold Hearted"; Cyndi Lauper, "My First Night Without You"; New Kids On The Block, "Hangin' Tough"; Benny Mardones, "Into The Night"; Dino, "I Like It"; Debbie Gibson, "Lost In Your Eyes"; Karyn White, "Secret Rendezvous."



### KIL0

Pete Townshend, "A Friend Is A Friend"; Boston, "Let Me Take You Home Tonight"; Eddie Money, "Take Me Home Tonight"; Saraya, "Love Has Taken Its Toll"; Don Henley, "I Will Not Go Quietly"; Eagles, "Hotel California"; Don Felder, "Heavy Metal (Takin' A Ride)"; Journey, "Separate Ways"; Mr. Big, "Addicted To That Rush"; Tom Petty, "Running Down A Dream"; Van Halen, "Ain't Talkin' 'Bout Love"; Trevor Rabin, "Something To Hold On To."

## New 'ZLX Champ: Stairway To Partridge? WCVG: This Is The End Of The Elvisness

JUST IN TIME for Arista's new "Partridge Family's Greatest Hits" album comes news that "I Think I Love You" is this year's No. 1 song on Barry Scott's "Lost 45s" countdown at classic rock WZLX Boston. "I Think" went 4-1 this year, displacing last year's champion, "Billy, Don't Be A Hero."

Scott's top 100 countdown, as one may intuit from the above, specializes in oldies that are not commonly played for aesthetic or other reasons. Big movers this year include the Sweet's "Little Willy" (6-2); Cher, "Gypsies, Tramps, and Thieves" (8-3); Al Wilson, "The Snake" (28-7) and "La La Peace Song" (90-28); Gayle McCormick, "It's A Crying Shame" (35-11); and Chilliwack's "My Girl (Gone Gone Gone)" (47-12). The countdown airs Sunday (3).

BY KEEPING ITS all-Elvis format for a year, WCVG Cincinnati did better than the stations in Decatur, Ala., or Portland, Ore., that hung in for only a few months. But on Aug. 16, the 12th anniversary of Presley's death, WCVG went to business news, prompting a mini-repeat of the media flood that took place when the station went all-Elvis last year. Mike Monhollen, recently upped to PD for WCVG and adult alternative WRBZ, says that after an initial sales boost, the all-Elvis format buys had dwindled. He also says he has received three death threats since the change took place. Rod Williams is WCVG/WRBZ's new GM, replacing John Stolz.

PROGRAMMING: Harry Nelson returns to Boston as PD of oldies WODS; he was most recently based at WWGT (G98) Portland, Maine. Nelson has programmed Boston's WRKO, WROR, and WZOU... Ken Richards is the new PD at crossover KHQT San Jose, Calif. Richards has been programming KIKX Colorado Springs since earlier this year. His replacement is Jeff Davis from top 40 KLYV Dubuque, Iowa.

Gold-based AC KMGi Seattle has completed its transition to a more up-tempo, current-based format under GM Bobby Rich. KMGi is now I107.7, "The I Of Seattle"... Bob Craig has been named PD of soft AC WEAZ Philadelphia; Craig was previously PD for 10 years at rival WMGK... Album WAAF Boston PD Harve Allan has resigned effective Friday (1) and can be reached at 508-754-5470. Also out is AC WHTX Pittsburgh PD Tom Graye; call 412-798-0400.

WEZC Charlotte, N.C., completes an easy-to-soft-AC transition similar to that of WXEZ Chicago (Billboard, August 19). WEZC's music is now approximately 80% vocal and its custom instrumentals are gone... At AC WLAC-FM Nashville, KFI Los Angeles APD Chuck

Tyler returns to music radio as PD.

Top 40 KXPW (92X) Honolulu is becoming AC KSSK-FM as MD Michael Shishido replaces PD Brad Barrett. In addition, KSSK-FM will simulcast Larry Price & Michael Perry's morning show with AC KSSK-AM. Across town, KPOI MD Andy Preston is the new PD/p.m. driver at classic rock KHFX, replacing Noel Grey.

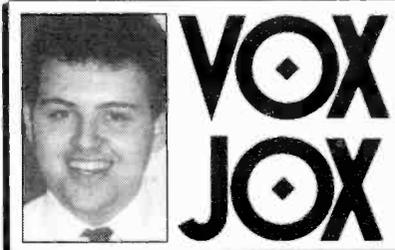
MD Carter Garrett adds PD duties at urban WKIE Richmond, Va., as Mikki Spencer heads for sales at rival WPLZ... Urban WMML-FM Mobile, Ala., is now WMMV (V105 1/2) under consultant Kim Travis... WXXU Cocoa, Fla., drops religious for urban under PD/MD Chris Hill. Also, Fort Wayne, Ind., gets its first urban FM as former Indianapolis PD Kelly Karson joins the operators of cable outlet COOL-FM for WJFX (The Fox), scheduled for a mid-September launch.

Brian Patrick, former PD of WCZY Detroit (now WKQI) heads for PD/mornings at top 40 WDCG Raleigh, N.C., replacing Mike Edwards... Mike McCoy previously PD of KKSS Albuquerque, N.M., has resurfaced across town as PD/morning partner at top 40 KNMQ, replacing Mike McCoy... APD Rich Panama replaces Dave Allen as PD of top 40 WSSX Charleston, S.C. MD Shadow Stevens becomes APD. Morning man Bill "Birdman" Thomas exits.

Thomas is an alumnus of legendary AM WNUE Fort Walton Beach, Fla., as is WYNY New York PD Michael O'Malley. After a year's attempt at reviving its top 40 format, WNUE goes dark on Thursday (31). PD Larry White and a staff of 14 are out; morning man Bret Herzog is serving as a clearing-house for job inquiries at 904-664-1267... Country KFRE Fresno, Calif., ups p.m. driver James Holley to PD, replacing OM Lee Nye.

NATIONAL NEWS: Jim Radford has replaced Gary Hamilton as operations director of the Denver-based Drake-Chenault/Jones satellite formats. Radford was previously a D-C national programming consultant. D-C's new soft AC format, Prime Demo, signs on Friday (1) with staffers Dave Bogart (mornings, from Transstar); Jeff Stone (middays from KMJI Denver); John Wells (D-C's production director, afternoons); Laurie Cobb (KTIM San Rafael, Calif., for nights); Kevin Colter (overnights, KOSI Denver).

The day before Prime Demo's sign on, Braiker Radio plans to launch three of its satellite formats—AC, country, and the soft AC "Megaformat." Former KXXX Kansas City, Mo., OM Bruce Deming is Braiker's marketing director... Chuck McCoy, a principal in Canadi- *(Continued on next page)*



by Sean Ross

## VOX JOX

(Continued from preceding page)

an consultancy **McCoy/Bohn Media** is leaving the firm Sept. 1, due, he says, to the travel demands; he'll pursue a local GM position. **Pat Bohn** will continue the firm, possibly with a new partner. The pair can be reached at 604-736-8199.

**KFAC** Los Angeles held a press conference Aug. 24 to announce that it will, as expected, change format to something "older than [KQLZ and KPWR] but hotter than AC" and that it will give its record collection to Stanford Univ., and its CDs to Los Angeles' public library. KFAC's rare recordings will go to noncommercial rival **KUSC**, which will also take KFAC's calls for a satellite affiliate.

Meanwhile, KFAC has sent tapes to rivals **KLOS**, **KQLZ**, and **KLSX** with a message expanding on the "move over and let the big dog eat" theme of its current Sunset Strip billboard and including the lines "FM92 pumping wattage into your cottage and kicking your ass." There are new KFAC billboards saying, "It's alive and it's coming."

Across town, **Paul Joseph**, morning producer for **KIIS'** **Rick Dees**, is out. While there's a lot of talk about a forthcoming format change at **KIIS'** sister station, **KSWV** San Diego, the real action this week is at **KSWV's** N/T AM **KSDO**, where **ND Kelly Wheeler** is promoted to **OM**, replacing **Jack Merker**.

**PEOPLE:** Veteran broadcaster **Tony Gates** returns to radio in the newly created program coordinator slot for **WLUP-AM-FM** Chicago. Gates was most recently with the Album Network. As he enters Chicago, **WGCI-FM** MD **Barbara Prieto** heads for APD duties at urban **WKYS** Washington, D.C. . . . At urban **WZAK** Cleveland, MD **Bobby Rush** joins PD **Lynn Tolliver** in mornings.

Eight-year **KVIL** Dallas air talent **Steve Eberhart** is upped to MD, replacing **Frank Miniaci** . . . New to mornings at album **KRSP** Salt Lake City are **Dean Myers** & **Roger Beaty** from **WIOG** Saginaw, Mich. . . . New at N/T **KABC** L.A. is veteran "Sweet" **Dick Whittington**, who will join the **ABC O&O**, most likely on weekends, this fall.

Congratulations to consultant **Mike Joseph**, who has announced his

engagement to NBC corporate travel planner **Yolanda Silverio**; the pair will be married in Westport, Conn., on Thanksgiving. Also to **WAPW** Atlanta PD **Rick Stacy** and wife **Belinda**, who gave birth to Alexander James Stacy on Aug. 23, just in time for Alex to debut on Stacy's morning show. A **WAPW** listener who suggested the baby's name will win \$1,000 in the station's Name The Stacy Rug Rat contest.

**Scot**, PD of **AC WKRG-FM** Mobile, Ala., returns to New Orleans for mornings at **AC WLMG** New Orleans . . . **Jay West**, whose jump from **KHYS** Houston to rival **KNRJ** (Energy 96.5) resulted in his working for neither station, is now back at **KNRJ** doing late nights . . . **Conrad Dobler**, St. Louis Cardinals offensive guard and author of the book "They Call Me Dirty," is the new sports talk host on N/T **KCMO** Kansas City, Mo. . . . Weekender **Don Dawson** becomes APD/middays at **AC WKSZ** Philadelphia, replacing **John Craft**.

**Jojo Wright** from top 40 **KEZY** Anaheim, Calif., jumps to nights at crossover **WCKZ** (Kiss 102) Charlotte, N.C., as MD **Don O'Neil** moves to afternoons. O'Neil replaces PD **J.J. McKay**, who is now PD/mornings at top 40 **KWTO-FM** Springfield, Mo. Other staff changes include **Cedric Randle** (overnights to middays), MD **Tim Austin** (middays to afternoons), and **Cindy Rippe** (overnights from crosstown **KXBR**).

Classic rock **KLXK** Minneapolis names **Dan Culhane** APD; he previously handled those duties at crosstown album **KQRS**. Also at Classic 93.7, **John Pratt** from rival **KDWB-AM** joins as MD/afternoons and market veteran "Bullet" **Bob Lange** becomes creative services director.

Interim MD **Shana Rose** gets the official nod at **KITY** (Power 93) San Antonio, Texas, and moves from late nights to middays. Replacing her in late nights is **Stephanie Graham**, MD at top 40 **KWES** Midland, Texas . . . **Madeline McKeon** joins mornings at oldies **WTRY** Albany, N.Y.

Former crossover **KZHT** Salt Lake City PD **Brad Stone** is the new MD at crosstown **AC KLCY**, replacing **Don Bishop** . . . **WRRM** (Warm 98) Cincinnati PD **Pat Holiday** joins **Tom Walker** in mornings . . . **Rusty Silber**, formerly with **WAIT** in subur-

ban Chicago, is looking for a new sports job (312-657-7799).

**EVENTS:** Album **WFBQ** Indianapolis is plotting a one-time simulcast of morning team **Bob Kevoian & Tom Griswold** with sister station **WRIF** Detroit. The Detroit Free-Press had offered a full page of coverage to any station that would put Bob & Tom on the air in Detroit, where they have a following among expatriate Hoosiers. **WFBQ** PD **Michael Hughes** says he will probably wait for daylight-saving time to end so both cities

can have the same time-checks.

Kansas City, Mo., waitress **Pam Shull** says she *hasn't* been fired from her job at **Winchell's** Donut House; she may have, however, lost a promotion to assistant manager. **Shull** won \$154 from **KBEQ's** **Randy Miller** for flashing her breasts. **Miller** began soliciting local waitresses to perform the stunt after hearing about a topless donut shop in Colorado.

*This column was prepared with assistance from Craig Rosen and W.T. Koltek.*

## newsline...

**DRAKE-CHENAULT** has promoted CFO **Chris Ashenbeck** to CEO. Sales manager **T.J. Lambert** has been named VP/GM. D-C chairman **Bill Sanders** will concentrate on D-C's satellite formats and station acquisition.

**EMMIS BROADCASTING** has acquired the Seattle Mariners baseball club for roughly \$75 million from **George Argyros**. **Emmis** president **Jeff Smulyan** will move to Seattle to serve as managing general partner of the team. Announcements on the purchase's effects on the **Emmis** stations—i.e., people changes, possible sales—are still forthcoming. **Emmis** says it will not acquire stations in the Pacific Northwest as a result of the sale and that Mariners radio rights will remain with **KIRO**.

**JOHNNY ANDREWS**, currently VP/GM of **Keymarket's** **KKMJ** Austin, Texas, becomes regional VP and GM of newly acquired **WVL** New Orleans. Sister **WLMG** will still be managed by **Don DeLaHoussaye**.

**STEVE LITNER** becomes GM of **Keymarket's** **WEZC** Charlotte, N.C. He was most recently in Memphis TV sales.

**ELLEN STRAHS FADER** has been named to the newly created senior VP/administration & corporate affairs post at **Osborn Communications**. She was previously a senior VP at **Price Communications**; currently handling her duties there are **Kim Meltzer** & **Elisa Diamond**.

**BARBARA PECKETT** has been promoted from GSM to GM of **WPRD/WJYO** Orlando, Fla., replacing **Peter Ferrara**, now with **Ragan Henry**.

**DENNIS LAMMIE** has returned to **KDHT** Denver as GM. **Lammie** was previously GSM at the station before a three-week stint at **Transtar** as director of major-market affiliation.

**CAPITOL BROADCASTING** has named **WMJJ** Birmingham, Ala., VP/GM **Bill Stoeffhaas** a division VP with jurisdiction over that station and **WGFX** Nashville. In addition, **WMJJ** GSM **Diane Kruthaupt** has been named VP/GM of **WGFX**, replacing **Mike Crusham**.

**BOB BALLENTINE**, GM of **WSSX** Charleston, S.C., is exiting to launch new group owner **Horizon Broadcasting** with **Jack McGurk**. The pair will be based in Philadelphia and concentrate on the top 100 markets. GSM **Nancy Deaton** becomes **WSSX's** GM.

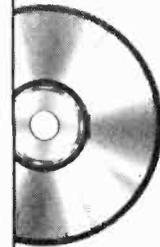
**THE ADAMS/CHANNEL ONE** swap of **WKLL/KEZK** St. Louis for crosstown **KSTZ** has fallen through following two failed attempts at closing the deal. In addition, **Adams** will retain ownership of **WBZN** Milwaukee.

**OTHER STATION SALES:** **WGAR-AM** Cleveland is expected to be sold by Nationwide to Palo Alto, Calif.-based **Douglas Broadcasting**, according to a story in the **Cleveland Plain Dealer**; **KDAB** Salt Lake City from **Albimar Communications** to **Devine Communications** for \$1.85 million and crosstown **KBER** from **Devine's** **KBER** Inc. to **Positive Communications**. Also, **Group W** has signed official contracts on its purchase of the **Legacy/Metropolitan** stations that was agreed to in April. Closing is still 60-90 days away.

**DWIGHT CASE**, owner of **KAZN** Los Angeles, has launched **Dial 900 Inc.** to consult radio stations and other businesses on the establishing of 900-numbers. He can be reached at 213-854-7505.

**OTHER APPOINTMENTS:** **Jerry Gutensohn** to GM at **KCBN/KRNO** Reno, Nev., replacing **Robert Ordenez**. He was VP/GM at **WEBC** Duluth, Minn.; **Helene Bleiberg** is named director of communications for the **CBS** Radio Division. She has been director of media relations for that unit since 1984; **Jack Lee**, former **WEMP/WMYX** Milwaukee VP/GM, is now executive director of the **Milwaukee Area Radio Stations**, replacing **Andy Friedrich**.

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- 10 Good Thing Fine Young Cannibals
- 11 Cod Hearted Paula Abdul
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- 15 Hey Baby Henry Lee Summer
- 16 Misty Morning Albert Bridge The Pogues
- 17 Lay Your Hand On Me Bon Jovi
- 18 The Stoner Summer Of Love Darryl Wilson
- 19 Deep In Vogue Malcolm McLaren
- 20 Who Do You Give Your Love To Michael Miles
- 21 Ghostbusters Run D.M.C.
- 22 Baby Don't Forget My Number Milli Vanilli
- 23 It Isn't What It Ain't Never Gonna Be Aretha Franklin & Whitney Houston
- 24 The End Of The Innocence Don Henley
- 25 My Brave Face Paul McCartney

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## FCC Pieces Fall Into Place With Swearings-In, Staff Picks

BY BRAD WOODWARD

**WASHINGTON** Reshuffling at the top of the FCC continues, with Monday's swearing-in of Commissioner **Sherrie Marshall**, who was confirmed by the Senate on Aug. 4 along with **Al Sikes** and **Andrew Barrett**. Her senior legal adviser will be **Lisa Hook**, who segues over from the staff of ex-Chairman **Dennis Patrick**. Handling radio and other mass media issues for **Marshall** is attorney **Peter Ross**, a Harvard graduate from the prestigious D.C. law firm **Wiley, Rein & Fielding**.

It comes as no real surprise that Commissioner **Patricia Diaz** Den-

## WASHINGTON ROUNDUP

nis this week asked President **Bush** not to reappoint her to the FCC seat she had held since 1986. **Dennis** announced she will leave Sept. 30 to practice communications law with D.C.'s **Jones, Day, Reavis & Pogue**.

Meanwhile, new FCC Chairman **Al Sikes** was treated to a ceremonial swearing-in at the White House last Friday, even though he had officially taken the oath of office two

(Continued on next page)

## Rapper Panels: More Radio, New Arb Stats, Same Racial Politics

BY SEAN ROSS

ATLANTA While record industry people may have outnumbered their radio counterparts at Jack The Rapper's Family Affair 1989—as they do at most industry conventions—radio folk controlled the sessions. All seven panels at this year's Family Affair, held Aug. 17-20, were geared somehow to radio, ranging from production workshops to historical retrospectives to consultant Dean Landsman's unveiling of a joint study with Arbitron on black listening patterns.

The Landsman/Arbitron project was an answer to the ratings service's publication, "Radio Today: The Black Listener." While that pamphlet contained information about blacks' time spent listening, Landsman contended, it said nothing about the format itself, or about the time blacks spend with other formats—especially news/talk.

Landsman's study was taken from spring Arbitron diary data for urban radio in 13 markets where urban radio performs well, ranging from New York to Chicago to Augusta, Ga. Among his findings:

- Despite its reputation as a teen format, the bulk of urban listeners are adults. Throughout the day, nearly 30% of urban listening is in the 18-34-year-old cell, with a comparable figure among 25-54-year-olds. In morning drive, almost one-third of urban listening is in the 25-54 group, with the bulk shifting to 18-34 by night. Even at night—the prime teen listening demo—12-18 represents no more than 16.8% of the format. Female listeners lead males in all age cells and dayparts.

- The largest single location for black radio is the home, which accounts for more than 60% of all listening. Second is the "other place" category, into which Arbitron combines at-work and public listening, repre-

senting 21%, with in-car listening comprising the remainder. In mid-days, 43% of all listening falls into the "other" category.

- Women also lead slightly in TSL, except in p.m. drive—suggesting that many male listeners may be using N/T in mornings, then coming to their other format for the drive home, as do partisans of other music formats. An average of four hours radio listening each week is in overnights.

Presenting the study in conjunction with Arbitron's Pierre Bouvard, Landsman told his audience that while many urban programmers felt that Arbitron failed to measure the black audience, "Everyone is the victim of methodology . . . It isn't that the executives are sitting [around] saying, 'How can we mess up black radio?' Arbitron has the same lack of commitment they have to any format."

Landsman did allow that he felt Arbitron had a problem with its black sample size, saying that he was currently meeting with officials of the ratings service to organize a task force on that subject. So far, he says, it remains "a committee of one."

### TAYLOR TESTIFIES

As was the case at last year's Rapper, a lot of the comments at the radio panels—especially from the audience—dealt with the alleged homogenization of black radio: the success of white consultants; the lack of personality; white artists on the black charts, etc.

At this year's "Problems Of Programming" panel, however, there was one electrifying change of context. Moderator Sonny Taylor's complaints about white consultants may have differed little from those voiced the previous year. The difference was that, in the interim, Taylor had left the PD slot at WGCI-FM Chicago at roughly the same time consultant Don Kelly came in.

Surprisingly, Taylor initially urged young PDs working with their first consultant to remain open "unless you're getting a flood of offers." But seconds later, he was off on a scathing tirade against consultants who have "never even been a janitor" in

### 'The white boy took the 'jam' word and shoved it up our ass'

black radio, and the notion of "bringing in somebody who has sold nothing but shoes to tell you how to sell clothes."

WNHC New Haven, Conn. PD Hector Hannibal urged his colleagues to cooperate with consultants despite their reservations, saying, "Too many people let their ego and pride get in the way." WBLX Mobile, Ala., PD Tony Brown—whose station recently became a Jerry Clifton client—said he "welcomed the idea" because Clifton advised him on radio strategy and marketing, not on the behavior or lifestyles of blacks, the area in which Taylor felt white consultants were unqualified.

### SAY Y'ALL?

Ironically, it was several Clifton clients that have, over the last year, revived the long-dormant use of black vernacular on the radio. The predominantly white air staff at his WPGC-FM Washington, D.C. uses signifi-

cant amounts of black slang. And several Clifton outlets using the word "jams" in their nickname have made "jam" again a standard vocabulary word throughout the format.

That led the Mad Hatter, PD of WBLX's rival, WGOK, to comment at the next day's panel on "Improving Audience Attention Recall" that black radio is "losing [its] vernacular. A lot of black jocks are trying to . . . talk over the audience's head. In Mobile, Ala., every once in a while, you've got to say 'y'all.'"

Hatter, who had previously done mornings at WORL Orlando, Fla., when Clifton's WJHM (102 JAMZ) entered the market, added, "The white boy came and took the 'jam' word and shoved it up our ass. He made us afraid to say 'jam'—but not me."

But when an audience member accused WVEE (V103) Atlanta PD Mike Roberts of "homogenizing" his DJs, Roberts—who is black—shot back, "I'm not going to apologize for an 11-share radio station . . . My jocks are in the community. My jocks are in the clubs. I'm not going to apologize for the fact that they don't get on the air and act like niggers."

### THE ORIGINAL 13

With convention host and tipsheet publisher Jack "the Rapper" Gibson having helped found the National Assn. of Radio Announcers in 1955, there was a noticeable emphasis at this year's Family Affair on veteran air talent. At his session, Sonny Taylor had bemoaned the lack of black jocks over age 40 where, for instance,

baseball announcer Harry Carey had remained on the air for years.

There was plenty of respect for the veterans at the confab itself, however. The four living members of NARA's "original 13"—Detroit's Larry Dixon, Baltimore's Maurice "Hot Rod" Hulbert, New Orleans' John Hardy, and Gibson himself—were on stage at Saturday night's awards dinner. They were also the stars of a Friday retrospective panel hosted by Ebony Moonbeams' Dyana Williams, along with Eddie O'Jay and Inner City Broadcasting's Hal Jackson.

Hardy recalled that the original 13 got their name by being the only attendees who could make the first meeting. Perhaps the others didn't attend, he suggested, because white owners—afraid of a black radio union—wouldn't let them. O'Jay talked about how NARA had evolved into NATRA—including black TV personalities—and then became "simply a party organization," thus prompting its demise.

Not surprisingly, the "homogenization" charges were loud here. Hulbert traced it back to the '70s when "black DJs began to emulate whites—they were told when and how long to speak. If the reins are loosened on young programmers and DJs today we could get back [to the time when black DJs had power in the community]."

*Assistance in preparing this story was provided by Thom Duffy and Janine McAdams.*

### WASHINGTON ROUNDUP

(Continued from preceding page)

weeks earlier. While Sikes has been sworn in twice, Andrew Barrett is not expected to take his seat until September.

One of the FCC's best-known staff members is retiring Sept. 1. Ed Minkel will leave behind the managing director post he has held since 1981 after a career in the military.

### DENNIS ATTACKS 'FIG LEAF'

Patricia Diaz Dennis may be on the way out, but she is definitely not down. Dennis has ripped into the FCC's recent grant of waivers allowing Great American to keep AM-FM-TV combos in Cincinnati and Kansas City despite the one-to-a-market rule. She pointed out that neither market is big enough to qualify for waivers available in top-25 markets with 30 broadcast signals.

In her dissent, Dennis disputed the FCC's rationale that it is cheaper to operate the combos jointly. Dennis charged that all six radio and TV stations involved are strong enough to serve their communities or attract outside buyers. "In light of this decision, the 25 market/30 voice standard may be simply a fig leaf to cover the goal of scuttling the one-to-a-market rule . . . I remain committed to promoting diversity, but outright repeal of the rule would be more straightforward than letting it die a death by a thousand cuts."

**NAB SEEKS AM SUMMIT WITH NEW FCC**  
In an open letter to Chairman

Sikes, who used to own Missouri AMs, the National Assn. of Broadcasters' Radio Board has called for a top-level FCC meeting this fall on the plight of AM radio. NAB envisions attendance by the commissioners and their staffs, key FCC bureau personnel, radio set mak-

ers, engineers, and broadcasters. If Sikes agrees, various witnesses would offer "testimony and commentary," while NAB would stage an audio/visual show on the state of AM and the trade group's ideas for "wide-ranging AM improvement."

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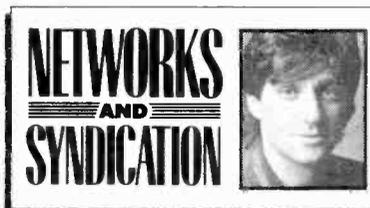


## Jack The Rapper Session Addresses Lack Of Urban Ad Dollars

This week's column was written by Craig Rosen in Los Angeles and Sean Ross in Atlanta.

ATLANTA While the number of nationally syndicated shows targeting urban radio has increased, advertising dollars for those shows remain a problem, as they do on the local level. That was the upshot of a syndication panel held here August 18 at Jack The Rapper's Family Affair '89 convention.

The session's title, "Today's Syndication: Why It Works," would tend to suggest that there are still a significant number of urban PDs opposed to syndication.



by Craig Rosen

So would some of the printed material distributed at the session, including a Westwood One handout that actually mentioned competing programs—to indicate the genre's star power—and suggesting that programmers think of national shows as a secret weapon against crossover stations.

But WW1 affiliate relations manager Joyce Clarke says the problem is less PDs who won't run syndication at all than it is an increasingly crowded buffet table. In the last year, the number of syndicated black countdowns has expanded to at least five. Several other genres—among them the black music magazine, rap countdown, weekly gospel program, and financial-oriented shortform—have all gotten new competition recently.

While the number of shows has changed, the horror stories about advertisers were, however, familiar to anybody who has attended urban radio conventions. Early on, "Inside Gospel" host Candida Mobley asked the panel, "The numbers are so small because



**Six Between Friends.** WHITZ (Z100) New York celebrated its sixth birthday with a listener party at New York's Palladium featuring appearances from New Kids On The Block, Paula Abdul, Debbie Gibson, Hall & Oates, and Cyndi Lauper, among others. Pictured backstage, from left, are Z100 VP of programming & operations Steve Kingston, Paula Abdul, and Virgin VP of promotion Phil Quartararo.

we're talking about black dollars. What can we do to go after general market dollars?"

Responded Burrell Advertising's Michelle Gardner, "It's going to be difficult to persuade anybody in that field. Burrell works with advertisers with co-op dollars, such as McDonalds and Coca-Cola. I have bottlers who say, 'We know we're going to get black dollars. Why do we have to advertise?'"

Gardner said that a lot of her clients thought they were buying the black audience through TV advertising. "But the programs they buy, we don't necessarily watch. Blacks aren't watching Gary Shandling," she said. Walt Love, urban radio editor of Radio & Records and host of WW1's "The Countdown," called Procter & Gamble president Ross Love and was told that black-oriented radio advertising was unnecessary "because you've assimilated into the mass population," before being shunted off to P&G's community affairs department.

The only hope Gardner saw for expanding advertising dollars was to approach different players within a product category—i.e, if Coke bottlers weren't forthcoming with money, call Pepsi. She also called for separate ratings of the black audience similar to those done by Arbitron and Birch with Hispanics.

(Those don't appear to be forthcoming. In another Rapper session, Arbitron Southwestern radio sales manager Pierre Bouvard said there hadn't been enough agency interest in black-only information and encouraged those who wanted it to purchase it through the Arbitron Information On Demand service.)

Both Gardner and moderator/syndicator Lee Bailey were quick to assure PDs, however, that despite the dollar crunch, there was no zero-sum game between national and local monies—an ongoing station complaint. "There are a lot of dollars that local radio isn't going to get anyway," said Bailey.

"I've never heard a bottler say, 'I'm paying for [Bailey's magazine show] 'RadioScope' so I'm not going to buy local radio.' The money that is allocated across the bottling system is minute—perhaps \$50 per bottler. Those who use that excuse wouldn't buy black radio anyway."

Squeezing syndicators from the other side is the increased leverage for network compensation that the larger number of shows have given broadcasters. "Some PDs like to think that the only way syndication is going to work is if somebody pays them," said Love. Although she wouldn't say much else on the topic, Clarke later acknowledged that there was now "a mini-war" between syndicators. "Barter is how syndication began, and we're trying to keep things

low-key," she said.

Also discussed in the panel was the issue of affidavit falsification.

"Our credibility quotient takes a dive when you have 350 stations and 200 of them are lying," said Clarke. "If you stab us in the chest, we are going to bleed all over each other . . . I don't get paid until the advertiser pays us."

Bailey made a point of adding that the affidavit problem occurs in general market radio as well, before KPRT/KPRS Kansas City, Mo., principal Mildred Carter—whose pronouncements on her lengthy history as a black station owner made her one of the undisputed stars of this year's rapper—said she was "astounded" that black broadcasters would jeopardize their businesses by even allowing verification problems to ex-

ist.

Another audience member, discussing Bailey's venture into the personal finance field with "The Bottom Line," told him, "Our listeners need and want information on business and health. I'd like to know why your affiliates aren't signing up." "So would I," said Bailey, noting that he felt there was still public service content in what he termed his "info-tainment" programs, such as "RadioScope" and the forthcoming "Hip-Hop Report" currently set for an October debut.

### COUNTRY UPDATE

**Emerald Entertainment Network's "Saturday Night House Party,"** hosted by WSIX-AM-FM Nashville morning man Gerry House (Billboard, April 1), debuts on more than 100 stations Sept. 2.

House, busy with Emerald's "Party," left James Paul Brown Production's "Countryline" in May, but continues to host JPBP's "America's #1."

"Countryline" has since gone monthly. John Tesh of "Entertainment Tonight" hosted the July installment featuring Randy Travis. At press time, a second show had yet to be scheduled. Meanwhile, JPBP is gearing up to push its new "The Weekly Top 30." The show, hosted by KPLX Dallas personalities Harmon & Evans, debuts the weekend of Sept. 9.

### AROUND THE INDUSTRY

Former KLDE Houston midday personality Dan McKay is the new PD of the Transtar Radio Networks' "Special Blend" format . . . Pro Football Hall of Famer (Continued on page 15)

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HOT ADULT CONTEMPORARY™

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	TITLE LABEL & NUMBER/DISTRIBUTING LABEL	ARTIST
				★ ★ NO. 1 ★ ★	
1	1	1	9	RIGHT HERE WAITING EMI 50219	◆ RICHARD MARX 5 weeks at No. 1
2	2	2	9	DON'T WANNA LOSE YOU EPIC 34-68959/E.P.A.	◆ GLORIA ESTEFAN
3	3	3	10	THE END OF THE INNOCENCE Geffen 7-22925	◆ DON HENLEY
4	5	5	9	SACRED EMOTION Capitol 44379	◆ DONNY OSMOND
5	4	4	11	SOUL PROVIDER Columbia 38-68909	◆ MICHAEL BOLTON
6	6	9	5	ONE Warner Bros. 7-22899	◆ BEE GEES
7	8	17	6	IF I COULD TURN BACK TIME Geffen 7-22886	◆ CHER
8	19	26	4	SHOWER ME WITH YOUR LOVE Columbia 38-68746	◆ SURFACE
9	10	13	12	ON THE BEACH Geffen 7-22938	◆ CHRIS REA
10	7	6	16	IF YOU DON'T KNOW ME BY NOW Elektra 7-69297	◆ SIMPLY RED
11	20	36	3	STILL CRUISIN' Capitol 44445	◆ THE BEACH BOYS
12	9	8	17	THIS TIME I KNOW IT'S FOR REAL Atlantic 7-88899	◆ DONNA SUMMER
13	14	15	9	NO MORE RHYME Atlantic 7-88885	◆ DEBBIE GIBSON
14	32	—	2	CHERISH Sire 7-22883/Warner Bros.	MADONNA
15	12	7	13	TROUBLE ME Elektra 7-69298	◆ 10,000 MANIACS
16	11	12	11	SPELL Mika 889 328-7/Polygram	DEON ESTUS
17	16	14	11	GOOD THING I.R.S. 53639/MCA	◆ FINE YOUNG CANNIBALS
18	26	29	6	IF YOU ASKED ME TO MCA 53358	◆ PATTI LABELLE
19	22	28	5	AND THE NIGHT STOOD STILL Arista 1-9797	◆ DION
20	27	38	4	EVERYTHING BUT MY PRIDE Virgin 7-99184	◆ CUTTING CREW
21	15	11	16	MY ONE TEMPTATION Island 7-99252/Atlantic	◆ MICA PARIS
22	13	10	12	DARLIN' I Wing 871 936-7/Polygram	◆ VANESSA WILLIAMS
23	23	21	14	INTO THE NIGHT Polydor 889 368-7/Polygram	BENNY MARDONES
24	NEW ▶	1		★★★ HOT SHOT DEBUT ★★★ HEALING HANDS MCA 53692	◆ ELTON JOHN
25	48	—	2	★★★ POWER PICK ★★★ ANGEL EYES Arista 1-9808	◆ THE JEFF HEALEY BAND
26	24	18	18	I'LL BE LOVING YOU (FOREVER) Columbia 38-68671	◆ NEW KIDS ON THE BLOCK
27	30	24	22	MISS YOU LIKE CRAZY EMI 50185	◆ NATALIE COLE
28	35	46	3	BABY CAN I HOLD YOU Columbia LP CUT	NEIL DIAMOND
29	45	50	3	I DO EMI 50213	NATALIE COLE (DUET WITH FREDDIE JACKSON)
30	17	19	11	HOW'M I GONNA SLEEP Capitol 44339	◆ TIM FINN
31	18	20	8	LICENCE TO KILL MCA 53657	◆ GLADYS KNIGHT
32	29	39	7	SOMETHING REAL Elektra 7-69290	◆ PHOEBE SNOW
33	37	42	5	(SOMETHING INSIDE) SO STRONG Reprise 7-22853	◆ KENNY ROGERS
34	43	47	3	TAKE ANOTHER ROAD MCA 53675	◆ JIMMY BUFFETT
35	21	16	16	WAITING GAME Fontana 874 190-7/Polygram	◆ SWING OUT SISTER
36	28	22	19	CRY Polydor 871 110-7/Polygram	◆ WATERFRONT
37	36	32	18	WHERE ARE YOU NOW? WTG 31-68625	JIMMY HARNEN WITH SYNCH
38	50	—	2	AIN'T TOO PROUD TO BEG RCA 9030	RICK ASTLEY
39	34	25	13	EXPRESS YOURSELF Sire 7-22948/Warner Bros.	◆ MADONNA
40	25	27	10	DANCING WITH THE LION Columbia 38-68928	◆ ANDREAS VOLLENWEIDER
41	33	23	15	ROOMS ON FIRE Modern 7-99216/Atlantic	◆ STEVIE NICKS
42	38	37	22	EVERLASTING LOVE Elektra 7-69308	◆ HOWARD JONES
43	RE-ENTRY	20		TALK IT OVER RCA 8802	◆ GRAYSON HUGH
44	39	33	29	SECOND CHANCE A&M 1273	◆ THIRTY EIGHT SPECIAL
45	46	35	15	WE CAN LAST FOREVER Reprise 7-22985	CHICAGO
46	49	—	2	TWO STRONG HEARTS RCA 8915	◆ JOHN FARNHAM
47	31	34	6	JACKIE BROWN Mercury 874 644-7/Polygram	◆ JOHN COUGAR MELLENCAMP
48	42	43	10	TOY SOLDIERS Columbia 38-68747	◆ MARTIKA
49	44	41	12	THE DOCTOR Capitol 44376	◆ THE DOOBIE BROTHERS
50	NEW ▶	1		ANYTHING CAN HAPPEN Elektra 7-69284	◆ JACKSON BROWNE

Products with the greatest airplay gains this week. ◆ Videoclip availability.

RADIO

Many Stations Disdain Phone Cos. For Remote Broadcasts

BY CARYN BRUCE

NEW YORK The good news is that the handful of phone company strikes that have dotted the nation in recent weeks have not stunted radio stations' day-to-day operations. The bad news, say broadcasters, is that their relationships with the phone companies are far

PROMOTIONS

from perfect, with many accusing the utility of being unresponsive to the stations' needs.

AC WBZ Boston—which did its first live remote from the Eastern States Exposition in Springfield, Mass., on Sept. 19, 1921—now struggles with New England Telephone for access to remote broadcast lines. "The phone company is so unreliable," says marketing/promotion manager Frank Murtagh, that "sometimes you can't get a remote line in a certain area; sometimes you get one and it doesn't work right."

Many stations avoid the phone lines for remotes and use such alternatives as the Marti remote broadcast pickup system. However, in Boston so many stations do remote broadcasts that it is difficult for any one station to successfully broadcast with a Marti, which provides a limited number of frequencies.

Stations in smaller markets rely almost entirely on Marti. Brian Illes, PD of classic rock WKFM Syracuse, N.Y., says that, for a medium-sized market, "anything involving the phone company takes just too much time and money."

According to station managers, the average fee across the country for one remote broadcast using phone lines is about \$1,500, including installation charges and mileage fees. Plus, in most areas, a station must notify the phone company at least two weeks in advance for phone lines.

Marti Electronics' founder saw the need for an alternative to phone lines 40 years ago and developed the remote broadcast pickup system that is used by more than

60% of the country's stations, says Mac McClanahan, president of Marti Electronics. Marti systems range from about \$2,800 to \$6,700, he adds, and the quality is much better than phone lines. "Over the past few years phone companies have not catered to broadcasters' needs," says McClanahan. "They brush them aside for other, more profitable, projects."

Mary Klein, OM of N/T KMOX St. Louis, agrees. Although KMOX maintains a good relationship with its local phone company, Klein says the phone industry needs to look more carefully at the needs of broadcasters. "I bring it up every time I go to a Southwestern Bell or AT&T meeting," she says. "We are trying to make the phone company come up with new equipment for broadcasters, but they just don't understand what it is stations need. I think phone companies need to live with us for a while to find out."

Stations that use such services as 800 numbers and special lines are finding that the phone companies and long distance services can be extremely helpful.

WKFM's signal stretches into Canada and down to the southern border of New York state. So, in March, the station installed an 800 number using MCI Telecommunications services. The costs for an 800 number in Syracuse are \$75 installation fee, a monthly charge of \$20, and about 20 cents for each incoming call, says Sherry Picciotto, an MCI executive account representative. Costs around the country are comparable, say other PDs.

In the mega-markets, the cost-effectiveness of 800 numbers is a toss-up. Top 40 WHZT (Z100) New York installed its 800 lines a few years ago, and the station is still pleased with the services, says GM Gary Fisher. But crossover KPWR (Power 106) Los Angeles charges listeners in other area codes about 12 cents for each call. "With all the calls we get here, it would just cost too much to put in an 800 number," says GM Phil Newmark.

Top 40 WXSX-FM Boston relates well with its local phone company, New England Bell, since the

(Continued on next page)

MISSING IN CONCERT



Have you seen this woman? If you haven't, you're not alone. **KARYN WHITE** is described as an attractive black female who often gyrates her body on stage. However, she has missed several Southland area concerts. If you have any information as to the whereabouts of this woman, please contact **DEANER AND DAVID THE BREAKFAST CLUB at 99.1 KGGI-FM, 5 A.M. to 9 A.M., at 431-5991**



**White Noise.** When Karyn White missed two Southern California tour dates due to an eye injury, KGGI Riverside, Calif., morning team Deaner & David decided to sticker 1,000 local milk cartons with her picture, left. The station is now teaming with Warner Bros. to send the winner of an outrageous stunt contest to see White in San Jose, Calif.

YesterHits

Hits From Billboard 10 and 20 Years Ago This Week

POP SINGLES—10 Years Ago

1. My Sharona, The Knack, CAPITOL
2. Good Times, Chic, CAPITOL
3. Main Event/Fight, Barbra Streisand, COLUMBIA
4. After The Love Has Gone, Earth, Wind & Fire, ARC
5. Don't Bring Me Down, Electric Light Orchestra, JET
6. The Devil Went Down To Georgia, Charlie Daniels Band, EPIC
7. Lead Me On, Maxine Nightingale, WINDSONG
8. Sad Eyes, Robert John, EMI
9. Mama Can't Buy You Love, Elton John, MCA
10. I'll Never Love This Way Again, Dionne Warwick, ARISTA

TOP SINGLES—20 Years Ago

1. Honky Tonk Women, Rolling Stones, LONDON
2. A Boy Named Sue, Johnny Cash, COLUMBIA
3. Sugar, Sugar, Archies, CALENDAR
4. Put A Little Love In Your Heart, Jackie DeShannon, IMPERIAL
5. Sweet Caroline, Neil Diamond, UNI
6. Get Together, Youngbloods, RCA
7. Green River, Creedence Clearwater Revival, FANTASY
8. In The Year 2525 (Exordium & Terminus), Zagar & Evans, RCA
9. Lay Lady Lay, Bob Dylan, COLUMBIA
10. Crystal Blue Persuasion, Tommy James & the Shondells, ROULETTE

TOP ALBUMS—10 Years Ago

1. Get The Knack, The Knack, CAPITOL
2. Breakfast In America, Supertramp, A&M
3. Candy-O, Cars, ELEKTRA
4. I Am, Earth Wind & Fire, ARC
5. Million Mile Reflections, Charlie Daniels Band, EPIC
6. Discovery, Electric Light Orchestra, JET
7. Risque, Chic, ATLANTIC
8. Rust Never Sleeps, Neil Young, WARNER BROS.
9. Bad Girls, Donna Summer, CASABLANCA
10. Midnight Magic, Commodores, MOTOWN

TOP ALBUMS—20 Years Ago

1. At San Quentin, Johnny Cash, COLUMBIA
2. Blood, Sweat & Tears, COLUMBIA
3. Blind Faith, ATLANTIC
4. Best Of Cream, ATCO
5. Hair, Original Cast, RCA
6. Soft Parade, Doors, ELEKTRA
7. Romeo & Juliet, Soundtrack, CAPITOL
8. This Is, Tom Jones, PARROT
9. In-A-Gadda-Da-Vida, Iron Butterfly, ATCO
10. The Best Of The Bee Gees, ATCO

COUNTRY SINGLES—10 Years Ago

1. Heartbreak Hotel, Willie Nelson & Leon Russell, COLUMBIA
2. I May Never Get To Heaven, Conway Twitty, COLUMBIA
3. You're My Jamaica, Charley Pride, RCA
4. Till I Can Make It On My Own, Kenny Rogers & Dottie West, UNITED ARTISTS
5. Just Good Ol' Boys, Moe Bandy & Joe Stampley, COLUMBIA
6. The Devil Went Down To Georgia, Charlie Daniels Band, EPIC
7. Coca Cola Cowboy, Mel Tillis, MCA
8. Your Kisses Will, Crystal Gayle, UNITED ARTISTS
9. It Must Be Love, Don Williams, MCA
10. Stay With Me, Dave & Sugar, RCA

SOUL SINGLES—10 Years Ago

1. Good Times, Chic, ATLANTIC
2. After The Love Has Gone, Earth, Wind & Fire With The Emotions, ARC
3. Don't Stop Til You Get Enough, Michael Jackson, EPIC
4. Found A Cure, Ashford & Simpson, WARNER BROS.
5. Turn Off The Lights, Teddy Pendergrass, PIR
6. I Just Want To Be, Cameo, CHOCOLATE CITY
7. Bad Girls, Donna Summer, CASABLANCA
8. Firecracker, Mass Production, COTILLION
9. I'm A Sucker For Your Love, Teena Marie, GORDY
10. Why Leave Us Alone, Five Special, ELEKTRA

## NETWORKS AND SYNDICATIONS

(Continued from page 13)

Mel Blount will host "NFL Legends," a one-minute vignette series on Sheridan Broadcasting's STRZ Entertainment Network featuring interviews and highlighting the careers of NFL greats. The series kicks off this fall and will be heard on 135 stations.

After a decade on **The Source**, **Dan Formento's** daily feature "Today In Rock History" has moved to **CBS RadioRadio**. This is the first time since 1972 that the show has been offered exclusively to CBS-R affiliates. The addition of "Today In Rock History" is one of several network changes; RadioRadio's four shortform features have been eliminated, and its newscasts will now be fed at :45 with an optional cutaway.

### CALENDAR

Below is a weekly calendar of upcoming network and syndicated music specials. Shows with mul-

tiple dates indicate that local stations have option of broadcast time and dates.

Sept. 1-4, **Isle Of Dreams**, Westwood One Radio Networks special, six hours.

Sept. 1-4, **America's Concert In The Country**, Part 4, Westwood One Radio Networks special, three hours.

Sept. 1-4, **Superjam '89**, Part 3, Westwood One Radio Networks special, two hours.

Sept. 1-4, **Gold Records Of The British Invasion**, The British Invasion Series, Unistar Programming Network special series, 90 minutes.

Sept. 1-2, **Gloria Estefan**, On The Radio, On The Radio Broadcasting, one hour.

Sept. 1-3, **Chuck Berry/Elvis/Monkees**, Cruisin' America with Cousin Brucie, CBS RadioRadio, three hours.

Sept. 1-3, **Sharon Bryant**, On The Move with Tom Joyner, CBS RadioRadio, three hours.

Sept. 1-3, **New Kids On The Block**, "Weird Al" Yankovic, Jets, Party America, Cutler Productions, two hours.

Sept. 1-3, **The Rod Stewart Story**, The Weekly Special, Unistar Programming Network, 90 minutes.

Sept. 2-4, **The American Top 40 Book Of Records: '80s Edition**, ABC Radio Networks special, four hours.

Sept. 2-4, **A Love Letter To Frank Sinatra**, Sounds Of Sinatra Special, Orange Productions, three hours.

Sept. 2-4, **California Country 1989**, Country Six Pack 1989, Unistar Programming Network special, three hours.

Sept. 2-4, **Summer Encore 1989**, Unistar Programming Network special, four hours.

Sept. 2-3, **Kool & The Gang/After 7/Troy Johnson**, RadioScope, Lee Bailey Communications, one hour.

Sept. 3, **"The Kids Are Alright": The Who Live In Concert**, Westwood One Radio Networks special, three hours.

Sept. 3, **Paul McCartney/Rolling Stones/Aerosmith**, Powercuts, Global Satellite Network, two hours.

Sept. 4, **Anderson, Wakeman, Bruford, Howe**, Up Close, MediaAmerica Radio, 90 minutes/two hours.

Sept. 4-10, **Mick Jones**, The World Of Rock With Scott Muni, DIR Broadcasting, four hours.

Sept. 4-10, **Rolling Stones**, King Biscuit Flower Hour, DIR Broadcasting, one hour.

Sept. 4-10, **Fabulous Thunderbirds**, In Concert, Westwood One Radio Networks, 90 minutes.

Sept. 4-10, **Loggins & Messina/Steve Miller/Bruce Springsteen**, Classic Cuts, MJI Broadcasting, one hour.

Sept. 4-10, **Richard Marx**, Rock Today, MJI Broadcasting, one hour.

Sept. 4-10, **Desert Rose Band**, Country Today, MJI Broadcasting, one hour.

Sept. 4-10, **Rosanne Cash**, Westwood One Presents, Westwood One Radio Networks, one hour.

FOR WEEK ENDING SEPTEMBER 2, 1989

## MODERN ROCK TRACKS™

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	TITLE LABEL & NUMBER/DISTRIBUTING LABEL	ARTIST
1	1	2	7	★★ NO. 1 ★★ <b>COME ANYTIME</b> RCA LP CUT	HOODOO GURUS 2 weeks at No. 1
2	4	5	5	<b>LOOK WHO'S DANCING</b> VIRGIN 7-99182	ZIGGY MARLEY/MELODY MAKERS
3	2	3	10	<b>LOVE SONG</b> ELEKTRA 7-69280	THE CURE
4	8	16	3	<b>BETWEEN SOMETHING AND NOTHING</b> SIRE LP CUT/REPRISE	THE OCEAN BLUE
5	5	4	11	<b>HERE COMES YOUR MAN</b> ELEKTRA 7-69287	PIXIES
6	NEW ▶	1	1	<b>LOVE SHACK</b> REPRISE 7-22817	THE B-52'S
7	6	6	11	<b>LET THE DAY BEGIN</b> MCA 53658	THE CALL
8	7	8	7	<b>DON'T CRASH THE CAR TONIGHT</b> CHAMELEON LP CUT	MARY'S DANISH
9	12	23	3	<b>SHAKIN' THE TREE</b> VIRGIN LP CUT	YOUSSOU N'DOUR
10	13	11	9	<b>HARD SUN</b> A&M 1431	INDIO
11	NEW ▶	1	1	<b>WAY OF THE WORLD</b> ATLANTIC 7-88844	MAX Q
12	23	—	2	<b>SMOKE RINGS</b> CHRYSALIS LP CUT	WINTER HOURS
13	11	14	5	<b>I DON'T WANT A LOVER</b> MERCURY 872-350-7/POLYGRAM	TEXAS
14	10	9	4	<b>DON'T LOOK BACK</b> I.R.S. 53695/MCA	FINE YOUNG CANNIBALS
15	27	—	2	<b>SHE BANGS THE DRUM</b> SILVERTONE LP CUT/RCA	THE STONE ROSES
16	16	20	6	<b>FUTURE 40'S (STRING OF PEARLS)</b> VIRGIN LP CUT	SYD STRAW
17	NEW ▶	1	1	<b>JAMES BROWN</b> COLUMBIA LP CUT	BIG AUDIO DYNAMITE
18	18	—	2	<b>HEY LADIES</b> CAPITOL 44402	BEASTIE BOYS
19	NEW ▶	1	1	<b>SOWING THE SEEDS OF LOVE</b> FONTANA 874-810-7/POLYGRAM	TEARS FOR FEARS
20	26	19	6	<b>EAT FOR TWO</b> ELEKTRA LP CUT	10,000 MANIACS
21	25	21	3	<b>COMPULSION</b> SIRE EP CUT/WARNER BROS.	MARTIN L. GORE
22	14	24	3	<b>ACCIDENTALLY 4TH. STREET</b> SIRE LP CUT/WARNER BROS.	FIGURES ON A BEACH
23	22	25	3	<b>ACHIN' TO BE</b> SIRE LP CUT/REPRISE	THE REPLACEMENTS
24	19	22	4	<b>LOVE CRUSHING</b> CAPITOL LP CUT	FETCHIN BONES
25	3	1	8	<b>CHANNEL Z</b> REPRISE LP CUT	THE B-52'S
26	15	18	4	<b>GRAVITATE TO ME</b> EPIC LP CUT/E.P.A.	THE THE
27	9	7	9	<b>RADIO SILENCE</b> COLUMBIA LP CUT	BORIS GREBENSHIKOV
28	NEW ▶	1	1	<b>KNOCK ME DOWN</b> EMI LP CUT	RED HOT CHILI PEPPERS
29	NEW ▶	1	1	<b>ROCK AND ROLL BABYLON</b> RCA LP CUT	LOVE AND ROCKETS
30	NEW ▶	1	1	<b>STAND UP</b> SIRE 7-22852/WARNER BROS.	UNDERWORLD

Billboard, copyright 1989. ○ Tracks with the greatest airplay gains this week.

## ALBUM ROCK TRACKS™

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	TITLE LABEL & NUMBER/DISTRIBUTING LABEL	ARTIST
1	NEW ▶	1	1	★★ NO. 1 ★★ <b>MIXED EMOTIONS</b> COLUMBIA 38-69008	ROLLING STONES 1 week at No. 1
2	1	3	18	<b>FREE FALLIN'</b> MCA LP CUT	TOM PETTY
3	NEW ▶	1	1	<b>LOVE IN AN ELEVATOR</b> Geffen 7-22845	AEROSMITH
4	3	6	10	<b>HEAVEN</b> COLUMBIA 38-68985	WARRANT
5	2	5	9	<b>I WILL NOT GO QUIETLY</b> Geffen LP CUT	DON HENLEY
6	6	7	5	<b>SOMETHING TO HOLD ON TO</b> ELEKTRA LP CUT	TREVOR RABIN
7	7	9	5	<b>CHEER DOWN</b> WARNER BROS. SOUNDTRACK LP CUT	GEORGE HARRISON
8	4	1	13	<b>LET THE DAY BEGIN</b> MCA 53658	THE CALL
9	10	14	7	<b>CHASING YOU INTO THE LIGHT</b> ELEKTRA LP CUT	JACKSON BROWNE
10	16	18	5	<b>IT'S NOT ENOUGH</b> RCA 9032	STARSHIP
11	12	15	12	<b>18 AND LIFE</b> ATLANTIC 7-88883	SKID ROW
12	13	13	7	<b>NOTHIN' YOU CAN DO ABOUT IT</b> EMI LP CUT	RICHARD MARX
13	8	4	12	<b>CROSSFIRE</b> EPIC LP CUT/E.P.A.	STEVIE RAY VAUGHAN & DOUBLE TROUBLE
14	19	24	4	<b>WHEN THE NIGHT COMES</b> CAPITOL LP CUT	JOE COCKER
15	21	—	2	<b>CALL IT LOVE</b> RCA 9038	POCO
16	5	2	11	<b>FORGET ME NOT</b> EPIC 34-68946/E.P.A.	BAD ENGLISH
17	17	22	4	<b>JUST WANNA HOLD</b> ATLANTIC 7-88954	MICK JONES
18	15	19	7	<b>JELLY ROLL</b> Geffen 7-22885	BLUE MURDER
19	18	21	6	<b>LOVE CRIES</b> CHRYSALIS 23366	STAGE DOLLS
20	NEW ▶	1	1	<b>DR. FEELGOOD</b> ELEKTRA 7-69271	MOTLEY CRUE
21	NEW ▶	1	1	<b>SOWING THE SEEDS OF LOVE</b> FONTANA 874 710-7/POLYGRAM	TEARS FOR FEARS
22	11	11	10	<b>LONG WAY TO GO</b> MODERN LP CUT/ATLANTIC	STEVIE NICKS
23	24	34	4	<b>POISON</b> EPIC LP CUT/E.P.A.	ALICE COOPER
24	26	35	4	<b>ORDER OF...</b> ARISTA LP CUT	ANDERSON, BRUFORD, WAKEMAN, HOWE
25	36	—	2	★★★ POWER TRACK ★★★ <b>HEALING HANDS</b> MCA 53692	ELTON JOHN
26	9	8	12	<b>ON THE LINE</b> ATCO 7-99208	TANGIER
27	29	37	3	<b>TIED UP</b> CAPITOL LP CUT	BILLY SQUIER
28	14	12	9	<b>DIG</b> ATLANTIC LP CUT	PETE TOWNSHEND/THE WHO
29	27	31	6	<b>I DON'T WANT A LOVER</b> MERCURY 872 350-7/POLYGRAM	TEXAS
30	33	50	3	<b>LET'S SHAKE IT UP</b> CHRYSALIS LP CUT	TEN YEARS AFTER
31	20	17	14	<b>NEED A LITTLE TASTE OF LOVE</b> CAPITOL 44441	THE DOOBIE BROTHERS
32	25	30	10	<b>WALKIN' SHOES</b> A&M 1425	TORA TORA
33	NEW ▶	1	1	<b>EDIE (CIAO BABY)</b> SIRE LP CUT/REPRISE	THE CULT
34	43	—	2	<b>THE REVOLUTION SONG</b> POLYDOR LP CUT/POLYGRAM	WORLD TRADE
35	34	36	6	<b>HARD SUN</b> A&M 1431	INDIO
36	40	49	3	<b>LOVE SONG</b> ELEKTRA 7-69280	THE CURE
37	22	10	16	<b>HEADED FOR A HEARTBREAK</b> ATLANTIC 7-88922	WINGER
38	32	29	18	<b>RUNNIN' DOWN A DREAM</b> MCA 53682	TOM PETTY
39	28	23	7	<b>RAD GUMBO</b> ARISTA LP CUT	LITTLE FEAT
40	31	16	11	<b>THE END OF THE INNOCENCE</b> Geffen 7-22925	DON HENLEY
41	23	20	10	<b>YOU DON'T GET MUCH</b> SLASH LP CUT/REPRISE	BODEANS
42	38	46	3	<b>DON'T LOOK BACK</b> I.R.S. 53695/MCA	FINE YOUNG CANNIBALS
43	NEW ▶	1	1	<b>PLANES</b> EPIC LP CUT/E.P.A.	JEFFERSON AIRPLANE
44	37	40	5	<b>ACHIN' TO BE</b> SIRE LP CUT/REPRISE	THE REPLACEMENTS
45	NEW ▶	1	1	<b>PAINTING BY NUMBERS</b> COLUMBIA LP CUT	JAMES MCMURTRY
46	46	—	6	<b>SOUTH OF THE BORDER</b> CAPITOL LP CUT	THE DOOBIE BROTHERS
47	30	25	10	<b>ALL I WANT IS YOU</b> ISLAND 7-99199/ATLANTIC	U2
48	39	39	6	<b>ADDICTED TO THAT RUSH</b> ATLANTIC LP CUT	MR. BIG
49	NEW ▶	1	1	<b>NEW THING</b> ATCO LP CUT	ENUFF Z'NUFF
50	41	41	5	<b>I DON'T BELIEVE IN LOVE</b> EMI LP CUT	QUEENSRYCHE

○ Tracks with the greatest airplay gains this week. The Flashmaker is the highest-debuting track of the week. The Power Track is the track on the chart that shows the largest increase in airplay over the week before.

# POWER PLAYLISTS

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

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

### PLATINUM

**New York** P.D.: Steve Kingston

- 1 New Kids On The Block, Hangin' Tough
- 2 Paula Abdul, Cold Hearted
- 3 Richard Marx, Right Here Waiting
- 4 Soul II Soul, Keep On Movin'
- 5 Skid Row, 18 And Life
- 6 Surface, Shower Me With Your Love
- 7 Gloria Estefan, Don't Wanna Lose You
- 8 Bobby Brown, On Our Own (From Martika, Toy Soldiers)
- 9 Dingo, I Like It
- 10 Jody Watley With Eric B. & Rakim, Fri
- 11 Milli Vanilli, Girl I'm Gonna Miss You
- 12 Karyn White, Secret Rendezvous
- 13 Sweet Sensation, Hooked On You
- 14 Chucki Booker, Turned Away
- 15 Great White, Once Bitten Twice Shy
- 16 Debbie Gibson, No More Rhyme
- 17 Warrant, Heaven
- 18 Simply Red, If You Don't Know Me By N
- 19 Cher, If I Could Turn Back Time
- 20 Madonna, Cherish
- 21 Love And Rockets, So Alive
- 22 Seduction, (You're My One And Only) T
- 23 Buster Poindexter, All Night Party
- 24 Prince, Partyman
- 25 Bee Gees, One
- 26 The Jeff Healey Band, Angel Eyes
- 27 Babyface, It's No Crime
- 28 Neneh Cherry, Kisses On The Wind
- 29 Molly Crue, Dr. Feelgood
- 30 Rolling Stones, Mixed Emotions
- 31 Janet Jackson, Miss You Much

**New York** P.D.: Gary Bryan

- 1 New Kids On The Block, Hangin' Tough
- 2 Richard Marx, Right Here Waiting
- 3 Steve B. In My Eyes
- 4 Paula Abdul, Cold Hearted
- 5 Sweet Sensation, Hooked On You
- 6 Martika, Toy Soldiers
- 7 Gloria Estefan, Don't Wanna Lose You
- 8 Debbie Gibson, No More Rhyme
- 9 Warrant, Heaven
- 10 Surface, Shower Me With Your Love
- 11 Dingo, I Like It
- 12 Natalie Cole, Miss You Like Crazy
- 13 Bobby Brown, On Our Own (From Martika, Toy Soldiers)
- 14 Karyn White, Secret Rendezvous
- 15 Madonna, Cherish
- 16 Jody Watley With Eric B. & Rakim, Fri
- 17 Skid Row, 18 And Life
- 18 Chucki Booker, Turned Away
- 19 Great White, Once Bitten Twice Shy
- 20 Bon Jovi, Lay Your Hands On Me
- 21 Milli Vanilli, Girl I'm Gonna Miss You
- 22 Sinitta, Right Back Where We Started From
- 23 Simply Red, If You Don't Know Me By N
- 24 The Jeff Healey Band, Angel Eyes
- 25 Donna Summer, Love's About To Change
- 26 Michael Bolton, Soul Provider
- 27 Cher, If I Could Turn Back Time
- 28 Janet Jackson, Miss You Much
- 29 Neneh Cherry, Kisses On The Wind
- 30 Cyndi Lauper, My First Night Without Expose, When I Looked At Him
- 31 Prince, Partyman
- 32 Rolling Stones, Mixed Emotions
- 33 Babyface, It's No Crime
- 34 Third World, Same Old Song

**Philadelphia** P.D.: Charlie Quinn

- 1 Richard Marx, Right Here Waiting
- 2 Paula Abdul, Cold Hearted
- 3 Bobby Brown, On Our Own (From Martika, Toy Soldiers)
- 4 Soul II Soul, Keep On Movin'
- 5 Gloria Estefan, Don't Wanna Lose You
- 6 New Kids On The Block, Hangin' Tough
- 7 Surface, Shower Me With Your Love
- 8 Karyn White, Secret Rendezvous
- 9 Warrant, Heaven
- 10 Don Henley, The End Of The Innocence
- 11 Skid Row, 18 And Life
- 12 Jody Watley With Eric B. & Rakim, Fri
- 13 Great White, Once Bitten Twice Shy
- 14 Cher, If I Could Turn Back Time
- 15 Madonna, Cherish
- 16 Milli Vanilli, Girl I'm Gonna Miss You
- 17 Seduction, (You're My One And Only) T
- 18 Donna Summer, Love's About To Change
- 19 Katrina And The Waves, That's The Way
- 20 The Jeff Healey Band, Angel Eyes
- 21 Neneh Cherry, Kisses On The Wind
- 22 Prince, Partyman
- 23 Babyface, It's No Crime
- 24 Paul Shaffer, When The Radio Is On
- 25 Janet Jackson, Miss You Much
- 26 Fine Young Cannibals, Don't Look Back
- 27 Cindy Lauper, My First Night Without Expose, When I Looked At Him
- 28 Rolling Stones, Mixed Emotions
- 29 Living Colour, Glamour Boys
- 30 Tears For Fears, Sowing The Seeds Of
- 31 Aerosmith, Love In An Elevator
- 32 Michael Bolton, Soul Provider

**Chicago** P.D.: Buddy Scott

- 1 Richard Marx, Right Here Waiting
- 2 New Kids On The Block, Hangin' Tough
- 3 Dingo, I Like It
- 4 Gloria Estefan, Don't Wanna Lose You
- 5 Bobby Brown, On Our Own (From Martika, Toy Soldiers)
- 6 Paula Abdul, Cold Hearted
- 7 Soul II Soul, Keep On Movin'
- 8 Surface, Shower Me With Your Love
- 9 Milli Vanilli, Girl I'm Gonna Miss You
- 10 Donny Osmond, Sacred Emotion
- 11 Jody Watley With Eric B. & Rakim, Fri
- 12 Neneh Cherry, Kisses On The Wind
- 13 Madonna, Cherish
- 14 Prince, Partyman
- 15 Babyface, It's No Crime
- 16 Cyndi Lauper, My First Night Without Expose, When I Looked At Him
- 17 Eddie Murphy, Put Your Mouth On Me
- 18 Seduction, (You're My One And Only) T
- 19 Martika, I Feel The Earth Move
- 20 Expose, When I Looked At Him

- 21 Simply Red, If You Don't Know Me By N
- 22 Milli Vanilli, Baby Don't Forget My N
- 23 Expose, When I Looked At Him
- 24 Covergirls, My Heart Skips A Beat
- 25 Donna Summer, Love's About To Change
- 26 Pajama Party, Yo No Se
- 27 Neneh Cherry, Buffalo Stance
- 28 Chucki Booker, Turned Away
- 29 Nikki, If You Wanna
- 30 Best Sex, One
- 31 Janet Jackson, Miss You Much
- 32 Tina Turner, The Best
- 33 Steve B., Girl I Am Searching For You

**Chicago** P.D.: Brian Kelly

- 1 Richard Marx, Right Here Waiting
- 2 New Kids On The Block, Hangin' Tough
- 3 Paula Abdul, Cold Hearted
- 4 Martika, Toy Soldiers
- 5 Skid Row, 18 And Life
- 6 Bobby Brown, On Our Own (From Martika, Toy Soldiers)
- 7 Don Henley, The End Of The Innocence
- 8 Warrant, Heaven
- 9 Love And Rockets, So Alive
- 10 Adrian Belew, Oh Daddy
- 11 Dingo, I Like It
- 12 Debbie Gibson, Hey Ladies
- 13 Gloria Estefan, Don't Wanna Lose You
- 14 Bon Jovi, Lay Your Hands On Me
- 15 Karyn White, Secret Rendezvous
- 16 Tom Petty, Runnin' Down A Dream
- 17 Great White, Once Bitten Twice Shy
- 18 Milli Vanilli, Girl I'm Gonna Miss You
- 19 Simply Red, If You Don't Know Me By N
- 20 Surface, Shower Me With Your Love
- 21 Milli Vanilli, Baby Don't Forget My N
- 22 Michael Morales, What I Like About Yo
- 23 Fine Young Cannibals, Good Thing
- 24 Elton John, Pinball Wizard
- 25 Jody Watley With Eric B. & Rakim, Fri
- 26 The Jeff Healey Band, Angel Eyes
- 27 Rob Base & D.J. E-Z Rock, Joy And Pain
- 28 Roxy Music, Love Is The Drug
- 29 EX The B-52's, Love Shack
- 30 EX Madonna, Cherish
- 31 EX Soul II Soul, Keep On Movin'
- 32 EX Poco, Call It Love
- 33 EX Janet Jackson, Miss You Much
- 34 EX Rolling Stones, Mixed Emotions
- 35 EX Molly Crue, Dr. Feelgood

**Los Angeles** P.D.: Steve Rivers

- 1 Richard Marx, Right Here Waiting
- 2 New Kids On The Block, Hangin' Tough
- 3 Paula Abdul, Cold Hearted
- 4 Surface, Shower Me With Your Love
- 5 Gloria Estefan, Don't Wanna Lose You
- 6 Milli Vanilli, Girl I'm Gonna Miss You
- 7 Simply Red, If You Don't Know Me By N
- 8 The Jeff Healey Band, Angel Eyes
- 9 Seduction, (You're My One And Only) T
- 10 Madonna, Cherish
- 11 Karyn White, Secret Rendezvous
- 12 Soul II Soul, Keep On Movin'
- 13 Jody Watley With Eric B. & Rakim, Fri
- 14 Young M.C., Bust A Move
- 15 Simply Red, If You Don't Know Me By N
- 16 The Cure, Love Song
- 17 Cher, If I Could Turn Back Time
- 18 Warrant, Heaven
- 19 Martika, Toy Soldiers
- 20 Janet Jackson, Miss You Much
- 21 Great White, Once Bitten Twice Shy
- 22 Fine Young Cannibals, Don't Look Back
- 23 Expose, When I Looked At Him
- 24 Skid Row, 18 And Life
- 25 Michael Bolton, Soul Provider
- 26 Chucki Booker, Turned Away
- 27 EX Babyface, It's No Crime
- 28 EX Bobby Brown, Rock Wit'cha
- 29 EX Neneh Cherry, Kisses On The Wind

**Los Angeles** P.D.: Scott Shannon

- 1 Warrant, Heaven
- 2 Skid Row, 18 And Life
- 3 Richard Marx, Right Here Waiting
- 4 White Lion, Little Fighter
- 5 Bon Jovi, Lay Your Hands On Me
- 6 Great White, Once Bitten Twice Shy
- 7 J.Z., Everlasting Love
- 8 The Jeff Healey Band, Angel Eyes
- 9 Tom Petty, Runnin' Down A Dream
- 10 The Cure, Love Song
- 11 Winger, Headed For A Heartbreak
- 12 Billy Souers, Don't Say You Love Me
- 13 Martika, Toy Soldiers
- 14 BulletBoys, Smooth Up
- 15 Moving Pictures, What About Me
- 16 Fine Young Cannibals, Don't Look Back
- 17 Cinderella, Gypsy Road
- 18 Bad English, Forget Me Not
- 19 Starship, It's Not Enough
- 20 EX Roxette, Listen To Your Heart
- 21 EX Molly Crue, Dr. Feelgood
- 22 EX Rolling Stones, Mixed Emotions
- 23 EX Aerosmith, Love In An Elevator
- 24 EX Tears For Fears, Sowing The Seeds Of
- 25 EX Katrina And The Waves, That's The Way
- 26 EX Living Colour, Glamour Boys
- 27 EX Bang Tango, Someone Like You

**Boston** P.D.: Sunny Joe White

- 1 Paula Abdul, Cold Hearted
- 2 Richard Marx, Right Here Waiting
- 3 Gloria Estefan, Don't Wanna Lose You
- 4 Soul II Soul, Keep On Movin'
- 5 New Kids On The Block, Hangin' Tough
- 6 Cher, If I Could Turn Back Time
- 7 Surface, Shower Me With Your Love
- 8 George Monroe, I'm Not In Love
- 9 Indigo Girls, Closer To Fine
- 10 Rick Astley, Ain't Too Proud To Beg
- 11 Neneh Cherry, Kisses On The Wind
- 12 Don Henley, The End Of The Innocence
- 13 Milli Vanilli, Girl I'm Gonna Miss You
- 14 Bee Gees, One
- 15 Donna Summer, Love's About To Change

- 16 The Jeff Healey Band, Angel Eyes
- 17 Michael Bolton, Soul Provider
- 18 Grayson Hugh, Talk It Over
- 19 Madonna, Cherish
- 20 Eddie Murphy, Put Your Mouth On Me
- 21 Cyndi Lauper, My First Night Without Expose, When I Looked At Him
- 22 Katrina And The Waves, That's The Way
- 23 John Cafferty & The Beaver Brown Band, The Jets, You Better Dance
- 24 Expose, When I Looked At Him
- 25 Seduction, (You're My One And Only) T
- 26 Kevin Paige, Don't Shut Me Out
- 27 Starship, It's Not Enough
- 28 Beastie Boys, Hey Ladies
- 29 Ziggy Marley, Look Who's Dancing
- 30 The Cure, Love Song
- 31 EX Tom Petty, Runnin' Down A Dream
- 32 EX Adrian Belew, Oh Daddy
- 33 EX Babyface, It's No Crime
- 34 EX Paul McCartney, This One
- 35 EX The Graces, Lay Down Your Arms
- 36 EX Elton John, Healing Hands
- 37 EX Vesta Williams, Congratulations
- 38 EX The B-52's, Love Shack
- 39 EX Elton John, Healing Hands
- 40 EX The Jeff Healey Band, Angel Eyes
- 41 EX Tears For Fears, Sowing The Seeds Of
- 42 EX Aerosmith, Love In An Elevator
- 43 EX Janet Jackson, Miss You Much
- 44 EX Fine Young Cannibals, Don't Look Back
- 45 EX Martika, I Feel The Earth Move
- 46 EX Tina Turner, The Best

**Boston** P.D.: Tom Jeffries

- 1 Paula Abdul, Cold Hearted
- 2 Richard Marx, Right Here Waiting
- 3 Don Henley, The End Of The Innocence
- 4 New Kids On The Block, Hangin' Tough
- 5 Surface, Shower Me With Your Love
- 6 Karyn White, Secret Rendezvous
- 7 Jody Watley With Eric B. & Rakim, Fri
- 8 The Jeff Healey Band, Angel Eyes
- 9 Warrant, Heaven
- 10 The B-52's, Love Shack
- 11 Bobby Brown, On Our Own (From Martika, Toy Soldiers)
- 12 Neneh Cherry, Kisses On The Wind
- 13 Soul II Soul, Keep On Movin'
- 14 Michael Bolton, Soul Provider
- 15 Tiffany, It's The Lover, Not The Love
- 16 Katrina And The Waves, That's The Way
- 17 Adrian Belew, Oh Daddy
- 18 Indigo Girls, Closer To Fine
- 19 The Call, Let The Day Begin
- 20 Eddie Murphy, Put Your Mouth On Me
- 21 Bee Gees, One
- 22 1927, That's When I Think Of You
- 23 Bad English, Forget Me Not
- 24 Cinderella, Gypsy Road
- 25 Howard Jones, The Prisoner
- 26 Tom Petty, Runnin' Down A Dream
- 27 Fine Young Cannibals, Don't Look Back
- 28 Prince, Partyman
- 29 Starship, It's Not Enough
- 30 Tangier, On The Line
- 31 EX Chucki Booker, Turned Away
- 32 EX Elton John, Healing Hands
- 33 EX Great White, Once Bitten Twice Shy
- 34 EX Michael Morales, What I Like About Yo
- 35 EX Aerosmith, Love In An Elevator
- 36 EX Rolling Stones, Mixed Emotions
- 37 EX Tears For Fears, Sowing The Seeds Of
- 38 EX Poco, Call It Love
- 39 EX Michael Bolton, Miss You Much
- 40 EX Bobby Brown, Rock Wit'cha
- 41 EX Tina Turner, The Best
- 42 EX Roxette, Listen To Your Heart
- 43 EX Paul McCartney, This One
- 44 EX Young M.C., Bust A Move
- 45 EX The Doobie Brothers, Need A Little Ta
- 46 EX Texas, I Don't Want A Lover

**Pittsburgh** P.D.: Bill Cahill

- 1 Paula Abdul, Cold Hearted
- 2 The Jeff Healey Band, Angel Eyes
- 3 New Kids On The Block, Hangin' Tough
- 4 Skid Row, 18 And Life
- 5 Karyn White, Secret Rendezvous
- 6 Gloria Estefan, Don't Wanna Lose You
- 7 Winger, Headed For A Heartbreak
- 8 Cher, If I Could Turn Back Time
- 9 Warrant, Heaven
- 10 Surface, Shower Me With Your Love
- 11 Donny Osmond, Sacred Emotion
- 12 Neneh Cherry, Kisses On The Wind
- 13 Soul II Soul, Keep On Movin'
- 14 The Jeff Healey Band, Angel Eyes
- 15 Great White, Once Bitten Twice Shy
- 16 Bobby Brown, On Our Own (From Martika, Toy Soldiers)
- 17 Richard Marx, Right Here Waiting
- 18 Madonna, Cherish
- 19 Milli Vanilli, Girl I'm Gonna Miss You
- 20 Bee Gees, One
- 21 Moving Pictures, What About Me
- 22 Dingo, I Like It
- 23 Prince, Partyman
- 24 Henry Lee Summer, Hey Baby
- 25 Love And Rockets, So Alive
- 26 Bobby Brown, On Our Own (From Martika, Toy Soldiers)
- 27 EX Fine Young Cannibals, Don't Look Back
- 28 EX Martika, Toy Soldiers
- 29 EX Janet Jackson, Miss You Much
- 30 EX Roxette, Listen To Your Heart
- 31 EX Aerosmith, Love In An Elevator
- 32 EX Tears For Fears, Sowing The Seeds Of
- 33 EX Katrina And The Waves, That's The Way
- 34 EX Living Colour, Glamour Boys
- 35 EX Bang Tango, Someone Like You

**Tampa** P.D.: Mason Dixon

- 1 Gloria Estefan, Don't Wanna Lose You
- 2 Don Henley, The End Of The Innocence
- 3 Richard Marx, Right Here Waiting
- 4 Karyn White, Secret Rendezvous
- 5 New Kids On The Block, Hangin' Tough
- 6 The Jeff Healey Band, Angel Eyes
- 7 Surface, Shower Me With Your Love
- 8 Cher, If I Could Turn Back Time
- 9 Paula Abdul, Cold Hearted
- 10 Warrant, Heaven
- 11 Howard Jones, The Prisoner
- 12 Bobby Brown, On Our Own (From Martika, Toy Soldiers)
- 13 Donny Osmond, Sacred Emotion
- 14 Milli Vanilli, Girl I'm Gonna Miss You
- 15 Bee Gees, One
- 16 Jody Watley With Eric B. & Rakim, Fri
- 17 Madonna, Cherish
- 18 Great White, Once Bitten Twice Shy
- 19 Elton John, Healing Hands
- 20 Babyface, It's No Crime
- 21 Dingo, I Like It
- 22 Rolling Stones, Mixed Emotions
- 23 Tears For Fears, Sowing The Seeds Of
- 24 EX Expose, When I Looked At Him
- 25 EX Soul II Soul, Keep On Movin'
- 26 EX Janet Jackson, Miss You Much
- 27 EX Prince, Partyman
- 28 EX Elton John, Healing Hands
- 29 EX Poco, Call It Love
- 30 EX Roxette, Listen To Your Heart
- 31 EX Michael Bolton, Soul Provider
- 32 EX Indigo Girls, Closer To Fine

**Cleveland** P.D.: Rich Piombino

- 1 Tom Petty, Runnin' Down A Dream
- 2 The Jeff Healey Band, Angel Eyes
- 3 Bad English, Forget Me Not
- 4 Howard Jones, The Prisoner
- 5 Warrant, Heaven
- 6 The Call, Let The Day Begin
- 7 The Jeff Healey Band, Angel Eyes
- 8 Indio, Hard Sun
- 9 Fine Young Cannibals, Don't Look Back
- 10 Cinderella, Gypsy Road
- 11 Trevor Rabin, Something To Hold On To
- 12 The Doobie Brothers, Need A Little Ta
- 13 Katrina And The Waves, That's The Way

- 25 Milli Vanilli, Girl I'm Gonna Miss You
- 26 Soul II Soul, Keep On Movin'
- 27 Don Henley, The End Of The Innocence
- 28 Michael Bolton, Soul Provider
- 29 John Cafferty & The Beaver Brown Band, Madonna, Cherish
- 30 Michael Morales, What I Like About Yo
- 31 Janet Jackson, Miss You Much
- 32 Babyface, It's No Crime

**Arlington** P.D.: Matt Farber

- 1 Richard Marx, Right Here Waiting
- 2 Dingo, I Like It
- 3 Paula Abdul, Cold Hearted
- 4 Bobby Brown, On Our Own (From Martika, Toy Soldiers)
- 5 Gloria Estefan, Don't Wanna Lose You
- 6 New Kids On The Block, Hangin' Tough
- 7 Surface, Shower Me With Your Love
- 8 Prince, Partyman
- 9 Great White, Once Bitten Twice Shy
- 10 Cher, If I Could Turn Back Time
- 11 Great White, Mistra Bone
- 12 Soul II Soul, Keep On Movin'
- 13 Jody Watley With Eric B. & Rakim, Fri
- 14 Warrant, Heaven
- 15 Karyn White, Secret Rendezvous
- 16 The Jeff Healey Band, Angel Eyes
- 17 Milli Vanilli, Baby Don't Forget My N
- 18 Milli Vanilli, Girl I'm Gonna Miss You
- 19 Skid Row, 18 And Life
- 20 Chucki Booker, Turned Away
- 21 Madonna, Cherish
- 22 Donny Osmond, Sacred Emotion
- 23 Bee Gees, One
- 24 Expose, When I Looked At Him
- 25 Love And Rockets, So Alive
- 26 The Cure, Love Song
- 27 Bon Jovi, Lay Your Hands On Me
- 28 Karyn White, Secret Rendezvous
- 29 Babyface, It's No Crime
- 30 Prince, Partyman
- 31 Rolling Stones, Mixed Emotions
- 32 EX Katrina And The Waves, That's The Way

**Atlanta** P.D.: Rick Stacy

- 1 Paula Abdul, Cold Hearted
- 2 The Jeff Healey Band, Angel Eyes
- 3 New Kids On The Block, Hangin' Tough
- 4 Bobby Brown, On Our Own (From Martika, Toy Soldiers)
- 5 Great White, Once Bitten Twice Shy
- 6 Cyndi Lauper, I Drove All Night
- 7 Warrant, Heaven
- 8 Richard Marx, Right Here Waiting
- 9 Milli Vanilli, Girl I'm Gonna Miss You
- 10 Gloria Estefan, Don't Wanna Lose You
- 11 Michael Morales, What I Like About Yo
- 12 Dead Or Alive, Come Home With Me Baby
- 13 Soul II Soul, Keep On Movin'
- 14 Dingo, I Like It
- 15 Bee Gees, One
- 16 Prince, Partyman
- 17 Richard Marx, Who Do You Give Your
- 18 Neneh Cherry, Kisses On The Wind
- 19 10,000 Maniacs, Trouble Me
- 20 The Cure, Love Song
- 21 Kon Kan, Puss N' Boots/These Boots (A)
- 22 Young M.C., Bust A Move
- 23 The Jeff Healey Band, Angel Eyes
- 24 Neneh Cherry, Kisses On The Wind
- 25 Starship, It's Not Enough
- 26 EX Cher, If I Could Turn Back Time
- 27 EX Skid Row, 18 And Life
- 28 EX Martika, Toy Soldiers
- 29 EX Karyn White, Secret Rendezvous
- 30 EX Rolling Stones, Mixed Emotions
- 31 EX Surface, Shower Me With Your Love
- 32 EX Janet Jackson, Miss You Much
- 33 EX Aerosmith, Love In An Elevator
- 34 EX Jody Watley With Eric B. & Rakim, Fri

**Detroit** P.D.: Gary Berkowitz

- 1 Richard Marx, Right Here Waiting
- 2 Gloria Estefan, Don't Wanna Lose You
- 3 Bobby Brown, On Our Own (From Martika, Toy Soldiers)
- 4 Don Henley, The End Of The Innocence
- 5 Stevie Nicks, Rooms On Fire
- 6 10,000 Maniacs, Trouble Me
- 7 Great White, Once Bitten Twice Shy
- 8 Howard Jones, The Prisoner
- 9 Simply Red, If You Don't Know Me By N
- 10 Bee Gees, One
- 11 John Cafferty & The Beaver Brown Band, Katrina And The Waves, That's The Way
- 12 Starship, It's Not Enough
- 13 New Kids On The Block, Hangin' Tough
- 14 The Jeff Healey Band, Angel Eyes
- 15 The Jeff Healey Band, Angel Eyes
- 16 The Beach Boys, Still Cruisin'
- 17 Fine Young Cannibals, Don't Look Back
- 18 Love And Rockets, So Alive
- 19 Aerosmith, Love In An Elevator
- 20 Cyndi Lauper, My First Night Without Expose, When I Looked At Him
- 21 Michael Morales, Who Do You Give Your
- 22 Michael Bolton, Soul Provider
- 23 George Harrison, Cheer Down
- 24 Elton John, Healing Hands
- 25 EX Moving Pictures, What About Me
- 26 EX Rolling Stones, Mixed Emotions
- 27 EX Roxette, Listen To Your Heart
- 28 EX Poco, Call It Love
- 29 EX Michael Morales, What I Like About Yo

**Cleveland** P.D.: Rich Piombino

- 1 Tom Petty, Runnin' Down A Dream
- 2 The Jeff Healey Band, Angel Eyes
- 3 Bad English, Forget Me Not
- 4 Howard Jones, The Prisoner
- 5 Warrant, Heaven
- 6 The Call, Let The Day Begin
- 7 The Jeff Healey Band, Angel Eyes
- 8 Indio, Hard Sun
- 9 Fine Young Cannibals, Don't Look Back
- 10 Cinderella, Gypsy Road
- 11 Trevor Rabin, Something To Hold On To
- 12 The Doobie Brothers, Need A Little Ta
- 13 Katrina And The Waves, That's The Way

- 17 The Cure, Love Song
- 18 Skid Row, 18 And Life
- 19 Stage Dolls, Love Cries
- 20 Winger, Headed For A Heartbreak
- 21 Tears For Fears, Sowing The Seeds Of
- 22 Rolling Stones, Mixed Emotions
- 23 Aerosmith, Love In An Elevator
- 24 Starship, It's Not Enough
- 25 Molly Crue, Dr. Feelgood
- 26 Billy Souers, Don't Say You Love Me
- 27 Roxette, Listen To Your Heart
- 28 Living Colour, Glamour Boys
- 29 Enuff Z'Nuff, New Thing
- 30 Texas, I Don't Want A Lover
- 31 Underworld, Stand Up
- 32 The Graces, Lay Down Your Arms
- 33 Elton John, Healing Hands
- 34 EX Poco, Call It Love

**Royal Oak** P.D.: Chuck Beck

- 1 Skid Row, 18 And Life
- 2 Warrant, Heaven
- 3 Great White, Mistra Bone
- 4 Bon Jovi, Lay Your Hands On Me
- 5 The Jeff Healey Band, Angel Eyes
- 6 Moving Pictures, What About Me
- 7 Great White, Once Bitten Twice Shy
- 8 Martika, Toy Soldiers
- 9 Tom Petty, Runnin' Down A Dream
- 10 Richard Marx, Right Here Waiting
- 11 BulletBoys, Smooth Up
- 12 Billy Souers, Don't Say You Love Me
- 13 Winger, Headed For A Heartbreak
- 14 Great White, Once Bitten Twice Shy
- 15 Skid Row, I Remember You
- 16 White Lion, Little Fighter
- 17 Adrian Belew, Oh Daddy
- 18 Cinderella, Gypsy Road
- 19 Henry Lee Summer, Hey Baby
- 20 Tom Petty, Runnin' Down A Dream
- 21 Molly Crue, Dr. Feelgood
- 22 Cher, If I Could Turn Back Time
- 23 Bad English, Forget Me Not
- 24 Love And Rockets, So Alive
- 25 Aerosmith, Love In An Elevator
- 26 EX The B-52's, Love Shack
- 27 EX Fine Young Cannibals, Don't Look Back

**Detroit** P.D.: Rick Gillette

- 1 Paula Abdul, Cold Hearted
- 2 New Kids On The Block, Hangin' Tough
- 3 Skid Row, 18 And Life
- 4 Bobby Brown, On Our Own (From Martika, Toy Soldiers)
- 5 Richard Marx, Right Here Waiting
- 6 Dingo, I Like It
- 7 Warrant, Heaven
- 8 Jody Watley With Eric B. & Rakim, Fri
- 9 Milli Vanilli, Girl I'm Gonna Miss You
- 10 Michael Bolton, Soul Provider
- 11 Soul II Soul, Keep On Movin'
- 12 Jody Watley With Eric B. & Rakim, Fri
- 13 Surface, Shower Me With Your Love
- 14 Bee Gees, One
- 15 Madonna, Cherish
- 16 Young M.C., Bust A Move
- 17 Great White, Mistra Bone
- 18 Neneh Cherry, Kisses On The Wind
- 19 L.L. Cool J., I'm That Type Of Guy
- 20 Great White, Once Bitten Twice Shy
- 21 Cher, If I Could Turn Back Time
- 22 The Jets, You Better Dance
- 23 The B-52's, Love Shack
- 24 Winger, Headed For A Heartbreak
- 25 EX Babyface, It's No Crime
- 26 EX Michael Bolton, Miss You Much
- 27 EX Karyn White, Secret Rendezvous
- 28 EX Rolling Stones, Mixed Emotions
- 29 EX Surface, Shower Me With Your Love
- 30 EX Janet Jackson, Miss You Much
- 31 EX Aerosmith, Love In An Elevator
- 32 EX Jody Watley With Eric B. & Rakim, Fri
- 33 EX Seduction, (You're My One And Only) T
- 34 EX Prince, Partyman
- 35 EX Elton John, Healing Hands
- 36 EX Eddie Murphy, Put Your Mouth On Me

**Detroit** P.D.: Gary Berkowitz

- 1 Richard Marx, Right Here Waiting
- 2 Gloria Estefan, Don't Wanna Lose You
- 3 Bobby Brown, On Our Own (From Martika, Toy Soldiers)
- 4 Don Henley, The End Of The Innocence
- 5 Stevie Nicks, Rooms On Fire
- 6 10,000 Maniacs, Trouble Me
- 7 Great White, Once Bitten Twice Shy
- 8 Howard Jones, The Prisoner
- 9 Simply Red, If You Don't Know Me By N
- 10 Bee Gees, One
- 11 John Cafferty & The Beaver Brown Band, Katrina And The Waves, That's The Way
- 12 Starship, It's Not Enough
- 13 New Kids On The Block, Hangin' Tough
- 14 The Jeff Healey Band, Angel Eyes
- 15 The Jeff Healey Band, Angel Eyes
- 16 The Beach Boys, Still Cruisin'
- 17 Fine Young Cannibals, Don't Look Back
- 18 Love And Rockets, So Alive
- 19 Aerosmith, Love In An Elevator
- 20 Cyndi Lauper, My First Night Without Expose, When I Looked At Him
- 21 Michael Morales, Who Do You Give Your
- 22 Michael Bolton, Soul Provider
- 23 George Harrison, Cheer Down
- 24 Elton John, Healing Hands
- 25 EX Moving Pictures, What About Me
- 26 EX Rolling Stones, Mixed Emotions
- 27 EX Roxette, Listen To Your Heart
- 28 EX Poco, Call It Love
- 29 EX Michael Morales, What I Like About Yo

**Minneapolis** P.D.: Gregg Swedberg

- 1 Paula Abdul, Cold Hearted
- 2 Warrant, Heaven
- 3 Great White, Once Bitten Twice Shy
- 4 New Kids On The Block, Hangin' Tough
- 5 Gloria Estefan, Don't Wanna Lose You
- 6 Rolling Stones, Mixed Emotions
- 7 Karyn White, Secret Rendezvous
- 8 Cher, If I Could Turn Back Time

X-100

San Francisco P.D.: Bill Richards
1 New Kids On The Block, Hangin' Tough
2 Surface, Shower Me With Your Love
3 Richard Marx, Right Here Waiting

SILVER 96.1 FM

Hartford P.D.: Dave Shakes
1 New Kids On The Block, Hangin' Tough
2 Richard Marx, Right Here Waiting
3 Paula Abdul, Cold Hearted

100.7 FM #1 HIT MUSIC STATION

Miami P.D.: Frank Amadeo
1 Gloria Estefan, Don't Wanna Lose You
2 New Kids On The Block, Hangin' Tough
3 Richard Marx, Right Here Waiting

WNCI 97.9

Columbus P.D.: Dave Robbins
1 Richard Marx, Right Here Waiting
2 New Kids On The Block, Hangin' Tough
3 Gloria Estefan, Don't Wanna Lose You

24 Dino, I Like It
25 Aerosmith, Love In An Elevator
26 Janet Jackson, Miss You Much
27 The B-52's, Love Shack

WTOG The New 102.4 FM

Saginaw P.D.: Rick Belcher
1 Richard Marx, Right Here Waiting
2 Warrant, Heaven
3 Winger, Headed For A Heartbreak

KDWB 101.3

Minneapolis P.D.: Brian Phillips
1 Richard Marx, Right Here Waiting
2 New Kids On The Block, Hangin' Tough
3 Warrant, Heaven

V95

Dallas P.D.: Buzz Bennett
1 Adrian Belew, Oh Daddy
2 Bobby Brown, On Our Own (From 'Batman')

KZZP 104.7 FM

Phoenix P.D.: Bob Case
1 Milli Vanilli, Girl I'm Gonna Miss You
2 Richard Marx, Right Here Waiting
3 New Kids On The Block, Hangin' Tough

Q106

San Diego P.D.: Garry Wall
1 Richard Marx, Right Here Waiting
2 Surface, Shower Me With Your Love
3 New Kids On The Block, Hangin' Tough

KPLZ

Seattle P.D.: Casey Keating
1 New Kids On The Block, Hangin' Tough
2 Paula Abdul, Cold Hearted
3 Gloria Estefan, Don't Wanna Lose You

KUBE 93 FM

Seattle P.D.: Tom Huttyler
1 Richard Marx, Right Here Waiting
2 New Kids On The Block, Hangin' Tough
3 Paula Abdul, Cold Hearted

Phoenix P.D.: Bob Case
1 Milli Vanilli, Girl I'm Gonna Miss You
2 Richard Marx, Right Here Waiting
3 New Kids On The Block, Hangin' Tough



Billboard's PD of the week Dave Hoeffel/Trish Merelo WPST Trenton, N.J.

THIS STATION ALMOST invented rock 40," says Dave Hoeffel, PD of WPST Trenton, N.J. "We were the first to jump off the disco bandwagon when it got to the point where the music was becoming trashy.

late. "We were the last station to add 'What You Don't Know,' which Arista couldn't understand," says Merelo. "We were giving them trouble they'd never had before."

And because the Trenton market is measured by Arbitron only once a year, WPST had been forced to live since last summer with a book in which Kix was ahead 6.6-5.4

though, Hoeffel says, "because we had a lot of cooperation from management, we've been able to spread them around a little differently. We keyed in on certain hours, especially around noon

'YMCA' was the last straw

Hoeffel began in radio at WPST in 1978 and spent four years there, then returned to the station several years ago. Last February, when PD Tom Cunningham followed former GM Tom Taylor into trade journalism, Hoeffel succeeded him.

Most notably, at least for anybody who has listened to the station over the years, WPST actually began using production this year. Before, Merelo says, "most of the jingle and production packages were too hyped for us. We're not the kind of station that can have a drop-in that says 'WPST: Rockin' Your Butt!!'"

WPST's first move to rock 40 a decade ago was on Hoeffel's mind this spring. "1988 was a very dancey year for top 40. We certainly had that this year, but there was more good rock product—Tom Petty, the Doobie Brothers, the Traveling Wilburys—that set us apart from the other stations that were dancing their butts off.

As for competing promotionally with New York and Philadelphia, Merelo says the station simply decided not to. "Since we couldn't give away \$100,000, we decided to capitalize on our uniqueness and promote ourselves more. In the limited amount of research we've been able to do, we found that people don't tune in for contests as much as people think they do."

"They also allowed us to stake our claim as the heritage station," he says. "For our 15th birthday, we drew 2,200 people to a listener party with Howard Jones, John Eddie, and Glenn Burtnick. We used that as a springboard into the ratings period to point out that we'd been doing it for 15 years. I think that may have helped bring back some people who had gone to the rock stations or AC. It allowed them to come back to WPST and be comfortable."

Merelo began in radio at the Univ. of Missouri, joining WPST after graduation in 1984. Ironically, her pursuit of a radio career also led her mother into the business, first as a receptionist, then as promotions director at what is now WKLL/KEZK St. Louis. "I thought it was just a coincidence at the time; her kids had gone off and she was bored and wanted a job. A few months ago, she finally told me her real impetus; she figured down the line she could help me, knowing the business is as tough as it is."

## Heavy D. Does The Right 'Thang' Rapper & Boyz Experience Chart Joys

BY JANINE McADAMS

NEW YORK "We just want to be happy. We don't want anybody to think we're a snobbish group or have an ego trip or anything. We just want to be liked and respected for what we do." Though that may sound like a De La sentiment, the speaker is Heavy D., whose album with the Boyz (partners G Whiz, DJ Eddie F., and T-Roy), "Big Tyme" (Uptown/MCA), has made the Overweight Lover from "Money Earnin'" Mount Vernon, N.Y., into a heavyweight chart contender.

The first single, "We Got Our

Own Thang," hit the black singles chart top 10, powered by swinging Teddy Riley production that fused an update of the old C.J. & Co. disco hit with D.'s mellifluous rhyming style. The inventive lyrics, musical variety, and danceability of the album's other cuts—the DJ Eddie F. & Nevelle-produced "Somebody For Me," which features Al B. Sure! and is the second single, Marley Marl's pumping production of "EZ Duz It, Do It EZ," and the sly "Gyrlz, They Love Me," produced by Marl & Heavy D.—put "Big Tyme" into the No. 1 slot on the albums chart for one week (it falls to No. 2 this week).

The group members seem surprised by their rapid success. "MCA brought us a long way," says D., who recalls that it took almost three years of plugging away before the group was signed. "We were shopping to every record company, major to minor. Doors were slammed, people were rude, phone calls weren't returned. We just kept calling Def Jam every day, like a year, no exaggeration. We never really got discouraged. Andre Harrell was a product manager, VP of management at Def Jam, and was getting his own deal, which resulted in Uptown on MCA, and he said he wanted to bring us and we were happy. And we had a show that night, too."

The group has gained valuable exposure through D.'s cameo shot on Levert's "Just Coolin'" single ("It was fun. It paved a new road

for Heavy D. & the Boyz, so I'm grateful for that.") and through the stylish video for "We Got Our Own Thang," which features light-on-his-feet D., the Boyz, some chic young ladies, and a cast of beaked dancers movin' and groovin' hip-hop style. Calling it the best video the group has yet done, D. attributes some of the group's newfound attention to its polished new look. Replacing the B-boy style of the first album are suits and slick, new jack ensembles. "Yeah, but you'll still see me with my baseball cap on backwards sometimes," jokes D.

While fun and good times are often the message behind the music, a plea for doing the right thing is often part of that message as well. D. was one of the rappers who appeared in the gold-certified Stop The Violence project, "Self-Destruction," and also performs "Better Land" with special lyrics in an anti-AIDS video circulated to young men for the HIV Project. Says D., "I will maintain the attitude that I have been in giving the message somehow or the other, but I find that people don't always want to hear it. It kind of gets monotonous. Some people are good at it, like Public Enemy, KRS [of Boogie Down Productions], or even Rakim—they can do that well. That's not the kind of rapper I am. I wouldn't want to disappoint my fans. They look to me for something else."

(Continued on page 22)



**Head To The Skyy.** Atlantic act Skyy is riding high on the success of its first album for the label, "Start Of A Romance." At a recent concert stop at New York's Beacon Theatre, two Skyy members take time out with pals. Pictured, from left, are Atlantic local promotion rep Clarence Bullard; Skyy's Denise Dunning Crawford; Billboard senior chart manager, black/jazz/rap, Terri Rossi; and Skyy's Solomon Roberts.

## Jack Gibson's Annual Confab Deserves A Larger Home The Family Is Even Bigger At Rapper '89

THE ATLANTA SUN was hot, but inside the Atlanta Airport Marriott, where the 13th annual Jack The Rapper Family Affair was held Aug. 17-20, things were even hotter. Jack The Rapper has become the preeminent black music industry gathering; as such, registration was at its highest level in the event's history. On one hand, there was the sheer excitement and energy generated by so many creative and productive people—label staffers, promoters, managers, and hot artists—being in one place at one time. But on a practical level, that meant crowds, lines, and plenty of grumbling.

Jill Bell, daughter of Jack Gibson and one of the organizers of the confab, when asked how many registrants had checked in, announced: "We're like Disney World. We never give out figures. You can quote me on that." But the word in the hallways and at the cheek-to-cheek (and I don't mean facial) banquets was that as many as 2,500 people were circulating in the Marriott. Of the many people I met and managed to talk to briefly, it seemed that more were attending for the first time than had been attending for years.

The number of people involved made entry into the Original 13 Awards dinner, sponsored by the CBS labels, particularly nightmarish: The line for seating went from the ballroom, down the hall, into the lobby, and out of the front door. Security guards kept doors shut in the faces of latecomers still trying to get in. Hotel guests who wanted to get into their rooms could not. One pregnant woman who was forced to stand in the airless outer lobby was refused entry and a chair. Mr. Gibson: It's time to find the conference a bigger home or limit registration to a certain number.

As he has in years past, Gibson took the hardline on hangers-on and other assorted undesirables by beefing up security. It was a blessing and a curse. While most of the riff-raff and thrill-seekers that usually attend this sort of gathering were kept out, those who had paid for their registration badges (New Music Seminar-style badges featuring the owner's photo) were under constant scrutiny at the multiple guard posts and checkpoints set up throughout the hotel.

And then there was the tiny problem of sleep. Veteran confabgoers had warned me of the nonstop schedule, which made it nearly impossible to get to everything. Here's some random notes on what I did catch: PolyGram's opening night dinner was considered to be the best in terms of set-up. As a huge screen pumped vidclips from the PolyGram, Wing,

Polydor, Mercury roster, folks circulated throughout the room at a buffet featuring as much shrimp and champagne as one could consume. Compared to the label-sponsored sit-down meals, where seating was cramped and the food often suspect, this function promoted free movement and much networking.

The Capitol/EMI/Orpheus-sponsored awards night was marked by stellar performances by songstress D'Atra Hicks, who jacked her body and her incredible voice on "Sweet Talk" and two other tracks, and by gospel siblings BeBe & CeCe Winans, who threw down with a serious live concert set—featuring a jammin' "Heaven" and "Hold Up The Light" with surprise guest Whitney Houston—that had the house rocking. They were also presented with gold albums for their first album effort, "Heaven." Their performance would have been even better received had it not lengthened the awards night presentation into an endurance contest that many lost, with the room emptying out way before the final prize was announced. Also a surprise on awards night: Tina Turner showing up to accept an award for Al Green, saying that her cover of his song, "Let's Stay Together," had started her career—an odd statement of selective memory that had folks at the tables wondering if they'd heard correctly.

At WEA's sponsored dinner, new Geffen artist Christopher Williams surprised the audience with the depth of his voice and the power of his performance. Also on the WEA slate, Mica Paris doing the breathy remix version of "Breathe Life Into Me" to great applause. A&M's luncheon on Friday was also a highly attended affair, with the video for Janet Jackson's new Jimmy Jam & Terry Lewis-produced "Miss You Much" single from "Rhythm Nation" shown. Most who saw the clip felt it was the same old "Pleasure Principle" stuff—no concept, lots dancing in black and white. At the "Club M&M" MCA/Motown showcase, Joyce "Fenderella" Irby huffed and puffed through "Hey Mr. D.J." and "She's Not My Lover," seeming somewhat distracted by sound problems and a false start on the first song. She was flanked by two dancers, one of whom was the feisty Rosie Perez, who played Spike Lee's Puerto Rican girlfriend in "Do The Right Thing." Though Perez completed her performance with Irby, she was later carried up to her room with an ankle sprain and was seen the next day on crutches. Hope it heals soon, Rosie. Also on the Club M&M bill, Uptown/MCA's Heavy D. & the

(Continued on page 22)

### The Rhythm and the Blues

by Janine McAdams



## Billboard POWER PLAYLISTS

FOR WEEK ENDING  
SEPTEMBER 2, 1989

Sample Playlists of the Nation's Largest Black Radio Stations



Los Angeles P.D.: Jack Patterson

- 1 4 Queen Latifah, Dance For Me
- 2 Breeze, L.A. Posse
- 3 6 EPMD, So Wat Cha Sayin'
- 4 9 The D.O.C., It's Funky Enough
- 5 1 Special Ed, I Got It Made
- 6 5 Boogie Down Productions, Why Is That?
- 7 3 Three Times Dope, Funky Dividends
- 8 8 Public Enemy, Fight The Power (From "Do The Right Thing")
- 9 12 Terry Tale, Babies Having Babies
- 10 15 Slick Rick, Rhythm Nation
- 11 7 The Edification, N.E. Heart Break
- 12 19 Run DMC, Raising Hell
- 13 10 Soul II Soul, Keep On Movin'
- 14 20 M.C. Hammer, (Hammer Hammer) They Put Me In The City
- 15 16 Guy, Spend The Night
- 16 17 Babyface, It's No Crime
- 17 18 Lisa Lisa & Cult Jam, Just Git It Together
- 18 14 Young M.C., Bust A Move
- 19 21 Troy Johnson, The Way It Is
- 20 22 Entouch, II Hypnotic
- 21 13 Surface, Shower Me With Your Love
- 22 11 Vesta, Congratulations
- 23 25 Stephanie Mills, Something In The Way (You Make Me Feel Like A Little Girl Again)
- 24 26 Teddy Riley Featuring Guy, My Fantasy (From "Do The Right Thing")
- 25 27 Jonathan Butler, Sarah, Sarah
- 26 34 Kool Moe Dee, I Go To Work
- 27 29 Redhead Kingpin, Do The Right Thing
- 28 37 Beastie Boys, Hey Ladies
- 29 30 Eric Gable, Remember (The First Time)
- 30 31 Aretha Franklin/W. Houston, It Isn't, It Wasn't
- A31 Janet Jackson, Miss You Much
- 32 32 Kool G Rap And D.J. Polo, Truly Yours
- 33 33 Slick Rick, Rhythm Nation
- 34 40 De La Soul, Say No Go
- 35 35 Chubb Rock, Ya Bad Chubbbs
- 36 36 Third Base, Step Into The A.M.
- 37 38 Casper, Traffic
- 38 39 Boys, Happy
- 39 EX Soul II Soul (Featuring Caron Wheeler), Back To Back
- A40 EX Lemon Lime, Where I Do
- A EX L.L. Cool J, Big Ole Butt
- A EX The Jacksons, 2300 Jackson Street
- A EX Peabo Bryson, All My Love
- A EX Prince, Partyman
- A EX Uroby Harrell, Fun
- A EX Mother's Finest, I'm In Danger
- A EX U.S. Brothers, Nothing But A Gangster
- EX EX Body And Soul, Dance To The Drummers Beat
- EX EX Dr. Ice, Sue Me
- EX EX Surface, You Are My Everything
- EX EX Gang Starr, Words I Manifest
- EX EX Zapp, OOH Baby Baby
- EX EX Bobby Brown, Rock Wit'cha
- EX EX Kwame, The Rhythm
- EX EX Whodini, Any Way I Gotta Swing It
- EX EX De La Soul, Say No Go
- EX EX Mace Featuring Frankie Beverly, Can't Get Over
- EX EX Joyce "Fenderella" Irby, She's Not My Lover
- EX EX Precious, In Motion



Philadelphia P.D.: Joe Tamburro

- 1 1 The Isley Brothers, Spend The Night (Ce Soir)
- 2 3 Patti LaBelle, If You Asked Me To (From "Licence To Ill")
- 3 6 Babyface, It's No Crime
- 4 5 Jonathan Butler, Sarah, Sarah
- 5 7 Natalie Cole (Duet With Freddie Jackson), I Do
- 6 11 Eric Gable, Remember (The First Time)
- 7 15 Sybil, Don't Make Me Over
- 8 4 David Peaston, Two Wongs (Don't Make It Right)
- 9 14 The O'Jays, Out Of My Mind
- 10 13 E.U., Taste Of Your Love
- 11 16 Atlantic Starr, My Sugar
- 12 20 Sharon Bryant, Let Go
- 13 7 Eddie Murphy, Put Your Mouth On Me
- 14 28 BeBe & CeCe Winans, Celebrate New Life
- 15 19 Skyy, Love All The Way
- 16 22 Christopher Williams, Talk To Myself
- 17 32 Mace Featuring Frankie Beverly, Can't Get Over
- 18 24 Lisa Lisa & Cult Jam, Just Git It Together
- 19 25 Michael Bolton, Soul Provider
- 20 33 Peabo Bryson, All My Love
- 21 26 After 7, Heat Of The Moment
- 22 27 D'atra Hicks, Sweet Talk
- 23 37 Soul II Soul (Featuring Caron Wheeler), Back To Back
- 24 38 Regina Belle, Baby Come To Me
- 25 39 LeVert, Smilin'
- 26 29 The Neville Brothers, Yellow
- 27 31 The Jacksons, 2300 Jackson Street
- 28 34 Kiara, Quiet Guy
- 29 35 Ten City, Where Do We Go?
- 30 EX Lizz Hogue, Dream Lover
- 31 40 The Contenders, Just In Time
- 32 EX Miles Jaye, I'll Be There
- 33 EX James Ingram, I Wanna Come Back
- 34 EX Seduction, (You're My One And Only) True Love
- A35 EX Terry Tale, Babies Having Babies
- 36 EX The Temptations, All I Want From You
- 37 EX Miles Davis, Jolo
- A38 EX Bobby Brown, Rock Wit'cha
- A39 EX Mica Paris, Breathe Life Into Me
- 40 EX Eugene Wilde, Ain't Nobody's Business
- A EX Janet Jackson, Miss You Much
- A EX Surface, You Are My Everything
- A EX Rhonda Clark, State Of Attraction
- A EX Michael Cooper, Just What I Like
- A EX Jody Watley, You Are My Everything
- A EX Jermaine Jackson, Don't Take It Personal
- EX EX Darryl Toukes, Lifeguard
- EX EX Bobby Caldwell And Richard Elliot, In The Name Of Love
- EX EX Cheryl Lynn, Everywhere I Try To Say Goodbye
- EX EX Karyn White, Slow Down
- EX EX Total Contrast, Waiting In Vain



**VIRGIN'S DOIN' IT:** For the second week in a row, one record earns the double power pick. "Back To Life" by **Soul II Soul Featuring Caron Wheeler** jumps 32-22, gaining three stations for a total of 92. It also generates 20 new dealer reports. It is new at WDAO Dayton, Ohio; WBLX Mobile, Ala.; and WEDR Miami. Stations are listing power moves that produce the large point gains needed to win the Power/Pick award. These include WAMO Pittsburgh (17-7); WOWI Norfolk, Va. (27-16); WIKS New Bern, N.C. (39-13); and WLOU Louisville, Ky. (30-13). In Raleigh, N.C., WFXC reports "Life" at No. 1. The album "Keep On Movin'" easily makes it to No. 1.

**A&M RECORDS AND SUPERSTAR Janet Jackson** return to the charts in a big way. After many months with only one project to focus on—"Congratulations" by Vesta, which made it to No. 5—A&M attacks the charts with "Miss You Much," which lands at No. 51 with 72 stations reporting. Jackson gets the next-highest chart entry since her big brother, Michael, charted with "I Just Can't Stop Lovin' You" featuring **Siedah Garrett** in 1987. Michael debuted at No. 39 with 81 stations. On the flip side of "Much" is "You Need Me"; they signal a great album to come from **Jimmy Jam & Terry Lewis**. And while I don't usually preview new music, "Super Lover" by **Barry White** kicks! Check it out.

**AT THE TOP:** "It's No Crime" by **Babyface** (Solar) holds at No. 1 for another week. It is No. 1 in total retail points, and drops to No. 2 at radio. "My Fantasy" by **Teddy Riley Featuring Guy** (Motown), from the "Do The Right Thing" soundtrack, moves 3-2, taking over the No. 1 spot at radio as "Crime" begins to lose stations. "Fantasy" is on 93 stations: It is No. 1 at 19 stations and top five at 42. No. 1 reports are listed by WOWI Norfolk; WPEG Charlotte, N.C.; WEDR Miami; KMJM and KATZ, both in St. Louis; and KKDA Dallas. The single is No. 3 in total retail points.

"Spend The Night (Ce Soir)" by the **Isley Brothers** (Warner Bros.) holds at No. 3, but in spite of 11 No. 1 reports and 40 top five reports, it has lost the momentum required to maintain its bullet.

**LOOKS CAN BE DECEIVING:** Three new entries debut in the 90s due mainly to intense competition for radio points on the chart. "Don't Take It Personal" by **Jermaine Jackson** (Arista) enters at No. 93, even though it has reports from 36 stations. "Everytime I Try To Say Good-bye" by **Cheryl Lynn**—her Virgin debut—bows at No. 94 with 33 total reports. "New Jack Swing" by **Wrecks-N-Effect** (Motown) gets 26 station reports and charts at No. 96. Look for big jumps next week.

**SOMETHING IN COMMON:** **Surface** continues its string of hits and debuts at No. 66 with "You Are My Everything" (Columbia). Fifty-eight stations premiere the new single. In addition to co-writing and co-producing their own tune, **David "Pic" Conley** and **David Townsend** helped with the writing chores and produced the new single for Jermaine.

# EL FRESHEST RAPPING EN LA CALLE!



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**FIGHTER**

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## HOT BLACK SINGLES ACTION

### RADIO MOST ADDED

	PLATINUM/ GOLD ADDS 15 REPORTERS	SILVER ADDS 29 REPORTERS	BRONZE/ SECONDARY ADDS 53 REPORTERS	TOTAL ADDS 97 REPORTERS	TOTAL ON
MISS YOU MUCH JANET JACKSON A&M	8	23	36	67	72
PARTYMAN PRINCE WARNER BROS.	5	11	23	39	49
YOU ARE MY EVERYTHING SURFACE COLUMBIA	5	8	20	33	58
ROCK WIT'CHA BOBBY BROWN MCA	4	6	18	28	50
DON'T TAKE IT PERSONAL JERMAINE JACKSON ARISTA	2	6	16	24	36
STATE OF ATTRACTION RHONDA CLARK TABU	2	3	10	15	65
I GO TO WORK KOOL MOE DEE JIVE	2	4	9	15	47
EVERYTIME I TRY TO SAY... CHERYL LYNN VIRGIN	3	3	9	15	33
I WANNA COME BACK JAMES INGRAM WARNER BROS.	1	4	9	14	64
DON'T YOU KNOW I LOVE YOU CHUCKII BOOKER ATLANTIC	1	4	9	14	25

Radio Most Added is a weekly national compilation of the ten records most added to the playlists of the radio stations reporting to Billboard. The full panel of radio reporters is published periodically as changes are made, or is available by sending a self-addressed stamped envelope to: Billboard Chart Dept., 1515 Broadway, New York, N.Y. 10036.

## Billboard. Hot Black Singles SALES & AIRPLAY™

A ranking of the top 40 black singles by sales and airplay, respectively, with reference to each title's composite position on the main Hot Black Singles chart.



**A Matter Of Degrees.** WDAS Philadelphia PD Joe "Butterball" Tamburro got a squeeze from the Three Degrees when the group made a station stop recently. The trio, which made chart strides in the '70s with Philadelphia International Records' MFSB Orchestra as well as with its own "When Will I See You Again," have a new album, "The Three Degrees . . . And Holding," on Ichiban Records. Shown, from left, are Victoria Wallace, Helen Scott-Leggins, Tamburro, and Valerie Holiday-Tyler.

### RHYTHM AND BLUES

(Continued from page 18)

Boyz . . . Missed the gospel breakfast on the final morning of the conference, sponsored by **Bailey Broadcasting Services**. Billboard senior chart manager, black/jazz/rap, **Terri Rossi** reports that the featured performers—**Denise Williams**, **Lynette Hawkins Stephens**, the **Clark Sisters**, and **BeBe & CeCe**—turned the final morning into a spiritual celebration . . . Club **Skywalker**, the **Skywalker Records**-sponsored event scheduled for 2-5 a.m. Sunday, managed to become the scandal of the confab. It featured tracked music from **2 Live Crew's** "Nasty As They Wanna Be" album and live strippers. I admit to seeing only part of the event before walking out. The room was packed, mostly with men, while as many as 10 women writhed on platforms in T-shirts and G-strings. (Others told me at least four men had also been part of the strip

show.) Reportedly, the women stripped down to nothing and soon engaged in some fairly carnal interaction with the men in the room before the police came in and stopped the show. **Luther Campbell**, do you *plan* for this kind of publicity or what? . . . Trio **After 7** was in full effect at the confab. Not only did the group perform its "In The Heat Of The Moment" single at the WEA showcase, Virgin held a breakfast reception in its honor on Saturday. Big brother **Babyface** (of the group's **Kevon** and **Melvin Edmonds**) and cousin **L.A. Reid** (of **Keith Mitchell**) were also on hand . . . Producer **Lionel Job**, who had a hand in starting **Wing/PolyGram** artist **Sharon Bryant's** career with **Atlantic Starr**, was excited about the recent work he's done on the upcoming **Keith Sweat** album on Elektra . . . There's much, much more that I can't include here or that the need for sleep forced me to miss. More next week.

**FINALLY**, I cannot fully express my gratitude to my associate **Terri Rossi**, **Jill Bell**, and all the label personnel who supported the Thursday afternoon reception held for me. Suffice it to say that I was overwhelmed by your good will; I know the relationships I've forged with many of you can only make this column stronger.

### HEAVY D. AND THE BOYZ

(Continued from page 18)

In the fall, fans will be looking to **Heavy D. & the Boyz** for a great show. According to **Steve Lucas**, executive director of management at **Uptown**, the rap group is set to go on tour with **Kool Moe Dee**—with equal billing—starting Sept. 21 and hitting about 60 cities. The group will also tape a segment on **NBC-TV's** "A Different World," to air sometime this fall.



**Fenderella Story.** Motown artist **Joyce "Fenderella" Irby** takes a break on the set of her video for "She's Not My Lover," from the album "Maximum Thrust," with comedian **Damon Wayans**. Wayans wrote, directed, and appears in the clip as **L.L. June Bug**, the philandering boyfriend who gets his in the end.

THIS WEEK	LAST WEEK	TITLE	ARTIST	HOT BLACK POSITION
1	2	IT'S NO CRIME	BABYFACE	1
2	3	SPEND THE NIGHT (CE SOIR)	THE ISLEY BROTHERS	2
3	5	MY FANTASY	TEDDY RILEY FEATURING GUY	3
4	7	REMEMBER (THE FIRST TIME)	ERIC GABLE	4
5	8	IT ISN'T, IT WASN'T, IT AIN'T . . .	A.FRANKLIN/W.HOUSTON	8
6	1	TWO WRONGS (DON'T MAKE IT RIGHT)	DAVID PEASTON	14
7	10	SARAH, SARAH	JONATHAN BUTLER	11
8	18	PUT YOUR MOUTH ON ME	EDDIE MURPHY	7
9	13	TASTE OF YOUR LOVE	E.U.	6
10	11	FIGHT THE POWER	PUBLIC ENEMY	25
11	14	LET GO	SHARON BRYANT	5
12	12	THE WAY IT IS	TROY JOHNSON	26
13	16	I DO	NATALIE COLE (DUET WITH FREDDIE JACKSON)	9
14	9	CONGRATULATIONS	VESTA	21
15	6	BATDANCE (FROM "BATMAN")	PRINCE	30
16	20	FUNKY DIVIDENDS	THREE TIMES DOPE	24
17	4	SOMETHING IN THE WAY	STEPHANIE MILLS	10
18	25	II HYPE	ENTOUCH	18
19	22	JUST GIT IT TOGETHER	LISA LISA & CULT JAM	16
20	24	SPEND THE NIGHT	GUY	15
21	23	IF YOU ASKED ME TO	PATTI LABELLE	12
22	32	CAN'T GET OVER YOU	MAZE/FRANKIE BEVERLY	13
23	19	ON OUR OWN	BOBBY BROWN	32
24	15	N.E. HEART BREAK	NEW EDITION	29
25	30	SWEET TALK	D'ATRA HICKS	19
26	40	BACK TO LIFE	SOUL II SOUL	22
27	—	DON'T MAKE ME OVER	SYBIL	20
28	29	EXPRESS YOURSELF	N.W.A.	45
29	35	HEAT OF THE MOMENT	AFTER 7	17
30	17	WE GOT OUR OWN THANG	HEAVY D. & THE BOYZ	44
31	34	BUST A MOVE	YOUNG M.C.	38
32	36	MY SUGAR	ATLANTIC STARR	27
33	—	2300 JACKSON STREET	THE JACKSONS	23
34	37	OUT OF MY MIND	THE O'JAYS	28
35	27	KEEP ON MOVIN'	SOUL II SOUL	41
36	39	SO WAT CHA SAYIN'	EPMD	39
37	—	IT'S FUNKY ENOUGH	THE D.O.C.	53
38	28	SHOWER ME WITH YOUR LOVE	SURFACE	55
39	31	RAINDROPS	KOOL & THE GANG	49
40	—	WHERE DO WE GO?	TEN CITY	35

THIS WEEK	LAST WEEK	TITLE	ARTIST	HOT BLACK POSITION
1	3	MY FANTASY	TEDDY RILEY FEATURING GUY	2
2	1	IT'S NO CRIME	BABYFACE	1
3	5	SPEND THE NIGHT (CE SOIR)	THE ISLEY BROTHERS	3
4	7	LET GO	SHARON BRYANT	5
5	8	REMEMBER (THE FIRST TIME)	ERIC GABLE	4
6	9	TASTE OF YOUR LOVE	E.U.	6
7	2	SOMETHING IN THE WAY	STEPHANIE MILLS	10
8	10	I DO	NATALIE COLE (DUET WITH FREDDIE JACKSON)	9
9	13	PUT YOUR MOUTH ON ME	EDDIE MURPHY	7
10	11	IF YOU ASKED ME TO	PATTI LABELLE	12
11	14	CAN'T GET OVER YOU	MAZE/FRANKIE BEVERLY	13
12	16	HEAT OF THE MOMENT	AFTER 7	17
13	4	IT ISN'T, IT WASN'T, IT AIN'T . . .	A.FRANKLIN/W.HOUSTON	8
14	15	SPEND THE NIGHT	GUY	15
15	23	DON'T MAKE ME OVER	SYBIL	20
16	19	2300 JACKSON STREET	THE JACKSONS	23
17	17	JUST GIT IT TOGETHER	LISA LISA & CULT JAM	16
18	22	SWEET TALK	D'ATRA HICKS	19
19	6	SARAH, SARAH	JONATHAN BUTLER	11
20	27	BACK TO LIFE	SOUL II SOUL	22
21	24	MY SUGAR	ATLANTIC STARR	27
22	25	OUT OF MY MIND	THE O'JAYS	28
23	28	BABIES HAVING BABIES	TERRY TATE	31
24	26	II HYPE	ENTOUCH	18
25	29	BABY COME TO ME	REGINA BELLE	36
26	33	TALK TO MYSELF	CHRISTOPHER WILLIAMS	34
27	30	JUST WHAT I LIKE	MICHAEL COOPER	33
28	12	N.E. HEART BREAK	NEW EDITION	29
29	31	WHERE DO WE GO?	TEN CITY	35
30	36	ALL MY LOVE	PEABO BRYSON	37
31	35	THE FIRST TIME	CHRIS JASPER	40
32	38	SMILIN'	LEVERT	42
33	21	TWO WRONGS (DON'T MAKE IT RIGHT)	DAVID PEASTON	14
34	37	FUN	GRADY HARRELL	43
35	34	FUNKY DIVIDENDS	THREE TIMES DOPE	24
36	20	CONGRATULATIONS	VESTA	21
37	—	BREATHE LIFE INTO ME	MICA PARIS	46
38	—	MISS YOU MUCH	JANET JACKSON	51
39	—	AIN'T NOBODY'S BUSINESS	EUGENE WILDE	50
40	—	ALL I WANT FROM YOU	THE TEMPTATIONS	52

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

TITLE (Publisher - Licensing Org.)	Sheet Music Dist.
48 2 HYPE (Hittage, ASCAP/Turnout, ASCAP)	CPP
2300 JACKSON STREET (Sigge, BMI/Ranjack, BMI/Rat Trap, BMI/Virgin Songs, BMI/Cal-Gene, BMI/EMI April, ASCAP) CPP	62 HEY YOUNG WORLD (Def American, BMI)
63 AIN'T MY TYPE OF HYPE (Forceful, BMI/Willesden, BMI)	9 I DO (Les Estoiies De La Musique, ASCAP/Scaramanga, ASCAP) CLM
50 AIN'T NOBODY'S BUSINESS (Trycep, BMI/Willesden, BMI)	70 I GO TO WORK (Willesden, BMI)
52 ALL I WANT FROM YOU (Stanton's Gold, BMI)	99 I GOT IT GOIN' ON (Varry White, ASCAP)
31 ALL MY LOVE (WB, ASCAP/Peabo, ASCAP)	98 I GOT IT MADE (Promuse, BMI/Howie Tee, BMI/Special Ed, BMI)
31 BABIES HAVING BABIES (Micro-Mini, BMI/Chatterback, BMI)	79 I LIKE IT (Island, BMI/Onid, BMI) WBM
36 BABY COME TO ME (Gratitude Sky, ASCAP/Penzafire, ASCAP)	61 I WANNA COME BACK (Try-Cap, BMI/Willesden, BMI)
22 BACK TO LIFE (Virgin, ASCAP)	12 IF YOU ASKED ME TO (FROM "LICENCE TO KILL") (Realsongs, ASCAP/EMI April, ASCAP/U.A. ASCAP)
30 BATDANCE (FROM "BATMAN") (Controversy, ASCAP)	97 IF YOU DON'T KNOW ME BY NOW (Assorted, BMI/Mighty Three, BMI)
88 BIG OLE BUTT (D&D, ASCAP/LL Cool J, ASCAP/DJ, ASCAP)	18 II HYPE (Deep Sound, ASCAP/Bliss 69, ASCAP/Vintertainment, ASCAP)
68 'BOUT DAT TIME (Cal-Gene, BMI/Virgin, ASCAP/1989 Outernational, ASCAP/Colgems-EMI, ASCAP)	60 I'LL BE THERE (Abana, BMI/Virgin Songs, BMI)
46 BREATHE LIFE INTO ME (Chappell, PRS/Unichappell, BMI)	56 I'M IN DANGER (Black Lion, ASCAP/Captain Z, ASCAP/Almo, ASCAP/Singh Sang, ASCAP/Satsongs, ASCAP)
38 BUST A MOVE (Varry White, ASCAP/Young Man Moving, ASCAP)	67 I'M THAT TYPE OF GUY (Def Jam, ASCAP/LL Cool J, ASCAP/D And D, ASCAP/Virgin, ASCAP) CPP
13 CAN'T GET OVER YOU (Amazement, BMI)	8 IT ISN'T, IT WASN'T, IT AIN'T NEVER GONNA BE (Albert Hammond, ASCAP/WB, ASCAP/Realsongs, ASCAP) WBM
82 CELEBRATE NEW LIFE (Yellow Elephant, ASCAP/Edward Grant, ASCAP/Benny's Music, BMI)	53 IT'S FUNKY ENOUGH (Dollaz N Sense, BMI/Dotted Lion, ASCAP/Sylo, ASCAP)
92 COLD FRESH GROOVE (Father Thunder, BMI/Bullwhip, ASCAP)	1 IT'S NO CRIME (Epic/Solar, BMI/Kear, BMI/Greenskirt, BMI) CPP
21 CONGRATULATIONS (Caldaddy, ASCAP/MCA, ASCAP/Little Tanya, ASCAP/Vesta Seven, ASCAP/Almo, ASCAP) CPP	16 JUST GIT IT TOGETHER (Forceful, BMI/Willesden, BMI/My! My!, BMI)
20 DON'T MAKE ME OVER (Blue Seas, ASCAP/Jac, ASCAP) CPP	33 JUST WHAT I LIKE (Bee Germaine, BMI)
93 DON'T TAKE IT PERSONAL (Colgems-EMI, ASCAP/CBS, ASCAP/Multi-Culler, ASCAP)	41 KEEP ON MOVIN' (Virgin, ASCAP) CPP
86 DOOWUTCHYALIKE (GLG II, BMI/Pubhowayalike, BMI)	5 LET GO (Almo, ASCAP) CPP
94 EVERYTIME I TRY TO SAY GOODBYE (Music Corp. Of America, BMI/Bayjun Beat, BMI/MCA, ASCAP)	47 LOVE ALL THE WAY (One To One, ASCAP)
45 EXPRESS YOURSELF (Warner-Tamerlane, BMI/Music Power, BMI)	57 MAKE THAT MOVE (Moderique, ASCAP)
25 FIGHT THE POWER (FROM "DO THE RIGHT THING") (Def American, BMI)	51 MISS YOU MUCH (Flyte Tyme, ASCAP)
40 THE FIRST TIME (Jasper Stone, ASCAP)	2 MY FANTASY (FROM "DO THE RIGHT THING") (Cal-Gene, BMI/Virgin, ASCAP) CPP
89 FORBIDDEN LOVE (Worlers, ASCAP/Songs Of PolyGram, BMI/O Dad, BMI)	80 MY LOVE IS SO RAW (Def Jam, ASCAP/Slam City, ASCAP)
75 FRIENDS (EMI April, ASCAP/Ultrawave, ASCAP/A Diva, ASCAP/Rightsong, BMI/EMI Blackwood, BMI/Eric B & Rakim, ASCAP) HL	27 MY SUGAR (Jodaway, ASCAP/Production Lab, ASCAP/Preacher J., BMI)
43 FUN (Sex Friend, BMI/Juby Laws, ASCAP/Tuff Cookie, BMI/Virgin Songs, BMI)	29 N.E. HEART BREAK (Flyte Tyme, ASCAP)
24 FUNKY DIVIDENDS (Acknickulous, ASCAP/Pop Art, ASCAP)	96 NEW JACK SWING (Virgin Songs, BMI/Cal-Gene, BMI)
78 GIRL I'M GONNA MISS YOU (MCA, ASCAP)	32 ON OUR OWN (FROM "GHOSTBUSTERS II") (Kear, BMI/Epic/Solar, BMI/Green Skirt, BMI) CPP
85 HAPPY (Captain Ed, BMI/Bull Man, BMI/Vanishing Breed, BMI/Watts Landing, BMI)	72 ON THE STRENGTH (King Henry I, ASCAP/Currier, ASCAP/Shaman Drum, BMI)
69 HEART DONOR (2560, ASCAP)	28 OUT OF MY MIND (Trycep, BMI/Willesden, BMI/WE, BMI)
17 HEAT OF THE MOMENT (Epic/Solar, BMI/Kear, BMI)	73 PARTYMAN (Controversy, ASCAP)
	7 PUT YOUR MOUTH ON ME (Eddie Murphy, ASCAP/Gratitude Sky, ASCAP/Penzafire, ASCAP/Virgin, ASCAP) CPP
	84 QUIET GUY (Irving, BMI/Kiara's Tuff, BMI/Trixie Lou, BMI)
	49 RAINDROPS (Selessongs, ASCAP)
	4 REMEMBER (THE FIRST TIME) (Lamont Coward/Bright Light, BMI)
	71 ROCK WIT'CHA (Kear, BMI/Epic/Solar, BMI/Green Skirt, BMI)
	11 SARAH, SARAH (Zomba, ASCAP)
	90 SECRET RENDEZVOUS (Kear, BMI/Epic/Solar, BMI/Green Skirt, BMI) CPP
	64 SHE'S NOT MY LOVER (Diva One, ASCAP/Spectrum VII, ASCAP)
	55 SHOWER ME WITH YOUR LOVE (Colgems-EMI, ASCAP) WBM
	42 SMILIN' (Trycep, BMI/Fernciff, BMI/Willesden, BMI)
	65 SMOOTH OPERATOR (AZ, ASCAP/Cold Chillin', ASCAP/WB, ASCAP)
	39 SO WAT CHA SAYIN' (Beat House, ASCAP/Paricken, ASCAP)
	10 SOMETHING IN THE WAY (YOU MAKE ME FEEL) (Angel Notes, ASCAP/WB, ASCAP) WBM
	100 SOMETHING REAL (El King, ASCAP)
	83 SOUL PROVIDER (Mr.Bolton, BMI/Non Pareil, ASCAP)
	54 SPECIAL LOOK (Black Lion, ASCAP/Captain Z, ASCAP/Thump West, ASCAP/If She Ran Ha, BMI/Almo, ASCAP) CPP
	15 SPEND THE NIGHT (Pending)
	3 SPEND THE NIGHT (CE SOIR) (Angel Notes, ASCAP/WB, ASCAP)
	59 STATE OF ATTRACTION (Flyte Tyme, ASCAP/Avant Garde, ASCAP)
	74 SUMMERTIME (Entertaining, BMI/Dainica, BMI)
	19 SWEEP TALK (Cuddie B, ASCAP/Diner Dog, ASCAP)
	34 TALK TO MYSELF (Vertim, ASCAP/Wokie, ASCAP/Whole Nine Yards, ASCAP)
	6 TASTE OF YOUR LOVE (Marvennis, ASCAP/Syce 'M' Up, ASCAP)
	77 THEY WANT MONEY (Zomba, ASCAP/Willesden, BMI)
	95 TURNED AWAY (Selessongs, ASCAP/Honey Look, ASCAP)
	14 TWO WRONGS (DON'T MAKE IT RIGHT) (Venus Three, BMI/Pushy, ASCAP/Perfect Ten, ASCAP)
	26 THE WAY IT IS (Anointed, ASCAP)
	44 WE GOT OUR OWN THANG (Zomba, ASCAP/EMI April, ASCAP/Across 110th Street, ASCAP/Way To Go, ASCAP/Bridgeport, BMI)
	35 WHERE DO WE GO? (EMI April, ASCAP/Ackee, ASCAP/Guy Vaughn, ASCAP/EMI Blackwood, BMI/Been Stung, BMI)
	81 WHY IS THAT? (Zomba, ASCAP)
	87 WHY YOU WANNA (Avant Garde, ASCAP)
	91 YEARNING FOR YOUR LOVE (Temp Co., BMI)
	66 YOU ARE MY EVERYTHING (Colgems-EMI, ASCAP/Deep Faith, ASCAP/Multi-Culler, ASCAP)
	76 YOU BETTER DANCE (Colgems-EMI, ASCAP/Boston International, ASCAP)
	58 (YOU'RE MY ONE AND ONLY) TRUE LOVE (Robi-Rob, ASCAP/Red Instructional, ASCAP/Free-Dome, ASCAP)

# Latin Notas



by Carlos Agudelo

**BY ENTERING INTO A** partnership with Radio WADO Inc., owners of New York's oldest Spanish-language broadcasting station, Tichenor Media Systems has formed a new radio network, **Radio Nacional**. The new network now includes the prized WQBA AM-FM combo in Miami, which it bought from **Susquehanna Broadcasting** for an undisclosed sum. Tichenor, a family-owned Dallas network, owns seven Spanish-language radio stations in Texas, and another combo of two in Illinois. The deal is also giving Tichenor a foothold in New York, where WADO-AM has had control of the 34-plus market for many years. This brings the total stations of the network to eight AMs and four FMs. WQBA-AM Miami, known as "La Cubanísima," has been the highest-rated station, while its FM counterpart has also been doing very well with its pop-contemporary, mostly Spanish format. Meanwhile, in New York, WADO seems to be going through some rocky times lately, according to staffers and ex-staffers. Uncertainty seems to be the prevalent mood in a station whose main winning point throughout the years has been its consistency.

Another network, **Viva America Media Group Ltd.**, is being formed by **Mambisa Broadcasting** of Miami, owners of WAQI-AM-FM Miami, known as Radio Mambi and Ritmo 98, respectively, and **Hefstel Broadcasting** of California, owner of KLVE-FM and KTNQ-AM, the highest-rated, very profitable combo in Los Angeles. Also entering the network will be KIKI-AM San Francisco. **Amancio Suarez**, Mambisa's chairman, says the network will cover about 60% of the Latin market. He says Ritmo 98, which has a 6,000-watt signal, has already been approved by the

FCC for an upgrade to 100,000 watts, effective in three months. He is also on the lookout for new acquisitions in the New York, Chicago, and Texas markets.

**CAPITOL-EMI LATIN HAS ENTERED** into a licensing agreement with **Discos Rocio and Erendira /J.R.**, both based in Mexico, to market, sell, and distribute its product in the U.S. and Puerto Rico. Rocio's acts include **La Revolución De Emiliano Zapata, Grupo Yndio, Grupo Audaz, Rosenda Bernal, and El Jefe Y Su Grupo**. Erendira has **Grupo Alma and Los Caracoles**, among others, on its roster. The company will also reissue titles from **Falcon Records**, a Capitol-EMI of Mexico-owned catalog. Capitol-

## Tichenor Media has formed a new radio network

EMI Latin recently held an official kickoff celebration at their headquarters in Hollywood. The event was hosted by the division's VP/GM **Jose Behar**, who welcomed members of the Latin press, radio, and retail from across the U.S. and Puerto Rico. In attendance were such artists as **Franco, Alvaro Torres, Rosenda Bernal, David Lee Garza y Los Musicales**, producer/composer **Bebu Silveti**, as well as **Joe Smith**, president and CEO Capitol-EMI Music Inc., employees of CEMA distributors, and the entire Capitol-EMI Latin field staff.

**FOLLOWING THE LEAD OF CALIFORNIA**, Alabama, South Carolina, Virginia, and Texas, the states of Florida and North Carolina have approved "new laws that dramatically stiffen the penalties for the crimes of piracy, counterfeiting, and bootlegging of sound recordings," according to the Recording Industry Assn. of America.

# Gospel LECTERN



by Bob Darden

This is the second half of an interview with Noel Paul Stookey.

**NOEL PAUL STOOKEY** is that rare artist who has combined multiple successful callings. As a member of Peter, Paul & Mary, he has been a pivotal figure in American music for more than 20 years. And, in addition to PP&M, he has maintained a separate career, both as a solo artist and with the **Bodyworks Band**, to write and perform songs with a decided spiritual edge. Stookey's best-known (and best-loved) song is the ubiquitous "Wedding Song." It is a tribute to Stookey's commitment to music that matters that he assigned all rights to the song to the Public Domain Foundation.

Stookey and Bodyworks recently signed with the innovative **Gold Castle** label.

Stookey has recorded on his own and with the Bodyworks Band since 1979. One, he says, is a refinement of the other. Virtually everything Peter, Paul & Mary sing, he can sing in a Bodyworks concert. But not every Bodyworks song can be performed by PP&M. This is, in part, due to the uniform brilliance of the Bodyworks Band. Two of the albums he has recorded for gospel's **New Pax** label, "Wait'll You Hear This!" and "State Of The Heart," are justly considered classics.

"The current Bodyworks Band includes guitarist **Jimmy Nalls** [who is also with the Nighthawks], **Allen Diaz** [formerly with Sergio Mendes] on percussion, **Denny Bouchard** on keyboards, **Kent Palmer** on bass, and **Karla Thibodeau** on vocals and guitar. Jimmy actually precedes Bodyworks since he appeared on the 'Paul And' album, where 'The Wedding Song' first appeared. Denny, Karla, and Kent were the first in the band. Actu-

ally, I don't always travel with all five members, sometimes it is a combination—although I'm always there—which keeps it fun.

"The material on the Bodyworks album is generally about 75% mine, 15% by outside writers, and 10% Karla's. We always try to present some material by Christian music's best-kept secret, writer **Michael Blanchard**, who I hear is about to sign with a major Christian label."

Stookey still has his studio/office/artistic community in South Blue Hill, Maine, although the original animation studio has gone its separate way. "One of the animators has remained behind to begin a community

## Stookey is best known for 'The Wedding Song'

broadcast station here," Stookey says, proudly. "It took him three years, but now he is the director of WERU-FM stereo, with offices on the first floor of the Hen House. On the second floor is my office and the offices of the Northeast Historical Film Society. . . . At the moment Bodyworks has about 15 pieces recorded and we'll cull them down to 10 for the album. It has a similar eclectic feel to the earlier Bodyworks albums. I call it 'technofolk' because it has the accessibility of folk music, but the latest technology to make it sound good!"

Finally, does Stookey ever wonder about the power of someone in his position of influence in the music world?

"I'll have to plead a certain naivete on that one," he says. "I'm thankful that as a folk musician our milieu is not a power performance, but instead is a revealing of the vulnerable side of our lives. I see myself instead as a poet people have allowed in their living rooms. Occasionally, to break the tension, I'll tell a joke or sing a silly song. But, by and large, my call is only to be as honest as I know how, to be an encouragement to people to trust their feelings, to engage one another in a spirit of forthrightness. When people come to a Noel Stookey and Bodyworks concert, I hope they leave with the realization that they were part of the experience itself."

FOR WEEK ENDING SEPTEMBER 2, 1989

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# HOT LATIN TRACKS™

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	ARTIST LABEL	Compiled from national Latin radio airplay reports.	TITLE
1	2	6	16	<b>ANA GABRIEL</b> CBS	★★ NO. 1 ★★	◆ SIMPLEMENTE AMIGOS 1 week at No. One
2	3	2	21	<b>LUIS MIGUEL</b> WEA/LATINA		◆ LA INCONDICIONAL
3	6	4	16	<b>FRANCO DE VITA</b> CBS		◆ TE AMO
4	1	1	19	<b>JOSE LUIS RODRIGUEZ</b> MERCURY		◆ BAILA MI RUMBA
5	7	7	5	<b>GLORIA ESTEFAN/MIAMI SOUND</b> EPIC		SI VOY A PERDERTE
6	5	3	8	<b>LOS BUKIS</b> MELODY		A DONDE VAYAS
7	4	5	11	<b>R.CARLOS/V.FERNANDEZ</b> CBS		AUNQUE MAL PAGUEN ELLAS
8	8	8	11	<b>ENMANUEL</b> CBS		QUISIERA
9	9	9	10	<b>MARISELA</b> ARIOLA		Y VOY HACER FELIZ
10	13	10	22	<b>CHAYANNE</b> CBS		◆ ESTE RITMO SE BAILA ASI
11	11	11	10	<b>PABLO RUIZ</b> CAPITOL-EMI LATIN		◆ ORGULLOSA NENA
12	14	13	9	<b>JOSE JOSE</b> ARIOLA		EL
13	12	14	10	<b>EL GRAN COMBO</b> COMBO		AGUACERO
14	10	15	12	<b>ROCIO DURCAL</b> ARIOLA		EXTRANANDOTE
15	29	17	13	<b>ROCIO JURADO</b> EMI-CAPITOL LATIN		AMOR DE NOCHE
16	17	24	8	<b>MIGUEL GALLARDO</b> POLYGRAM		YO FUI EL SEGUNDO EN TU VIDA
17	15	12	13	<b>JULIO IGLESIAS</b> CBS		◆ BAMBOLEO/CABALLO VIEJO
18	18	21	16	<b>JOSE JOSE</b> RCA		PIEL DE AZUCAR
19	26	19	16	<b>VIKKI CARR</b> CBS		HAY OTRO EN TU LUGAR
20	32	—	2	<b>LUIS ENRIQUE</b> CBS	★★★ POWER PICK ★★★	LO QUE PASO ENTRE TU Y YO . . . PASO
21	20	16	4	<b>RICARDO MONTANER</b> TH-RODVEN		A DONDE VA EL AMOR
22	22	32	5	<b>PABLO RUIZ</b> CAPITOL-EMI LATIN		OH MAMA ELLA ME HA BESADO
23	23	25	3	<b>LUCERITO</b> MELODY		CUENTAME
24	28	22	20	<b>BRAULIO</b> CBS		AMANDOTE Y SONANDOTE
25	NEW ▶	—	1	<b>YOLANDITA MONJE</b> CBS	★★★ HOT SHOT DEBUT ★★★	POR TI
26	19	—	4	<b>EDDIE SANTIAGO</b> TH-RODVEN		MIA
27	NEW ▶	—	1	<b>LUIS MIGUEL</b> WEA/LATINA		FRIA COMO EL VIENTO
28	31	28	3	<b>CHANTELLE</b> WEA/LATINA		QUERIENDO Y NO
29	27	—	4	<b>WILLIE ROSARIO</b> BRONCO		FISICO
30	24	20	8	<b>PANDORA</b> CAPITOL-EMI LATIN		NO PUEDO DEJAR DE PENSAR EN TI
31	39	30	3	<b>TONY VEGA</b> RMM		TU PRENDA TENDIDA
32	NEW ▶	—	1	<b>LOS HIJOS DE PUERTO RICO</b> TH-RODVEN		APULLAITO
33	16	18	9	<b>DAVID PABON</b> TH-RODVEN		AQUEL VIEJO MOTEL
34	36	40	15	<b>EDDIE SANTIAGO</b> TH-RODVEN		◆ ME FALLASTE
35	37	36	30	<b>RICARDO MONTANER</b> TH-RODVEN		◆ SOLO CON UN BESO
36	21	23	14	<b>LOS YONICS</b> FONOVISA		PERDON POR TUS LAGRIMAS
37	30	26	33	<b>VIKKI CARR</b> CBS		◆ MALA SUERTE
38	25	27	26	<b>ROCIO DURCAL</b> ARIOLA		EL AMOR MAS BONITO
39	33	—	2	<b>PABLO RUIZ</b> CAPITOL-EMI LATIN		CACHETADA
40	35	—	2	<b>LOS BUKIS</b> FONOVISA		COMO FUI A ENAMORARME DE TI

○ Products with the greatest airplay gains this week. ◆ Video clip availability. Chart is compiled weekly, but appears in the magazine bi-weekly.

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# HOT DANCE MUSIC™

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	TITLE LABEL & NUMBER/DISTRIBUTING LABEL	ARTIST
<b>★★ NO. 1 ★★</b>					
1	1	3	6	<b>BACK TO LIFE</b> VIRGIN 0-96537 2 weeks at No. 1	◆ SOUL II SOUL
2	6	12	5	<b>IT IS TIME TO GET FUNKY</b> FFRR 886 627-1/POLYGRAM	◆ D.MOB
3	4	7	8	<b>HAPPINESS</b> SLEEPING BAG SLX-40147	NICOLE
4	10	17	5	<b>DO YOU LOVE WHAT YOU FEEL</b> VIRGIN 0-96539	◆ INNER CITY
5	3	4	12	<b>(YOU'RE MY ONE AND ONLY) TRUE LOVE</b> VENETTA VE-7021/A&M	SEDUCTION
6	8	11	9	<b>PEOPLE HOLD ON</b> TOMMY BOY TB-939 ◆ COLD CUT FEATURING LISA STANSFIELD	
7	13	30	4	<b>DON'T MAKE ME OVER</b> NEXT PLATEAU NP50107	SYBIL
8	14	29	4	<b>LIFE IS A DANCE (LP)</b> WARNER BROS. 25946	CHAKA KHAN
9	11	18	6	<b>PAYBACK IS A BITCH</b> JIVE 1239-1-JD/RCA	LIZ TORRES
10	2	1	7	<b>BATDANCE (FROM "BATMAN")</b> WARNER BROS. 0-21257	◆ PRINCE
11	25	43	3	<b>WORK IT OUT</b> ATLANTIC 0-86325	STEVE 'SILK' HURLEY
12	27	41	4	<b>BUST A MOVE</b> DELICIOUS VINYL DV1005/ISLAND	◆ YOUNG M.C.
13	17	25	7	<b>DO IT TO THE CROWD</b> PROFILE PRO-7255	◆ TWIN HYPE
14	15	21	6	<b>PARADISE</b> MOTOWN MOT-4673	DIANA ROSS
15	18	23	7	<b>OH WELL</b> CAPITOL V-15472	OH WELL
16	7	8	10	<b>JUST GIT IT TOGETHER</b> COLUMBIA 44 68819	◆ LISA LISA & CULT JAM
17	21	34	4	<b>ON THE STRENGTH</b> EPIC 49 68806/E.P.A.	FLAME (WITH TONY TERRY)
18	9	9	8	<b>YOUR LOVE TAKES ME HIGHER</b> ATLANTIC 0-86402	BELOVED
19	32	36	5	<b>COLD HEARTED</b> VIRGIN 0-96546	◆ PAULA ABDUL
20	28	38	4	<b>HEY LADIES/SHAKE YOUR RUMP</b> CAPITOL V-15483	◆ BEASTIE BOYS
21	19	15	7	<b>ON OUR OWN (FROM "GHOSTBUSTERS II")</b> MCA 23957	◆ BOBBY BROWN
22	29	40	4	<b>DO THE RIGHT THING</b> VIRGIN 0-96552	◆ REDHEAD KINGPIN & THE F.B.I.
23	33	45	3	<b>BLIND HEARTS</b> WING 889 633-1/POLYGRAM	XYMOX
24	23	24	6	<b>LAY ALL YOUR LOVE ON ME/FUNKY AT 45</b> TOMMY BOY TB-933	INFORMATION SOCIETY
<b>★★★ POWER PICK ★★★</b>					
25	39	—	2	<b>FRENCH KISS</b> EPIC 49 68875/E.P.A.	LIL LOUIS
26	5	2	10	<b>101</b> MCA 23960	◆ SHEENA EASTON
27	34	—	2	<b>LOVE SONG</b> ELEKTRA 0-66687	THE CURE
28	22	27	5	<b>SHOUT IT OUT</b> MERCURY 874 217-1/POLYGRAM	CLOCKWORK
29	49	—	2	<b>IT'S NO CRIME</b> SOLAR 429 68832/E.P.A.	◆ BABYFACE
30	16	6	9	<b>COME HOME WITH ME BABY</b> EPIC 49 68777/E.P.A.	◆ DEAD OR ALIVE
31	38	44	3	<b>IF I EVER</b> ENIGMA 75527-0	RED FLAG
32	31	32	5	<b>THE SAME DREAM</b> WARNER BROS. 0-21253	APOLLONIA
33	12	5	11	<b>ALWAYS THERE</b> CAPITOL V-15482	CHARVONI
34	45	—	2	<b>SO MANY PEOPLE</b> CURB CRB-10306	HUBERT KAH
35	20	10	9	<b>FRIENDS</b> MCA 23956	◆ JODY WATLEY WITH ERIC B. & RAKIM
<b>★★★ HOT SHOT DEBUT ★★★</b>					
36	<b>NEW</b>	1	1	<b>IT ISN'T, IT WASN'T, IT AIN'T NEVER GONNA BE</b> ARISTA ADI-9851	ARETHA FRANKLIN/W. HOUSTON
37	42	—	2	<b>SOME PEOPLE</b> A&M SP-12310	◆ E.G. DAILY
38	36	42	5	<b>I GIT MINZE</b> ARISTA ADI-9827	◆ TOO NICE
39	<b>NEW</b>	1	1	<b>TEARS</b> FFRR 886 665-1/POLYGRAM	FRANKIE KNUCKLES PRESENTS SATOSHII TOMIIE
40	50	—	2	<b>ROCK TO THE BEAT</b> KMS 022	REESE
41	47	50	3	<b>LOVE RUSH</b> SAM 5002	DISKONEXION FEATURING LINDA BURNETTE
42	<b>NEW</b>	1	1	<b>VOICES IN YOUR HEAD</b> COLUMBIA 44 68813	PARIS BY AIR
43	43	47	4	<b>FALLEN ANGEL</b> CAPITOL V-15471	MONDAY
44	<b>NEW</b>	1	1	<b>YOU BETTER DANCE</b> MCA 23961	◆ THE JETS
45	<b>NEW</b>	1	1	<b>SERIOUS MONEY</b> WARNER BROS. 0-21262	◆ CAROLE DAVIS
46	<b>NEW</b>	1	1	<b>BLACK HAVANA (LP)</b> CAPITOL C1-90923	VARIOUS ARTISTS
47	<b>NEW</b>	1	1	<b>KEEP IT MOVIN' (CAUSE THE CROWD SAYS SO)</b> JIVE 1244-1-JD/RCA	WHITE KNIGHT
48	<b>NEW</b>	1	1	<b>MY MELLOW</b> GREAT JONES GJ-604/ISLAND	ORCHESTRA 45
49	46	49	3	<b>KING FOR A DAY</b> GEFEN PROMO/WARNER BROS.	XTC
50	41	48	4	<b>CAN WE TAKE YOU HIGHER?</b> WTG 41 68225/E.P.A.	◆ MAMADO & SHE

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	TITLE LABEL & NUMBER/DISTRIBUTING LABEL	ARTIST
<b>★★ NO. 1 ★★</b>					
1	7	16	3	<b>BATDANCE (FROM "BATMAN")</b> WARNER BROS. 0-21257 1 week at No. 1	◆ PRINCE
2	2	3	9	<b>ON OUR OWN (FROM "GHOSTBUSTERS II")</b> MCA 23957	◆ BOBBY BROWN
3	8	21	3	<b>BACK TO LIFE</b> VIRGIN 0-96537	◆ SOUL II SOUL
4	4	4	11	<b>(YOU'RE MY ONE AND ONLY) TRUE LOVE</b> VENETTA VE-7021/A&M	SEDUCTION
5	1	2	10	<b>COME HOME WITH ME BABY</b> EPIC 49 68777/E.P.A.	◆ DEAD OR ALIVE
6	3	5	8	<b>FIGHT THE POWER (FROM "DO THE RIGHT THING")</b> MOTOWN MOT-4647	◆ PUBLIC ENEMY
7	6	7	8	<b>COLD HEARTED</b> VIRGIN 0-96546	◆ PAULA ABDUL
8	5	1	9	<b>FRIENDS</b> MCA 23956	◆ JODY WATLEY WITH ERIC B. & RAKIM
9	10	12	7	<b>MY FANTASY</b> MOTOWN MOT-4643	◆ TEDDY RILEY FEATURING GUY
10	15	27	4	<b>DON'T MAKE ME OVER</b> NEXT PLATEAU NP50107	SYBIL
11	18	18	7	<b>BUST A MOVE</b> DELICIOUS VINYL DV1005/ISLAND	◆ YOUNG M.C.
12	17	28	4	<b>IT'S NO CRIME</b> SOLAR 429 68832/E.P.A.	◆ BABYFACE
13	13	13	7	<b>LAY ALL YOUR LOVE ON ME/FUNKY AT 45</b> TOMMY BOY TB-933	INFORMATION SOCIETY
14	11	9	10	<b>I LIKE IT 4TH &amp; B'WAY</b> 483/ISLAND	◆ DINO
15	12	11	9	<b>DEEP IN VOGUE</b> EPIC 49 68801/E.P.A.	◆ MALCOLM MCLAREN
16	20	19	5	<b>HEY LADIES/SHAKE YOUR RUMP</b> CAPITOL V-15483	◆ BEASTIE BOYS
17	19	22	5	<b>I NEED A RHYTHM</b> VENETTA VE-7023/A&M	THE 28TH ST. CREW
18	16	17	8	<b>ALWAYS THERE</b> CAPITOL V-15482	CHARVONI
19	21	10	16	<b>KEEP ON MOVIN'</b> VIRGIN 0-96556	◆ SOUL II SOUL
20	9	8	10	<b>GIVE YOU ALL MY LOVE</b> ATLANTIC 0-86410	◆ STACEY Q
21	28	36	4	<b>DO IT TO THE CROWD</b> PROFILE PRO-7255	◆ TWIN HYPE
22	36	—	2	<b>KISSES ON THE WIND</b> VIRGIN 0-96532	◆ NENEH CHERRY
<b>★★★ POWER PICK ★★★</b>					
23	42	—	2	<b>DO YOU LOVE WHAT YOU FEEL</b> VIRGIN 0-96539	◆ INNER CITY
24	25	32	5	<b>EVERLASTING LOVE</b> VIRGIN 0-96647	SANDRA
25	22	14	13	<b>WE GOT OUR OWN THANG</b> UPTOWN 23942/MCA	◆ HEAVY D. & THE BOYZ
26	40	48	3	<b>FRENCH KISS</b> EPIC 49 68875/E.P.A.	LIL LOUIS
27	14	6	11	<b>EXPRESS YOURSELF</b> SIRE 0-21225/WARNER BROS.	◆ MADONNA
28	34	44	3	<b>WHERE DO WE GO?</b> ATLANTIC 0-86409	◆ TEN CITY
29	27	33	4	<b>PAYBACK IS A BITCH</b> JIVE 1239-1-JD/RCA	LIZ TORRES
<b>★★★ HOT SHOT DEBUT ★★★</b>					
30	<b>NEW</b>	1	1	<b>PUT YOUR MOUTH ON ME</b> COLUMBIA 44 68788	◆ EDDIE MURPHY
31	26	29	6	<b>PEOPLE HOLD ON</b> TOMMY BOY TB-939	◆ COLD CUT FEATURING LISA STANSFIELD
32	31	34	6	<b>N.E. HEART BREAK</b> MCA 23891	◆ NEW EDITION
33	43	46	3	<b>DO THE RIGHT THING</b> VIRGIN 0-96552	◆ REDHEAD KINGPIN & THE F.B.I.
34	30	20	9	<b>LET IT ROLL</b> ATLANTIC 0-86407	DOUG LAZY
35	39	43	4	<b>MACHINE GUN</b> CURB 10304	◆ HUBERT KAH
36	33	37	5	<b>I'M GLAD YOU CAME TO ME</b> NU GROOVE NG-017	BAS NOIR
37	23	24	7	<b>LOVE HOUSE</b> JIVE 1234-1-JD/RCA	◆ SAMANTHA FOX
38	24	15	12	<b>SECRET RENDEZVOUS (REMIX)</b> WARNER BROS. 0-20962	◆ KARYN WHITE
39	44	—	2	<b>IT IS TIME TO GET FUNKY</b> FFRR 886 627-1/POLYGRAM	◆ D.MOB
40	46	—	2	<b>SO WAT CHA SAYIN'</b> FRESH FRE-80133/SLEEPING BAG	◆ EPMD
41	<b>NEW</b>	1	1	<b>(HAMMER HAMMER) THEY PUT ME IN THE MIX</b> CAPITOL V-15460	M.C. HAMMER
42	49	—	2	<b>ON THE STRENGTH</b> EPIC 49 68806/E.P.A.	FLAME (WITH TONY TERRY)
43	35	26	9	<b>WHY IS THAT?</b> JIVE 1231-1-JD/RCA	BOOGIE DOWN PRODUCTIONS
44	48	—	7	<b>EXPRESS YOURSELF</b> RUTHLESS PVL 07271/PRIORITY	◆ N.W.A.
45	50	—	1	<b>YOU STOLE MY HEART</b> ATLANTIC 0-86321	COMPANY B
46	47	—	2	<b>IF I EVER</b> ENIGMA 75527-0	RED FLAG
47	<b>NEW</b>	1	1	<b>SMOOTH OPERATOR</b> COLD CHILLIN' 0-21281/WARNER BROS.	◆ BIG DADDY KANE
48	38	38	5	<b>HAPPINESS</b> SLEEPING BAG SLX-40147	NICOLE
49	<b>NEW</b>	1	1	<b>IT'S FUNKY ENOUGH</b> RUTHLESS 0-96549/ATLANTIC	◆ D.O.C.
50	45	39	8	<b>II HYPE</b> VINTERTAINMENT 0-66696/ELEKTRA	◆ ENTOUCH

Titles with the greatest sales or club play increase this week. ◆ Videoclip availability. • Recording Industry Assn. Of America (RIAA) certification for sales of 500,000 units. ▲ RIAA certification for sales of 1 million units. Records listed under Club Play are 12-inch unless indicated otherwise. ©Copyright 1989, BPI Communications Inc. All rights reserved.

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**ANN-MARIE**



**12"** ANN-MARIE 12" Single "With or Without You" SLX-40146. Remix by famed D.J. "Little" Louie Vega, and Todd Terry.

# Europe Jams With Rutherford, Chimes, Italian House

**RHYTHM NATION:** It's no surprise, but Europe is kicking as of late with an abundance of hot club offerings. The folks overseas have been taking a good hard listen to what's been happening over here in the clubs and delivering some slamm'n' material for our envy and approval. A host of new producers, remixers, and artists from across the Atlantic are sure to become hot properties stateside, so our homegrown talent better keep a watchful eye out.

Here's a few that have tickled our fancy: "Oh World" (4th & B'Way U.K.) by **Paul Rutherford** (ex-Frankie Goes To Hollywood) is positioned to be the single that's finally going to break the talent in his native U.K. Fine understated production adds to the up-tempo song's sinewy feel and the uplifting lyric (akin to "People Hold On"), which adds to the track's feel-good setting. Perfect for the fall season, Island in the States is reportedly coming with the track sometime in the near future and an album is presently in the works... The **Chimes** are a female-led trio that has been receiving a bit of attention for its debut, "1-2-3" (CBS), produced by **Soul II Soul's Jazzie B & Nellee Hooper**. Soulful lead and a leisurely

pulse (similar to **First Choice's** "Love Thang") wins in mixes provided by **Dave Morales & Terry Burrus**. The flip, "Underestimate," produced by the band and remixed by DJ **Frankie Focsett** also pumps. A stellar introduction that bodes well for its forthcoming album. Columbia is planning to release the band soon stateside... "Grandpa's Party" (Cooltempo) from rapper **Monie Love** works overtime. This U.K. pop hit tribute to **Afrika Bamabaataa** kicks an air-tight R&B-based groove that complements Love's on-a-dime delivery. Don't miss the new mixes... One of the hottest-selling imports is "Pump Up The Jam" (ARS) by **Technotronic Featuring Felly**, which is yet another up-tempo club track that doesn't try to be anything but a party song. Memorable hook both instrumentally and in the chorus keeps the crowd humming and is sure to find success stateside when it's released imminently on SBK Records... From France, discover the latest from **Les Rita Mitsouko**, titled "Tongue Dance" (Virgin, France). For those who got off on "Andy," this one's for you: Quirky yet funky. Band's humor remains well intact as the **Mark Moore & William Orbit** remix winds a pound-



by Bill Coleman

ing midtempo hip-hop rhythm around lead singer **Catherine Ringer's** inspired vocal antics.

Creating a big stir in Europe are the latest exports from Italy, which are (hold on to your lamé) pushing that time dial back to the '70s. The biggest of the bunch is "Ride On Time" (deConstruction/RCA) from **Black Box**. The track is a blatant melange of "The Theme From S-Express," and a real healthy *uncredited* sampling of **Loleatta Holloway's** classic "Love Sensation." (Ironically enough, there's a picture of **Katrina** on the record jacket, who is presumably the act's lead vocalist.) Other Italian acts like the **DFC Crew** ("I C Love Affair") and **Gino Latino** ("No Sorry") are keeping the buzz alive and can also be found bearing the de-Construction moniker. The label is

preparing a compilation of Italian house music (the next big thing?).

Other items of interest to look into are the "Let It Roll"-patterned track "Guilty" (10) by **Be Big**; the groove-laden "Don't Push It" (MCA) by **Ruth Joy**; "Self!" (WEA) by **Fuzzbox**; "Bang Bang You're Mine" (Warriors Dance) by **Bang The Party**; "Warning!" (Cooltempo) by **Adeva**; the anti-apartheid rap "Beyond The 16th Parallel" (4th & B'Way) by **B.R.O.T.H.E.R. (Black Rhyme Organisation To Help Equal Rights)**; "A Bit Of U2" (Syncope/EMI) by **Kiss AMC**; the drum and bass mix of "Living In The Ghetto" (Citybeat/Beggars Banquet) by **Down By Law**; a 1989 remix of **Tammy Lucas' "Hey Boy"** (Republic); the umpteen remixes of **Pet Shop Boys' cover of Sterling Void's "It's Alright"** (Parlophone/EMI); and "Satisfaction" (Virgin) by **Wendy & Lisa**, which is definitely the single from the duo's ill-fated album "Fruit At The Bottom." (The duo was unfortunately dropped by Columbia here before this came out.)

**CONTROL:** By now you know **Janet Jackson** has previewed her forthcoming album with "Miss You Much" (A&M), a track that for anyone on the Jam & Lewis tip sounds very much in same vein as **Cherrelle's** (Continued on page 31)

**LENE LOVICH**  
**WONDERLAND**  
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## Malcolm McLaren Waltzes To A New Beat New Epic Effort Modernizes 19th-Century Classics

BY LARRY FLICK

**NEW YORK** With the release of his new Epic album, "Waltz Darling," Malcolm McLaren proves why he is regarded as the "king of concept."

He first came into prominence during the mid-'70s as the Svengali-like manager who pulled the Sex Pistols out of the U.K. punk scene and placed them in worldwide newspaper headlines. The first half of this decade saw McLaren as an artist/producer in his own right. He blew smoke into the eyes of musical purists when he merged the beats of Soweto and hip-hop for the milestone album "Duck Rock," which produced the club classic "Buffalo Gals," and then translated various operas with a contemporary flair for the 1984 album "Fans."

Five years later, McLaren has resurfaced with yet another seemingly unmarketable idea. "Waltz Darling" blends 19th century Viennese waltzes with modern rhythms and odd guitar riffs. To keep things interesting, it also features guest appearances by funkmeister **Bootsy Collins**, classic rock hero **Jeff Beck**, as well as several new McLaren discoveries. The album has been embraced by critics all over the world and the first single, "Deep In Vogue," recently secured the No. 1 spot on Bill-

board's Club Play chart. Its success is no surprise to McLaren.

"Of course people are getting into [the album]," he boasts. "I knew it from the second I was told it wouldn't sell. The world is one big contradiction. The moment when you are convinced that you have an idea that no one will buy is when you go over the top."

Though industry insiders obviously disagree, McLaren does not view the basic concept of "Waltz Darling" as being at all left-of-center. (Continued on page 31)

### HOT DANCE BREAKOUTS

#### CLUB PLAY

1. **KISSES ON THE WIND** NENEH CHERRY VIRGIN
2. **MY HEART SKIPS A BEAT** THE COVER GIRLS CAPITOL
3. **LOVE'S ABOUT TO CHANGE MY HEART** DONNA SUMMER ATLANTIC
4. **LET'S PLAY HOUSE/BUSS THE SPEAKER** JAZ EMI
5. **THERE'S A BAT IN MY HOUSE** CAPED CRUSADERSTVT

#### 12" SINGLES SALES

1. **MY HEART SKIPS A BEAT** THE COVER GIRLS CAPITOL
2. **LOVE'S ABOUT TO CHANGE MY HEART** DONNA SUMMER ATLANTIC
3. **YOU BETTER DANCE** THE JETS MCA
4. **WELCOME** JOVANOTTI HARBOR LIGHT
5. **I LOVE TO BASS** BARDEUX ENIGMA

Breakouts: Titles with future chart potential, based on club play or sales reported this week.

## NEW ON THE CHARTS

"My songs are not terribly romantic or sentimental. They're about sex, money, and real life." So says singer/songwriter **Carole Davis**, who jumps onto Billboard's Club Play chart this week with her Warner Bros. debut, "Serious



CAROLE DAVIS

Money."

The multilingual, self-proclaimed "ambassador of hip-hop funk" grew up as a "CIA brat" (her father worked in military intelligence), which led her to such exotic places as Thailand, Bangkok, Paris, Rome, and her current hometown of London.

It was her stay in New York, however, during her high school and college years that served as the breeding ground for Davis' hip-hop and street music influences.

Davis' working papers have included film roles ("The Flamingo Kid" and "Mannequin") and a songwriting collaboration with Prince titled "Slow Love," featured on the current single's flip and the Paisley One's "Sign 'O' The Times" album. The current single, "Serious Money" (actually a funky reinterpretation of the O'Jays' classic "For The Love Of Money") was taken from the Nile Rodgers-produced album "Heart Of Gold." **BILL COLEMAN**

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#### LATEST 12" RELEASES

- |                                    |                                |
|------------------------------------|--------------------------------|
| Desarae Wild—Give Me               | LL Cool J—Big Ole              |
| Janet Jackson—Miss You Much        | Vancous—Club Sensation         |
| Little Luis—French Kiss            | Em Jay—Come N Get It           |
| Kelly Sae—It's Too Late            | Blue Jean—Sound Of House Music |
| Steve B—Girl I'm Searching For You | Cover Girls—My Heart Skips     |
| Liza Minnelli—Losing My Mind       | Reese—Rock To The Beat         |
| David Ross—I Broke My Heart        | Frankie Knuckles—Tears         |
| Runaway—Spilt Decision             | De La Soul—Say No Go (Remix)   |

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## Alice Gets Down & Dirty To Promote Epic Album Cooper's 'Trash' Sweeps Across U.S.

BY CHRIS MORRIS

LOS ANGELES Alice Cooper has spent the better part of a month riding around on a garbage truck.

Don't worry—the flamboyant hard rock vet hasn't fallen on hard times and taken a day job. Cooper is using the truck as a gimmick to promote his new Epic album, "Trash."

The album, produced by Desmond Child, and Cooper's first for the label, has taken off out of the box. In its second week, it leaped 72 positions on Billboard's Top Pop Albums chart, from No. 161 to No. 88. Last week, it moved up to No. 65; and this week it stands at No. 60.

The record's first single, "Poison," was at No. 24 on last week's Album Rock Track chart.

Of this current nationwide promotional tour, Cooper says, "We'll do another five or six weeks. It's a Hollywood publicity stunt, which I love."

"In smaller cities, we're not doing the truck—we have a 'trash bus.' In Los Angeles, Detroit, Cleveland, and other large cities, we're using actual trash trucks with a billboard on the side."

The promotional attack, which

ultimately will take Cooper through some 40 U.S. cities, finds the singer making about eight stops at radio stations and retail outlets in each town.

"These are the people who are forgotten on the glamour level," Cooper says. "You'd be surprised how many people never get to meet anybody in the business."

The man on the street has also responded to the promo tour—sometimes humorously. In Cleveland, Epic's regional promotion man hired two scantily clad women to drape themselves on the garbage truck. The ploy won the kudos of local construction workers along the truck route.

"The guys were almost falling off the buildings," Cooper says. "It was like a gift."

Cooper calls the promotional trip "a pretour tour," a kind of warmup for a fall U.S. road sprint that will probably begin, in the longstanding Cooper tradition, in Detroit on Halloween.

While an itinerary has not yet been confirmed, Cooper says that the tour will last for "about a year." The singer chuckles at the thought of such a lengthy trip, now the bread and butter of '80s hard rock and metal units. "It used

to be three months!" he adds with a hint of amazement.

To date, Cooper has not chosen the members of his touring band; he will select a quintet from a tentative list of 25 players.

Cooper says that the rock-'em-shock-'em excesses of previous tours will be held in check somewhat, but that fans will still get their money's worth this time around.

"It's not going to be as bloody as the last tour," Cooper says "[But] it wouldn't be an Alice Cooper show if there wasn't a certain amount of controversy or a sense of humor."



**Cher Ahoy.** Taking a break aboard the U.S.S. Missouri, where she filmed the videoclip "If I Could Turn Back Time" from her new album, "Heart Of Stone," Cher visits with Geffen Records' VP of national top 40 promotion Peter Napoliello. Citing a revealing gown Cher wears in the video, MTV has restricted it from daytime viewing. Cher opened her tour to promote the album Aug. 16 in Atlantic City, N.J., where the best seats were priced at \$200 each.

## Rykodisc Pitches 'World' Series Releases Spotlight Global Music

BY DAVID WYKOFF

BOSTON With releases as far afield as music from the film "Apocalypse Now," recordings of a fetus in the womb with instrumental effects added, Nigerian drummer Babatunde Olatunji, the Gyuto Monk chanters from Tibet, and a traveling Jewish wedding orchestra, there is little possibility that people will confuse "The World" series from Rykodisc with a baseball event.

The series, currently 12 titles deep, including new and rereleased material, is the brainchild

### 'Music touches on the big questions'

of Grateful Dead drummer Mickey Hart and Rykodisc president Don Rose.

Aside from his work with the Dead, Hart is noted for his studies of ethnic music and is a Smithsonian-Folkways board member. He has been recording and producing world music of all sorts for two decades and had been releasing such works on a variety of labels until hooking up with Rose last year.

"My works were spread around [on] a number of labels—Windham Hill, PVC, Passport, and the like—and were necessarily treated in a haphazard manner," says Hart. "With Rykodisc, they can be released and marketed together, and they all benefit from each other. Even I've benefited because it's

given me a better perspective on the totality of it, of how the world's one big, vibrating membrane and how the music touches on the big questions," says Hart, with contagious enthusiasm.

Rose initially contacted Hart for rights to his solo recordings but was "amazed and astounded by the breadth and quality of the [world music] recordings. I was immediately convinced of the potential of a series," Rose says.

The key to marketing "The World" series, says Rose, is developing a "synergy" between the individual titles and the series itself. Such releases as "Music To Be Born By" help introduce people to the series, says Rose, while the reputation of the overall project will bring greater attention to each individual album, which is particularly important for some of the less commercial titles.

One of the most recent releases is "The Gyuto Monks Tibetan Tantric Choir," a recording made at the sound stage of George Lucas' Skywalker Studios. Upcoming titles include "Planet Drum," a percussion orchestra including Hart, Airtu, and Olatunji, recorded in New York this past spring; an 87-member Latvian women's choral group called the Dzintars, also recorded at Skywalker Studios; and, possibly, some recordings from the Folkways Catalog, since Hart is technical director of an effort by the Smithsonian Institute to convert the historic Folkways collection to digital recordings.

## Proud Tina Turner Keeps On Rollin'; Stars Shine at FA '89; Nursery Rock

WHEN SHE SAID she didn't plan another concert tour, Tina Turner certainly never meant she was going to stay home. So there she was, meeting and greeting record, radio, and press reps at the Stanhope Hotel in New York the other night—after earlier stops with manager Roger Davies in Atlanta, Dallas, Chicago, Minneapolis, Vancouver, Seattle, San Francisco, and Los Angeles. A European jaunt lay ahead.

"This is a lot like a concert," Turner said over dinner. "You walk in and you know a lot of these people are fans."

Although Turner's fans may have to forego her live shows a while as she pursues her acting options, the singer's third solo album on Capitol Records, "Foreign Affair," will arrive Sept. 19. Co-produced by Turner and Dan Hartman, the disk features a familiar array of rock hit writers including Tony Joe White, the team of Tom Kelly and Billy Steinberg, Albert Hammond, Graham Lyle, Holly Knight, and Mike Chapman. Knight and Chapman composed the first single, "The Best," with a video, filmed by Lol Creme and Lexi Godfrey in the Mojave Desert, which MTV debuted Aug. 16.

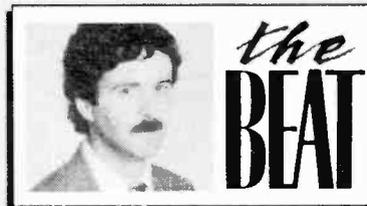
With such strong material in hand, why was this multiplatinum superstar out working the handshake circuit? Turner sincerely seemed to take nothing for granted.

"America is not my market," she said. "There is a lot of talent here. But I really believe in this record. I think it's the best thing I've ever done."

IT'S A FAMILY AFFAIR: Few music or radio meets match the spirit that saturated the 13th annual Family Affair, hosted in Atlanta Aug. 17-20 by Jack Gibson, publisher of the black music and radio newsletter "Jack The Rapper." The Beat joined the hundreds of attendees from the black music community who gathered for FA '89 where parties, showcases, parties, seminars, dinners, and more parties offered opportunity to sample what's on the rise in black music. Among those the Beat encountered: Arthur Baker, who, after emerging as one of the preeminent dance mix producers of the past decade, showcases his songwriting talents on his new A&M Records debut; Maurice Starr, fresh from his triumph with New Kids On The Block, plans a November debut on CBS for his next project, Perfect Gentlemen; newcomers Seduction on A&M and The Finest Hour on PolyGram, who displayed their dance-pop charms for convention crowds. Thanks go to the staff from Motown and MCA Records who, along with Billboard senior chart manager Terri Rossi, arranged a reception at the Rapper for my colleague, Billboard's new black music editor, Janine McAdams. (For a full look at F.A. '89, see Jan-

ine's column, "The Rhythm And The Blues," on page 18.)

SPIN DOCTOR: With ricocheting guitar riffs, hard, slapping bass and solid radio punch on their album-opening track "Gimme Your Good Lovin'," the members of Diving For Pearls sound like one of Epic Records' strongest new album-rock contenders. Signed to the label by A&R chief Michael Caplan, the group, whose members hail from Boston and New York, will make their label debut this fall.



by Thom Duffy

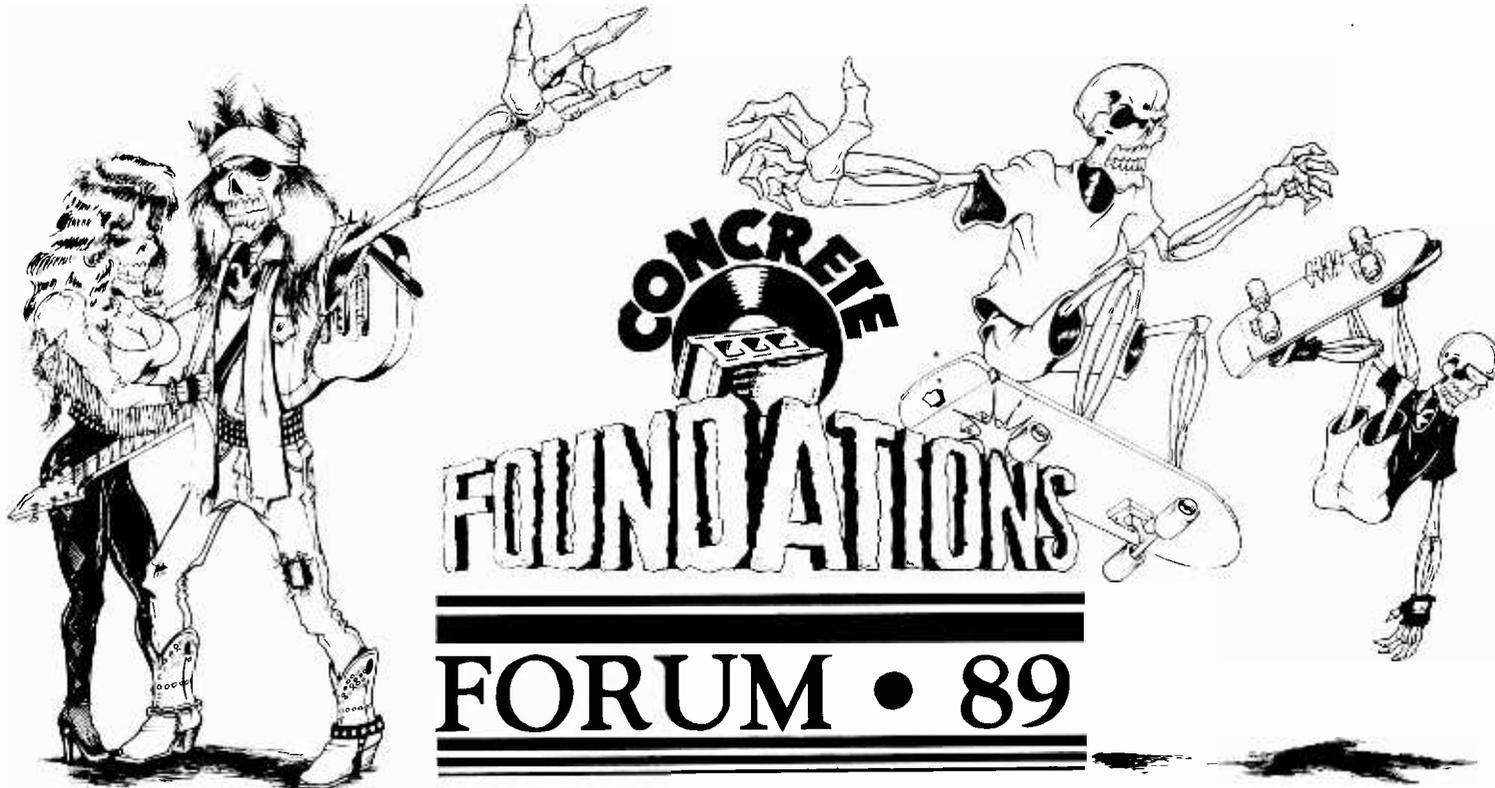
ON THE BEAT: Billy Idol's version of the Doors' "L.A. Woman" will be used as the theme of the new TV cop show "L.A. Takedown," set in the '90s and produced by Michael Mann of "Miami Vice" fame... Huey Lewis & the News, who are leaving Chrysalis Records for a new deal with EMI, will hit the road this fall—playing a limited number of small venues under a pseudonym... After selling out a homecoming show at The Stone in San Francisco, Vain plans showcases on both coasts in September, promoting their Island Records release "No Respect," which broke last week onto the Top Pop Albums chart.

OLD GRAPES, NEW BOTTLE: Four of the five original members of San Francisco's legendary Moby Grape have regrouped under the name the Melvilles—with all due respect to writer Herman—and are currently seeking a heavy-duty manager. The group—now comprised of original guitarists Jerry Miller, Peter Lewis, bassist Bob Mosley, and drummer Don Stevenson, and two additional musicians—have been rehearsing daily in Seattle now for over a year, and are putting the final mix on a new album. Those interested are advised to call 206-632-7841 Monday through Friday between 2-3 p.m. Pacific time—the one hour of the day, apparently, the group stops rehearsing.

ROCK-A-BYE Z.Z.: The guys in ZZ Top—Billy Gibbons, Frank Beard, and Dusty Hill—are really getting themselves into hot water this time. The Texas blues-rock trio will play the role of "Three Men In A Tub" in an upcoming Disney Channel film, "Mother Goose Rock 'N' Rhyme," which will feature music and film stars in nursery rhyme roles. Among the acts appearing will be Little Richard as Old King Cole, Cyndi Lauper as Mary (with Woody Harrelson as her lamb), Pia Zadora as Little Miss Muffett, Paul Simon as Simple Simon, and Bobby Brown as each of the Three Blind Mice.

Assistance in preparing this column was provided by Dave DiMartino in Los Angeles.

# THERE'S A RAGE IN THE CAGE!



**WE'RE LETTING IT LOOSE AT THE ONLY ALL HEAVY METAL / HARD ROCK CONVENTION. SEPTEMBER 21, 22, & 23, 1989 AT THE SHERATON UNIVERSAL IN LOS ANGELES.**

## THURSDAY, SEPTEMBER 21

10:00 AM - 6:00 PM REGISTRATION

1:30 PM - 6:00 PM EXHIBITION HALL OPEN

1:30 PM - 3:00 PM

### METAL WORKSHOP

Jim Cardillo (MCA Records, Moderator)  
Jem Aswad (CMJ)  
Howard Benson (producer)  
Bill Berrol (Attorney at Law)  
Bruce Dickenson (MCA Records)  
Mike Jones (Epic Records)  
Brian Koppelman (Elektra Records)  
Scott Luftus (Jam Productions / WVVX)  
Brian McEvoy (Grand Slamm Records)  
Kat Sirdofsky (Rebel Management)

### UNDERSTANDING MUSIC PUBLISHING

Andy Gould (Concrete Management, Moderator)  
John Brahney (Los Angeles Songwriters Showcase)  
Brian Brinkerhoff (Elymax)  
Barbara Cane (BMI)  
Danny Goodwin (Virgin Music)  
Jeffrey Light (Jay Cooper, Epstein & Hurowitz)  
David Renzer (Zomba Music)  
Lisa Schmidt (ASCAP)

3:00 PM - 4:30 PM

### PAY TO PLAY - CONTROVERSY IN THE CLUBS

Kenny Kerner (Sr. Editor, Music Connection Mag., Moderator)  
Desi Benjamin (Coconut Teaser, Virgin Records)  
Dayle Gloria (Club With No Name)  
Tommy Gunn (Tommy Gunn Presents)  
Erlene Kolnes (Hi-Times)  
Jason Lord (Jungle Productions)  
Mark Mason (Rock Against Pay for Play [R.A.P.P.]  
Rachel Matthews (Capitol Records)  
Brian Slagel (Metal Blade Records)  
Robert Wood (Creative Image Associates)

### THEY ONLY COME OUT AT NIGHT

8:30 PM - 1:00 AM  
Metalmania L-I-V-E at the Park Plaza Hotel

## FRIDAY, SEPTEMBER 22

10:00 AM - 3:30 REGISTRATION

12:00 PM - 6:00 PM EXHIBITION HALL OPEN

11:00 AM - 12:30 PM

### RETAIL

Lou Mann (Capitol Records, Moderator)  
Frank Conge (Shattered Records)  
Mark Cope (Album Network)  
Dave Flaherty (Jerry Bassins One-stop)  
Jeff Gilbert (Music Menu)  
Jim Pitulski (Metal Blade Records)  
Toni Protera (Hits)  
Melissa Pszeny (Atlantic Records)  
John Scales (Personics)

### MERCHANDISING: YOUR NAME HERE (OR NOT)

Walter O'Brien (Concrete Management, Moderator)  
Cheri Beaupre (Rockhuggers)  
Daniel Clements (Excel)  
Herb DeCordova (Funky Enterprises)  
Sandy Erich (King Embroidery)  
Riki Rachman (Cathouse / Bordello)  
Joseph Serling Esq. (Attomey)  
Ira Sokoloff (Great Southern Co.)

### PRODUCERS / A & R

Terry Lippman (Lippman Kahane Ent., Moderator)  
Duane Baron (producer)  
Randy Burns (producer)  
Mike Clink (producer)  
Steve Moir (Steve Moir Co.)  
John Purdell (producer)  
Rick Rubin (Def American)  
Penelope Speeris (MCA Records)  
Tom Whalley (Capitol Records)  
Richie Zito (producer)

### RADIO

Ray Gmeiner (Elektra Records, Moderator)  
Derek Alan (97 Underground)  
Joe Anthony (KISS)  
Tracy Barnes (Z-Rock)  
Chris Black (Hard Report)  
Mike Boyle (FMQB)  
Josh Feigenbaum (MJJ)  
Russ Gerroir (Concrete Marketing)  
Ernesto Gladden (KUPD)  
Ross Goza (Def American)  
Tom Maher (KNAC)

1:30 PM - 3:00 PM

### KEYNOTE ADDRESS

Gene Simmons (KISS, Simmons Rec.)

3:30 PM - 5:00 PM

### SPONSORSHIPS - IS METAL GOING MADISON AVE.?

John Brodie (Westwood One, Moderator)  
Julie Cianard (The Gary Group)  
Brad Friedrich (Fuji Photo Film U.S.A., Inc.)  
Greg Haglund (Contemporary Group)  
Richard Hill (Barq's Rootbeer)  
Rick Orienza (Enigma Entertainment)

### ROAD MANAGEMENT: DON'T LEAVE HOME WITHOUT IT

Ron Laffite (Lippman Kahane Entertainment, Moderator)  
Mark Geiger (Triad)  
Erol Gerson (The Erol Gerson Co.)  
Irvin Grinberg (Roadshow Services, Inc.)  
Byron Hontas (Capitol Records)  
Dave Mustaine (Megadeth)  
Jennifer Perry (Avakon)  
Michael Retundo (Brokum Co.)

### INTERNATIONAL - THE WORLD, SHE SHRINKS

Stephan Galfas (T.E. Savage Inc., Moderator)  
Monte Conner (Roadracer Records)  
Joey Gmerek (Hit & Run Music Publishing)  
Jeremy Hammond (Capitol Records, International)  
Peter Holden (Enigma Entertainment)  
Billy Mischel (All Nations Music)  
Eichi Naito (Amuse America)  
Sal Trepedi (Noise International)

### VIDEO - \$'s WELL SPENT OR SPEND IT ELSEWHERE?

Rick Krim (MTV, Moderator)  
Nigel Dick (director)  
Mike Fahey (Metal Blade Records)  
Linda Ferrando (Atlantic Records)  
Cindy Keefer (The Film Syndicate / Hard N' Heavy)  
Janet Kleinbaum (Island Records)  
Paul Rachman (director)  
Mark Rezyka (director)  
Juliana Roberts (The Foundry)  
Jim Saliby (Retainvision)

### THEY ONLY COME OUT AT NIGHT

8:00 - 11:00  
Hard rock at the Palace

### THEY ONLY COME OUT AT NIGHT

9:00 - 1:00  
Bang your head at the Country Club

## SATURDAY, SEPTEMBER 23

11:00 AM - 3:30 PM - EXHIBITION HALL OPEN

11:00 AM - 12:30 PM

### PRESS - EXPOSING YOURSELF

Ben Lemer, Editor (Circus Magazine, Moderator)  
Lisa Gladfelter (Enigma Entertainment)  
Kim Kaiman (Concrete Marketing)  
Don Kaye (MJJ Broadcasting)  
Ida Langsam (Public I Publicity)  
Gerri Miller (Metal Edge)  
Chris Morris (Billboard)  
Greg Sandow (Herald Examiner)  
Andy Secher (Hit Parader)

### A STAR IS BORN - THE DEVELOPMENT OF A CAREER

Cliff O'Sullivan (Polygram Records, Moderator)  
Howie Abrams (In - Effect Records)  
Peggy Donnelly (Atlantic Records)  
Clark Duval (Capitol Records)  
Jim Gueriot (A & M Records)  
Ken Hensley (St. Louis Music Co.)  
Marc Reiter (Epic Records)  
Ed Trunk (Megaforce Records)

### TOURING - GETTING FROM THE CLUBS TO ARENAS

Gary Bongiovanni (Polistar, Moderator)  
Chuck Beardsley (Metropolitan Entertainment / The Ritz)  
Steve Ferguson (F.B.I.)  
Rick Fish (Winterland)  
Charlie Foglio (independent publicist)  
Keith Clark (Circle Jerks, H.N.R., Clark)  
Bridget Roy (Combat Records)  
Michael Schnapp (Epic Records)  
Scott Weiss (Electric Artists)

### GERALDO GOES METAL - ALL ACCESS, NO B.S.

Marko Babineau (Dir. of Nat. Promotion, Geffen Records, Moderator)  
Bryn Brindenthal (Geffen Records)  
Steffan Chirazi (RIP, Kerrang!)  
Tim Comerford (Richman Bros.)  
Janice DeSoto (English Acid / Eat The Rich)  
Tom Marshall (KNAC)  
Bud Prager (ESP Management)  
Tom Zutaut (Geffen Records)

1:00 PM - 2:30 PM

### EQUIPMENT ENDORSEMENTS

Mitchell Colby (Korg, U.S.A.)  
Vic Firth (Vic Firth, Inc.)  
Eric Hall (Pearl International)  
Joe Hibbs (Tama Drums)  
Grover Jackson (Jackson/Charvel)  
Curt Mangan (Ernie Ball Inc.)  
Len McRae (Peavey Electronics)  
Mike Morse (Zildjian)  
Kevin Walsh (Gibson)

### SPEED METAL: THE POWERS THAT BE

Chris Williamson, (Owner, Rock Hotel, Moderator)  
Michael Alago (Geffen Records)  
Tom Araya (Slayer)  
Frank Bello (Anthrax)  
Chuck Billy (Testament)  
Harry Flanagan (Cro-Mags)  
Lemmy (Motorhead)  
Chris Poland (solo artist, ex-Circle Jerks, ex-Megadeth)  
Rick Sales (P. Grant Management)  
Andy Somers (F.B.I.)  
Steve Souza (Exodus)  
Gary Tovar (Golden Voice)

### MARKETING

Bob Chappardi (Concrete Marketing, Moderator)  
Bob Cahill (Rampage Records)  
Tim Heine (Tap / Ko Entertainment)  
Jay Krugman (Columbia Records)  
Lori Lambert (CBS Record Club)  
Gayle Miller (Island Records)  
Robert Smith (EMI Records)  
Mike Stotter (Chrysalis Records)  
Gary Waldman (Megaforce Records)

### ARTIST MANAGEMENT: YOU CAN'T LIVE WITH 'EM

#### AND YOU CAN'T SHOOT 'EM

Mike Bone (Chrysalis Records, Moderator)  
Warren Entner (Warren Entner Management)  
Lisa Fremmer (Nanas, Stern, Biers, Neinslein)  
Alan Niven (Stravinski Bros.)  
Peter Paterno (Manatt, Phelps)  
Doug Thaler (McGhee Enterprises)

3:30 PM - 5:00 PM

### ARTIST PANEL

Lonn Friend (RIP Magazine, Moderator)  
Megalineup  
(Too hot to mention!)

9:00 PM - 1:00 AM

Blowout bash at The Park Plaza Hotel - Entertainment  
TBA

The following groups will be performing; however actual lineups, dates and venues are TBA:

**DANGEROUS TOYS, FAITH NO MORE, VAIN, BABYLON, STEVE JONES, ICON, PRINCESS PANG, SHOTGUN MESSIAH, KREATOR, HEAVEN'S EDGE, EXCEL, BULLET LA VOLTA, VICIOUS RUMORS, CHILD'S PLAY**

Artist lineups subject to change.

KNAC will be broadcasting live Thursday, Friday, and Saturday.

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\$ 95. College Radio / Musician discount rate (before September 1st only)  
\$ 25. Press discount rate

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All payments by check or money order payable to "Foundations Forum".  
All registration fees non-refundable. Mail registrations confirmed by mail.

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(818) 700-0991 & ask for Sharon or Gerie • Fax (818) 700-8857

## Clarence Clemons' 'Night' Breaks With Past New Columbia Album Boasts A Contemporary Style

BY BRUCE HARING

NEW YORK Clarence Clemons, aka the Big Man, is on the line from Chicago. He has a new album, a tour with Ringo Starr, a new home in San Francisco. So what's on his mind?

"The tortilla soup here is excellent," Clemons chortles, relishing every drop between questions. "I recommend this highly."

Also highly recommended by Clemons is the new style of his third Columbia Records album, "A Night With Mr. C." It features work by four producers and is marked by a beat-heavy electronic sound.

"The album I went in to make is history; it was old," Clemons says. "This is the direction I want to go in. The whole purpose of music is to bring joy to people's lives and make them dance. This is more contemporary, made for the dance floors, and I try to turn the kids on to some old stuff in a way more palatable for their tastes."

Indeed, the transformation of such R&B standards as "Quarter To Three" and "Shotgun" is closer to house music than Clemons' previous straight rock style, thanks to producers Narada Michael Walden, Jesse Johnson, Emilio Estefan, and Jan Hammer.

Walden, however, deserves a large chunk of the credit for turning Clemons on to a new way of

making music, according to Clemons.

"It was his inspirations that have made the music grow," Clemons says, calling Walden "my best friend. This album began two years ago, and it was interrupted by [Springsteen's] 'Tunnel Of Love' tour and the Amnesty International tour. It gave me time to fine-tune the album and make some decisions. 'Quarter To Three' was added during that time."

Clemons' new collaboration began after a phone call from Ringo Starr. He calls the All-Starr tour

"the most incredible thing I've ever done. We are having such a good time on stage, everyone gets to do two or three of their own songs. But everyone's very straight and serious after the show; this is a real working tour, where everyone carries their own bags."

And what happens after the tour is over? "We're still talking about that," Clemons says. "We might do some recording together. This is too good a thing to fade away. But I really want to tour on my own, and Bruce might call, so we'll see what happens."

### ARTIST DEVELOPMENTS

#### TANGIER RIDES 'WINDS'

"This happened to us for a reason," says Tangier bassist Garry Nutt, whose band's debut album of blues-based rock, "Four Winds," launches the newly revamped Atco Records label.

Atco, says Nutt, "is run by musicians and people with creative instincts—instead of [just] businessmen." Doug Gordon, lead guitarist and songwriter for the group, adds: "My heroes—especially Clapton—were on Atco."

Atco GM/executive VP Harry Palmer, who played guitar for the

late-'60s recording group Ford's Theater, sees the thread connecting Tangier and the classic guitar rock'n'roll bands of Atco's heritage.

"'Four Winds' is reminiscent of a '70s [rock] record," says Palmer, "and, of course, Derek [Schulman, Atco's president and former member of Gentle Giant] and I were active in that period. But there's no way this is a dinosaur situation."

To record their debut, the members of Tangier turned to venerable producer/engineer Andy Johns, after hearing his work on the first two Cinderella albums. "The second one was the icing on the cake because it was really



**Mr. Julian.** After half-brother Sean Lennon showed up to sing "Stand By Me" at his recent Beacon Theatre concert in New York, Julian Lennon had plenty of additional company at a postshow party at the Hard Rock Cafe, including Yoko Ono, Mike Rutherford, Keith Haring, and Sid Bernstein. Lennon, who was on tour to promote his latest release, "Mr. Jordan," was also joined at the Hard Rock by Atlantic Records senior VP/GM Mark Schulman and senior VP Mel Lewinter.

raw—a good-sounding record," says Nutt. "We wanted to get the sound we had live, without much rearranging." (Tangier and Cinderella also share the same manager, Larry Frazer).

The selection of the midtempo track "On The Line" as the album's first single "wasn't the easy way to go," says Palmer. "Others were more obvious for radio, but it's such a great song, with a focus on guitar that gets back to that 'thread' I was talking about. So rather than hit 'em hard out of the box, we took a chance." It is a chance that has paid off for Tangier, as "On The Line" bullets up the Hot 100 Singles chart.

JIM BESSMAN

#### KINSEYS' NOW IS HERE

"We got the traditional and we got the now," says guitarist Donald Kinsey, who performs with his brothers, bassist Kenneth and drummer Ralph, in the blues band the Kinsey Report, based in Gary, Ind.

The "now" part of the group's act—its stormy, guitar-driven style of up-to-the-minute Chicago blues—can be heard on the Kinsey Report's second Alligator Records album, "Midnight Drive," which Kinsey says is making inroads at album rock stations.

"[The label is] getting some  
(Continued on page 30)



**TALENT IN ACTION**

**ELVIS COSTELLO**

*Pine Knob Musical Theatre  
Clarkston, Mich.*

IT IS A GIVEN that no musical act is as good on opening night as it is by midtour. But in the first performance of his first full-scale U.S. tour with a band since 1984, British rocker Elvis Costello offered a concert here Aug. 8 as good as many bands at their peak.

Costello's current outing, which follows a much-lauded spring solo tour, introduces a new group—the Rude Five (a six-piece, actually)—to replace the shelved and probably defunct Attractions. The band was in generally fine form during the two-hour-and-15-minute show, with sympathetic, textured playing spicing a set drawn mostly from Costello's last three albums—"King Of America," "Blood And Chocolate," and his new Warners Bros. disk, "Spike," still one of the this year's finest records.

But the real delight of the show was Costello's 20-minute solo set, which found him loose, playful, and segue-happy. He worked his own "New Amsterdam" into the Beatles' "You've Got To Hide Your Love Away," "Radio Sweetheart" into Van Morrison's "Jackie Wilson Said," and more. He also emphasized his new connection to

Paul McCartney by playing some of the duo's collaborations, including "Pads, Paws And Claws," "Veronica," and, from McCartney's "Flowers In The Dirt" album, "My Brave Face" and "You Want Her Too."

Good as it was, it was clear that Costello and his new band were still in the fine-tuning mode. Arrangements of some of his older songs were messy, while the sound mix was dodgy all night. Fortunately, for the 3,100-plus at Pine Knob, the glitches weren't enough to mar an excellent show.

GARY GRAFF

**DAVID SANBORN  
BRENDA RUSSELL**

*Universal Amphitheater  
Los Angeles*

THE INCREASED VISIBILITY that he is enjoying as host of "Sunday Night" has clearly expanded David Sanborn's audience. A packed house showed its enthusiasm for the sax master's emotive playing during a two-day stint here July 14-15.

With a powerful band providing a solid backdrop, Sanborn played cuts from his various Warner Bros. albums. Highlights included the ever-soulful "Straight To The Heart," the more intricate "Blue Beach," and a rousing reading of the King Curtis classic "Soul Serenade," with the Tower Of Power horn section as surprise guests.

Indeed, the excitement that San-

born generated with "Serenade" brought out the only weakness in an otherwise enjoyable set—poor pacing. After taking the audience to a peak with that tune, Sanborn followed with "Help The Poor," a less-than-inspiring cut from guitarist Robben Ford's album on Warner Bros. But two numbers from Sanborn's most recent "Close Up" album, "Lesley Ann" and "Slam," proved satisfying as well. Judging from the crowd's response overall, Sanborn's style has won a loyal audience.

A&M Records artist Brenda

Russell also has created a niche for herself with some class albums through the years, reaching a new peak with her 1988 Grammy-nominated "Piano In The Dark." Russell focused on songs from her upcoming release, "Waitin' For You," including a tender ballad and a strong funky cut that's decidedly different than her previous material.

DAVID NATHAN

**PIXIES**

*The Fillmore  
San Francisco*

IN THE WAKE OF A PACKED European tour and modern rock radio acclaim, Pixies sold out their show at Bill Graham's historic venue here July 24, where these crusaders of the weird carved their turf with the subtlety of a bulldozer rather than a sprite.

Pixies ignored their Modern Rock Tracks chart hit, "Here Comes Your Man," from the Elektra Records album "Doolittle," and rarely spoke between songs, preferring to run the crowd up to slamming fever pitch with post-

(Continued on page 31)

**NEW ON THE CHARTS**

The D.O.C. (real name Tray Curry), a rapper from Dallas, enters Billboard's Hot Black Singles and Hot Rap Singles charts for the first time with "It's Funky Enough," the first single from his debut album, "Nobody Does It Better" on Ruthless Records.

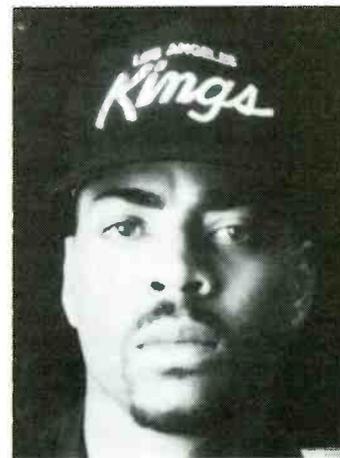
Raised in the West Dallas projects, D.O.C.'s first experience with rapping came when a neighborhood bully challenged him. "Every day when I came home from school, there was this guy, Fresh K, who would start bagging on me in rhyme form," he recalls. "It was really embarrassing. Eventually, I started bagging on him in rhyme. The

neighbors would gather around to listen to us. Crowds would form."

After Fresh and D.O.C. became friends, they won a local rap contest and decided to form a group called Fila Fresh Crew, which performed in local clubs.

Sitting in the audience of a Fila performance one evening was Dr. Dre, a member of N.W.A. who, along with Eazy-E, helped D.O.C. hook up with his current label, Ruthless Records. The 21-year-old artist joined those groups for a nationwide tour early this summer.

JIM RICHLIANO



THE D.O.C.



A suite at L'Ermitage Hotel as interpreted by Lowell Nesbitt, Los Angeles.

To sleep,  
perchance to dream...

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if you're in the right space.



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## McLAREN JOINS THE DANCE AGAIN WITH NEW 'WALTZ DARLING' ALBUM ON EPIC

(Continued from page 25)

ter. It was recorded in an "old-fashioned manner," with traditional instruments playing traditional music. However, McLaren is quick to point out that he does not necessarily agree with the *American* definition of traditional music.

"There's a whole world of music out there. Why must we continually pay homage to American

R&B?" he asks. "Pop music should be a melting pot, mixing all kinds of influences together—not just those which imitate American thinking."

One American-born trend that McLaren does not mind emulating is the nouveau chic style of dancing called voguing. The dance, which inspired "Deep In Vogue,"

is a unique combination of smooth, fluid movements with runway-model posing. It grew out of the gay underground of Harlem, N.Y., and has since become fashionable in the mainstream.

"I think voguing and waltzing are perfect companions," he says. "They are both very mannered and precisely timed. Voguing reminds

me of pictures from the 18th century. It's about drama and emotion—and *passion*. That's probably the greatest thing about voguing: that you walk and pose with the utmost passion."

Up next from "Waltz Darling" is the single "Something's Jumping In Your Shirt," which not only places McLaren once more in the role of talent impresario (the track features Lisa Marie, the newest addition to his stable), but also in the middle of yet another spot of controversy. He has been asked to re-edit—and possibly reshoot portions of—the track's accompanying video. The reason: It was com-

mercially unacceptable.

At press time, it could not be confirmed whether or not McLaren has agreed to rework the clip. Regardless, this is simply one more battle he is going to fight in a career that has been fraught with many. In his opinion, he's often on the side that's right—and that alone makes it worthwhile.

"I'm trying to push to the limit of what pop music is, and illustrate to people that there's an untapped wealth of beautiful art and culture to absorb. You can't read 'Batman' everyday, sometimes you have to read Dickens."

## DANCE TRAX

(Continued from page 25)

"What More Can I Do For You" with a bit more bite. The song's not special by any means, but it's hooky and does grow on you. Never fear, insiders say, the album jams a lot harder. The 12-inch is worth the investment for the drastic "Oh, I Like That" dub and the swing beat, nonalbum track "You Need Me" (listen to those accusatory lyrics) which programmers are sure to clue into... **Donna Summer's** vocal just soars on the retro-sounding "Love's About To Change My Heart" (Atlantic). **Robert Clivilles & David Cole** provided some tasty new Ten City-ish remixes that work nicely with the song along with a few PWL revisions. We prefer PWL's original album version to the mixes, but with Summer's winning vocal it's hard to go wrong with any... **Martika** returns to the dancefloor with "I Feel The Earth Move" (Columbia) sporting new treatments by **Richie Jones**. Cover of **Carole King's** pop staple keeps within the

contemporary groove, making it ripe for both clubs and radio. Also from the label is **George LaMond** (former lead singer of **Loose Touch**) with "Without You" produced by **Mark Liggett & Chris Barbosa**. The Liggett/Barbosa "sound" was an early predecessor to many of the Latin/pop tracks around today, so the two handle LaMond's solo debut with ease. Crossover radio is bound to pick up on this one as well and (yeah!) there's not a house mix in sight... **Liza Minnelli's** highly anticipated "Results" collaboration with **Pet Shop Boys** and **Julian Mendelsohn** is previewed with the new single "Losing My Mind" (Epic). The **Stephen Sondheim** cover from Broadway's "Follies" is just what one would expect—textured, hi-NRG-based pop with drama, drama, drama. If they can do it with "Always On My Mind."

**NASTY BEATS & PIECES:** Reel News—**Fine Young Cannibals' Ro-**

**land Gift** has reportedly been offered the role of Che Guevara in Oliver Stone's upcoming film version of "Evita" for a hefty seven-figure sum... Also on the film tip, it has been reported that besides her upcoming role as **Breathless Mahoney** in the forthcoming "Dick Tracy" film, **Madonna's** agents are negotiating for the star to have a major role in yet another comic-based film project—the sequel to "Batman."

**Alisha** is returning to the studio to record her MCA label debut with producer **Michael Jay** (Martika). The forthcoming album (her third) is scheduled for release early next year.

**Yello** is the color of "The Race"—Mercury is releasing 12-inch mixes of Yello's "The Race" handled by **Carl Segal**. In conjunction with the single, Rockamerica will be unleashing an exclusive "Race" video compilation of related racing events. For more information contact **Eric Fischer** at 212-475-5791.

## TALENT IN ACTION

(Continued from page 29)

punk rockers like "Bone Machine," "Crackity Jones," "Debaser," "Isla de Encata," and "I Bleed."

**Black Francis' vocals**—part Lennon, part Sam Kinison, part Spanish-rapper-on-speed—come across better on record, where melody has a chance against the thick guitar drone and where Francis' screaming is slightly controlled.

There are no forbidden topics in a Pixies set—the show was like riding with a tabloid television host through the gruesome and outrageous of the day. Even relatively sedate numbers like "Gigantic," "Monkey Gone To Heaven,"

and "Mutilation" were unsettling.

Drummer **David Lovering** kept the grooves in line; bassist **Kim Deal's** eight notes were punchy; and guitarist **Joey Santiago** threw uncivilized sounds around the hall. Francis, covered in sweat, began to lose his voice from all the screaming—and you couldn't tell if he sounded better or worse.

While Pixies talk about things parents hope their kids don't talk about at slumber parties, while they make some people squirm, the first impulse for most at this show was to dance to the new contenders to the garage-raunch crown. **ROBIN TOLLESON**

*Sammy Davis, Jr.* *Frank Sinatra, Jr.*

*Tony Orlando* *Shecky Greene*

*Dionne Warwick* *Jack Jones*

*Dean Martin* *Petula Clark*

*Jerry Lewis* *Connie Francis*

*Rodney Dangerfield* *Burt Bacharach*

*Robert Goulet* *Rich Little*

*Frank Sinatra* *Bill Medley*

*Pete Barbuti*

**The American Federation Of Musicians Of The United States And Canada Thanks These Great Artists For Their Support Of The Las Vegas Musicians In Their Efforts To Keep Live Music In the Showrooms Of Hotel Casinos.**

AF of M International Executive Board  
J. Martin Emerson, President

## Black, Shenandoah Are 1st-Time Nominees CMA Recognizes Fresh Country Faces

BY EDWARD MORRIS

NASHVILLE It hardly proclaimed 1989 as the Year Of The Newcomer, but the announcement of nominees for the upcoming Country Music Assn. awards show did demonstrate that the CMA membership is attuned to a few fresh sounds and faces. The chief beneficiaries of this openness were Clint Black, who pulled in three nominations, and Shenandoah, which netted two. Neither act had etched itself into the consciousness of country fans at this time a year ago.

Rodney Crowell, who first charted in 1978, finally broke through big this season with four nominations. In do-

ing so, he tied in ranking with fellow multiple-nominees Ricky Van Shelton and Hank Williams Jr.

Surprisingly, K.T. Oslin, last year's CMA vocalist of the year—as well as its song-of-the-year winner—got no final nominations at all.

Keith Whitley, who died May 9, is in the running for three awards. His widow, Lorrie Morgan, is vying for a music-video-of-the-year honor. (The video recognition was reinstated this year, after having been discontinued in 1988.)

Country Music Hall of Famer Johnny Cash was nominated twice in the vocal-event-of-the-year category. And the Nitty Gritty Dirt Band regained significant attention with its "Will The Circle Be Unbroken, Vol. II," a project that accounted for three nominations.

There were no independent label artists or projects on the awards list.

Award winners will be announced Oct. 9 during the CBS-TV broadcast of the ceremonies.

Here is a complete list of categories and nominees:

**Entertainer of the year**—Reba McEntire, Ricky Van Shelton, George Strait, Randy Travis, Hank Williams Jr.

**Single of the year**—"A Better Man," Clint Black; "After All This Time," Rodney Crowell; "Chiseled In Stone," Vern Gosdin; "I'll Leave This World Loving You," Ricky Van Shelton; "I'm No Stranger To The Rain," Keith Whitley.

**Album of the year**—"Beyond The Blue Neon," George Strait; "Loving Proof," Ricky Van Shelton; "Old 8X10," Randy Travis; "Will The Circle Be Unbroken, Vol. II," Nitty Gritty Dirt Band; "Willow In The Wind," Kathy Mattea.

**Song of the year** (awarded to the songwriter)—"A Better Man," Clint Black, Hayden Nicholas; "After All This Time," Rodney Crowell; "Chiseled In Stone," Max D. Barnes, Vern Gosdin; "Don't Close Your Eyes,"

(Continued on page 38)



**Cowboy Roundup.** MCA act Riders In The Sky performs with Roy Rogers during a taping of "Hee Haw." Pictured on the set, from left, are Woody Paul, Rogers, Ranger Doug, and Too Slim.

## More Talk, More New Music Needed On Apple Airwaves Chicago Letter Prompts N.Y. Radio View

**BIG APPLE BLUES:** The recent Nashville Scene-published letter concerning Chicagoland country radio (Billboard, Aug. 5) has spawned an East Coast version. This incisive viewpoint cites the perils, promises, and problems of programming country music in New York. Writes Denise DeMaria of Forest Hills, N.Y.:

"I feel compelled to comment on Loretta Nelson's trenchant letter. I was initially struck by the fact that, with the exception of certain names and places, she could just as easily have been talking about the present situation in New York City. From 1973-87, New York-area listeners were treated to the sounds of WHN, a trend-setting station that boasted a talent roster of well-respected, knowledgeable, and entertaining personalities, such as Lee Arnold, Del



by Gerry Wood

De Montreux, Dan Taylor, and Sheila York, as well as a variety of interesting feature programs. Unfortunately, WHN met its demise in mid-1987 at the hands of Emmis Broadcasting [as it initiated] WFAN, the nation's first all-sports radio station. A former AC outlet, WYNY-FM, immediately took up the slack by switching to a country format, but it has fallen far short of carrying on the legacy left by WHN. As in Chicago, listeners are bombarded by symptoms of 'back-to-back-itis': repetition of 'four in a row' and 'a half hour without interruptions,' all encapsulated by the buzzwords 'continuous music' . . . High-powered (and high-priced) programming consultants and market research have determined that this is the way people want to hear their country music. My background in advertising has shown me that numbers do not always tell the whole story, however. I'm far from alone in saying that if all radio can offer is wall-to-wall music, I'd just as soon listen to my tape collection. When I tune in, I want to be kept abreast of the latest news from Nashville, hear something about a new artist debuting on the charts or interesting stories behind the songs. What I hear instead is all too often a melange of 'Urban Cowboy'-era dreck, interspersed with an occasional 'new' record usually added only after it is well ensconced in the top 30 on Billboard's charts. One has to rise by 7:30 a.m. on Sunday to catch Lee Arnold's excellent (but nonpromoted) 'Country Road' program minus the last interview segment, unceremoniously lopped off each week so the program can end before 10 a.m. Although attention to promotions and community involvement may be commendable, it is all for naught if the programming mix turns off

listeners, a situation that seems to be borne out by recent rating declines."

"Perhaps audiences responding favorably to 'continuous country favorites' are reacting at least partially to the often inane patter and questionable humor of a new breed of air personality frequently woefully ignorant of the country music scene. If this trend continues, sadly the next generation will be deprived of both the excitement that truly great radio can provide and of personalities they can aspire



to emulate. Creative, innovative young announcers will seek out other genres and formats that better appreciate and utilize their talent to communicate. To me, one of the most appealing and unique hallmarks of country music is the feeling of family, the camaraderie among performers, between

performers and fans, and, hopefully, between radio stations and listeners. Automation programming with no discernible attempt to inform, touch, or communicate with an audience simply fails to close this important loop. I offer this parody, which I believe summarizes my feelings, Ms. Nelson's, and hopefully many others who want to see a brighter future for country radio:

"'Back To Back' (sung to the melody of 'Face To Face'—Alabama): Back to back/in a row/couldn't be more boring. All the shows/sound the same/playlists I'm deploring. Run your fingers/down the list/look at who's performing. Still afraid/of something new./It's has-beens/back to back. So you think/continuous/is the way to go. But old listeners/say 'This stinks!'/It happens/back to back. Get yourself/more jocks who think/send your ratings soaring. Let them talk/play good songs/all the while informing. Heart to heart/let's 'fess up/this just isn't scoring. Packs no smack/tracks sure lack-/let's sack it/back to back.'"

If WYNY wishes to respond, Nashville Scene offers this space for reply.

**REBA'S ON A ROLL:** Reba McEntire enjoys her 11th week atop Billboard's Top Country Albums chart, setting a new record for female artists in the No. 1 position. Her MCA release, "Sweet Sixteen," breaks the previous record of 10 weeks by Dolly Parton's "Nine To Five" soundtrack album. She also recently became the top female headliner to date in the two-year history of the Coca Cola Starplex Amphitheatre in Dallas.

## Atlantic Country Arm Set

BY EDWARD MORRIS

NASHVILLE Atlantic Records' newly established country division here will concentrate initially on releasing music that's "a bit more on the contemporary side," according to Rick Blackburn, VP of operations. Blackburn also says that the label is putting together a "supergroup" act to contend for country chart space.

Atlantic has six country acts on its roster now: Billy Joe Royal, Billy "Crash" Craddock, Robin Lee, Pal Rakes, Jeff Stevens & the Bullets, and Girls Next Door.

The company has hired a promotion and A&R staff for its new office, located at 1025 16th Ave. South, in Nashville.

Blackburn, who shares management duties with Nelson Larkin, VP of creative services, says there appears to be a "glut" of traditional

acts on the charts and that "radio's signal is, 'We are filled up in our programming [with such acts].'" Larkin adds that pop artists as diverse as Bruce Springsteen and the Eagles are showing up on country playlists, a phenomenon he attributes to radio's receptivity to contemporary product.

Blackburn says, "We are trying to redefine the sound of a couple of artists on our roster—Pal Rakes and Jeff Stevens & the Bullets."

So far, ex-rocker Billy Joe Royal has been Atlantic's brightest country star. His current album, "Tell It Like It Is," is nearing sales of 200,000, Larkin says, after 26 weeks on the charts. And the previous one, "The Royal Treatment," he adds, stands at 420,000.

"What you're seeing," Blackburn argues, "is an outgrowth of country

(Continued on page 37)



**10 K.T.** Singer/songwriter K.T. Oslin celebrates 10 years with SESAC and renews her contract with the licensing firm. Shown here, seated from left, are Oslin and C. Dianne Petty, VP and director of affiliate relations at SESAC; and, standing from left, Vincent Candilora, executive VP/CEO, SESAC; attorney Malcolm Mimms; Al Hagaman, accountant for Oslin; and SESAC attorney Laurie Hughes.

COMFORT

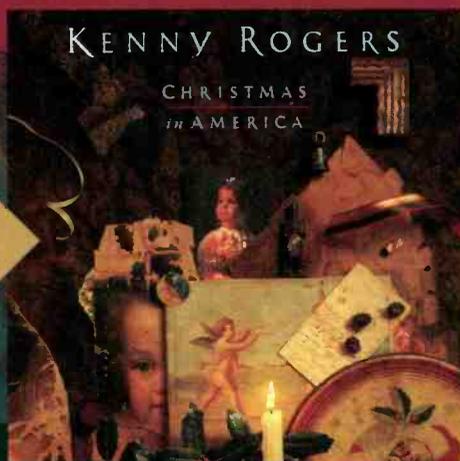
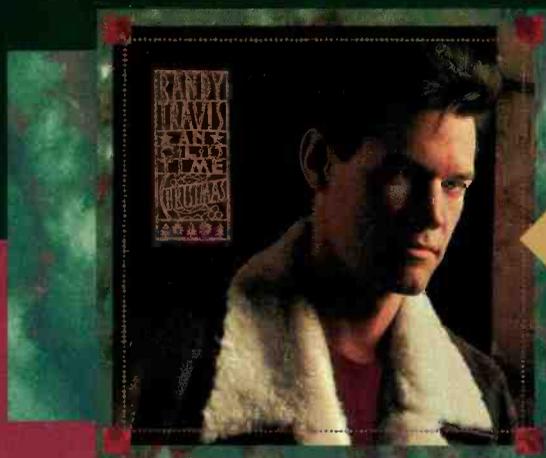
# RANDY TRAVIS

## AN OLD TIME CHRISTMAS

(4/21/25972)

FEATURING

"WHITE CHRISTMAS MAKES ME BLUE" • "OH, WHAT A SILENT NIGHT"  
"SANTA CLAUS IS COMING TO TOWN"



# KENNY ROGERS

## CHRISTMAS IN AMERICA

(4/21/23993)

FEATURING

THE NEW DOLLY PARTON-PENNED TITLE TRACK,  
AND SUCH HOLIDAY FAVORITES AS  
"HAVE YOURSELF A MERRY LITTLE CHRISTMAS,"  
"WINTER WONDERLAND" AND  
"SILENT NIGHT"



JOY

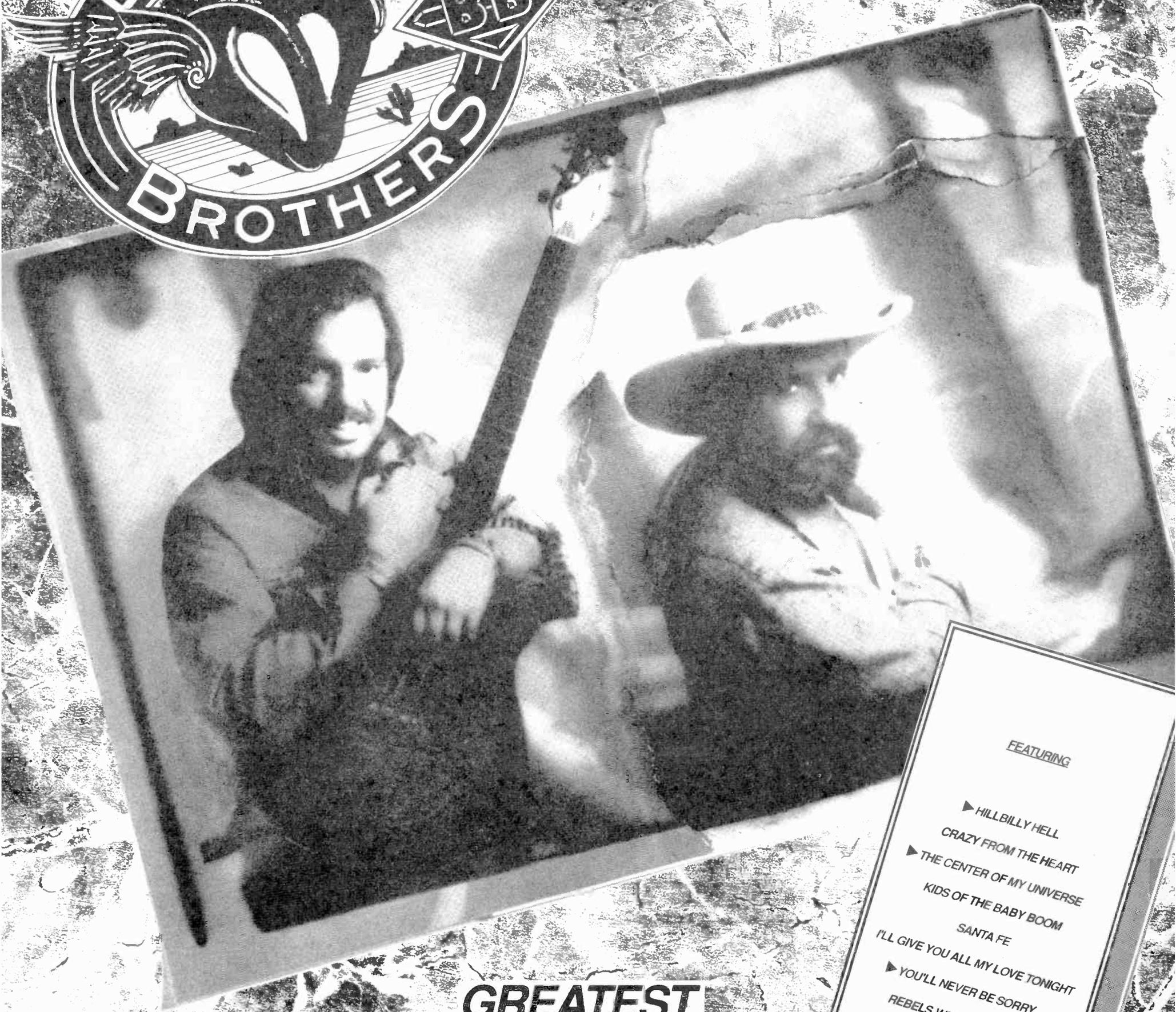
# Billboard® HOT COUNTRY SINGLES™

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THIS WEEK	LAST WEEK	2 WKS AGO	WKS. ON CHART	TITLE PRODUCER (SONGWRITER)	ARTIST LABEL & NUMBER/DISTRIBUTING LABEL
1	2	6	15	<b>I'M STILL CRAZY</b> B.MONTGOMERY (V.GOSDIN, S.GOSDIN, B.CANNON)	VERN GOSDIN COLUMBIA 38 68888/CBS
2	3	7	11	<b>I WONDER DO YOU THINK OF ME</b> G.FUNDIS, K.WHITLEY (S.D.SHAFFER)	KEITH WHITLEY RCA 8940-7
3	6	10	13	<b>NOTHING I CAN DO ABOUT IT NOW</b> F.FOSTER (B.N.CHAPMAN)	WILLIE NELSON COLUMBIA 38 68923/CBS
4	8	11	10	<b>ABOVE AND BEYOND</b> T.BROWN, R.CROWELL (H.HOWARD)	RODNEY CROWELL COLUMBIA 38 68948/CBS
5	5	8	13	<b>THIS WOMAN</b> H.SHEED (K.T.OSLIN)	K.T. OSLIN RCA 8943-7
6	9	12	12	<b>HONKY TONK HEART</b> P.WORLEY, E.SEAY (J.PHOTOLOGO, R.SMITH)	◆ HIGHWAY 101 WARNER BROS. 7-22955
7	11	14	9	<b>LET ME TELL YOU ABOUT LOVE</b> B.MAHER (C.PERKINS, P.KENNERLEY, B.MAHER)	THE JUDDS CURB/RCA 8947-7/RCA
8	10	13	12	<b>GIVE ME HIS LAST CHANCE</b> T.BROWN, S.SMITH (L.CARTWRIGHT)	◆ LIONEL CARTWRIGHT MCA 5365-1
9	13	16	10	<b>I GOT DREAMS</b> J.BOWEN, S.WARINER (S.WARINER, B.LABOUNTY)	STEVE WARINER MCA 5366-5
10	15	18	8	<b>KILLIN' TIME</b> J.STROUD, M.WRIGHT (C.BLACK, H.NICHOLAS)	◆ CLINT BLACK RCA 8945-7
11	1	2	15	<b>ARE YOU EVER GONNA LOVE ME</b> C.WATERS, H.DUNN (C.WATERS, T.SHAPIRO, H.DUNN)	HOLLY DUNN WARNER BROS. 7-22957
12	18	19	11	<b>DON'T YOU</b> W.WALDMAN (O.YOUNG, J.PIERCE)	THE FORESTER SISTERS WARNER BROS. 7-22943
13	19	20	10	<b>(I WISH I HAD A) HEART OF STONE</b> K.LEHNING (W.HOLYFIELD, R.LEIGH)	◆ BAILLIE AND THE BOYS RCA 8944-7
14	22	22	9	<b>HELLO TROUBLE</b> P.WORLEY, E.SEAY (E.MCDUFF, O.COUCH)	◆ THE DESERT ROSE BAND MCA/CURB 53671/MCA
15	23	23	9	<b>FINDERS ARE KEEPERS</b> H.WILLIAMS, JR., B.BECKETT, J.E.NORMAN (H.WILLIAMS, JR.)	HANK WILLIAMS, JR. WARNER/CURB 7-22945/WARNER BROS.
16	21	21	14	<b>CROSS MY BROKEN HEART</b> W.WALDMAN (V.THOMPSON, K.FLEMING)	SUZY BOGGOSS CAPITOL 44399
17	25	26	7	<b>LIVING PROOF</b> S.BUCKINGHAM (J.MACRAE, S.CLARK)	RICKY VAN SHELTON COLUMBIA 38 68994/CBS
18	4	5	15	<b>ANY WAY THE WIND BLOWS</b> SOUTHERN PACIFIC, J.E.NORMAN (J.MCFEE, A.PESSIS)	◆ SOUTHERN PACIFIC WARNER BROS. 7-22965
19	24	25	11	<b>THE COAST OF COLORADO</b> J.BOWEN, S.ewing (S.ewing, M.D.BARNES)	SKIP EWING MCA 5366-3
20	26	29	6	<b>SAY WHAT'S IN YOUR HEART</b> T.DUBOIS, S.HENDRICKS, RESTLESS HEART (D.SCHLITZ, D.LOWERY)	RESTLESS HEART RCA 9034-7
21	28	32	4	<b>HIGH COTTON</b> J.LEO, ALABAMA (R.MURRAH, S.ANDERS)	◆ ALABAMA RCA 8948-7
22	7	4	16	<b>LOVE HAS NO RIGHT</b> N.LARKIN (R.SCRUGGS, B.J.ROYAL, N.LARKIN)	◆ BILLY JOE ROYAL ATLANTIC AMERICA 7-99217/ATLANTIC
23	29	31	10	<b>YOU'LL NEVER BE SORRY</b> T.BROWN (H.BELLAMY, D.BELLAMY, D.SCHLITZ)	◆ THE BELLAMY BROTHERS MCA/CURB 53672/MCA
24	12	1	16	<b>SUNDAY IN THE SOUTH</b> R.HALL, R.BYRNE (J.BOOKER)	◆ SHENANDOAH COLUMBIA 38 68892/CBS
25	30	33	7	<b>A BETTER LOVE NEXT TIME</b> M.HAGGARD, M.YEARY (J.CHRISTOPHER, B.WOOD)	MERLE HAGGARD EPIC 34 68979/CBS
26	31	36	4	<b>ACE IN THE HOLE</b> J.BOWEN, G.STRAIT (D.ADKINS)	GEORGE STRAIT MCA 5369-3
27	17	17	10	<b>PROMISES</b> K.LEHNING (R.TRAVIS, J.LINDLEY)	◆ RANDY TRAVIS WARNER BROS. 7-22917
28	16	3	15	<b>TIMBER I'M FALLING IN LOVE</b> T.BROWN (KOSTAS)	PATTY LOVELESS MCA 5364-1
29	36	48	3	<b>BURNIN' OLD MEMORIES</b> A.REYNOLDS (L.BOONE, G.NELSON, P.NELSON)	KATHY MATTEA MERCURY 874 672 7
30	32	35	10	<b>FULL MOON FULL OF LOVE</b> G.PENNY, B.MINK, K.D.LANG (L.PRESTON, J.SMITH)	K.D. LANG & THE RECLINES SIRE 7-22932/WARNER BROS.
31	33	37	9	<b>TOO MUCH MONTH AT THE END OF THE MONEY</b> B.HILL (J.S.SHERRILL, D.ROBBINS, B.DIPIERO)	BILLY HILL REPRISE 7-22942/WARNER BROS.
32	35	38	7	<b>THE JUKEBOX PLAYED ALONG</b> P.WORLEY, E.SEAY, G.BROWN (K.BELL, C.QUILLEN)	GENE WATSON WARNER BROS. 7-22912
33	14	15	15	<b>AND SO IT GOES</b> R.SCRUGGS, NITTY GRITTY DIRT BAND (POVERSTREET, D.SCHLITZ)	JOHN DENVER/NITTY GRITTY DIRT BAND UNIVERSAL 66008
34	34	39	7	<b>DADDY AND HOME</b> J.CRUTCHFIELD (J.RODGERS, E.MCWILLIAMS)	◆ TANYA TUCKER CAPITOL 44401
35	27	28	8	<b>ACT NATURALLY</b> J.CRUTCHFIELD, J.SHAW (V.MORRISON, J.RUSSELL)	◆ BUCK OWENS AND RINGO STARR CAPITOL 44409
36	42	57	3	<b>BAYOU BOYS</b> B.BECKETT (F.J.MEYERS, T.SEALS, E.RAVEN)	EDDY RAVEN UNIVERSAL 66016
37	37	43	10	<b>YOU AIN'T DOWN HOME</b> S.FISHELL (J.O'HARA)	JANN BROWNE CURB 10530
38	38	44	7	<b>HARD LUCK ACE</b> J.BOWEN, J.STROUD, L.J.DALTON (L.J.DALTON, A.ANDERSON)	LACY J. DALTON UNIVERSAL 66015
39	20	9	16	<b>NEVER GIVIN' UP ON LOVE</b> S.GIBSON, J.E.NORMAN (M.SMOTHERMAN)	◆ MICHAEL MARTIN MURPHEY WARNER BROS. 7-22970
40	45	56	3	<b>AN AMERICAN FAMILY</b> J.BOWEN (B.CORBIN)	THE OAK RIDGE BOYS MCA 5370-5
41	44	52	5	<b>LET IT BE YOU</b> R.SKAGGS, S.BUCKINGHAM (K.WELCH, H.STINSON)	◆ RICKY SKAGGS EPIC 34 68995/CBS
42	43	47	6	<b>WRITING ON THE WALL</b> B.SHERRILL (B.FISCHER, F.WELLER)	GEORGE JONES EPIC 34-68991/CBS
43	46	49	7	<b>SHE'S THERE</b> H.SHEED (D.ALEXANDER)	◆ DANIELE ALEXANDER MERCURY 874 330-7
44	48	53	5	<b>DO YOU FEEL THE SAME WAY TOO?</b> R.BENNETT (B.HOBBS)	◆ BECKY HOBBS RCA 8974-7
45	56	—	2	<b>YELLOW ROSES</b> R.SKAGGS (D.PARTON)	DOLLY PARTON COLUMBIA 38-69040
46	63	—	2	<b>ALL THE FUN</b> J.STROUD (POVERSTREET, T.OUNN)	◆ PAUL OVERSTREET RCA 9015-7
47	40	24	17	<b>MORE THAN A NAME ON A WALL</b> J.KENNEDY (J.FORTUNE, J.RIMEL)	THE STATLER BROTHERS MERCURY 874 196-7
48	NEW	1	1	<b>THE RACE IS ON</b> R.L.SCRUGGS, M.MILLER (D.ROLLINS)	◆ SAWYER BROWN CAPITOL/CURB 44431/CAPITOL
49	55	61	5	<b>TWIST OF FATE</b> A.ROBERTS, C.BLACK, B.FISCHER (B.FISCHER, C.BLACK, A.ROBERTS)	◆ CEE CEE CHAPMAN CURB 10547

THIS WEEK	LAST WEEK	2 WKS AGO	WKS. ON CHART	TITLE PRODUCER (SONGWRITER)	ARTIST LABEL & NUMBER/DISTRIBUTING LABEL
50	58	68	4	<b>HOT NIGHTS</b> R.CHANCEY (J.F.KNOBLOCH, J.WEATHERLY)	◆ CANYON 16TH AVENUE 70433
51	64	—	2	<b>HOUSE ON OLD LONESOME ROAD</b> J.BOWEN (B.NELSON, D.GIBSON)	CONWAY TWITTY MCA 53688
52	59	80	3	<b>CRY CRY CRY</b> R.BENNETT, T.BROWN (J.R.CASH)	◆ MARTY STUART MCA 53687
53	47	30	20	<b>ONE GOOD WELL</b> D.WILLIAMS, G.FUNDIS (K.ROBBINS, M.REID)	DON WILLIAMS RCA 8867-7
54	61	78	3	<b>SUZETTE</b> B.LLOYD, R.FOSTER, R.WILL (B.LLOYD)	FOSTER & LLOYD RCA 9028-7
55	49	45	24	<b>MUCH TOO YOUNG (TO FEEL THIS DAMN OLD)</b> A.REYNOLDS (R.TAYLOR, G.BROOKS)	GARTH BROOKS CAPITOL 44342
56	39	42	8	<b>YOU JUST CAN'T LOSE 'EM ALL</b> W.ALDRIDGE (W.ALDRIDGE, J.JARRARD, L.PALAS)	THE SHOOTERS EPIC 34-68955/CBS
57	71	—	2	<b>THE VOWS GO UNBROKEN (ALWAYS TRUE TO YOU)</b> J.E.NORMAN (G.BURR, E.KAZ)	KENNY ROGERS REPRISE 7-22828/WARNER BROS.
58	60	70	4	<b>HONKY TONK AMNESIA</b> J.BOWEN, S.MCQUAIG (A.L.OWENS, S.D.SHAFFER)	◆ SCOTT MCQUAIG UNIVERSAL 66001
59	62	71	4	<b>SAD EYES</b> J.BOWEN (R.J.PEDRICK)	TRADER-PRICE UNIVERSAL 66022
60	NEW	1	1	<b>TIL LOVE COMES AGAIN</b> J.BOWEN, R.MCENTIRE (B.REGAN, E.HILL)	REBA MCENTIRE MCA 53694
61	41	27	18	<b>WHY'D YOU COME IN HERE LOOKIN' LIKE THAT</b> R.SKAGGS (B.CARLISLE, R.THOMAS)	◆ DOLLY PARTON COLUMBIA 38-68760/CBS
62	54	59	5	<b>IF YOU HAD A HEART</b> J.STROUD, J.RUTENSCHROER, T.MALCHAK (T.MALCHAK, B.NELSON)	TIM MALCHAK UNIVERSAL 66013
63	67	79	4	<b>IF YOU DON'T KNOW ME BY NOW</b> R.CHANCEY (K.GAMBLE, L.HUFF)	JOE STAMPLEY EVERGREEN 1100
64	73	—	2	<b>I STILL MISS SOMEONE</b> R.BENNETT, E.HARRIS (J.CASH, R.CASH)	EMMYLOU HARRIS REPRISE 7-22850/WARNER BROS.
65	70	88	3	<b>STONE BY STONE</b> B.MONTGOMERY (T.MENSY, G.DOBBS, GRAY)	◆ TIM MENSY COLUMBIA 38 69007/CBS
66	50	41	20	<b>SHE'S GOT A SINGLE THING IN MIND</b> J.BOWEN, C.TWITTY, D.HENRY (W.ALDRIDGE)	CONWAY TWITTY MCA 53633
67	51	34	17	<b>CATHY'S CLOWN</b> J.BOWEN, R.MCENTIRE (D.EVERLY)	◆ REBA MCENTIRE MCA 53638
68	68	77	5	<b>JUST ANOTHER MISERABLE DAY</b> N.LARKIN (C.BROWDER, E.ROUSSELL, T.SMITH, E.KAHANAK, N.LARKIN)	◆ BILLY "CRASH" CRADDOCK ATLANTIC 7-8885-1
69	69	87	3	<b>I'M NOT OVER YOU</b> M.LLOYD, M.DANIEL (S.NEELY)	JOHNNY LEE CURB 10552
70	NEW	1	1	<b>NEVER HAD IT SO GOOD</b> J.JENNINGS, M.C.CARPENTER (M.C.CARPENTER, J.JENNINGS)	◆ MARY CHAPIN CARPENTER COLUMBIA 38-69050
71	76	93	3	<b>HOPELESSLY YOURS</b> B.LOGAN (K.WHITLEY, C.PUTMAN, D.COOK)	◆ JOHN CONLEE 16TH AVENUE 70432
72	75	91	3	<b>ROLL OVER</b> J.HOLDER (B.BURNETTE, S.CROPPER)	◆ STEVEN WAYNE HORTON CAPITOL 44350
73	57	46	21	<b>DEAR ME</b> B.BECKETT (C.WHITSETT, S.MATEER)	◆ LORRIE MORGAN RCA 8866-7
74	77	—	2	<b>STEPPIN' STONE</b> J.CRUTCHFIELD (C.SCRUGGS, K.WELCH)	MARIE OSMOND CAPITOL/CURB 44412/CAPITOL
75	52	40	19	<b>YOU AIN'T GOING NOWHERE</b> R.SCRUGGS, NITTY GRITTY DIRT BAND (B.DYLAN)	CHRIS HILLMAN & ROGER MCGUINN UNIVERSAL 66006
76	NEW	1	1	<b>COUNTRY CLUB</b> G.BROWN (C.JONES, D.LORD)	◆ TRAVIS TRITT WARNER BROS. 7-22882
77	65	50	19	<b>WHAT'S GOING ON IN YOUR WORLD</b> J.BOWEN, G.STRAIT (D.CHAMBERLAIN, R.PORTER)	GEORGE STRAIT MCA 53648
78	78	92	3	<b>HOW I LOVE YOU IN THE MORNING</b> G.KENNEDY (E.JONES, E.JONES)	JOANN WINTERMUTE DOOR KNOB 330
79	87	—	2	<b>IT'S LOVE THAT MAKES YOU SEXY</b> R.L.SCRUGGS, D.DILLON (D.DILLON, F.DYCUS)	DEAN DILLON CAPITOL 44400
80	NEW	1	1	<b>GIFT OF LOVE</b> B.WILLIAMS, B.HALVERSON (D.BALL, F.DYCUS)	◆ DAVID BALL RCA 8975-7
81	NEW	1	1	<b>#1 HEARTACHE PLACE</b> J.BOWEN (L.GATLIN)	LARRY GATLIN/GATLIN BROTHERS UNIVERSAL 66021
82	90	—	2	<b>HARD-HEADED HEART</b> J.ALLISON, D.CHAUVIN (D.CHAUVIN, J.ALLISON)	BRUCE VAN DYKE ARIA 51689
83	88	—	2	<b>HOLDIN' ON TO NOTHIN'</b> B.REED (B.REED, A.PHILLIPS)	ROGER RONE TRUE 98
84	NEW	1	1	<b>I WAS BORN WITH A BROKEN HEART</b> N.LARKIN, R.REYNOLDS (A.TIPPIN, J.MCBRIDE)	JOSH LOGAN CURB 10553
85	53	54	8	<b>THERE I'VE SAID IT AGAIN</b> L.BUTLER (R.EVANS, D.MANN)	MICKEY GILLEY AIRBORNE 75740
86	NEW	1	1	<b>A SONG A DAY (KEEPS THE BLUES AWAY)</b> R.METZGAR (HASPEL, HURT, SIMON)	MICKEY JONES STOP HUNGER 1102
87	NEW	1	1	<b>YOU PUT THE SOUL IN THE SONG</b> J.BOWEN, W.JENNINGS (D.GOODMAN, J.B.DETTERIER, T.GAETANO)	WAYLON JENNINGS MCA 53710
88	NEW	1	1	<b>OUR LITTLE CORNER</b> H.SHEED (C.LEONARD, B.MCCORVEY)	◆ BUTCH BAKER MERCURY 874 746-7
89	72	58	19	<b>HOUSTON SOLUTION</b> R.MILLSAP, R.GALBRAITH, T.COLLINS (POVERSTREET, D.SCHLITZ)	◆ RONNIE MILSAP RCA 8868-7
90	79	67	20	<b>IN A LETTER TO YOU</b> B.BECKETT (D.LINDE)	EDDY RAVEN UNIVERSAL 66003
91	66	55	7	<b>BENEATH THE TEXAS MOON</b> J.LEO, L.MLEE (J.C.CROWLEY, J.WESLEY ROUTH)	◆ J.C. CROWLEY RCA 9012-7
92	NEW	1	1	<b>DO IT AGAIN</b> G.KENNEDY (A.WILLIAMS)	DEBBIE RICH DOOR KNOB 327
93	NEW	1	1	<b>YOU BELONG TO ME</b> G.DAVIS, B.DYSON (C.PRICE, R.STEWART, P.W.KING)	T.C. BRANDON BEAR 2006
94	81	74	11	<b>CALIFORNIA BLUE</b> J.LYNE (R.ORBISON, J.LYNE, T.PETTY)	ROY ORBISON VIRGIN 7-99202
95	83	75	21	<b>HOW DO</b> J.JENNINGS, M.C.CARPENTER (M.C.CARPENTER)	MARY CHAPIN CARPENTER COLUMBIA 38 68677/CBS
96	82	62	7	<b>ANGER AND TEARS</b> S.BUCKINGHAM (R.SMITH, C.CHASE)	◆ RUSSELL SMITH EPIC 34 68964/CBS
97	86	82	4	<b>JACKIE BROWN</b> J.MELLENCAMP (J.MELLENCAMP)	◆ JOHN COUGAR MELLENCAMP MERCURY 874 644-7
98	94	94	19	<b>HEAVEN ONLY KNOWS</b> R.BENNETT, E.HARRIS (P.KENNERLEY)	EMMYLOU HARRIS REPRISE 7-22999/WARNER BROS.
99	96	60	9	<b>FOOL'S PARADISE</b> R.BAKER (G.NELSON, P.NELSON)	◆ LARRY BOONE MERCURY 874 538-7
100	74	51	11	<b>THE HURTN' SIDE</b> B.MONTGOMERY (M.REID, R.BOURKE)	◆ SHELBY LYNNE EPIC 34-68942/CBS

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

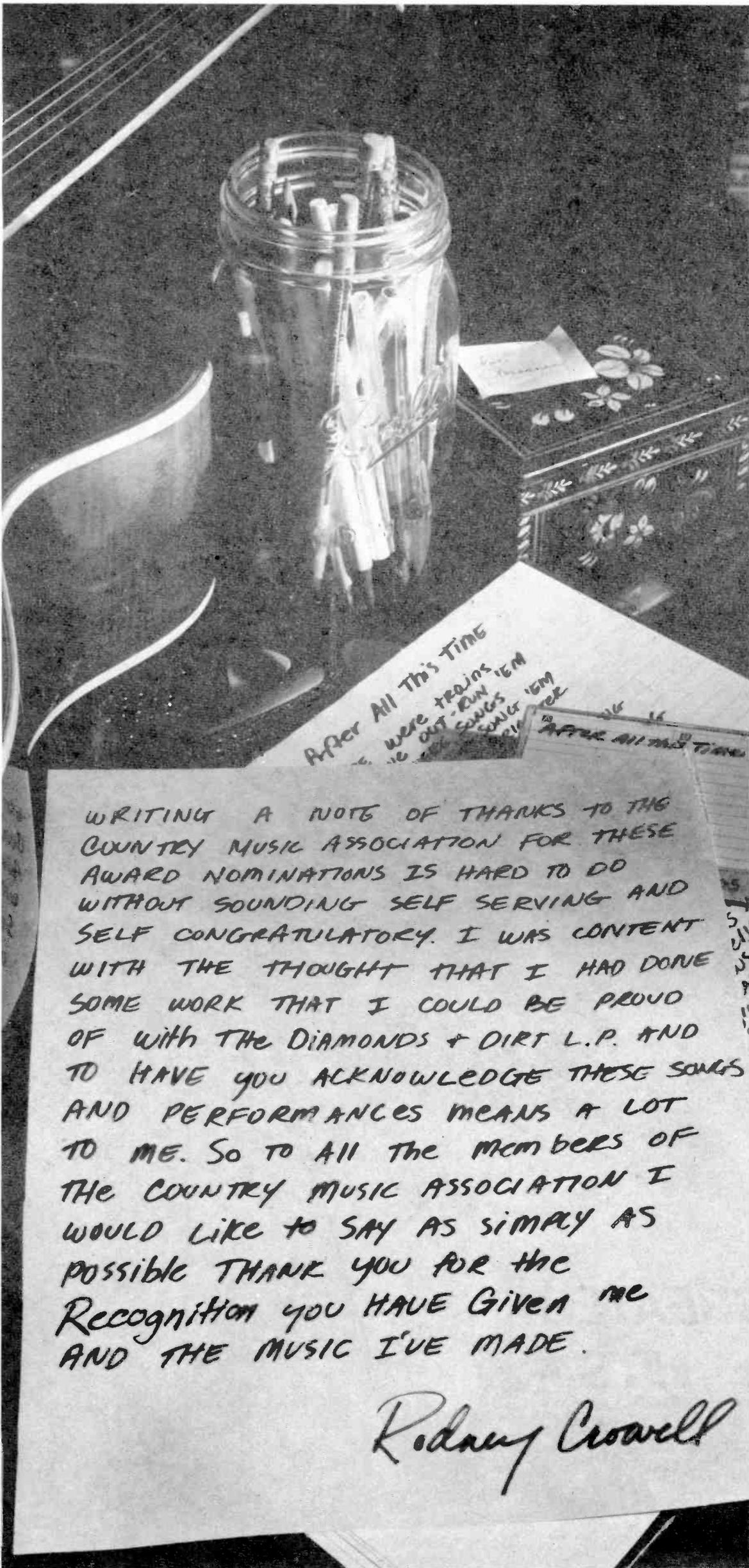


**GREATEST  
HITS  
VOLUME**



- FEATURING**
- ▶ HILLBILLY HELL
  - CRAZY FROM THE HEART
  - ▶ THE CENTER OF MY UNIVERSE
  - KIDS OF THE BABY BOOM
  - SANTA FE
  - I'LL GIVE YOU ALL MY LOVE TONIGHT
  - ▶ YOU'LL NEVER BE SORRY
  - REBELS WITHOUT A CLUE
  - BIG LOVE
  - COUNTRY RAP
  - YOU'RE MY FAVORITE STAR

MCA RECORDS  
**CURB**  
RECORDS



After All This Time  
 were trains 'em  
 out - run 'em  
 songs 'em  
 since 'em  
 'em 'em

WRITING A NOTE OF THANKS TO THE COUNTRY MUSIC ASSOCIATION FOR THESE AWARD NOMINATIONS IS HARD TO DO WITHOUT SOUNDING SELF SERVING AND SELF CONGRATULATORY. I WAS CONTENT WITH THE THOUGHT THAT I HAD DONE SOME WORK THAT I COULD BE PROUD OF WITH THE DIAMONDS + DIRT L.P. AND TO HAVE YOU ACKNOWLEDGE THESE SONGS AND PERFORMANCES MEANS A LOT TO ME. SO TO ALL THE MEMBERS OF THE COUNTRY MUSIC ASSOCIATION I WOULD LIKE TO SAY AS SIMPLY AS POSSIBLE THANK YOU FOR THE RECOGNITION YOU HAVE GIVEN ME AND THE MUSIC I'VE MADE.

Rodney Crowell

# COUNTRY CORNER



by Marie Ratliff

**"IT FITS RIGHT DOWN THE MIDDLE** of our market," says MD Steve Blatter, WYNY New York, of the Bellamy Brothers' "You'll Never Be Sorry" (MCA/Curb). "It's a great change of pace with Howard [Bellamy] on lead vocals and it's exactly the modern, medium-tempo, nonoffensive record that works so well in New York City."

"I'm getting more action than I've seen on the Bellamy Brothers since I can't remember when," says MD Randy Allen, WGEE Green Bay, Wis. "When it comes up on the air, the phones start ringing and folks are asking, 'Who was that on the last song you played?' I think it'll be big." The Bellamys are charted at No. 23.

Allen is also getting good request action on Dolly Parton's "Yellow Roses" (Columbia), charted at No. 45 in its second week on the Hot Country Singles chart. "Dolly said she was going to do a country album," he says, "and, by gosh, she did. Her voice on this one is much like her early hits, such as 'Coat Of Many Colors,' and this is a song she can really sink her teeth into. It jumped right out of the album ['White Limozeen,' No. 7 on the Top Country Albums chart] and said, 'play me.' She's going to be strong again, and I pat her on the back for coming back to country."

**"KATHY MATTEA** is so good," says MD Bozz Collins, KTWO Casper, Wyo. "I'm anxious to see how many weeks she'll stay at No. 1 with this one ['Burnin' Old Memories' on Mercury]. I think there's no way she can do any better than she does. This record is fantastic."

"I just like the optimism on this record," says MD Pat Martin, WTSO Madison, Wis. "It's life. I wish the song was a little bit longer, though. You just get into it and it's over. It sounds great on the radio." Mattea's record grabs the Power Pick/Airplay title in its third chart week and is at No. 29.

"At the top of my list," adds Martin, "is Eddy Raven's 'Bayou Boys' [Universal]. When you've lived a song, it really means something—and believe me, I've lived it. Evidently a lot of our audience have, too, because we are getting great response on it already." Raven is currently charted at No. 36.

**"IT'S GOING TO BE A CLASSIC WEDDING SONG,"** says MD John Saville, WWYZ Hartford, Conn., of Kenny Rogers' "The Vows Go Unbroken (Always True To You)" on Reprise, charted at No. 57. "We've already had two women callers who said they have used the song in their weddings. We featured it on our 'make it or break it' show and the response was 100% positive, which is really unusual for us."

Saville also cites interest in Paul Overstreet's "All The Fun" (RCA). "It's a real simple, basic song, the kind he does so well, and he really touches emotions with it."

MD Mike Owens, KXXY Oklahoma City, agrees. "I think this is a nice change of pace. It has a little bit of rowdiness to it that Paul's other singles haven't had. It looks like it's going to work real well here." Overstreet moves to No. 46 in his second week on the Hot Country Singles chart.

## HOT COUNTRY SINGLES ACTION

### RADIO MOST ADDED

	GOLD ADDS 31 REPORTERS	SILVER ADDS 64 REPORTERS	BRONZE/ SECONDARY ADDS 63 REPORTERS	TOTAL ADDS 158 REPORTERS	TOTAL ON
THE RACE IS ON SAWYER BROWN CAPITOL/CURB	2	25	36	63	68
TIL LOVE COMES AGAIN REBA MCENTIRE MCA	4	19	25	48	49
YELLOW ROSES DOLLY PARTON COLUMBIA	4	18	18	40	89
ALL THE FUN PAUL OVERSTREET RCA	5	10	20	35	76
NEVER HAD IT SO GOOD MARY C. CARPENTER COLUMBIA	3	12	16	31	31
BURNIN' OLD MEMORIES KATHY MATTEA MERCURY	8	16	3	27	146
COUNTRY CLUB TRAVIS TRITT WARNER BROS.	2	12	13	27	27
BAYOU BOYS EDDY RAVEN UNIVERSAL	7	13	6	26	127
THE VOWS GO UNBROKEN KENNY ROGERS REPRISE	2	9	15	26	53
AN AMERICAN FAMILY THE OAK RIDGE BOYS MCA	5	9	11	25	120

Radio Most Added is a weekly national compilation of the ten records most added to the playlists of the radio stations reporting to Billboard. The full panel of radio reporters is published periodically as changes are made, or is available by sending a self-addressed stamped envelope to: Billboard Chart Dept., 1515 Broadway, New York, N.Y. 10036.

# Billboard POWER PLAYLISTS

Sample Playlists of the Nation's Largest Country Radio Stations

**92WXTU**  
PHILADELPHIA  
Country

Bala Cynwyd P.D.: Bob Young

- 1 8 Keith Whitley, I Wonder Do You Think Of Me
- 2 7 Vern Gosdin, I'm Still Crazy
- 3 4 K.T. Oslin, This Woman
- 4 1 Patty Loveless, Timber I'm Falling In Love
- 5 11 Willie Nelson, Nothing I Can Do About It Now
- 6 2 The Statler Brothers, More Than A Name On A Wall
- 7 9 Holy Dunn, Are You Ever Gonna Love Me
- 8 15 Lionel Cartwright, Give Me His Last Chance
- 9 16 Rodney Crowell, Above And Beyond
- 10 3 Michael Martin Murphey, Never Givin' Up On Love
- 11 6 Shenandoah, Sunday In The South
- 12 19 The Judds, Let Me Tell You About Love
- 13 20 Steve Wariner, I Got Dreams
- 14 5 Southern Pacific, Any Way The Wind Blows
- 15 21 The Bellamy Brothers, You'll Never Be Sorry
- 16 17 The Forester Sisters, Don't You
- 17 22 Clint Black, Killin' Time
- 18 23 Ricky Van Shelton, Living Proof
- 19 25 Merle Haggard, A Better Love Next Time
- 20 13 John Denver/Nitty Gritty Dirt Band, And So It G
- 21 26 K.E. Lang & The Reclines, Full Moon Full Of Love
- 22 24 Skip Ewing, The Coast Of Colorado
- 23 27 Bailie And The Boys, (I Wish I Had A) Heart Of
- 24 28 Restless Heart, Say What's In Your Heart
- A25 EX Alabama, High Cotton
- A26 EX Suzy Bogguss, Cross My Broken Heart
- A Kathy Mattea, Burnin' Old Memories
- A Eddy Raven, Bayou Boys
- A George Strait, Ace In The Hole
- A Ricky Skaggs, Let It Be You

**FM WGAR**  
Cleveland P.D.: Denny Nugent

- 1 1 Holy Dunn, Are You Ever Gonna Love Me
- 2 7 Keith Whitley, I Wonder Do You Think Of Me
- 3 3 Patty Loveless, Timber I'm Falling In Love
- 4 6 K.T. Oslin, This Woman
- 5 4 Southern Pacific, Any Way The Wind Blows
- 6 12 Billy Joe Royal, Love Has No Right
- 7 2 Shenandoah, Sunday In The South
- 8 10 The Judds, Let Me Tell You About Love
- 9 11 Highway 101, Honky Tonk Heart
- 10 9 The Statler Brothers, More Than A Name On A Wall
- 11 8 Don Williams, One Good Well
- 12 13 Rodney Crowell, Above And Beyond
- 13 14 Willie Nelson, Nothing I Can Do About It Now
- 14 15 Steve Wariner, I Got Dreams
- 15 16 The Forester Sisters, Don't You
- 16 18 Lionel Cartwright, Give Me His Last Chance
- 17 17 Vern Gosdin, I'm Still Crazy
- 18 5 Dolly Parton, Why'd You Come In Here Lookin' Li
- 19 21 Clint Black, Killin' Time
- 20 20 Michael Martin Murphey, Never Givin' Up On Love
- 21 22 Randy Travis, Card Carryin' Fool
- 22 19 Reba McEntire, Cathy's Clown
- 23 26 Alabama, High Cotton
- 24 25 Hank Williams, Jr., Finders Are Keepers
- 25 23 George Strait, What's Going On In Your World
- 26 29 Restless Heart, Say What's In Your Heart
- A27 — The Desert Rose Band, Hello Trouble
- A28 — Ricky Van Shelton, Living Proof
- 29 28 Garth Brooks, Much Too Young (To Feel This Damn
- 30 30 Eddy Raven, In A Letter To You

**WESC FM92**  
Greenville P.D.: Allen Power

- 1 1 Holy Dunn, Are You Ever Gonna Love Me
- 2 2 Sam Bern Pacific, Any Way The Wind Blows
- 3 3 Vern Gosdin, I'm Still Crazy
- 4 4 K.T. Oslin, This Woman
- 5 5 Keith Whitley, I Wonder Do You Think Of Me
- 6 6 Shenandoah, Sunday In The South
- 7 7 Highway 101, Honky Tonk Heart
- 8 8 Willie Nelson, Nothing I Can Do About It Now
- 9 9 Michael Martin Murphey, Never Givin' Up On Love
- 10 10 Rodney Crowell, Above And Beyond
- 11 11 The Judds, Let Me Tell You About Love
- 12 12 Lionel Cartwright, Give Me His Last Chance
- 13 13 Steve Wariner, I Got Dreams
- 14 14 Clint Black, Killin' Time
- 15 15 Randy Travis, Promises
- 16 16 The Forester Sisters, Don't You
- 17 17 Bailie And The Boys, (I Wish I Had A) Heart Of
- 18 18 Suzy Bogguss, Cross My Broken Heart
- 19 19 Hank Williams, Jr., Finders Are Keepers
- 20 20 John Denver/Nitty Gritty Dirt Band, And So It G
- 21 21 The Desert Rose Band, Hello Trouble
- 22 22 Ricky Van Shelton, Living Proof
- 23 23 Skip Ewing, The Coast Of Colorado
- 24 24 Buck Owens And Ringo Starr, Act Naturally
- 25 25 Restless Heart, Say What's In Your Heart
- 26 26 Tanya Tucker, Daddy And Home
- 27 27 K.D. Lang & The Reclines, Full Moon Full Of Love
- 28 28 Gene Watson, The Jukebox Played Along
- 29 29 Merle Haggard, A Better Love Next Time

**102.5**  
Tempe P.D.: R.J. Curtis

- 1 3 Keith Whitley, I Wonder Do You Think Of Me
- 2 2 Patty Loveless, Timber I'm Falling In Love
- 3 5 Vern Gosdin, I'm Still Crazy
- 4 6 Rodney Crowell, Above And Beyond
- 5 7 Willie Nelson, Nothing I Can Do About It Now
- 6 9 Holy Dunn, Are You Ever Gonna Love Me
- 7 8 Chris Hillman & Roger McGuinn, You Ain't Going
- 8 10 Steve Wariner, I Got Dreams
- 9 1 Eddie Rabbit, That's Why I Fell In Love With Y
- 10 4 The Statler Brothers, More Than A Name On A Wal
- 11 14 The Judds, Let Me Tell You About Love
- 12 12 John Denver/Nitty Gritty Dirt Band, And So It G
- 13 15 Buck Owens And Ringo Starr, Act Naturally
- 14 17 Clint Black, Killin' Time
- 15 11 Don Williams, One Good Well
- 16 21 Merle Haggard, A Better Love Next Time
- 17 24 K.T. Oslin, This Woman

**COUNTRY 105 FM**  
Sacramento P.D.: Don Langford

- 1 4 Keith Whitley, I Wonder Do You Think Of Me
- 2 6 Vern Gosdin, I'm Still Crazy
- 3 1 Holy Dunn, Are You Ever Gonna Love Me
- 4 3 Southern Pacific, Any Way The Wind Blows
- 5 2 Billy Joe Royal, Love Has No Right
- 6 7 K.T. Oslin, This Woman
- 7 8 Rodney Crowell, Above And Beyond
- 8 10 Willie Nelson, Nothing I Can Do About It Now
- 9 11 The Judds, Let Me Tell You About Love
- 10 12 Lionel Cartwright, Give Me His Last Chance
- 11 13 Highway 101, Honky Tonk Heart
- 12 14 The Forester Sisters, Don't You
- 13 16 Steve Wariner, I Got Dreams
- 14 18 Skip Ewing, The Coast Of Colorado
- 15 19 Hank Williams, Jr., Finders Are Keepers
- 16 21 Clint Black, Killin' Time
- 17 22 Suzy Bogguss, Cross My Broken Heart
- 18 23 Bailie And The Boys, (I Wish I Had A) Heart Of
- 19 24 The Desert Rose Band, Hello Trouble
- 20 25 Ricky Van Shelton, Living Proof
- 21 26 Alabama, High Cotton
- 22 27 George Strait, Ace In The Hole
- 23 28 Restless Heart, Say What's In Your Heart
- 24 29 Merle Haggard, A Better Love Next Time
- 25 30 The Bellamy Brothers, You'll Never Be Sorry
- 26 31 Kathy Mattea, Burnin' Old Memories
- A27 — K.D. Lang & The Reclines, Full Moon Full Of Lov
- A28 — Gene Watson, The Jukebox Played Along
- A29 — Lacy J. Dalton, Hard Luck Ace
- A Eddy Raven, Bayou Boys
- A Daniele Alexander, She's There

**COUNTRY 105 FM**  
Sacramento P.D.: Don Langford

- 1 4 Keith Whitley, I Wonder Do You Think Of Me
- 2 6 Vern Gosdin, I'm Still Crazy
- 3 1 Holy Dunn, Are You Ever Gonna Love Me
- 4 3 Southern Pacific, Any Way The Wind Blows
- 5 2 Billy Joe Royal, Love Has No Right
- 6 7 K.T. Oslin, This Woman
- 7 8 Rodney Crowell, Above And Beyond
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- 13 16 Steve Wariner, I Got Dreams
- 14 18 Skip Ewing, The Coast Of Colorado
- 15 19 Hank Williams, Jr., Finders Are Keepers
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- 17 22 Suzy Bogguss, Cross My Broken Heart
- 18 23 Bailie And The Boys, (I Wish I Had A) Heart Of
- 19 24 The Desert Rose Band, Hello Trouble
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- A Daniele Alexander, She's There



**Dirty In Pink.** Clint Eastwood chats with Warner Bros. act Southern Pacific at the world premiere of Eastwood's recent film "Pink Cadillac." The group has two songs featured in the film and closing credits. The band's current single from the film, titled "Any Way The Wind Blows," peaked at No. 4 on Billboard's Hot Country Singles chart. Eastwood, center, is flanked, from left, by Southern Pacific's Kurt Howell, Keith Knudsen, John McFee, and Stu Cook.

## Slate Set For Bluegrass Show

NASHVILLE Thirty acts have been selected to showcase at the International Bluegrass Music Assn. trade show, Sept. 19-22, at the Executive Inn, Owensboro, Ky. Following the conclusion of the trade show, the IBMA will sponsor its three-day Bluegrass Fan Fest fund-raising concerts, also in Owensboro at the Peter B. English Park. Proceeds from these concerts will go to assist bluegrass musicians in "severe need."

Showcase acts—and the dates on which they will perform—are Groundspeed (from West Germany), Wild & Blue, Kentucky Bluegrass Band, Walt Michael & Company, John Rossbach & Chestnut Grove, Jody Stecher & Kate Brislin, the New Tradition, Laurie Lewis & Grant Street, and Redwing on Sept. 19.

Doug Dillard Band, Gary Strong & Hardtimes, ASH&W Band, Leroy Elyer & the Carroll County Ramblers, Jim Eanes, Mike Scott & the All-American Band, Mark Holt & Jam Packed, Trischka-Grier Band, Larry Stephenson Band, Rabbit In The Log, and Paul Adkins & the Borderline Band on Sept. 20.

Seldom Scene, Country Gentlemen, Classic Country Gentlemen, Gary Ferguson Band, Good Ole Persons, Stevens Family, Robin & Linda Williams, and Danger In The Air on Sept. 21.

LiveWire and Patent Pending will

(Continued on next page)

## Retail Campaign To Spotlight Country Stars

NASHVILLE Twelve acts will be featured in this year's Country Music Assn./National Assn. Of Recording Merchandisers campaign to raise the visibility of country music albums at retail. Again tagged Bring Home Country's Brightest Stars, this seventh annual co-promotion will be in place throughout the fall, timed to take advantage of Country Music Month activities in October.

The CMA will hold its CBS-televised awards show on Oct. 9.

Acts spotlighted in the promotion are Billy Joe Royal, Atlantic America; Ricky Skaggs and Ricky Van Shelton, CBS; Tanya Tucker and Dan Seals, Capitol; the Oak Ridge Boys and Patty Loveless, MCA; Kathy Mattea, PolyGram; Alabama and Ronnie Milsap, RCA; and Highway 101 and Randy Travis, Warner Bros.

The basis of eligibility for a spot in the promotion is a top 20 album between May 1, 1988, and April 30, 1989.

NARM will provide point-of-purchase material in the form of shelf talkers, flats, bin cards/tent cards, divider cards, banners, and posters, all with a country music theme. The material will carry NARM's "Give The Gift Of Music" logos.

Besides the financing provided by the CMA and NARM, the labels whose artists are featured also contribute to underwriting the promotion. In addition, regional representatives of these labels monitor the activity at retail and rack.

A prize will again be offered for displays that make use of the p-o-p material. Entry forms will be sent with the material; the deadline for entering is Oct. 31.

## ATLANTIC COUNTRY ARM SET

(Continued from page 32)

music being redefined. From an industry standpoint, it represents growth. Not all programmers feel that way, but many do in the urban markets."

Music videos, Blackburn says, will be important to the label's overall goals: "We believe in video... it's integral to a marketing plan."

Adds Larkin, "We've had tremendous success in video with Billy Joe Royal."

Formerly chief of CBS Records' Nashville division, Blackburn says he likes Atlantic's "entrepreneurial attitude" and its freedom from "red tape and procedures." The office organization, he continues, "is more of a wheel than vertical—everybody has an opportunity to spill over into other areas."

For several years, Atlantic released its country product under the Atlantic America logo. No more, says Blackburn: "We were pretty emphatic about being [called] Atlantic Records. [The old way] just had a segregated appearance."

Besides Blackburn and Larkin, the label's country staff consists of Elroy Kahanek and Bob Heatherly, directors of national country promotion; Debbie Bellin, coordinator of promotion; Sam Harrel, West Coast manager of promotion, Los Angeles; Bill Helmes, Midwest manager, Union, Ky.; Jim West, Southwest manager, Dallas; Greg Loudin, Southeast manager, Atlanta; Wyatt Easterling, A&R coordinator; Janet Williams, Blackburn's assistant; and Heather Hardin, receptionist.

## COUNTRY SINGLES A-Z PUBLISHERS/PERFORMANCE RIGHTS/SHEET MUSIC

TITLE (Publisher - Licensing Org.)	Sheet Music Dist.
81 #1 HEARTACHE PLACE (Kristoshua, BMI)	83 HOLDIN' ON TO NOTHIN' (Bent Cent, BMI/Snake Hat, BMI)
4 ABOVE AN' BEYOND (Tree, BMI) HL	58 HONKY TONK AMNESIA (Hill & Range, BMI/Acutif-Rose, BMI) HL
26 ACE IN THE HOLE (Sweet Tater Tunes, ASCAP)	6 HONKY TONK HEART (Berger Bits, ASCAP/MCA, ASCAP) HL
35 ACT NATURALLY (Tree, BMI) HL	71 HOPELESSLY YOURS (Tree, BMI/Cross Keys, ASCAP) HL
46 ALL THE F JN (Scarlet Moon, BMI)	50 HOT NIGHTS (Colgems-EMI, ASCAP/Bright Sky, ASCAP/Milene, ASCAP)
40 AN AMERICAN FAMILY (Famous, ASCAP/Bob Corbin, ASCAP)	51 HOUSE ON OLD LONESOME ROAD (Colgems-EMI, ASCAP/Maypop, BMI)
33 AND SO IT GOES (Screen Gems-EMI, BMI/Scarlet Moon, BMI/MCA, ASCAP/Don Schlitz, ASCAP) HL/CLM	89 HOUSTON SOLUTION (Screen Gems-EMI, BMI/Scarlet Moon, BMI/MCA, ASCAP/Don Schlitz, ASCAP) HL/WBM
96 ANGER AN' TEARS (MCA, ASCAP) HL	95 HOW DO (Getarealjob, ASCAP/EMI April, ASCAP) HL
18 ANY WAY "THE WIND BLOWS (Backlash, ASCAP/Bob-A-Lew, ASIAP/Endless Frogs, ASCAP/Long Tooth, BMI)	78 HOW I LOVE YOU IN THE MORNING (Lodestar, sesac)
11 ARE YOU EVER GONNA LOVE ME (Cross Keys, ASCAP/Terrace, ASCAP/Lawyer's Daughter, BMI) HL/CPP	100 THE HURTIN' SIDE (Almo, ASCAP/Brio Blues, ASCAP/Songs De Burgo, ASCAP/PolyGram International, ASCAP) CPP/HL
36 BAYOU BOYS (Morganactive, ASCAP/You & I, ASCAP/WE, ASCAP/Two Sons, ASCAP/RavenSong, ASCAP)	9 I GOT DREAMS (Steve Wariner, BMI/Screen Gems-EMI, BMI/Irving, BMI) CPP/WBM
91 BEYOND "THE TEXAS MOON (Crowman, ASCAP/Warner-Elektra-Asylum, BMI/Kansas By The Sea, ASIAP/Mighty Nice, BMI) WBM	64 I STILL MISS SOMEONE (Unichappell, BMI)
25 A BETTER LOVE NEXT TIME (Johnny Christopher, BMI/Chris Wood, BMI)	84 I WAS BORN WITH A BROKEN HEART (Monk Family, BMI/EMI April, ASCAP)
29 BURNIN' OLD MEMORIES (BMG, ASCAP/Warner-Tamerlane, BMI/Believus Or Not, ASCAP/Screen Gems-EMI, BMI)	13 (I WISH I HAD A) HEART OF STONE (EMI April, ASCAP/Ideas Of March, ASCAP/Lion Hearted, ASCAP) HL
94 CALIFORNIA BLUE (Orbisongs, ASCAP/EMI April, ASCAP/Gor e Gator, ASCAP) HL/CPP	2 I WONDER DO YOU THINK OF ME (Acutif-Rose, BMI) CPP
67 CATHY'S C OWN (Acutif-Rose, BMI) CPP	63 IF YOU DON'T KNOW ME BY NOW (Mighty Three, BMI)
19 THE COAST OF COLORADO (Acutif-Rose, BMI/Hidden Lake, BMI) CPP	62 IF YOU HAD A HEART (Life Of The Record, ASCAP/Malchak, ASCAP/Colgems-EMI, ASCAP)
76 COUNTRY CLUB (Triumvirate, BMI)	69 I'M NOT OVER YOU (Sam's Place, BMI/Ancient Springs, BMI/Southern Reign, BMI/Second Serve, ASCAP)
16 CROSS MY BROKEN HEART (EMI April, ASCAP/Ideas Of March, ASIAP/Irving, BMI/Eaglewood, BMI) HL/CPP	1 I'M STILL CRAZY (Hookem, ASCAP/PolyGram International, ASCAP/Buddy Cannon, ASCAP) CPP
52 CRY CRY CRY (Slapich, BMI)	90 IN A LETTER TO YOU (EMI Blackwood, BMI/Dennis Linde, BMI) HL
34 DADDY AN' HOME (Peer International, BMI) CPP	79 IT'S LOVE THAT MAKES YOU SEXY (Music Corp. Of America, BMI/Jessie Jo, ASCAP/Fast Ball, BMI) HL
73 OEAR ME (Acutif-Rose, BMI/Artin, BMI) CPP	97 JACKIE BROWN (Riva, ASCAP)
92 DO IT AGA N (Door Knob, BMI)	32 THE JUKEBOX PLAYED ALONG (Next-O-Ken, BMI/Ensign, BMI/BMG Songs, ASCAP) CPP/HL
44 DO YOU FEEL THE SAME WAY TOO? (Careers, BMI/Beckaroo, BMI) CPP	68 JUST ANOTHER MISERABLE DAY (Noted, ASCAP/Lust-4-Fun, ASCAP/Joyna, ASCAP/Spider Jive, BMI)
12 DON'T YOL (Little Big Town, BMI/Oh The Music, BMI/Pierce, ASCAP) WBM	10 KILLIN' TIME (Howlin'Hits, ASCAP)
15 FINDERS ARE KEEPERS (Bocophus, BMI) CPP	41 LET IT BE YOU (Cross Keys, ASCAP/Silverline, BMI) HL
99 FOOL'S PARADISE (Warner-Tamerlane, BMI/Hear No Evil, BMI/Toga Street, BMI) WBM	7 LET ME TELL YOU ABOUT LOVE (Brick Hitthouse, BMI/Irving, BMI/EMI April, ASCAP/Welbeck, ASCAP/Blue Quill, ASCAP) CPP/HL
30 FULL MOON FULL OF LOVE (Blg, BMI/Whiskey Drinkin'/Mits Kitty, ASCAP) CLM	17 LIVING PROOF (Intersong-USA, ASCAP/Hide-A-Bone, ASCAP) HL
80 GIFT OF LOVE (Hayes Court, BMI/Low Country, BMI/Huscifer, SESAC/Fast Ball, BMI)	22 LOVE HAS NO RIGHT (Labor Of Love, BMI/Boondocks, ASCAP/JIS4Fun, ASCAP)
8 GIVE ME HIS LAST CHANCE (Silverline, BMI/Long Run, BMI) WBM	47 MORE THAN A NAME ON A WALL (Statler Brothers, BMI) CPP
38 HARD LUCI: ACE (Blue Piggie, BMI)	55 MUCH TOO YOUNG (TO FEEL THIS DAMN OLD)
82 HARD-HEALED HEART (Radio-Active, ASCAP/Jim's Allisongs, BMI)	
98 HEAVEN ONLY KNOWS (Irving, BMI) CPP	
14 HELLO TRUBLE (Tree, BMI) HL	
21 HIGH COTTON (Shabi, BMI)	

## GMA RELEASES LIST OF AWARDS SHOW NOMINEES

(Continued from page 32)

Bob McDill; "Eighteen Wheels And A Dozen Roses," Paul Nelson, Gene Nelson.

**Female vocalist of the year**—Rosanne Cash, Patty Loveless, Kathy Mattea, Reba McEntire, Tanya Tucker.

**Male vocalist of the year**—Rodney Crowell, Ricky Van Shelton, George Strait, Randy Travis, Keith Whitley.

**Vocal group of the year**—Alabama, Desert Rose Band, Highway 101, Restless Heart, Shenandoah.

**Vocal duo of the year**—Baillie &

the Boys, the Bellamy Brothers, Foster & Lloyd, the Judds, and Sweethearts Of The Rodeo.

**Vocal event of the year**—Johnny Cash, Hank Williams Jr. (for "That Old Wheel"); Johnny Cash, Rosanne Cash, the Everly Brothers ("Ballad Of A Teenage Queen"); John Denver, the Nitty Gritty Dirt Band ("And So It Goes"); Buck Owens, Ringo Starr ("Act Naturally"); Hank Williams, Hank Williams Jr. ("There's A Tear In My Beer").

**Musician of the year**—Jerry Douglas, Paul Franklin, Johnny Gim-

ble, Mark O'Connor, Don Potter.

**Horizon Award**—Clint Black, Desert Rose Band, Patty Loveless, Shenandoah, Keith Whitley.

**Music video of the year** (awarded to performer and director)—"After All This Time," Rodney Crowell, Bill Pope; "Dear Me," Lorrie Morgan, Stephen Buck; "There's Tear In My Beer," Hank Williams Jr., Ethan Russell; "Why'd You Come In Here Lookin' Like That," Dolly Parton, Jack Cole; "Will The Circle Be Unbroken, Vol. II," Nitty Gritty Dirt Band, Bill Pope.

## 30 ACTS TO PLAY INT'L BLUEGRASS SHOW

(Continued from previous page)

appear Sept. 22.

Performing at Fan Fest are Country Current (U.S. Navy Band, featuring Bill Emerson), Bass Mountain Boys, Cathy Fink & Marcy Marxer, Weary Hearts, Raymond Fairchild & the Crowe Brothers, David Grisman Bluegrass Experience (featuring Del McCoury), the Charlie Sizemore Band, Doyle Lawson & Quicksilver, Lynn Morris Band, and Hot Rize Jam on Sept. 22.

Sally Mountain Show, South Plains College Band, New Coon Creek Girls, Appalachian Express, Goins Broth-

ers, Paul Mullins & Traditional Grass, Bluegrass Patriots, Boys From Indiana, Chubby Wise, Lost & Found, Dry Branch Fire Squad, and Bluegrass Cardinals perform Sept. 23.

Dusty Miller, Warrior River Boys, Rank Strangers, Mike Snider, Bly Gap, Osborne Brothers, Lewis Family, Jim & Jesse & the Virginia Boys, and John Hartford appear Sept. 24.

Information on the trade show and Fan Fest tickets are available at 919-542-3997.

FOR WEEK ENDING SEPTEMBER 2, 1989

# Billboard TOP COUNTRY ALBUMS™

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THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	ARTIST LABEL & NUMBER/DISTRIBUTING LABEL (SUG. LIST PRICE)*	TITLE
				★ ★ NO. 1 ★ ★	
1	1	1	15	REBA MCENTIRE MCA 6294 (8.98) (CD)	SWEET SIXTEEN
2	2	2	16	CLINT BLACK RCA 9668-1 (8.98) (CD)	KILLIN' TIME
3	3	3	27	GEORGE STRAIT ● MCA 42266 (8.98) (CD)	BEYOND THE BLUE NEON
4	4	5	19	THE JUDDS ● CURB/RCA 9595/RCA (8.98) (CD)	RIVER OF TIME
5	5	4	27	HANK WILLIAMS, JR. ● WARNER/CURB 25834/WARNER BROS. (8.98) (CD)	GREATEST HITS III
6	6	7	57	RANDY TRAVIS ▲ WARNER BROS. 25738 (8.98) (CD)	OLD 8 X 10
7	7	6	11	DOLLY PARTON COLUMBIA 44384/CBS (CD)	WHITE LIMOZEEN
8	8	9	50	K.T. OSLIN ● RCA 8369 (8.98) (CD)	THIS WOMAN
9	10	11	46	RICKY VAN SHELTON ● COLUMBIA 44221/CBS (CD)	LOVING PROOF
10	9	8	47	PATTY LOVELESS MCA 42223 (8.98) (CD)	HONKY TONK ANGEL
11	11	12	70	RODNEY CROWELL COLUMBIA 44076/CBS (CD)	DIAMONDS & DIRT
12	13	15	28	SHENANDOAH COLUMBIA 44468/CBS (CD)	THE ROAD NOT TAKEN
13	21	25	3	WILLIE NELSON COLUMBIA 45046 (CD)	A HORSE CALLED MUSIC
14	12	10	15	KENNY ROGERS REPRISE 1-25792 (8.98) (CD)	SOMETHING INSIDE SO STRONG
15	14	13	15	NITTY GRITTY DIRT BAND UNIVERSAL 12500/MCA (10.98) (CD)	WILL THE CIRCLE BE UNBROKEN, VOL. II
16	16	12	12	K.D. LANG & THE RECLINES SIRE 25877/WARNER BROS. (8.98) (CD)	ABSOLUTE TORCH AND TWANG
17	17	17	28	ALABAMA ● RCA 8587-1 (8.98) (CD)	SOUTHERN STAR
18	18	18	26	BILLY JOE ROYAL ATLANTIC AMERICA 91064/ATLANTIC (8.98) (CD)	TELL IT LIKE IT IS
19	15	14	63	KEITH WHITLEY ● RCA 6494-1 (8.98) (CD)	DON'T CLOSE YOUR EYES
20	20	19	119	RANDY TRAVIS ▲ <sup>3</sup> WARNER BROS. 25568-1 (8.98) (CD)	ALWAYS & FOREVER
21	28	—	2	KEITH WHITLEY RCA 9809 (8.98) (CD)	I WONDER DO YOU THINK OF ME
22	19	22	54	THE JUDDS ▲ RCA/CURB 8318-1/RCA (8.98) (CD)	GREATEST HITS
23	22	24	6	VERN GOSDIN COLUMBIA 45104/CBS (CD)	ALONE
24	23	20	8	RICKY SKAGGS EPIC 45027/CBS (CD)	KENTUCKY THUNDER
25	24	21	19	KATHY MATTEA MERCURY 836 950 1 (CD)	WILLOW IN THE WIND
26	25	27	109	K.T. OSLIN ▲ RCA 5924-1 (8.98) (CD)	80'S LADIES
27	26	23	24	ROSANNE CASH COLUMBIA 45054/CBS (CD)	HITS 1979 - 1989
28	32	34	184	ALABAMA ▲ RCA AHL-1-7170 (8.98) (CD)	GREATEST HITS
29	27	26	15	THE OAK RIDGE BOYS MCA 42294 (8.98) (CD)	GREATEST HITS, VOL. III
30	31	29	16	GARTH BROOKS CAPITOL 90897 (8.98) (CD)	GARTH BROOKS
31	37	33	5	HOLLY DUNN WARNER BROS. 25939 (8.98) (CD)	THE BLUE ROSE OF TEXAS
32	30	32	54	DWIGHT YOAKAM ● REPRISE 25749/WARNER BROS. (8.98) (CD)	BUENAS NOCHES FROM A LONELY ROOM
33	39	38	167	RANDY TRAVIS ▲ <sup>2</sup> WARNER BROS. 1-25435 (8.98) (CD)	STORMS OF LIFE
34	36	36	8	MICHAEL MARTIN MURPHEY WARNER BROS. 25894 (8.98) (CD)	LAND OF ENCHANTMENT
35	29	31	8	MERLE HAGGARD EPIC 44283/CBS (CD)	5:01 BLUES
36	34	28	11	LORRIE MORGAN RCA 9594-1 (8.98) (CD)	LEAVE THE LIGHT ON
37	35	35	44	THE STATLER BROTHERS MERCURY 834 626 (CD)	THE STATLERS GREATEST HITS
38	38	39	107	PATSY CLINE ▲ <sup>2</sup> MCA 12 (8.98) (CD)	GREATEST HITS

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	ARTIST LABEL & NUMBER/DISTRIBUTING LABEL (SUG. LIST PRICE)*	TITLE
39	33	30	24	GEORGE JONES EPIC 44078/CBS (CD)	ONE WOMAN MAN
40	NEW ▶	—	1	TANYA TUCKER CAPITOL 91814 (8.98) (CD)	GREATEST HITS
41	42	40	20	STEVE WARINER MCA 42272 (8.98) (CD)	I GOT DREAMS
42	44	48	67	SKIP EWING MCA 42128 (8.98) (CD)	THE COAST OF COLORADO
43	40	43	101	GEORGE STRAIT ▲ MCA 42035 (8.98) (CD)	GREATEST HITS, VOL. 2
44	47	47	9	CONWAY TWITTY MCA 42297 (8.98) (CD)	HOUSE ON OLD LONESOME ROAD
45	46	45	130	RICKY VAN SHELTON ▲ COLUMBIA 40602/CBS (CD)	WILD EYED DREAM
46	41	37	24	RONNIE MILSAP RCA 9587 (8.98) (CD)	STRANGER THINGS HAVE HAPPENED
47	50	44	8	LIONEL CARTWRIGHT MCA 42276 (8.98) (CD)	LIONEL CARTWRIGHT
48	45	42	11	EDDY RAVEN UNIVERSAL 76003/MCA (8.98) (CD)	TEMPORARY SANITY
49	43	46	10	SUZY BOGDUSS CAPITOL 90237 (8.98) (CD)	SOMEWHERE BETWEEN
50	54	53	121	REBA MCENTIRE ▲ MCA 5979 (8.98) (CD)	GREATEST HITS
51	52	62	82	VERN GOSDIN COLUMBIA 40982/CBS (CD)	CHISELED IN STONE
52	48	41	29	LYLE LOVETT MCA/CURB 42263/MCA (8.98) (CD)	LYLE LOVETT AND HIS LARGE BAND
53	53	50	8	THE BELLAMY BROTHERS MCA/CURB 42298/MCA (8.98) (CD)	GREATEST HITS, VOL. III
54	51	55	64	ALABAMA ● RCA 6825-R (9.98) (CD)	ALABAMA LIVE
55	49	58	68	REBA MCENTIRE ● MCA 42134 (8.98) (CD)	REBA
56	60	57	251	HANK WILLIAMS, JR. ▲ <sup>2</sup> WARNER/CURB 60193/WARNER BROS. (8.98) (CD)	GREATEST HITS, VOLUME I
57	61	74	48	HIGHWAY 101 WARNER BROS. 25742 (8.98) (CD)	101 2
58	63	61	198	GEORGE STRAIT ▲ MCA 5567 (8.98) (CD)	GEORGE STRAIT'S GREATEST HITS
59	59	54	8	THE FORESTER SISTERS WARNER BROS. 25897 (8.98) (CD)	GREATEST HITS
60	65	67	5	BILLY HILL REPRISE 25915/WARNER BROS. (8.98) (CD)	I AM JUST A REBEL
61	69	71	3	MARY CHAPIN CARPENTER COLUMBIA 44228 (CD)	STATE OF THE HEART
62	57	49	13	GARY MORRIS UNIVERSAL 76005/MCA (8.98) (CD)	STONES
63	56	52	25	ROY ORBISON VIRGIN 90158 (9.98) (CD)	MYSTERY GIRL
64	73	—	48	RESTLESS HEART RCA 8317-1 (8.98) (CD)	BIG DREAMS IN A SMALL TOWN
65	64	66	10	CANYON 16TH AVENUE 70556 (8.98) (CD)	RADIO ROMANCE
66	71	—	63	K.D. LANG SIRE 25724/WARNER BROS. (8.98) (CD)	SHADOWLAND
67	62	60	17	THE SHOOTERS EPIC 44326/CBS (CD)	SOLID AS A ROCK
68	RE-ENTRY	—	21	TAMMY WYNETTE EPIC 44498/CBS (CD)	NEXT TO YOU
69	72	73	24	BAILLIE AND THE BOYS RCA 8454 (8.98) (CD)	TURN THE TIDE
70	66	59	25	LARRY BOONE MERCURY 836 710 1 (CD)	SWINGIN' DOORS, SAWDUST FLOORS
71	68	51	7	RAY STEVENS MCA 42303 (8.98) (CD)	BESIDE MYSELF
72	58	65	7	DON WILLIAMS RCA 9656-1 (8.98) (CD)	ONE GOOD WELL
73	74	68	6	LEE GREENWOOD MCA 42300 (8.98) (CD)	IF ONLY FOR ONE NIGHT
74	67	63	57	KEITH WHITLEY RCA CPL-1-7043 (8.98) (CD)	L.A. TO MIAMI
75	NEW ▶	—	1	RODNEY CROWELL WARNER BROS. 25965 (8.98) (CD)	RODNEY CROWELL COLLECTION

Albums with the greatest sales gains this week. (CD) Compact disk available. ● Recording Industry Assn. Of America (RIAA) certification for sales of 500,000 units. ▲ RIAA certification for sales of 1 million units, with each additional million indicated by a numeral following the symbol. \*CBS Records and PolyGram Records do not issue a suggested list price for their product.

# How Sweet It Is!



Reba McEntire's *Sweet Sixteen* album was released 15 weeks ago.

Four weeks later it was #1.

Last week still on it's first single, it went *gold*.

And this week it became the first album by a female country artist to *remain* #1 for 11 straight weeks!

A heartfelt thanks to all the retailers, programmers, accounts, and fans who made it possible.



MCA-6294

MCA RECORDS

## RETAIL TRACK



by Geoff Mayfield

**PRIMING THE PUMP:** Jim Caparro, PolyGram senior VP of sales and distribution, reports that his company's recent convention—the distributor's first in 11 years—was an uplifting experience. "The attitude and aggressiveness that was shown there was something that really got the company motivated," says Caparro of the July 31-Aug. 5 confab, held at Doral Resort in the Miami Beach area. "Having the Island announcement come down right around the same time was the icing on the cake," he adds, referring to PolyGram's acquisition of the Island Records label (Billboard, Aug. 12).

Key points driven home at the meet, says Caparro, related to "selling, not just taking orders; being active, instead of just reacting; people development; and artist development. Everything we're trying to do is to get our unequal fair share [in terms of] in-store play, radio play, sales, everything. We've been making a lot of strides" . . . In addition to the Aug. 25 price hikes that were reported in last week's Inside Track (Billboard, Aug. 26), PolyGram made a couple of other adjustments. The wholesale on midline classical LPs and tapes goes to \$3.30 from \$3.20, while the cost on its midline opera series has been reduced by two cents to \$7.72 per piece . . . PolyGram joins the trend that finds record companies putting oldies out as cassette singles (Billboard, April 15). Its Timepieces series carries a wholesale tag of \$1.79, 20 cents higher than the new cost for its current cassette singles. That line jumped by 30 cents, to \$1.59, with the move to a \$2.99 list.

**UPDATE:** It seems the appeal trial for Tommy Hammond, a partner in Alexander City, Ala., store Taking Home The Hits, will take place in October. In June 1988, he was charged with selling pornography under an Alabama obscenity statute for selling, among other titles, cassettes of 2 Live Crew's first two Luke Skywalker albums. As for 2 Live Crew's newest, Hammond says he's only carrying the clean version, but understands that the uncensored version is available at other stores in his town.

**PRESENTING IDEAS:** The semiannual trade show of the National Assn. of Display Industries is slated for Dec. 2-5 in New York. Unusual for New York in particular and trade shows in general, the event is free.

NADI refers to its 95th Visual Merchandising/Store Planning/Design Market as an "idea factory" and the group expects record-breaking attendance this time around. Among the store presentation concepts and products that will be on the floor are fixtures, decoration schemes, display concepts, video walls, signage and banners, and other retail props. For info, call 212-213-2662.

**PACIFIC-LY:** Global Pacific took folks from Tower Records, Warehouse Entertainment, and Music Plus to a Los Angeles gig by bassist David Friesen at Santa Monica, Calif., jazz venue At My Place. Tom Sapper, the label's director of marketing and sales, reports it was a star-studded affair, attended by actresses Juliet Prowse and Dyan Cannon, Cannon's daughter Jennifer Grant (whose father was Cary Grant), and Ron Weisner, who is manager of Paul McCartney. Sapper also notes that Friesen—now working the album "Other Times, Other Places"—also attracted a large delegation of roughly 40 people from Global's distributor, CBS Records, led by Myron Roth, senior VP of West Coast operations . . . Violinist Steve Kindler will be making stops at the conventions of Strawberries Records, Tapes & Compact Discs and Spec's Music & Video. As previously noted in this column, the Global Pacific artist played at National Record Mart's July meet.

**TRACKING:** Jason Blaine, president of Oakland, Calif., one-stop Music People, passes on congrats to his dad, Elliot Blaine, a 44-year music industry vet who celebrated his 65th birthday Aug. 22. Before getting into wholesaling, the elder Blaine founded the old Jubilee Records label . . . Kemp Mill Records used a coloring contest—with official Crayola crayons, to boot—to stoke a late-July appearance by I.R.S. act Concrete Blonde at the 9:30 Club in Washington, D.C. Called Color Me Concrete Blonde, the promotion's top prize was a complete hair design/style transformation from the Axis hair salon, dinner for two with the band, tickets to the 9:30 Club gig, and a \$100 Kemp Mill gift certificate. Rocker WHFS-FM co-sponsored the contest . . . PolyGram is withholding the boxed Bee Gees set that it had planned for this fall to ensure that it does not step on the toes of "One," the act's current Warner Bros. album. The anthology is now expected in the spring of 1990, possibly in April.

**FOR PEANUTS:** A&M will kick off a nine-city support tour for children's recording artist Frank Cappelli on Oct. 4, with stops in Cleveland; Columbus, Ohio; Chicago; Raleigh, N.C.; Atlanta; Minneapolis; Boston; Philadelphia; and Cappelli's home base, Pittsburgh. Retail Track notices most of those cities are the homes of major music retail players, which seems a savvy strategy. The swing begins one day after A&M begins its worldwide promotion/distribution agreement with Cappelli's Peanut Heaven label (Billboard, Aug. 12).

By the by, A&M seems a perfect home for Peanut Heaven's product. A&M has had great success with children's artist Raffi, as proved by the best-seller awards he has earned from the National Assn. of Recording Merchandisers. Also on A&M's kiddie roster are Tom Chapin, Linda Arnold, Fred Penner, Sharon, and Lois & Bram. Thus, many of the accounts that A&M has opened up for Raffi and its other kids artists will be likely sales venues for Cappelli's fare.

Jump on the Retail Track with a call to Geoff Mayfield at 212-536-5240, or fax him at 212-563-5358.

FOR WEEK ENDING SEPTEMBER 2, 1989

Billboard®

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## TOP COMPACT DISKS™

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	POP™	
				ARTIST TITLE	LABEL & NUMBER/DISTRIBUTING LABEL
				★ ★ NO. 1 ★ ★	
1	1	1	17	TOM PETTY FULL MOON FEVER	MCA MCAD 6253
2	2	2	7	DON HENLEY THE END OF THE INNOCENCE	GEFFEN GHS 2-24217
3	3	5	16	RICHARD MARX REPEAT OFFENDER	EMI E2-90380
4	5	4	26	FINE YOUNG CANNIBALS THE RAW & THE COOKED	I.R.S. D-6273/MCA
5	6	6	6	GLORIA ESTEFAN CUTS BOTH WAYS	EPIC EK 45217/E.P.A.
6	8	11	21	MILLI VANILLI GIRL YOU KNOW IT'S TRUE	ARISTA ARCD 8592
7	4	3	9	PRINCE SOUNDTRACK: BATMAN	WARNER BROS. 25936
8	9	—	2	DANNY ELFMAN BATMAN MOTION PICTURE SCORE	WARNER BROS. 2-25977
9	7	8	29	PAULA ABDUL FOREVER YOUR GIRL	VIRGIN 2-90943
10	15	15	5	SKID ROW SKID ROW	ATLANTIC 2-81936
11	13	18	6	NEW KIDS ON THE BLOCK HANGIN' TOUGH	COLUMBIA CK 40985
12	10	9	14	10,000 MANIACS BLIND MAN'S ZOO	ELEKTRA 60815-2
13	11	10	17	GREAT WHITE TWICE SHY	CAPITOL C2-90640
14	14	13	12	INDIGO GIRLS INDIGO GIRLS	EPIC EK 45044/E.P.A.
15	17	14	3	ZIGGY MARLEY & THE MELODY MAKERS ONE BRIGHT DAY	VIRGIN 2-91256
16	16	7	4	BEASTIE BOYS PAUL'S BOUTIQUE	CAPITOL C2-91743
17	<b>NEW ▶</b>		1	WARRANT DIRTY ROTTEN FILTHY STINKING RICH	COLUMBIA CK 44383
18	12	12	10	STEVIE RAY VAUGHAN & DOUBLE TROUBLE IN STEP	EPIC EK 45024/E.P.A.
19	18	21	4	SOUL II SOUL KEEP ON MOVIN'	VIRGIN 91267-2
20	21	22	6	VARIOUS ARTISTS GREENPEACE: RAINBOW WARRIORS	GEFFEN 2-24236
21	20	16	47	BOBBY BROWN DON'T BE CRUEL	MCA MCAD 42185
22	22	19	22	MADONNA LIKE A PRAYER	SIRE 2-25844/WARNER BROS.
23	<b>NEW ▶</b>		1	BRYAN FERRY/ROXY MUSIC STREET LIFE/20 GREAT HITS	REPRISE 2-25857
24	23	23	13	SIMPLY RED A NEW FLAME	ELEKTRA 2-60828
25	24	—	2	THE B-52'S COSMIC THING	REPRISE 2-25854/WARNER BROS.
26	25	—	2	SOUNDTRACK WHEN HARRY MET SALLY	COLUMBIA CK 45319
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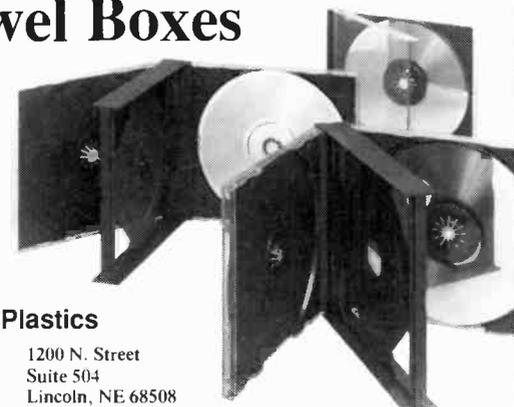
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## Calif. Combo Chain Puts On 'Show' At VSDA Confab

BY GEOFF MAYFIELD

LAS VEGAS "Last year, we tried to tell everybody to keep quiet about this dinner," said Mitch Perliss, director of purchasing for Show Industries, as he surveyed a crowded banquet room Aug. 8 at Palace Station here. "Judging by the turnout, this is obviously the worst-kept secret in Vegas."

For the fourth consecutive year, Show, the Los Angeles-based parent of combo chain Music Plus and wholesaler City-1-Stop, rallied its management team here, piggybacking its own mini convention on top of the annual Video Software Dealers Assn. meet.

Show bused all of its Music Plus managers and supervisors and key City-1-Stop staffers to Vegas on Aug.

7, and provided each with passes that allowed them to visit the VSDA exhibit area and attend the various seminars. Then, on Aug. 8, the company repeated an annual tradition by staging an awards banquet that recognized outstanding video efforts turned in by stores during the past year. Managers returned to Los Angeles and Orange County, Calif., on Aug. 9.

Despite heavy competition from MCA Home Video's Aug. 8 VSDA dinner—which featured a rare public appearance by box-office king Steven Spielberg—Show's award dinner drew so many video and music suppliers that Palace Station employees had to scurry at the last minute to set up enough tables, chairs, and food to satisfy the overflow crowd.

This marked the second meet since Show was acquired by Shamrock Holdings, Roy Disney's Los Angeles-based investment firm. Shamrock an-

nounced its intent to land the music/video operation in April 1988; the deal closed just prior to last year's Show/VSDA confab.

This year's awards dinner was attended by Disney, as well as by Mark Siegel, chairman of Show and an executive VP at Shamrock, along with other key Shamrock officers: Stanley Gold, president of holdings; Robert Moskowitz, executive VP/general counsel; Rudy Reinfrank, executive VP/corporate development; and Marc Guren, VP.

Opening remarks by Show president Lou Fogelman and by Siegel both mentioned the transition process in the last year that found the 64-store chain and its new owner become acquainted with one another.

Fogelman acknowledged that an air of "uncertainty" pervaded the 1988 VSDA/Show banquet, because the relationship between Show and Shamrock was still young at that

point, but pronounced strong praise for benefits Show has derived from its new owner.

"It's been a pretty fantastic year," said Fogelman. He reported that Music Plus had just opened four new outlets, with 10-12 more planned by year's end. He pledged another 20-25 additions in the coming year—a spurt that could see the chain top the 100-store mark.

Said Fogelman, "It's amazing that it's only been a year because we've done so much." He praised Shamrock for providing "constant support" and "management input" but held his highest praise for the investor's appetite for expansion.

"The thing I feel the strongest about is Shamrock's commitment to growth," said Fogelman. He told Billboard that it's possible that the coming expansion run may take Music Plus to markets outside its Southern California territory, though he did not promise any out-of-state open-

ings during his dinner remarks.

Prior to introducing Siegel, Fogelman coined a rallying call for his troops. "We're on a roll and we're the winningest team on the retail scene," he said, sparking avid applause.

Like Fogelman, Siegel said Shamrock and Show had enjoyed a "great first year," and he thanked Show executives and employees for their assistance in ironing out unspecified "problems" that occurred in "getting the deal done."

Since acquiring Show, Shamrock also landed the 131-unit Sound Warehouse, based in Dallas and run by president Terry Worrell (Billboard, Jan. 28), but Siegel made no reference to his company's relationship with Sound Warehouse during his remarks here.

Siegel declared that Music Plus and City-1-Stop hold "enormous future potential," adding, "We're just tickled pink."

### CONVENTION CAPSULES

**WINNERS' CIRCLE:** Four different Music Plus stores won 1988/89 Video Awards when the Southern California chain's parent company, Show Industries, held its annual awards dinner Aug. 8 at Palace Station in Las Vegas. Store #4/Glendale pulled in the most prerecorded videocassette sales from July 1988-June 1989. Top rental income for the period was turned in by store #9/Long Beach. The top laserdisk sales were rung by store #55/Vermont, and the award for top manager's specials sales was captured by store #28/Marina Del Rey.

The awards were presented by Julie Murakami, head video buyer and new-release buyer, and her staff of video buyers: Charles Brunotto, Terrell Frey, and Tony Roller.

**I'M GOING TO DISNEY WORLD:** Murakami and her buyers set up a fact-finding scavenger hunt for Music Plus managers' visits to the Video Software Dealers Assn. exhibit floor. In order to answer a list of questions drafted by the video purchasing team, managers had to seek out the booths of various video and accessory suppliers. Those with perfect scores were then eligible for a

Believe in us...



prize drawing.

Since the key man behind Show owner Shamrock Holdings is Roy Disney, nephew of Walt Disney and a man who bears a striking resemblance to his uncle, it was only appropriate that the top prize was a trip to Disney World in Orlando, Fla. The winner was Mike Thompson of store #3/Mall of Orange, Calif. Disney Home Video/Touchstone Home Video covered the hotel and amusement-park expenses, while Show picked up the flight cost and spending money.

**THERE'S GOOD NEWS** regarding City-1-Stop GM Sam Ginsburg, who suffered a heart attack in Vegas during the early morning hours of Aug. 8. By Aug. 18, his recovery had progressed sufficiently to the point that he could return to his Los Angeles home.

**ON THE MARK:** Mark McCollum, a Los Angeles comic who won one of TV's "Star Search" contests and has appeared on Johnny Carson's "Tonight Show," kept Show's folks rolling in nonstop laughs with a set that HBO Video sponsored during the awards dinner. McCollum mixes perfect sound-alike imitations of such rock stars as Robert Plant and Roger Daltry with a witty repertoire of off-the-wall jokes and observations. "You store managers don't fool me, sitting there all dressed up," said McCollum, a Music Plus customer. "You're fantasy

pimps in a sense."

McCollum also poked fun at Show brass Mark Siegel, chairman and Shamrock executive VP, and Lou Fogelman, president. The comedian chided Siegel, asking in suspicious tones how it was that Siegel managed to contract chicken pox at age 38, and then teased Fogelman for his reputation of being a bad driver. "You drive so poorly the company bought you a limo to have someone drive you around. When I drive poorly, I get sent to traffic court with comedians who are funnier than me." Other McCollum treats included Porky Pig doing Tone Loc and Popeye singing reggae style.

**LAUGHTER, ROUND 2:** Also on Show's Aug. 8 agenda was comedian Elaine Boosler, a frequent "Late Night With David Letterman" guest who has been featured on Showtime cable and is making her home-video debut on Vestron Video. She took on the weirdness of Las Vegas ("What do hookers do on their night off, type?"), airline practices, and relationships, along with her typical menu of topical themes. She drew yucks from the misadventures of such public figures as Fawn Hall and Margo Adams (she defended baseball star Wade Boggs in his affair with Adams, saying, "I don't think you should be held accountable for anything you say when you're naked"). Vice President Dan Quayle and President George Bush also drew her fire. "Bush is hard to figure," said Boosler. "He's against abortion and is in favor of capital punishment. Spoken like a true fisherman: Throw 'em back, kill 'em when they're bigger."

**THE WINNER OF** the night's good-humor award had to be Pat Disney, attending with her husband, Roy. Seated right in front of the stage, she absorbed barbs from both McCollum and Boosler. As he prepared to mimic Prince, McCollum looked at her and said, "Pat, if you don't know who Prince is, think of Danny Kaye when he was young." Then, when he cranked up his Robert Plant imitation, he stopped and said, "Pat, just think of Frank when he was with the Dorsey band."

When Boosler, a former cigarette smoker, eyed Pat Disney smoking, she asked, "Any plans to quit?" "No," was the fast reply. As Boosler attempted to get her to consider quitting, Pat Disney replied, "At least I don't jog in bus fumes," to which Boosler responded, "I love your logic. I wish you had been my mother."

**BIG NUMBERS:** At the dinner, Show president Fogelman reported that on Aug. 5, from 9 a.m. to 2 p.m., Music Plus stores' TicketMaster counters blew through 100,000 tickets for the first L.A. dates on the Rolling Stones' tour. Take for the day's ticket sales was in excess of \$3 million. "Our previous best month with TicketMaster was \$4 million, so we'll certainly beat that in August," said Fogelman—who then warned that another heavy day lay ahead when tickets for a later round of Stones dates in L.A. would go on sale.



**Monster Jam.** Members of the band Thelonus Monster stopped by Abbey Road to play an acoustic set. Pictured, from left, are band member Bob Furrest; Abbey Road's Craig Doucette, Trina Magnusson, and Sunny Cover; and Thelonus Monster's Mike Mart.



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## After 37 Years, Ferrante And Teicher No Longer A Dynamic Duo?

BY BRUCE HARING

**FERRANTE, HOLD THE** Teicher: They've been like soup and sandwich for 37 years, but **Arthur Ferrante** and **Lou Teicher** are no longer easy listening's answer to **Mantle** and **Maris**, reports **Harlene Marshall**, the owner of **Bainbridge Records**, which licenses much of the team's back catalog.

"Teicher wants to walk on the beach and relax," Marshall says. "But Ferrante is always full of ideas." Among them is a Christmas album, "Ferrante And Chris Kringle," and "Ferrante And The Phantom," a piano reworking of songs from the acclaimed Broadway show "Phantom Of The Opera," the latter set for a Septem-

ber release. Ferrante also has plans to play as a soloist with a symphony, and talks of a Valentine's Day album, Marshall says.

Cynics in the crowd may claim F&T are merely stoking the fires for a big reunion, à la the **Who** or the **Rolling Stones**. Marshall says it's too soon to tell, but "I wouldn't eliminate the possibility." We'll keep you posted.

**CATCHING UP WITH** Chameleon: Coming from **Chameleon Records**: Navigator's "Everybody In The House," the leadoff 12-inch single from an album of loose collaborators created, fronted, and led by former **Busboy Kevin O'Neal**. The album is expected this fall. Chameleon will also release later this month "The Radio Tokyo Tapes, Volume 4 (Women)." The



first three volumes presented an overview of Los Angeles talent in its pre-major-label days, with prehistoric cuts from the **Bangles**, the **Three O'Clock**, the **Minutemen**, **Phranc**, **Cindy Lee Berryhill**, the **Long Ryders**, and **Savage Republic**.

Volume 4 of the series features SST's **Sylvia Juncosa**, **La Heroines**, the **Screaming Sirens**, the **Ringling Sisters**, **Homestead's Salem 66 & the Del Rubio Triplets**, **Buy Our Records' the Lovelolls**, and the **Holy Sisters Of The Gaga Dada**. For more information, call Chameleon at 213-973-8282.

**NOT A CHEESY PRIZE:** **Sonic Edge Records**, home of **Robert Kraft**, has teamed up with **Universal Studios** for a series of summer contests that cross-promote Kraft's "Quake City" album with Universal's new attraction, "Earthquake—The Big One."

The first contest will be held in Seattle in conjunction with radio station **KNUA** and **Tower Records**. Consumers fill out entry forms and have the chance to win a trip to Universal, including airfare, hotel accommodations, and passes for two to the tour.

**HIDDEN MEANINGS:** Every now and then, you run across a title that begs for an explanation. As a public service, **Grass Route** called the head of **Resonance Records**, **Dennis Schmidt**, for the meaning behind **Senator Flux's** "Spectacles, Testacles, Wallets And Watch." "It's some sort of political title," he says, declining to venture further into the subject. "They tend to just rebel against the normal." Schmidt describes **Senator Flux**, which includes **Jeff Nelson** from D.C. hardcore legend **Minor Threat** and **Jeff Turner** from **Grey Matter**, as "pretty politically involved," an allusion to some of its activities in an anti-**Ed Meese** campaign staged in the city. The album is pop, not hardcore, Schmidt stresses.

Also worthy of explanation is **Bok Du Records**, home of **Epic Rumors**, which just rereleased its second album, "The Feral Child," to radio.

"When you go to L.A., it's the land of dudes," says **Wes Billingslea**, the band's manager. "Fuck dudes sounds like Bok Du, so we started saying it as a joke." And as **Paul Harvey** says, now you know the rest of the story.

**ADVANCE WORD:** **Buffalo Tom** is the newest steamroller from SST, with production by **J. Mascis** of **Dinosaur Jr.** and the guitar skills of upcoming six-string god **Bill Janovitz**. "Sunflower Suit" and "Racine" vie for the title of strongest cut on the album, although the latter mistakes New

York's **Penn Station** for the **Port Authority Bus Terminal**. More from SST, 213-835-8977 . . . Guitar slingers **Little Jimmy Williams** and **Lathan "Pudgee" Hill** lead the **Bluzblasters** (that's blues, not bluz, folks) through their paces. The band's "Get Blasted" is its first for **King Snake Records**, and features contributions from **Alligator Records' Lucky Peterson** and **Kenny Neal**, as well as sax supreme **Noble "Thin Man" Watts**. More from King Snake at 407-323-6767 . . . **Touch And Go** of Chicago checks in with **Jesus Urge Superstar's "Urge Overkill,"** an album as fun as the band name might suggest. Best cut: "Very Sad Trousers." More from Touch And Go, 312-463-4446 . . . **Little Joe Blue** wants the world to know that "I'm Doin' All Right Again," which is also the title of his new **Ichiban Records** workout. The album offers blues power with a **B.B. King** tang. Ichiban is also distributing **Bobby McClure's "The Cherry LP"** on **S.D.E.G. Records**, the velvet voice's first album after two gold singles. More from Ichiban at 404-926-3377.

### Univenture Wears Patent On Its Sleeve

**NEW YORK** **Univenture Inc.** of **Dublin, Ohio**, has been granted a patent on its **CD Safety Sleeve**, a clear plastic pocket designed for CD storage.

The company produces the **CD-Viewpak**—used for promotional releases to radio and retailers—and the **CD-Binder**, which stores 40 CDs and booklets in a loose-leaf-type notebook.

The company also claims that a recent test of the **Viewpak** and **Binder** in a national consumer catalog met a three-month projection of sales in one week, and doubled that projection within three weeks.

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Stay With Me

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(Continued on next page)



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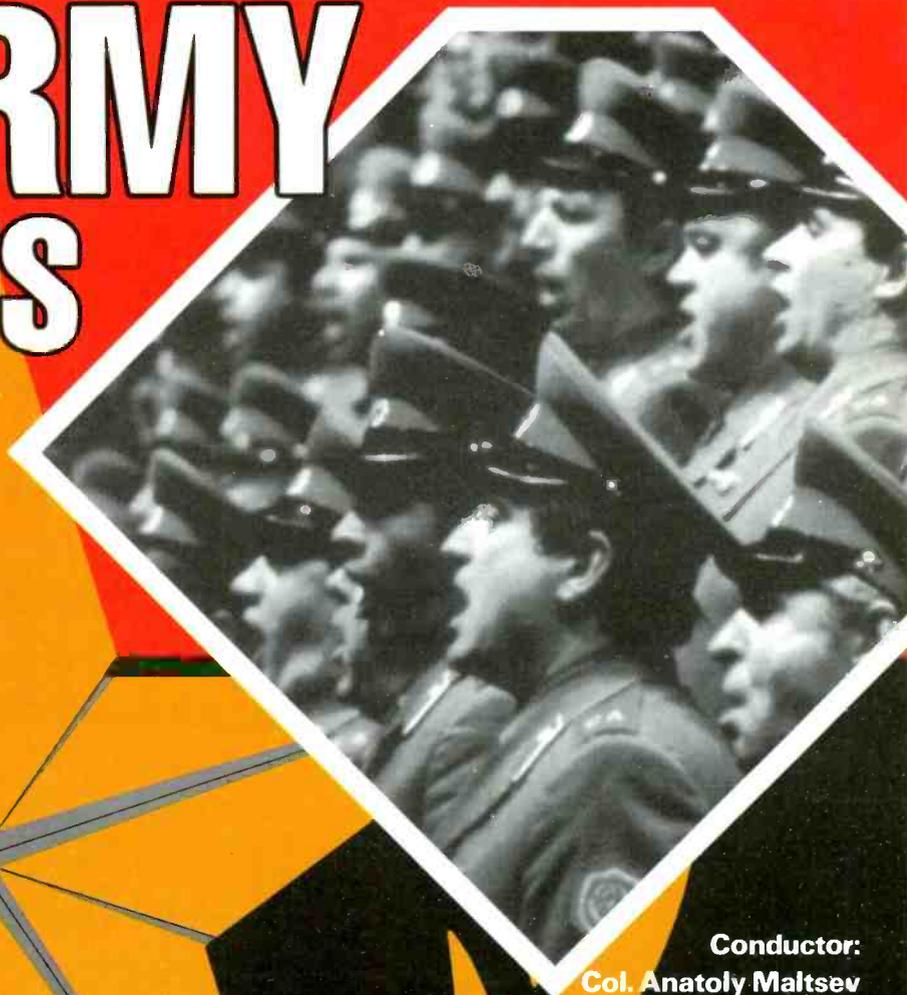
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▲ CD Pacific Jazz 92930/NA

**KAREN MANTLER**  
My Cat Arnold

▲ LP XtraWATT 839093-1/NA  
CA 839093-4/NA

**MICHAEL MANTLER**  
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▲ LP ECM 833384-1/NA

**LES McCANN**  
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▲ CD Pacific Jazz 92929/NA

**MINIMAL KIDS**  
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▲ LP Intuition 46879/NA  
CA 46879/NA

**JAMES MOODY**  
Sweet And Lonely

▲ LP Novus 3063-1-N9/NA  
CA 3063-4-N9/NA

**AMINA CLAUDINE MYERS**  
In Touch

▲ LP Novus 3064-1-N9/NA  
CA 3064-4-N9/NA

**MONGO SANTAMARIA**  
Ole' Ola

▲ LP Concord Picante CJP-387/NA  
CA CJP-387-C/NA

**GEORGE SHEARING**  
George Shearing In Dixieland (With The  
Dixie Six)

▲ LP Concord Jazz CJ-388/NA  
CA CJ-388-C/NA

**STEVE WEISBERG**  
I Can't Stand Another Night Alone (In  
Bed With You)

▲ LP XtraWATT 831334-1/NA  
CA 831334-4/NA

**GERALD WILSON**  
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John Casey, left, a former Jack Carter sales rep and a longtime friend of Show, helps Julie Murakami, Show's head video buyer, select the winner of a trip to Disney World.



All smiles, from left, are Show president Lou Fogelman, Shamrock Holdings chief Roy Disney, Fogelman's wife Anna, and Disney's wife Pat. (All photos: George Chronis)



Courtesy of Vestron Video, Elayne Boosler delivered some New York-flavored laughs to Show's Vegas meet.



Shamrock VP Marc Guren, left, is introduced to Show, as Stanley Gold, Shamrock president of holdings, applauds.

## Music Plus Puts On Vegas Show

**LAS VEGAS** Taking a break from a three-day stay at the Video Software Dealers Assn. convention here, Show Industries, the parent of Los Angeles chain Music Plus and wholesaler City-1-Stop, held its annual video awards banquet Aug. 8 at Palace Station. See story, page 41.



All smiles, from left, are Show president Lou Fogelman, Shamrock Holdings chief Roy Disney, Fogelman's wife Anna, and Disney's wife Pat. (All photos: George Chronis)



Mitch Perliss welcomes Shamrock brass Mark Siegel, executive VP/Show chairman, Rudy Reinfrank, executive VP/corporate development, and their wives. From left, Kathy Siegel, Mark Siegel, Rudy Reinfrank, Bobbin Reinfrank, and Perliss.



Jim Cawley, left, senior VP of sales for Arista, has a good word for Show president Lou Fogelman.



L.A. comic/minstrel Mark McCollum, a Music Plus customer, had the house in stitches with impressions that spanned the gap between Popeye and Prince.



# MOVIES

## SEPTEMBER

"A Dream Come True" (Vestron). Pre-order: 8/15; Street: 9/6; Price: \$89.98. Stars Corey Feldman, Corey Haim.

"After The Promise" (New World). Pre-order: 8/30; Street: 9/12; Price: \$59.95. Stars Mark Harmon.

"Bambi" (Disney). Pre-order: 8/29; Street: 9/28; Price: \$26.99.

"Baby It's You" (Paramount). Pre-order: 8/30; Street: 9/14; Price: No suggested retail. Stars Rosanna Arquette.

"Beverly Hills Madam" (Orion). Pre-order: 9/12; Street: 9/28; Price: \$59.98. Stars Faye Dunaway.

"Beverly Hills Vamp" (Vidmark). Pre-order: 8/21; Street: 9/6; Price: \$79.95. Stars Britt Ekland.

"C.H.U.D. II" (Vestron). Pre-order: 9/5; Street: 9/27; Price: \$89.95. Sequel.

"Cousins" (Paramount). Pre-order: 8/30; Street: 9/14; Price: \$89.95. Stars Ted Danson.

"Counterforce" (IVE). Pre-order: 8/29; Street: 9/21; Price: \$89.95. Stars Louis Jourdan.

"Criminal Act" (Prism). Pre-order: 9/12; Street: 9/28; Price: \$79.95. Stars Catherine Bach.

"Cyborg" (Cannon). Pre-order: 8/31; Street: 9/20; Price: \$89.95. Post-apocalypse sci-fi stars Jean-Claude Van Damme.

"Death Blow" (New Star). Pre-order: 9/6; Street: 9/22; Price: \$79.95. Stars Martin Landau, Frank Stallone.

(Continued on page H-8)



# HOLIDAY VIDEO SHOPPING GUIDE

**A Sneak Preview of Top Fall/Winter Titles Scheduled for Home-Video Release—and How Retailers Can Increase Seasonal Rental & Sell-Through Profits**

By DAVID WYKOFF

**A**lthough there are a multitude of approaches to making the most of the holiday season—in both sell-through and rentals—all those surveyed returned to a pair of common themes: plan ahead and make use of all that the vendors can supply you.

"Start planning your big holiday promotion as soon as possible," suggests Sal Perisano, executive VP at Videosmith, an 11-store web based in Boston, Mass. Videosmith begins its holiday planning in May so as to be able to coordinate co-op dollars by the time the VSDA Convention rolls around.

"Although the independent dealer needn't begin as early as we do, it's important to start during the summer because there are always things that will come up to make you put it off, and the next thing you know you are doing your ordering and it's too late. Moreover, the earlier and better planned your program is, the better chance that you can find a way to get it supported by your distributors and suppliers," says Perisano.

Point-of-purchase and other such merchandising aids are the obvious ways that dealers can benefit from the vendors, but they are not all that's available. Ann Daly, VP of domestic marketing for Buena Vista Home Video, notes that many of the major studios can provide retailers with demographic information on projected customer bases. "The people who you think are your natural market may not actually be. For instance, we did focus-group testing for 'Roger Rabbit' and its product packaging and discovered that target audience isn't only children, and dealers will be forgoing important revenues by only promoting to a children's market," she says.

The following tips on improving holiday performance are culled from a survey of dealers and vendors.

Arny Schorr, VP/GM of Rhino Video, suggests that "dealers look to the largest portion of their customer market—adults in the baby boomer group. What is it that appeals to them? Classic television shows." Rhino currently carries "Peter Gunn," "Death Valley Days," and "The Lone Ranger," among others, and such mass-appeal shows as "I Love Lucy" and "Star Trek" are now available and more come into circulation each week. Schorr suggests setting up a distinct rental section for TV programs as well as working the lower-price-point titles for sell-through. "The American public is collecting-oriented, and everyone has his or her own favorite series," he says.

**Tie together sell-through and rentals.** Disney's "Roger Rabbit" promotion involves a \$3 rebate and three rentals of Touchstone movies. Dealers don't need to wait for the studios for such tie-ins and can create their own by linking rent-

(Continued on page H-5)



# SELL THROUGH

## SEPTEMBER

"Gone With The Wind" (MGM/UA). Pre-order: 9/6; Street: 9/26; Price: \$29.95.

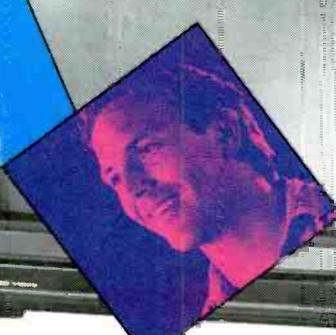
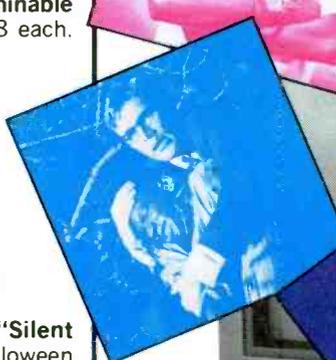
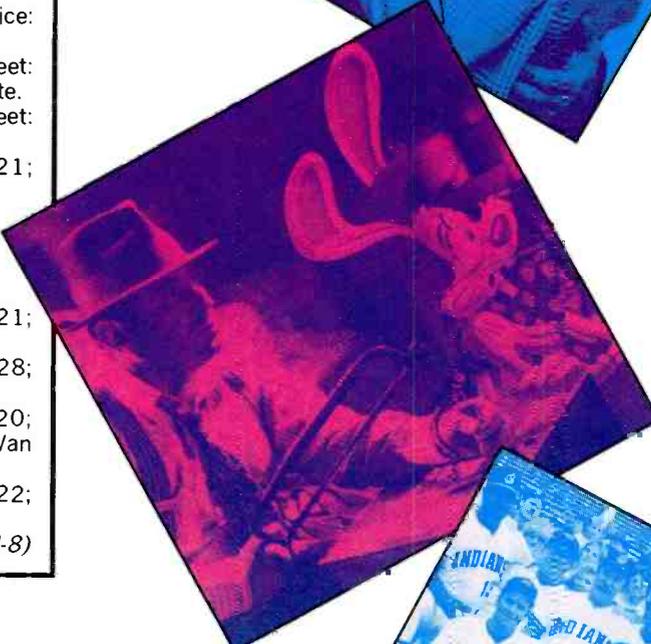
"An American Werewolf In London," "Re-Animator," "From Beyond," "The Changeling," "Last House On The Left," "Godzilla: King Of The Monsters," "Lifeforce," "The Incubus," "Ghoulies," "Rawhead Rex," "The Abominable Dr. Phibes" (Vestron); Street: 9/27; Price: \$14.98 each. Part I of The Butcher's Dozen Halloween promotion.

"The Unholy," "Chopping Mall," "The Company Of Wolves," "Bloodsucking Freaks," "Crawlspace," "The Food Of The Gods," "Blood Diner," "Dead And Buried," "The Toxic Avenger," "Rocktober Blood," "Doctor Phibes Rises Again," "Evil Dead 2: Dead By Dawn," "The Gate" (Vestron). Part II of The Butcher's Dozen Halloween promotion of 24 titles.

"Red Heat" (IVE). Pre-order: 8/30; Street: 9/14; Price: \$19.95.

"The Outing," "The Offspring," "The Brain," "Silent Night, Deadly Night I & II," "Howling IV" (IVE); Halloween promotion. Pre-order: 8/30; Street date: 9/14; Price: \$14.95 except "Howling IV" at \$19.95.

(Continued on page H-3)





*Titles listed in each category were compiled from a Billboard survey. Only manufacturers who responded are included.*

## FITNESS

### SEPTEMBER

- "Denise Austin: Stretch & Flex" (Parade). Pre-order: 8/15; Street: 9/1; Price: \$19.95.
- "Leslie Sansone Tommelleo: Too Busy To Workout Workout" (Parade). Pre-order: 9/1; Street: 9/15; Price: \$19.95.
- "The Jazz Workout" (Kultur). Pre-order: 9/18; Street date: 9/25; Price: \$19.95.
- "Silver Foxes II" (JCI). Price: \$19.95.
- "Classic Art Of Sensual Massage" (Healing Arts). Street: 9/13; Price: \$19.95. Based on the book.
- "Say Goodbye To Back Pain" (Healing Arts). Street: 9/13; Price: \$39.95.

"Eat This—The Video Vols. II, III & IV" (Healing Arts). Dom DeLuise and famous friends, catching & cooking seafood, and tasting New York City. Street: 9/27; Price: \$19.95 each.

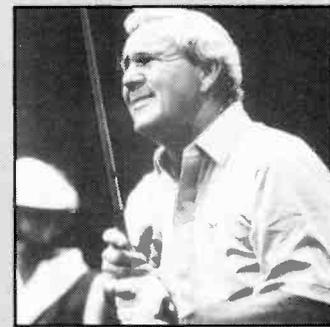
### OCTOBER

- "Beginning Callanetics" (MCA). Street: 10/5; Price: \$24.95. New from Callan Pinckney.
- "Len Kravitz: Anybody's Body" (Parade). Pre-order: 9/15; Street date: 10/1; Price: \$24.95.
- "Herschel Walker's Fitness Challenge For Kids" (HPG). No prebook cutoff. Street date: 10/15; Price: \$19.95.
- "Baby's First Workout: The Gerard Method" (HPG). No prebook cutoff. Street date: 10/30; Price: \$29.95.
- "Gold's Gym: Personal Trainer Series" (IVE). Two tapes—"Level One" and "Level Two." Pre-order: 9/13; Street: 10/5; Price: \$24.95 each.

### NOVEMBER

- "Yoga Journal's Yoga For Beginners" (Healing Arts). Street: 11/17; Price: \$29.95. Featuring Patricia Walden. Includes 40-page handbook.

## SPORTS



### SEPTEMBER

- "Wimbledon—The One To Win" (HPG). No prebook cutoff. Street: 9/15; Price: \$29.95.
- "Champions Forever" (J2). Pre-order: 8/17; Street: 9/7; Price: \$29.95. The men behind the boxing gloves—Ali, Frazier, Foreman, Holmes and Norton.
- "Summerslam '89" (Coliseum). Street: 9/22; Price: \$39.95. Instant video of 8/28 WWF all-star wrestling show.
- "Hulk Hogan, Real American," "WWF High Flyers" and "Wrestlemania's Greatest Matches" (Coliseum). Pre-order: 8/30; Street: 9/13. Price: \$59.95 (3-pack), \$19.95.
- "Sport Illustrated: Get The Feeling" series of six titles and "Not-So-Great Moments In Sports" (HBO) are reduced. Pre-order: 8/11; Street: 9/13; Price: \$9.99.
- "Magic Johnson: Put Magic In Your Game" (CBS/Fox). Street: 9/14; Price: \$19.98.

### OCTOBER

- "The History Of Boxing" (Parade). Pre-order date: 10/1; Street: 10/15; Price: \$9.95.
- "Hulkamania IV" (Coliseum). Pre-order: 9/8; Street: 10/25; Price: \$59.95. Hulk Hogan redux.
- "Lee Trevino's Putt For Dough," "All-Star Gold Special: Fantastic Approaches—The Pro's Edge," "All-Star Golf Special: Golf Tips From 27 Top Pros" (Paramount) are new addition to the Lee Trevino and All-Star Golf series now reduced in price along with two Greg Norman tapes in Pro Shop promotion. Pre-order: 9/12; Street: 10/4; Price: \$19.95 to \$29.95.



## SPECIAL INTEREST

### SEPTEMBER

- "Helping Your Baby Sleep Through The Night" (Healing Arts). Street: 9/13; Price: \$19.95.
- "Fundamentals Of Cheerleading" (Healing Arts). Street: 9/27; Price: \$29.95. Featuring National Cheerleading Coach Terri Stump.
- "Vietnam Home Movies"—"The Gunslinger," "Smiling Tiger" (Best). Street: 9/15; Price: \$19.99. True stories of American servicemen in their own words and pictures.
- "Fred Astaire Dance Studios: Learn To Dance" (Best). Street: 9/1; Price: \$19.99 each. Series of five tapes includes latin, ballroom, country, top 40 and swing.
- "Towers Open Fire, And Other Films" (Mystic Fire). Street: 9/1; Price: \$29.95. With William Burroughs.
- "Samadhi And Other Films" (Mystic Fire). Street: 9/1; Price: \$29.95.
- "Heaven And Earth Magic" (Mystic Fire). Street: 9/1; Price: \$29.95.
- "Great Air Battles"—"Warbirds Of World War II," "Chopper Fury," "The Fighter Aces" and "The Jet Wars" (VidAmerica). Pre-order: 9/7; Street: 9/21; Price: \$59.88 (4-pack), \$14.98 each.
- "Johnson & Johnson Parenting Video Series"—"Infant Health Care: A First-Year Support Guide For Parents" and "Infant Development: A First-Year Guide To Growth And

Learning" (Paramount). Pre-order: 8/31; Street: 9/14; Price: \$19.95 each. Includes 12-page guidebook.

"Whoopi Goldberg's Fontaine—Why Am I Straight?" (HBO). Pre-order: 11/6; Street: 11/22; Price: not set. Comedy.

"Bob Goldthwait: Is He Like That All The Time" (HBO). Pre-order: 11/6; Street: 11/22; Price: not set. Comedy.

"Live From Washington, It's Dennis Miller," "Robin Williams Live," "Steve Martin Live" and "Richard Pryor: Live And Smokin'" (Vestron) are 10 other comedy titles featured in Cheap Jokes promotion. Street: 9/13; Price: \$19.98.

"Abbott & Costello"—"The Naughty Nineties," "The Time Of Their Lives" and "Who Done It?" join five other titles in the series. Pre-order: 8/28; Street: 9/14; Price: \$19.95.

"LIFE In Camelot: The Kennedy Years" and "Money: Making Your Money Count" (HBO) have been reduced. Pre-order: 8/11; Street: 9/13; Price: \$9.99.

"Childbirth: From Inside Out, Parts I & II" (View) Pre-order: 9/5; Street: 9/15; Price: \$29.95 each. Two-volume set covers every phase of pregnancy and childbirth.

### OCTOBER

- "An Affair In Mind," "After Pilkington" and "Christabel"

(CBS/Fox) are three new BBC thrillers. Pre-order: 9/19; Street: 10/5; Price: \$39.98 each.

"JFK: The Day The Nation Cried" (View). Pre-order: 10/10; Street: 10/20; Price: \$19.95. James Earl Jones reviews the life of the President.

### NOVEMBER

"Bill Moyers: A World Of Ideas" (Mystic Fire). Street: not set; Price: \$29.95.

"Louie Anderson: Mom! Louie's Looking At Me Again!" (J2). Pre-order: 9/20; Street: 11/12; Price: \$39.95.

"Ice Skating: Great Routines Of The '80s" (View). Pre-order: 11/13; Street: 11/22; Price: \$19.95. Stars Scott Hamilton, Dorothy Hamill.

"The Sports Colossus: America's Heroes Of The '20s, '30s, And '40s" (View). Pre-order: 11/13; Street: 11/22; Price: \$19.95. Film from the Grantland Rice collection. Narrated by Bob Mathias.

### DECEMBER

"Best Of The Young Comedians" (HBO). Pre-order: 12/4; Street: 12/20; Price: not set.

"Uptown Comedy Express" (HBO). Pre-order: 12/4; Street: 12/20; Price: not set.

## SELL-THROUGH

(Continued from page H-1)

"Empire Of The Sun," "Above The Law," "Funny Farm," "Stand And Deliver," "Arthur 2: On The Rocks," "Bloodsport," "Caddyshack 2," "Russkies," "Shy People," "Wisdom," "Salsa," (Warner). Titles in Warner Wave 3 promotion. Pre-order: 8/24; Street: 9/13; Price: \$19.98 each. Warner Wave 1 hit stores May 17, Warner Wave 2 July 19.

"A Clockwork Orange," "Creepshow," "The Exorcist I," "Exorcist II: The Heretic," "Gremlins," "Little Shop Of Horrors," "The Shining," "Twilight Zone—The Movie" and "Altered States" (Warner) are among 20 low-priced titles in Cheap Creeps promotion. Pre-order: 8/17; Street: 9/6; Price: \$19.98.

"Creepshow 2," "House II," "Pinocchio: Emperor Of The Night" "Codename: WildGeese" and "Godzilla 1985" (New World) are half the titles in fall price reduction. Pre-order: 8/23; Street: 9/6; Price: \$9.95 to \$19.95.

"The Running Man," "Hamburger Hill," "Young Guns" and "The Monster Squad" (Vestron) join 21 other titles like "Dirty Dancing," "Platoon" and "Prizzi's Honor" in VideoGift '89 promotion. Street: 9/13; Price: \$14.98 to \$19.98 (for most recent titles).

"Moonstruck," "Yentl," and "The Manchurian Candidate" (MGM/UA) highlight I Love Sell-Through promotion of seven titles. Pre-order: 8/30; Street: 9/19; Price: \$19.95.

"Terminator," "No Way Out," "The Big Easy," "Hannah And Her Sisters," "Something Wild," "Three Amigos" and "Amadeus" (HBO) join 13 other top titles in Christmas Best promotion. Pre-order: 8/16; Street: 9/13; Price: \$14.99 & \$19.99.

"David & Bathsheba," "Demetrius And The Gladiators" and "The Egyptian" (CBS/Fox) are newly-released classics in the Sword & Sandals Collection. Pre-order: 8/22; Street: 9/7; Price: \$39.98.

"Children Shouldn't Play With Dead Things," and "Don't Look In The Basement" (VidAmerica) are new to Cult Classics series, joining "I Spit On Your Grave" and other horror titles. Pre-order: 8/16; Street: 9/13; Prices: \$19.98, \$29.98 ("Children," "Basement") and \$59.95 ("Grave").

"Willow," "The Seventh Sign," "Short Circuit 2" and "The New Adventures Of Pippi Lockstocking" (RCA/Columbia) have been reduced. Pre-order: 9/5; Street: 9/28; Price: \$19.95.

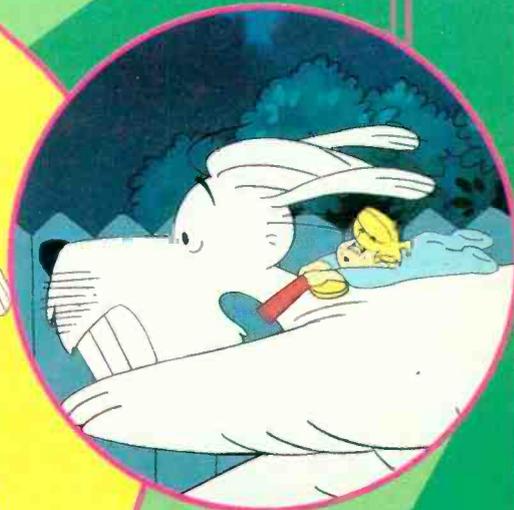
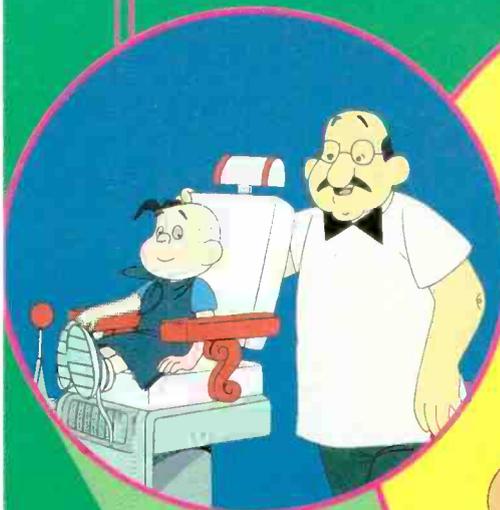
"The Enforcer" with Humphrey Bogart, John Wayne's "Rio Grande" and "The Fighting Kentuckian," "A Double Life," "The Hiding Place," and Gary Cooper in "Distant Drums" (Republic) join 30 other reduced classics. Pre-order: 8/25; Street: 9/20; Price: \$19.95.

"The House On Garibaldi Street" and "The Winds Of Kitty Hawk" (Fries) join other reduced catalog titles in Classic Collection  
(Continued on page H-6)

# FLASH!

## NATION'S No. 1 COMIC STRIP CELEB GOES HOLLYWOOD!

# Dennis the Menace



Now Dennis is Menacing the movies in a hilarious collection of "movie exclusives" from the top-rated animated TV series, DENNIS THE MOVIE STAR.

DENNIS THE MOVIE STAR  
Cat. #3990  
MEMORY MAYHEM  
Cat. #3988  
THE MITCHELLS MOVE  
Cat. #3989

Priced at only \$19.98, DENNIS THE MOVIE STAR Cat. #3990, features the nation's most popular comic strip hero in his third high-quality animated feature. It's a perfect opportunity to capitalize on Dennis's "star quality" and cross-promote Dennis's two previously released features, now also priced at only \$19.98\*

Don't forget about these two great DENNIS THE MENACE titles now available at the new price of \$19.98\*

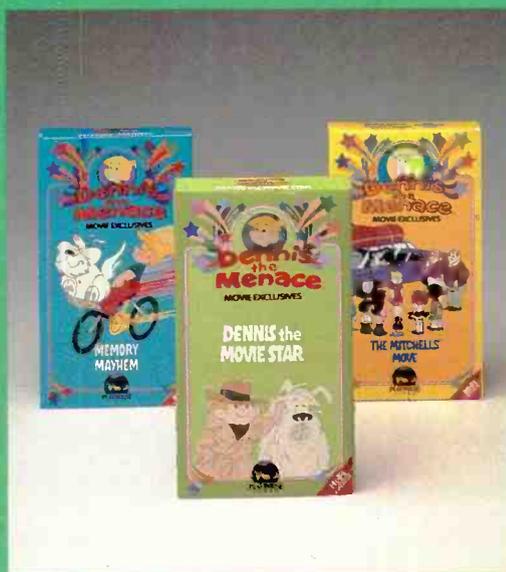
MEMORY MAYHEM  
THE MITCHELLS MOVE

# \$19.98\*

each  
\*Suggested retail

Order date to guarantee street date: 8/29

Street date: 9/14



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# HOLIDAY VIDEO SHOPPING GUIDE



## MUSIC

### SEPTEMBER

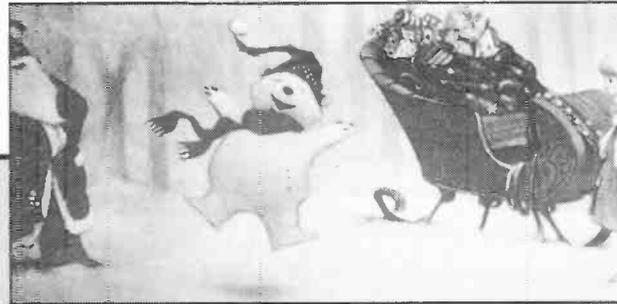
"Hank Williams Jr.: Full Access" (Cabin Fever). Street: 9/1; Price: \$24.95. Music/interview.  
 "Louis Armstrong: Satchmo" (CMV). Pre-order: 8/9; Street: 9/5; Price: \$19.98.  
 "Julio Iglesias: Spain" (CMV). Pre-order: 8/9; Street: 9/5; Price: \$19.98.  
 "The The: Infected—The Movie" (CMV). Pre-order: 8/9; Street: 9/5; Price: \$19.98.  
 "The Doobie Brothers: Listen To The Music" (Vestron). Street: 9/27; Price: \$19.98.  
 "Live At Wembley With Luther Vandross" (CMV). Pre-order: not set; Street: not set; Price: \$19.98.  
 "Genesis: The Invisible Touch Tour" (Virgin). Street: 9/7; Price: \$19.98. Live concert.  
 "Jethro Tull: This Is The First 20 Years" (Virgin). Street: 9/7; Price: \$19.98. Documentary/compilation.  
 "Dwight Yoakam's Greatest Hits" (Warner Reprise). Street: 9/26; Price: \$16.98.  
 "Countrified" (Warner Reprise). Street: 9/26; Price: \$16.98. Nashville artists compilation.  
 "José Carreras Comeback Recital In Spain" (Kultur). Pre-order: 8/21; Street: 9/1; Price: \$19.95.  
 "Introduction To Ballroom Dancing" (Kultur). Pre-order: 9/18; Street: 9/25; Price: \$19.95.  
 "Baryshnikov Dances Sinatra" (Kultur). Pre-order: 9/18; Street: 9/25; Price: \$19.95.  
 "The Anne Frank Ballet Video" (Kultur). Pre-order: 8/21; Street: 9/1; Price: \$19.95. Ballet recorded with London cast and set to traditional Jewish music.  
 "Frank, Liza & Sammy: The Ultimate Event" (Kodak). Pre-order: 8/23; Street: 9/7; Price: \$29.95.

### OCTOBER

"Winger: The Videos—Vol. One" (Atlantic). Street: 10/24; Price: \$14.98. Clip compilation with interview footage.  
 "Harry Connick Jr.: Do You Know What It Means To Miss New Orleans?" (View). Pre-order: 10/10; Street: 10/20; Price: \$29.95. First home-video performance for rising superstar.  
 "Nancy Wilson At Carnegie Hall" (View). Pre-order: 10/10; Street: 10/20; Price: \$29.95.  
 "Great Arias With Placido Domingo And Guests" (View). Pre-order: 11/13; Street: 11/22; Price: \$29.95. In Paris with Shirley Verrett, Simon Estes, Barbara Hendricks.  
 "Elvis: One Night With You" and "Elvis '56" (Media). Pre-order: 9/20; 10/25; Price: \$19.95.  
 "Live At The Village Vanguard, Vol. 4". The David Murray Quartet; "Live At The Village Vanguard, Vol. 5" The Mal Waldron Quartet; "Live At The Village Vanguard, Vol. 6" Lee Konitz & Friends (VAI). Pre-order: 9/11; Street: Oct. 1; Price: \$29.95.  
 "Earthdreaming" (New Era Media); Pre-order: 10/5; Street: 10/26; Price: \$24.95. Evocative images of desert dreamscape blend with sensuality of female form—with music by Steve Roach from Fortuna Records' "Dreamtime Return."

### NOVEMBER

"Mabel Mercer: Cabaret Artist—Forever And Always" (View). Pre-order: 10/10; Street: 10/20; Price: \$29.95. Last performance by "grand dame of popular song."



## CHILDREN

### SEPTEMBER

"Bambi" (Walt Disney). Pre-order: 8/29; Street: 9/28; Price: \$26.99. Additional \$3 rebate available through 11/30.  
 "The Land Before Time" (MCA). Pre-order: 8/21; Street: 9/14; Price: \$24.95. A Lucas/Spielberg animated production.  
 Eight new titles from Disney, including three new "Adventures Of Winnie-the-Pooh"—"The Great Honey Pot Robbery," "Newfound Friends" and "The Wishing Bear." Price: \$14.95; three new "Rescue Rangers"—"Crime Busters," "Undercover Critters" and "Double Trouble." Price: \$14.95; and two new "DuckTales"—"Seafaring Sailors." Price: \$14.95.  
 "Dr. Seuss's Beginner Book Videos"—"The Cat In The Hat Comes Back," "One Fish Two Fish Red Fish Blue Fish," "Dr. Seuss's ABC," "Hop On Pop" (Random House). Street: 9/15; Price: \$9.95 each.  
 "Best ABC Video" and "Best Counting Video" (Random House) in Richard Scarry series. Street: September; Price: \$9.95 each.  
 "Song City U.S.A." and "More Song City U.S.A." (FHE). Pre-order: 8/22; Street: 9/14; Price: \$14.95. Music-video series.  
 "Pound Puppies And The Legend Of Big Paw: The Movie" (FHE). Pre-order: 8/21; Street: 9/14; Price: \$19.95.  
 "The Smurfs And The Magic Flute," "My Little Pony: The Movie" and "The Care Bears Movie" (Vestron) are part of VideoGift '89 promotion. Street: 9/13; Price: \$14.98 to \$19.98 ("My First Pony").  
 "How The Leopard Got His Spots" with Danny Glover, "The Three Billy Goats Gruff/The Three Little Pigs" with Holly Hunter, "The Fisherman And His Wife" with Jodie Foster, and "Thumbelina" (SVS) with Kelly McGill's are new titles among 10 Storybook titles, along with "The Snowman" and "Curious George" classic reduced in Video Playground promotion. Pre-order: 9/5; Street: 9/27; Price: \$14.95.  
 "The Legend Of Sleepy Hollow," "Darlin' Clementine," "Johnny Appleseed" and "Pecos Bill" (Playhouse) are four new titles in Shelly Duvall's "Tall Tales And Legends" Collect on. Also reduced: "Casey At The Bat" and "Annie Oakley." Pre-order: 8/29; Street: 9/14; Price: \$19.98.  
 "Dennis The Movie Star" (Playhouse) is new to the "Dennis The Menace" series, while "Memory Mayhem" and "The Michels Move" are reduced price. Pre-order: 8/29; Street: 9/14; Price: \$19.98.  
 "Sunshine's On The Way" (LCA). Pre-order: 8/12; Street: 9/12; Price: \$19.95.  
 "The Mother Goose Treasury"—"Humpty Dumpty," "Little Miss Muffet," "Little Bo Peep" and "Old Mother Hubbard" (J2) has been repackaged in 3D pop-up boxes. Pre-order: 8/23; Street: 9/14; Price: \$14.95.  
 "Tom & Jerry's 50th Birthday Classics," "Tex Avery's Screwball Classics 2" and "The Phantom

Tollboth" full-length feature (MGM/UA) are new to spearhead Tom & Jerry's 50th Birthday 6-title promotion of Cartoon Moviestars. Pre-order: 9/6; Street: 9/26; Price: \$19.95.

"Beauty And The Beast: Above, Below And Beyond" (Republic). Pre-order: 8/25; Street: 9/20; Price: \$19.95. Second release from current TV series.

"Sons Of Dinosaurs" (Twin Tower). Pre-order: 8/29; Street: 9/13; Price: \$19.98. With Gary Owens, Eric Boardman.

"Look And Learn Interactive Series" (View). Pre-order: 9/5; Street: 9/15; Price: \$14.95 each. Ten-tape educational series.

"Infantastic Lullabies On Video" (View). Pre-order: 9/5; Street: 9/15; Price: \$19.95. Fun and learning for baby.

"Wee Wendy," three volumes of "The Human Race Club," and "Ben Hur" (Celebrity) are new animated titles in Just For Kids line. Pre-order: 9/11; Street: 9/26; Price: \$29.95 each, except "Wendy," \$39.95.

### OCTOBER

"The Maestro's Company, Vol. 3: Carmen & Madame Butterfly"; "The Maestro's Company, Vol. 4: Flying Dutchman & La Boheme" (VAI). Pre-order: 9/11; Street: 10/1; Price: \$29.95. Further episodes from the humorous Australian TV series which uses a mixture of puppets, live action and the voices of internationally-known talent to introduce children to opera.

"Santa Bear's First Christmas" (Vestron). Pre-order: 9/13; Street: 10/4; Price: \$14.98.

"Buttons And Rusty And A Special Christmas" (Best). Street: 10/10; Price: \$14.99.

"Teenage Mutant Ninja Turtles: Case Of The Killer Pizzas" (FHE). Pre-order: 9/13; Street: 10/5; Price: \$14.95.

"The Young Magician" (FHE). Pre-order: 9/13; Street: 10/5; Price: \$14.95 (Reduced for re-release).

"It's The Great Pumpkin, Charlie Brown," "What A Nightmare, Charlie Brown," "A Charlie Brown Christmas," "Pee-Wee's Pajama Party," "Pee-Wee's Store," "Barbar And Father Christmas" and "The Tin Soldier" (Hi-Tops/Media Home) are among 11 reduced seasonal titles. Pre-order: 9/20; Street: 11/8; Price: \$14.95 except "Barbar" and "Tin Soldier" (\$9.95).

"A Child's Christmas In Wales," "Rudolph & Frosty's Christmas In July" and "Santabear's High Flying Adventure" are among 10 Christmas titles in VideoGift '89 promotion. Street: 10/4. Price: \$14.98 to \$19.98.

"Home For A Dinosaur/Monster Under My Bed," "Great Bunny Race/Maxwell Mouse," "Balloonia/ Presto Chango" (JCI) are first three animated titles in new Video Wonders series. Street: October; Price: \$9.95 each.

**PREVIEW**

(Continued from page H-1)

als to discounts on sale-priced product.

**Think about giving yourself a day off.** Mary Kate McLain of Video Laser in Mission Viejo, Calif., not only takes Christmas off, but also the day after or the entire weekend if Christmas falls on either end. "When we let people know that we're going to be closed, customers generally tend to pick up more movies than they would've if they had come in on those days. Also, around here, everyone goes to the malls to exchange things the day after Christmas, not to their video stores," she says, noting that this may not be appropriate for all dealers.

**Look for sell-through product with unusual exposure,** especially if you're only getting your feet wet with sell-through. This goes further than the movie titles that are getting the biggest advertising push from the major studios. John Gaffney, director of marketing of sports and music product for CBS/Fox, observes that exposure from Sports Illustrated premiums have greatly benefitted sales for CBS/Fox's basketball tapes.

**Look for localized promotional ideas.** John Fudge of the 25-store Latest & Greatest Video chain based in Houston, Tex., offered customers the opportunity to have their pictures taken with a domesticated 2,000-lb. Brahma bull (the wild sort are featured in rodeo bull rides). "If you're not from this part of the country, you'd be surprised at the kind of draw it was," he says.

**Keep your key promotion simple.** "One thing that we try to remind our store managers is that they have to concentrate on one main promotion. If you're working more than one, you're probably confusing your customers and spreading yourself too thin," says Perisano.

**Be ready for your busiest rental days.** Many retailers rearrange stores, gear employment schedules, and set rental programs for their busiest days. "New Year's Eve is traditionally our biggest day and we've discovered that you really don't have to do much sales-wise to get people to rent movies. Instead, we gear our efforts for helping customers getting in and out the store as quickly as possible," says Jan DeMasse, co-owner of Video Place in Exeter, N.H., and president of the New England local VSDA chapter.

**Set up a Christmas section in both rental and sell-through merchandise areas.** Such is the advice of nearly every retailer surveyed.

**Start pumping customers early.** Though people tend to complain about retail Christmas displays going up before Thanksgiving, they often respond in the desired manner. "And, if they don't right away, you're laying the groundwork for later sales," says Tom Daugherty of the two-store North Of Hollywood operation in western Idaho.

If it fits your retail philosophy, **jump headlong into sell-through because rentals will take care of themselves.** This is the approach

(Continued on page H-9)

# Every Success Story Has A Beginning

**BEGINNING CALLANETICS is the exciting new program designed to capture an even larger share of the exercise market. In response to popular demand, Callan Pinckney has developed an hour-long health and fitness video that includes a 30-minute routine for people who have never exercised or are trying to get back into a regular routine.**

**BEGINNING CALLANETICS will deliver quick results to your customers, and prepare them for the million-unit seller Callanetics and the ITA Platinum certified Super Callanetics.**



**So get ready for the demand. Take advantage of the newest installment of the program that revolutionized the exercise world. And stock up on all three: Beginning Callanetics, Callanetics and Super Callanetics.**

- Extensive 6 month consumer advertising and publicity campaign.
- Posters available.
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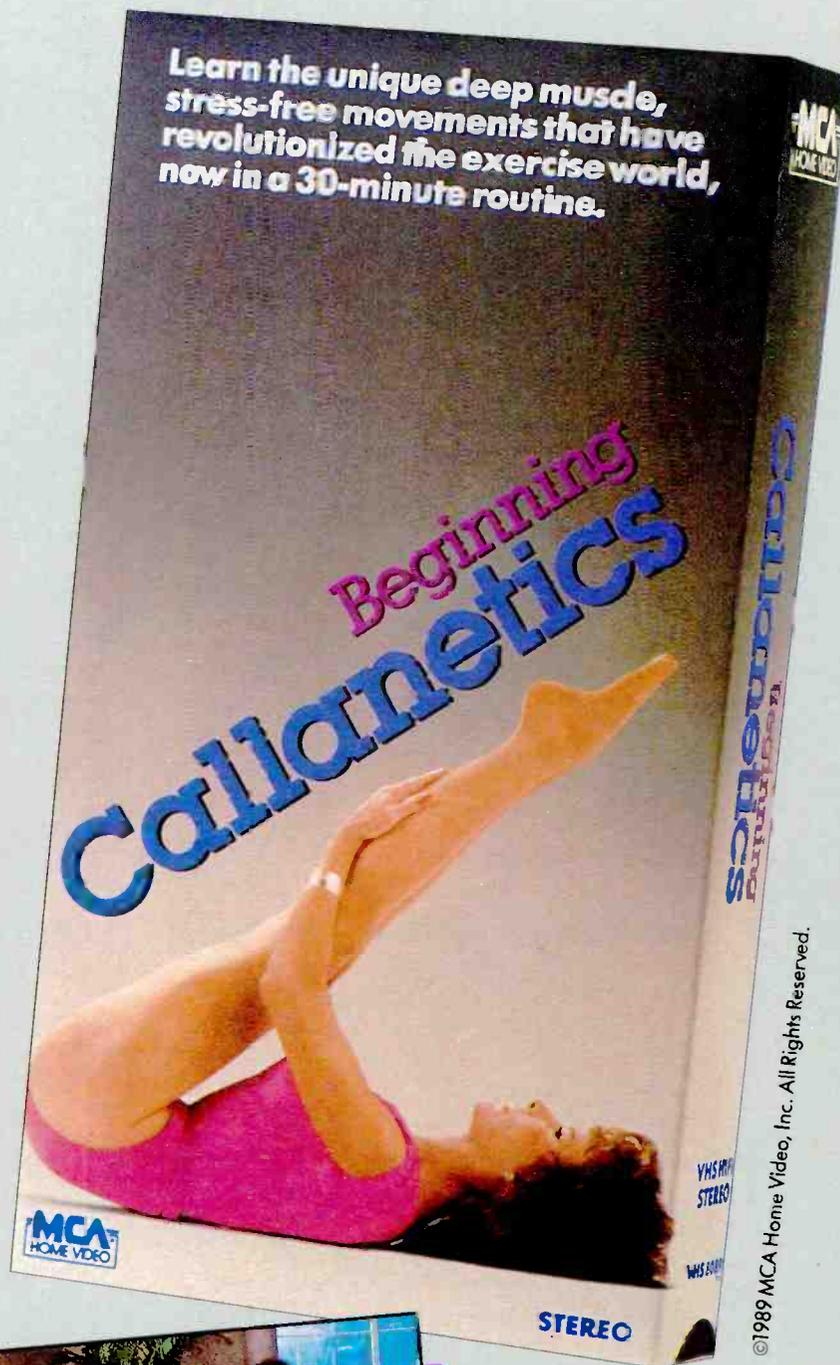
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Color/60 Mins./Not Rated  
Stereo VHS Beta HiFi Video cassette #80892

**\* Contact your sales representative for Special Introductory Price**

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Still Photography: Stuart Gross

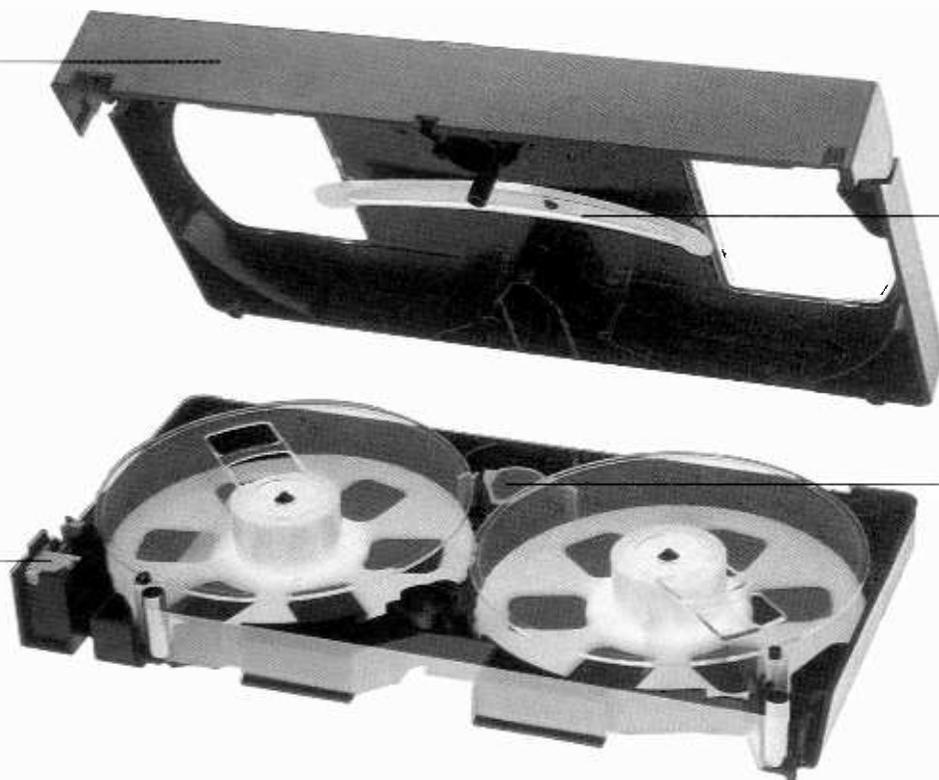


**STREET DATE:  
October 5, 1989**



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**Dust door**  
Special blend of impact styrene with textured top and front protects against wear



**Coined leaf spring**  
Patented design economically meets all required performance specifications (U.S. Patent #4,662,579)

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**One-piece reel lock**  
Simply designed for mechanical reliability and production efficiencies (patent pending)

## Introducing the new SHAPE Standard video cassette.

At SHAPE, we've set standards of excellence in the magnetic media industry by our commitment to product quality and innovative design. Our new SHAPE Standard video cassette demonstrates our renewed focus on market demands by blending quality with economy to provide the *perfect* case for your sell-through needs.

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U.S. Patents 4,662,579, 4,606,513, 4,569,492, 4,533,093, 4,475,700, 4,459,404 and other U.S. and foreign patents issued and pending.

## SELL-THROUGH

(Continued from page H-3)

series. Pre-order: 8/28; Street: 9/20; Price: \$14.95.

"Magic," "Phantasm," "The Fog," "The Stepfather," "The Howling" and "Slumber Party Massacre 2" (Nelson). Pre-order: 9/11; Street: 9/28; Price: \$14.98.

"Murder One" and "Body Slam" (Nelson) highlight a five-title reduction. Pre-order: 9/11; Street: 9/28; Price: \$19.98.

"Huckleberry Finn," "Babes In Arms," Bette Davis' "Dark Victory," "Goodbye Mr. Chips" and "The Making Of A Legend: Gone With The Wind" (MGM/UA) join the 50th Anniversary of "Gone With The Wind" promotion of 1939 classics. Pre-order: 9/6; Street: 9/26; Price: \$24.95, \$29.95 for "The Making Of."

"The Affairs Of Annabel," "Too Many Girls" and "You Can't Fool Your Wife" (Turner) are new release among 12 titles in the Lucille Ball Signature Collection. Pre-order: 9/18; Street: 9/27; Price: \$19.98. Three new-title Gift Pack: \$59.98.

### OCTOBER

"Lawrence Of Arabia" (RCA/Columbia). Pre-order: 9/25; Street: 10/19; Price: \$29.95. Restored with 35 additional minutes.

"Crocodile Dundee," "Big Top Pee-Wee," "Ferris Bueller's Day Off," "White Christmas," "The Red Shoes," "Charlotte's Web," "An Officer And A Gentleman," "The Little Prince," "El Dorado," "True Grit," "Grease," "The Jazz Singer," "Popeye," "Let's Dance" (new release, 1950 Fred Astaire) and "Arrowhead" (new release, 1953 Charlton Heston) (Paramount). Part of Paramount's Sweet 15 promotion. Pre-order: 9/13; Street: 10/5; Price: \$14.95 each.

"9 1/2 Weeks," "Cat On A Hot Tin Roof," "North By Northwest," "Poltergeist," "2001: A Space Odyssey," "West Side Story," "The Secret Of Nimh," "An American In Paris," "Easter Parade," "Gigi," "Show Boat," "Singin' In The Rain," "That's Entertainment," "Ben Hur," "Dr. Zhivago," "Fiddler On The Roof," "New York, New York," the early Clint Eastwood westerns and "The Thin Man" series (MGM/UA) are among 50 titles priced down in Best-Selling Hits, MGM Musicals and Screen Epics promotions. Pre-order: 9/20; Street: 10/17; Price: \$19.95.

"Beverly Hills Cop II," "Fatal Attraction," "Indiana Jones And The Temple Of Doom," "Planes, Trains And Automobiles," "Top Gun," "The Untouchables," "Godfather I & II" and "War And Peace" (Paramount) headline 17-title Holiday Program. Pre-order: 9/12; Street: 10/5; Price: \$19.95 & \$29.95.

"It's The Great Pumpkin, Charlie Brown" and "What A Nightmare, Charlie Brown" join "The Curse," "The Creature," "Halloween," "The Hidden," "Nightmare On Elm Street" Gift Pack (\$59.95) and "Nightmare" (Continued on opposite page)

## SELL-THROUGH

(Continued from opposite page)

"On Elm Street IV" (Hi-Tops/Media Home) make up the Halloween promotion. Pre-order: 8/16; Street: 10/4; Price: \$14.95 except "The Hidden" and "Nightmare IV" (\$19.95).

"The In-Laws," "The Man With Two Brains," "Monty Python's Life Of Brian," "National Lampoon's Vacation," "Private Benjamin" and the "Oh God" series are among the 21 reduced comedies. Pre-order: 9/20; Street: 10/11; Price: \$19.98.

"Swim Team," "Pom Pom Girls" and "Van Nuys Blvd." are three of six titles in Endless Summer promotion. Pre-order: 8/18; Street: 9/7; Price: \$39.95 each, \$179.70 6-pack.

"Animal Crackers," "Duck Soup" and "Monkey Business" (MCA) lower the boom on Marx Brothers' classics. Pre-order: 9/11; Street: 10/15; Price: \$19.95.

"Hobson's Choice," "Tunes Of Glory," "Dead End" with Humphrey Bogart, "Hans Christian Anderson," "The Secret Life Of Walter Mitty," "The Best Years Of Our Lives" and "Wuthering Heights" (Embassy) lead the 20 reduced titles in The Classic Collection. Street: 10/21; Price: \$19.95, \$29.95 for two-cassette "Best Years."

### NOVEMBER

"The Lost Moment," "Spectre Of The Rose," "The Fool Killer," "The Bullfighter And The Lady," "Make Haste To Live," and "Tobor The Great" (Republic) make up Collectors Classic release, along with b&w/color of "It's A Wonderful Life," "The Bells Of St. Mary's," "The Miracle Of The Bells," plus "A Currier & Ives Christmas" and "Cartoon Holidays." Also: Collector's gift sets of "The Little Rascals," John Wayne's "All-American Hero" 3-pack of "Rio Grande," "The Quiet Man" and "The Fighting Kentuckian," "Wayne At War" 3-pack of "Fighting Seabees," "Flying Tigers" and "Sands Of Iwo Jima," "Classic Cooper" 3-pack featuring "High Noon" and "Grant At His Best" 3-pack featuring "Father Goose." Pre-order: 10/3; Street: 11/1; Price: \$19.95 each, except "Cartoon Holidays" (\$14.95) and gift sets (\$59.95 each).

"Going Bananas," "Missing In Action III," "Tough Guys Don't Dance," four "Nightmare On Elm Street" titles and "Santa Claus, The Movie" (Media Home) are among 11 feature titles in Christmas promotion. Pre-order: 9/20; Street: 11/8; Price: \$19.95 except "Santa Claus" (\$14.95). Marked down are nine titles for kids including "A Charlie Brown Christmas," "Little Red Riding Hood," "Pee-Wee's Pajama Party," "Pee-Wee's Store," "Barbar And Father Christmas" and "The Tin Soldier." Pre-order: 9/20; Street: 11/8; Price: \$14.95 except "Barbar" and "Tin Soldier" (\$9.95).

# FAMILY FILM CLASSICS



## WE HAVE A GREAT PACKAGE TO PUT UNDER YOUR TREE... A HOLIDAY PACKAGE OF FAMILY FILM CLASSICS!

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All titles just **\$19.98** Each  
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**STREET DATE: 9/14/89**



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## MOVIES

(Continued from page H-1)

**"Echoes In The Darkness" (New World).** Pre-order: 8/30; Street: 9/12; Price: \$79.95.

**"Edge Of Sanity" (Virgin Vision).** Pre-order: 8/24; Street: 9/6; Price: \$89.95. Stars Anthony Perkins.

**"Edge Of The Axe" (Forum).** Pre-order: 9/5; Street: 9/20; Price: \$79.98.

**"Farewell To The King" (Orion).** Pre-order: 9/12; Street: 9/28; Price: \$89.98. Stars Nick Nolte.

**"Fast Food" (Fries).** Pre-order: 8/29; Street: 9/20; Price: \$89.95. Stars Jim Varney, Traci Lords.

**"Fletch Lives" (MCA).** Pre-order: 8/26; Street: 9/14; Price: \$89.95. Stars Chevy Chase.

**"Greetings" (Vidmark).** Pre-order: 8/21; Street: 9/6; Price: \$79.95. Stars Robert De Niro.

**"Her Alibi" (Warner).** Pre-order: 8/24; Street: 9/13; Price: \$89.95. Stars Tom Selleck.

**"Icehouse" (Fox Lorber).** Pre-order: 9/13; Street: 9/27; Price: \$79.95.

**"Jackknife" (HBO).** Pre-order: 8/21; Street: 9/6; Price: \$89.99. Stars Robert De Niro, Ed Harris.

**"Kill Slade" (Nelson).** Pre-order: 9/11; Street: 9/28; Price: \$79.98.

**"Lean On Me" (Warner).** Pre-order: 9/6; Street: 9/27; Price:

\$89.95. Co-stars Robert Guillaume.

**"Lethal Pursuit" (SouthGate).** Pre-order: 8/17; Street: 9/7; Price: \$79.95.

**"Little Vera" (Water Bearer).** Pre-order: 9/1; Street: 9/14; Price: \$89.95.

**"Memorial Valley Massacre" (Nelson).** Pre-order: 9/11; Street: 9/28; Price: \$79.98.

**"Midnight" (SVS).** Pre-order: 9/5; Street: 9/27; Price: \$89.95. Comedy stars Lynn Redgrave.

**"Moontrap" (SGE).** Pre-order: 8/22; Street: 9/6; Price: \$89.95. Sci-fier stars Walter Koenig of "Star Trek."

**"Murder Story" (Academy).** Street: 9/14; Price: \$79.95. Stars Christopher Lee.

**"Never On Tuesday" (Paramount).** Pre-order: 8/30; Street: 9/14; Price: No suggested retail.

**"Night Of The Demons" (Republic).** Pre-order: 8/29; Street: 9/20; Price: \$89.95.

**"No Holds Barred" (RCA/Columbia).** Pre-order: 9/25; Street: 10/19; Price: \$89.95. Stars Hulk Hogan.

**"No Safe Haven" (Forum).** Pre-order: 9/5; Street: 9/20; Price: \$79.98.

**"One Man Force" (Academy).** Street: 9/14; Price: \$89.95.

**"Out Cold" (HBO).** Pre-order: 9/5; Street: 9/30; Price: \$89.99. John Lithgow, Teri Garr.

**"Outlaw Bikers: The Gang Wars" (Prism).** Pre-order: 9/19;

Street: 10/5; Price: \$59.95.

**"Personal Exemptions" (SouthGate).** Pre-order: 8/18; Street: 9/7; Price: \$89.95.

**"Pow Wow Highway" (Cannon).** Pre-order: 8/31; Street: 9/20; Price: \$89.95. Modern-day Native American comedy with rock track.

**"Rooftops" (IVE).** Pre-order: 8/30; Street: 9/14; Price: \$89.95.

**"Sing" (RCA/Columbia).** Pre-order: 9/5; Street: 9/28; Price: \$89.95. With Patti LaBelle.

**"Salaam Bombay!" (Virgin Vision).** Pre-order: 9/1; Street: 9/20; Price: \$79.95.

**"Shineheads" (New Star).** Pre-order: 9/6; Street: 9/22; Price: \$79.95. Stars Chuck Connors.

**"Skin Deep" (Media).** Pre-order: 8/22; Street: 9/6; Price: \$89.95. Stars John Ritter.

**"Slaves Of New York" (RCA/Columbia).** Pre-order: 9/5; Street: 9/28; Price: \$89.95. Stars Bernadette Peters.

**"Sleepwalk" (Nelson).** Pre-order: 9/11; Street: 9/28; Price: \$79.98.

**"Speed Zone" (Media).** Pre-order: 9/12; Street: 9/27; Price: \$89.95.

**"The Bay Boy" (Orion).** Pre-order: 9/11; Street: 9/28; Price: \$79.98. Stars Liv Ullman, Kiefer Sutherland.

**"The January Man" (CBS/Fox).** Pre-order: 8/22; Street: 9/7; Price: \$89.98. Stars Kevin Kline, Susan Sarandon, Rod Steiger.

**"The Land Before Time"**

(MCA). Pre-order: 8/26; Street: 9/14; Price: \$24.95.

**"The Horror Show" (MGM/UA).** Pre-order: 9/6; Street: 9/26; Price: \$89.95.

**"The Room" (Prism).** Pre-order: 9/12; Street: 9/28; Price: \$79.95. Directed by Robert Altman.

**"The Terror Within" (MGM/UA).** Pre-order: 9/6; Street: 9/26; Price: \$79.95. Stars George Kennedy.

**"The Visitors" (Vidmark).** Pre-order: 9/1; Street: 9/20; Price: \$79.95.

**"Warm Nights On A Slow Moving Train" (Prism).** Pre-order: 8/21; Street: 9/7; Price: \$79.95.

**"WitchTrap" (Magnum).** Pre-order: 8/24; Street: 9/7; Price: \$89.98. From the writer/director of "Witchboard." Two-title Witch Pack—\$99.98.

**"Wizards Of The Lost Kingdom II" (Media).** Pre-order: 8/22; Street: 9/6; Price: \$79.95. Stars David Carradine.

### OCTOBER

**"A Movie Star's Daughter" (New World).** Pre-order: 9/27; Street: 10/10; Prices: not set.

**"A Voyage Round My Father" (HBO).** Pre-order: 9/22; Street: 10/11; Price: \$89.99. Stars Laurence Olivier, Alan Bates.

**"Backfire" (Vidmark).** Pre-order: 9/18; Street: 10/4; Price: \$89.95. Stars Keith Carradine.

**"Bedtime Story" (MCA).** Street: 10/5; Price: \$89.95.

**"Bloodsuckers" (Virgin Vision).** Pre-order: 10/2; Street: 10/18; Price: \$59.95.

**"B.O.R.N." (Prism).** Pre-order: 10/10; Street: 10/26; Price: \$79.95.

**"Bye Bye Baby" (Prism).** Pre-order: 9/19; Street: 10/5; Price: \$89.95. Stars Brigitte Nielsen.

**"Checking Out" (Virgin Vision).** Pre-order: 9/18; Street: 10/4; Price: \$89.95. Stars Jeff Daniels.

**"Cleo Leo" (New World).** Pre-order: 9/27; Street: 10/10; Price: not set.

**"Criminal Law" (HBO).** Pre-order: 9/18; Street: 10/4; Price: \$89.99. Stars Kevin Bacon, Gary Oldham.

**"Dead-Bang" (Warner).** Pre-order: 9/27; Street: 10/18; Price: 10/18; Price: \$89.95. Stars Don Johnson.

**"Dead Calm" (Warner).** Pre-order: 9/27; Street: 10/18; Price: \$89.95.

**"Dead Easy" (Virgin Vision).** Pre-order: 10/2; Street: 10/18; Price: \$59.96.

**"Dead Man Out" (HBO).** Pre-order: 9/22; Street: 10/11; Price: \$89.99. Stars Danny Glover, Ruben Blades.

**"Earth Girls Are Easy" (Vestron).** Pre-order: 9/20; Street: 10/11; Price: \$89.98. Stars Geena Davis, Jeff Goldblum.

**"Fistfighter" (IVE).** Pre-order: 9/27; Street date: 10/19; Price: \$89.95.

**"Fright Night II" (IVE).** Pre-order: 9/27; Street date: 10/5; Price: \$89.95.

**"Getting It Right" (MCEG).** Pre-order: 10/13; Street: 10/25; Price: \$89.98.

**"High Frequency" (Forum).** Pre-order: 9/26; Street: 10/11; Price:

\$79.98.

**"Hotel Terminus: The Life And Times Of Klaus Barbie" (Virgin).** Pre-order: 10/2; Street: 10/18; Price: \$99.95. Documentary.

**"K-9" (MCA).** Street: 10/5; Price: \$89.95. Stars Jim Belushi.

**"Leviathan" (MGM/UA).** Pre-order: Street: Price: \$89.95. Stars Peter Weller.

**"Lost Angels" (Orion).** Pre-order: 10/10; Street: 10/26; Price: \$89.98.

**"Love Among The Ruins" (CBS/Fox).** Pre-order: 9/19; Street: 10/5; Price: \$59.98. 1975 TV drama stars Laurence Olivier, Katharine Hepburn.

**"Major League" (Paramount).** Pre-order: 9/13; Street: 10/5; Price: \$89.95. Starring Charlie Sheen, Tom Berenger.

**"Mob War" (Forum).** Pre-order: 9/27; Street: 10/11; Price: \$79.95.

**"976-EVIL" (RCA/Columbia).** Pre-order: 9/12; Street: 10/5; Price: \$89.95. Directed by Robert "Freddy Krueger" Englund.

**"Norman's Awesome Experience" (SouthGate).** Pre-order: 9/22; Street: 10/5; Price: \$89.95.

**"Nowhere To Run" (MGM/UA).** Pre-order: 10/12; Street: 10/31; Price: \$79.95. Stars David Carradine.

**"Out Of The Dark" (RCA/Columbia).** Pre-order: 9/12; Street: 10/5; Price: \$89.95. Stars Karen Black, Bud Cort.

**"Pet Sematary" (Paramount).** Pre-order: 9/19; Street: 10/12; Price: \$92.95. Stephen King horror.

**"Puppet Master" (Paramount).** Pre-order: 9/19; Street: 10/12; Price: \$89.95. Stars Paul Le Mat.

**"Scandal" (HBO).** Pre-order: 10/8; Street: 10/25; Price: \$89.99. Stars John Hurt, Joanne Whalley-Kilmer, Bridget Fonda.

**"Sunshine On The Sun" (New World).** Pre-order: 9/27; Street: 10/10; Price: not set.

**"Suspiria" (Magnum).** Pre-order: 9/14; Street: 10/5; Price: \$89.98. Available in three versions.

**"Tales From The Crypt" (HBO).** Pre-order: 9/25; Street: 10/11; Price: \$89.99. Three features on one tape.

**"The Choir Boys" (MCA).** Street: 10/5; Price: \$89.95.

**"The Dark Corner" (CBS/Fox).** Pre-order: 9/19; Street: 10/5; Price: \$59.98. First time on home video for 1946 film starring Lucille Ball.

**"The Dream Team" (MCA).** Pre-order: 9/11; Street: 10/5; Price: \$89.95. Stars Michael Keaton, Christopher Lloyd, Peter Boyle, Stephen Furst.

**"The Dumb Waiter" (Prism).** Pre-order: 10/10; Street: 10/26; Price: \$79.95. Stars John Travolta, Tom Conti.

**"The Killing Floor" (Nelson).** Pre-order: 10/5; Street: 10/26; Price: \$79.98.

**"The Fantastic World Of D.C. Collins" (New World).** Pre-order: 9/27; Street: 10/10; Price: not set.

**"The Prime Of Miss Jean Brodie" (CBS/Fox).** Pre-order: 9/19; Street: 11/5; Price: \$79.98. First time on home video for 1969 release starring Maggie Smith.

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Fine hardwood Rolltops, Open-Face Cabinets and Tiered Shelves for audio cassettes, compact discs and video tapes. Nine high-quality models to accommodate 20 to 135 units.

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**"Return Of Swamp Thing"** (RCA/Columbia). Pre-order: 9/12; Street: 10/5; Price: \$89.95. Stars Louis Jourdan, Heather Locklear.

**"Who Framed Roger Rabbit"** (Touchstone). Pre-order: 9/8; Street: 10/12; Price: \$22.99.

**"Warlords"** (Vidmark). Pre-order: 10/2; Street: 10/18; Price: \$79.95. Stars David Carradine.

## PREVIEW

(Continued from page H-5)

advocated by Perisano and Videosmith. "We orient ourselves toward the goal of getting our customers to realize that videos make great gifts. And we try to stay away from pushing rentals at the same time because it inhibits the clarity of sell-through promotion," he says. Videosmith's sell-through campaign is keyed through a self-generated buyer's guide, the Movie Buff's Gift Guide, that is direct-mailed to customers and available at stores.

**Be security-conscious.** "Theft parallels revenues, and that means that the holidays are the worst time for theft," says Larry Mundorf, a senior VP at Camelot Music and a leading member of NARM's Loss Prevention Committee. Videotapes on theft-prevention are available from both NARM and VSDA as well as national hotlines reporting and identifying thieves. Written materials and tip sheets can be obtained from NARM. According to Mundorf, customer service should be every dealer's primary goal. "Not only does it have obvious sales benefits, but having employees out in the store and making contact with people in the store is an important deterrent," says Mundorf, who notes that dealers should pay attention to both internal (employee) and external (people in general) avenues of theft, especially during the crowded holidays.

Concentrate on making product jump out at customers. Steve Zales, director of marketing/non-theatrical for HBO/Cannon says that, "as video stores become more and more like supermarkets in a merchandising sense, where every product/brand sticks out, they'll do better and better with sell-through. You don't see that in many stores." Zales and many others suggest a field trip to a local supermarket for specific ideas.

**Be mindful of area school schedules.** Obviously, children are more apt to be renting when they're not in school. "Also, we find that there's a real upsurge during the holidays in family-oriented titles because people like to take the time to watch things together," says DeMasse, who notes that parents often rent movies they watched when they were kids.

A number of dealers, all who preferred to remain unnamed, suggest that, if dealers don't print their own holiday catalogs or work with distributors that will provide them, they at least should get their hands on those distributed by other dealers. The catalogs can, at a minimum, provide employees with a resource guide and important information for customers.

**"Working Girl"** (CBS/Fox). Pre-order: 9/19; Street date: 10/5; Price: \$89.98. Stars Harrison Ford, Melanie Griffith, Sigourney Weaver.

## NOVEMBER

**"Ghostbusters II"** (Warner). Street: Price: \$89.95. Stars Bill Murray, Dan Aykroyd, Harold Ramis, Sigourney Weaver.

**"Miss Firecracker"** (HBO). Pre-order: 10/23; Street: 11/8; Price: \$89.99. Stars Holly Hunter.

**"My Mom's A Werewolf"** (Prism). Pre-order: 10/24; Street:

11/4; Price: \$79.95.

**"Say Anything"** (CBS/Fox). Pre-order: 10/17; Street: 11/2; Price: \$89.98. Stars John Cusack.

**"Scrooged"** (Paramount). Pre-order: 10/17; Street: 11/9; Price: \$92.95. Stars Bill Murray.

**"Silent Night, Deadly Night Part III"** (IVE). Pre-order: 11/1; Street date: 11/9; Price: \$89.95.

**"The Christmas Wife"** (HBO). Pre-order: 11/6; Street: 11/22; Price: \$89.99.

**"Vampire's Kiss"** (HBO). Pre-order: 11/6; Street: 11/22; Price: \$89.99. Stars Nicolas Cage.

## DECEMBER

**"Eddie & The Cruisers II"** (IVE). Pre-order: 11/29; Street date: 12/21; Price: \$89.95.

**"Ghost Writer"** (Prism). Pre-order: 11/21; Street: 12/7; Price: \$79.95.

**"Great Balls Of Fire"** (Orion). Pre-order: 12/5; Street: 10/21; Price: \$89.98. Stars Dennis Quaid as Jerry Lee Lewis, Winona Ryder.

**"Howling V"** (IVE). Pre-order: 11/29; Street date: 12/7; Price: \$89.95.

**"Lock Up"** (IVE). Pre-order: 11/28; Street: 12/21; Price: \$89.95.

Stars Sly Stallone.

**"Miracle Mile"** (HBO). Pre-order: 11/20; Street: 12/6; Price: \$89.99. Stars Mare Winningham.

**"Riley Ace Of Spies"** (HBO). Pre-order: 11/20; Street: 12/6; Price: \$89.99.

**"Saigon"** (HBO). Pre-order: 11/20; Street: 12/6; Price: \$89.99.

**"Shag"** (HBO). Pre-order: 12/4; Street: 12/20; Price: \$89.99. Stars Phoebe Cates, Bridget Fonda.

**"Traveling Man"** (HBO). Pre-order: 12/4; Street: 12/20; Price: \$89.99. Starring John Lithgow.

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## Sell-Through Experts Say You Can Judge A Video By Its Cover

BY CATHERINE CELLA

LOS ANGELES As critical as packaging is in the rental market, its importance is tenfold in sell-through, according to marketing analysts.

Sell-through is essentially a packaged goods business, they say. Therefore, as it grows, so do manufacturers' design budgets.

"Whatever we were spending on

### 'Packaging is the end-all of video'

packaging two years ago, we've quadrupled that now," says MGM/UA Home Video VP Ralph Tribbey. "For us, packaging is the end-all of videocassettes. We develop at least a half-dozen composites for each title and run them through committees to focus on sales and marketing aspects."

For the 50th anniversary of "The Wizard Of Oz," MGM/UA went even further, he says, conducting a consumer survey on package options and attaching a specially created 32-page booklet to the box itself. Tribbey says MGM/UA, considered a leader in the industry, was also the first to use foil packaging. Now boxes for the entire James Bond collection are capped in "Goldfinger Gold."

Republic Pictures Home Video also shoots for a line look in merchandising its library of classic films. "Most sell-through outlets don't have room for point-of-purchase materials," says VP Glenn Ross. "Our point-of-purchase material is the package. It not only has to attract the consumer's attention but increase the perceived value of the tape."

Hot-stamped with a metal band at both top and bottom, the "Hollywood Stars" line has a bright, contemporary look, says Ross, adding that expense is not a problem. Once you have a line look, he says, you can just plug different art into

it, so that the package itself becomes a powerful selling tool.

Republic claims that John Wayne's "The Quiet Man" sold about 50,000 units in its first five years. Repackaged as part of the "Hollywood Stars" line, it now sells 100,000 units a year. Not all those sales, says the company, are attributed to an ever-expanding sell-through market. Packaging is hailed as a major impetus.

Collectibility is also a big factor in the video packaging revolution. Lines like these, plus others from such companies as CBS/Fox Video and Walt Disney, encourage the collecting of entire sets.

Sell-through dealers also see videos as impulse purchases motivated by packaging. Waldenbooks video buyer Bryan Curtis notes that his stores are "seeing more high-quality packaging for the sake of collectibility. We also have a lot of people coming in looking for gifts. Obviously, a nice-looking package makes a better gift."

Michael Vassen of Ingram Video agrees. "The consumer is subject to the stimulus of color and design, especially when it comes to the package he's going to take home and own. It needs to look nice sitting on the shelf at home."

As for the video shelf in stores, Vassen suggests "bold, simple graphics" that pop. An example is HBO Video's recent release of "Dakota." Acting on the premise that the Miramax film deserved more attention than it drew in its theatrical run, HBO wrapped the tape in bright gold foil. Behind star Lou Diamond Phillips shines a glittery sunburst designed to catch the consumer's eye. A 10-minute trailer housed in this box was sent to 22,000 retailers. HBO claims its initial sales into the rental market were boosted due to the packaging.

"When you get away from blockbuster films, the package is everything," says Danny Kopels, Magnum Entertainment executive VP, adding that packaging plays a

critical role in both sell-through and rental.

"Standeers and posters will be gone two weeks after the video is out. But the video box must last the life of the film's rental."

Credited with designing the first interactive video box, Kopels came up with "the ideal campaign" for a movie called "Bad Taste." Import-

ed from New Zealand, it's billed as "a spoof blending sci-fi, horror, action-adventure, and comedy."

The package depicts an alien giving the victory sign. The index finger, however, is a peel-off sticker, revealing the obscene middle finger gesture. The retailer can choose to peel it at his discretion.

It seemed fitting for a movie

that according to Kopels, "would have to be cut to about five minutes to get an R-rating." Kopels says that a combination of unique packaging and word of mouth is turning the film into a cult classic.

"Packaging is particularly important for films like this that haven't had wide theatrical distribution," says Kopels.

## New Emphasis On Kidvid Packages

LOS ANGELES When you've got the likes of Denver The Dinosaur on the cover, you've got it made.

But as children's video grows beyond licensed characters, packaging concerns come more into play. In many cases, too, the product is made for video and therefore gets its first introduction to the consumer via packaging.

Retailer David Pulda, owner of Flick's Video in Boston, says he sees

a trend toward cheaper packaging with kidvid and away from gimmicks.

"It all has to do with price points coming down," says Pulda. "Plastic covers and gimmicks like activity booklets were a way of getting their \$29.95. But at \$14.95, manufacturers obviously can't afford the extras."

As if to buck the trend, J2 Communications is coming out with all-new packaging for its Mother Goose

Treasury line. In addition to a bright and beautiful Mother Goose on the cover, the box opens into a collectible pop-up of scenes from Gooseberry Glen. Despite the added expense of production, pop-ups being handmade, J2 says it is holding the price point at \$14.95.

"It's the first time in the industry that the box is being used as an added value incentive to help people (Continued on next page)

FOR WEEK ENDING SEPTEMBER 2, 1989

Billboard

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## TOP MUSIC VIDEOCASSETTES™

Compiled from a national sample of retail store sales reports.								
THIS WEEK	2 WKS. AGO	WKS. ON CHART	TITLE	Copyright Owner, Manufacturer, Catalog Number	Principal Performers	Year of Release	Type	Suggested List Price
			★ ★ NO. 1 ★ ★					
1	1	9	DELICATE SOUND OF THUNDER	CBS Music Video Enterprises 24V-49019	Pink Floyd	1989	C	24.98
2	2	7	2 OF ONE	Elektra Records Elektra Entertainment 40109-3	Metallica	1989	SF	9.98
3	5	3	HANGIN' TOUGH	CBS Music Video Enterprises 14V-49028	New Kids On The Block	1989	SF	14.95
4	3	87	\$19.98 HOME VID CLIFF'EM ALL! ▲ <sup>1</sup>	Elektra Records Elektra Entertainment 40106-3	Metallica	1987	C	19.98
5	4	13	MICHAEL JACKSON: THE LEGEND CONTINUES ...	Motown Prod./Optimum Prod. Vestron Musicvideo 5358	Michael Jackson	1989	D	15.98
6	7	19	ODIVNIKUFESIN N.F.V. ●	Megaforce Worldwide Island Visual Arts 50135-3	Anthrax	1988	C	19.98
7	6	31	MOONWALKER ▲ <sup>8</sup>	Ultimate Production CBS Music Video Enterprises 49009	Michael Jackson	1988	LF	24.98
8	10	5	HARD N' HEAVY VOLUME 2	MPI Home Entertainment MP 1677	Various Artists	1989	D	19.95
9	13	5	FIGHT THE POWER-LIVE	CBS Music Video Enterprises 19V-49020	Public Enemy	1989	C	19.98
10	9	7	SUBSTANCE 1989	Warner Reprise Video 38152	New Order	1989	LF	16.98
11	8	25	A SHOW OF HANDS ▲	PolyGram Music Video 041760-3	Rush	1989	LF	24.95
12	RE-ENTRY		PINK FLOYD AT POMPEII	Vestron Musicvideo 1008	Pink Floyd	1986	C	19.95
13	RE-ENTRY		HARD N' HEAVY VOLUME 1	MPI Home Entertainment MP1676	Various Artists	1989	D	19.95
14	16	57	DEF LEPPARD: HISTORIA ▲ <sup>2</sup>	Bludgeon Riffola, LTD. PolyGram Music Video 080359-3	Def Leppard	1988	LF	24.95
15	11	21	LIVE IN CONCERT-THE 'OUT OF THE BLUE' TOUR ▲	Atlantic Records Inc. Atlantic Video 50133-3	Debbie Gibson	1989	C	19.98
16	NEW ▶		THE WHO ROCKS AMERICA: 1982 AMERICAN TOUR	CBS-Fox Video 6234	The Who	1982	C	14.98
17	20	21	JANE'S ADDICTION: THE FAN'S VIDEO	Warner Bros. Records Warner Reprise Video 38151	Jane's Addiction	1989	SF	9.98
18	14	17	NEIL DIAMOND'S GREATEST HITS-LIVE ▲	CBS Music Video Enterprises 19V-49014	Neil Diamond	1988	C	19.98
19	17	13	PRIMER ●	CBS Music Video Enterprises 16V-49018	Living Colour	1989	SF	16.98
20	19	17	WHO'S BETTER, WHO'S BEST	PolyGram Music Video 080345-3	The Who	1988	LF	24.95

● RIAA gold certification for theatrical films, sales of 75,000 units or suggested list price income of \$3 million (30,000 or \$1.2 million for nontheatrical made-for-home-video product; 25,000 or \$1 million for music video product). ▲ RIAA platinum certification for theatrical films, sales of 150,000 units or suggested list price income of \$6 million (60,000 or \$2.4 million for nontheatrical made-for-home-video product; 50,000 units or a value of \$2 million for music video product). Titles certified prior to Oct. 1, 1985, were certified under different criteria. SF short-form. LF long-form. C concert. D documentary.



**Good Deal.** Patrick Campbell, left, president of RCA/Columbia Pictures Home Video, and Joe Cayre, right, president of GoodTimes Home Video, sign a distribution pact between their respective companies. Looking on is Paul Culberg, executive VP and chief operating officer for RCA/CPHV's domestic operations.

## Business Is Soaring For New Age Dealers

BY CATHERINE CELLA

Los Angeles Rarely has the release of a videotape had the impact of "Shirley MacLaine's Inner Workout." With more than 100,000 units sold in just four months, the Vestron best-seller has made believers out of retailers. New age video is not just for rental in crystal bookstores anymore. It's selling—and gaining acceptance in the mainstream video marketplace.

"Shirley's is the first of these tapes to have sell-through potential and to be marketed as such," says Adriana Shaw of Cinergy Entertainment, a distributor of new age programming. "The numbers took everyone by surprise, so now people are beginning to focus on selling the tapes. Shirley will do for new age what Fonda did for exercise."

Indications are she already has. Shaw's business is up 50%, as new age outlets begin to sell tapes and video retailers take new age more seriously. Two of her clients are Blockbuster and Tower, the latter with a new age section set up by Shaw.

"Retailers are beginning to see that the numbers make sense," notes Shaw. "New age is the fastest growing segment of the publishing business and the new category in the Grammys. Videos can't be far behind because the new age audience is a viewing audience. They've come through the '60s and '70s with a certain set of values and have discretionary income."

Shaw predicts that the new generation in exercise will address both physical and mental health. She does well with "Hittleman's Yoga," for example, in both new age and video markets. Other yoga tapes coming out are one with Sivananda and another with Renee Taylor. And Lindsay Wagner has a simultaneous body-mind tune-up titled "Psycho-Calisthenics."

Waldenbooks, where MacLaine's tape has topped the charts since its release, has also done well with "Meta-Fitness With Suzy Prudden," another "total" workout video  
(Continued on page 51)

### NEW EMPHASIS

(Continued from preceding page)

choose that product," says J2 president Jim Jimirro. "We're doing it to take the major studios head on. We also feel that the box should be part of the experience, and kids love pop-ups."

Kids also love toys, which is why the industry may be seeing more of them packaged with videos.

Waldenbooks has done well with Kodak's "Yo-Yo Man" and Twin Tower's "Dinosaur Video Fun Pak," says the chain. The latter includes an inflatable dinosaur and has just been redesigned to fit a smaller format.

"We like the concept," says buyer Bryan Curtis, "as long as it can fit on our shelves. That's the main thing."  
CATHERINE CELLA

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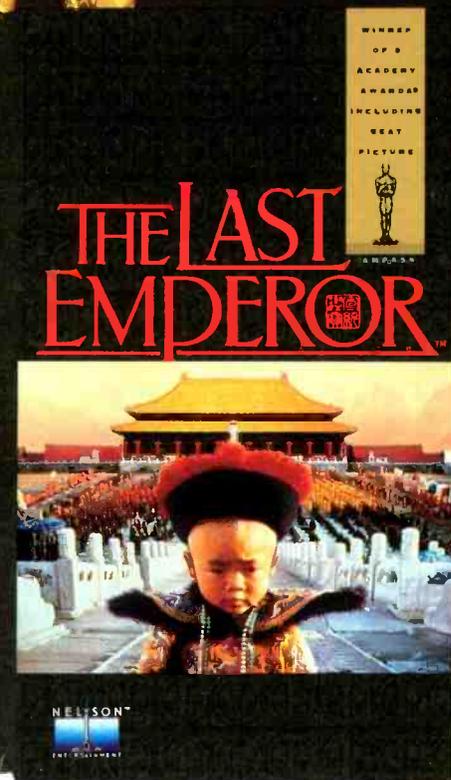


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PETER O'TOOLE AS R.J.

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COSTUMES JAMES ACHESON • PRODUCTION DESIGNER FERDINANDO SCARFOTTI • PHOTOGRAPHY BY VITTORIO STORARO (AIC)  
EDITOR GABRIELLA CRISTIANI • MUSIC BY RYUICHI SAKAMOTO • DAVID BYRNE AND CONG SU • ASSOCIATE PRODUCER FRANCO GIOVALE  
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FOR WEEK ENDING SEPTEMBER 2, 1989

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# TOP VIDEOCASSETTES SALES™

Compiled from a national sample of retail store sales reports.

THIS WEEK	LAST WEEK	WKS. ON CHART	TITLE	Copyright Owner, Manufacturer, Catalog Number	Principal Performers	Year of Release	Rating	Suggested List Price
1	1	9	<b>PINK FLOYD: DELICATE SOUND OF THUNDER</b>	CBS Music Video Enterprises 24V-49019	Pink Floyd	1989	NR	24.98
2	2	58	<b>LETHAL WEAPON</b>	Warner Bros. Inc. Warner Home Video 11709	Mel Gibson Danny Glover	1987	R	19.98
3	3	31	<b>JANE FONDA'S COMPLETE WORKOUT</b>	Jane Fonda Warner Home Video 650	Jane Fonda	1989	NR	29.98
4	11	4	<b>BEETLEJUICE</b>	Warner Bros. Inc. Warner Home Video 11785	Michael Keaton	1988	PG	19.95
5	5	8	<b>METALLICA: 2 OF ONE</b>	Elektra Records Elektra Entertainment 40109-3	Metallica	1989	NR	9.98
6	4	15	<b>MICHAEL JACKSON: THE LEGEND CONTINUES...</b>	Motown Prod./Optimum Prod. Vestron Musicvideo 5358	Michael Jackson	1989	NR	15.98
7	6	14	<b>PLAYBOY WET AND WILD</b>	HBO Video 0277	Various Artists	1989	NR	19.99
8	7	137	<b>CALLANETICS</b> ▲ ◇	Callan Productions Corp. MCA Home Video 80429	Callan Pinckney	1986	NR	24.95
9	8	46	<b>CINDERELLA</b>	Walt Disney Home Video 410	Animated	1950	G	26.99
10	13	3	<b>HANGIN' TOUGH</b>	CBS Music Video Enterprises 14V-49022	New Kids On The Block	1989	NR	14.95
11	RE-ENTRY		<b>THE WIZARD OF OZ</b> ▲ ◇	MGM/UA Home Video 60001	Judy Garland Ray Bolger	1939	G	29.95
12	RE-ENTRY		<b>ROBOCOP</b>	Orion Pictures Orion Home Video 8610	Peter Weller Karen Allen	1987	R	19.98
13	9	153	<b>RAIDERS OF THE LOST ARK</b>	Paramount Pictures Paramount Home Video 1376	Harrison Ford	1981	PG	14.95
14	12	42	<b>GHOSTBUSTERS</b> ▲	RCA/Columbia Pictures Home Video 6-20413	Bill Murray Dan Aykroyd	1984	PG	29.95
15	32	2	<b>WILL PENNY</b>	Paramount Pictures Paramount Home Video 1967	Charlton Heston	1967	NR	14.95
16	10	32	<b>MOONWALKER</b> ▲	Ultimate Production CBS Music Video Enterprises 49009	Michael Jackson	1988	NR	24.98
17	18	27	<b>MICHAEL JORDAN: COME FLY WITH ME</b>	CBS-Fox Video 2173	Michael Jordan	1989	NR	19.98
18	<b>NEW</b> ▶		<b>WOODSTOCK</b>	Warner Bros. Inc. Warner Home Video 11762	Various Artists	1970	R	29.98
19	14	6	<b>I LOVE LUCY: VOLUME 1</b>	CBS-Fox Video 2301	Lucille Ball Desi Arnaz	1952	NR	14.98
20	17	23	<b>PLAYBOY'S SEXY LINGERIE</b>	HBO Video 0156	Various Artists	1989	NR	19.99
21	16	26	<b>U2 RATTLE AND HUM</b>	Paramount Pictures Paramount Home Video 32228	U2	1988	PG-13	24.95
22	29	43	<b>E.T. THE EXTRA-TERRESTRIAL</b>	Amblin Entertainment MCA Home Video 77012	Henry Thomas Dee Wallace	1982	PG	24.95
23	27	13	<b>PLAYMATE OF THE YEAR VIDEO CENTERFOLD 1989</b>	HBO Video 0065	Kimberley Conrad	1989	NR	19.99
24	20	17	<b>DAZZLING DUNKS AND BASKETBALL BLOOPERS</b>	CBS-Fox Video 2229	Marv Albert Frank Layden	1989	NR	14.98
25	21	84	<b>DIRTY DANCING</b>	Vestron Pictures Inc. Vestron Video 6013	Patrick Swayze Jennifer Grey	1987	PG-13	24.98
26	15	8	<b>THE BEST OF GILDA RADNER</b>	Broadway Video Warner Home Video 35148	Gilda Radner	1989	NR	19.98
27	19	74	<b>INDIANA JONES AND THE TEMPLE OF DOOM</b>	Paramount Pictures Paramount Home Video 1643	Harrison Ford Kate Capshaw	1984	PG	14.95
28	23	7	<b>NEW ORDER: SUBSTANCE 1989</b>	Warner Reprise Video 38152	New Order	1989	NR	16.98
29	24	4	<b>FIGHT THE POWER-LIVE</b>	CBS Music Video Enterprises 19V-49020	Public Enemy	1988	NR	19.98
30	25	12	<b>THE LOST BOYS</b>	Warner Bros. Inc. Warner Home Video 11748	Jason Patric Dianne Wiest	1987	R	19.98
31	28	4	<b>DAFFY DUCK'S QUACKBUSTERS</b>	Warner Bros. Inc. Warner Home Video 11807	Animated	1988	G	19.95
32	22	10	<b>\$19.98 HOME VID CLIFF'EM ALL!</b> ▲	Elektra Records Elektra Entertainment 40106-3	Metallica	1987	NR	19.98
33	33	16	<b>FULL METAL JACKET</b>	Warner Bros. Inc. Warner Home Video 11760	Matthew Modine Adam Baldwin	1987	R	19.98
34	26	12	<b>DISNEY'S SING ALONG SONGS: FUN WITH MUSIC</b>	Walt Disney Home Video 451	Animated	1989	NR	14.95
35	39	150	<b>JANE FONDA'S LOW IMPACT AEROBIC WORKOUT</b> ▲ ◇	Jane Fonda Warner Home Video 070	Jane Fonda	1986	NR	29.98
36	31	19	<b>ANTHRAX: OI!VNIKUFESIN N.F.V.</b> ●	Megaforce Worldwide Island Visual Arts 50135-3	Anthrax	1988	NR	19.98
37	30	21	<b>SHIRLEY MACLAINE'S INNER WORKOUT</b>	Vestron Video 5270	Shirley MacLaine	1989	NR	29.98
38	35	12	<b>NUTS ABOUT CHIP 'N' DALE</b>	Walt Disney Home Video 447	Animated	1989	NR	14.95
39	36	5	<b>LEONARD/HEARNS SAGA</b>	CBS-Fox Video 2287	Sugar Ray Leonard Thomas Hearns	1989	NR	19.98
40	40	11	<b>DUCKTALES: LOST WORLD WANDERERS</b>	Walt Disney Home Video 450	Animated	1989	NR	14.95

◆ ITA gold certification for a minimum sale of 125,000 units or a dollar volume of \$9 million at retail for theatrically released programs, or of at least 25,000 units or \$1 million at suggested retail for nontheatrical titles. ◇ ITA platinum certification for a minimum sale of 250,000 units or a dollar volume of \$18 million at retail for theatrically released programs, and of at least 50,000 units and \$2 million at suggested retail for nontheatrical titles.

## Panel Ponders Premium Plans

BY EARL PAIGE

LAS VEGAS The developing partnership between supplier and retailer—reflected strongly at the Video Software Dealers Assn. convention here Aug. 6-9—gains some of its impetus from the increasing sophistication of retailers, who are learning how to conceive promotions and approach distributors and studios with set game plans.

**VSDA  
REPORT**

In a wide-ranging "Premiums And Promotions For Profit" seminar here, veteran premium marketer Rusty Citron, president of Los Angeles-based Don Jagoda Associates, insisted on the need for retailers to be familiar with the nuts and bolts of premiums and to have promotions worked out before going to vendors.

On "Mac And Me," a recent Orion Home Video release, McDonald's and radio stations contributed, but "we had to come up with what we were aiming at, have it all set," according to panelist Joe Johnson, VP/GM, Poppingo Video, Sioux Falls, S.D.

Offering various illustrations of how they have handled the premium promotion, three other panelists also stressed advance planning and adoption of a marketing strategy.

From a vendor perspective, Jeff Tuckman, VP advertising and promotion, Baker & Taylor, spoke of integrating with the overall strategy of studio-supplied promotion vehicles.

Also speaking in favor of advance planning and product knowledge, Martin DeRoy, VP advertising and promotion at Omaha, Neb.-based Applause Video, said, "You need to know what the movie is about and how the premium fits in."

Stressing the need for a marketing strategy, Rich Thorward, president of Home Video Plus, seized on a point made by Tom Peters in an earlier presentation: looking at promotions in terms of a "lifetime value." Thorward noted that because Home Video Plus was the first chain in its market to hand out popcorn to customers—and integrate this concept into its logo—the competition was loath to follow suit. "We were known for popcorn and any copying would be plugging Home Video Plus."

Thorward said there were three reasons for using premiums: attracting customers; boosting rental volume; and increasing sell-through. "Use a premium instead of reducing price," Thorward said of the third.

One example often cited was Poppingo's Coca-Cola premium promotion, through which the firm tied rentals of its \$2.99 premier titles to the purchase of a six-pack for 49 cents. The first month's results showed 1,830 extra rentals, \$5,471 added revenue realized, with the cost of Coke \$3,618.

At Applause, DeRoy described a potpourri of premiums, including stickers and keychains tied in with skateboard videos and a \$3.95-cost T-shirt that earns 50 cents off a rental when worn into a store. The chain also packaged "Top Gun" with a six-pack of Pepsi and purchased "magic wands" for "Cinderella."

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A Children's delight now playing on THE DISNEY CHANNEL

**GREAT BIBLE STORIES** Just in time for the holidays  
**BASEBALL CARD COLLECTOR** New...and already a top seller

## Syndicated TV Distributor Plots New Ground With Home Video Division King World's Next Move Is Specialty Sell-Through

BY EDWARD MORRIS

LAS VEGAS King World Productions, a leading distributor of syndicated television programs, has started a home video division and aims to release its first titles by January 1990. The emphasis, company officials say, will be on offering special-interest videos for sell-through.

The new operation, King World Home Video, was unveiled at a press conference at the Video Software Dealers Assn. convention here. It is being headed by Richard Klinger, a former division VP for RCA Video.

Prior to the press conference, Klinger told Billboard that he is still assessing King World's existing properties—as well as proposals from in-house and outside produc-

ers—to decide on his initial offerings. But, he added, "For the most part, for the kind of product we're talking about, the retail video store will not be the most obvious marketplace."

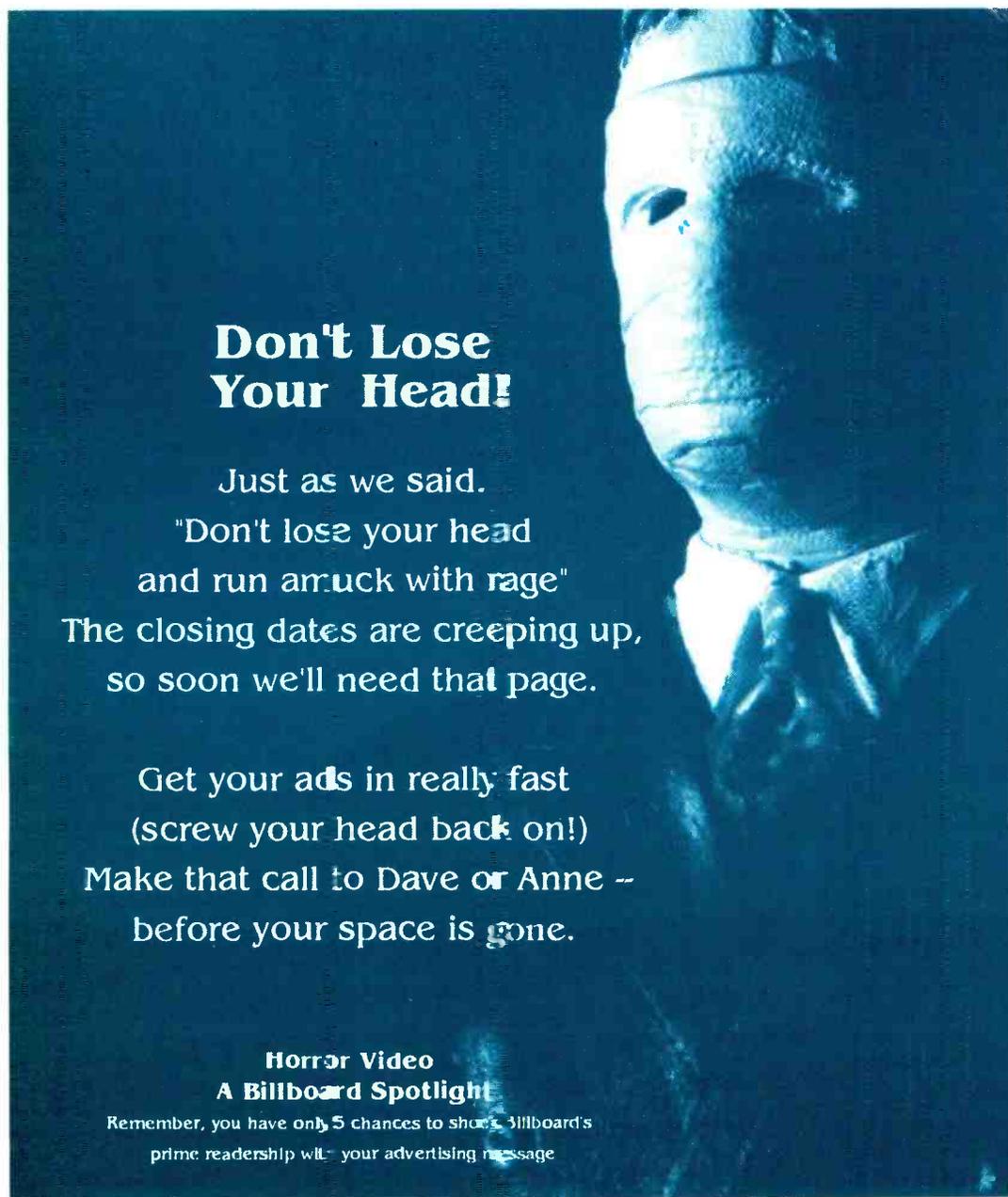
In addition to having its own library of feature films to draw from, King World Productions has raw material for videos in such syndicated programs as "The Oprah Winfrey Show," "Inside Edition," "Jeopardy," and "Wheel Of Fortune."

Klinger estimated that his company will release six to eight titles the first year at retail price tags ranging from \$19.95 to \$29.95. He says he has not yet approached distributors: "Without product, it would be a general discussion. I'd much rather wait until I have something I

think would excite them."

In discussing distribution, Klinger cited his work in helping market "The Greatest Adventure: Stories From The Bible" as an example of his approach to opening new sales territories. He said, "People in the existing religious book and gift market were not thinking about video. It was that [series] that put them in the video business. So with some of the product we may develop in the future, we will search out new or existing market channels that might be appropriate for that product."

Klinger discussed he is developing a series of exercise videos for the handicapped that will likely be marketed through organizations for the handicapped.



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The closing dates are creeping up,  
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Get your ads in really fast  
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**Horror Video  
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Remember, you have only 5 chances to show your  
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Issue Date	Regular Issue Ad Closings	For Ad Details Contact:	
Sept 2	Aug 13	New York	Los Angeles
Sept 9	Aug 25	Dave Nelson	Anne Rehman
Sept 16	Sept 1	Advertising Director:	213-859-5313
Sept 23	Sept 3	Video/Pro	
Sept 30	Sept 15		212-536-5275

# HORROR VIDEO

## SEPTEMBER IS HORROR VIDEO MONTH

BY DAVID WYKOFF

**DON'T FEEL LOST, OVERWHELMED, OR—yikes—scared** by horror video because you can make it work for you and your business, especially during the horror-hungry Halloween season. Such is the message from dealers, distributors, and manufacturers, and the following suggestions come from those who know the horrible truth.

- **Make use of the studios' plentiful point-of-purchase and merchandising aids**, say all involved. It's well-designed (usually), attention-grabbing (uniformly), and free (more often than not).

- **Drum up competition among employees in a single store—or chain-wide**, if that is the case. It helps boost morale and can get sales help or managers to—gulp—work creatively. The Omaha, Neb.-based Applause Video chain sponsors a costume contest, and president Allan Caplan notes that instances of "overstepping the bounds of good taste" are few and far between. "If you work creatively, you will be surprised at the amount you can do with a limited financial outlay on whatever kind of contest that you choose to do," says Caplan.

- **If a seasonal display works well, think about keeping it up year-round.** Northside Video in St. Petersburg, Fla. turned a previously unused storage area into a horror room with a casket, skeleton, and creepy audiotapes. The room draws customers all year long, according to co-owner Mary Chase. "It also appeals to the parents, who are worried about their kids getting some of the movies. With a separate section, it's easier to keep an

### The Horrible Truth About Merchandising Horror

eye on the kids," she says.

- **Contemplate the over-the-top promotion or merchandising display.** The massive haunted house at the Video Park store in Las Vegas is now famous both inside and outside the industry and helped establish that store as "the place to go for horror video" in the area.

- **Take an extra look at the budget-priced product—especially that which is packaged well—from both the major studios and small independents**, suggests Arny Schorr, VP/GM of Rhino Video. "It doesn't take very long for a well-packaged tape that only cost you \$7.50 to start generating you a profit," he says, adding that, "when it comes to unknown titles, customers make most of their decisions by examining the packaging."

- **If possible, cross-promote with other kinds of merchandise or retail outlets.** Many dealers supplement their video inventory with masks, budget costumes, candy, and other similar items. Often, the margin on the non-video merchandise is higher.

- **Definitely include the little goblins—er, children—in the fun.** Many retailers decorate their children's sections and heavily stock such titles as "The Legend Of Sleepy Hollow." Similarly, Len Desilts of Video Voyager in Salem, Mass., stocks the aforementioned merchandise so parents can set up parties for children on Halloween night—a traditionally slow night for rentals for him. "It's a good way to help respond to parents' fears about safety and also benefit your own business," he says.

- **Set up a system that keeps undesirable titles out of the hands of youngsters.** Many of the larger national chains, such as Blockbuster, utilize "youth restricted labeling" which makes the task of differentiating product much easier for store personnel and parents alike.

- **Aggressively price for sell-through.** Vendors usually offer their best prices on horror product in advance of the Halloween season. Though most dealers find that horror is not a strong year-round sell-through category, many find impulse sales jump significantly in the days preceding Halloween.

- **Encourage repeat rentals with discounted prices, multiple-night packages, and the like.** Real horror fanatics are logical candidates, as they will watch a single movie over and over to catch new details. Some retailers devise trivia contests that encourage those less rabid and devoted.

- **Don't forget that there are subgenres within the horror field.** Tom Daugherty of the two-store North of Hollywood chain in western Idaho divides his horror sections into "sheer horror" and "suspense" divisions. "We definitely find that separating them encourages rentals. It makes it easier for people to find the kind of title they want, especially those people who might skip over the horror section entirely because they think that it's all 'slasher' movies," he says.

- **Analyze previous Halloween figures before launching headlong in a season program.** Applause has discovered that the day of Halloween is usually a poor one for rentals, so it focuses on two-for-one deals and the like to get rental product moving. Others believe that rentals take care of themselves as Halloween closes in and spend their efforts on sell-through.

- **Make sure that you have the inventory to back up your push.** No matter what your promotional approach, you can't fully capitalize on your efforts if you don't have the appropriate product and copy depth. The best displays or promotions are a waste of time if you don't have the product for customers.

- **Pay attention to the theatrical advertising in your area.** Many of the well-known horror series release new movies yearly, and the studios offer promotions or discounts on earlier titles available on home video.

## BALNER'S THE MAN!

**LAS VEGAS** A who's who of the home video world turned out Aug. 7 when Billboard and Time honored Peter Balner as Video Man Of The Year in a reception at the Las Vegas Hilton. At the ceremony, Balner, founder of the Union, N.J.-based Palmer Video chain, was presented with a framed caricature of himself and toasted by competitors and colleagues alike.



The supply side rubs shoulders with the retail side. Pictured, from left, are Bob DeLellis, president of CBS/Fox Home Video, domestic; Balner; Dave Ballstadt, VSDA treasurer and president of Adventures In Video; and Gene Silverman, senior VP of sales at Orion Home Video.



Peter Balner and his wife, Tammy, second from right, with Herb Fischer, MGM/UA Home Video's senior VP of sales & marketing, left, and George Krieger, president/CEO of CBS/Fox Home Video.



Palmer Video founder Peter Balner, left, receives his Man Of The Year plaque from Janice Baio, consumer electronics manager for Time magazine, and Gene Smith, Billboard's associate publisher/director of marketing & sales.



Balner enjoys the spotlight with his partner, Peter Margo, right, and Adrianna Shaw, president of Cinergy Video Entertainment.



Betsy Wood Knapp, head of Wood Knapp Video, enjoys the festivities with Billboard publisher John Babcock Jr.



"The Man Of The Year" is flanked by Time magazine's Janice Baio, left, and Pam Horovitz, executive VP of the Video Software Dealers Assn.



Jules Abramson, VP of sales for Academy Home Entertainment, finds himself surrounded by friendly Billboard faces. From left: Gene Smith, associate publisher/director of marketing & sales; Abramson, Irv Lichtman, deputy editor; and Ron Willman, directories publisher.



Billboard home entertainment editor Jim McCullaugh, center, gets the chief executive lowdown from Orion Home Video president Len White, left, and MGM/UA Home Video president Bud O'Shea.



Ken Thompson, left, president of Discwasher, congratulates Peter Balner.



Honoree Balner with Orion Home Video president Len White, left, and past VSDA president Arthur Morowitz.

## Major Laser Crop Due This Fall

BY CHRIS MCGOWAN

**FONDA IN THE FALL:** The late, great American actor Henry Fonda will be showcased in six CBS/Fox laserdisk releases in September: "Drums Along The Mohawk" (with Claudette Colbert), "Jesse James" (with Tyrone Power and Randolph Scott), "My Darling Clementine" (with Victor Mature), "The Ox-Bow Incident" (perhaps Fonda's greatest performance in a Western), "The Return Of Frank James," and "Young Mr. Lincoln." Each disk is \$39.98.

**SEPTEMBER CROP:** Also due this month are Nelson's "Hopscotch" (Walter Matthau gets fired from his top CIA job and decides to get even), "Old Boyfriends" (Talia Shire visits ex-flames John Belushi, Keith Carradine, and Richard Jordan), and "Rabbit Test" (Billy Crystal is the world's first pregnant man in this Joan Rivers directorial debut), \$34.95 each.

As we reported previously, MCA will launch "Land Before Time" at \$24.98. MCA will also bow "The 'Burbs" (\$34.98), "1941" (\$49.98), and "Son Of Frankenstein" (\$34.98). MGM/UA will release "Gone With The Wind" (\$49.95), "Making Of Legend: Gone With The Wind" (\$39.95), and "The Maltese Falcon" (newly remastered from the original nitrate negative; \$34.95).

Warner will offer "Lean On Me," "Cyborg," and "Her Alibi" for \$24.98 each. Warner's "Little Dorrit" (two films in one four-laserdisk set; \$89.98) will also bow in September (it had been set for August). Paramount will offer "Love With A Proper Stranger" (\$34.95). CBS/Fox, along with its Fonda

series, will launch the \$39.98 "Batman—The Movie" (which stars Adam West, Burt Ward, Burgess Meredith, and Cesar Romero), "The Fly II" (\$39.98), and "Scrooge" (\$34.98). Pioneer Artists will bow "John Coltrane: The

### LASER SCANS

Coltrane Legacy" (\$29.95), "Trumpet Kings" (\$29.95), and "Sleeping Beauty" with the Kirov Ballet (\$49.95).

**A ROYAL FRAMING:** Earlier this year, a small controversy surrounded Criterion Collection's letterboxed (widescreen) edition of "The Princess Bride." Some viewers who had seen Nelson Entertainment's nonletterboxed version of the movie claimed that Criterion had "artificially" made "The Princess Bride" widescreen by masking over the top and bottom of the image with black bars (normally, in widescreen movies letterboxed for video, the black bars merely fill empty space). The viewers were upset because the Nelson version does indeed contain more (vertical) visual information than the Criterion edition.

What many people don't know, however, is that the extra visual information in the Nelson version was never seen by audiences in the movie theater. Many widescreen movies ("The Princess Bride" is just one example) are made by exposing a full 1.33:1 frame (the ratio of the TV screen) in the camera; then during projection or printing, the frame is matted (its top and bottom masked) to create an image

with a 1.85:1 (widescreen) ratio.

Such a film's images are composed by the director and cinematographer with the 1.85:1 ratio in mind; the extra information at the top and bottom is not meant to be seen. Many studios, however, use the "unmatted" original negative with its 1.33:1 ratio when they prepare home video versions of such movies. Occasionally this results in microphones, lighting equipment, or other unwanted elements becoming visible at the top or bottom of a particular scene.

With certain movies, such an "expanding" of the intended image may not detract significantly from the impact of the film. But with most well-shot movies the artful composition achieved by the film makers can be compromised, as much as when a widescreen movie is "panned and scanned" to fit it into a television-screen size.

**POLYGRAM VIDEO** recently released six classical-music 12-inch laserdisk titles: "Arthur Rubinstein: Beethoven Piano Concerto No. 3 And Brahms Piano Concerto No. 1," performed in Amsterdam in '73, with Bernard Haitink conducting the Concertgebouw Orchestra; "Britten: War Requiem," a new film by Derek Jarman, utilizing London's '63 recording of the "War Requiem"; "Mahler Symphony No. 8 With Leonard Bernstein," recorded with the Vienna Philharmonic in '75; "Mozart Violin Concertos Nos. 1, 2, And 3" with Gidon Kremer and Nikolaus Harnoncourt and the Vienna Philharmonic; "George Gershwin Remembered," a Peter Adams production; and "Claudio Arrau—80th Birthday Recital," a performance of works by Debussy, Liszt, and Beethoven. Each title is \$34.95.

## Indie Video Supplier Spreads Its Wings Variety Is The Spice Of Republic's Recent Success

BY DEBBIE ROSENBLUM

**LOS ANGELES** With a marketing strategy aimed at positioning the company as a multifaceted supplier, independent Republic Pictures Home Video claims it is gradually strengthening its foothold in the marketplace.

While other labels struggle to stay afloat, Republic says its financial status is at an all-time high. The first quarter of 1989 set a record in terms of revenue, only to be topped by the second quarter, according to Gary Jones, sales VP.

Key to the company's success, he says, are expansion and differentiation. "We've made some monumental changes over the past couple of years, so that retailers look to Republic now for a variety of tapes," says Jones.

Well-known for its library of classics, the studio is back in production as well, aggressively pursuing the acquisition of contemporary films with high visibility.

In the past two years, all the "Beauty And The Beast" TV episodes and 11 titles from the Movie Of The Week series have joined Republic's 1,400-film library.

**'We want to keep the retailer second guessing as to what we'll release'**

In addition, Republic has acquired the home video rights for more than two dozen theatrical features, including the box-office hit "Night Of The Demons" and the critically acclaimed "Candy Mountain."

The decision to resume production as well as to seek out distribution rights to current films started when Russell Goldsmith, formerly head of Lorimar Telepictures, assumed control of the studio in early 1987, says Jones.

Subsequently, Republic released its first acquisition to the home video marketplace. By the end of last year, another dozen had been placed on retail shelves.

The projected number to be added in the next year remains flexible. "Our focus is not so much to put out as many current titles as possible, but to acquire movies with strong theatrical recognition," says Jones. "Night Of The Demons," he says, can be a 90,000-100,000-unit tape because of its "enormous success at the box office."

The horror film is the company's biggest acquisition to date. Produced by independent Paragon Arts International, "Night Of The Demons" has grossed more than \$3.1 million at the U.S. box office. By the time its theatrical run is completed in late September, it will have been seen by more than 1 million viewers in more than 300 cities, says Jones.

Unlike other suppliers that have  
(Continued on next page)

FOR WEEK ENDING SEPTEMBER 2, 1989

Billboard®

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## TOP SPECIAL INTEREST VIDEOCASSETTES™ SALES

THIS WEEK	2 WKS. AGO	WKS. ON CHART	Compiled from a national sample of retail store sales reports.		
			TITLE	Program Supplier, Catalog Number	Suggested List Price
<b>RECREATIONAL SPORTS™</b>					
				★★ NO. 1 ★★	
1	6	111	DORF ON GOLF ♦	J2 Communications J2-0009	29.95
2	8	15	DORF'S GOLF BIBLE	J2 Communications J2-0042	29.95
3	2	27	SPORTS ILLUSTRATED'S 25TH ANNIVERSARY SWIMSUIT VIDEO	HBO Video 0234	19.99
4	3	23	MICHAEL JORDAN: COME FLY WITH ME	CBS-Fox Video 2173	19.98
5	7	11	SPORTS ILLUSTRATED-GET THE FEELING WINNING	HBO Video 0092	14.99
6	4	39	THE ALL NEW NOT-SO-GREAT MOMENTS IN SPORTS	HBO Video 0025	14.99
7	20	65	WINNING BASKETBALL WITH LARRY BIRD	Kodak Video Programs 8118770	19.95
8	12	111	ARNOLD PALMER: PLAY GREAT GOLF VOLUME 1	Vestron Video 2038	39.98
9	14	37	MIKE TYSON'S GREATEST HITS	HBO Video 0088	19.99
10	10	11	MUHAMMAD ALI BOXING'S BEST	HBO Video 069	19.99
11	17	3	PELE, THE MASTER AND HIS METHOD	Vidcrest	19.95
12	9	139	AUTOMATIC GOLF ▲ ◇	Similar Entertainment, Inc. VA 39	14.95
13	1	117	THE BEST OF THE FOOTBALL FOLLIES	Fox Hills Video	19.95
14	15	17	DAZZLING DUNKS AND BASKETBALL BLOOPERS	CBS-Fox Video 2229	14.98
15	18	5	LEONARD/HEARNS SAGA	CBS-Fox Video 2287	19.98
16	19	47	NFL TV FOLLIES	Fox Hills Video	19.95
17	RE-ENTRY		FOOTBALL FOLLIES	Fox Hills Video	19.95
18	RE-ENTRY		BASEBALL THE RIGHT WAY: PITCHING FOR KIDS	Parade Video	14.95
19	13	3	BASEBALL THE RIGHT WAY: HITTING FOR KIDS	Parade Video	14.95
20	5	5	MICKEY MANTLE: THE AMERICAN DREAM COMES TO LIFE	Fox Hills Video MO92453	19.95
<b>SELF IMPROVEMENT™</b>					
				★★ NO. 1 ★★	No listing
1	1	11	SWAYZE DANCING	First Run Video FRV-130	
2	2	11	RAND MCNALLY VIDEOTRIPS: A GUIDE TO HAWAII	Best Film & Video Corp.	19.95
3	4	11	RAND MCNALLY'S VIDEOTRIPS: A GUIDE TO SAN FRANCISCO	Best Film & Video Corp.	19.95
4	8	7	CONSUMER REPORTS: HOUSES AND CONDOS	Warner Home Video 079	19.95
5	3	9	LAURA MCKENZIE'S TRAVEL TIPS-HAWAII	Republic Pictures Corp. H-7352-1	24.95
6	6	11	WEIGHT WATCHER MAGAZINE: GUIDE TO A HEALTHY LIFESTYLE	Vestron Video 2028	29.98
7	5	11	RAND MCNALLY VIDEOTRIPS: A GUIDE TO BERMUDA	Best Film & Video Corp.	19.95
8	NEW▶		INTRODUCTION TO DBASE III PLUS	The Video Professor	19.95
9	11	9	FODOR'S HAWAII	Random House Home Video	19.95
10	RE-ENTRY		JULIA CHILD: FIRST COURSES AND DESSERTS	Random House Home Video	29.95
11	7	5	JULIA CHILD: VEGETABLES	Random House Home Video	29.95
12	NEW▶		WORDPERFECT LEVEL II	The Video Professor	19.95
13	15	11	MONEY MAGAZINE: MAKING YOUR MONEY COUNT	HBO Video 011	19.99
14	9	11	PREVENTION MAGAZINE: SMART HEART	Best Film & Video Corp.	19.95
15	10	11	PREVENTION MAGAZINE: POUNDS OFF	Best Film & Video Corp.	19.95

◆ ITA gold certification for a minimum sale of 125,000 units or a dollar volume of \$9 million at retail for theatrically released programs, or of at least 25,000 units or \$1 million at suggested retail for nontheatrical titles. ◇ ITA platinum certification for a minimum sale of 250,000 units or a dollar volume of \$18 million at retail for theatrically released programs, and of at least 50,000 units and \$2 million at suggested retail for nontheatrical titles. Next week: Health and Fitness.

## INDIE VID SUPPLIER SPREADS WINGS

(Continued from preceding page)

been carving out a niche through specialization, Republic says it will not single out genres it will or will not purchase. "That's a hallmark of our strategy. That's one of the ways we differentiate ourselves from companies of a similar size," says Jones. "We want to keep the retailer second guessing as to what we'll bring out next, as opposed to other companies which typecast themselves. Rental-oriented labels for the most part have concentrated on strictly action/adventure or horror. Our primary interest, on the other hand, is to acquire any kind of movie as long as it is well known," he says.

Jones says Republic will also

continue its thematic approach for packaging its library. Currently available are such lines as the John Wayne collection, Hollywood Stars, The Little Rascals, The Cliffhanger serials, The Crime Story set, Travel Tips, and the religious-oriented Inspiration Video collection. Also available are such collectors' classics as "Invasion Of The Body Snatchers."

"We've been successful at this marketing method," says Jones. "The larger your library, the less anything stands out. But the theme concept allows retailers to focus on a particular area."

With such classics as The Cliffhanger serials, "fans absorb the

movies in such a way that sales do not slow down on previously released titles," says Jones, adding that customers "will end up buying every single one that comes out even if all the available titles are no longer given special emphasis on the floor."

The same is true of special interest tapes, he says, referring to the company's line of travel tapes. Jones says Republic is considering expanding its special interest offerings.

Another of Republic's recent success stories is one of its own contemporary productions—the first TV episode of "Beauty And The Beast." Jones says it has surpassed the 150,000 unit level, selling at the rate of 4,000-5,000 units per month. As a result, a second volume will be released in September.

According to Jones, such a positive response was an encouraging sign in the effort to reposition the company as more than a classics supplier. "We had this long history and market identification. 'Beauty And The Beast' helped us break out of that mold," he says.

Jones also expects similar dynamics from the Movie Of The Week series. Republic recently released "Mistress," starring Victoria Principal; more titles will follow.

The company has also recently signed a 5-year production agreement with United Artists Communications. The \$60 million co-venture was set up strictly for the production of TV shows.

## Segments Will Be Added To Laserdisk Films Image Plans Interactive Programs

LOS ANGELES Videodisk supplier Image Entertainment has pacted with North Communications, a company specializing in interactive software, to develop consumer-applicable, interactive programming on laser videodisk. Initial product is expected to be marketed in October.

The deal calls for North to produce interactive segments that can be added to the end of existing laser videodisk films.

In addition, North and Image will develop a line of new products featuring the "making of" selected Hollywood blockbusters. The

new programs will be marketed and distributed under the Image label with a new "Image Interactive" trademark.

Among the first "making of" titles will be "RoboCop," "No Way Out," "Runaway Train," and "Nightmare On Elm Street," all of which are licensed to Image for laser videodisk distribution.

According to Marty Greenwald, Image president, Image will release two interactive titles per month for the first year and four titles per month during the second year.

## BUSINESS SOARING FOR NEW AGE

(Continued from page 45)

whose success has Waldenbooks looking for similar tapes.

Responding to consumer demand, video retailers are also tapping the new age market. Wishing Well Distributing, according to owner Debra Giusti, carries 2,000 titles on new age themes. Video is now 50% of her business, compared with 10% a couple of years ago.

"We sell more videos than anything else, and it's growing constantly," says Giusti. "Video stores are opening up new age sections. There's so much competition now, owners are always looking for something unique."

Giusti defines new age as "anything that improves the quality of life or the planet, incorporating body, mind, and spirit." That includes the following subcategories.

**HEALING:** "An Evening With Dr. Bernie Siegel" has done wonders for its producer, Nathan Koenig of Woodstock, N.Y.-based Upstate Media Enterprises. Siegel, Yale surgeon and author of the best-selling "Love, Medicine, And Miracles," proposes alternatives for dealing with cancer and other serious diseases. Video ordering information in the book and national television exposure have boosted sales to 10,000 units, according to Koenig.

Other titles include Louise Hay's "You Can Heal Your Life," about the mental aspects of illness, and "The Healing Series," with Norman Cousins and Angie Dickinson

stressing a holistic approach to illness.

**SELF-IMPROVEMENT:** Koenig also offers a series under the lofty heading of The Art And Science Of Human Transformation. Three videos from "The Magical Child" author Dr. Joseph Chilton Pearce touch on topics from the new physics to imagery and metaphor. Other tapes feature Dr. Jean Houston, more a performer than a lecturer, "a transformative artist," according to Koenig. With such titles as "Walking The Life Journey," Houston uses "ancient and new myths to get us in touch with our deepest selves."

**MUSIC:** The big titles are in the Windham Hill and Natural States series, whose popularity has triggered interest in other music videos that stress image rather than sound.

President Allan Kessler of The Ark Group distributors estimates that his business will increase 100% this year, equal to last year's hike. He especially expects "Illuminations" to take off, as it's made by Ken Jenkins, who created the mandala effects in MacLaine's video. Preferring the tag "visual music," because not all of his 75 titles are new age, Kessler also expects his Wellness series to thrive in the wake of the success achieved by the MacLaine tape.

**CHANNELING; KIDVID:** Shaw reports sufficient interest in the

Lazarus series on channeling that she has begun distributing to the mainstream. She also plans to introduce children's video with "values that coincide with new age thinking." As an example, she cites "Cubby And Charlie"—the Soviet Union's equivalent of Mickey Mouse—which promotes sharing and friendship.

**DOCUMENTARY:** The newest of the new age lies in documentaries on topics ranging from Mother Teresa to Harry Hoxsey—the man who fought the American Medical Assn. on alternative cancer cures. One, called "Zen Center: Portrait Of An American Zen Community," turns the lens inward on part of the movement itself. Shot at a time when scandal rocked the Zen community, the video exposes the human aspects of such spiritual quests.

Koenig's current production recalls Woodstock on its 20th anniversary. A multiscreen light show cut with visuals of the era, "Sixties Revelation" is a documentary in which the songs tell the story. Koenig says he expects the tape to enjoy more popular appeal than most new age topics, which are less mainstream.

As the new age genre grows, the lines between these subcategories are likely to keep blurring. Like its programming, the new age marketplace will no doubt accommodate all approaches. Call it holistic video.

# THE HOLLYWOOD REPORTER BOX OFFICE

THIS WEEK	PICTURE/(STUDIO)	WEEKEND GROSS (\$)	NO. OF SCRNS PER SCRIN AVG (\$)	WKS IN REL	TOTAL GROSS TO DATE (\$)
1	Uncle Buck (Universal)	8,794,501	1,804 4,875	—	11,921,031
2	Parenthood (Universal)	7,606,480	1,316 5,780	2	43,265,356
3	The Abyss (20th Century Fox)	7,213,102	1,538 4,690	1	24,745,404
4	Casualties of War (Columbia)	5,201,261	1,487 3,498	—	5,201,261
5	When Harry Met Sally (Columbia)	4,897,530	1,144 4,281	5	54,012,749
6	Lethal Weapon 2 (Warner Bros.)	4,516,257	1,584 2,851	6	119,574,346
7	Turner & Hooch (Buena Vista)	4,275,108	1,594 2,682	3	46,634,889
8	Nightmare on Elm Street 5 (New Line)	4,084,320	1,846 2,213	1	15,188,432
9	Batman (Warner Bros.)	3,439,724	1,400 2,457	8	229,120,869
10	Cheetah (Buena Vista)	2,636,118	1,310 2,012	—	2,636,118
11	Honey, I Shrank the Kids (Buena Vista)	2,172,551	1,158 1,876	8	112,374,576
12	Let It Ride (Paramount)	1,925,049	1,191 1,616	—	1,925,049
13	Lock Up (Tri-Star)	1,664,776	1,384 1,613	2	15,254,327
14	Rude Awakening (Warner Bros.)	1,121,542	953 1,177	—	1,508,882
15	Dead Poets Society (Buena Vista)	1,044,945	633 1,651	11	83,016,233
16	Indiana Jones & Last Crusade (Paramount)	1,037,880	511 2,031	12	185,183,291
17	Eddie and the Cruisers II (Scotti Bros.)	986,598	402 2,454	2	986,508
18	Ghostbusters II (Columbia)	808,219	625 1,293	9	107,893,343
19	sex, lies and videotape (Miramax)	797,223	30 19,931	2	2,118,355
20	Licence to Kill (MGM/UA)	600,815	509 1,180	5	31,528,111
21	Young Einstein (Warner Bros.)	599,479	583 1,028	2	8,916,618
22	Peter Pan (Buena Vista re-issue)	525,512	644 816	5	25,893,969
23	Karate Kid III (Columbia)	436,992	542 806	7	36,841,303
24	Do the Right Thing (Universal)	397,830	178 2,235	6	23,113,836
25	Weekend at Bernie's (20th Century Fox)	312,392	346 903	6	25,349,764
26	Friday 13th: Part VIII (Paramount)	294,133	212 1,387	3	13,641,975
27	Field of Dreams (Universal)	167,125	175 955	17	59,104,838
28	Shag: The Movie (Hemdale)	118,061	163 724	4	6,339,695
29	UHF (Orion)	81,769	151 542	4	5,793,008
30	Great Balls of Fire (Orion)	74,222	155 479	7	13,576,086
31	Pet Sematary (Paramount)	65,890	89 740	17	57,081,767
32	The Music Teacher (Orion Classics)	53,089	13 4,084	6	339,013
33	Babar: The Movie (New Line)	50,070	70 715	3	1,204,774
34	Star Trek V: The Final Frontier (Paramount)	47,803	80 598	10	49,614,133
35	Distant Voices, Still Lives (Avenue)	38,473	7 5,496	3	88,032
36	Scenes From Class Struggle (Cinecom)	31,906	26 1,227	11	2,092,578
37	Little Vera (IFEX)	26,341	15 1,756	18	1,113,938
38	Chocolat (Orion Classics)	25,150	16 1,572	23	2,108,187
39	Major League (Paramount)	18,029	30 601	19	49,711,784
40	Women on the Verge (Orion Classics)	16,598	12 1,383	40	6,854,756

# Retail Expert Rouses Audience With Zesty Tips

BY GEOFF MAYFIELD

**LAS VEGAS** The scene after Peter Glen finished his twice-repeated seminars on Aug. 8 here was like watching avid church parishioners file past a brimstone preacher after a rousing sermon.

Just as he had done at the 1987 Video Software Dealers Assn. convention, the retail consultant caught video dealers' attention with two seminars, titled "We're Not As Big As McDonald's" and "100 Ideas In 100 Minutes." Glen's appearance two years ago was the first before the trade group, and therefore had

more of a shock impact. This time, his shtick was anticipated. Said one dealer, as she walked past Glen before his morning session, "Go do your thing, you energetic little bugger, you." And, by the end of the day, the dealers were flocking to express their appreciation.

"Where will you be speaking again? I'd like everyone in my store to see you," said one attendee. Others sought Glen's approval for their logos, store names, or clever schemes. The flamboyant speaker had clearly captured these retailers' imaginations, and created all this hoopla with the simple message, "be yourself."

"I think we need to be ourselves as strongly as possible," said Glen. "Surprise us. Just don't let us rec-

ognize you for the 90 millionth time.—"Don't look to other stores for your answers—look in the mirror. The only advantage to being small is individuality. You need to run a store as if you are seven years old. Where do ideas come from? If you're an individual, the answers can only come from you."

Much of Glen's patter recalled platforms from his appearances at the 1987 meets of VSDA and the National Assn. of Recording Merchandisers. Among his points:

- He hammered away at the importance of community involvement, citing large-scale examples by such companies as McDonald's Ronald McDonald Houses and Blockbuster's restricted viewing program, which prevents children under 17 from renting videos that are deemed explicitly sexual or violent.

Glen also praised the charity-minded efforts of three-store Evanston, Ill. chain Video Adventure, and encouraged dealers to discover the benefits that can be derived from public service. "Every worthwhile independent retailer I've ever seen is involved," said Glen.

- Glen emphasized the importance of employee morale, noting that this quality starts with management. "I can learn more about your store by looking at your back room to see what kind of dirty coffee cups and bathrooms you allow your people to use," he said, reviving one of his trademark tenets. He also quipped that employees who work for frumpy store owners like-

ly enjoyed the fact that the VSDA meet took bosses out of the store. "They wish this convention was years long so you won't be there to bore them."

- He also stressed that good will translates into improved customer service. "The customer is sick and tired of people who are sick and tired of taking care of customers... Make them laugh. Is that the attitude your employees show? They won't unless you make them."

- Glen noted that his "be yourself" motto can lead to dramatic retail innovations, citing a Houston clothing retailer who decided to rip apart his conventional-looking store and satisfy his love of boats with a seafaring motif. Showing before and after slides of the store—which was renamed British Passage after its transformation—Glen said, "His business has never been less than 40% up with the same lines he carried before."

In both his morning and afternoon sessions, he encouraged smaller dealers not to be intimidated by Blockbuster Video, the rapidly expanding giant chain. One advantage that he credited to independently owned stores and chains is that corporately consistent stores built by Blockbuster, though attractive and clean, are "unpassionate" and "uneccentric," adding that big chains "cannot do tiny little things" that often set a store apart.

During his "100 Ideas" session, Glen reviewed a bundle of suggestions for store improvement that  
*(Continued on page 56)*



Seizing Nike's ad slogan, "Just do it!," as his session's rallying call, retail consultant Peter Glen, who has been retained by such business giants as Sears and Dayton Hudson, fired up the VSDA crowd.

## COMING SOON

A WEEKLY PREVIEW OF UPCOMING VIDEO RELEASES\*

TITLE (MPAA RATING) STARS STUDIO/LIST PRICE	PREBOOK CUTOFF (STREET DATE)	BOX OFFICE IN MILLIONS (# OF SCREENS)	P-O-P AVAIL- ABILITY
<b>976-EVIL (R)</b> Stephen Geoffreys, Jim Meltzer RCA/Columbia/\$89.95	9/13/89 (10/5/89)	\$3 (251)	Poster
<b>FRIGHT NIGHT II (R)</b> Roddy McDowall, William Ragsdale IVE/\$89.95	9/13/89 (10/5/89)	\$2.4 (144)	Poster
<b>OUT OF THE DARK (R)</b> Divine, Bud Cort RCA/Columbia/\$89.95	9/13/89 (10/5/89)	\$0.5653 (68)	Poster
<b>RETURN OF THE SWAMP THING (R)</b> Heather Locklear RCA/Columbia/\$89.95	9/13/89 (10/5/89)	\$0.1928 (68)	Poster
<b>SPEED ZONE (PG)</b> John Candy, Brooke Shields Media/\$89.95	9/13/89 (10/5/89)	\$2.9 (1,195)	Poster
<b>A SUMMER STORY (PG)</b> James Wilby, Susannah York Media/\$79.95	9/13/89 (10/5/89)	\$0.4628 (51)	Poster

\* INFORMATION FURNISHED BY VIDEO FORECASTER

### OTHER TITLES

<b>SKINHEADS</b> Barbara Bain, Brian Brophy New Star/\$79.95 Prebook cutoff: 9/7/89; Street: 9/22/89	<b>LOVE AMONG THE RUINS</b> Laurence Olivier, Katharine Hepburn CBS/Fox/\$59.98 Prebook cutoff: 9/19/89; Street: 10/5/89
<b>DEATH BLOW</b> Martin Landau, Frank Stallone New Star/\$79.95 Prebook cutoff: 9/7/89; Street: 9/22/89	<b>REBECCA</b> Joan Fontaine CBS/Fox/\$19.98 Prebook cutoff: 9/19/89; Street: 10/5/89
<b>"I HATE TO WORKOUT" WORKOUT</b> David Brenner Academy/\$19.95 Prebook cutoff: 9/21/89; Street: 10/19/89	<b>THE BOYS FROM BRAZIL</b> Gregory Peck CBS/Fox/\$59.98 Prebook cutoff: 9/19/89; Street: 10/5/89
<b>SANTABEAR'S FIRST CHRISTMAS</b> Kelly McGillis Vestron/\$14.98 Prebook cutoff: 9/13/89; Street: 10/4/89	<b>NORMAN'S AWESOME EXPERIENCE</b> Tom McCamus South Gate/\$89.95 Prebook cutoff: 9/22/89; Street: 10/5/89
<b>AN AMERICAN CHRISTMAS CAROL</b> Henry Winkler Vestron/\$19.98 Prebook cutoff: 9/13/89; Street: 10/4/89	<b>PHANTOM BROTHER</b> Jon Hammer, Patrick Molloy South Gate/\$69.95 Prebook cutoff: 9/22/89; Street: 10/5/89
<b>THE JUDDS: ACROSS THE HEARTLAND</b> The Judds MPI/\$19.95 Prebook cutoff: 9/11/89; Street: 9/27/89	<b>MOM! LOUIE'S LOOKING AT ME AGAIN!</b> Louie Anderson J2/\$39.95 Prebook cutoff: 9/21/89; Street: 10/12/89
<b>THE PRIME OF MISS JEAN BRODIE</b> Maggie Smith CBS/Fox/\$79.95 Prebook cutoff: 9/19/89; Street: 10/5/89	<b>THE CHOIRBOYS</b> Charles Durning MCA/\$79.95 Prebook cutoff: none; Street: 10/5/89

To get your company's new video releases listed, send the following information—title, performers, distributor/manufacturer, format(s), prebook cutoff, ship date, box-office gross, and suggested list price (if available)—to Video Releases, Billboard, 1515 Broadway, New York, N.Y. 10036.

## Positioning Called Key To Opening Sales Doors Consultant Offers Marketing Tips At VSDA Confab

BY EDWARD MORRIS

**LAS VEGAS** Positioning is far more significant than pricing, a marketing consultant told store owners and managers at the Video Software Dealers Assn. convention here Aug. 8. In stressing that point,



Jay Conrad Levinson, of Guerrilla Marketing International, detailed dozens of ways for video store operators to attract and keep customers.

Customer convenience will be of increasing importance during the '90s, Levinson asserted. To maximize convenience for video renters and buyers, Levinson advised store owners to consider staying open 24 hours a day every day; to make it easy for customers to find the right section and the right tape within that section; to light stores brightly enough for older customers (particularly those over 40) to read the boxes; to accept all credit cards; to provide ample free parking—or have a jar of free meter money on the counter; to ensure that customers can get assistance when they want it; to make it simple to return videos at any time; to offer discount prepayment plans for multiple rentals; to let people keep their videos

for two or three days; to offer a pick-up and delivery service for homes and offices; to offer related items for sale "that go with the enjoyment of renting a film"; and to locate the store so that it is "on the way home from somewhere."

Levinson laid out other tips on improving person-to-person contacts; establishing oneself as a vital member of the community and/or as a video expert; "fusion marketing" with other companies; and making the most of advertising and publicity opportunities. Central to all this, he cautioned, is a brief marketing plan that specifies who the target audience is and delineates the store's relationship to it. (He contended that the plan should not be more than seven sentences long.)

Once that groundwork is laid, Levinson said, there are many free and low-cost positioning ploys the store operators can take. Among them:

- Select a good store name. Bad ones, Levinson argued, are those that are hard to remember, hard to pronounce, or which remind the consumer of someone else's business.
- Have an appealing, eye-catching logo because, says Levinson, "You're next to nuts if you don't give somebody something visual to remember you by."
- Greet customers with the right "telephone demeanor"—even if that means schooling the staff in

telephone manners and allowing only those who have taken the course to answer the phone. Also, have impelling on-hold messages that tout the advantages of the store.

- Improve word-of-mouth "advertising" by giving no-strings-attached free items to those audiences (such as hair stylists) who influence others.

- Get involved in the community via such vehicles as sponsoring and supporting little league or bowling teams; join (and remain active in) trade associations and local clubs.

- Engage in "fusion marketing"—that is, tying the video-store ads in with ads for other businesses by sharing a sign or a brochure with them.

- Be aware of how the store staff is dressed. "Your store will be judged," Levinson stressed, "by the clothes worn by the person with the worst taste."

- Tie in with the local welcome wagon and have promotional postcards printed for inclusion in direct-mail packages.

- Follow up every customer contact with mailings and greetings to show appreciation and to groom for additional business.

- Smile at customers and call them by name.

- Establish yourself as an expert  
*(Continued on page 55)*

## VSDA Seminar Emphasizes Need For Business Plan

BY EARL PAIGE

LAS VEGAS A well-prepared business plan means more to video stores and chains than the ability to go after more capital, and may be worthwhile even if there is no eventual need to borrow money.

### VSDA REPORT

That was the message outlined by Harry Landsburg, a CPA with Laventhol & Horwath, who stressed the importance of creating an effective business plan at a twice-repeated seminar during the Video Software Dealers Assn. convention here Aug. 6-9. Landsburg, who has spoken at several VSDA functions, is a familiar face on the seminar circuit.

Landsburg's presentation, "A Business Plan For Video Store Borrowing," was one of two given here that addressed ways in which video specialty retail firms can raise capital.

According to Landsburg, there are various internal uses of a business plan. "It allows you to pull together a multilocation business, and it gives you a framework for decisions out to three to five years," he said. The plan can also provide employees with clear expectations regarding performance and priorities, as well as a basis for measurement of those criteria. There is also the value of educating and motivating key staff through the planning process.

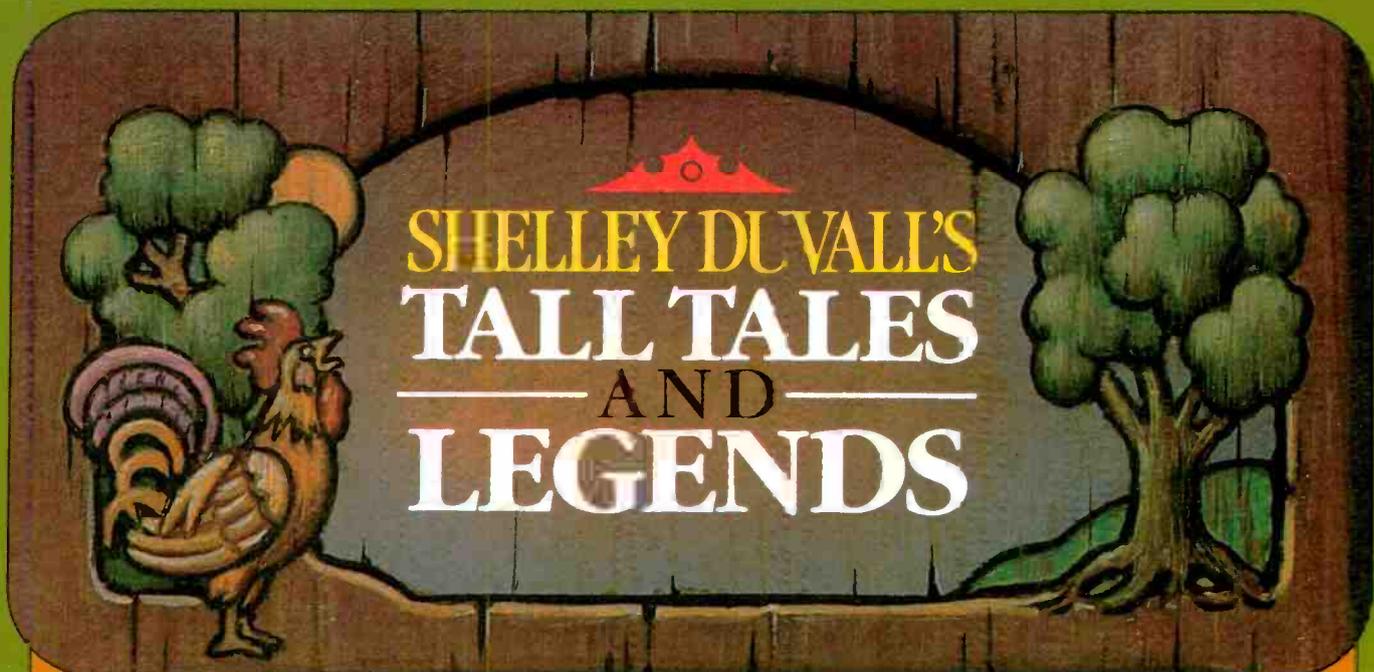
Of particular importance is to provide for diverse input. "Make it a group effort. Allow your key employees to understand that there is a company vision," said Landsburg. The business plan is of such importance that business planning executives now have an acronym for it: "SWOT," said Landsburg, which stands for "strengths and weaknesses and opportunities and threats."

As important as the business plan is, it is not a panacea. "It's a barometer, a guideline. No one meets the dollar estimates that go into the plan, but then chances are you have never developed the assumptions for your dollar expectations," a prime purpose of the plan, Landsburg said.

As might be expected, Landsburg was not far into his presentation before attendees asked him about the importance of depreciation, a favorite topic for the VSDA accounting-practices spokesman. Advising that VSDA now has a special video on depreciation, Landsburg said, "Bankers now have two methods [of depreciation] to look at. Depreciation is the only tax tool you have. They would rather see you pay [banks] than pay taxes."

Still another important aspect of developing a business plan is to involve top management and those employees in key areas. "Communicate that the plan is being written. Give your people some topics to con-

(Continued on next page)



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**CASEY AT THE BAT**

ELLIOTT GOULD CAROL KANE

**ANNIE OAKLEY**

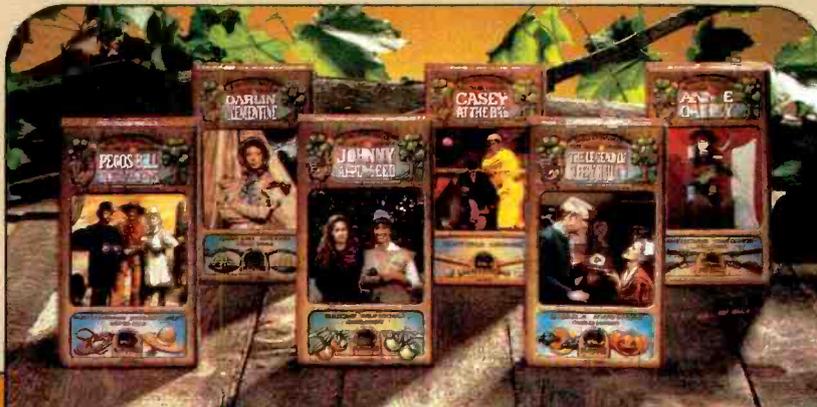
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## In Video Store Design, Function Precedes Form

BY EDWARD MORRIS

LAS VEGAS While rental and sell-through prices are fixed by prevailing economic conditions, video store design can be as elastic and varied as the operator's imagination allows. That was the underlying

theme of "Store Design For A Changing Market," a panel discussion held at the Video Software Dealers Assn. convention



here, Aug. 6-9.

Moderated by John Maiorello, head of JD Store Equipment, the panel consisted of Debi English, assistant VP of store design and planning at Torrance, Calif.-based Warehouse Entertainment; Janice Zosh-Williams, VP of operations at Dayton, Ohio-based Video Towne chain; and Ned Berndt, VP at Miami-based Q Records & Video.

In his introductory remarks, Maiorello maintained that "form should follow function" in store design. He recommended that all signs in the store carry the company's logo "to remind the consumers what store they're in." And, he admonished, "Don't put your money into your racks—put it on your racks."

English laid out three design precepts: Basics should be attended to before the imagination is brought into play; stores should be comfortable to shop in and easy to figure out; and there should be a stimulating and entertaining store environment for shoppers.

On the matter of basics, English said the floors and windows should be clean, the fixtures in good shape, the signs working, and the lighting bright and free of burned-out bulbs. Only after these concerns are handled, she advised, should one turn to the more decorative matters of design.

No matter how great the temptation is to elevate design to art, English advised, "Don't get them thinking about it." (Continued on next page)

### BIZ PLANS EMPHASIZED

(Continued from preceding page)

sider, some time to think about it and come up with suggestions."

In fact, integrating planning and implementation into the regular work schedule is vital, he said. "What happens is the phone rings and the next thing you know it's a month later and you've done nothing" in terms of getting the plan written, he said.

Knowing whom the plan is aimed at is also vital. In presenting three forms of a business plan, Landsburg cautioned at one point the advisability of including critical risks and problems. "If the plan is for a bank, leave this out. Don't get them thinking. If the plan is for a venture capital firm, then they will appreciate it; they will be looking at [risks and problems] anyway."

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# TOP VIDEOCASSETTES RENTALS

Compiled from a national sample of retail store rental reports.

THIS WEEK	LAST WEEK	WKS. ON CHART	TITLE	Copyright Owner, Manufacturer, Catalog Number	Principal Performers	Year of Release	Rating
1	1	9	<b>TWINS</b>	Universal City Studios MCA Home Video 80873	A. Schwarzenegger Danny DeVito	1988	PG
2	2	8	<b>DIRTY ROTTEN SCOUNDRELS</b>	Orion Pictures Orion Home Video 8725	Steve Martin Michael Caine	1988	PG
3	6	3	<b>MISSISSIPPI BURNING</b>	Orion Pictures Orion Home Video 8730	Gene Hackman Willem DaFoe	1988	R
4	3	5	<b>DANGEROUS LIAISONS</b>	Warner Bros. Inc. Warner Home Video 11872	Glenn Close John Malkovich	1988	R
5	4	7	<b>THE ACCIDENTAL TOURIST</b>	Warner Bros. Inc. Warner Home Video 11825	William Hurt Kathleen Turner	1988	PG
6	11	2	<b>TEQUILA SUNRISE</b>	Warner Bros. Inc. Warner Home Video 11821	Mel Gibson Michelle Pfeiffer	1988	R
7	7	6	<b>COCOON: THE RETURN</b>	CBS-Fox Video 1710	Don Ameche Wilford Brimley	1988	PG
8	5	13	<b>COMING TO AMERICA</b>	Paramount Pictures Paramount Home Video 32157	Eddie Murphy Arsenio Hall	1988	R
9	10	4	<b>TRUE BELIEVER</b>	RCA/Columbia Pictures Home Video 6-25012	James Woods Robert Downey, Jr.	1989	R
10	9	10	<b>MY STEPMOTHER IS AN ALIEN</b>	Weintraub Ent. Group RCA/Columbia Home Video 6-21028	Dan Aykroyd Kim Basinger	1988	PG-13
11	18	2	<b>THE FLY II</b>	CBS-Fox Video 1725	Eric Stoltz Daphne Zuniga	1989	R
12	8	9	<b>ALIEN NATION</b>	CBS-Fox Video 1585	James Caan Mandy Patinkin	1988	R
13	14	4	<b>WHO'S HARRY CRUMB?</b>	Tri-Star Pictures RCA/Columbia Home Video 6-27013	John Candy	1989	PG-13
14	13	7	<b>THE LAST TEMPTATION OF CHRIST</b>	Universal City Studios MCA Home Video 80885	Willem DaFoe Barbara Hershey	1988	PG
15	17	3	<b>HEATHERS</b>	New World Entertainment New World Video A88041	Winona Ryder Christian Slater	1988	R
16	12	15	<b>THE ACCUSED</b>	Paramount Pictures Paramount Home Video 32149	Kelly McGillis Jodie Foster	1988	R
17	22	5	<b>THE BOOST</b>	Hemdale Film Corp. HBO Video 0230	James Woods Sean Young	1989	R
18	15	21	<b>BIG</b>	CBS-Fox Video 4754	Tom Hanks	1988	PG
19	16	18	<b>COCKTAIL</b>	Touchstone Pictures Touchstone Home Video 606	Tom Cruise Bryan Brown	1988	R
20	20	2	<b>TALK RADIO</b>	Universal City Studios MCA Home Video 80894	Eric Bosogian	1988	R
21	23	5	<b>PHYSICAL EVIDENCE</b>	Columbia Pictures Vestron Video 5284	Burt Reynolds Theresa Russell	1988	R
22	19	10	<b>DEEPSTAR SIX</b>	IVE 61700	Greg Evigan Taurean Blacque	1989	R
23	21	3	<b>POLICE ACADEMY 6: CITY UNDER SIEGE</b>	Warner Bros. Inc. Warner Home Video 11873	Bubba Smith Michael Winslow	1989	PG
24	<b>NEW ▶</b>		<b>THE 'BURBS</b>	Universal City Studios MCA Home Video 80878	Tom Hanks	1989	PG
25	34	2	<b>1969</b>	Atlantic Releasing Corp. Media Home Entertainment M012482	Robert Downey, Jr. Kiefer Sutherland	1988	R
26	24	7	<b>I'M GONNA GIT YOU SUCKA</b>	MGM/UA Home Video M901641	Isaac Hayes Bernie Casey	1988	R
27	25	10	<b>A CRY IN THE DARK</b>	Cannon Films Inc. Warner Home Video 11868	Meryl Streep Sam Neill	1988	PG-13
28	31	7	<b>HEARTBREAK HOTEL</b>	Touchstone Pictures Touchstone Home Video 609	Charlie Schlatter David Keith	1988	PG-13
29	27	6	<b>TORCH SONG TRILOGY</b>	New Line Cinema RCA/Columbia Home Video 6-22829	Harvey Fierstein Anne Bancroft	1988	R
30	<b>NEW ▶</b>		<b>GLEAMING THE CUBE</b>	Grand Slam Hits Vestron Video 5275	Christian Slater Steven Bauer	1988	PG-13
31	28	12	<b>EVERYBODY'S ALL-AMERICAN</b>	Warner Bros. Inc. Warner Home Video 11827	Jessica Lange Dennis Quaid	1988	R
32	30	9	<b>KINJITE: FORBIDDEN SUBJECTS</b>	Cannon Films Inc. Cannon Video 31036	Charles Bronson	1988	R
33	26	18	<b>GORILLAS IN THE MIST</b>	Universal City Studios MCA Home Video 80851	Sigourney Weaver Bryan Brown	1988	PG
34	33	25	<b>A FISH CALLED WANDA</b>	CBS-Fox Video 4752	John Cleese Jamie Lee Curtis	1988	R
35	29	22	<b>CROCODILE DUNDEE II</b>	Paramount Pictures Paramount Home Video 32147	Paul Hogan Linda Kozlowski	1988	PG
36	<b>NEW ▶</b>		<b>SPLIT DECISIONS</b>	New Century Films Warner Home Video 764	Gene Hackman Craig Sheffer	1988	R
37	37	29	<b>DIE HARD</b>	CBS-Fox Video 1666	Bruce Willis Bonnie Bedelia	1988	R
38	32	12	<b>HIGH SPIRITS</b>	Media Home Entertainment M012009	Peter O'Toole Daryl Hannah	1988	PG-13
39	35	9	<b>PARENTS</b>	Vestron Pictures Inc. Vestron Video 5278	Randy Quaid Mary Beth Hurt	1989	R
40	39	17	<b>CHILD'S PLAY</b>	MGM/UA Home Video M800951	Catherine Hicks Chris Sarandon	1988	R

♦ ITA gold certification for a minimum sale of 125,000 units or a dollar volume of \$9 million at retail for theatrically released programs, or of at least 25,000 units or \$1 million at suggested retail for nontheatrical titles. ◇ ITA platinum certification for a minimum sale of 250,000 units or a dollar volume of \$18 million at retail for theatrically released programs, and of at least 50,000 units and \$2 million at suggested retail for nontheatrical titles.

## VIDEO RETAILING

### IN STORE DESIGN, FUNCTION PRECEDES FORM

(Continued from preceding page)

English cautioned store owners against overwhelming their customers with design elements. Wall colors, she advised, should be "recessive," while the color of the signs posted on the walls should be contrastingly "hot." To make it simple for the customer, there should be easily read signs marking each section as well as appropriate signs in floor frames to draw particular attention. Rental prices should be clearly posted.

To create a smooth traffic flow, the aisles must be as wide as possible. "Give customers room to browse," English said, "and they'll stay in the store longer." The store's most active video titles should be placed throughout the store, she said, both to discourage crowding and to encourage browsing. Since videos that face outward receive more attention than those displayed with only their spine exposed, English urged store owners to rid their shelves of slow-moving titles to get more display space.

To keep the traffic moving, English pointed out, the store must have a quick checkout system.

To provide a more pleasing in-store atmosphere, English advised designers that the decor should reflect the perception that video retailing is a part of show business. The cramped feeling created by insufficient floor space can be compensated for, she said, by lifting the ceiling. Television monitors can be put in useful spots, such as the checkout counter, instead of at merely decorative locations. And neon signage—as well as space in general—can be amplified by the judicious use of mirrors. Point-of-purchase material, English concluded, should be used sparingly, but imaginatively.

Zosh-Williams provided the audi-

ence with a handout that outlined the following components of store design: theme and idea; budget; design (layout, colors, signage); space planning (traffic flow, security, fixtures, lighting, signage, flooring); equipment (computers, monitors, security system); and maintenance (heating, ventilating, air conditioning, fixtures, flooring).

**'Despite the great temptation to elevate store design to art, the basics should be attended to first'**

Noting the expense of neon signs, Zosh-Williams suggested stores could get the neon look with acrylic signs that are more mobile and easier to maintain. To discourage pilferage, she recommended that racks be no more than shoulder-high.

Berndt discoursed particularly on the importance of signs within the store. He said he separates his new titles into "Theatrical Hits" and "Video Winners." His chain's kidvid business increased its rentals by 50%, he reported, after he subdivided its holdings into the categories of "Cuddles," "Edutainment," "Family," "Cartoons," "Fairy Tales," and "Action Adventure."

Maximize display floor space, he advised, by cutting down on backroom space. He said his backrooms account for less than 3% of his total floor space, a layout that also discourages employee theft and idleness.

### CONSULTANT OFFERS MARKETING TIPS AT VSDA MEET

(Continued from page 52)

on video by offering to write a regular newspaper column on the subject. Or, give seminars on videos and movies.

- Be sure the store is always neat so it is remembered as such by the customers.

- Have a viewing area for customers to sample the videos they are interested in.

- Stage contests and sweepstakes to bring customers into the store and to get their names and addresses for mailing lists.

- Be aware of co-op advertising funds and use them.

- Save all customer testimonials and enlarge them for signs and reproduce them for direct-mail pieces, ads, and columns or news stories about the store.

- Develop media contacts to plant free publicity for the store.

- Know your titles well enough to discuss them with inquiring customers. Know what the bad movies are and warn the customers about them to create a feeling of trust.

- Instead of reserving free rentals to bring in new customers, find reasons—such as birthdays or anniversaries—to give freebies to established customers. The gesture will result in improved word-of-mouth

promotion, Levinson noted, as well as urging old customers to rent or buy more.

- Have a second-in-command who is aware of the store's positioning strategies and who can carry them out in your absence.

- Keep an eye on your competitors' operations—and your own—to know what is really going on in video.

- Overall, create for your store an identity of giver rather than taker.

**240 VIDEO TITLES in 2 sq.ft. for counter or wall display.**



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## RETAIL EXPERT ROUSES AUDIENCE

(Continued from page 52)

had been submitted to him by VSDA members—both large and small. He found many of those ideas to his liking. Among the tips:

- One case study that got Glen excited involved single-store Multi Video in Bellflower, Calif., taking on Blockbuster on its own terms.

When Blockbuster opened a store just 600 yards away, Multi Video mirrored every detail of Blockbuster's own grand-opening campaign and even redeemed the competitor's coupons. The copycat ploy netted an extra \$800 in business, with 100 new customers visiting the store during

the first week and an additional 200 the next week.

- Two suggestions came from Dayton, Ohio-based Video Towne, which has generated an additional \$50,000 in business per month. The chain also caught Glen's attention with Early Bird specials, which it

promotes with a streetside mascot in a bird suit.

- Village Video in Chicago suggested that stores learn which books are required reading in local school districts, then compile a list of classic videos that relate to those books.

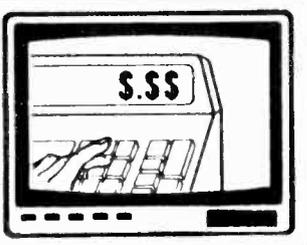
- Dallas-based Pick A Flick not only recommends to customers videos related to those they rent or purchase, but also prints these titles on the receipt.

- Shoestring Video in Libby, Mont., used its customers to lessen the cost of its move to a larger location. The store initiated a five

tapes/five days offer for \$5 at the old location and asked the customers to return the tapes to the new store. In addition to lightening the shipping load, the move got customers familiar with the new location.

- Glen lauded several ideas from two of the larger chains: West Coast Video/National Video and Erol's. He praised a West Coast tie with McDonald's that offered consumers a chance to win a role in the M.C.E.G. movie "The Chocolate War"; he raved about Erol's "Book Of Video Lists" and its videoprinting effort on behalf of children's safety.

## STORE MONITOR



by Earl Paige

**REGIONALS GEAR UP:** A number of Video Software Dealers Assn. regional chapter leaders are looking to hold events that can continue the momentum of the trade group's annual convention in Las Vegas, just concluded Aug. 6-9. **Chicago Chapter** chief Elaine Zizas, at **Movies In Motion**, Orland Park, Ill., hopes to cop the two reviewers who co-hosted VSDA's awards show, **Michael Medved** and **Jeffrey Lyons**. "They'll be in Chicago in late September and that's what we're shooting for. I like the idea of how they explain ratings, why a movie is rated R, whether for nudity, language, or whatever. I think this is the kind of information parents are interested in or should be made aware of."

Another chapter gearing up is **Central Texas**. "I'm not very popular right now, calling a board meeting the week following VSDA," says **Dawn Wiener**, president and co-owner of **Austin, Texas, operation Home Video Plus Music**. "So far we've got a speaking commitment from **John Farr**," national sales manager at **Commtron**. "We're also asking the **Houston Chapter** to combine with us for the meeting."

**SELL-THROUGH SEASON:** Spearheaded by the **Paramount Home Video** \$14.95 release, the sell-through surge is under way, say many video retailers, including those who have stumbled at other junctures. "We made the mistake that so many stores have," says **Bill Concevitch**, director of marketing and promotions at 11-unit **Mega Video**, the aggressive franchise chain out of Easton, Pa. "So many stores just stick sell-through in with everything else and it gets lost. We've done it, too. Now we're constructing what essentially is a store-within-a-store concept," he says. "Though we use the generic **J.D. Store Equipment** racks, we're going with another color rack for sell-through. We'll also create a look from ceiling to floor. We're making a large commitment to sell-through in terms of space."

Making even more of a concerted effort in sell-through but with a different attitude about the \$14.95 price point being as pivotal is **John Day**, president of 85-store **Video Connection**, Toledo, Ohio. Day was among the initial sign-ups with racker **Video Channels** and has opened a sell-through-only store recently. "The consumer has a hang-up at \$14.95. Video sells just OK at this price. But put it out there at \$9.95 and it vanishes. We've had this line of B Westerns and just can't keep them in stock," says Day, adding, "\$9.95 is the magic price point. In addition to the growing amount of product at that price, we have all our previously viewed [product] at \$9.95. That's heavy competition for the \$14.95 stuff."

Still another view on sell-through comes from **Frank Curreri**, owner of **Video Entertainment Centers**, Dedham, Mass. A former director with buying co-op **American Video Assn.**, Curreri is awed by all the attention being focused on sales. "You have to wonder about the future of the rental business as these prices keep coming down and the collector market goes on growing. The sell-through is getting closer to the rental price. Looking three to five years out, with other programming delivery systems being tested, I wonder how much more change we'll see. I am frankly looking into adding audio, something more stable and reliable."

**CD CONNECTION:** Gary Messenger, head of 15-unit **North American Video**, Durham, N.C., contends he has

never backed out of CD after taking the plunge three years ago. What's happening is that word has surfaced on his exploration of combining a new superstore concept with an existing CD-only chain.

"CD didn't work in Raleigh [N.C.], so we pulled the product out of there and divided it into our two other stores. One problem in Raleigh was that a hardware chain we were promoting with moved its store. There was also a lot of competition coming in," says Messenger. The two other North American units featuring CD are near the Univ. of North Carolina and Duke Univ., not entirely normal locations. They do not feature prerecorded audiotapes. "When you look downstream at the video business, it looks a little flat. You have to present something new and exciting for your old customers. What we're looking at is some kind of joint operation, making use of two stores, doing a bounce-back in terms of cross-promotion," says Messenger, pointing out that by such a merger he would not have to make the added investment in audio inventory and would still present everything on one premises.

Expanding stores to become half video and half music has become a formula for **Dawn** and **Herb Wiener**. But there was a large learning curve. "There are a lot of differences when you get into music," says Dawn Wiener, noting that unlike North American, Home Video added cassettes, too. "We even had LPs at first," she says. One initial shock is that "in music you have nobody to hold your hand as you do in video" in terms of label and distributor reps coming to the stores. Instead, there could be lines of supply with as many as six one-stops, none of which ever have any representatives on the road. Home Video now has its music purchasing under control because "we hired someone with 13 years' experience with two different music chains." The chain's five music locations have large sections of 5,000-7,500 pieces in both CD and cassette. "It's like night and day, having an experienced buyer. Immediately we added music in two stores, and now we rack the rest of the chain."

**GEM OF AN IDEA:** Jack Messer, well-known retail veteran, and to some minds a controversial industry figure, acknowledges that his formation of **Gemstone Entertainment** in Cincinnati and involvement in **Gator Video** in Florida "has found some people saying this is just a way to keep my seat on the board" of VSDA. With the rotation off the board by **Arthur Morowitz** and **Frank Barnako** at VSDA's recent convention, Messer remains the sole founding director who is still on the board (and he had to run once as an independent). However, Messer shrugs off any of VSDA's inner politics and will not disclose future plans for Gemstone, either, which could include organizing a bid for **Video Store**, vastly expanded once Messer sold some initial interest to **Vestron Video**. "We opened 40 stores in five months at one point," he says. Other acquisitions were made in New York and New Jersey. In total, there are 82 stores in eight states and a large 15,000-square-foot headquarters building in Cincinnati.

**MAKING THE CUT:** **Video Connection**, the **John Day** operation out of Toledo, Ohio, is boasting its first open display store, taking the plunge without cut boxes. "We may cut the boxes on catalog product. But we don't want to risk ruining the used value by cutting up new release boxes," says Day, describing a merchandising array similar to Blockbuster (a generic tape case behind the empty box, used for display and identification). Cut boxes continue to be a prime consideration for stores going the open-display route. "We don't know of any used-tape brokers who will consider buying product in cut boxes," says Elaine Zizas, a leading broker. That aside, open display is the way to go, says Day. "We've only had open display in the one store for six weeks but we've already seen a 25% increase in rental revenue."

FOR WEEK ENDING SEPTEMBER 2, 1989

Billboard

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## TOP KID VIDEO SALES

THIS WEEK	LAST WEEK	WKS. ON CHART	TITLE Copyright Owner, Manufacturer, Catalog Number	Year of Release	Suggested List Price
★ ★ NO. 1 ★ ★					
1	1	46	<b>CINDERELLA</b> Walt Disney Home Video 410	1950	26.99
2	2	14	<b>TEEN MUTANT NINJA TURTLES: THE SHREDDER ...</b> Family Home Entertainment 23981	1987	14.95
3	3	14	<b>NUTS ABOUT CHIP 'N' DALE</b> Walt Disney Home Video 447	1989	14.95
4	6	29	<b>TEEN MUTANT NINJA TURTLES: HOT RODDING ...</b> Family Home Entertainment 23980	1989	14.95
5	4	98	<b>LADY AND THE TRAMP</b> Walt Disney Home Video 582	1955	29.95
6	5	4	<b>DAFFY DUCK'S QUACKBUSTERS</b> Warner Bros. Inc./Warner Home Video 11807	1988	19.95
7	7	14	<b>BONGO</b> Walt Disney Home Video 546	1989	14.95
8	12	44	<b>TEEN MUTANT NINJA TURTLES: HEROES ...</b> Family Home Entertainment 23978	1988	14.95
9	11	13	<b>BEN AND ME</b> Walt Disney Home Video 460	1989	14.95
10	10	168	<b>WINNIE THE POOH AND TIGGER TOO ♦</b> Walt Disney Home Video 64	1974	14.95
11	9	14	<b>DISNEY'S SING ALONG SONGS: FUN WITH MUSIC</b> Walt Disney Home Video 451	1989	14.95
12	8	14	<b>MICKEY AND THE GANG</b> Walt Disney Home Video 445	1989	14.95
13	15	149	<b>SLEEPING BEAUTY ♦</b> Walt Disney Home Video 476	1959	29.95
14	23	168	<b>ALICE IN WONDERLAND ▲ ♦</b> Walt Disney Home Video 36	1951	29.95
15	14	14	<b>DUCKTALES: LOST WORLD WANDERERS</b> Walt Disney Home Video 450	1989	14.95
16	18	205	<b>DUMBO ▲ ♦</b> Walt Disney Home Video 24	1941	29.95
17	16	33	<b>THE JETSONS MEET THE FLINTSTONES</b> Hanna-Barbera Home Video 1119	1987	29.95
18	13	154	<b>WINNIE THE POOH AND THE HONEY TREE ♦</b> Walt Disney Home Video 49	1965	14.95
19	20	43	<b>RAFFI IN CONCERT WITH THE RISE &amp; SHINE BAND ◊</b> Troubadour Records Ltd./A&M Video VC61719	1988	19.98
20	19	14	<b>DUCKTALES: DUCK TO THE FUTURE</b> Walt Disney Home Video 449	1989	14.95
21	<b>NEW ▶</b>		<b>SCOOBY-DOO WITH GUESTS BATMAN AND ROBIN</b> Hanna-Barbera Prod. Inc./Kids Classics K5029	1988	29.95
22	22	50	<b>DISNEY'S SING ALONG SONGS: YOU CAN FLY!</b> Walt Disney Home Video 662	1988	14.95
23	21	164	<b>WINNIE THE POOH AND THE BLUSTERY DAY ♦</b> Walt Disney Home Video 63	1968	14.95
24	17	95	<b>DISNEY'S SING ALONG SONGS: ZIP-A-DEE-DOO-DAH ◊</b> Walt Disney Home Video 480	1986	14.95
25	25	63	<b>MICKEY COMMEMORATIVE EDITION</b> Walt Disney Home Video 690	1988	14.95

♦ ITA gold certification for a minimum sale of 125,000 units or a dollar volume of \$9 million at retail for theatrically released programs, or of at least 25,000 units or \$1 million at suggested retail for nontheatrical titles. ◊ ITA platinum certification for a minimum sale of 250,000 units or a dollar volume of \$18 million at retail for theatrically released programs, and of at least 50,000 units and \$2 million at suggested retail for nontheatrical titles.

## Europeans Watch Daily TV 58% More In '89 PETAR Releases Viewership Study

BY NIGEL HUNTER

LONDON The third Pan European Television Audience Research study, conducted by Research Services Ltd., indicates a 58% increase in daily viewership for commercial satellite channels compared with '88's survey.

Of the individual channels examined in the report, MTV Europe showed the largest growth, increasing its viewership threefold, from a little more than 1.5 million last year to 4.1 million in 1989. The PETAR demographic research indicates that MTV also has the strongest youth profile, with about 71% of its audience ranging from 4-34 years old,

compared to 57% for Super Channel and 59% for Sky.

The sampling technique for the 1989 PETAR survey was the same as in 1988: Individual diaries were completed by a random selection of viewers over a four-week period. The same 11 European countries were covered, although the Flanders area was added to the Belgian input for the first time.

The PETAR survey sampled 4,206 individuals aged 4 years and over and covered 93 channels, of which 35 are delivered by satellite. It took place April 3-30.

According to a representative of Research Services, the firm added "two major enhancements" to the 1989 survey. These were a survey of 1 million businessmen (including 375,000 "top" businessmen) in six key countries, specific details of which will be published separately; and a separate survey of 50 satellite dish-owning households in the U.K. receiving direct-to-home transmissions.

According to the survey, a total of 11.6 million viewers watch commercial satellite TV channels every day. That figure grows to 25.2 million in a week, with 32 million viewers watching one or more commercial satellite TV channels over four weeks.

These viewing levels represent increases of 50% and 40% respectively over 1988. The survey comments that this shows that not only have commercial satellite TV channels increased their audiences, but also that

viewers are tuning in more often.

The potential audience for the commercial satellite channels now exceeds 43 million, 11 million (30%) more than last year.

The average viewer spends three hours and 20 minutes per week watching commercial satellite channels, representing 20% of all his TV viewing. The amount of time spent watching these channels has risen 27% since 1988, although total TV viewing has only increased by 1% to 16 hours, 48 minutes.

A country-by-country breakdown of the four-week period shows West Germany heading the league with over 11 million viewers or 95% of the reach. Second is Belgium with nearly 6 million viewers (68%) and third comes the Netherlands with over 5 million (53.5%).

Bottom of the table are the U.K. with 821,000 (93.4%) and Finland with 639,000 (62.6%). This shows particularly in the U.K.'s case the low market penetration of satellite-receiving equipment.

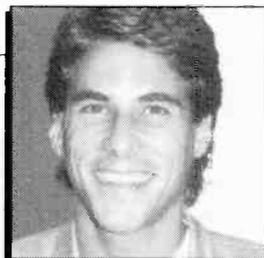
PETAR is the only exercise in European joint industry research with representation from the European Advertising Agencies Assn. and the World Federation of Advertisers.

Two new sponsors have joined since last year: BBC TV Europe and the European Business Channel. Other sponsors include MTV Europe, Sky Television, Super Channel, and W.H. Smith Television (Lifestyle/Screensport).



**Queen King.** Singer/songwriter Carole King is shown on the set of her clip for "Someone Who Believes In You," with director Tony Mitchell. The clip supports her Capitol album, "City Streets," her first release in five years.

## THE EYE



by Steven Dupler

**MTV INTERNACIONAL**, the Spanish-language version of MTV, is increasing its involvement in the promotion of Hispanic rock acts to the U.S. public: On Sept. 7, the channel enters the concert presentation biz for the first time, joining forces with **BMG International** to present a show by rock star **Miguel Mateos** at the **Palace Theater** in Los Angeles.

The Argentinian rocker—whose albums have reportedly sold in the millions in South America—is "just beginning to get some presence in the States, and we have been helping build that all year," says **Liz Nealon**, VP, international, for MTV.

"We have been attempting to build support for him all year on the channel, working closely with the label," she says. "Our strongest viewership is in L.A., and that is also where he has the most presence at this point."

According to Nealon, all print ads and tickets will bear the MTV Internacional logo. MTVI is also producing radio and TV spots, with BMG funding the local radio campaign. MTVI is working in conjunction with **KVEA-TV**, the **Telemundo** affiliate in Los Angeles, to help promote the event. Also planned is a point-of-purchase promotional campaign in a supermarket chain catering to the Hispanic market.

MTVI VJ **Daisy Fuentes** will introduce Mateos and host the show, adds Nealon, noting that the stage will be adorned with MTVI signage, and the channel's T-shirts will be on sale in the lobby.

"There's a lot of really credible rock in Latin America that people never get exposed to here," asserts Nealon. "The problem is Latin radio in the U.S. doesn't play rock, and album rock and top 40 radio don't want to play Spanish music. So we've been identifying all these great artists coming from Latin America, and trying to create a vehicle to expose them in the U.S."

**SOMEBODY HAD TO SAY IT:** Kudos to **Michael Reinert**, who acquires and programs music videos for the 1,200 or so **Rowe International** music video jukeboxes scattered around the U.S. Writing in the most recent "Video Talk" column in the **CVC Video Report**, Reinert notes: "We've received a lot of complaints from video jukebox operators about all the new clips using that grainy, black-and-white imagery, along with hand-held camera shots, a la cinema verité. They all think the tape is defective when they see it! And I have to agree that these types of shots are becoming video clichés, as well being boring and distracting. So how about it, all you producers/directors? Can we get something different for a change?"

And we thought we were the only ones who felt this way: Surely this particular "flavor of the month" has gotten a little stale by now, no?

**DANGER DANGER ZONE:** If you were walking on 57th Street in New York about two weeks ago, and happened to see a crowd of 50 determined-looking people heading West, wearing T-shirts and hats emblazoned with the logo of new **Epic** rock act **Danger Danger**, relax—that was no hallucination. It was simply another crazy promotional scheme cooked up by those wild'n'wacky zanies at Epic.

Led by top 40/video promotion man **Steve Backer**, the Epic mob—featuring label prez **Dave Glew**, VP of product development **Dan Beck**, and promotion whizzes **Polly Anthony** and **Harvey Leeds**, among others—stormed the MTV corporate stronghold at 1775 Broadway, and commandeered the office of the channel's programming chief, **Abbey Konowitch**.

Now, while Konowitch *does* have a pretty nice office, it must have gotten just a tad cramped—what with all 50 Epic-ites stuffed in there—so it's no surprise that Konowitch gave in to their demand that he immediately screen the new clip for the band's "Naughty Naughty" single. No word at press time as to where it may end up in the channel's rotation.

**NO PUNCHES ARE** pulled on **Elektra** act **10,000 Maniacs'** latest clip for the single "Eat For Two." The **Adam Bernstein**-directed video takes a strong stand against teenage (or any other unplanned) pregnancy, with lyrics like "Dream child in my head/ is a nightmare born in a borrowed bed," "My folly grows inside of me," and "Risk the game by taking dares with 'yes,'" punctuated by images of decapitated baby dolls and—in one particularly memorable shot—a tray full of surgical instruments. Subtle, hmm?

At any rate, the clip has received an initially warm reception from the MTV programming staff on first submission. Of course, at press time, the fun-loving folks at the channel's standards and practices department hadn't yet experienced "Eat For Two." Stay tuned...

**EYELETS:** Arista dance act **Exposé** will host a special segment of "Dance Party USA" on the **USA Cable** network Oct. 4. The show is seen Mondays-Fridays, 5 p.m.-5:30 p.m. EST... The **Jean Baptiste Mondino** video for fashion designer **Jean Paul Gaultier** featured on the August '89 **Rockamerica** dance reel is an absolutely killer combination of innovative visual work and an ear-grabbing audio remix. If you haven't seen "How To Do That" yet, try to find a copy—it's worth more than one look... **Rough Trade's** **Lucinda Williams** clip for "Passionate Kisses" is tearing it up right now: With an across-the-board appeal that reaches alternative, country, blues, and AC all at the same time, the video is currently appearing on a number of outlets, such as MTV's "120 Minutes," VH-1, and "Night Tracks." She'll be appearing on "Late Night With David Letterman" on Oct. 11.

## VIDEO TRACK

### LOS ANGELES

**NEIL YOUNG** IS "Rockin' In A Free World" in his new video, lensed on location at San Fernando's **Metals**. **Limelight's** **Julien Temple** directed the **Warner Bros.** clip, with **Michael Wells** producing.

**DNA** director **Jean Pellerin** recently shot the clip for **White Lion's** cover of **Golden Earring's** "Radar Love" on location in the California desert. The clip supports the band's Atlantic album, "Big Game." **Maurice Depas** produced with executive producer **David Naylor**.

**Rough Trade Records'** **Lucinda Williams** shot "Passionate Kisses" with **Midnight Films** director **Carlos Grasso**. **Mark Leemkuil** produced the Santa Monica-based shoot.

**Winmill Music Group** produced **Lizzy Borden's** "We Got The Power" from the band's **Metalblade** album, "Master Of Disguise." **Tony Kunewalder** directed and **Chip Miller** produced.

### NEW YORK

**MATT MAHURIN** DIRECTED **Lenny Kravitz** in "Let Love Rule," the title track from the **Virgin** artist's new album. Mahurin mixed studio footage with location shots in Central Park. **Louise Feldman** produced the clip for **O Pictures**.

**L.L. Cool J's** "Big Ole Butt" and "One Shot At Love" came out of **Black And White Television** recent-

ly. The clips, directed by **Paris Barclay** and produced by **Marjorie Clark**, are from L.L.'s "Walking With A Panther" album on **Def Jam**.

**Lionel C. Martin** of **Classic Concept Productions** has wrapped **Big Daddy Kane's** "Smooth Operator," a combination take-off on "The Hustler" and "Coming To America," and **M.C. Relle's** "Life Of An Entertainer," a rags-to-riches mini-epic. Martin directed with co-producers **Ralph McDaniels** and **Sabrina Gray**.

### OTHER CITIES

**COUNTRY ROCKERS** **Foster & Lloyd** lensed "Suzette" in Nashville with **Limelight** director **Dean Lent**. **Kimberly Lansing** produced the clip for the **RCA** artists' "Faster And Louder" album.

**Fragile Films** director **Rupert Wainwright** and producers **Terance Power** and **Tracy Lee Wong** shot a series of Detroit/L.A. clips recently, including **M.C. Hammer's** "They Put Me In The Mix," a live performance shot at Detroit's **Joe Louis Arena**; and **Ace Juice's** "Go Go" and **Oaktown's** 3-5-7's "Straight At You," two concept/performance pieces.

*Production companies and post-production facilities are welcome to submit information on current projects. Please send material to Deborah Russell, Video Track, Billboard, 9107 Wilshire Blvd., Beverly Hills, Calif. 90210.*



**Uptown Boys.** The streets of Harlem, N.Y., were the location for the recent Picture Vision shoot for Capitol artist Paul Shaffer's single, "When The Radio Is On." Executive producer Steven Saporta, producer Jon Small, and director Ken Nahoum assembled a cast that included several bikers, local folks, music stars Dion, Ellie Greenwich, and the Fresh Prince, as well as actress Carol Kane. Pictured, from left, are the Fresh Prince (second from left), Small, Shaffer, and manager Michael Klenfner.

## NEW VIDEOCLIPS

This weekly listing of new video-clips generally available for programming and/or promotional purposes includes artist, title, album (where applicable), label, producer/production house, and director. Please send information to Billboard, New Video-clips, 1515 Broadway, New York, N.Y. 10036.

Real Love/Columbia  
Liz Silver/N. Lee Lacy Associates Inc.  
Sebastian Casadesus

**JANET JACKSON**  
**Miss You Much**  
Janet Jackson's Rhythm Nation 1814/A&M  
Aris McGarry  
Dominic Sena

**LIVING COLOUR**  
**Glamour Boys**  
Vivid/Epic  
John Diaz/Calhoun Productions  
Chuck Stone/The Thunderjockeys

**RONNIE MILSAP**  
**Woman In Love**  
Stranger Things Have Happened/RCA  
Marc W. Ball/Scene Three  
John Lloyd Miller

**SEDUCTION**  
**(You're My One And Only) True Love**  
Nothing Matters Without Love/A&M  
Billy Proveda/Oil Factory  
Harris Savides

**SHY**  
**Give It All You Got**  
Misspent Youth/Uni  
Louise Barlow/N. Lee Lacy Associates Inc.  
Victor Ginzburg

**WEIRD AL YANKOVIC**  
**Money For Nothing/Beverly Hillbillies**  
UHF: Original Motion Picture Soundtrack/Scotti Bros./  
Rock 'N' Roll/Epic  
John Hyde, Gene Kirkwood  
Jay Levey

**PEABO BRYSON**  
**All My Love**  
All My Love/Capitol  
Kate Eisman/N. Lee Lacy Associates Inc.  
Michael Oblowitz

**CINDY BULLENS**  
**Breakin' The Chain**  
Cindy Bullens/MCA  
Louise Barlow/N. Lee Lacy Associates Inc.  
Victor Ginzburg

**NATALIE COLE**  
**Rest Of The Night**  
Good To Be Back/EMI  
Joe Charbanic/N. Lee Lacy Associates Inc.  
Michael Oblowitz

**ALICE COOPER**  
**Poison**  
Trash/Epic  
Lisa Hollingshead/Propaganda Films  
Nigel Dick

**DAN HILL**  
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# Billboard THE CLIP LIST™

A SAMPLING OF PLAYLISTS AT NATIONAL VIDEO MUSIC OUTLETS. Lists do not include videos in recurrent or oldies rotation.

 Continuous programming 1775 Broadway, New York, N.Y. 10019	 Continuous programming 1775 Broadway, New York, N.Y. 10019	 Black Entertainment Television 14 hours daily 1899 9th St. NE, Washington, D.C. 20018
<b>ADDS</b> Jodi Bongiovi, Somebody To Love The Cult, Edie (Ciao Baby) The Cure, Love Song Enuff Z'nuff, New Thing Janet Jackson, Miss You Much Young M.C., Bust A Move	<b>ADDS</b> Janet Jackson, Miss You Much Tina Turner, The Best Andreas Vollenweider, Pearls And Tears Joe Cocker, When The Night Comes Maria McKee, To Miss Someone	<b>ADDS</b> Janet Jackson, Miss You Much Third World, It's The Same Old Song Cheryl Lynn, Everyday I Try To Say Goodbye Tina Turner, The Best Cover Girls, My Heart Skips A Beat Neneh Cherry, Kisses On The Wind Kwame, You Got To Get Down Kirk Whalum, The Promise Troop, I'm Not Soupped Alter 7, Heat Of The Moment Kool Moe Dee, I Go To Work The Jacksons, 2300 Jackson Street
<b>HIP CLIP</b> The Graces, Lay Down Your Arms	<b>FIVE STAR VIDE</b> Beach Boys, Still Cruisin' Harry Connick Jr., It Had To Be You Nancy Griffith, It's A Hard Life k.d. lang, Trail Of Broken Hearts Ziggy Marley, Look Who's Dancing Pat Metheny, Slip Away Bonnie Raitt, Nick Of Time	<b>HEAVY</b> Paula Abdul, Cold Hearted Babyface, It's No Crime Bobby Brown, On Our Own Sharon Bryant, Let Go George Clinton, Why Should I Dog U Out Heavy D. And The Boyz, We Got Our Own Thang Carole Davis, Serious Money Guy, My Fantasy Joyce "Fenderella" Irby, She's Not My Lover Kool Moe Dee, They Want Money Eddie Murphy, Put Your Mouth On Me Prince, Batdance
<b>BUZZ BIN</b> B-52's, Channel Z Hoodoo Gurus, Come Anytime Ziggy Marley, Look Who's Dancing	<b>HEAVY</b> Paula Abdul, Cold Hearted Bee Gees, One Michael Bolton, Soul Provider Gloria Estefan, Don't Wanna Lose You Fine Young Cannibals, Good Thing Jeff Healey Band, Angel Eyes Don Henley, The End Of The Innocence Grayson Hugh, Talk It Over Richard Marx, Right Here Waiting Donny Osmond, Sacred Emotion Soul II Soul, Keep On Movin' Surface, Shower Me With Your Love	<b>MEDIUM</b> Debbie Allen, Special Look The D.O.C., It's Funky Enough The Jets, You Better Dance K.C. Flight, Planet E Kid-N-Play, 2 Hype M.C. Hammer, They Put Me In The Mix Ziggy Marley, Look Who's Dancing New Kids On The Block, Hangin' Tough Robert Palmer, Tell Me I'm Not Dreaming Public Enemy, Fight The Power Run-D.M.C., Ghostbusters Silk Tymes Leather, Do Your Dance Slick Rick, Hey Young World Jimmy Buffett, Take Another Road Tone Loc, I Got It Goin' On Jody Watley W/Eric B. & Rakim, Friends Alyson Williams, My Love Is So Raw BeBe & CeCe Winans, Celebrate New Life Young M.C., Bust A Move
<b>SNEAK PREVIEW</b> Alice Cooper, Poison Fine Young Cannibals, Don't Look Back Elton John, Healing Hands Living Colour, Glamour Boys Milli Vanilli, Girl I'm Gonna Miss You Motley Crue, Dr. Feelgood Tom Petty, Runnin' Down A Dream	<b>MEDIUM</b> Jimmy Buffett, Take Another Road Doobie Brothers, Need A Little Taste Of Love Expose, When I Looked At Him Tim Finn, How'm I Gonna Sleep Mick Jones, Just Wanna Hold Little Feat, Rad Gumbo Paul McCartney, This One Van Morrison, Haven't I Told You Lately Eddie Murphy, Put Your Mouth On Me Kirk Whalum, The Promise Phoebe Snow, Something Real	<b>ACTIVE</b> Bad English, Forget Me Not Beastie Boys, Hey Ladies Cher, If I Could Turn Back Time Neneh Cherry, Kisses On The Wind Darling Cruel, Everything's Over Jeff Healey Band, Angel Eyes Howard Jones, The Prisoner Mick Jones, Just Wanna Hold Junkyard, Hollywood Cyndi Lauper, My First Night Without You Eddie Murphy, Put Your Mouth On Me Trevor Rabin, Something To Hold On To Tangier, On The Line Jody Watley W/Eric B. & Rakim, Friends White Lion, Little Fighter
<b>ACTIVE</b> Bad English, Forget Me Not Beastie Boys, Hey Ladies Cher, If I Could Turn Back Time Neneh Cherry, Kisses On The Wind Darling Cruel, Everything's Over Jeff Healey Band, Angel Eyes Howard Jones, The Prisoner Mick Jones, Just Wanna Hold Junkyard, Hollywood Cyndi Lauper, My First Night Without You Eddie Murphy, Put Your Mouth On Me Trevor Rabin, Something To Hold On To Tangier, On The Line Jody Watley W/Eric B. & Rakim, Friends White Lion, Little Fighter	<b>THE NEW GUIDE</b> Five 1/2-hour shows weekly 1000 Laurel Oak, Voorhees, N.J. 08043	<b>HIT VIDEO</b> 10 hours daily 1000 Louisiana Ave., Houston, TX 77002
<b>MEDIUM</b> Bang Tango, Someone Like You Dangerous Toys, Teas'n Pleas'n Doobie Brothers, Need A Little Taste Of Love Gorky Park, Bang Katrina & the Waves, That's The Way Mr. Big, Addicted To That Rush Queensryche, I Don't Believe In Love Replacements, Achin' To Be Stage Dolls, Love Cries Starship, It's Not Enough Texas, I Don't Want A Lover Tora Tora, Walkin' Shoes Stevie Ray Vaughan/Double Trouble, Crossfire	<b>CURRENT</b> Extreme, Little Girls Tesla, Love Song Junkyard, Hollywood Victory, Don't Tell Me Lies Tangier, On The Line Jodi Bongiovi, Somebody To Love Mick Jones, Just Wanna Hold Doobie Brothers, Need A Little Taste Of Love Mike + The Mechanics, Revolution Bankstatement, Throwback The Godfathers, I'm Lost And Then I'm Found Stan Ridgway, Calling Out To Carol The Bodeans, You Don't Get Much The Questionnaires, Teenage Head Mary's Danish, Don't Crash The Car Tonight Darling Cruel, Everything's Over Fishbone, Freddie's Dead George Clinton, Why Should I Dog U Out Public Image Ltd., Disappointed Original Sins, Out Of My Mind The Bone Daddys, Push And Forward Red Hot Chili Peppers, Knock Me Down	<b>ADDS</b> Tina Turner, The Best Janet Jackson, Miss You Much Paul Shaffer, When The Radio Is On Doobie Brothers, Need A Little Taste Of Love Underworld, Stand Up Michael Morales, What I Like About You Gorky Park, Bang
<b>BREAKDUTS</b> Blue Murder, Jelly Roll The Bodeans, You Don't Get Much Indio, Hard Sun King's X, Over My Head Kevin Paige, Don't Shut Me Out Tesla, Love Song	<b>WIZN TRACKS</b> 14 hours weekly 6311 Romaine St., Los Angeles, CA 90038	<b>PDWER</b> Paula Abdul, Cold Hearted New Kids On The Block, Hangin' Tough Gloria Estefan, Don't Wanna Lose You Surface, Shower Me With Your Love Karyn White, Secret Rendezvous Warrant, Heaven Richard Marx, Right Here Waiting Skid Row, 18 And Life Jeff Healey Band, Angel Eyes Great White, Once Bitten Twice Shy Dino, I Like It Prince, Batdance Martika, Toy Soldiers
<b>CURRENT</b> Highway 101, Honky Tonk Heart Shelby Lynne, The Hurtin' Side Marty Stuart, Cry Cry Cry Garth Brooks, If Tomorrow Never Comes Shenandoah, Sunday In The South Reba McEntire, Cathy's Clown Ronnie Milsap, Houston Solution New Grass Revival, Callin' Baton Rouge Billy Joe Royal, Love Has No Right Clint Black, Killin' Time Wild Rose, Breaking New Ground Rick Skaggs, Let It Be You The Kentucky Headhunters, Walk Softly On... Becky Hobbs, Do You Feel The Same Way Too Buck Owens/Ringo Starr, Act Naturally Paul Overstreet, All The Fun Russell Smith, Anger And Tears Michael Martin Murphy, Never Givin' Up On Love Lorrie Morgan, Dear Me Alabama, High Cotton	<b>GMT</b> The Nashville Network 13 Hours Weekly 2806 Opryland Dr., Nashville, TN 37214	<b>GMT</b> Country Music Television Continuous programming 704 18th Ave. South, Nashville, TN 37203
<b>CURRENT</b> Highway 101, Honky Tonk Heart Shelby Lynne, The Hurtin' Side Marty Stuart, Cry Cry Cry Garth Brooks, If Tomorrow Never Comes Shenandoah, Sunday In The South Reba McEntire, Cathy's Clown Ronnie Milsap, Houston Solution New Grass Revival, Callin' Baton Rouge Billy Joe Royal, Love Has No Right Clint Black, Killin' Time Wild Rose, Breaking New Ground Rick Skaggs, Let It Be You The Kentucky Headhunters, Walk Softly On... Becky Hobbs, Do You Feel The Same Way Too Buck Owens/Ringo Starr, Act Naturally Paul Overstreet, All The Fun Russell Smith, Anger And Tears Michael Martin Murphy, Never Givin' Up On Love Lorrie Morgan, Dear Me Alabama, High Cotton	<b>ADDS</b> Janet Jackson, Miss You Much Seduction, (You're My One And Only) True Love Tina Turner, The Best Diana Ross, Paradise Third World, It's The Same Old Song Michael Morales, What I Like About You Lucinda Williams, Passionate Kisses Ziggy Marley, Look Who's Dancing Soul II Soul, Back To Life Steve Stevens, Atomic Playboy Underworld, Stand Up	<b>HEAVY</b> Randy Travis, Promises The Wagoners, Sit A Little Closer Clint Black, Killin' Time New Grass Revival, Callin' Baton Rouge Highway 101, Honky Tonk Heart Shenandoah, Sunday In The South Buck Owens/Ringo Starr, Act Naturally Michael Martin Murphy, Never Givin' Up On Love Billy Joe Royal, Love Has No Right Alabama, High Cotton Dolly Parton, Why'd You Come In Here... Rick Skaggs, Let It Be You Keith Whitley, I'm No Stranger To The Rain Sawyer Brown, The Race Is On Reba McEntire, Cathy's Clown Shane Barmby, Ridin' And Ropin' Southern Pacific, Any Way The Wind Blows Lorrie Morgan, Dear Me Bellamy Brothers, You'll Never Be Sorry Billy "Crash" Craddock, Just Another Miserable Day

*A Billboard Spotlight*

# AUDIO 2000

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- Studio Engineers Tell All Concerning Artist's Recording And Mixing Preferences

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# Quadim Plant Takes Quantum Leap Cassette Dupe Facility Is Ultra-Hi-Tech

BY STEVEN DUPLER

NEW YORK Quadim Corp., of Westlake Village, Calif., is up and running with a new ultra-hi-tech, computer-controlled real-time cassette duplication facility.

The recently formed company is headed by Guy Costa, former VP, operations, of Motown Records and the Gordy Co., as well as former VP and managing director of Hitsville Studios. Costa is also currently chairman of the Society of Professional Audio Recording Services.

According to Costa, the new plant, which is based around 110 Nakamichi MR1 professional three-head cassette decks, features a custom-designed computer-control system that "not only

controls the machines, but allows us to individually test each cassette for azimuth, frequency response, distortion, wow and flutter, and noise." To check these various parameters, the computer uses the audio testing facilities of an Audio Precision System One analysis unit.

Other functions of Quadim's proprietary computer software include random selection of the playback among the various Nakamichi decks, while intermixing the master source material, as well as routine maintenance checks of the entire duplication line.

According to Costa, the Quadim facility will feature, in addition to the Nakamichi gear, Sony 1610/1630 digital audio processing capability, DAT recorders, Sony PCM-

F1 with Super Beta video transports, 1/4-inch and 1/2-inch analog decks, and a variety of analog and digital processing gear.

Services offered by the facility will include loading of custom-length Agfa 649 and TDK SA and metal tapes into Shape Mark 10 cassette shells, as well as laser printing of labels and J-cards. Costa says shrink-wrapping, mastering, and order fulfillment will also be available. Current cassette duplication capacity is 1,600 units per day.

"This is really only the first stage of our operation," says Costa. "Next, we plan to incorporate total computer automation, rather than simply computer control of various functions, into the line."

with engineer Bobby Brooks. Garcia assisted.

At Artisan Sound, engineer Greg Fulginiti mastered albums for Rick Springfield for producers Kieth Olsen and Springfield; Randy Newman for producer Lenny Waronker; D.A.D. for engineer Chris Lord-Alge; Alien with producer Chris Minto; and They Eat Their Own with producer Jeff Eyrich.

At Red Zone, the Eddie St. James Project recorded a new release titled "Out Of Nowhere." St. James co-produced and Scott Lovelis engineered.

Luther Vandross was in at Westlake Audio tracking new material with engineer Ray Bardini. Steven Harrison assisted. Also, Kay G.B. & LA Money worked on tracks with producer Dennis Nelson. Dennis Dobson was at the board, with Steve Burdick assisting.

Producer Dave Jerden was in at Track Record recording music on the Knights Of The Living Dead and mixes on the Red Hot Chili Peppers. Sergio Mendes was in working on his new album as well as the latest from Johnny Mathis. Mendes produced both albums. Geoff Gillette and Dan Garcia were at the board. Don Gehman produced the debut albums for the River City People on EMI, and the Subdudes on Atlantic. Ed Thacker and engineer John Carter engineered both projects.

Camper Van Beethoven was in at Ameraycan Studios tracking for Virgin. Dennis Herring produced. C'saba Petocz engineered, and Mark Hermann and Shawna Stobie assisted. Earl Klugh's album "Whispers And Promises" was digitally mixed by engineer Dave Palmer. Jerry Hall assisted. The Days's mixed tracks with producers Morris Day and Freeze. Ron Banks engineered with Hermann assisting.

## NASHVILLE

**BUTCH BAKER WAS IN** at the Music Mill recording tracks with producer Harold Shedd. Jim Cotton, Joe Scaife, and Paul Goldberg

## NEW PRODUCTS & SERVICES

**TOY SHOP:** One of the widest ranges of digital gear available for hire may be found at New York-based the **Toy Specialists**, which currently offers digital recording equipment by Sony, Mitsubishi, Studer, and AMS. In the wake of recent acquisitions, the firm can now supply the Sony 3348 48-track digital deck, the 3324A 24-track unit, the 3402 two-track mixdown deck, and the PCM-1630 with Apogee filters. Also available is the new third-generation 32-track Mitsubishi X-880, two X-850 decks, one X-86 two-track, and the only X-86 (with 96 kilohertz sampling) two-track available for rental on the East Coast. Contact the company at 212-333-2206.

**REMEMBER WHEN THE Rhodes piano was the mainstay in**

your keyboard arsenal? Although time and technology have marched on, and the seminal electric piano has become a thing of the past, Rhodes (now a division of **Roland-Corp US**) is offering two new electronic keyboards—the MK-80 and MK-60—that feature a new proprietary custom chip designed to produce all the Rhodes piano sounds of the past 20 years. The top-of-the-line MK-80 offers an 88-note keyboard; both the MK-80 and MK-60 provide editing functions, a two-line liquid crystal display, and of course, MIDI capability, among other features. Contact Rhodes at 213-685-5141.

**GROWING FAST:** One of Los Angeles' busiest custom audiocassette duplicators, **52nd Street Inc.**, recently opened a second real-time cassette duplication studio, and has also expanded its live recording and mastering capabilities. Like the studio's original room, the new duplication facility is outfitted with Nakamichi decks; other technical highlights include the capability to mix "three-stripe" film score reels down to digital or analog stereo, and the addition of Dolby SR noise reduction. 52nd Street clients include CBS, Warner Bros.' jazz division, PolyGram International, and EMI International. Contact the company at 213-463-5252.

## OTHER CITIES

**AUSTRALIAN ROCKERS** the Angels tracked a new album for Chrysalis at Ardent, Memphis. Terry Manning produced and engineered. Australian act Weddings, Parties, Anything recorded tracks for WEA International. Jim Dickinson produced, with John Hampton at the board.

Peter Marr and Christopher Phipps were in producing a 12-inch single, titled "Memories Of You" (Merline Records) at Peter Marr Recording, Miami. Phil Jones handled additional production, premix, and edits, with Marr producing.

At Polaris in Atlanta, R&B act Yog-E put finishing touches on a long-awaited project. Gospel group the Jackson Twins were in mixing. And, rapper Bernard Holyfield completed a project.

Warner Bros. group Information Society was in at Parc Studios, the 24-track room at Full Sail Center For The Recording Arts in Altamonte Springs, Fla., working on digital editing of the live recording of its current participation in the "Club MTV" tour. Don Mockensturm engineered. Walt Disney World was in mixing audio for "The New Mickey Mouse Club" television show. Dana Salyers produced, with Andy DeGanahl engineering. Molly Hatchet was in completing an upcoming album on Parc Records, a Capitol Records affiliate. Pat Armstrong and DeGanahl produced, with DeGanahl handling engineering duties as well.

All material for the Audio Track column should be sent to Debbie Holley, Billboard, Fifth Floor, 49 Music Square W., Nashville, Tenn. 37203.

## AUDIO TRACK

### NEW YORK

**JUSTIN STRAUSS** was in at Prime Cuts doing overdubs on Brother Beyond's "Be My Twin" for Capitol. Tom Vercillo was at the board, with Eric Kupper handling keys. "Curious George" Morel was in recording and mixing "Keep It Going Now" and "Kiss My A-- B--ch" for Tuff City Records. Tuta Aquino ran the controls.

At Pyramid, "Showtime" television producer Karen Olcott had Werner F of the Music Source and Frank Doyle of Native Jam Productions in writing and producing the theme song for "Boys Talk." Werner was at the board, with Joe Warda assisting. Doyle was on piano, Dale Kleps on clarinet, and Ron McClure and Akira Tana on drums.

Producer Andy Panda was in at 39th Street recording vocal tracks on artist Seduction. Mike Fossenkemper was at the desk, assisted by Ed Oliveau. Atlantic artist Kenny Garrett was in working on a solo album. Bruce Miller was at the controls, assisted by Ed Douglas. EMI's Keith Robinson worked on his new release with producer/artist Alex Bugnon. Michael Finlayson manned the board, assisted by Douglas.

At the Edison, Jon Faddis worked on tracks with a quartet for his new jazz album, "Into The Fadisphere," for Epic. Gary Chester used Dolby SR for the recording, mixed down to two-track digital.

Power Play had Hugh Masekela in mixing two tunes, "Oooh, Baby, Baby" and "If You Don't Know Me," for his upcoming RCA release. Mike Nuceder and Yianni Papadopoulos assisted. Eric B. was in producing R&B act Bret Lover for an album on MCA. Keys were added by Music Mike. Elai Tubo engineered the sessions, assisted by D'Anthony Johnson and "Lazer" Mike Rhode. Richie Weeks was in working with artist Panache on "Do The Nasty." Johnson was at the board.

Overdubs were recorded at

**Sound On Sound** for the Patrick Bruel release on BMG/France Records. Overdubs included Philippe Saisse on keys and Bruel on vocals. Mick Linaro produced with Scott Ansell at the board. Bryce Goggin assisted. Island Records tracked basics on guitarist Marc Ribot's upcoming release. Artie Moorhead produced with Hugo Dwyer at the board. Peter Beckerman assisted.

Crystal Sound had Jack Douglas in working with solo artist Debra Greenfield on her new dance track "Get Up And Go-Go." Engineer Chuck Cavanaugh worked with assistant Beatrice Winkler, under the direction of Douglas. Producer Robby Merkin and engineer Larry Buksbaum completed tracks on Terry Mike Jeffrey. Rob Cisneros assisted.

### LOS ANGELES

**AT IGNITED PRODUCTIONS**, Earth, Wind & Fire put down tracks for an upcoming album. Maurice White produced, with Robert Brookins, Butch Stewart, and the Kabdrivers co-producing on some tracks. Paul Kilvingberg was at the console, assisted by Jeff Welch and Billy Savage.

A&M artist Brenda Russell recorded tracks at Skip Saylor, with Andre Fischer producing. Richard McKernan ran the board. Joe Shay assisted. MCA's Pretty Boy Floyd recorded with producer Howard Benson. Bill Jackson engineered. And, Capitol artist Amy Sky was in mixing her next album with producers Kim Bullard and John Capek. Paul Lani ran the board, assisted by Chris Puram.

Starship was in at Summa to work on tracks for RCA. The project was co-produced by Larry Klein and Mike Shipley. Shipley engineered, assisted by Paula "Max" Garcia. Virgin act Tua Nua was in cutting vocals and overdubs, and working on mixes for an album. Paul Fox produced. Ed Thacker engineered, assisted by Robin Laine. CBS/Epic artist Teena Marie worked on self-produced tracks

**NEW MIXERS:** Yamaha's newest line of moderately priced professional mixing consoles is the MR Series, configured for recording studio use, sound production applications, and small sound reinforcement needs. Each console in the line is equipped with four mixing busses and a master stereo buss. Included in the MR Series are eight-, 12-, and 16-input boards. Suggested list prices range from \$1,295-\$1,895. Contact Yamaha at 714-522-9011.

**NEWLY UP AND RUNNING** in La Verne, Calif., is A To Z Studios, built by Lakeside Associates of Irvine, Calif. The facility features a Trident 80B 39-input console, as well as a Sony APR-24 analog 24-track and a Studer mix-down deck.

**REVAMPED:** Studio In The Country, housed on 28 acres of rolling woodland in Bogalusa, La., has upgraded its facilities with the addition of a 56-input, 48-buss Neve V Series console with Necam 96 automation and moving faders. Also added was a Studer A820 multitrack with Dolby SR.

STEVEN DUPLER

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## CD MANUFACTURERS INCREASING CAPACITY TO MEET DEMAND

(Continued from page 4)

Frische's concern is that some manufacturers are exaggerating the capacity they will have available. If that is so, "there could be a shortage this fall," he says.

Hugh Landy, VP of sales for ElectroSound Group Inc. and for Memory-Tech, a Plano, Texas-based CD manufacturer owned by Mitsubishi, says that, with the exception of DADC, "I don't think

any significant [new] capacity has come on line for the last six months, and I don't see any more capacity coming on line for the next six months."

Like Wray, Landy has noticed a recent fall-off in demand, which he attributes to a dearth of strong record releases. "It was going gangbusters in April, May, and June, and all of a sudden it leveled off to a good healthy load, but not the way it was heading," he says.

Cal Roberts, executive VP of Discronics, another major manufacturer, stands by his earlier prediction of a pressing shortfall (Billboard, June 10). "The crunch will come in September and October, primarily," he says. "Historically, once you get past Nov. 15, orders taper off."

Discronics is working at full capacity and is getting overflow business from major U.S. labels, Roberts notes. "The supply situation is very tight. We know that because we continue to get demands from offshore companies and domestically from people who were not customers before."

Like other manufacturers, Discronics is adding capacity as quickly as possible. It has already increased annual output from 36 million-40 million units by upgrading its Anaheim, Calif., plant's schedule to three shifts a day, seven days a week. By the end of the year, the firm plans to increase its capacity by another 10 million-12 million units, mostly at its Huntsville, Ala., plant.

DADC is also restructuring to meet anticipated demand. After converting half of its 3-inch CD capacity of 1.5 million units a month to 5-inch CD production, "we'll be capable of making roughly 8 mil-

lion disks in the October period," says Frische. "Our forecasts show that capacity will be needed."

In 1990, he says, DADC plans to augment its capacity to 10 million units a month, or 120 million a year.

PDO is expanding even faster. Right now, Wray says, the company's Kings Mountain, N.C., plant can turn out 35 million-40 million units annually. By the end of the year, it expects to be a capacity of 55 million-60 million units.

Nevertheless, he adds, by November "I expect we'll be running at a rate in the high 40s. I don't see enough business out there so we'd be running at peak capacity."

## PHILIPS WEIGHS SALE OF POLYGRAM STOCK

(Continued from page 4)

happen at the end of this year or during the course of 1990."

Geerts does not say whether the PolyGram stock for sale would equal 20% as before, whether it would come to the market under the auspices of a Dutch or an American bank, or where that market would be, although New York remains the favorite, in the view of industry observers.

Two U.S. stock brokerages, Merrill Lynch and Prudential Bache, had been asked to bring 20% of PolyGram to the New York market in 1987 before the crash intervened.

John Cook, executive VP and chief financial officer at PolyGram International's London headquarters, has reportedly said that Philips intends to sell 20% of PolyGram stock. He added that he believed the 10% of PolyGram stock owned by an unnamed investment company since the end of 1987 would also come to

## Good News For New Owner Capital Cities/ABC Satellite Music Network Profits Soar

NEW YORK Satellite Music Network, now officially part of the Capital Cities/ABC corporate empire, has released its last earnings report as an independent public company. And the results look promising for the new owner.

For the second quarter, which ended June 30, net profit soared 66% to \$872,057 on a 14% revenue gain to \$5.62 million. For six months, earnings rose 84% to \$1.08 million as revenue increased 10% to \$10 million.

While revenues from advertising were up 22% in the quarter to \$4.1

million, revenues from affiliate fees fell 5% to \$1.48 million.

David Hubschman, executive VP, says the decline in affiliate fees resulted from "competition in getting into the major markets" and a "slight decrease" in the number of affiliates in smaller markets.

Satellite Music Network produces radio programming 24 hours a day, delivered live to subscriber stations by satellite technology.

The company is now a wholly owned subsidiary of ABC Radio Network, a wholly owned subsidiary of Capital Cities/ABC Inc.

## A Diversified Acclaim Posts 47% Profit Rise

NEW YORK While on the prowl for a media and entertainment company to acquire, Acclaim Entertainment Inc., a marketer and distributor of home entertainment products, has reported that net profit shot up 47% to \$1.4 million in its third fiscal quarter, which ended May 31.

Acclaim says it expects to sell \$25 million worth of convertible debentures, the proceeds from which will be used for "future acquisitions," according to Tony Williams, director of finance and operations for the Oyster Bay, N.Y., company.

Williams says such businesses as publishing, toys, and records are possible targets.

Meanwhile, the company reports that its quarterly revenue increased 35% to \$12.3 million.

Williams says sales of Nintendo products as well as other software continue to grow.

Once considered a one-product company (Nintendo cartridges), Acclaim has been diversifying into new products and now reports that 68% of its sales are from software other than Nintendo, compared with only 5% in fiscal 1988.

Acclaim's latest product addition is hand-held video games, which Williams says are "proving very successful."

In another new move, Acclaim began shipments of product throughout Japan and Europe during the third quarter.

Despite the overwhelming worldwide success of Nintendo, Acclaim decided it had to expand through other products and acquisitions. One important reason is that Nintendo of America Inc., the U.S. unit of Nintendo Co. of Japan, is both supplier of software and competitor to Acclaim, and that the companies' legal agreements limit Acclaim to the marketing of only five new Nintendo game cartridges each year.

Acclaim's Nintendo sales have also been held back by a worldwide shortage of the semiconductors used in the games.

The company's success in posting profits has not been shared much with public investors because most of the stock has been held by insiders. But that is slowly changing. Williams says insiders are selling about 1.5 million shares, which will increase the public float to about 30%, from 20%.  
DON JEFFREY

## COLORADO SPRINGS IS MODEL

(Continued from preceding page)

his Arbitron problems, KIL0 does a lot better in Birch—which he says most of the market's stations buy in lieu of Arbitron. In the spring Birch, KIL0 had an 11.6—down from 16.1 a year before, but well ahead of KATM's 6.8-6.4 drop.

Similarly, KKMg—despite impressive Arbitrons—does better in Birch, notwithstanding a 10.7-10.0 drop this time. KKMg's Reynolds thinks that has to do with Birch's measurement of military bases—where an urban station would expect to do better—but Hawk denies that, saying that barracks aren't measured, and contending that there's no good explanation for the differing results.

### LUST FOR KIKX?

The one station that didn't have much to smile about in either survey was KIKX, down also in Birch, 9.5-6.9. Ken Richards, currently on his way to the PD slot at KHQT San Jose, Calif., has tried to defend his station's mainstream position by tightening up its notoriously long playlist and going for the center.

"KIKX was positioned to be as wide as it could. Its music extended into the AC arena, where the station was doing quite well. But with two competitors, it was cut off at the knees 12-24.

"The first step was to tighten the music immensely. There was some gold product that didn't even belong on a hot AC. Jocks were still schedul-

ing music by hand, so it would fluctuate from shift to shift. The lower rotations were moving too fast relative to the recurrents.

"I've also brought in a new morning show, which was our biggest area of instability. Too many morning shows were running through this station and causing bad come problems. Our new morning show, which has been in place since March, doubled in the latest Birch monthly and is now the No. 3 morning show in Birch."

Where Richards' previous station KMGX was one of three Fresno top 40s that leaned urban—virtually to the point of being urban—his KIKX has a female/urban bent (e.g., playing Terry Tate before KKMg), but will also play Great White and Skid Row, eventually. "I have no problem with Richard Marx's 'Satisfied' where Tangier is harder for us to consider right now," he says.

### OR ARE KIKX GETTING HARDER TO FIND?

Richards thinks KIKX can be "the station that a 40-year-old mother can listen to with her 18-year-old daughter." Sorenson thinks there is no room in the middle anymore.

"What happened to KIKX is what happened to KIIS Los Angeles," he says. "When there are specialists in a market, can you get away with segueing the Boys into Van Halen into Tone Loc? Given the circumstances we've just experienced, the answer is no."

the market.

Cook's implication that 30% of PolyGram stock may be for sale caused irritation at the Philips head office in Eindhoven, Holland. Geerts states that the final decision and details of any PolyGram stock flotation will be reached there and not at PolyGram International in London. In any event, he adds, Philips will remain the major PolyGram stockholder in the future.

This seems logical in view of PolyGram's status as one of the five profit-making divisions of the Philips conglomerate. Last year, PolyGram grossed \$1.8 billion. It is currently concentrating on increasing its market share in the U.S., where its biggest distribution rivals are CBS and WEA.

PolyGram's acquisition of Island Records in a deal believed to be worth \$300 million (Billboard, Aug. 12) will also sharpen the company's

international competitive edge and bring an estimated increase of 17% over its 1989 gross.

Prior to 1985, Philips and Siemens, the West German electronics giant, each owned 50% of PolyGram's stock. Siemens sold 40% of its stock to Philips that year, and Philips acquired the remaining 10% at the beginning of 1987. Later that year it sold 10% to the unidentified investment company.

The trading results of the Philips group for the first half of 1989 show a gross of \$12 billion, a 3% improvement over the figure for the same period in 1988. Profits increased by 35.5% to \$216 million.

The conglomerate believes it is on course to achieve a total 1989 gross of \$25 billion, but will have shed a further 3,000 jobs worldwide through reorganization by the end of the year. "Achieving more with less people," as Goris puts it.

So even in Colorado Springs, has fragmentation eliminated any audience demand for variety? "I think there's an audience for variety. I don't think there's an audience that can experience extremes in music. Logically, it sounds great to hear a station playing Tone Loc and Paula Abdul as well as the Cure, Starship, and Bon Jovi, but I think people also want consistency."

### ROOM TO MOVE

The only thing everybody in Colorado Springs agrees on is that there isn't room for everybody, especially the two or three more move-ins expected, specifically from oldies KRYT and country KCCY. "It kind of shocked people in Colorado Springs that the Pueblo stations were so good," says Reynolds. "KCCY vs. [incumbent country outlet] KKCS is going to be a hard-fought battle."

The overcrowding is particularly troublesome given the local economy, which, despite a boost from the local military, still resembles that of troubled nearby Denver. "There's a lot of real estate on the market now," says Sorenson. "I've been in this market since 1972," says Hawk. "I've never seen the economy in quite as bad shape, although there are now signs of recovery."

As a result, he says, "There is no rate integrity in this market. Stations are selling spots for what we sold

them for in 1973. It's hard to sit here with an average spot rate of \$40, which is one of the highest in the market, when you can go up the road to Denver and pay \$100."

The result, says one PD who asked not to be named, is a revenue decline of 10%-20% over the last year. Another accuses his competitor of "not just underselling everybody's rates, but giving inventory away—offering two-for-one deals and free remotes."

### THE END OF THE INNOCENCE?

One unusual aspect of its market situation is that Colorado Springs somehow became more fragmented than Denver. That market does have a classic rocker, two adult album outlets, and several ACs, but has no rock 40, no crossover outlet, and no urban FM. It also supports two mainstream top 40s, something few radio experts expect to see anywhere for much longer.

Hawk thinks Denver will, however, be just as fragmented "by the fall book. Denver is going to have a rock 40 or another top 40 or an urban contemporary."

As for the Springs, "Audience loyalty is extremely limited," says Sorenson. "There's a lot of cuning and sampling going on." And, echoing the rallying cry of PDs in much larger, even more fragmented markets, he says, "It now boils down to a promotion battle for top of mind awareness."

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# TOP JAZZ ALBUMS™

THIS WEEK	2 WKS. AGO	WKS. ON CHART	Compiled from a national sample of retail store and one-stop sales reports.	
			ARTIST	TITLE
			★★ NO. 1 ★★	
1	2	5	<b>GEORGE BENSON</b> WARNER BROS. 25907 (CD)	1 week at No. 1 TENDERLY
2	1	15	<b>DR. JOHN</b> WARNER BROS. 25889 (CD)	IN A SENTIMENTAL MOOD
3	3	9	<b>WYNTON MARSALIS</b> COLUMBIA OC 45091 (CD)	THE MAJESTY OF THE BLUES
4	4	9	<b>BRANFORD MARSALIS</b> COLUMBIA CX2 44199 (CD)	TRIO JEEPY
5	6	9	<b>JOE WILLIAMS</b> VERVE DIGITAL 837 932/POLYGRAM (CD)	IN GOOD COMPANY
6	7	11	<b>DAVID NEWMAN</b> ATLANTIC JAZZ 81965/ATLANTIC (CD)	FIRE!
7	5	17	<b>CHET BAKER</b> NOVUS 3054/RCA (CD) CHET BAKER SINGS AND PLAYS (FROM "LET'S GET LOST")	
8	10	7	<b>DIANE SCHUUR</b> GRP 9591 (CD)	DIANE SCHUUR COLLECTION
9	NEW ▶		<b>HARRY CONNICK, JR.</b> COLUMBIA SC45319 (CD) SOUNDTRACK: "WHEN HARRY MET SALLY..."	
10	9	7	<b>DON CHERRY</b> A&M 5258 (CD)	ART DECO
11	15	3	<b>JOEY DEFRANCESCO</b> COLUMBIA FC 44463 (CD)	ALL OF ME
12	8	23	<b>CHICK COREA AKOUSTIC BAND</b> GRP 9582 (CD) CHICK COREA AKOUSTIC BAND	
13	12	27	<b>MARCUS ROBERTS</b> NOVUS 3051/RCA (CD)	THE TRUTH IS SPOKEN HERE
14	14	5	<b>PHIL WOODS</b> CHESKY 3 (CD)	HERE'S TO MY LADY
15	11	13	<b>SHIRLEY HORN</b> VERVE DIGITAL 837 933/POLYGRAM (CD)	CLOSE ENOUGH FOR LOVE

# TOP CONTEMPORARY JAZZ ALBUMS™

1	1	7	★★ NO. 1 ★★	
1	1	7	<b>PAT METHENY</b> GEFEN 24245 (CD)	3 weeks at No. 1 LETTER FROM HOME
2	2	11	<b>MILES DAVIS</b> WARNER BROS. 25873 (CD)	AMANDLA
3	3	21	<b>JOE SAMPLE</b> WARNER BROS. 25781 (CD)	SPELLBOUND
4	4	9	<b>SPYRO GYRA</b> MCA 6309 (CD)	POINT OF VIEW
5	7	5	<b>LOU RAWLS</b> BLUE NOTE 91937/CAPITOL (CD)	AT LAST
6	5	13	<b>RIPPINGTONS FEATURING RUSS FREEMAN</b> GRP 9588 (CD) TOURIST IN PARADISE	
7	6	23	<b>HIROSHIMA</b> EPIC OE 45022/E.P.A. (CD)	EAST
8	11	9	<b>ELIANE ELIAS</b> BLUE NOTE 91411/CAPITOL (CD)	SO FAR SO CLOSE
9	8	11	<b>TUCK &amp; PATTI</b> WINDHAM HILL 0116/A&M (CD)	LOVE WARRIORS
10	9	15	<b>EARL KLUGH</b> WARNER BROS. 25902 (CD)	WHISPERS AND PROMISES
11	12	13	<b>KIRK WHALUM</b> COLUMBIA FC 45215 (CD)	THE PROMISE
12	NEW ▶		<b>YELLOWJACKETS</b> MCA 6304 (CD)	THE SPIN
13	13	7	<b>NEW YORK VOICES</b> GRP 9589 (CD)	NEW YORK VOICES
14	15	5	<b>RICHARD ELLIOT</b> INTIMA 73348/ENIGMA (CD)	TAKE TO THE SKIES
15	10	15	<b>LARRY CARLTON</b> MCA 6237 (CD)	ON SOLID GROUND
16	23	3	<b>TOM COSTER</b> HEADFIRST 604/K-TEL (CD)	DID JAH MISS ME?!
17	14	17	<b>DAVID BENOIT</b> GRP 9587 (CD)	URBAN DAYDREAMS
18	20	3	<b>DAN SIEGEL</b> CBS ASSOCIATED OZ 44490/E.P.A. (CD)	LATE ONE NIGHT
19	17	23	<b>TERRI LYNE CARRINGTON</b> VERVE FORECAST 837 697/POLYGRAM (CD)	REAL LIFE STORY
20	19	45	<b>KENNY G ▲</b> ARISTA 8457 (CD)	SILHOUETTE
21	18	13	<b>RICARDO SILVEIRA</b> VERVE FORECAST 837 696/POLYGRAM (CD)	SKY LIGHT
22	NEW ▶		<b>LEE KONITZ</b> M.A. 737/K-TEL (CD)	LEE KONITZ IN RIO
23	25	3	<b>MAX GROOVE</b> OPTIMISM 3216 (CD)	MIDNIGHT RAIN
24	24	3	<b>CLIFF SARDE</b> PROJAZZ 685 (CD)	HONEST AND TRUE
25	16	5	<b>T LAVITZ</b> INTIMA 73512/ENIGMA (CD)	T LAVITZ AND THE BAD HABITZ

○ Albums with the greatest sales gains during the last two weeks. (CD) Compact disk available.  
● Recording Industry Assn. Of America (RIAA) certification for sales of 500,000 units. ▲ RIAA certification for sales of 1 million units.



by Jeff Levenson

ONLY OCCASIONALLY DO BEACONS OF professionalism and humanity illuminate that dim category of television programming known as news. So few hosts or anchors or interviewers distinguish themselves (\$50 haircuts don't count for much here, especially when they conceal 50-cent heads), that those who emerge from the pack and do their jobs smartly deserve a high five. **Ted Koppel** (winsome blow-dry notwithstanding) is, of course, one of those prized tele-journalists. To boot, he's a friend of jazz.

On Friday, Aug. 18., Koppel invited pianists **Billy Taylor** and **Harry Connick Jr.**, accompanied by bassist **Victor Gaskin**, to his bright light news program, "Nightline." The show was a relaxed appreciation of jazz piano—hardly a crisis item of global concern; as such, it made for great viewing.

"Jazz provides its own reason for being," is how Koppel introduced the program, and then engaged Taylor and Connick in a nifty exchange of show and tell that edified as well as entertained.

Taylor discussed and demonstrated the art of improvising, using as his model **George and Ira Gershwin's** "They Can't Take That Away From Me." He decorated the melody with ornate filigree, reimagining it in the style of **Art Tatum** or **Oscar Peterson**. When Connick was asked to counter with his own interpretation of that tune, he cut loose with a puckish, orchestral read that emphasized undulating rhythm as much as melody (his left hand is deadly), summoning the ghosts of **Thelonious Monk**, **Duke Ellington**, and **James Booker**.

Koppel segued between the program's segments like a veteran band leader. The show was his, all

right, but he preferred to let the pros tell their stories—in words, in pictures, in music. The half-hour ended with both Taylor and Connick taming a four-hand blues, against which Koppel offered these words of admiration: "I don't know how they do it but I'm awfully glad that they do."

Such sentiments are rarely heard on television. Kudos to Koppel and his refreshing programming.

**TAYLORED MUSIC:** This being the 25th anniversary of Billy Taylor's **Jazzmobile**, the jazz-on-wheels organization that brings free music and art to the inner cities, **Taylor-Made Records** (you-know-who's label) has just issued "The Jazzmobile Allstars" on CD for those who prefer coming in off

## Kudos to Koppel for jazz piano segment on 'Nightline'

the streets.

**HUNGARY HEARTS:** Eastern Europe brings us more than just news of Solidarity's triumph. The **Bop-Art Orchestra**, a Hungarian aggregate led by keyboardist **Attila Malecz**, has awakened a few western ears with its electric, richly textured sound. The ensemble counts as its influences early **Weather Report** and the big bands of **Gil Evans** and **Eddie Palmieri**.

**HAS IT COME TO THIS?** A recent press release, too precious for my eyes only, now wings its way to you (especially, all survivors of the '60s): "The Woodstock-nation-turned-jazz-revivalists can now listen to the best of both generations in the elegant jazz salon at the Grand Bay Hotel [in New York]... Jazz pianist **Harold Danko** will perform jazz renditions of Woodstock tunes by **Crosby, Stills & Nash**, **Joe Cocker**, **Country Joe & the Fish**, among others..." I'd love to, but I'm planning to tie-dye that night.

Discover the downtown sound of the Uptown String Quartet!

The swinging synthesis of classics and jazz.

PHILIPS

From PolyGram Classics & Jazz

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TOP CLASSICAL ALBUMS™

THIS WEEK	2 WKS. AGO	WKS. ON CHART	TITLE LABEL & NUMBER/DISTRIBUTING LABEL	ARTIST
			Compiled from a national sample of retail store sales reports.	
			★ ★ NO. 1 ★ ★	
1	1	71	VERDI & PUCCINI: ARIAS CBS MK 37298	23 weeks at No. 1 KIRI TE KANAWA
2	2	63	THE MOVIES GO TO THE OPERA ANGEL CDM-69596	VARIOUS ARTISTS
3	4	9	LIVE IN TOKYO 1988 DG 427-686 KATHLEEN BATTLE, PLACIDO DOMINGO	
4	6	5	HANSON: SYMPHONIES 1 & 2 DELOS CD-3073 SEATTLE SYMPHONY (SCHWARZ)	
5	3	21	BERLIOZ: SYMPHONIE FANTASTIQUE ANGEL CDC-49541 LONDON CLASSICAL PLAYERS (NORRINGTON)	
6	5	7	BARBER: KNOXVILLE SUMMER OF 1915 NONESUCH 79187 DAWN UPSHAW	
7	9	7	NEW YEAR'S CONCERT 1989 CBS MK2-45564 VIENNA PHILHARMONIC (KLEIBER)	
8	22	3	GERSHWIN: PORGY AND BESS ANGEL CDS-49568 WHITE, HAYMON, EVANS (RATTLE)	
9	7	17	MAHLER: SYMPHONY NO. 1 DG 427-303 CONCERTGEBOUW ORCHESTRA (BERNSTEIN)	
10	8	21	REICH: DIFFERENT TRAINS NONESUCH 79176 KRONOS QUARTET	
11	10	21	BEETHOVEN: SYMPHONY NO. 3 ANGEL CDC-49101 LONDON CLASSICAL PLAYERS (NORRINGTON)	
12	15	5	COPLAND: APPALACHIAN SPRING DG 427-335 ORPHEUS CHAMBER ORCHESTRA	
13	12	61	WAGNER: THE "RING" WITHOUT WORDS TELARC CD-80154 BERLIN PHILHARMONIC (MAAZEL)	
14	11	25	BARBER/BRITTEN: CELLO CONCERTO CBS MK-44900 YO-YO MA	
15	14	11	STRESS BUSTERS RCA 60011-RG VARIOUS ARTISTS	
16	13	43	PAVAROTTI AT CARNEGIE HALL LONDON 421-526 LUCIANO PAVAROTTI	
17	16	19	BARBER: SYMPHONY NO. 2 STRADAVARI SCD-8012 NEW ZEALAND SYMPHONY (SCHENCK)	
18	17	9	PORTRAIT OF YO-YO MA CBS MK-44796 YO-YO MA	
19	18	65	VERDI: REQUIEM TELARC CD-80152 DUNN, CURRY, HADLEY, PLISHKA (SHAW)	
20	NEW ▶		THE SUNDAY BRUNCH ALBUM CBS MFK-45547 VARIOUS ARTISTS	
21	19	39	PART: PASSIO ECM 837-109 HILLIARD ENSEMBLE	
22	20	7	BEETHOVEN/WAGNER/VERDI LONDON 421-420 SUSAN DUNN	
23	21	19	MUSIC OF SAMUEL BARBER ANGEL CDC-49463 SAINT LOUIS SYMPHONY (SLATKIN)	
24	NEW ▶		SERENADE RCA 60033-RC JAMES GALWAY	
25	23	15	FIVE CENTURIES OF THE SPANISH GUITAR MCA MCAD-42071 ANDRES SEGOVIA	

TOP CROSSOVER ALBUMS™

THIS WEEK	2 WKS. AGO	WKS. ON CHART	TITLE LABEL & NUMBER/DISTRIBUTING LABEL	ARTIST
			★ ★ NO. 1 ★ ★	
1	1	21	VICTORY AT SEA TELARC CD-80175	13 weeks at No. 1 CINCINNATI POPS (KUNZEL)
2	2	7	1712 OVERTURE TELARC CD-80210 P.D.Q. BACH	
3	3	11	A DISNEY SPECTACULAR TELARC CD-80196 CINCINNATI POPS (KUNZEL)	
4	4	27	UTE LEMPER SINGS KURT WEILL LONDON 425-204 UTE LEMPER	
5	6	7	RODGERS & HAMMERSTEIN ANGEL CDC-49581 SAMUEL RAMEY	
6	5	9	THE FRENCH COLLECTION ANGEL CDC-49561 VARIOUS ARTISTS	
7	8	3	THE SEA HAWK RCA 7890-RG NATIONAL PHILHARMONIC (GERHARDT)	
8	9	5	BERNSTEIN: WEST SIDE STORY CBS MK-45531 KATIA & MARIELLE LABEQUE	
9	11	57	JAMES GALWAY'S GREATEST HITS RCA 7778-RC JAMES GALWAY	
10	7	19	POPS BRITANNIA PHILIPS 420-946 BOSTON POPS (WILLIAMS)	
11	10	25	MANCINI'S GREATEST HITS TELARC CD-80183 CINCINNATI POPS (KUNZEL)	
12	13	79	BY REQUEST... THE BEST OF JOHN WILLIAMS PHILIPS 420-178 BOSTON POPS (WILLIAMS)	
13	12	47	SHOW BOAT ANGEL A2-49108 VON STADE, HADLEY, STRATAS (MCGLINN)	
14	14	39	BIG BAND HIT PARADE TELARC CD-80177 CINCINNATI POPS (KUNZEL)	
15	15	5	THE ELECTRIC V. SPRING & SUMMER LONDON 425-206 THOMAS WILBRANDT	

● Recording Industry Assn. Of America (RIAA) certification for sales of 500,000 units. ▲ RIAA certification for sales of 1 million units.

Classical  
KEEPING  
SCORE



by Is Horowitz

MELODIA RECORDS may be seeking a new licensing deal in the U.S. (Billboard, Aug. 26), but Mobile Fidelity's Herb Belkin has no intention of relinquishing what he insists are firm rights to handle the Soviet label here. He doesn't expect that current arbitration procedures will alter that conclusion.

Meanwhile, MCA Records says it will issue 30 Melodia titles brought here by Mobile Fidelity, beginning in September, rather than just six, as reported earlier.

And Belkin, who is stepping up activities with Art & Electronics, the joint enterprise he has set up with Soviet entrepreneurs (also to be distributed by MCA), will shortly be announcing yet another joint record endeavor with U.S.S.R. interests. This one involves Gosteleradio, the Soviet broadcasting authority.

Belkin, who has recently returned from one of his periodic visits to Russia, says that the agreement will see its first product released here in a month or two, and result in at least a dozen titles over the next six to eight months.

Gosteleradio, which records its broadcasts as a matter of course, is said to have an enormous catalog of taped performances, some of which have appeared on disk bearing the Melodia logo. The label for this facet of Belkin's ties with Soviet interests will be Mobile Fidelity-/Gosteleradio. MCA will not handle distribution, unlike the case with Melodia and A&E material.

In its first 12 months in this market, A&E expects to release 36 CDs, says Belkin. Of these, 26 have already been recorded. After the first year, Belkin says that as many as 50 new titles will be slated for release annually.

"We can now record in three locations," says Belkin. He identifies them as Moscow, Tbilisi, and Vilna. Studio

facilities will also be ready shortly in Leningrad. Belkin says that three Russian engineers will visit Mobile Fidelity headquarters in September for training in digital editing and cassette duplication. They will return to the Soviet Union with some of Belkin's specially developed technical equipment.

Martin Fleischmann, MCA Records assistant classical director, says the first six Melodia titles will be followed by another six in October. The remaining 18 are due for release in the first half of 1990.

PASSING NOTES: New York's Carnegie Hall hopes to add substantially to its archive of memorabilia by the time its centennial season opens next year. Surprisingly,

Mobile Fidelity stands firm on plans for Melodia CDs

it only formally established an archive three years ago when it hired Gino Francesconi as official archivist.

It develops that much was lost over the years—letters, programs, photos, scores, posters, etc.—frequently "liberated" by private "collectors," particularly during the time (the late '50s) when Carnegie seemed destined for the wrecker's ball. Francesconi is appealing for submissions by anyone who might have such memorabilia. The best of the items collected will be on permanent display in a new Carnegie Hall museum to be established at the close of the anniversary year. Contributions, anyone?

The St. Louis Symphony and its music director, Leonard Slatkin, will visit nine cities in Japan and South Korea during its 13-concert Far Eastern tour next February. While works by American composers, including Barber, Gershwin, Ives, and the orchestra's composer-in-residence, Donald Erb, will be featured, a premiere performance of "Arioso," by Japanese composer Yui Kakinuma, will also be presented. Junket guest artist will be violinist Anne Akiko Meyers.

# Nipper News

“All the News That Fits His Prints”

VOL. I, No. I

## NIPPER IS BACK!

RCA Victor is happy to re-introduce an old friend in a new look.

One of the most recognizable trademarks in the world, Nipper has graced the covers of Red Seal recordings by Toscanini, Reiner, Heifetz and Rubinstein as a symbol of quality in music and sound technology.

Nipper is the focus of spectacular new packaging, featuring recordings by today's great artists, including James Galway, Leonard Slatkin, Evgeny Kissin, Richard Stoltzman, Barry Douglas and Claus Peter Flor.

More than just a logo to RCA Victor Red Seal as the symbol of the company that has been "The First Name in Classical Music."

The First Name in Classical Music

# Int'l Raid Sinks Transmitter Of Dutch Radio Pirate

BY WILLEM HOOS

AMSTERDAM Radio Caroline, the off-shore pop/rock pirate station that celebrated its 25th anniversary earlier this year, was one of three illegal broadcasters silenced by a joint Dutch, British, French, and Belgian raid on the Ross Revenge transmitter ship in international waters Aug. 19.

The other stations forced off the air were the international religious station World Mission Radio and Dutch pop station Radio 819, which has been heavily blamed for "constantly disrupting ship-to-shore radio communications on one of Europe's busiest shipping lanes."

The raid was under the control of the public prosecutor in Amsterdam; the Dutch, with a team of eight, provided the largest number

of officials in the raiding party.

All Ross Revenge transmitting equipment was confiscated in the raid, which was "covered" live in what was to be the last Caroline broadcast. DJ Dave Richards said: "It's the saddest day of my life," and program supervisor Nigel Harris said on air: "Radio Caroline, we love you too much to leave you forever."

According to a spokesman for the Dutch ministry of telecommunication, the raid on Ross Revenge was legal because the ship wasn't flying a flag and could therefore be considered "stateless."

Complaints about the pirate station's interference with and disruption of short-wave radio communications had been made by government departments in the U.K., France, Sweden, and Hungary.

While several Caroline DJs reportedly plan to stay aboard, it is known that a second raid is planned by Dutch authorities, who plan to dismantle the ship's transmitting masts and make it impossible for broadcasts to start up again.

The raid followed a Dutch police operation in which 20 houses and offices in key Dutch cities were searched in a bid to find out who was backing Radio 819. Four people are said to be "suspects."

Radio 819 is a 24-hour-a-day Dutch-language station that started operating in the summer of 1988 with a strong pop/rock menu.

Media conjecture in Holland is

that the raid was partly intended as a stern warning to other Dutch organizations believed to have set up plans to start North Sea pirate operations. A spokesman linked with the station said: "Offshore radio piracy doesn't have so much impact these days. Radio 819 has not been profitable in recent months. You could call it an expensive hobby, but collecting stamps can be expensive."

The Canadian directors of Radio Caroline, in a formal statement, say they are "shocked and horrified at this act of piracy." They say they are considering bringing charges of piracy, assault, and criminal damage against the authorities con-

cerned in the raid.

And Caroline station manager Peter Moore claims members of the anti-radio piracy squad carried firearms and smashed "anything in sight" with sledge hammers.

The off-shore radio piracy phenomenon started in the mid-'60s but it was later virtually eradicated by the legal implications of the British government's Marine Offences Act. The Dutch were involved through such offshore operations as Radio Veronica and Radio Mi Amigo.

The Veronica Broadcasting Organization is now Holland's largest licensed broadcaster on both radio and television.

## Employee Accused Of Hying Sales

# U.K. A&M Executive Quits Charts Post

LONDON Some misplaced "over-enthusiasm" on the part of one of his promotion employees has led Brian Shepherd, managing director of A&M Records U.K., to resign his post as chairman of the charts committee of the British Phonographic Industry.

The employee concerned was spotted by a record store owner in south London July 22 buying two 7-inch copies of "Seven Days" by Gun, which is currently at No.70 in the U.K. Top 75.

The store proprietor saw the employee return to his car, from which a female companion then emerged to buy a 12-inch copy of the same A&M release. The store owner reported the incident to the Gallup organization, compiler of the weekly charts, which notified the BPI.

"It was an isolated incident," says Shepherd, "and I've severely reprimanded the person concerned. If it had been repeated in any other stores, he would have been out immediately."

"The charts are the lifeblood of our industry, and the BPI chart committee must be whiter than white. That's why I resigned. I'm very disappointed after all the work put in over the last five years, but I've told Terry Ellis, the new BPI chairman, that I'm available for anything else the association thinks I would be useful for. Perhaps eventually it may be possible to return to the chart committee."

An influential factor in the solitary incident is thought to be that the record stood at No. 41 at the time and a radio network had intimated that it would go on its "A" playlist if it made the 40 mark.

Graham Dossett, Gallup chart director, explains that there are three methods of detecting buy-ins that seek to influence chart positions.

"Retail outlets can be suspicious of certain purchasers and ring us," he says. "We sometimes get calls from a succession of stores so that you can trace the route of the hypers."

"Besides the machines which record sales in the chart stores, we organize a check panel of nonchart outlets. They fill in sales forms we

send them and we check by phone at the end of business on Saturdays. This helps to pinpoint any sales discrepancies."

Another safeguard is Gallup's experience in sales patterns over a period of time. The organization can gauge an average of what the sales rate of the various chart stores should be and identify un-

usual movements accordingly.

"In an isolated case, the few sales involved are excluded," continues Dossett. "If there's hyping on a larger scale, a larger proportion of sales will be discounted. If we can't distinguish between genuine and hyped sales, then we exclude the record altogether."

## Singapore Group Operates Cable Service

# Yorkshire Radio Buys Rediffusion

SINGAPORE The Yorkshire Radio Network, a group operating independent radio stations in northern England, has bought the Rediffusion Singapore group of companies for a reported \$4.5 million.

Though best known as a cable broadcaster, Rediffusion in Singapore is also a distributor of products and services primarily in the field of audio and visual communications, including in-house movies and piped-in music services for hotels.

In its heyday, Rediffusion here had a large Chinese-dialect-speaking audience attracted to the heavy programming of popular Cantonese soap operas. Listening figures have slumped, though, since the government banned dialect programs and opted instead for promoting greater

use of Mandarin product.

Rediffusion now has a subscriber base of 65,000, and its advertising revenue is about \$3.5 million annually, according to Wong Ban Kuan, who will head up the company as managing director under the new deal. Company gross for 1988, including its communications and technical services, was \$7.3 million.

Says Wong: "We'll continue to program in Chinese Mandarin for housewives, as they have become more receptive to this product. But we also plan to tap into Yorkshire Radio Network's expertise and improve our English programming. We're currently running a wide selection of programs from Australia, the U.K., and U.S."

Michael Mallett, who is named  
(Continued on next page)

# Salem Music Series Gets Off To Jazzy Start In Malaysia

BY CHRISTIE LEO

KUALA LUMPUR, Malaysia The "Salem Music Revolution" series got off the ground to launch what is being hyped here as the "decade's biggest musical countdown" with a double-header jazz concert featuring guitarist Lee Ritener and Ernie Watts, Aug. 12.

Salem has finalized plans for at least one major concert here each month until year's end.

R.J. Reynolds, the firm that has been actively involved in music promotions, advertising, and spon-

sorship since it revitalized sales of Salem cigarettes five years ago, is planning to invest heavily in the music market in Malaysia. The Salem brand is the main sponsor of several prime-time television musical series and dance-club promotions.

Says a marketing executive for the Reynolds firm: "This territory suits our consumer profile. We're making every possible effort to be linked with contemporary music and we want this concert series celebration to set the style and  
(Continued on next page)

## Rockers Return; 'Cubes Take Off; Fish Surfaces; Gift Getting Role?

**BETTER LATE THAN NEVER:** A few major U.K. rock names have their first new recorded product in years lined up for the fall. **Kate Bush**, whose last new album, "Hounds Of Love," was four years ago, returns with "The Sensual World In October," which she has co-produced with **Del Palmer** and which includes a guest contribution from **Pink Floyd's Dave Gilmour**.

**Tears For Fears** are due to release their new album, "The Seeds Of Love," after a similar period of time away; it is preceded by a single, "Sowing The



by Chris White

**Seeds Of Love.** **Phil Collins** and **Dream Academy's Kate St. John** are among the guest musicians. **Spandau Ballet** is back with a new single, "I'll Be Free With Your Love," and album, "Sixth Sense," plus live dates.

Finally, expect a new album by **Adam Ant**, who, after a string of successes including "Prince Charming," "Goody Two Shoes," and "Stand And Deliver," has turned to acting in recent years.

**HITTING THE ROAD:** **Jason & the Scorchers** follow up their recent album "Thunder And Fire" with their first tour in three years, while the **Sugarcubes** have dates lined up in support of their album, "Here Today Gone Tomorrow Next Week," and single, "Regina," which were recorded in Iceland. Former Clash guitarist **Joe Strummer** is back with a solo single, "Gangster-ville," and album, "Earthquake Weather," and is lining up live dates in support.

Virgin group **Danny Wilson** follows the success of its album "BeBop MopTop" with its first live dates in two years. The al-

bum recently entered the U.K. chart at No. 24. **Danny Wilson** will be supported on tour by label mate **The Indian Givers**. Rock band **Midnight Blue**, signed to **Chrysalis Music** for publishing, has live gigs to promote its single, a four-track, 12-incher called "Little Heartbreaker" and released through **Pinnacle**.

**BITS & PIECES:** Former Marillion front man **Fish** has finished work on his first solo album, "Vigil In A Wilderness Of Mirrors," which will be released by **EMI** early next year ...

**Climie Fisher** will be featuring tracks from its second album when it starts its first-ever tour in October ... **Genesis** founder and keyboards player **Tony Banks** has formed **Bankstatement**, which will perform his songs and feature him in the lineup, though vocals will be provided by **Janey Klimek** and **Alastair Gordon**. **Banks** himself provides lead vocals on one track, "Big Man," on the debut album, also called "Bankstatement."

**Gary Tibbs**, a one-time member of **Adam & the Ants**, has formed **Louie Louie**, a guitar-oriented three-piece outfit currently working on its debut album for **Virgin** ... **Fine Young Cannibals' Roland Gift** has apparently been earmarked for the role of **Che Guevara** in the movie version of "Evita," the original stage role having been created by **David Essex** ... **His Latest Flame**, a female-dominated band from **Glasgow** and previously with **Go!Discs**, has signed to **London Records** and released a single, "Londonderry Road," taken from the upcoming album, "In Your Neighborhood."

## Contemporary Pop Artists To Perform Porter Classics

BY NIGEL HUNTER

LONDON The Cole Porter Trust has given its consent for some of the composer's greatest classics to be recorded in modern style by leading contemporary artists.

The project entails a double album and a 90-minute TV special. The latter will feature the artists concerned performing the songs, interspersed with archive footage to present a collage of Porter's work in a then-and-now format.

Handling the project is Fay-Doh-Doh Music, an arm of Initial Film & Television, a film and TV production company headquartered in London.

Fay-Doh-Doh managing director Debbie Mason discloses that David Byrne of the Talking Heads and Neneh Cherry are two of the artists involved. Byrne will give his styling to "Begin The Beguine" on the album, which has the working title of "King Cole."

Mason is working with Leigh Blake, the liaison person with the Cole Porter Trust, who is also executive producer of the project.

A major promotion campaign is planned for the album, whose release together with a screening of

the TV special is being planned to coincide with an international conference on AIDS in San Francisco next May. Proceeds of album and TV program sales will be donated to AIDS research funds.

The album is likely to be released on the Sire label, and the WEA group and Warner-Chappell Music are cooperating in the project. Warner-Chappell administers the Cole Porter catalog.

Initial Film & Television is the company producing support music features on-screen in Rank-Odeon-Cannon movie theaters throughout Britain (Billboard, Aug. 5), and not Picture Music International, EMI's music video subsidiary, as previously stated.

Mason reports good reaction to the first programs, which combine music videos and computer graphics. The clips promote EMI acts, Pepsi, and Our Price record stores. Another 10-minute slot is being prepared for screening with a major movie before Christmas.

"I went to see 'Batman' the other night," Mason remarks, "and the row behind me was singing along with the music videos. That has to be a good sign."

## LPs Slide While CDs Soar In West Germany

BY WOLFGANG SPAHR

HAMBURG, West Germany The vinyl disk is continuing its tailspin to eventual oblivion, according to statistics just released by the German Phonogram Assn.

Vinyl album sales dipped by 15% in the first six months of this year in comparison with the same period in 1988. Pre-recorded cassettes also registered a loss of 7%.

In contrast, CD sales soared by 50%, and the singles sector recovered by a 10% factor, thanks solely to the increasing popularity of the CD single format. There were 1.3 million of

these sold in the first half of 1989.

Nanfied Zumkeller, German Phonogram Assn. president, comments: "Despite the fact that more than 70% of German households still retain their analog record players, more and more people are changing over to CDs for their software purchases. However, I think vinyl disks will still be around for some years yet."

The format sales figures for January-June 1989 are 17 million singles; 18.6 million LPs; 22 million pre-recorded cassettes; and 21 million CDs. The total gross value of the market was \$1.6 billion.

## SALEM MUSIC SERIES FEATURES TOP TALENT

(Continued from preceding page)

pace for entertainment into the '90s."

The Ritenour-Watts opener was the brainchild of Singapore-based impresario Jeremy Monteiro, who was also a featured player, on key-

boards, in the concert. He won critical acclaim at last year's Montreux Jazz Festival and has two albums to his credit.

U.K. singer Samantha Fox and Hong Kong's hottest pop export, Anita Mui, have been lined up for concert dates here in September, while Sheena Easton, whose latest title, "The Lover In Me," is selling well in Malaysia, is scheduled for October.

But the highlight of the Salem series is a November concert by Elton John. Only he is set to appear in a stadium-size venue; all the others are being booked for the World Trade Center here.

According to R.J. Reynolds, a "surprise superstar concert" is slated for December, though no firm commitment has yet been made.

The company is to spend in excess of \$2.4 million on a nationwide advertising blitz in the print media and on television here during the concert series.

## MuchMusic Network Enjoying MuchSuccess Channel Survived Recent Transition To Basic Cable

BY KIRK LaPOINTE

OTTAWA Despite a painful transition from being a pay-TV service to becoming a basic cable channel, the MuchMusic Network is approaching its half-decade mark with its growing pains behind it. With confidence in the future, the cable programmer now plays a prominent role in the Canadian music business.

Virtually from day one, MuchMusic set about becoming the Canadian pay-TV success story, earning a profit in its first year and repeating that success consistently until this year.

"This year," acknowledges MuchMusic VP/GM Dennis Fitz-Gerald, "has been a trade-off, a calculated risk that we feel has paid off."

What the network did, following a regulatory ruling that cleared its path, was to shift the service from a pay-TV tier on cable to part of the basic package. In the process, it lowered its wholesale rate, and not without a loss in revenue.

Some of the cable business balked at shifting MuchMusic to basic cable until another specialty service, The Sports Network, did the same. Problem was, TSN opted to wait until this September to go basic, leaving MuchMusic a bit out on a limb for a year.

Now, however, Fitz-Gerald is confident that everything will fall into place. Advertisers have continued to show interest in the service, producing spots strictly for the network, and programming has developed to allow specialized music its place in what is loosely defined as a contemporary hit radio format.

Subscriber levels should surpass 4.3 million in September.

Specialized weekly programs are tailored for metal, country, A/C, and black music viewers, while a quiz show has been added and shows promise. A countdown chart show is a fixture, too.

"I think as time goes on, you'll see more and more of that [specialization]," says Fitz-Gerald. "It was very difficult attracting new viewers who wanted to graze for a few minutes. This way, they can find their show."

Often overlooked, too, has been MuchMusic's contribution to the production of videos. Part of its mandate has been to help finance Canadian music videoclips, and contributions now total more than \$1 million over the five years, with annual totals now eclipsing \$500,000. Some 219 videos have been helped through the fund called the Video Foundation to Assist Canadian Talent (VideoFACT).

MuchMusic has always overdelivered on its Canadian content commitment, which now stands at 30%. This has occasionally come at some sacrifice in quality, but, says Fitz-Gerald, "We are confident that good Canadian material is being made."

The Canadian content rule for MuchMusic resembles those for conventional broadcasters, and while MuchMusic has had to bear with such regulations, it has not been given some of the breaks that

its colleagues get.

For example, it cannot qualify for federal funds for program production; it is restricted from carrying nonnational advertising; and while

**'This year has been a calculated risk that has paid off'**

it has some leeway to allow it to carry music movies, it can't stray far in that area.

MuchMusic is owned by CHUM Ltd., which also owns CITY-TV Toronto. CITY-TV shares many resources with MuchMusic, and was

the home of highly-touted music video programming for a half-decade before the network came along.

The purview of CITY's program, "The New Music," has changed immensely from the early days to include youth lifestyle features. Program director John Martin often calls it "a Rolling Stone magazine for TV."

But Fitz-Gerald dismisses any notion that it is a matter of time before MuchMusic begins to delve much beyond music. Although its entertainment news has been beefed up and the quiz show has been added to the format each day, "we will always be music-driven," Fitz-Gerald says. "It's what got us here and what will keep us here."

## But More Major-Label \$\$\$ Are Needed Bright Future For Country

OTTAWA A survey of Canadian country music artists finds encouraging signs of growth and lingering problems of distribution and promotion. It also provides evidence of the shoestring budget on which much of the business operates.

The Canadian Country Music Assn. study, commissioned by the federal government last March and released recently, polled 144 Canadian country artists, concluding that "the future looks bright" for the country music community. Even so, money remains the principal problem for the business. Only 14 of the artists in the survey said they earned more than \$40,000 per year, and only 4% claimed they could afford to make music a full-time career.

Much of the business flows from independent labels; the association concludes in the report that "increased activity by major labels must be encouraged" for country acts to have good access to the market. Indeed, "exposure at the retail level is the biggest problem facing country music today," the report says.

It also finds that artists are not

sufficiently aware of industry and government measures to help them, and it encourages the federal government to increase its public information on such programs.

But the association found several positive signs: stepped-up use of music videos, increased employment of Canadian producers, better availability of pressing facilities, and more management and booking agent guidance within the business.

The association, which runs the annual Country Music Week festivities, says that there is "good reason for optimism" in the industry. No doubt, that comment comes partly as a result of seeing how things used to be: no signings to major labels, poor promotion of distributed labels, and indifference at radio and retail.

KIRK LaPOINTE

**Co-promotion will raise retail profile of country artists ... see page 37**

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# HITS of the WORLD

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## BRITAIN (Courtesy Music Week/Gallup) As of 8/26/89

This Week	Last Week	SINGLES
1	1	SWING THE MOOD JIVE BUNNY & THE MASTERMIXERS MUSIC FACTORY DANCE
2	4	POISON ALICE COOPER EPIC
3	11	RISE ON TIME BLACK BOX deCONSTRUCTION/RCA
4	2	FRENCH KISS LIL LOUIS FFRR/LONDON
5	5	TOY SOLDIERS MARTIKA CBS
6	3	WOULDN'T CHANGE A THING KYLIE MINOGUE PWL
7	6	LOSING MY MIND LIZA MINNELLI EPIC
8	8	BLAME IT ON THE BOOGIE BIG FUN JIVE
9	7	YOU'RE HISTORY SHAKESPEAR'S SISTER FFRR/LONDON
10	NEW	I JUST DON'T HAVE THE HEART CLIFF RICHARD EMI
11	14	HEY DJ I CAN'T.../SKA TRAIN BEATMASTERS FEATURING BETTY BOO RHYTHM KING
12	26	THE INVISIBLE MAN QUEEN PARLOPHONE
13	17	THIS IS THE RIGHT TIME LISA STANSFIELD ARISTA
14	13	DO THE RIGHT THING REDHEAD KINGPIN & THE FBI 10/VIRGIN
15	9	DON'T WANNA LOSE YOU GLORIA ESTEFAN EPIC
16	10	YOU'LL NEVER STOP ME LOVING YOU SONIA CHRYSALIS
17	39	NUMERO UNO STARLIGHT CITY BEAT/BEGGARS BANQUET
18	36	WARNING! ADEVA COOLTEMPO/CHRYSALIS
19	40	I NEED YOUR LOVIN' ALYSON WILLIAMS DEF JAM
20	23	KISSES ON THE WIND NENEH CHERRY CIRCA/VIRGIN
21	31	FRIENDS JODY WATLEY WITH ERIC B AND RAKIM MCA
22	12	ON OUR OWN (FROM GHOSTBUSTERS 2) BOBBY BROWN MCA
23	NEW	LAY YOUR HANDS ON ME BON JOVI VERTIGO/PHONOGRAM
24	38	SUGAR BOX THEN JERICHO LONDON
25	16	PURE THE LIGHTNING SEEDS GHETTO
26	24	SELF! FUZZBOX WEA
27	15	TOO MUCH BROS CBS
28	NEW	LOVE'S ABOUT TO CHANGE MY HEART DONNA SUMMER WARNER BROS.
29	20	AIN'T NOBODY RUFUS & CHAKA KHAN WARNER BROS.
30	32	MENTAL MANIC MC'S FEATURING SARA CARLSON RCA
31	18	LANDSLIDE OF LOVE TRANSVISION VAMP MCA
32	25	ON AND ON ASWAD MANGO/ISLAND
33	19	WIND BENEATH MY WINGS BETTE MIDLER ATLANTIC
34	NEW	SOMETHING'S JUMPIN' IN YOUR SHIRT MALCOLM MCLAREN EPIC
35	NEW	THE TIME WARP DAMIAN JIVE
36	30	BATDANCE PRINCE WARNER BROS.
37	NEW	DON'T LOOK BACK FINE YOUNG CANNIBALS LONDON
38	21	DO YOU LOVE WHAT YOU FEEL INNER CITY 10/VIRGIN
39	NEW	WE COULD BE TOGETHER DEBBIE GIBSON ATLANTIC
40	NEW	REVIVAL EURYTHMICS RCA
1	1	<b>ALBUMS</b>
2	NEW	GLORIA ESTEFAN CUTS BOTH WAYS EPIC
3	2	ALICE COOPER TRASH EPIC
4	3	JASON DONOVAN TEN GOOD REASONS PWL
5	NEW	SIMPLY RED A NEW FLAME ELEKTRA
6	9	FUZZBOX BIG BANG! WEA
7	NEW	PRINCE BATMAN (SOUNDTRACK) WARNER BROS.
8	8	THE BLOW MONKEYS CHOICES RCA
9	4	NENEH CHERRY RAW LIKE SUSHI CIRCA/VIRGIN
10	5	LONDON BOYS THE TWELVE COMMANDMENTS OF DANCE WEA
11	6	TRANSVISION VAMP VELVETEEN MCA
12	7	BOBBY BROWN DON'T BE CRUEL MCA
13	27	SOUL II SOUL CLUB CLASSICS VOL. ONE 10/VIRGIN
14	11	IMAGINATION IMAGINATION STYLUS
15	20	POINTERS SISTERS JUMP—THE BEST OF THE POINTER SISTERS RCA
16	13	QUEEN THE MIRACLE PARLOPHONE
17	15	GLORIA ESTEFAN & MIAMI SOUND MACHINE ANYTHING FOR YOU EPIC
18	10	VANGELIS THEMES POLYDOR
19	16	SIMPLE MINDS STREET FIGHTING YEARS VIRGIN
20	12	FINE YOUNG CANNIBALS THE RAW AND THE COOKED LONDON
21	18	GUNS N' ROSES APPETITE FOR DESTRUCTION GEFLEN
22	18	DEACON BLUE WHEN THE WORLD KNOWS YOUR NAME CBS
23	21	DON HENLEY THE END OF THE INNOCENCE GEFLEN
24	14	INNER CITY PARADISE 10/VIRGIN
25	17	PAUL MCCARTNEY FLOWERS IN THE DIRT PARLOPHONE
26	23	TOM PETTY FULL MOON FEVER MCA
27	22	JOE LONGTHORNE ESPECIALLY FOR YOU TELSTAR
28	NEW	MAX BYGRAVES SINGALONGAWAY YEARS PARKFIELD MUSIC
29	19	CYNDI LAUPER A NIGHT TO REMEMBER EPIC
30	30	ENYA WATER ARK WEA
31	26	KYLIE MINOGUE E KYLIE PWL
32	31	TEXAS SHHSIDE MERCURY/PHONOGRAM
33	28	KARYN WHITE KARYN WHITE WARNER BROS.
34	24	CLANNAD AST PRESENT RCA
35	25	MADONNA LIKE A PRAYER SIRE
36	NEW	LIL LOUIS FRENCH KISSES FFRR/LONDON
37	29	BETTE MIDLER BEACHES (SOUNDTRACK) ATLANTIC
38	34	GUNS N' ROSES GN'R LIES GEFLEN
39	37	MICHAEL JACKSON BAD EPIC
40	32	THE POGUES PEACE & LOVE WEA
41	NEW	THEN JERICHO THE BIG AREA LONDON

## CANADA (Courtesy The Record) As of 8/14/89

		SINGLES
1	1	BATDANCE PRINCE WARNER BROS./WEA
2	4	ON OUR OWN BOBBY BROWN MCA/MCA
3	3	IF YOU DON'T KNOW ME BY NOW SIMPLY RED ELEKTRA/WEA
4	6	DRESSED FOR SUCCESS ROXETTE CAPITOL/CAPITOL
5	7	SO ALIVE LOVE & ROCKETS VERTIGO/POLYGRAM
6	5	EXPRESS YOURSELF MADONNA SIRE/WEA
7	11	TOY SOLDIERS MARTIKA COLUMBIA/CBS
8	8	WHAT YOU DON'T KNOW EXPOSE ARISTA/BMG
9	9	BABY DON'T FORGET MY NUMBER MILLI VANILLI ARISTA/BMG
10	2	BUFFALO STANCE NENEH CHERRY VIRGIN/WEA
11	19	COLD HEARTED PAULA ABDUL VIRGIN/WEA
12	16	RIGHT HERE WAITING RICHARD MARX EMI/CAPITOL
13	13	THIS TIME I KNOW IT'S FOR REAL DONNA SUMMER ATLANTIC/WEA
14	12	LOVE IS ALANNAH MYLES ATLANTIC/WEA
15	18	IT DOESN'T MATTER COLEMAN/WILDE ATTIC/A&M
16	14	GOOD THING FINE YOUNG CANNIBALS I.R.S./MCA
17	17	DOCTOR THE DOOBIE BROTHERS CAPITOL/CAPITOL
18	10	WIND BENEATH MY WINGS BETTE MIDLER ATLANTIC/WEA
19	NEW	THE END OF THE INNOCENCE DON HENLEY GEFLEN/WEA
20	NEW	JOY & PAIN GLORIA ESTEFAN EPIC/CBS
1	2	<b>ALBUMS</b>
2	1	PRINCE BATMAN (SOUNDTRACK) WARNER BROS./WEA
3	4	FINE YOUNG CANNIBALS THE RAW AND THE COOKED I.R.S./MCA
4	3	TOM PETTY FULL MOON FEVER MCA/MCA
5	6	MILLI VANILLI GIRL YOU KNOW IT'S TRUE ARISTA/BMG
6	5	MADONNA LIKE A PRAYER SIRE/WEA
7	7	RICHARD MARX REPEAT OFFENDER EMI/CAPITOL
8	10	ALANNAH MYLES ALANNAH MYLES ATLANTIC/WEA
9	11	PAULA ABDUL FOREVER YOUR GIRL VIRGIN/A&M
10	8	BOBBY BROWN DON'T BE CRUEL MCA/MCA
11	15	LOVE & ROCKETS LOVE & ROCKETS VERTIGO/POLYGRAM
12	14	DON HENLEY THE END OF THE INNOCENCE GEFLEN/WEA
13	9	NEW KIDS ON THE BLOCK HANGIN' TOUGH COLUMBIA/CBS
14	12	KIM MITCHELL ROCKLAND ALERT/CAPITOL
15	13	ROXETTE LOOK SHARP! EMI/CAPITOL
16	16	JOHN COUGAR MELLENCAMP BIG DADDY MERCURY/POLYGRAM
17	18	THE CULT SONIC TEMPLE BEGGARS BANQUET/POLYGRAM
18	17	JEFF HEALEY BAND SEE THE LIGHT ARISTA/BMG
19	NEW	VARIOUS ARTISTS GHOSTBUSTERS II MCA/MCA
20	20	GRAPES OF WRATH NOW AND AGAIN CAPITOL/CAPITOL
21	20	SIMPLY RED A NEW FLAME ELEKTRA/WEA

## WEST GERMANY (Courtesy Der Musikmarkt) As of 8/21/89

		SINGLES
1	1	DAS OMEN (TEIL 1) MYSTERIOUS ART CBS
2	2	TELL IT LIKE IT IS DON JOHNSON EPIC
3	3	BLAME IT ON THE RAIN MILLI VANILLI HANSA
4	5	BACK TO LIFE SOUL II SOUL VIRGIN
5	4	IT'S ALRIGHT PET SHOP BOYS PARLOPHONE
6	8	WHAT A WONDERFUL WORLD LOUIS ARMSTRONG A&P POLYDOR
7	12	LICENCE TO KILL GLADYS KNIGHT MCA
8	6	SEALED WITH A KISS JASON DONOVAN PWL
9	9	LOVE IS A SHIELD CAMOUFLAGE METRONOME
10	7	MANCHILD NENEH CHERRY VIRGIN
11	10	BATDANCE PRINCE WARNER BROS.
12	15	INNOCENT MIKE OLDFIELD VIRGIN
13	NEW	SWING THE MOOD JIVE BUNNY & THE MASTERMIXERS BCM
14	14	LULLABY THE CURE METRONOME
15	13	EXPRESS YOURSELF MADONNA SIRE
16	11	THE CHALLENGE CHRIS THOMPSON ARIOLA
17	17	LADY IN BLACK BAD BOYS BLUE COCONUT
18	NEW	ENIZIAN HEINO TELDEC
19	16	DRESSED FOR SUCCESS ROXETTE PARLOPHONE
20	NEW	FUNKY COLD MEDINA TONE LOC ISLAND
1	1	<b>ALBUMS</b>
2	3	QUEEN THE MIRACLE PARLOPHONE
3	4	MIKE OLDFIELD EARTH MOVING VIRGIN
4	2	DON JOHNSON LET IT ROLL EPIC
5	5	JASON DONOVAN TEN GOOD REASONS PWL
6	6	PRINCE BATMAN (SOUNDTRACK) WARNER BROS.
7	7	SIMPLE MINDS STREET FIGHTING YEARS VIRGIN
8	8	JOE COCKER ONE NIGHT OF SIN CAPITOL
9	16	SIMPLY RED A NEW FLAME WEA
10	9	MILLI VANILLI ALL OR NOTHING HANSA
11	10	MADONNA LIKE A PRAYER SIRE
12	11	NENEH CHERRY RAW LIKE SUSHI VIRGIN
13	11	THE CURE DISINTEGRATION METRONOME
14	12	CAMOUFLAGE METHODS OF SILENCE METRONOME
15	17	GUNS N' ROSES APPETITE FOR DESTRUCTION GEFLEN
16	20	SOUL II SOUL CLUB CLASSICS VOLUME ONE VIRGIN
17	13	PAUL MCCARTNEY FLOWERS IN THE DIRT PARLOPHONE
18	NEW	THE POGUES PEACE AND LOVE TELDEC
19	14	STEVIE NICKS THE OTHER SIDE OF THE MIRROR EMI
20	18	BEE GEES ONE WARNER BROS.
21	18	ALICE COOPER TRASH EPIC

## ITALY (Courtesy Musica & Dischi) As of 8/14/89

		SINGLES
1	1	VIVA LA MAMA EDOARDO BENNATO VIRGIN
2	4	TIPRETENDO RAF CGD
3	2	WHEN THE NIGHT COMES JOE COCKER CAPITOL
4	10	MARINA ROCCO & THE CARNATIONS CGD
5	3	EXPRESS YOURSELF MADONNA SIRE
6	9	THE LOOK ROXETTE PARLOPHONE
7	5	BATDANCE PRINCE WARNER BROS.
8	11	LULLABY THE CURE POLYDOR
9	7	MY BRAVE FACE PAUL MCCARTNEY PARLOPHONE
10	14	I WANT IT ALL QUEEN PARLOPHONE
11	6	SCAPPA CON ME JOVANOTTI IBIZA
12	8	ALL I WANT IS YOU U2 ISLAND
13	13	GRINGO SABRINA SALERNO BMG ARIOLA
14	17	YOU ARE ON MY MIND SWING OUT SISTER FONTANA
15	12	THIS IS YOUR LAND SIMPLE MINDS VIRGIN
16	18	IF YOU DON'T KNOW ME BY NOW SIMPLY RED ELEKTRA
17	15	BREAKTHRU' QUEEN EMI
18	NEW	ATOMIC CITY HOLLY JOHNSON WEA
19	NEW	I HEAR YOU CALL BLISS EMI
20	20	FERRY 'CROSS THE MERSEY VARIOUS PWL

## MUSIC & MEDIA PAN-EUROPEAN CHARTS 8/26/89

		HOT 100 SINGLES
1	2	SWING THE MOOD JIVE BUNNY & THE MASTERMIXERS MUSIC FACTORY DANCE
2	1	BATDANCE PRINCE PAISLEY PARK
3	3	LAMBADA KAOMA CBS
4	5	BACK TO LIFE SOUL II SOUL/CARON WHEELER 10 RECORDS
5	6	DAS OMEN (TEIL 1) MYSTERIOUS ART CBS
6	4	ETERNAL FLAME THE BANGLES CBS
7	10	BLAME IT ON THE RAIN MILLI VANILLI BMG ARIOLA
8	15	FRENCH KISS LIL' LOUIS LONDON
9	9	LICENCE TO KILL GLADYS KNIGHT MCA
10	8	TELL IT LIKE IT IS DON JOHNSON EPIC
11	7	EXPRESS YOURSELF MADONNA SIRE
12	11	WOULDN'T CHANGE A THING KYLIE MINOGUE PWL
13	13	JOHNNY JOHNNY COME HOME AVALANCHE WEA
14	17	JE TE SUIVRAI JEAN PIERRE FRANCOIS PATHE/EMI
15	12	IT'S ALRIGHT PET SHOP BOYS PARLOPHONE
16	NEW	POISON ALICE COOPER EPIC
17	NEW	TOY SOLDIERS MARTIKA CBS
18	14	SEALED WITH A KISS JASON DONOVAN PWL
19	19	THE LOOK, ROXETTE PARLOPHONE
20	NEW	LULLABY THE CURE FICTION/POLYDOR
1	2	<b>HOT 100 ALBUMS</b>
2	1	PRINCE BATMAN (SOUNDTRACK) WARNER BROS.
3	3	QUEEN THE MIRACLE PARLOPHONE
4	5	SIMPLY RED A NEW FLAME WEA
5	4	MADONNA LIKE A PRAYER SIRE
6	6	SIMPLE MINDS STREET FIGHTING YEARS VIRGIN
7	7	JASON DONOVAN TEN GOOD REASONS PWL
8	8	GLORIA ESTEFAN CUTS BOTH WAYS EPIC
9	13	PAUL MCCARTNEY FLOWERS IN THE DIRT PARLOPHONE
10	9	MIKE OLDFIELD EARTH MOVING VIRGIN
11	15	THE CURE DISINTEGRATION FICTION/POLYDOR
12	10	NENEH CHERRY RAW LIKE SUSHI CIRCA
13	16	JOE COCKER ONE NIGHT OF SIN CAPITOL
14	12	SOUL II SOUL CLUB CLASSICS VOL. ONE 10 RECORDS
15	14	GUNS N' ROSES APPETITE FOR DESTRUCTION GEFLEN
16	18	JOHNNY HALLYDAY CADILLAC PHILIPS/PHONOGRAM
17	11	TRANSVISION VAMP VELVETEEN MCA
18	17	DON JOHNSON LET IT ROLL EPIC
19	NEW	PATRICIA KAAS MADEMOISELLE CHANTE POLYDOR
20	20	FINE YOUNG CANNIBALS THE RAW AND THE COOKED LONDON
21	20	LONDON BOYS THE TWELVE COMMANDMENTS OF DANCE TELDEC/WEA

## AUSTRALIA (Courtesy Australian Record Industry Assn.) As of 8/20/89

		SINGLES
1	1	YOU GOT IT (THE RIGHT STUFF) NEW KIDS ON THE BLOCK CBS
2	3	IF YOU DON'T KNOW ME BY NOW SIMPLY RED WEA
3	2	THE LOOK ROXETTE EMI
4	4	BATDANCE PRINCE WEA
5	5	BABY I DON'T CARE TRANSVISION VAMP WEA
6	14	I DON'T WANT A LOVER TEXAS POLYGRAM
7	12	TELEPHONE BOOTH IAN MOSS MUSHROOM/FESTIVAL
8	7	BEDROOM EYES KATE CEBRANO FESTIVAL
9	NEW	DRESSED FOR SUCCESS ROXETTE EMI
10	9	FUNKY COLD MEDINA TONE LOC FESTIVAL
11	13	TOO MUCH BROS CBS
12	10	ETERNAL FLAME THE BANGLES CBS
13	15	RIGHT BACK WHERE WE STARTED FROM SINITTA LIB/CBS
14	6	SAY GOODBYE INDECENT OBSESSION LIB/CBS
15	11	WIND BENEATH MY WINGS BETTE MIDLER WEA
16	8	EXPRESS YOURSELF MADONNA WEA
17	20	CAN I GET A WITNESS SAM BROWN FESTIVAL
18	NEW	SECOND CHANCE THIRTY EIGHT SPECIAL FESTIVAL
19	NEW	I'LL BE LOVING YOU NEW KIDS ON THE BLOCK CBS
20	NEW	LOVE DIMENSION KATE CEBRANO REGULAR/FESTIVAL
1	NEW	<b>ALBUMS</b>
2	3	IAN MOSS MATCHBOOK MUSHROOM/FESTIVAL
3	4	TRANSVISION VAMP VELVETEEN WEA
4	2	ANDREW LLOYD WEBBER PREMIERE COLLECTION POLYDOR
5	1	SIMPLY RED A NEW FLAME WEA
6	5	DEF LEPPARD HYSTERIA POLYDOR
7	11	BETTE MIDLER BEACHES (SOUNDTRACK) WEA
8	8	GIPSY KINGS GIPSY KINGS CBS
9	6	THE BANGLES EVERYTHING LIB/CBS
10	7	PRINCE BATMAN (SOUNDTRACK) WEA
11	9	FINE YOUNG CANNIBALS THE RAW AND THE COOKED POLYGRAM
12	10	BLACK SORROWS HOLD ON TO ME CBS
13	12	DEBBIE GIBSON ELECTRIC YOUTH WEA
14	NEW	JOHNNY DIESEL & THE INJECTORS JOHNNY DIESEL & THE INJECTORS FESTIVAL
15	13	PAUL KELLY & THE MESSENGERS SO MUCH WATER SO CLOSE TO HOME MUSHROOM/FESTIVAL
16	14	DARYL BRAITHWAITE EDGE CBS
17	15	TRANSVISION VAMP POP ART WEA
18	16	JAMES REYNE HARD REYNE EMI
19	NEW	QUEEN THE MIRACLE EMI
20	18	NEW KIDS ON THE BLOCK HANGIN' TOUGH CBS
21	18	STEVIE NICKS THE OTHER SIDE OF THE MIRROR EMI

## FRANCE (Courtesy of Europe 1) As of 8/19/89

		SINGLES
1	1	LAMBADA KAOMA CBS
2	2	JE TE SUIVRAI JEAN PIERRE FRANCOIS EMI
3	4	MIRADOR JOHNNY HALLYDAY POLYGRAM
4	5	JOUE PAS FRAN. FELDMAN-JONI AMALISON POLYDOR
5	3	JOHNNY JOHNNY COME HOME AVALANCHE WEA
6	6	HOTEL CALIFORNIA EAGLES WEA
7	7	HELP! BANANARAMA POLYGRAM
8	8	ETERNAL FLAME BANGLES CBS
9	9	JARDIN D'ENFANTS DEBUT DE SOIREE CBS
10	13	I DROVE ALL NIGHT CYNDI LAUPER CBS
11	16	HAND ON YOUR HEART KYLIE MINOGUE CBS
12	12	STRAIGHT UP PAULA ABDUL VIRGIN
13	NEW	MEGAMIX IMAGINATION POLYGRAM
14	11	TOO MANY BROKEN HEARTS JASON DONOVAN PWL
15	NEW	LIBERIAN GIRL MICHAEL JACKSON CBS
16	NEW	AIMONS NOUS VIVANTS FRANCOIS VALERY WEA
17	10	LIKE A PRAYER MADONNA WEA
18	NEW	A QUOI JE SERS MYLENE FARMER POLYGRAM
19	14	BATDANCE PRINCE WEA
20	17	COMME D'HABITUDE FLORENE PAGNY POLYGRAM

## SBK Takes To The Road

**NEW YORK** The top executives at SBK Records hit the road in August to trumpet the new label's premiere releases. At galas in Los Angeles, Chicago, Atlanta, and New York, presentations were made by Martin Bandier, president and CEO of SBK; Charles Koppelman, chairman and CEO of SBK; Russ Bach, president of CEMA Distribution; and Joe Smith, president and CEO of Capitol/EMI. The festivities included performances by SBK artists Darryl Tookes, Wendy Wall, and Will & the Bushmen.



Jack Eugster, CEO of the Musicland Group, was among the top retailers who traveled to Chicago to preview SBK's first releases. Enjoying the Ritz-Carlton bash, from left, are Joe Smith, Charles Koppelman, Eugster, and Martin Bandier.



The SBK team greets Barrie Bergman, president/CEO of Record Bar Inc., during the Atlanta reception at the Ritz-Carlton. Seen here, from left, are Charles Koppelman, Bergman, Martin Bandier, Joe Smith, and Arma Andon, senior VP of SBK Records.



A good time was had by all at the festivities in New York. Living it up, from left, are Mitchell Imber, VP, Elroy Enterprises; Joe McFadden, VP of sales, CEMA Distribution; Roy Imber, president, Elroy Enterprises; Kathy Ganser, Washington, D.C., branch manager, CEMA Distribution; Gene Rumsey, New York branch manager CEMA Distribution; and Bruce Imber, VP, Elroy Enterprises.



Larry Gaines, senior VP of the Musicland Group, gets the SBK treatment at the Gotham Bar & Grill in New York. Shown, from left, are Gaines; Joe McFadden, VP of sales, CEMA Distribution; Joe Mansfield, VP of marketing, CEMA Distribution; Pat Rustici, VP of sales, SBK Records; and Charles Koppelman.



Among the new SBK signees introduced at the Beverly Hills Hotel in Los Angeles were Darryl Tookes, Boogie Box High, and Wilson/Phillips, a group comprising two daughters of Beach Boy Brian Wilson and the daughter of the Mamas & the Papas' John and Michelle Phillips. From left: Tookes; Carnie Wilson; Andros Georgiou of Boogie Box High; Chynna Phillips; Wendy Wilson; and Charles Koppelman.



Radio and video representatives turn out to meet SBK in New York. Shown, from left, are Bill Hard, editor and publisher, The Hard Report; Denis McNamara, program director, WDRE; Jeff Rowe, VP of programming, VH-1; Daniel Glass, senior VP of promotion, SBK Records; Lee Masters, senior VP/GM, MTV Networks; and Sal LoCurto, director of music programming, VH-1.



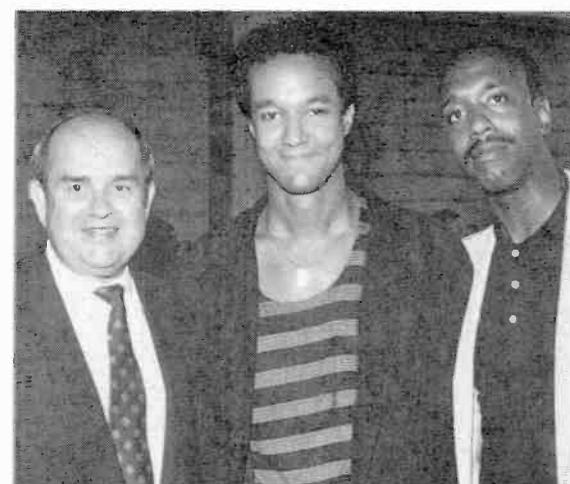
Jason Blaine, president of The Music People Inc., was on hand to welcome the SBK group to Los Angeles. Shown, from left, are Blaine; Martin Bandier; Charles Koppelman; Terry Sautter, San Francisco branch manager, CEMA Distribution; and Vyto Lazauskas, Los Angeles branch manager, CEMA Distribution.



Shown at the Chicago gala, from left, are Russ Bach; Mark Olson, Radio Doctors; Don Smith, Radio Doctors; Joe Mansfield, VP of Marketing, CEMA Distribution; and Dave Witzig, Chicago branch manager, CEMA Distribution.



Dave Jackowitz, executive VP of Peaches, takes a moment to relax with the SBK group in Atlanta. Shown, from left, are Pat Rustici, VP of sales for SBK Records; Jackowitz, and Jerry Brackenridge, Atlanta branch manager, CEMA Distribution.



SBK artist Darryl Tookes was introduced on the road trip. Seen here, from left, are Russ Bach, Tookes, and Earl Jordan, national director of black music marketing, CEMA Distribution.

## POP

**PAUL SHAFFER**  
Coast To Coast  
PRODUCER: Various  
Capitol 48288

David Letterman's piano man brings home a high-concept solo debut, cut in cities across the country with a gallery of stars. Debut single "When The Radio Is On" is a nifty mating of doo-wop and rap; Memphis-brewed "What Is Soul" and Brian Wilson-penned surfer "Metal Beach" stand out from the pack. Very entertaining, top 40-friendly stuff.

**WEBB WILDER**  
Hybrid Vigor  
PRODUCER: R.S. Field  
Island 91280

The Webb-man returns with a country/rock/rockabilly raveup that explodes with college and alternative radio potential. Wilder has the rawness of the Georgia Satellites with a better sense of humor. Check out "Human Cannonball," "Hittin' Where It Hurts," and the bluesy "Cold Front." Don't miss.

**THE BEACH BOYS**  
Still Cruisin'  
PRODUCERS: Various  
Capitol 92639

Beach Boys fans waiting for a new album will have to wait some more—this one should have been called "Their Greatest Soundtrack Hits." Tracks from "Lethal Weapon 2" (title cut), "Cocktail" ("Kokomo"), and other movie projects are here; only two truly brand-new cuts are among the remainder. The familiarity of most of the material will limit sales.

**ICEHOUSE**  
Great Southern Land  
PRODUCERS: Keith Forsey; Rhett Davies; Ira Davies and others  
Chrysalis 21680

Atmospheric, often intense effort from Australian quintet has their producers' fingerprints all over it. Rhett Davies track, "Cross The Border," has that slinky, sultry Roxy Music feel, and "Hey Little Girl" has that slightly sinister, evocative feel that Forsey coaxes out of most of his subjects. However, all this only adds up to a strong package that should garner at least one hit as large as "Electric Blue." One of the strongest contenders is punchy title track.

**BANKSTATEMENT**  
PRODUCERS: Steve Hillage & Tony Banks  
Atlantic 82007

Banks takes a page from fellow Genesis-ite Mike Rutherford's book by snagging a vocalist from Sad Cafe to front his extracurricular outfit. Instead of Paul Young, the ace here is Alistair Gordon, who shares singing chores with Jayney Klimek. Eschewing his usual ethereal instrumental solo efforts, Banks throws himself wholeheartedly into the pop realm with such perky numbers as "Throwback" and "Raincloud," which could burst at album radio.

**JOE COCKER**  
One Night Of Sin  
PRODUCER: Charlie Midnight  
Capitol 92861

Vet gravel-larynxed vocalist applies his pipes to several uninspiring new songs with tepid results, although "When The Night Comes" is already heading up the Album Rock Tracks chart. Cocker shines brightest on familiar covers—Gladys Knight's "I've Got To Use My Imagination," and Little Willie John's "Fever," title track originally limned by Smiley Lewis. When will A&R figure out that R&B is what the man sings best?

**GORKY PARK**  
PRODUCERS: Bruce Fairbairn, Mitch Goldfarb & Gorky Park, Jon Bon Jovi & Richie Sambora  
Mercury 838628

Massive publicity for Moscow Music Peace Festival won't hurt U.S. chances for these glasnost rockers, one of two Soviet bands appearing at the event. Quintet works out of a pop-metal bag in manner of Bon Jovi, who lends a production hand here. Hot tracks like "Bang," sung in English, wouldn't sound one iota out of place on album rock radio.

**VAN DYKE PARKS**  
Tokyo Rose  
PRODUCER: Andrew Wickham  
Warner Bros. 25968

Parks' latest song cycle is as eccentric and knottily engaging as his past work. Interlinking tunes about East-West relations are often cryptic in their humor, but Parks' ever-distinctive string and horn arrangements keep things lively and intellectually diverting. Still an acquired taste with limited commercial appeal, but longtime cultists will eat it up.

**DELTA REBELS**  
Down In The Dirt  
PRODUCER: R. Eli Bai  
Polydor 837765

Southern rockers' refried boogie, seasoned with honky-tonk piano and yards of slide guitar, simmers in late-'80s rock'n'roll grease. Band crunches with the best of them on dead-ahead tracks like title cut and ramblin' "Tattoo Rosie." Album rockers should play it without fear.

**L.A. GUNS**  
Cocked And Loaded  
PRODUCERS: Duane Baron, John Purdell & Tom Werman  
Vertigo 838592

L.A. street-rock unit that spawned Guns N' Roses has a sound that verges on the metal generic at times, but when the members click—as on the formidable rocker "Malaria" or subdued "The Ballad Of Jane"—they can run with the best of the pack. Album rock spinners should choose their cuts with care, though; it's a spotty affair.

**MORDRED**  
Fool's Game  
PRODUCER: Dino Aiden  
Noise 45182

One of the metal label's strongest offerings in quite some time, Mordred blends speed metal with blues and funk to solid effect. "Every Day's A Holiday" has a certain commercial appeal and the band's version of Rick James' "Super Freak" honestly has to be heard. As weird as it sounds, lead singer Scott Holderby sounds like a heavy metal Geddy Lee. Contact: 212-334-9268.

## BLACK

**SCHOOLLY D**  
Am I Black Enough For You?  
PRODUCER: Schoolly D  
Jive/RCA 1237

"Is he controversial enough for you?" may be the real question. Philly's bad-boy rapper plays in the rough as usual, slinging down streetwise wordplay that may be a tad too raw for timorous retailers. Putting it bluntly, a track titled "Pussy Ain't Nothin'" likely won't warm the cockles of Sam Walton's heart—but it will help move tonnage among Schoolly's target audience.

**SHANGRI LA**  
Shangri La  
PRODUCERS: Jon St. James & Michael Eckart  
Enigma 73522

Female twosome (one of them a newcomer since pair's last release) serves lightly danceable fare on sophomore album. "Nervous" and "Thumbs Up," among others, could simmer in the clubs, thanks to understated but still sultry vocal work.

## SPOTLIGHT

ROLLING STONES STEEL WHEELS



**THE ROLLING STONES**  
Steel Wheels  
PRODUCERS: Chris Kimsey & The Glimmer Twins  
Columbia 45333

Positive response to first single already proves that radio has no "Mixed Emotions" about the band's best album since 1981's "Tattoo You," and retailers should find that this effort gathers no moss in stores either. No-holds-barred "Sad, Sad, Sad" and the country-tinged "Blinded By Love" capture the incredible, stripped-down intensity of vintage '60s Stones. Others, like Eastern-flavored "Continental Drift," aren't as instantly accessible but are still enjoyable. Jagger sings with renewed vigor, especially on the slinkily sexy "Terrifying," and it's still a thrill to hear Richards play.

## NEW AND NOTEWORTHY

**ENUFF Z'NUFF**  
PRODUCERS: Enuff Z'Nuff & Ron Fajferstein  
Atco 91262

Hard rock slams '60s pop with winning results on first single, "New Thing," and the rest of this Midwestern outfit's debut never lets up. Second new signing to reactivated label should have no trouble at all gaining airplay and moving records with energetic guitar-fueled tunes like the stomping Grand-Funk-meets-Van-Halen "Hot Little Summer Girl" or the band's unique "Little Indian Angel." Look out, this one's hot.

**CECE ROGERS**  
PRODUCERS: CeCe Rogers; Royal Bayyan  
Atlantic 82021

Singer known mainly for his club appeal shows that he's meant for much more than the dance floor. The ballads here, especially "I Wanna Be," show off just what a strong and expressive voice Rogers has. He's a potential Luther-in-the-making and should do well at radio and retail.

## DANCE

**DEAN DILLON**  
I've Learned To Live  
PRODUCERS: Randy L. Scruggs, Dean Dillon  
Capitol 92079

This is Dillon's most consistently satisfying album to date: chisel-edged vocals, ultra-clean production, and one sensitive song after another. Best cuts: "Changes Comin' On," "Who Do You Think You Are," "Her Thinkin' I'm Doin' Her Wrong."

**PATSY CLINE**  
Live Volume Two  
PRODUCER: The Country Music Foundation  
MCA 42284

Culled from military recruitment

## JAZZ

**ALLAN HOLDSWORTH**  
Secrets  
PRODUCER: Allan Holdsworth  
Intima 73328

Master axeman works out skillfully on the guitar synthesizer on latest release from Enigma's jazz offshoot. While compositions are straight-up-and-down fusion exercises, Holdsworth's chops and solid rhythm support keep things interesting, and highly commercial as well.

**JOHN SCOFIELD**  
Flat Out  
PRODUCER: Steve Swallow  
Gramavision 79400

One of the first Gramavision issues to be released under Mesa/Bluemoon distribution pact is a welcome set by soft-touch guitarist Scofield. The Billy Cobham and Miles Davis band vet turns in a customarily tasteful performance of his own originals and offbeat covers like the Meters' "Cissy Strut" and Huey "Piano" Smith's "Rockin' Pneumonia." Terri Lyne Carrington is a notable guest.

**JEAN LUC PONTY**  
Storytelling  
PRODUCER: Jean Luc Ponty  
Columbia 45252

A man and his electric violin are seldom parted and Ponty makes especially good use of his on his first album in two years. Most striking are "Tender Memories" with Grover Washington Jr. on saxophone and an interesting version of Chopin's Prelude #20 with Ponty's daughter on piano. In addition to these guest stars, Ponty works seamlessly with his touring band for the past two years, which includes drummer Rayford Griffin and guitarist Jamie Glaser.

## NEW AGE

**MICHAEL LEE THOMAS**  
Fresh Out Of Nowhere  
PRODUCER: Michael Lee Thomas  
Bainbridge 6281

Former rock'n'roller Thomas has constructed a free-flowing, keyboard-dominated dreamscape that will likely appeal to new age and progressive rock fans alike. By no means minimalist, album includes enough melody to set itself apart from standard meditation fodder, while passive listeners won't be distracted by instrumental excess. A good listen.

## COUNTRY

**DEAN DILLON**  
I've Learned To Live  
PRODUCERS: Randy L. Scruggs, Dean Dillon  
Capitol 92079

This is Dillon's most consistently satisfying album to date: chisel-edged vocals, ultra-clean production, and one sensitive song after another. Best cuts: "Changes Comin' On," "Who Do You Think You Are," "Her Thinkin' I'm Doin' Her Wrong."

**PATSY CLINE**  
Live Volume Two  
PRODUCER: The Country Music Foundation  
MCA 42284

Culled from military recruitment

radio shows, the 12 songs here were broadcast between 1956 and 1962. None of Cline's own hits are included, but there are such spirited covers as "Side By Side," "The Wayward Wind," and "Stupid Cupid." Excellent cover notes by CMF scholar Ronnie Pugh.

**JERRY JARAMILLO**  
Favorites  
PRODUCER: Little Richie Johnson  
LRJ 3019

Jaramillo is a consistently fine traditional singer who instinctively knows country music's emotional pressure points. Besides his own original material here, he resurrects such classics as "Big Big Love," "Step Aside," and "Yellow Bandanna." Contact: 505-864-7441

**STEVEN WAYNE HORTON**  
Steven Wayne Horton  
PRODUCER: Jack Holder  
Capitol 91983

Horton draws his inspiration from the Memphis rockabilly muses. His performances are a rousing mixture of youthful innocence and hard-living intensity.

## CLASSICAL

**HOROWITZ AT HOME**  
Vladimir Horowitz, Piano  
Deutsche Grammophon 427772

All but one of the selections here are new to the Horowitz discography, a tribute to the artist's refusal even now to inhabit a repertory rut. Major work is the Mozart Piano Sonata No. 3, which emerges with all the pianist's fabled clarity of execution, voice leading and motive energy. More Mozart, a Schubert morsel, and several Liszt pieces fill out the absorbing program. Hardly less interesting are the liner notes by the Maestro himself. Recorded in Horowitz's living room in New York, the sound is very good, if lacking ultimate bloom. A powerful artistic and commercial package.

**FAURÉ/DEBUSSY/FRANCK: VIOLIN SONATAS**  
Joshua Bell, Jean-Yves Thibaudet  
London 421817

Three of the most popular French sonatas on one disk make excellent programming sense and should exert active collector appeal. Bell's sweet sound, a bit thin as captured here, is put to good use, but the stronger interpretive profile is that of pianist Thibaudet's, who is also favored with a more robust voice. Artists often perform as a team and have developed a devoted following.

**SPOTLIGHT:** Predicted to hit top 10 on Billboard's Top Pop Albums chart or to earn platinum certification.

**NEW & NOTEWORTHY:** Highlights new and developing acts worthy of attention and other releases of special interest.

**PICKS:** 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. Send review copies to Melinda Newman, Billboard, 1515 Broadway, New York, N.Y. 10036, and Chris Morris, Billboard, 9107 Wilshire Blvd., Beverly Hills, Calif. 90210. Send country and gospel albums to Ed Morris, Billboard, 49 Music Square W., Nashville, Tenn. 37203.

# HOT 100 SINGLES SPOTLIGHT



by Michael Ellis

**PAULA ABDUL SCORES HER** third No. 1 single from her debut album as "Cold Hearted" (Virgin) moves to No. 1 in sales and overall. "Right Here Waiting" by **Richard Marx** (EMI) finally weakens after three weeks at the top—although it is still No. 1 in airplay, for the fifth week. The singles by **New Kids On The Block** and **Gloria Estefan**, bulleted at Nos. 3 and 4, respectively, are strong contenders for No. 1 next week. The rest of the top 10 is too far behind to challenge for No. 1 until the following week. The top 15 is still crowded; both "The End Of The Innocence" by **Don Henley** (Geffen) and "Friends" by **Jody Watley** (MCA) gain points but are pushed down one place by stronger records. "Keep On Movin'" by **Soul II Soul** (Virgin) holds at No. 14 with a bullet, caught in the same jam. "Movin'" is already No. 1 at both 98PXV Rochester, N.Y., and WNNK Harrisburg, Pa.

**THIS IS THE BIGGEST** week of the year for new releases. In a normal week, at most one record would garner more than 100 adds. This week, four separate singles each crossed the 100-add mark among the 240 stations reporting to the Hot 100. Leading the way is **Janet Jackson** with "Miss You Much" (A&M), the Hot Shot Debut at No. 42, with 174 stations reporting airplay—almost three-quarters of the panel. "Mixed Emotions" by the **Rolling Stones** is close behind, debuting at No. 47 with 157 stations adding it. Also having giant weeks at radio are "Sowing The Seeds Of Love" by **Tears For Fears** (Fontana) with 122 adds and "Love In An Elevator" by **Aerosmith** (Geffen) with 104 adds. Three other records each nabbed more than 50 adds, including the new singles by **Motley Crue** and **Tina Turner** and this week's Power Pick/Airplay, "Listen To Your Heart" by **Roxette** (EMI). "Listen" is the most-added record already on the chart, with 58 adds; it also shows early strength at Y108 Denver (28-15) and WKBQ St. Louis (22-18), fueling a 16-place chart jump to No. 48.

**THE DOWN SIDE OF** all this excitement over new superstar product is that several other records by new artists were severely hurt in the mad scramble for adds at radio. "Love Cries" by the **Stage Dolls** (Chrysalis) loses its bullet at No. 54, but looks healthy in many places. It jumps 5-3 at KRZR Sacramento, Calif., 9-8 at WQUT Johnson City, Tenn., and 20-16 at WMMS Cleveland. "Oh Daddy" by **Adrian Belew** (Atlantic) moves up to No. 58 without a bullet, but looks strong at Z95 Chicago (18-10), 19-14 at WPST Trenton, N.J., and 11-9 at Z99 Oklahoma City.

**QUICK CUTS:** The biggest chart jump on the Hot 100 belongs to **Bobby Brown**. "Rock Wit'cha" (MCA) leaps 35 places to No. 57, scoring 47 adds and early jumps of 11-8 at KWSS San Jose, Calif., and 10-9 at KRQ Tucson, Ariz. The second biggest jump goes to "Call It Love" by **Poco** (RCA), zooming 26 places to No. 68 with 39 adds and an early top 20 report from KEGF Dallas . . . Look for exciting changes in next week's issue as we unveil our new Hot 100 panel and two new charts reflecting the hybrid top 40/rock and top 40/dance formats.

## HOT 100 SINGLES ACTION

### RADIO MOST ADDED

	PLATINUM/ GOLD ADDS 22 REPORTERS	SILVER ADDS 55 REPORTERS	BRONZE/ SECONDARY ADDS 163 REPORTERS	TOTAL ADDS 240 REPORTERS	TOTAL ON
<b>MISS YOU MUCH</b> JANET JACKSON A&M	16	43	109	168	174
<b>MIXED EMOTIONS</b> ROLLING STONES COLUMBIA	18	39	100	157	157
<b>SOWING THE SEEDS OF LOVE</b> TEARS FOR FEARS FONTANA	10	28	84	122	122
<b>LOVE IN AN ELEVATOR</b> AEROSMITH GEFFEN	10	21	73	104	104
<b>DR. FEEL GOOD</b> MOTLEY CRUE ELEKTRA	6	16	63	85	85
<b>THE BEST</b> TINA TURNER CAPITOL	3	17	52	72	72
<b>LISTEN TO YOUR HEART</b> ROXETTE EMI	5	12	41	58	150
<b>ROCK WIT'CHA</b> BOBBY BROWN MCA	6	14	27	47	77
<b>CALL IT LOVE</b> POCO RCA	4	5	30	39	89
<b>I FEEL THE EARTH MOVE</b> MARTIKA COLUMBIA	3	4	28	35	36

Radio Most Added is a weekly national compilation of the ten records most added to the playlists of the radio stations reporting to Billboard. The full panel of radio reporters is published periodically as changes are made, or is available by sending a self-addressed stamped envelope to: Billboard Chart Dept., 1515 Broadway, New York, N.Y. 10036.

# SHE'S BACK!

NATALIE

# Cole

COOD  
TO BE  
BACK

10 SOLID SONGS.  
ONE INDISPENSABLE ALBUM.

# SHE'S LIVE!

This is THE TOUR

you always wanted NATALIE COLE to do.

Don't miss this chance

to see her up close and intimate all across

America this summer.

"...COLE MAKES IT SEEM NATURAL

AND EFFORTLESS.

SHE CAN BE HOT AND INTENSE,

BUT SHE CAN BE COOL AND SOPHISTICATED."

PAUL GRINE, LA TIMES

# SHE'S HOT!

Hotter than ever. She's

following her multi-format no. 1 smash

MISS YOU LIKE CRAZY

with I DO a top 10 R&B, AC killer duet with

FREDDIE JACKSON.

EMI

1989 EMI, a division of Capitol Records, Inc.

# SHE'S TOURING!

The ONE SHOW TO SEE Ticket—this summer

8/26 Grand Rapids, MI Club Eastbrook	8/31 Atlanta, GA Center Stage	9/7 San Diego, CA Humphrey's By The Bay
8/27 Detroit, MI Eliza Howell Park	9/2 Houston, TX Astro Arena Complex	9/8-9 Los Angeles, CA The Roxy
8/29 St. Louis Westport Playhouse	9/3 Dallas, TX Trinity River Bottom	9/10 San Francisco, CA Fillmore
8/30 Nashville, TN Jackson Theater	9/6 Phoenix, AZ Celebrity Theater	

# Philips' CD-I Hardware Gets Worldwide Launch

AMSTERDAM Philips, the Dutch multinational electronics group, will launch its compact disk interactive hardware worldwide this month, according to Gaston Bastiaens, deputy managing director of the consumer electronics division.

For the first two years, the hardware will be limited to professional and institutional users. Beginning in 1992, it will become available to the general public.

Bastiaens predicts that personal use of CD-I will be fully established by the middle of the next decade. He also expects that Japanese electronics firms will soon start supplying CD-I hardware to professional users.

CD-I is the fourth member of the compact disk family, which was jointly invented and developed by Philips and Sony. CD audio made its debut at the end of 1982, followed by CD-ROM (a storage system for computer data) and CD video (CDV).

CD-I combines the application possibilities of CD audio, CD-ROM, and CDV and creates the opportunity for the development of a wide spectrum of software for entertainment, education, and information.

Bastiaens stresses that CD-I can succeed only if there is sufficient software of strong appeal avail-

able. A number of leading publishers, entertainment companies, broadcasters, and educational institutions in the U.S. have committed themselves to the format, including Rand McNally, Grolier, Time-Life, Smithsonian, Children's Television Workshop, Parker Bros., and Harcourt Brace Jovanovich.

American Interactive Media, a Los Angeles-based company set up by Philips through its PolyGram subsidiary in 1986, is actively involved in establishing a strong CD-I software catalog.

In Europe and Japan, a variety of interested companies are working to produce a supply of interesting software titles to ensure the success of CD-I.

Bastiaens comments that the professional use of the CD-I system in coming years will be mainly in the field of education.

"The necessity to improve the quality of education is probably one of the most universal priorities of our society in the next decade," he says. "CD-I can be very useful and helpful for the realization of educational systems. It is also fun."

Philips has approached European educational institutes and organizations to explain the advantages of CD-I and enlist their interest and support.

FOR WEEK ENDING SEPTEMBER 2, 1989

## Billboard. Hot 100. SALES & AIRPLAY™

A ranking of the top 40 singles by sales and airplay, respectively, with reference to each title's composite position on the main Hot 100 Singles chart.

THIS WEEK	LAST WEEK	TITLE	ARTIST	HOT 100 POSITION
1	2	COLD HEARTED	PAULA ABDUL	1
2	4	HANGIN' TOUGH	NEW KIDS ON THE BLOCK	3
3	3	DON'T WANNA LOSE YOU	GLORIA ESTEFAN	4
4	1	RIGHT HERE WAITING	RICHARD MARX	2
5	7	FRIENDS	JODY WATLEY WITH ERIC B. & RAKIM	10
6	6	SECRET RENDEZVOUS	KARYN WHITE	7
7	11	ANGEL EYES	THE JEFF HEALEY BAND	5
8	8	KEEP ON MOVIN'	SOUL II SOUL	14
9	10	THE END OF THE INNOCENCE	DON HENLEY	9
10	13	18 AND LIFE	SKID ROW	13
11	16	SHOWER ME WITH YOUR LOVE	SURFACE	8
12	17	IF I COULD TURN BACK TIME	CHER	11
13	18	HEAVEN	WARRANT	6
14	21	GIRL I'M GONNA MISS YOU	MILLI VANILLI	12
15	15	SACRED EMOTION	DONNY OSMOND	16
16	5	ON OUR OWN	BOBBY BROWN	15
17	9	ONCE BITTEN TWICE SHY	GREAT WHITE	17
18	12	I LIKE IT	DINO	18
19	22	TALK IT OVER	GRAYSON HUGH	21
20	14	BATDANCE (FROM "BATMAN")	PRINCE	25
21	26	ONE	BEE GEES	19
22	27	THAT'S THE WAY	KATRINA AND THE WAVES	24
23	31	PUT YOUR MOUTH ON ME	EDDIE MURPHY	27
24	30	KISSES ON THE WIND	NENEH CHERRY	22
25	25	HEY LADIES	BEASTIE BOYS	36
26	29	SOUL PROVIDER	MICHAEL BOLTON	23
27	—	CHERISH	MADONNA	20
28	19	SO ALIVE	LOVE AND ROCKETS	26
29	35	BUST A MOVE	YOUNG M.C.	35
30	24	TOY SOLDIERS	MARTIKA	32
31	23	I'M THAT TYPE OF GUY	L.L. COOL J	45
32	36	RUNNIN' DOWN A DREAM	TOM PETTY	34
33	32	IF YOU DON'T KNOW ME BY NOW	SIMPLY RED	38
34	34	THE PRISONER	HOWARD JONES	33
35	20	HEADED FOR A HEARTBREAK	WINGER	28
36	—	IT'S NOT ENOUGH	STARSHIP	29
37	—	DON'T LOOK BACK	FINE YOUNG CANNIBALS	30
38	—	(YOU'RE MY ONE AND ONLY) TRUE LOVE	SEDUCTION	37
39	38	WIND BENEATH MY WINGS	BETTE MIDLER	80
40	—	LOVE SONG	THE CURE	31

THIS WEEK	LAST WEEK	TITLE	ARTIST	HOT 100 POSITION
1	1	RIGHT HERE WAITING	RICHARD MARX	2
2	2	COLD HEARTED	PAULA ABDUL	1
3	3	HANGIN' TOUGH	NEW KIDS ON THE BLOCK	3
4	5	DON'T WANNA LOSE YOU	GLORIA ESTEFAN	4
5	9	HEAVEN	WARRANT	6
6	11	SHOWER ME WITH YOUR LOVE	SURFACE	8
7	10	ANGEL EYES	THE JEFF HEALEY BAND	5
8	7	THE END OF THE INNOCENCE	DON HENLEY	9
9	16	GIRL I'M GONNA MISS YOU	MILLI VANILLI	12
10	14	IF I COULD TURN BACK TIME	CHER	11
11	4	ON OUR OWN	BOBBY BROWN	15
12	8	SECRET RENDEZVOUS	KARYN WHITE	7
13	17	18 AND LIFE	SKID ROW	13
14	15	FRIENDS	JODY WATLEY WITH ERIC B. & RAKIM	10
15	6	ONCE BITTEN TWICE SHY	GREAT WHITE	17
16	21	CHERISH	MADONNA	20
17	20	KEEP ON MOVIN'	SOUL II SOUL	14
18	12	SACRED EMOTION	DONNY OSMOND	16
19	23	ONE	BEE GEES	19
20	13	I LIKE IT	DINO	18
21	24	KISSES ON THE WIND	NENEH CHERRY	22
22	25	SOUL PROVIDER	MICHAEL BOLTON	23
23	31	LOVE SONG	THE CURE	31
24	27	TALK IT OVER	GRAYSON HUGH	21
25	32	IT'S NOT ENOUGH	STARSHIP	29
26	29	THAT'S THE WAY	KATRINA AND THE WAVES	24
27	18	HEADED FOR A HEARTBREAK	WINGER	28
28	34	DON'T LOOK BACK	FINE YOUNG CANNIBALS	30
29	37	PARTYMAN	PRINCE	40
30	28	THE PRISONER	HOWARD JONES	33
31	39	WHEN I LOOKED AT HIM	EXPOSE	39
32	—	MISS YOU MUCH	JANET JACKSON	42
33	—	IT'S NO CRIME	BAByFACE	41
34	22	SO ALIVE	LOVE AND ROCKETS	26
35	19	BATDANCE (FROM "BATMAN")	PRINCE	25
36	—	WHAT I LIKE ABOUT YOU	MICHAEL MORALES	43
37	26	TOY SOLDIERS	MARTIKA	32
38	—	LISTEN TO YOUR HEART	ROXETTE	48
39	—	MIXED EMOTIONS	ROLLING STONES	47
40	—	(YOU'RE MY ONE AND ONLY) TRUE LOVE	SEDUCTION	37

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### HOT 100 A-Z PUBLISHERS/PERFORMANCE RIGHTS/SHEET MUSIC

TITLE (Publisher - Licensing Org.)	Sheet Music Dist.
13 18 AND LIFE (New Jersey Underground, ASCAP)	6 HEAVEN (Virgin Songs, BMI/Dick Dragon, BMI/Crab Salad, BMI/Likite Split, BMI/Rich Mcbitch, BMI/Great Lips, BMI) CPP
98 AIN'T TOO PROUD TO BEG (Stone Agate, BMI) CPP	67 HEY BABY (Leesum, BMI/Virgin Songs, BMI) CLM
100 AND THE NIGHT STOOD STILL (Realsongs, ASCAP) WBM	36 HEY LADIES (Brooklyn Dust, ASCAP)
5 ANGEL EYES (Lilybilly, BMI/Bug, BMI/Lucrative, BMI) CLM	52 HOOKED ON YOU (Lifo, BMI)
61 BABY DON'T FORGET MY NUMBER (MCA, ASCAP) HL	96 I FEEL THE EARTH MOVE (Colgems-EMI, ASCAP)
25 BATDANCE (FROM "BATMAN") (Controversy, ASCAP) WBM	18 I LIKE IT (Island, BMI/Onid, BMI) WBM
77 THE BEST (Mike Chapman, ASCAP/Knighty-Knight, ASCAP/All Nations, ASCAP)	11 IF I COULD TURN BACK TIME (Realsongs, ASCAP) WBM
79 BUFFALO STANCE (Virgin Music/EMI Songs/Warner Chappell Music/Warner-Tamerlane, BMI/Copyright Control) HL/CPP/WBM	38 IF YOU DON'T KNOW ME BY NOW (Assorted, BMI/Mighty Three, BMI)
35 BUST A MOVE (Varry White, ASCAP/Young Man Moving, ASCAP)	45 I'M THAT TYPE OF GUY (Def Jam, ASCAP/L.L. Cool J, ASCAP/D And D, ASCAP/Virgin, ASCAP) CPP
68 CALL IT LOVE (Atlantic-Gibron, BMI/Storky, BMI/Jasperilla, ASCAP)	69 IN MY EYES (Saja, BMI/Mya-T, BMI) HL
20 CHERISH (WB, ASCAP/Bleu Disque, ASCAP/Webo Girl, ASCAP/Johnny Yuma, BMI) WBM	41 IT'S NO CRIME (Epic/Solar, BMI/Kear, BMI/Greenskirt, BMI) CPP
55 CLOSER TO FINE (Godhapp, BMI/Virgin Songs, BMI) CPP	29 IT'S NOT ENOUGH (Martin Page, ASCAP/Zomba, ASCAP/Emotional Rex, BMI/Djo, BMI) HL
1 COLD HEARTED (Eliot Wolff, ASCAP/Virgin, ASCAP) CPP	99 JACKIE BROWN (Riva, ASCAP) WBM
97 COVER OF LOVE (St.Cecelia, BMI/Weir Brothers, ASCAP)	14 KEEP ON MOVIN' (Virgin, ASCAP) CPP
91 CRAZY ABOUT HER (Rod Stewart, ASCAP/Intersong, ASCAP/Hitchings, ASCAP/BMG, ASCAP) HL/CPP	22 KISSES ON THE WIND (Virgin, ASCAP) CPP
30 DON'T LOOK BACK (Virgin, ASCAP) CPP	89 LAY ALL YOUR LOVE ON ME (Eleven East, BMI)
74 DON'T SAY YOU LOVE ME (Songs Of The Knight, BMI)	62 LAY DOWN YOUR ARMS (She Devil, Munch/BMG, ASCAP/Virgin, ASCAP/Shipwreck, BMI/Munch-O-Matic, ASCAP) CPP/HL
78 DON'T SHUT ME OUT (Paige By Paige, BMI/Red Admiral, BMI) CLM	49 LAY YOUR HANDS ON ME (Bon Jovi, ASCAP/New Jersey Underground, ASCAP/Pri, ASCAP) WBM
4 DON'T WANNA LOSE YOU (Foreign Imported, BMI) CPP	76 LET GO (Almo, ASCAP) CPP
65 DR. FEELGOOD (Motley Crue, BMI/Sikki Nixx, BMI/Mick Mars, BMI)	73 LET THE DAY BEGIN (Neeb, ASCAP/WB, ASCAP) WBM
71 DRESSED FOR SUCCESS (Jimmy Fun, BMI) CLM	48 LISTEN TO YOUR HEART (Jimmy Fun, BMI) CLM
9 THE END OF THE INNOCENCE (Cass County, ASCAP/Zappo, ASCAP) CLM/WBM	63 LITTLE FIGHTER (Vavoom, ASCAP) WBM
70 EXPRESS YOURSELF (WB, ASCAP/Bleu Disque, ASCAP/Webo Girl, ASCAP/Black Lion, ASCAP) WBM	54 LOVE CRIES (Chrysalis, ASCAP) CLM
46 FORGET ME NOT (Wild Crusade, ASCAP/Meibach & Epstein, ASCAP/Frisco Kid, ASCAP/Chappell & Co., ASCAP/Mark Spiro, BMI/Screen Gems-EMI, BMI) HL/WBM	92 LOVE HAS TAKEN ITS TOLL (Dasnice, BMI/Linz, BMI) CLM
10 FRIENDS (EMI April, ASCAP/Ultravave, ASCAP/A Diva, ASCAP/Rightson, BMI/EMI Blackwood, BMI/Eric B & Rakim, ASCAP) HL	56 LOVE IN AN ELEVATOR (Swag, ASCAP)
12 GIRL I'M GONNA MISS YOU (MCA, ASCAP) HL	84 LOVE SHACK (Man Woman Together Now!, BMI/Irving, BMI)
85 GLAMOUR BOYS (Dare To Dream, ASCAP/Famous, ASCAP) CPP	31 LOVE SONG (Fiction, BMI)
51 GYPSY ROAD (Eve, ASCAP/Chappell, ASCAP) HL	88 ME MYSELF AND I (Tee Girl, BMI/Bridgeport, BMI)
3 HANGIN' TOUGH (Maurice Starr, ASCAP/EMI April, ASCAP) HL	42 MISS YOU MUCH (Flyte Tyme, ASCAP)
28 HEADED FOR A HEARTBREAK (Verseau, BMI/Small Hope, BMI/Virgin Songs, BMI) CPP	47 MIXED EMOTIONS (Promopub B.V., PRS)
59 HEALING HANDS (Big Pig, ASCAP/Intersong USA, ASCAP) HL	64 MY FIRST NIGHT WITHOUT YOU (Relia, BMI/Billy Steinberg, ASCAP/Denise Barry, ASCAP) WBM
	50 NEED A LITTLE TASTE OF LOVE (EMI April, ASCAP/Bovina, ASCAP) HL
	66 NO MORE RHYME (Deborah Ann's, ASCAP/Walden Music, ASCAP) HL
	58 OH DADDY (Saiko, ASCAP)
	15 ON OUR OWN (FROM "GHOSTBUSTERS II") (Kear, BMI/Epic/Solar, BMI/Green Skirt, BMI) CPP
	72 ON THE LINE (Music Impossible, BMI/Cota, BMI) CPP
	17 ONCE BITTEN TWICE SHY (EMI April, ASCAP/Ian Hunter, ASCAP) HL
	19 ONE (Gibb Brothers, BMI/Careers, BMI/BMG, PRS) HL
	40 PARTYMAN (Controversy, ASCAP/WB, ASCAP) WBM
	75 PRIOE & PASSION (Eddie And The Cruisers, BMI/John Cafferty, BMI)
	33 THE PRISONER (Hojo, BMI)
	93 PUSS N' BOOTS/THESE BOOTS (ARE MADE FOR WALKIN') (Criterion, ASCAP/Beun, ASCAP/Berstin, CAPAC)
	27 PUT YOUR MOUTH ON ME (Eddie Murphy, ASCAP/Gratitude Sky, ASCAP/Penzafire, ASCAP/Virgin, ASCAP) CPP
	2 RIGHT HERE WAITING (Chi-Boy, ASCAP) CLM
	57 ROCK WIT'CHA (Kear, BMI/Epic/Solar, BMI/Green Skirt, BMI) CPP
	34 RUNNIN' DOWN A DREAM (Gone Gator, ASCAP/EMI April, ASCAP/Wild Gator, ASCAP/WB, ASCAP) CPP/WBM/HL
	16 SACRED EMOTION (Music Corp. Of America, BMI/Bayjun Beat, BMI) HL
	7 SECRET RENDEZVOUS (Kear, BMI/Epic/Solar, BMI/Green Skirt, BMI) CPP
	8 SHOWER ME WITH YOUR LOVE (Colgems-EMI, ASCAP) WBM
	81 SMOOTH UP (Buffoonery Grooves, ASCAP/Virgin, ASCAP) CLM
	26 SO ALIVE (Warner-Tamerlane, BMI) WBM
	23 SOUL PROVIDER (Mr.Bolton, BMI/Non Pareil, ASCAP) WBM
	53 SOWING THE SEEDS OF LOVE (Virgin Songs, BMI)
	87 STAND UP (Point, BMI/Screen Gems-EMI, BMI) WBM
	95 STILL CRUISIN' (Dayvin, BMI/Claudiaudient, BMI) HL
	21 TALK IT OVER (April, ASCAP/Rhu-Afon, ASCAP) HL
	24 THAT'S THE WAY (Megasongs, BMI/Screen Gems-EMI, BMI) WBM
	32 TOY SOLDIERS (Famous, ASCAP/Tika Tunes, ASCAP/Ensign, BMI) CPP
	94 TROUBLE ME (Christian Burial, ASCAP) MSC
	44 TURNED AWAY (Selessongs, ASCAP/Honeylook, ASCAP)
	86 WALKIN' SHOES (Photon, BMI/Sneak Attack, BMI/Irving, BMI)
	60 WHAT ABOUT ME (Australian Tumbleweed, BMI) HL
	43 WHAT I LIKE ABOUT YOU (Forever Endeavor, ASCAP)
	39 WHEN I LOOKED AT HIM (EMI, BMI/Panchin, BMI) WBM
	82 WHEN THE RADIO IS ON (No-Cal, ASCAP/Red Admiral, BMI) CLM
	90 WHO DO YOU GIVE YOUR LOVE TO? (Boom Tat, ASCAP/PolyGram International, ASCAP) WBM
	80 WIND BENEATH MY WINGS (FROM "BEACHES") (WB Gold, ASCAP/Warner House of Music, BMI) WBM
	83 YOU BETTER DANCE (Colgems-EMI, ASCAP/Boston International, ASCAP) WBM
	37 (YOU'RE MY ONE AND ONLY) TRUE LOVE (Robi-Rob, ASCAP/Red Instructional, ASCAP/Free-Dome, ASCAP)

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# Trade Assns. Sue Missouri Over Violent-Vid Bill

BY EDWARD MORRIS

NASHVILLE The Video Software Dealers Assn., the Motion Picture Assn. Of America, and four other parties have sued to challenge a new Missouri law that would make state video retailers liable for renting or selling "violent" videotapes to anyone under 17.

At press time, a hearing on the complaint was set for Aug. 24.

The suit, which was filed Aug. 21 in the U.S. District Court for the Western District Of Missouri, seeks a preliminary and permanent injunction to keep the bill in question from taking effect, as intended, on Monday (28).

The impending law mandates that the affected videos be displayed in an area separate from other videos and that they not be made available to anyone under 17.

The statute defines violent videos as those that appeal to "morbid interest in violence," according to "contemporary community standards"; that depict "violence in a way that is patently offensive to the average person"; and that lack "serious literary, artistic, political, or scientific value for persons under the age of 17."

Joining VSDA and MPAA in the suit are the Missouri Grocers' Assn., the Missouri Retailers Assn., Video Express (doing business as Applause Video), and Bailey's C.C. Enterprises. Video Express, based in Kansas City, has 23 retail stores. Bailey's, of Sullivan, Mo., has stores in Sullivan and Steelville, Mo.

The plaintiffs argue that the Missouri law inhibits freedom of expression and denies equal protection as provided by the U.S. Constitution.

Further, the suit maintains, the law violates the free speech and equal protection clauses in the state constitution.

Besides lodging these objections, the complaint protests the "vagueness" of key words in the statute, noting, "Persons of common intelligence thus are forced to guess at their meaning."

Such vagueness, the complaint continues, "operates to chill producers, distributors, and retailers from exercising their constitutionally protected freedom of expression and is likely to lead to enforcement by law enforcement officials on an unfair, subjective, and ad hoc basis."

A VSDA spokeswoman says that while the association is monitoring similarly restrictive laws pending in Illinois and Ohio, it plans no legal response unless the laws are passed.

Dawn Wiener, head of the central Texas VSDA chapter, says that all the anti-video laws proposed in Texas, including one similar to the Missouri ruling, have been defeated—except one that allows communities to restrict adult video stores to certain zones, which goes into effect Friday (1).

# NEC CONSIDERS PLAN FOR VIDEO GAME RENTALS

(Continued from page 1)

multiple game-instruction sets in order to establish a new customer base for its game system.

"We're coming into a market where there's one player that has an 80% share of the video game market," says Phil Rosenberg, national sales manager/home entertainment at Wood Dale, Ill.-based NEC, "and we're introducing product that will retail for up to twice as much as they are—and with accessories that will retail for up to \$400 each. We think, conceptually, before you ask a kid to spend that kind of money, he should be allowed a test drive."

NEC's TurboGrafx-16 system, which utilizes a 16-bit graphics processor and is expandable, is expected to retail for \$199, compared to the basic Nintendo system's current \$79.95. The "game cards" for the NEC system will be the size of a credit card—much smaller than Nintendo cartridges. One game card will come with each NEC system, and 16 other games will be available by Christmas, according to NEC.

Among the accessories NEC will

offer consumers is a TurboGrafx-CD player that attaches to both the game system and home stereo equipment. The \$400 player—which can make use of CDs' vast storage space for sophisticated game information—can also be used to play normal CDs and can properly decode those disks utilizing CD+Graphics (CD+G) programming. Four CD game titles—all more complex than the game cards—are promised in time for Santa's ride.

Before NEC does anything, Rosenberg says, the company wants to put together a program "to service these video retailers properly." Highest priority, he says, is determining the system by which retailers will be able to obtain hardware and software.

"When [dealers] are buying Nintendo now," he says, "they have to go to Toys 'R' Us or other retailers to buy their inventory to rent. If we're going to do it, we'll do it directly with them."

Thus, this week NEC is shipping its system and games only to "our key toy and NEC A/V dealers," he

adds. Five games are expected to be in NEC's initial shipment, with an additional 12 slated for release by year's end.

Rosenberg confirms that in making its plans, NEC has spent "a lot of time" talking with the

**'Before you ask a kid to spend that kind of money, he should be allowed a test drive'**

Video Software Dealers Assn. regarding the various needs of video dealers. Most of those needs appear to have risen from dealers' past and present experience with Nintendo game rentals.

"Before we approach this channel, we want to be button-down," says Rosenberg. "There's a few things that these guys need. Maybe they need a special carry-case to rent the hardware out of; maybe

they need tamper-proof labels, and identification labels on each piece-part that comes with [the system]. And maybe they need 10 extra instruction books, so they don't have to photocopy instructions. Maybe they need a manual on how to run TurboGrafx promotions, and how to use the TurboGrafx logo and trademark without getting into trouble. That kind of stuff."

Word of NEC's interest in utilizing video retailers in their game-selling strategy comes directly on the heels of the recent VSDA convention in Las Vegas, where the issue of video game rental was a central topic of discussion.

"Phil was at the convention," says Rick Karpel, VSDA regional director, "and he obviously saw there were a lot of people there upset with Nintendo. I'm assuming that his company sees this as an opportunity to get in the good graces of a bunch of people that are upset with their other [video game] supplier."

"I think it makes sense. And I think most retailers will be happy about it."

FOR WEEK ENDING SEPTEMBER 2, 1989

# HOT CROSSOVER 30™

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	TITLE LABEL & NUMBER/DISTRIBUTING LABEL	ARTIST
1	2	2	10	<b>COLD HEARTED</b> VIRGIN 7-99196	◆ PAULA ABDUL 1 week at No. 1
2	3	3	11	<b>SHOWER ME WITH YOUR LOVE</b> COLUMBIA 38-68746	◆ SURFACE
3	4	5	7	<b>HANGIN' TOUGH</b> COLUMBIA 38-68960	◆ NEW KIDS ON THE BLOCK
4	1	1	12	<b>ON OUR OWN</b> MCA 53662	◆ BOBBY BROWN
5	9	14	5	<b>GIRL I'M GONNA MISS YOU</b> ARISTA 1-9870	◆ MILLI VANILLI
6	6	9	8	<b>DON'T WANNA LOSE YOU</b> EPIC 34-68959/E.P.A.	◆ GLORIA ESTEFAN
7	5	4	13	<b>KEEP ON MOVIN'</b> VIRGIN 7-99205	◆ SOUL II SOUL
8	7	7	12	<b>FRIENDS</b> MCA 53660	◆ JODY WATLEY WITH ERIC B. & RAKIM
9	13	17	5	<b>IT'S NO CRIME</b> SOLAR 68960/E.P.A.	◆ BABYFACE
10	10	15	9	<b>YOU'RE MY ONE AND ONLY (TRUE LOVE)</b> VENETTA VV-1433/A&M	SEDUCTION
11	12	11	7	<b>RIGHT HERE WAITING</b> EMI 50219	◆ RICHARD MARX
12	8	6	15	<b>SECRET RENDEZVOUS</b> WARNER BROS. 7-27863	◆ KARYN WHITE
13	16	21	5	<b>BUST A MOVE</b> DELICIOUS VINYL 105/ISLAND	◆ YOUNG M.C.
14	17	20	6	<b>KISSES ON THE WIND</b> VIRGIN 7-99183	◆ NENEH CHERRY
15	11	10	16	<b>I LIKE IT</b> 4TH & B'WAY 7483/ISLAND	◆ DINO
16	14	13	10	<b>TURNED AWAY</b> ATLANTIC 7-88917	◆ CHUCKII BOOKER
17	20	24	3	<b>LET GO</b> WING 871 722-7/POLYGRAM	◆ SHARON BRYANT
18	24	27	3	<b>CHERISH</b> SIRE 7-22883/WARNER BROS.	MADONNA
19	27	—	2	<b>WHEN I LOOKED AT HIM</b> ARISTA 1-9868	◆ EXPOSE
20	21	23	4	<b>PUT YOUR MOUTH ON ME</b> COLUMBIA 38-68897	◆ EDDIE MURPHY
21	NEW ▶	1	1	<b>MISS YOU MUCH</b> A&M 1445	◆ JANET JACKSON
22	NEW ▶	1	1	<b>PARTYMAN</b> WARNER BROS. 7-22814	PRINCE
23	25	25	4	<b>CONGRATULATIONS</b> A&M 1407	◆ VESTA
24	18	12	12	<b>HOOKEED ON YOU</b> ATCO 7-99210	◆ SWEET SENSATION
25	19	16	13	<b>TOY SOLDIERS</b> COLUMBIA 38-68747	◆ MARTIKA
26	15	8	11	<b>BATDANCE (FROM "BATMAN")</b> WARNER BROS. 7-22924	◆ PRINCE
27	22	18	12	<b>I'M THAT TYPE OF GUY</b> DEF JAM 38-68902/COLUMBIA	◆ L.L. COOL J
28	NEW ▶	1	1	<b>TALK TO MYSELF</b> GEFFEN 7-22936	◆ CHRISTOPHER WILLIAMS
29	NEW ▶	1	1	<b>DON'T MAKE ME OVER</b> NEXT PLATEAU 50107	SYBIL
30	23	19	14	<b>IF YOU DON'T KNOW ME BY NOW</b> ELEKTRA 7-69297	◆ SIMPLY RED

Products with the greatest airplay gains this week. ◆ Videoclip availability. Billboard, copyright 1989.

# Billboard POWER PLAYLISTS

FOR WEEK ENDING SEPTEMBER 2, 1989

Sample Playlists of the Nation's Largest Crossover Radio Stations

STATION	NEW YORK	PHILADELPHIA	LOS ANGELES	SAN FRANCISCO	
	<b>HOT 97 FM</b>	<b>Q102</b>	<b>Power 106 FM</b>	<b>KMEL 106 FM</b>	
	P.D.: Steve Ellis	P.D.: Elvis Duran	P.D.: Jeff Wyatt	P.D.: Keith Naftaly	
1	Bobby Brown, On Our Own (From "Ghostbusters II")	1	Bobby Brown, On Our Own (From "Ghostbusters II")	1	Paula Abdul, Cold Hearted
2	Jody Watley With Eric B. & Rakim, Friends	2	Jody Watley With Eric B. & Rakim, Friends	2	Young M.C., Bust A Move
3	Surface, Shower Me With Your Love	3	Surface, Shower Me With Your Love	3	Milli Vanilli, Girl I'm Gonna Miss You
4	Paula Abdul, Cold Hearted	4	Richard Marx, Right Here Waiting	4	Seduction, You're My One And Only (True Love)
5	New Kids On The Block, Hangin' Tough	5	Soul II Soul, Keep On Movin'	5	Soul II Soul, Keep On Movin'
6	Karyn White, Secret Rendezvous	6	Neneh Cherry, Kisses On The Wind	6	Neneh Cherry, Kisses On The Wind
7	Gloria Estefan, Don't Wanna Lose You	7	Steve B, In My Eyes	7	Babyface, It's No Crime
8	Milli Vanilli, Girl I'm Gonna Miss You	8	Janet Jackson, Miss You Much	8	Sharon Bryant, Let Go
9	Soul II Soul, Keep On Movin'	9	Martika, Toy Soldiers	9	Expose, When I Looked At Him
10	Martika, Toy Soldiers	10	Eddie Murphy, Put Your Mouth On Me	10	Surface, Shower Me With Your Love
11	Dino, I Like It	11	Janet Jackson, Miss You Much	11	New Kids On The Block, Hangin' Tough
12	Neneh Cherry, Kisses On The Wind	12	Bee Gees, One	12	Heavy D & The Boyz, We Got Our Own Thing
13	Dead or Alive, Come Home With Me Baby	13	L.L. Cool J, I'm That Type Of Guy	13	Apollonia, The Same Dream
14	Debbie Gibson, No More Rhyme	14	Pam Russo, Hold Tight	14	Gloria Estefan, Don't Wanna Lose You
15	Cori, Where Are You Tonight?	15	Prince, Partyman	15	Chuckii Booker, Turned Away
16	Babyface, It's No Crime	16	2 Live Crew, Me So Horny	16	The Flame, One The Strength
17	Seduction, You're My One And Only (True Love)	17	Lil Louis, French Kiss	17	Jody Watley With Eric B. & Rakim, Friends
18	Soul II Soul, Back To Life	18	Boxcar, Freemason	18	Christopher Williams, Talk To Myself
19	Jody Watley With Eric B. & Rakim, Friends	19	Janet Jackson, Miss You Much	19	Christopher Williams, Talk To Myself
20	Sharon Bryant, Let Go	20	Janet Jackson, Miss You Much	20	Stephanie Mills, Something In The Way You
21	Jason Donovan, Too Many Broken Hearts	21	Janet Jackson, Miss You Much	21	Pam Russo, Hold Tight
22	Bobby Brown, On Our Own (From "Ghostbusters II")	22	Janet Jackson, Miss You Much	22	Cover Girls, My Heart Skips A Beat
23	Janet Jackson, Miss You Much	23	Janet Jackson, Miss You Much	23	2 Live Crew, Me So Horny
24	Martika, Toy Soldiers	24	Janet Jackson, Miss You Much	24	Janet Jackson, Miss You Much
25	Karyn White, Secret Rendezvous	25	Janet Jackson, Miss You Much	25	Dino, I Like It
26	Vesta, Congratulations	26	Janet Jackson, Miss You Much	26	Soul II Soul, Back To Life
27	Young M.C., Bust A Move	27	Janet Jackson, Miss You Much	27	Michael Bolton, Soul Provider
28	Kevin Paige, Don't Shut Me Out	28	Janet Jackson, Miss You Much	28	Vesta, Congratulations
29	Prince, Partyman	29	Janet Jackson, Miss You Much	29	Prince, Partyman
30	Sybil, Don't Make Me Over	30	Janet Jackson, Miss You Much	30	Chuckii Booker, Turned Away
31	Young M.C., Bust A Move	31	Janet Jackson, Miss You Much	31	Boy George, Found Another Guy
32	Kevin Paige, Don't Shut Me Out	32	Janet Jackson, Miss You Much	32	Sa-Fire, Gonna Make It
33	Prince, Partyman	33	Janet Jackson, Miss You Much	33	Cover Girls, My Heart Skips A Beat
34	Chuckii Booker, Turned Away	34	Janet Jackson, Miss You Much	34	Prince, Partyman
35	Boy George, Found Another Guy	35	Janet Jackson, Miss You Much	35	Janet Jackson, Miss You Much
36	Sa-Fire, Gonna Make It	36	Janet Jackson, Miss You Much	36	Christopher Williams, Talk To Myself
37	Cover Girls, My Heart Skips A Beat	37	Janet Jackson, Miss You Much	37	Sandra, Everlasting Love
38	Prince, Partyman	38	Janet Jackson, Miss You Much	38	Kevin Paige, Don't Shut Me Out
39	Janet Jackson, Miss You Much	39	Janet Jackson, Miss You Much	39	Neneh Cherry, Kisses On The Wind
40	Christopher Williams, Talk To Myself	40	Janet Jackson, Miss You Much	40	
41	Sandra, Everlasting Love	41	Janet Jackson, Miss You Much	41	
42	Kevin Paige, Don't Shut Me Out	42	Janet Jackson, Miss You Much	42	
43	Neneh Cherry, Kisses On The Wind	43	Janet Jackson, Miss You Much	43	
44		44	Janet Jackson, Miss You Much	44	
45		45	Janet Jackson, Miss You Much	45	
46		46	Janet Jackson, Miss You Much	46	
47		47	Janet Jackson, Miss You Much	47	
48		48	Janet Jackson, Miss You Much	48	
49		49	Janet Jackson, Miss You Much	49	
50		50	Janet Jackson, Miss You Much	50	

## LIFELINES

### BIRTHS

Boy, Jesse, to **David and Louann Sholemson**, Aug. 1 in Boston. He is manager of the Pat Metheny Group.

Girl, Jacqueline Marie, to **Mark and Liz Somerville**, Aug. 1 in Detroit. She is the morning traffic reporter for WOMC.

Boy, Carroll Justice, to **Justice and Lori Wade**, Aug. 3 in Atlanta. He is a retail district manager for Peppermint Records & Tapes.

Boy, Eric David, to **David and Ivette Peters**, Aug. 4 in Rahway, N.J. He is a financial analyst for the WCI Record Group.

Girl, Christiana, to **Dennis and Kathleen Kutlik**, Aug. 8 in Baltimore. He manages a Sam Goody store.

Boy, James Wyatt, to **Albert and Cheryl O**, Aug. 8 in Boston. He is the overnight DJ and local music director at WBCN.

Boy, Rory Max, to **Kip and Lona Kaplan**, Aug. 8 in New York. He is the president of Time Capsule Brokerage Inc., an audio production coordination service.

Girl, Jane Allen, to **Peter and Susanne Emil Pleskunas**, Aug. 11 in New York. She is products manager for Warner Bros. Records.

Girl, Eleanor Florence, to **Britt and Sara Bacon**, Aug. 15 in Tarzana, Calif. He is producer, engineer, composer and co-owner of Topanga Skyline Recording. She is an executive assistant for Cineplex Odeon.

Boy, Alexander James, to **Rick and Belinda Stacy**, Aug. 23 in Atlanta. He is PD of radio station WAPW (Power 99) there.

### MARRIAGES

**Ron Hersey to Lori Alterman**, July 22 in Miami. He is a morning personality on WAPW in Atlanta. She is promotions assistant at WPOW in Miami.

**Dennis Diken to Donna Stewart**, Aug. 6 in New Brunswick, N.J. He is the drummer of the Smithereens. She is record company liaison at the Bottom Line.

### DEATHS

**Gardner Jencks**, 82, of heart failure, Aug. 6 in Cambridge, Mass. Jencks was a concert pianist who worked with such composers as Aaron Copland, Henry Cowell, Roger Sessions, and Elliot Carter. Jencks was also a

composer whose music was featured in a concert of "American Originals" at the Boston Museum of Fine Arts in 1987.

**Ron Kittle**, 43, of a heart attack, Aug. 8 in New York. Kittle was VP, controller, of Warner Bros. Records, a 16-year veteran of the label.

**Tony Darcole**, 64, of a heart attack, Aug. 12 in Cleveland. Darcole was

the promotion director for Action Music Sales, an independent distributor.

**Jose E. Menendez**, 45, murdered with his wife, Kitty, 44, in their home in Beverly Hills. He was chairman and CEO of LIVE Entertainment. See story, page 1.

Send information to Lifelines, Billboard, 1515 Broadway, New York, N.Y. 10036.

## CALENDAR

A weekly listing 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. 7-9, Entertainment Business Expo '89; Cuyahoga Community College, Cleveland. 216-464-5055.

Sept. 13-16, NAB Radio '89, Convention Cen-

ter, New Orleans. 202-429-5444.

Sept. 15-24, Eleventh Annual Georgia Music Festival, Atlanta. Glenn Christian, 404-656-3551.

Sept. 17, Boston Music Seminar & Exposition, presented by the Boston Area Live Entertainment Assn. (BALE), Hynes Convention Center, Boston. Jay Essegian, 617-391-1939 or 617-391-1417.

Sept. 19, "Tracking Airplay With Computers: Boon Or Threat?" seminar and dinner, presented by the Los Angeles chapter of the National Academy of Recording Arts and Sciences, the Hyatt on Sunset, Los Angeles. Billy James, 818-843-8253.

Sept. 21, National Academy Of Songwriters' Spotlight Performance, Carlos N' Charlie's, Los Angeles. Bruce U.R. Walker, 213-463-7178.

Sept. 21-23, Concrete Foundations Forum '89, Sheraton Universal Hotel, Los Angeles. Kim Kaiman, 212-645-1360.

Sept. 21-24, Rap Conference, International Hotel, Atlantic City, N.J. Dee Rollins, 609-345-

0885.

Sept. 23-26, Focus On Video '89: Canada's National Video Trade Show, Regal Constellation Hotel, Toronto. Angela Abromaitis, 416-763-2121.

Sept. 23, Georgia Music Hall Of Fame Awards Banquet/Concert, Georgia World Congress Center, Atlanta. Glenn Christian, 404-656-3551.

Sept. 24, "Yo-Cat" roast and luncheon, presented by the Los Angeles chapter of the National Association of Recording Arts and Sciences, Sportsmen's Lodge, North Hollywood, Calif. Billy James, 818-843-8253.

Sept. 24, National Academy Of Recording Arts And Sciences' Tom Scott Roast, Sportsmen's Lodge, North Hollywood, Calif. Billy James, 818-843-8253.

Sept. 24-26, Amusement Business and Billboard's Seventh Annual Sponsorship Seminar: Winning At Sponsorship, Hotel Inter-Continental, New Orleans. 615-321-4254.

Sept. 25-27, NARM Retailers Conference, Biltmore Hotel, Coral Gables, Fla. 609-596-2221.

## LETTERS TO THE EDITOR

(Continued from page 9)

him very, very much.

George T. Simon  
New York, N.Y.

### MONOPOLY IS JUST A GAME

In response to Stephen Michaels' "Home Is Where The Heat Is In Recording-Studio Debate" (Billboard, July 29), I personally and professionally think Hollywood is trying to monopolize the recording industry.

Working at the largest recording studio in Arkansas, we are constantly competing with smaller and (yes) home recording studios. The recording industry in Arkansas is, as you can imagine, tough in itself. But we aren't crying on our lawyers' soft shoulders or laughing all the way to the bank like the members of the Hollywood Assn. of Recording Professionals.

GROW UP HOLLYWOOD! Monopoly is just a game, right? Let Chas Sandford pass go.

Rita Wood  
Production manager  
Trimble Studios  
Little Rock, Ark.

### NO MORE BLISTER PACKS

We are in total agreement with Pete

Jones and his recent Commentary ("Computer Ordering Can Help Dealers," Billboard, July 29).

In addition, we would like to see the abolition of blister packs, as they are environmentally hazardous and a nuisance. After a CD is purchased, the plastic is immediately discarded. It is totally worthless and cannot be recycled. Further, blister packs are nonbiodegradable and are toxic when they are broken down.

It is obvious that the time has come when we must assume responsibility toward our environment. It

is no longer a fashionable statement to be shared by a few, but a reality we must all face.

Jim Callon  
President  
JDC Records  
San Pedro, Calif.

Articles and letters appearing on this page serve as a forum for the expression of views of general interest. Contributions should be submitted to Ken Terry, Commentary Editor, Billboard, 1515

## ANTI-ROCK CENSORS MUST BE STOPPED

(Continued from page 9)

Control Center of Southern California, whose program offers "de-metaling and de-punking" of kids devoted to those forms of music; Phyllis Schlafly's conservative Eagle Forum; and the Rev. Donald Wildmon, whose American Family Assn. threatened to organize a boycott of Pepsi products because its members were offended by Madonna's "Like A Prayer" video at a time when Pepsi had a sponsorship deal with the singer.

However—despite the PMRC's recent fraudulent claims to the contrary—the PMRC is not endorsed by Bruce Springsteen or the American Civil Liberties Union.

The truth is that we are the majority and we've been silent.

Now is the time to stand up and be counted. Music In Action, a nonprofit anti-censorship organization, is planning to deliver a petition opposing music censorship to the Justice Department on Sept. 25, the 200th anniversary of the U.S. Bill of Rights. To dramatize this event, MIA is organizing a press conference and rally in front of the White House.

Unlike the PMRC—which can count on dollars and/or other support from Merrill Lynch, Coors, 7Up (in the Washington, D.C., area), fundamentalist church groups, and such

maverick rockers as Mike Love of the Beach Boys—MIA has precious few corporate heavy-hitters on its side.

So, artists, we're calling on you to lend your clout to this cause by standing with us in Washington on Sept. 25. Run-D.M.C. and Devo have already agreed to attend. Keith Richards, Peter Gabriel, Don Henley, David Byrne, Frank Zappa, Little Steven, Alice Cooper, Living Colour, and Cyndi Lauper have all expressed their support.

Labels, managers, retailers, and other friends: We're also calling on you to contribute according to your unique abilities.

Some of you have been very generous in the past, and we thank you. But let's not kid ourselves: We're in the midst of a cultural war here, and we're facing a most important battle. It is at this moment that we can demonstrate to the politicians and anti-rock activists that the majority of Americans place music at the center of their lives and oppose those who would limit our freedom of expression and our freedom of choice.

To protect those freedoms, we urge you to support us however you can. Kindly contact Phyllis Polack at 818-342-3904 and let her know what you can do.

# MARKET ACTION

## BILLBOARD CHARTS THE TOP ENTERTAINMENT STOCKS

COURTESY OF  
PAINE WEBBER RESEARCH, 1285 Ave. of the Americas  
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Company	Sale/ 1000's	Open 8/14	Close 8/21	Change
<b>NEW YORK STOCK EXCHANGE</b>				
Blockbuster Entertainment	1268.1	14 1/2	13 3/4	-1/4
CBS Inc.	265.8	213	207 3/4	-5 1/4
Capital Cities Communications	95.7	505	499 1/2	-5 1/2
Carloco Pictures	144.4	10 1/4	9 3/4	-1/4
Coca-Cola	2543.2	65 1/4	64 1/4	-1/4
Columbia Pictures	1233	21 1/2	20 3/4	-1/4
Walt Disney	2224.8	115 1/4	114 1/4	-1
Eastman Kodak	5230.9	50 1/4	48 3/4	-1 1/2
Handleman	398.4	19	18 1/2	-1/2
MCA Inc.	995.6	67 1/4	65 1/4	-2 1/4
MGM/UA	175.5	19 1/4	18 1/4	-1 1/4
Orion Pictures Corp.	122.9	21 1/4	21 1/4	-1/4
Paramount Communications Inc.	2863.9	59 1/4	58 1/2	-1 1/4
Pathe Communications	91.7	3 1/4	3 1/4	.....
Sony Corp.	94.1	61 1/4	61 1/4	-1/4
TDK	14.4	43 1/4	42 1/4	-1 1/4
Vestron Inc.	146.2	3	2 1/2	-1/2
Warner Communications Inc.	3794	67 1/4	66 1/4	-1 1/4
Westinghouse	892.4	67 1/2	66 1/4	-1 1/4
<b>AMERICAN STOCK EXCHANGE</b>				
Commtron	12.2	7 1/2	7 1/2	.....
Electrosound Group Inc.	1.1	1 1/4	1 1/4	.....
Nelson Holdings Int'l	275.5	3/4	3/4	-1/4
New World Pictures	.....	.....	.....	.....
Price Communications	54.2	6 1/4	6 1/4	+1/4
Prism Entertainment	10	3	3	.....
Unitel Video	100.5	13 1/4	13 1/4	+1/4
<b>OVER THE COUNTER</b>				
Acclaim Entertainment	.....	7 1/2	7 1/4	-1/4
Certron Corp.	.....	1 1/4	1 1/4	.....
Dick Clark Productions	.....	5 1/4	5 1/4	.....
LIN Broadcasting	.....	106 1/2	105 1/4	-1 1/4
LIVE Entertainment	.....	21 1/4	18 1/2	-2 1/2
Recoton Corp.	.....	5 1/2	5 1/2	.....
Reeves Communications	.....	6 1/4	6 1/4	.....
Rentrak	.....	2 1/4	2 1/4	-1/4
Satellite Music Network, Inc.	.....	.....	.....	.....
Scripps Howard Broadcasting	.....	79	79	.....
Shorewood Packaging	.....	28	24 1/4	-3 1/4
Sound Warehouse	.....	.....	.....	.....
Specs Music	.....	8 1/4	9	+1/4
Starstream Communications Group, Inc.	.....	1	1	.....
Trans World Music	.....	19 1/4	19 1/4	.....
Video Jukebox Network	.....	4 1/4	4 1/4	.....
Wall To Wall Sound And Video	.....	3 1/4	3 1/4	.....
Westwood One	.....	11 1/4	11 1/2	+1/4
<b>LONDON STOCK EXCHANGE (In Pence)</b>				
Chrysalis	.....	170	170	.....
Pickwick	.....	231	232	+1
Really Useful Group	.....	648	649	+1
Thorn EMI	.....	817	821	+4

## SEPTEMBER ALBUM RELEASES COVER WIDE MUSICAL SPECTRUM

(Continued from page 4)

Fellow Brits the Eurythmics make their debut on Arista with the release of "We Too Are One," in stores Sept. 12.

Head Eurythmic Dave Stewart's wife, ex-Bananarama member Siobhan Fahey, has a release of her own with her new group, Shakespear's Sister. "Sacred Heart" will be out Sept. 19 on PolyGram. The single "You're History," which is speeding up the British charts, is being rushed into release stateside.

Coming back strong again on PolyGram-distributed Tin Pan Apple are The Fat Boys with "On And On," unarguably the world's first rap opera, due out Sept. 26. The first single is "Lie-z." Special guests include Dr. Dre and Ed Lover, who deliver the "Y'Overture." A complete libretto comes with every record.

Four years after the release of their gold-certified studio album, "Can't Stop The Love," Maze with Frankie Beverly resurfaces on Warner Bros. with "Silky Soul," due out Sept. 5. The first single, "Can't Get Over You," is already soaring up the Hot Black Singles chart.

Other hot black releases in September include Big Daddy Kane's "It's A Big Daddy Thang," from Cold Chillin'/Reprise, on Sept. 19, and "The Real Deal" from Marvin Sease, due out Sept. 19 on PolyGram.

Big Audio Dynamite will deliver a big blast to college and alternative radio with its Columbia latest, "Megatop Phoenix," due in stores Sept. 5. A promotional track, "James Brown," has already been serviced to radio; the official first single, "Contact," has no scheduled release date.

Other releases sure to delight collegians include the second effort from Iceland's the Sugarcubes, "Here Today, Tomorrow, Next Week," due out Sept. 22 on Elektra; as well as Ricky Lee Jones' long-awaited "Flying Cowboys." Produced by Steely Dan's Walter Becker, the Warner Bros. album will be released Sept. 26.

Boxed sets continue to be all the rage, with the latest coming from David Bowie. Rykodisc begins the two-year plan of reissuing Bowie's out-of-

# September Hot Album Releases

Fifteen albums are slated for release in September by artists who hit gold or platinum with their last studio album.

ARTIST	TITLE	LABEL	DATE	PRODUCER
AEROSMITH	PUMP	GEFFEN	SEPT. 12	BRUCE FAIRBAIRN
DAVID BOWIE	SOUND + VISION	RYKODISC	SEPT. 25	VARIOUS
TRACY CHAPMAN	CROSSROADS	ELEKTRA	SEPT. 29	TRACY CHAPMAN & DAVID KERSHENBAUM
MELISSA ETHERIDGE	BRAVE & CRAZY	ISLAND	SEPT. 11	MELISSA ETHERIDGE, KEVIN MCCORMICK & MELISSA ETHERIDGE
THE FAT BOYS	ON AND ON	TIN PAN APPLE/POLYGRAM	SEPT. 26	THE FAT BOYS & FRANKLYN GRANT
JANET JACKSON	RHYTHM NATION	A&M	SEPT. 19	JIMMY JAM, TERRY LEWIS, JANET JACKSON
JETHRO TULL	ROCK ISLAND	CHRYSALIS	SEPT. 12	IAN ANDERSON
MAZE FEATURING FRANKIE BEVERLY	SILKY SOUL	WARNER BROS.	SEPT. 5	FRANKIE BEVERLY
MOTLEY CRUE	DR. FEELGOOD	ELEKTRA	SEPT. 1	BOB ROCK
NEW KIDS ON THE BLOCK	MERRY MERRY CHRISTMAS	COLUMBIA	SEPT. 19	MAURICE STARR
RICKY VAN SHELTON	RICKY VAN SHELTON SINGS CHRISTMAS	COLUMBIA	SEPT. 12	STEVE BUCKINGHAM
TEARS FOR FEARS	THE SEEDS OF LOVE	MERCURY	SEPT. 26	TEARS FOR FEARS & DAVID BASCOMBE
RANDY TRAVIS	NO HOLDIN' BACK	WARNER BROS.	SEPT. 26	KYLE LENNING
TINA TURNER	FOREIGN AFFAIR	CAPITOL	SEPT. 19	TINA TURNER & DAN HARTMAN
DWIGHT YOAKAM	JUST LOOKIN' FOR A HIT	REPRISE	SEPT. 26	PETE ANDERSON

print RCA catalog with "Sound + Vision," a three-CD-or-cassette/six LP collection of 46 tunes from 1969-80. The set contains hits as well as never-released material.

Other artists represented by collections include Rick Springfield, whose greatest-hits album will be released by RCA on Sept. 12, and the Velvet Underground on PolyGram, Sept. 19. Country singer Anne Murray's second best-of collection will come out Sept. 20 on Capitol.

With her latest album still perched atop the country charts, Reba McEntire will be represented by her first

concert album, "Live," due out Sept. 5 on MCA.

Also eagerly anticipated on the country front is Randy Travis' follow-up to the platinum "Old 8x10," "No Holdin' Back," due out on Warner Bros. Sept. 26. That is also the release date for label mate Dwight Yoakam's latest, the optimistically titled "Just Lookin' For A Hit."

Country traditionalist Ricky Van Shelton heralds the season with "Ricky Van Shelton Sings Christmas," due out Sept. 12 on Columbia.

In addition to seasoned veterans,

several artists are making noteworthy debuts this month. Poi Dog Pondering will see its Columbia debut album released Sept. 19. Bonham's "The Disregard Of Timekeeping" arrives Sept. 19 on Epic. The hard rock quintet is led by drummer Jason Bonham, son of Led Zeppelin drummer John Bonham. And another artist with a famous relation, Michael Penn, will make his debut on RCA with the Sept. 12 release of "March." Perhaps he took the clue from younger brother Sean's latest war epic, "Casualties Of War."

## VESTRON SAID TO BE CONSIDERING SALE OF ITS VID CHAIN

(Continued from page 1)

Neither Vestron nor Capital Cities/ABC had any comment on the report.

Industry sources say Capital Cities/ABC, through its own ABC Video Enterprises, wants to be a larger player in the home video area.

Vestron, which recently shuttered its film division and laid off a substantial number of employees, reported a loss of \$65 million for the second quarter, which ended June 30. This was primarily due to the writedown of motion picture assets. In last year's second quarter, Vestron posted a net profit of \$4.3 million.

Second-quarter revenue fell to \$52.7 million from \$90.3 million. The company attributed the sharp decline to a "substantial decrease" in videocassette sales.

For the six-month period, net

profit was \$67.6 million on \$118.5 million in revenue. Last year in the first half, Vestron booked a net profit of \$17.3 million on sales of \$167.3 million.

The huge second-quarter losses followed a drastic restructuring Vestron undertook after a planned offering of debt securities was suspended. Vestron said the inability to obtain the financing forced it to eliminate its movie distribution operations and "substantially reduce" film production.

On August 16, Vestron filed suit in federal court in Los Angeles against Security Pacific National Bank for alleged breach of contract, resulting from the bank's termination last October of a commitment to provide a six-year, \$100-million credit line. The termination of the loan agreement caused the suspension of the securities offering.

Meanwhile, key management personnel continue to leave the firm. The company's latest departure in the home video area is high-profile Al Reuben, VP of sales, who is said to be returning to the

book publishing business.

Last week, it was also announced that Vestron president and chief operating officer Strauss Zelnick had resigned to take a similar post at the Fox Film Corp.

Sources say Vestron is selling off rights to 14-16 films. A source at MGM/UA confirms that it picked up both theatrical and home video distribution of a Vestron production titled "Little Monsters."

In addition, Vestron has reportedly given up rights to three films produced by Gladden Entertainment, including "Weekend At Bernie's," "Millenium," and "The Fabulous Baker Boys."

A major-studio home video executive also confirms "we were asked to look at the library, but we had no interest."

While neither Vestron nor L.A. Entertainment would comment on the bidding for The Video Store chain, L.A. Entertainment opened the first in a planned series of stores Aug. 25 and set in motion a marketing plan of likely national scope, including the racking of music and computer software by Lie-

berman Entertainment.

L.A. Entertainment, based here in Century City, is the result of a merger between Super Market Video and Comet Enterprises, also based here in suburban Encino (Billboard, July 8).

Both Larry Kieves, president of Super Market Video, and William Coffin, chairman of Comet, say they cannot comment on the Vestron rumor because stockholders of both firms have not been informed of particular details and SEC registration is not complete.

Shares of Vestron, which are traded on the New York Stock Exchange, closed recently at \$2.50 each. The 52-week price range is \$2.25-\$6. Few if any securities analysts follow the company actively, because it has performed poorly.

Wall Street is skeptical about Vestron's future. One analyst says, "With its working capital exhausted and management jumping ship, it doesn't look good."

"It's going to be very difficult to turn around," says another analyst who has followed the entertainment industry for many years.

## In-Car Units Drive CD Player Sales In Japan

TOKYO Sales of in-car compact disk players in Japan totaled 300,000 units for the first six months of this year, double the number sold in the first half of 1988.

Popularity of the in-car players is expected to grow as key manufacturers here bring new multi-function models to the marketplace. Industry projections call for sales this year in excess of 600,000 units; the market is expected to grow to an annual 1.6 million units in three years.

The first in-car player appeared in October 1984, but lost out in the popularity stakes because the sound "skipped" when the car was used on uneven surfaces. Sales of in-car CD players were in the 10,000-20,000 sales range in 1985 and 1986.

But as a result of technical improvements and the booming popularity of CDs (see story, page 81), the industry estimates some 300,000 units were sold last year, half to car manufacturers who installed them in vehicles as optional equipment. The remainder went through hardware retailers.

Now Japanese manufacturers are coming up with new models that should guarantee future sales increases.

Matsushita Communication Industries this month unveils the first unit to combine a CD player, cassette deck, amplifier, tuner, and graphic equalizer. Kenwood is scheduled to start marketing a unit incorporating the same functions this fall.

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**Video VIPs help Billboard salute Palmer's Balner, see photos, page 49**

# TOP POP ALBUMS™

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THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	ARTIST LABEL & NUMBER/DISTRIBUTING LABEL (SUG. LIST PRICE)*	TITLE
Compiled from a national sample of retail store, one-stop, and rack sales reports.					
				★ ★ No. 1 ★ ★	
1	2	2	16	<b>RICHARD MARX</b> ▲ EMI 90380 (9.98) (CD) 1 week at No. 1	REPEAT OFFENDER
2	3	3	54	<b>NEW KIDS ON THE BLOCK</b> ▲ <sup>3</sup> COLUMBIA FC 40985 (CD)	HANGIN' TOUGH
3	1	1	9	<b>PRINCE</b> WARNER BROS. 25936 (9.98) (CD)	SOUNDTRACK: BATMAN
4	4	4	59	<b>PAULA ABDUL</b> ▲ <sup>2</sup> VIRGIN 90943 (9.98) (CD)	FOREVER YOUR GIRL
5	6	7	24	<b>MILLI VANILLI</b> ▲ <sup>2</sup> ARISTA AL 8592 (9.98) (CD)	GIRL YOU KNOW IT'S TRUE
6	5	5	17	<b>TOM PETTY</b> ▲ MCA 6253 (9.98) (CD)	FULL MOON FEVER
7	8	9	30	<b>SKID ROW</b> ▲ ATLANTIC 81936 (9.98) (CD)	SKID ROW
8	7	6	26	<b>FINE YOUNG CANNIBALS</b> ▲ <sup>2</sup> I.R.S. 6273/MCA (9.98) (CD)	THE RAW & THE COOKED
9	11	13	6	<b>GLORIA ESTEFAN</b> EPIC OE 45217/E.P.A. (CD)	CUTS BOTH WAYS
10	10	12	8	<b>DON HENLEY</b> GEFEN GHS 24217 (9.98) (CD)	THE END OF THE INNOCENCE
11	9	8	59	<b>BOBBY BROWN</b> ▲ <sup>4</sup> MCA 42185 (9.98) (CD)	DON'T BE CRUEL
12	12	10	18	<b>GREAT WHITE</b> ▲ CAPITOL C1-90640 (9.98) (CD)	TWICE SHY
13	14	17	27	<b>WARRANT</b> ● COLUMBIA FC 44383 (CD)	DIRTY ROTTEN FILTHY STINKING RICH
14	15	19	4	<b>BEASTIE BOYS</b> CAPITOL 91743 (9.98) (CD)	PAUL'S BOUTIQUE
15	13	11	10	<b>L.L. COOL J</b> ▲ DEF JAM OC 45172/COLUMBIA (CD)	WALKING WITH A PANTHER
16	19	21	9	<b>SOUL II SOUL</b> ● VIRGIN 91267 (9.98) (CD)	KEEP ON MOVIN'
17	17	14	22	<b>MADONNA</b> ▲ <sup>2</sup> SIRE 25844/WARNER BROS. (9.98) (CD)	LIKE A PRAYER
18	18	18	14	<b>10,000 MANIACS</b> ● ELEKTRA 60815 (9.98) (CD)	BLIND MAN'S ZOO
19	16	15	26	<b>MARTIKA</b> ● COLUMBIA SC 44290 (CD)	MARTIKA
20	20	16	16	<b>LOVE AND ROCKETS</b> ● BIG TIME 9715-1-R/RCA (9.98) (CD)	LOVE AND ROCKETS
21	24	25	10	<b>HEAVY D. &amp; THE BOYZ</b> ● MCA 42302 (8.98) (CD)	BIG TYME
22	26	30	21	<b>INDIGO GIRLS</b> EPIC FE 45044/E.P.A. (CD)	INDIGO GIRLS
23	23	23	48	<b>BON JOVI</b> ▲ <sup>5</sup> MERCURY 836 345 1/POLYGRAM (CD)	NEW JERSEY
24	21	22	10	<b>WHITE LION</b> ● ATLANTIC 81969 (9.98) (CD)	BIG GAME
25	34	49	7	<b>CHER</b> GEFEN GHS 24239 (9.98) (CD)	HEART OF STONE
26	22	20	10	<b>SOUNDTRACK</b> ● MCA 6306 (9.98) (CD)	GHOSTBUSTERS II
27	25	24	26	<b>SIMPLY RED</b> ELEKTRA 60828 (9.98) (CD)	A NEW FLAME
28	27	27	16	<b>THE CURE</b> ELEKTRA 60855 (9.98) (CD)	DISINTEGRATION
29	36	53	4	<b>ZIGGY MARLEY &amp; THE MELODY MAKERS</b> VIRGIN 91256 (9.98) (CD)	ONE BRIGHT DAY
30	28	34	51	<b>WINGER</b> ▲ ATLANTIC 81867 (9.98) (CD)	WINGER
31	48	74	3	<b>THE D.O.C.</b> RUTHLESS 91275/ATLANTIC (8.98) (CD)	NO ONE CAN DO IT BETTER
32	32	32	40	<b>M.C. HAMMER</b> ▲ CAPITOL C1-90924 (8.98) (CD)	LET'S GET IT STARTED
33	76	—	2	<b>ORIGINAL MOTION PICTURE SCORE/DANNY ELFMAN</b> WARNER BROS. 25977 (9.98) (CD)	BATMAN
34	38	42	24	<b>DINO</b> 4TH & B'WAY BWAY 4011/ISLAND (8.98) (CD)	24/7
35	33	37	10	<b>STEVIE RAY VAUGHAN &amp; DOUBLE TROUBLE</b> EPIC OE 45024/E.P.A. (CD)	IN STEP
36	30	29	15	<b>JOHN COUGAR MELLENCAMP</b> ▲ MERCURY 838-220-1/POLYGRAM (CD)	BIG DADDY
37	29	26	19	<b>THE CULT</b> ● SIRE 25871/REPRISE (9.98) (CD)	SONIC TEMPLE
38	44	46	6	<b>2 LIVE CREW</b> LUKE SKYYWALKER XR 107 (9.98) (CD)	AS NASTY AS THEY WANNA BE
39	51	59	48	<b>THE JEFF HEALEY BAND</b> ARISTA AL 8553 (8.98) (CD)	SEE THE LIGHT
40	41	36	7	<b>BOOGIE DOWN PRODUCTIONS</b> GHETTO MUSIC: THE BLUEPRINT OF HIP HOP JIVE 1187-1-J/RCA (8.98) (CD)	
41	43	44	11	<b>NENEH CHERRY</b> VIRGIN 91252 (9.98) (CD)	RAW LIKE SUSHI
42	37	33	13	<b>THE DOOBIE BROTHERS</b> ● CAPITOL C1-90371 (9.98) (CD)	CYCLES
43	40	35	10	<b>EXPOSE</b> ● ARISTA AL 8532 (9.98) (CD)	WHAT YOU DON'T KNOW
44	31	28	33	<b>SOUNDTRACK</b> ▲ ATLANTIC 81933 (9.98) (CD)	BEACHES
45	42	39	30	<b>DEBBIE GIBSON</b> ▲ <sup>2</sup> ATLANTIC 81932 (9.98) (CD)	ELECTRIC YOUTH
46	46	48	7	<b>MR. BIG</b> ATLANTIC 81990 (9.98) (CD)	MR. BIG
47	35	31	13	<b>STEVIE NICKS</b> ● MODERN 91245/ATLANTIC (9.98) (CD)	THE OTHER SIDE OF THE MIRROR
48	39	38	10	<b>ANDERSON, BRUFORD, WAKEMAN, HOWE</b> ARISTA AL 8590 (9.98) (CD)	ANDERSON, BRUFORD, WAKEMAN, HOWE
49	56	61	7	<b>THE B-52'S</b> REPRISE 25854 (9.98) (CD)	COSMIC THING
50	45	41	21	<b>BONNIE RAITT</b> ● CAPITOL C1-91268 (8.98) (CD)	NICK OF TIME
51	52	51	27	<b>N.W.A.</b> ▲ RUTHLESS 57102/PRIORITY (8.98) (CD)	STRAIGHT OUTTA COMPTON
52	49	40	12	<b>KOOL MOE DEE</b> ● JIVE 1182/RCA (8.98) (CD)	KNOWLEDGE IS KING
53	50	47	106	<b>GUNS N' ROSES</b> ▲ <sup>8</sup> GEFEN GHS 24148 (8.98) (CD)	APPETITE FOR DESTRUCTION
54	69	95	3	<b>EPMD</b> FRESH 92012/SLEEPING BAG (9.98) (CD)	UNFINISHED BUSINESS

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	ARTIST LABEL & NUMBER/DISTRIBUTING LABEL (SUG. LIST PRICE)*	TITLE
55	62	66	8	<b>BAD ENGLISH</b> EPIC OE 45083/E.P.A. (CD)	BAD ENGLISH
56	53	52	28	<b>TOO SHORT</b> ● JIVE 1149-1-J/RCA (8.98) (CD)	LIFE IS ... TOO SHORT
57	64	60	26	<b>SURFACE</b> ● COLUMBIA FC 44284 (CD)	2ND WAVE
58	54	56	47	<b>KARYN WHITE</b> ▲ WARNER BROS. 25637 (8.98) (CD)	KARYN WHITE
59	47	43	21	<b>JODY WATLEY</b> ● MCA 6276 (8.98) (CD)	LARGER THAN LIFE
60	65	88	4	<b>ALICE COOPER</b> EPIC OE 45137/E.P.A. (CD)	TRASH
61	61	58	58	<b>GUY</b> ▲ UPTOWN 42176/MCA (8.98) (CD)	GUY
62	59	54	48	<b>ROB BASE &amp; D.J. E-Z ROCK</b> ▲ PROFILE 1267 (8.98) (CD)	IT TAKES TWO
63	60	62	53	<b>LIVING COLOUR</b> ▲ EPIC BFE 44099/E.P.A. (CD)	VIVID
64	74	79	7	<b>MICHAEL BOLTON</b> COLUMBIA OC 45012 (CD)	SOUL PROVIDER
65	73	86	8	<b>TORA TORA</b> A&M SP 5261 (8.98) (CD)	SURPRISE ATTACK
66	66	78	7	<b>PAT METHENY GROUP</b> GEFEN GHS 24245 (9.98) (CD)	LETTER FROM HOME
67	67	71	12	<b>DANGEROUS TOYS</b> COLUMBIA FC 45031 (CD)	DANGEROUS TOYS
68	78	83	5	<b>BABYFACE</b> SOLAR FZ 45288/E.P.A. (CD)	TENDER LOVER
69	55	55	38	<b>GUNS N' ROSES</b> ▲ <sup>2</sup> GEFEN GHS 24198 (8.98) (CD)	G N' R LIES
70	57	57	13	<b>BADLANDS</b> ATLANTIC 81966 (9.98) (CD)	BADLANDS
71	58	45	11	<b>PAUL MCCARTNEY</b> ● CAPITOL C1-91653 (9.98) (CD)	FLOWERS IN THE DIRT
72	63	50	66	<b>ROD STEWART</b> ▲ WARNER BROS. 25684 (9.98) (CD)	OUT OF ORDER
73	77	77	7	<b>SOUNDTRACK</b> MOTOWN MOT 6272 (9.98) (CD)	DO THE RIGHT THING
74	88	109	3	<b>STARSHIP</b> RCA 9693-1-R (9.98) (CD)	LOVE AMONG THE CANNIBALS
75	81	93	10	<b>THE CALL</b> MCA 6303 (9.98) (CD)	LET THE DAY BEGIN
76	75	69	33	<b>SLICK RICK</b> ● DEF JAM FC 40513/COLUMBIA (CD)	THE GREAT ADVENTURES OF SLICK RICK
77	70	73	39	<b>EAZY-E</b> ▲ RUTHLESS SL 57100/PRIORITY (8.98) (CD)	EAZY-DUZ-IT
78	122	—	2	<b>EDDIE MURPHY</b> COLUMBIA OC 40970 (CD)	SO HAPPY
79	90	94	11	<b>GRAYSON HUGH</b> RCA 7661-1-R (8.98) (CD)	BLIND TO REASON
80	71	64	20	<b>ROXETTE</b> ● EMI 91098 (9.98) (CD)	LOOK SHARP!
81	87	124	3	<b>SOUNDTRACK</b> COLUMBIA 45319 (CD)	WHEN HARRY MET SALLY
82	82	92	7	<b>STEPHANIE MILLS</b> MCA 6312 (9.98) (CD)	HOME
83	86	82	50	<b>METALLICA</b> ▲ <sup>2</sup> ELEKTRA 60812 (9.98) (CD)	... AND JUSTICE FOR ALL
84	83	65	29	<b>STONE ISLAND</b> ▲ <sup>2</sup> DELICIOUS VINYL DV 3000/ISLAND (8.98) (CD)	LOC-ED AFTER DARK
85	92	100	10	<b>BANG TANGO</b> MCA/MECHANIC 6300/MCA (9.98) (CD)	PSYCHO CAFE
86	97	107	3	<b>BEE GEES</b> WARNER BROS. 25887 (9.98) (CD)	ONE
87	79	67	8	<b>PETE TOWNSHEND</b> ATLANTIC 81996 (9.98) (CD)	THE IRON MAN
88	68	68	8	<b>VARIOUS ARTISTS</b> GEFEN GHS 24236 (10.98) (CD)	GREENPEACE: RAINBOW WARRIORS
89	95	84	59	<b>CINDERELLA</b> ▲ <sup>2</sup> MERCURY 834 612 1/POLYGRAM (CD)	LONG COLD WINTER
90	93	81	14	<b>SPECIAL ED</b> PROFILE 1280 (8.98) (CD)	YOUNGEST IN CHARGE
91	72	63	8	<b>JIMMY BUFFETT</b> MCA 6314 (9.98) (CD)	OFF TO SEE THE LIZARD
92	85	80	11	<b>JACKSON BROWNE</b> ELEKTRA 60830 (9.98) (CD)	WORLD IN MOTION
93	91	72	23	<b>DE LA SOUL</b> ● TOMMY BOY 1019 (9.98) (CD)	3 FEET HIGH AND RISING
94	94	98	7	<b>BODEANS</b> SLASH 25876/REPRISE (9.98) (CD)	HOME
95	96	89	107	<b>DEF LEPPARD</b> ▲ <sup>9</sup> MERCURY 830 675 1/POLYGRAM (CD)	HYSTERIA
96	84	70	8	<b>BILLY SQUIER</b> CAPITOL C1-48748 (9.98) (CD)	HEAR & NOW
97	98	96	7	<b>PATTI LABELLE</b> MCA 6292 (9.98) (CD)	BE YOURSELF
98	99	106	18	<b>PIXIES</b> 4 AD/ELEKTRA 60856/ELEKTRA (9.98) (CD)	DOOLITTLE
99	NEW ▶	—	1	<b>TESTAMENT</b> MEGAFORCE 82009/ATLANTIC (9.98) (CD)	PRACTICE WHAT YOU PREACH
100	103	104	12	<b>K.D. LANG &amp; THE RECLINES</b> SIRE 25877/WARNER BROS. (9.98) (CD)	ABSOLUTE TORCH AND TWANG
101	104	97	13	<b>CLINT BLACK</b> RCA 9668-1-R (8.98) (CD)	KILLIN' TIME
102	105	111	6	<b>TANGIER</b> ATCO 91251 (9.98) (CD)	FOUR WINDS
103	89	76	15	<b>CYNDI LAUPER</b> EPIC OE 44318/E.P.A. (CD)	A NIGHT TO REMEMBER
104	80	75	7	<b>SOUNDTRACK</b> POLYDOR 839-516-1/POLYGRAM (CD)	GREAT BALLS OF FIRE
105	101	102	17	<b>DONNY OSMOND</b> CAPITOL C1-92354 (8.98) (CD)	DONNY OSMOND
106	186	—	2	<b>BRYAN FERRY/ROXY MUSIC</b> REPRISE 25857 (12.98) (CD)	STREET LIFE 20 GREAT HITS
107	121	122	5	<b>NEW KIDS ON THE BLOCK</b> COLUMBIA FC 40475 (CD)	NEW KIDS ON THE BLOCK
108	111	110	26	<b>STEVIE B</b> ● LMR 5531 (8.98) (CD)	IN MY EYES
109	NEW ▶	—	1	<b>THE ISLEY BROTHERS FEATURING RONALD ISLEY</b> WARNER BROS. 25940 (9.98) (CD)	SPEND THE NIGHT

○ Albums with the greatest sales gains this week. (CD) Compact disk available. ● Recording Industry Assn. Of America (RIAA) certification for sales of 500,000 units. ▲ RIAA certification for sales of 1 million units, with each additional million indicated by a numeral following the symbol. \*CBS Records and PolyGram Records do not issue a suggested list price for their product.

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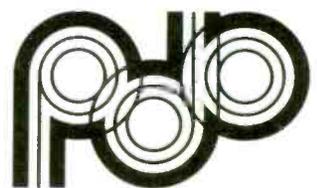
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## RAPPER ATTENDANCE UP

(Continued from page 4)

as sponsors of mealtime showcases.

While the advent of seminars was news last year, their number was cut back this year to just seven, most covering radio (see page 12). The sessions were generally well attended, despite a schedule that pitted them against one another and against a new-artist showcase.

The high point of the meet was the Original 13 Awards dinner, named for the 13 black DJs who showed up in January 1955 for the first meeting of the National Assn. of Radio Announcers. About 30 awards were handed out to various artists, label execs, radio PDs and DJs, entrepreneurs, and, in a touching moment, to Gibson's wife. A special presentation recognized the four living members of the Original 13, including Gibson.

If the awards were the highlight of the event, then Saturday night's "Club Skyywalker" event sponsored by Skyywalker Records was the lowlight. The session was billed as featuring the "Me So Horny" strippers. Security guards were told to bar children and cameras.

The activity reportedly got under way at midnight with 14 strippers—four males and 10 females hired from a strip joint—dancing on platforms in the ballroom. Soon only the women were performing. With male patrons egging them on and offering money, the women stripped down to nothing and were fondled by guests. Escorted by security police, Bell stopped the party.

Says one anonymous eyewitness: "The girls took off everything. A lot of the men started touching them, one guy was licking a girl and performing oral sex on her. Then the police came on stage and stopped the music. People left quietly."

"Luther [Campbell, president of Skyywalker] is not responsible," says Bell, adding that she and Campbell had discussed the limits of the event beforehand. "I don't blame him, but we will get a written apology."

Campbell admits that the event simply got out of hand. "The men there were giving the women money and it went too far. We just sent [the Gibsons] a letter of apology."

## RIAA LAUDS STATES

(Continued from page 6)

he points out. "We had two large seizures in the beginning of last year that made the number look fairly large. However, this July we had a large seizure in California that was almost 300,000 that's not included in the figures."

Fifteen percent of the seizures in the first half of this year involved confiscation of CDs. The actual number seized was 6,806. The statistics were not tracked for the similar time period last year.

Bootlegged and pirated CDs apparently dominate the market. "We have yet to see a counterfeit of a CD, but we have seen pirate disks of Paul McCartney's Russian-only LP," says D'Onofrio. "We're also seeing a lot of bootlegs and compilations from imports. People are going to countries where the protection may have expired, are making copies, and are then flooding the market."

The RIAA is working closely with the International Federation of Phonogram & Videogram Producers (IFPI) to help curtail such activity.

# Billboard® TOP POP ALBUMS™ continued

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	ARTIST LABEL & NUMBER/DISTRIBUTING LABEL (SUG. LIST PRICE)*	TITLE
110	113	134	4	JUNKYARD GEFEN GHS 24227 (9.98) (CD)	JUNKYARD
111	107	108	8	THIRD WORLD MERCURY 836 952 1 (CD)	SERIOUS BUSINESS
112	110	101	15	NATALIE COLE EMI 48902 (9.98) (CD)	GOOD TO BE BACK
113	116	138	3	TREVOR RABIN ELEKTRA 60781 (9.98) (CD)	CAN'T LOOK AWAY
114	115	116	5	DAVID PEASTON GEFEN 24228 (9.98) (CD)	INTRODUCING... DAVID PEASTON
115	109	105	10	VAN MORRISON MERCURY 839 262 1/POLYGRAM (CD)	AVALON SUNSET
116	117	117	7	CHUCKII BOOKER ATLANTIC 81947 (8.98) (CD)	CHUCKII
117	100	99	12	MICHAEL DAMIAN CYPRESS YL 90130/A&M (9.98) (CD)	WHERE DO WE GO FROM HERE
118	119	119	4	THE POGUES ISLAND 91225/ATLANTIC (9.98) (CD)	PEACE & LOVE
119	114	115	7	ADRIAN BELEW ATLANTIC 81959 (9.98) (CD)	MR. MUSIC HEAD
120	129	126	19	ANDREW DICE CLAY DEF AMERICAN DEF 24214/GEFFEN (9.98) (CD)	DICE
121	108	87	11	QUEEN CAPITOL C1-92357 (9.98) (CD)	THE MIRACLE
122	102	90	13	TIN MACHINE EMI 91990 (9.98) (CD)	TIN MACHINE
123	126	131	38	KID 'N PLAY ● SELECT 21628 (8.98) (CD)	2 HYPE
124	106	91	60	LITA FORD ▲ RCA 6397-1-R (8.98) (CD)	LITA
125	137	195	3	STAGE DOLLS CHRYSALIS 21716 (9.98) (CD)	STAGE DOLLS
126	138	144	47	QUEENSRYCHE ● EMI 48640 (9.98) (CD)	OPERATION: MINDCRIME
127	112	114	19	SARAYA POLYDOR 837-764-1/POLYGRAM (CD)	SARAYA
128	124	120	10	MARIA MCKEE GEFEN GHS 24229 (9.98) (CD)	MARIA MCKEE
129	131	175	3	DANGER DANGER IMAGINE FZ 44342/E.P.A. (CD)	DANGER DANGER
130	NEW ▶		1	THE JETS MCA 6313 (9.98) (CD)	BELIEVE
131	NEW ▶		1	KEITH WHITLEY RCA 9809-1-R (8.98) (CD)	I WONDER DO YOU THINK OF ME
132	142	161	3	DIRTY LOOKS ATLANTIC 81992 (9.98) (CD)	TURN OF THE SCREW
133	120	113	12	24-7 SPYZ IN-EFFECT 3006/RELATIVITY (8.98) (CD)	HARDER THAN YOU
134	130	132	16	DION ARISTA AL 8549 (9.98) (CD)	YO FRANKIE
135	152	185	3	TEXAS MERCURY 838-171-1/POLYGRAM (CD)	SOUTHSIDE
136	136	176	4	HOODOO GURUS RCA 9781-1-R (9.98) (CD)	MAGNUM CUM LOUDER
137	118	103	10	PETER GABRIEL GEFEN GHS 24206 (15.98) (CD)	PASSION
138	148	153	5	KING'S X MEGAFORCE 81997/ATLANTIC (9.98) (CD)	GRETCHEN GOES TO NEBRASKA
139	NEW ▶		1	STEVE STEVENS ATOMIC PLAYBOYS WARNER BROS. 25920 (9.98) (CD)	STEVE STEVENS ATOMIC PLAYBOYS
140	147	128	17	MICA PARIS ISLAND 90970/ATLANTIC (8.98) (CD)	SO GOOD
141	141	155	4	NITRO RHINO 70894/RAMPAGE (8.98) (CD)	O.F.R.
142	153	162	40	JOURNEY ▲2 COLUMBIA OC 44493 (CD)	JOURNEY'S GREATEST HITS
143	128	121	15	SWING OUT SISTER FONTANA 838-293-1/POLYGRAM (CD)	KALEIDOSCOPE WORLD
144	155	150	31	ENYA ● GEFEN 24233 (9.98) (CD)	WATERMARK
145	123	85	30	SWEET SENSATION ATCO 90917 (8.98) (CD)	TAKE IT WHILE IT'S HOT
146	134	112	15	HENRY LEE SUMMER CBS ASSOCIATED OZ 45124/E.P.A. (CD)	I'VE GOT EVERYTHING
147	161	145	46	KENNY G ▲2 ARISTA AL 8457 (9.98) (CD)	SILHOUETTE
148	149	127	43	TRAVELING WILBURYS ▲2 WILBURY 25796/WARNER BROS. (9.98) (CD)	TRAVELING WILBURYS
149	195	—	2	SOUNDTRACK SCOTTI BROS. SZ 45164/E.P.A. (CD)	EDDIE & THE CRUISERS II
150	145	136	22	EXTREME A&M SP 5238 (8.98) (CD)	EXTREME
151	132	129	14	PUBLIC IMAGE LTD. VIRGIN 91062 (9.98) (CD)	9
152	160	148	46	SIR MIX-A-LOT ● NASTYMIX 70123 (8.98) (CD)	SWASS
153	133	142	8	ALLMAN BROTHERS BAND POLYDOR 839 417 1/POLYGRAM (CD)	DREAMS
154	146	146	3	SOUNDTRACK/"WEIRD" AL YANKOVIC ROCK'N'ROLL SZ 45625/SCOTTI BROS./E.P.A. (CD)	UHF
155	193	—	2	LIZZY BORDEN ENIGMA/METAL BLADE 73412 (9.98) (CD)	MASTER OF DISGUISE

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	ARTIST LABEL & NUMBER/DISTRIBUTING LABEL (SUG. LIST PRICE)*	TITLE
156	135	130	17	BLUE MURDER GEFEN 24212 (9.98) (CD)	BLUE MURDER
157	150	133	56	SOUNDTRACK ▲4 ELEKTRA 60806 (9.98) (CD)	COCKTAIL
158	179	—	2	TWIN HYPE PROFILE 1281 (8.98) (CD)	TWIN HYPE
159	127	125	50	EDIE BRICKELL & NEW BOHEMIANS ▲ GEFEN GHS 24192 (8.98) (CD)	SHOOTING RUBBERBANDS AT THE STARS
160	143	143	88	PETER GABRIEL ▲2 GEFEN GHS 24088 (8.98) (CD)	SO
161	NEW ▶		1	VESTA A&M SP5223 (8.98) (CD)	VESTA 4 U
162	144	118	22	THE NEVILLE BROTHERS A&M SP 5240 (8.98) (CD)	YELLOW MOON
163	166	159	12	MICHAEL MORALES WING 835 810 1/POLYGRAM (CD)	MICHAEL MORALES
164	NEW ▶		1	SOUNDTRACK WARNER BROS. 25985 (9.98) (CD)	LETHAL WEAPON 2
165	125	123	16	DONNA SUMMER ATLANTIC 81987 (9.98) (CD)	ANOTHER PLACE AND TIME
166	159	165	18	JOE JACKSON A&M SP 5249 (8.98) (CD)	BLAZE OF GLORY
167	169	179	38	GIPSY KINGS MUSICIAN 60845/ELEKTRA (9.98) (CD)	GIPSY KINGS
168	168	172	17	THREE TIMES DOPE ARISTA AL 8571 (8.98) (CD)	ORIGINAL STYLIN'
169	151	135	9	WIRE MUTE 73516/ENIGMA (8.98) (CD)	IT'S BEGINNING TO AND BACK AGAIN
170	139	137	7	DEAD OR ALIVE EPIC OE 45224/E.P.A. (CD)	NUDE
171	164	170	7	THE THE EPIC FE 45241/E.P.A. (CD)	MIND BOMB
172	165	166	13	VARIOUS ARTISTS TVT 1400 (8.98) (CD)	TV TOONS - THE COMMERCIALS
173	173	180	4	BAUHAUS BEGGAR'S BANQUET 9804-1-H/RCA (9.98) (CD)	SWING THE HEARTACHE
174	175	160	81	ORIGINAL LONDON CAST ▲ POLYDOR 831 273-1/POLYGRAM (CD)	PHANTOM OF THE OPERA
175	183	194	50	K.T. OSLIN ● RCA 8369-1-R (8.98) (CD)	THIS WOMAN
176	158	139	64	MELISSA ETHERIDGE ● ISLAND 90875/ATLANTIC (8.98) (CD)	MELISSA ETHERIDGE
177	180	183	28	HANK WILLIAMS, JR. ● WARNER/CURB 25834/WARNER BROS. (9.98) (CD)	GREATEST HITS III
178	174	167	45	BULLETTYOYS ● WARNER BROS. 25782 (8.98) (CD)	BULLETTYOYS
179	154	151	14	REBA MCENTIRE MCA 6294 (9.98) (CD)	SWEET 16
180	140	140	5	GEORGE BENSON WARNER BROS. 25907 (9.98) (CD)	TENDERLY
181	197	163	15	THE O'JAYS EMI 90921 (9.98) (CD)	SERIOUS
182	162	154	21	THE OUTFIELD COLUMBIA OC 44449 (CD)	VOICES OF BABYLON
183	188	—	2	VAIN ISLAND 91272/ATLANTIC (9.98) (CD)	NO RESPECT
184	190	169	15	KWAME ATLANTIC 81914 (8.98) (CD)	BOY GENIUS FEATURING KWAME
185	163	141	16	ARETHA FRANKLIN ARISTA AL 8572 (9.98) (CD)	THROUGH THE STORM
186	167	147	21	HOWARD JONES ELEKTRA 60794 (9.98) (CD)	CROSS THAT LINE
187	NEW ▶		1	KATRINA AND THE WAVES SBK 92649 (9.98) (CD)	BREAK OF HEARTS
188	176	168	16	BARRY MANILOW ARISTA AL 8570 (9.98) (CD)	BARRY MANILOW
189	171	—	13	KEITH WHITLEY RCA 6494-1-R (8.98) (CD)	DON'T CLOSE YOUR EYES
190	191	—	2	POP WILL EAT ITSELF RCA 9742-1-R (8.98) (CD)	THIS IS THE DAY... THIS IS THE HOUR... THIS IS THIS
191	156	156	4	MARTIN L. GORE SIRE 25980/WARNER BROS. (7.98) (CD)	COUNTERFEIT E.P.
192	170	157	17	CONCRETE BLONDE I.R.S. 82001/MCA (9.98) (CD)	FREE
193	157	158	9	SOUNDTRACK CAPITOL C1-91583 (9.98) (CD)	BEAUTY & THE BEAST
194	NEW ▶		1	GEORGE CLINTON PAISLEY PARK 25994/WARNER BROS. (9.98) (CD)	THE CINDERELLA THEORY
195	187	177	68	POISON ▲4 ENIGMA C1-48493/CAPITOL (9.98) (CD)	OPEN UP AND SAY... AH!!
196	178	173	11	TUCK & PATTI WINDHAM HILL 0116/A&M (9.98) (CD)	LOVE WARRIORS
197	172	149	8	CHRIS ISAAK REPRIS 25837 (9.98) (CD)	HEART SHAPED WORLD
198	198	—	2	BORIS GREBENSHIKOV COLUMBIA FC 44364 (CD)	RADIO SILENCE
199	189	200	14	KING SWAMP VIRGIN 91069 (9.98) (CD)	KING SWAMP
200	196	197	20	THE JUDDS CURB 9595-1-R/RCA (9.98) (CD)	RIVER OF TIME

## TOP POP ALBUMS A-Z (LISTED BY ARTISTS)

- |                                     |                        |                            |                                     |                               |                         |                             |                              |
|-------------------------------------|------------------------|----------------------------|-------------------------------------|-------------------------------|-------------------------|-----------------------------|------------------------------|
| 10,000 Maniacs 18                   | Bobby Brown 11         | EPMD 54                    | Grayson Hugh 79                     | Madonna 17                    | The Outfield 182        | Beauty & The Beast 193      | Three Times Dope 168         |
| 2 Live Crew 38                      | Jackson Browne 92      | Eazy-E 77                  | Indigo Girls 22                     | Barry Manilow 188             | Mica Paris 140          | Cocktail 157                | Tin Machine 122              |
| 24-7 SPYZ 133                       | Jimmy Buffett 91       | Enya 144                   | Martika 19                          | Ziggy Marley/Melody Makers 29 | David Peaston 114       | Do The Right Thing 73       | Tone Loc 84                  |
| Paula Abdul 4                       | BulletBoys 178         | Gloria Estefan 9           | The Isley Brothers/Ronald Isley 109 | Richard Marx 1                | Tom Petty 6             | Eddie & The Cruisers II 149 | Too Short 56                 |
| Allman Brothers Band 153            | The Call 75            | Melissa Etheridge 176      | Joe Jackson 166                     | Paul McCartney 71             | Pixies 98               | Ghostbusters II 26          | Tora Tora 65                 |
| Anderson, Bruford, Wakeman, Howe 48 | Cher 25                | Exposé 43                  | Howard Jones 186                    | Reba McEntire 179             | The Pogues 118          | Great Balls Of Fire 104     | Pete Townshend 87            |
| The B-52's 49                       | Neneh Cherry 41        | Extreme 150                | Journey 142                         | Maria Mckee 128               | Poison 195              | Lethal Weapon 2 164         | Traveling Wilburys 148       |
| Babyface 68                         | Cinderella 89          | Bryan Ferry/Roxy Music 106 | The Judds 200                       | John Cougar Mellencamp 36     | Pop Will Eat Itself 190 | UHF 154                     | Tuck & Patti 196             |
| Bad English 55                      | Andrew Dice Clay 120   | Fine Young Cannibals 8     | Junkyard 110                        | Metallica 83                  | Prince 3                | When Harry Met Sally 81     | Twin Hype 158                |
| Badlands 70                         | George Clinton 194     | Lita Ford 124              | Katrina And The Waves 187           | Pat Metheny Group 66          | Public Image Ltd. 151   | Special Ed 90               | Vain 183                     |
| Bang Tango 85                       | Natalie Cole 112       | Aretha Franklin 185        | Kid 'N Play 123                     | Milli Vanilli 5               | Queen 121               | Billy Squier 96             | VARIOUS ARTISTS              |
| Rob Base & D.J. E-Z Rock 62         | Concrete Blonde 192    | Kenny G 147                | King's X 138                        | Stephanie Mills 82            | Queensryche 126         | Stage Dolls 125             | Greenpeace: Rainbow 88       |
| Bauhaus 173                         | Alice Cooper 60        | Peter Gabriel 137, 160     | King Swamp 199                      | Michael Morales 163           | Trevor Rabin 113        | Starship 74                 | TV Toons/Commercials 172     |
| Beastie Boys 14                     | The Cure 28            | Debbie Gibson 45           | Kool Moe Dee 52                     | Van Morrison 115              | Bonnie Raitt 50         | Stevie B 108                | Stevie Ray Vaughan/Double 35 |
| Bee Gees 86                         | The D.O.C. 31          | Gipsy Kings 167            | Kwame 184                           | Mr. Big 46                    | Roxette 80              | Steve Stevens/Atomic 139    | Vesta 161                    |
| Adrian Belew 119                    | Michael Damian 117     | Martin L. Gore 191         | N.W.A. 51                           | Eddie Murphy 78               | Saraya 127              | Rod Stewart 72              | Warrant 13                   |
| George Benson 180                   | Danger Danger 129      | Great White 12             | The Neville Brothers 162            | Simply Red 27                 | Simply Red 27           | Donna Summer 165            | Jody Watley 59               |
| Clint Black 101                     | Dangerous Toys 67      | Boris Grebenshikov 198     | New Kids On The Block 2, 107        | Sir Mix-A-Lot 152             | Slick Rick 76           | Henry Lee Summer 146        | White Lion 24                |
| Blue Murder 156                     | De La Soul 93          | Guns N' Roses 53, 69       | Stevie Nicks 47                     | Skid Row 7                    | Soul II Soul 16         | Surface 57                  | Karyn White 58               |
| Bodeans 94                          | Dead Or Alive 170      | Guy 61                     | Nitro 141                           | Slick Rick 76                 | Sweet Sensation 145     | Surfer 74                   | Keith Whitley 189, 131       |
| Michael Bolton 64                   | Leif Lepard 95         | M.C. Hammer 32             | The O'Jays 181                      | Soul II Soul 16               | Swing Out Sister 143    | Tangier 102                 | Winger 30                    |
| Bon Jovi 23                         | Dino 34                | The Jeff Healey Band 39    | Original London Cast 174            | Soundtracks                   | Testament 99            | Testament 99                | Wire 169                     |
| Boogie Down Productions 40          | Dion 134               | Heavy D. & The Boyz 21     | K.T. Oslin 175                      | Batman/Danny Elfman 33        | Texas 135               | The The 171                 |                              |
| Chuckii Booker 116                  | Dirty Looks 132        | Don Henley 10              | Donny Osmond 105                    | Beaches 44                    | The The 171             | Third World 111             |                              |
| Edie Brickell/New Bohemians 159     | The Doobie Brothers 42 | Hoodoo Gurus 136           |                                     |                               |                         |                             |                              |

## LIVE'S MENENDEZ GUNNED DOWN IN HIS BEVERLY HILLS HOME

(Continued from page 1)

crime figures. Levy was convicted last year in a widely reported extortion conspiracy case.

However, Beverly Hills police detective Lt. Robert Curtis says "there are myriad possibilities." Not identifying any weapons, Curtis says the motive might have been "personal, revenge, business," or "a robbery that went bad."

But, by midweek, the FBI joined the investigation on the basis of possible mob involvement.

Many in the music industry have speculated that mob associates may be linked to the crime, citing money laundering or blackmail as possible motives for the slaying. But, at least two sources note that LIVE retained Big Eight accounting firm Touche Ross & Co. to review Strawberries numbers prior to closing the deal. The process determined the chain's books were "clean as a whistle," says one source, who opines, "I think it had more to do with things that are going on in Hollywood than with Morris [Levy]."

Among those being questioned in

the case are the Menendezes' two college-age sons, Lyle, 21, and Eric, 18. "They're not included or excluded," says Curtis, "after all, they were here when we arrived." Police reached the scene shortly after receiving an hysterical phone call from the two brothers, who said they came home and discovered their parents' fully clothed bodies just before midnight.

The police said there were no signs of forced entry and that nothing had been taken from the home at 722 N. Elm Drive.

Menendez, who was 45 years old, and his wife, Kitty, 44, suffered multiple gunshot wounds and were pronounced dead at the scene.

Menendez became chairman and CEO of home video supplier International Video Entertainment in August 1986. A month later, he was named co-chairman of the board of rack pioneer Lieberman Enterprises.

Associates and industry observers give Menendez high marks for his acumen in helping form what became LIVE Entertainment, in a dazzling merger of IVE and rack giant Lieber-

man Enterprises.

Menendez then engineered LIVE's entry into retail via acquisition of then 81-unit Strawberries, signing the letter of intent to acquire in January and closing the deal in June for \$40.5 million. Menendez had planned to broaden those stores' video involvement, while expanding the chain to some 300 stores within a short time frame.

Prior to his IVE appointment, Menendez was executive VP at Carolco Pictures Inc., the firm known for its Rambo movies and which owns 49% of LIVE's voting shares. In 1986, Carolco bought the majority of stock in IVE, which in turn purchased controlling interest in Lieberman.

Menendez had joined Carolco in 1986, after spending 14 years with RCA, where he rose to executive VP/

chief operating officer in charge of worldwide operations for RCA/Ariola. Earlier he had been executive VP in charge of U.S. operations for the Hertz Corp.

Menendez was born in Cuba and came to the U.S. at age 16, earned a B.A. degree in economics and accounting from Queens College of the City Univ. of New York, and was a C.P.A.

His rise to the top earned him spectacular rewards. According to a recent SEC filing by LIVE, Menendez had an annual salary of \$500,000 and the opportunity to earn up to \$350,000 in bonuses under an employment contract that ran through 1991. His home was reportedly valued at \$4 million. In addition, he had a "key man" insurance policy valued at \$15 million, with LIVE named as benefi-

ciary, as well as a personal \$5 million insurance policy.

Many in the industry were stunned by the double murder. "It's unconscionable that something like that could happen," says Ralph King, senior VP/GM of Enigma Entertainment, who previously worked for Menendez at IVE. "Our industry has been cheated to lose a man like Jose at such a young age. Without a doubt, he was the brightest businessman I've ever experienced."

A prepared statement from BMG Music, now sole parent of RCA Records, says, "Bertelsmann Music Group regrets the passing of Mr. and Mrs. Jose E. Menendez. We extend our deepest sympathy to the Menendez family."

Funeral services were scheduled for Aug. 25.

## WALL STREET SPECULATES ON EFFECT LOSS OF CEO WILL HAVE ON LIVE

(Continued from page 3)

eocassettes, International Video Entertainment; the nation's second-biggest rackjobber, Lieberman Enterprises; and an 85-outlet retail chain, Strawberries Records, Tapes & Compact Discs.

Analysts agree that the successor to Menendez faces a "strategically challenging job" in trying to manage the components of LIVE and continually keep costs in line.

LIVE acquired Strawberries, the leading music retailer in New England, earlier this year for \$40.5 million. Analysts disagree over the acquisition price: Some call it a bargain; others, an overpayment.

Keith Benjamin, an analyst with Silberberg, Rosenthal & Co., says Strawberries has outperformed other retailers at a time when music sales are soft. He estimates same-store

music sales up 10%, year-to-year, for the first six months.

Benjamin says the Menendez tragedy "really has not changed my fundamental view of LIVE's potential to grow."

Lisbeth Barron, analyst with McKinley Allsopp, says the executives in place at LIVE are "capable of handling the operations."

Each of LIVE's subsidiaries has its own chief executive. Gilbert Wachsmann has been chief executive of Lieberman since January and generally gets high marks from analysts. Dave Mount, senior VP/GM of IVE, has been given the additional title of chief operating officer by the board.

Ivan Lipton is chief operating officer of Strawberries. LIVE has been searching for several months for a chief executive to head the retail

chain.

Commenting on the interim management lineup at LIVE, Benjamin points out that acting chairman Hoffman is the executive who hired Menendez. "It was partially his vision in the first place."

Another analyst, who asked not to be identified, says acting president Smith is "a smart, energetic guy, but he's not the charismatic leader Jose was."

Benjamin believes that LIVE's stock is undervalued. Its 52-week price range is \$11-\$25 a share. "It should be at least \$30 a share," says the analyst.

On the first day of trading after the Aug. 20 murder, the stock price fell 12%, to \$18.50.

## NEW UNISTAR GETS 23% OF RADIO NETWORK PIE

(Continued from page 3)

is a combination of US-2 and Transtar 2. Both of the later networks will target adults 25-54.

Transtar was known primarily for its eight full-service satellite-delivered formats, including the influential Format 41 AC service, which will continue to go by the Transtar name. The network has also produced weekly special programs such as "Radio Kandy," "Romantic The Oldies," and "Super Gold." United Stations specialized in long-form programming, such as "Dick Clark's Rock, Roll & Remember," news, and sports coverage. Existing programs from both networks will be absorbed into the Unistar Programming Division.

Unistar also owns the Seattle-based radio market research firm

The Research Group, which was obtained by Transtar's parent company StarGroup Communications.

"The merger with United Stations is the culmination of two years of working together," says Transtar's Robinson. "This just increases the integration between the two companies. Because the companies are so complementary, rather than duplicative, there won't be that many changes on the day-to-day operations," he says.

Verbitsky also anticipates few changes. "We aren't trying to fix something that ain't broke," he says. "It is a tremendous fit, they do everything we don't do and vice versa. The only place we overlap is in finance, and a little in affiliate relations."



wishes to acknowledge the comradeship and musicianship of  
**Brad Cobb**  
in the making of In God We Trust.  
STRYPER values his contribution to the recording of the album and regrets the error of accreditation in the packaging.

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## FILMTRAX MAKES BID FOR JOBETE

(Continued from page 1)

matter. Another rumored contender is EMI Music Publishing, which currently administers Jobete in most world territories.

Charles Koppelman, chairman of EMI's publishing interests, negotiated with Gordy to acquire Jobete 10 years ago via The Entertainment Co. That deal fell through in 1981.

Asked whether EMI is in the current bidding for Jobete, Koppelman merely says, "Jobete is a wonderful catalog and we would love to own it."

The reported \$200 million asking price, he says, "sounds like a lot of money. I can't talk about the value other than that it's a premier catalog, and one would have to pay dearly to own a premier catalog... We'd pay what it's worth."

Some observers speculate that Jobete would be a big piece for EMI to chew on as it continues to integrate SBK Music, which it purchased early this year. But Koppelman says the absorption of Jobete would be "a piece of cake, especially since we already handle it for the world."

Gordy Co. executives could not be reached for comment at press time.

Filmtrax bought the Columbia Pictures music publishing group in May 1988 for \$52 million. Five months later, it acquired Novello, a U.K. firm specializing in serious and educational music for more than \$6 million. Currently, the group's catalog size is 160,000 titles, and its assets—includ-

ing record companies in the U.K. (Trax) and Australia (J&B)—are valued in excess of \$75 million.

Jobete is considered one of the last major catalogs of the rock/R&B era still in independent hands. It contains the most popular songs of Smokey Robinson, Holland/Dozier/Holland, Lionel Richie, Nick Ashford & Valerie Simpson, Norman Whitfield, and Gordy himself, among others.

It has approximately 15,000 active copyrights and at least another 15,000 titles. Jobete's largest earner worldwide is Richie's "Three Times A Lady." The company's annual net publisher's share is reported by sources to be approximately \$10 million.

EMI Music Publishing currently administers Jobete outside the U.S., with the exception of the U.K., where the catalog is at present without a deal—the result of the closure in May of its longtime London office.

Before it was known that Gordy was considering a sale, both EMI and Filmtrax were competing to land Jobete's U.K. administration rights. That deal is now in abeyance. Jobete's annual revenues in Britain are estimated at \$3 million.

One insider with firsthand knowledge of Jobete says: "The deal will not necessarily go to the highest bidder, nor happen quickly. It will revolve as much around whom Berry likes and dislikes. It's a highly emo-

tional sale for him, just like the record company was."

Filmtrax's Hall says he is aware others are bidding for Jobete, but notes that his company's offer is based entirely on perceived exploitation and income opportunities.

"It's such a marvelous catalog, and it obviously has an emotional worth as well as a financial one. But it's impossible to accurately evaluate [the former], and we have an obligation to act prudently on behalf of our investors and shareholders."

"Over the past couple of years, the multiples on this type of deal have gone way up. It's not enough to acquire a catalog and wait for the money to come in. It must be exploited. The secret lies in what companies like ours can do to maximize that potential."

For the year ended March 31, 1989, Filmtrax revenues were \$19.5 million (at current exchange rates), compared with \$3.75 million the previous year—growth due largely to acquisitions. The company reported a 1989 loss of \$1.5 million on "ordinary activities" attributable to the high level of debt interest. Profits before interest were \$5.5 million. Hall says the group is considering capital-raising plans to reduce interest costs.

Assistance in preparing this story was provided by Ken Terry in New York.

## LOS ANGELES MUSICIANS PROTEST CLUB POLICY

(Continued from page 6)

pendent promoters to hire their talent, say they have become more aware of the abuses of the pay-to-play system since the formation of RAPP.

Mason started RAPP two months ago after his group sold \$1,000 worth of tickets and paid \$250 for a sound man to play a 40-minute Roxy set.

Mason says that a band working a pay-to-play show can accrue expenses of "anywhere between \$800 and \$1200 on the norm to do a 40-minute set. They get between 100 and 200 presell tickets which they can sell, supposedly [as] discount tickets. They'd have to sell them for \$7 or \$8 each, just to break even."

Additional charges to the band in such an arrangement may include fees for a house sound man or lighting man and local print advertising costs.

According to Mason, the promoter, who takes no risk on an all-pay-to-play show, stands to cash in: "A one-night [rental] contract at the Roxy is \$1500. Then the promoter makes five other contracts out for

\$1,000 each and hustles to get five bands to sign those contracts. So going in, he's already up \$3500 without doing one thing."

According to Mara Fox, guitarist for Chameleon Records' all-girl hard rock band Precious Metal and a RAPP activist, the pay-to-play system victimizes young bands who have never known what it's like to be paid to play.

"These kids, they think Van Halen paid to play," Fox says. "They either think that [non-pay-to-play clubs] aren't hip, or if they don't play the Strip, they're not going to get signed. That's what they've been told repeatedly, that this is where the talent scouts are, and that's just not the case anymore, as we all know."

But pay-to-play promoters say that changing times on the Strip forced club operators to take on pay-to-play shows. They note that the club scene in that part of town faded in the early '80s when the Whisky closed its doors for two years and the record company showcase trade faded at the Roxy.

"These [Strip] clubs would be Pollo Locos [fast food shops] and shopping centers in three years without pay-to-play," says Deziree Bartold of Afterdark Productions. "The scene out here four or five years ago was in very serious trouble. There was no scene."

Bartold adds, "The reality of the business is that there aren't enough good unsigned bands to keep those three clubs alive. With many of these bands, outside of their parents, friends, and girlfriends, there are not enough people to fill a club."

"There's a risk involved if you have an unknown entity," says Bill Thomas of Creative Image Associates. "Most of these bands are not known. Who's going to come and see them? And they want to play the premium clubs."

Thomas says that his costs as a promoter are high: He claims expenses of over \$4,000 on a weekend night at the Roxy for venue rental, security and other personnel, advertising, and booking commissions, and he says he must guarantee the club \$1,500 in bar expenses.

Says Jason Lord of Jungle Productions, "I disagree with the pay-to-play concept when a promoter brings in a band that has never been out of the garage, just because they can pay the fee. But pay-to-play in its original sense, where the band guarantees a certain number of ticket sales based on its newness, is not a bad concept."

Lord continues, "Presales is a way of taking a risk with a band you may not have heard of that you may feel good about."

But Lord adds that "the real exploitations are . . . very scary. If a guy is short \$211 on a contract, you don't make a guy sign away a 1988 car pink slip."

Thomas admits that "we ask the band to sign a release, and we will hold a band's equipment, rather than cancel their show." But he defends the policy, saying, "We have repeatedly been scammed by the bands, [sometimes] right until it's time to go onstage."

The RAPP protests have apparently raised the consciousness of the club owners who have opened

their doors to pay-to-play promoters.

"I wasn't aware of any serious complaints from any of the bands of any kind until this RAPP thing came about," says Bill Gazzarri, the self-styled "Godfather Of Rock'N-Roll" who has operated the club that bears his name for the past 25 years.

"I am violently opposed to any promoter forcing any of the bands to buy tickets, whether they're selling them or not, or confiscating equipment and holding it for ransom," Gazzarri says.

In response to RAPP's objections, Gazzarri's, which until now has been an exclusively pay-to-play venue, has scheduled four days of non-pay-to-play shows Nov. 8-11 in conjunction with promoter Jon Egger of First Class Productions.

"This is a test program to see if the bands can generate enough to support the venue, the advertising, and labor costs," Egger says.

Mario Maglieri, co-owner of the Whisky and Roxy, is also taking a dimmer view of pay-to-play shows. He says, "I still have to make my expenses, and I'm not going to pay for it," but he attacks some pay-to-play proponents as "greedy, hungry bastards."

"You have to pay your dues, but you don't have to pay the dues these promoters want [the bands] to," Maglieri adds.

The Whisky has instituted non-pay-to-play "No Bozo Jams" on Monday nights and on "Wicked Wednesdays," and Maglieri says he has told Mason that he will lower the house rental fee for non-pay-to-play promotions.

## CBS FOLLOWS POLYGRAM IN HIKING PRICE ON CASSETTE SINGLES

(Continued from page 1)

groundbreaking move, which pushed the wholesale for the line from \$1.29 to \$1.59 on Aug. 25 (Billboard, Aug. 26). While dealers and wholesalers are never eager to see their wholesale costs rise, most accounts surveyed by Billboard say they can live with the half-dollar jump on the list.

"I don't know that price point is that much of a deal," says Steve Bennett, VP of marketing at 161-store The Record Bar. "From \$2.49 to \$2.99, it's 50 cents and you haven't broken that dollar barrier."

Bennett says he anticipates that the other five majors, as well as his chain, will go to \$2.99: "I do think the market can bear some price increase. This has been selling so well that I think it won't be a problem," he says.

"We'll do what we have to do, but we don't think [that \$2.99 is] inappropriate," says David Blaine, VP/GM at 31-store Kemp Mill Records. "If the customers want them and are willing to pay the price, I don't mind being able to make money on singles."

"The industry is just changing its whole position," Blaine adds. "It's no longer a promotional sales piece. Now it's a profit center."

Roy Imber, president of 80-store Record World, notes that Musicland and Trans World locations have been using the higher price for cassette singles and says, "I think we're going to follow suit," maybe before other major labels raise their prices. "In certain areas, you can always use the

extra markup, and if it's a demand item and people are willing to pay 50 cents more, why not?"

Not all accounts are as calm about the higher list, however. Russ Solomon, president of 56-store Tower Records, says "\$2.99 may be more than a song is worth. That's \$3 for a song, and it may be a little more than people want to spend."

"If the labels are making more money off of singles, they'll stop bitching, which is a plus," he notes. But on the minus side, "the cassette single is the only thing a kid can afford to buy. Kids don't have that much money, and it's important to stimulate them so they'll buy music."

As a result, Tower charges \$1.99 for cassette singles. Even \$2.49 "isn't that horrible a price," says Solomon, but "I don't think [\$2.99] is a good idea. [It means] you're not forward-thinking enough to figure out who your market is and what they want."

Lou Fogelman, president of 64-store Music Plus, is particularly upset with the move to a higher ticket. "Let it get off the ground," he says of the 2-year-old configuration. If economics dictate that record companies need a higher list, says Fogelman, "let's do it sometime next year when the category gets stronger."

Majors that have yet to raise prices are not denying that they may do so. Joe Mansfield, VP of marketing for CEMA, declines comment other than to say that his company is studying

the issue. Meanwhile, Pete Jones, president of BMG Distribution, and John Burns, executive VP of MCA Distributing Corp., both confirm that their companies are also investigating the possibility of a price hike.

"Based on a number of reports, many sizable accounts are already successfully pricing cassette singles at \$2.99," says Jones. "That would seem a compelling reason to consider raising the price."

"Obviously the cassette single is doing very well, but when you start putting every single out on cassette, returns become a factor," says Burns. "We're studying [a hike] but I can't say we're not going to do it."

One key issue is whether the cassette single is cannibalizing the sale of album-length configurations (Billboard, Aug. 12). "We've seen the ratio of cassette singles to album sales come out disproportionately to what singles and albums sales have done historically," says Paul Smith, president of CBS Records Distribution. "Nobody in this company is panicking, but there is a reason to be concerned."

Smith says the intention of the 20% handling charge is to avoid "the ridiculous situation" of extremely high returns that occurred with 45s. He adds that he would like to see an industry-wide effort to study what effect the cassette single's success may be having on album sales, "maybe before we get to Florida" for the Sept. 25-27

Retailers Conference of the National Assn. of Recording Merchandisers.

Suppliers and retailers are divided over whether cassette singles are indeed subtracting from album sales. Fogelman says that in the last 12 weeks, Music Plus cassette single sales have "doubled while our album-length cassettes increased by 10%."

John Marmaduke, president of retail/wholesale combine Western Merchandisers, parent of 118-store Hastings Books And Music, thinks that the new singles format has cannibalized albums, but suggests there is a trade-off: "I think there is cannibalism and there is sales creation, and the creation outweighs the cannibalism in our experience," he says.

Jones won't "jump to conclusions" on cannibalization caused by the cassette single. "I don't think we're seeing, in terms of total units, that this is all happening at the expense of the cassette." Noting that the cassette single has restimulated the singles format, Jones adds that rather than comparing this year's numbers to last year's, it would be more appropriate to compare the market to that of 1985, when the LP and 7-inch single sold in meaningful quantities.

## ANTI-ALCOHOL GROUP OPPOSES MILLER PLANS FOR TEXAS 'PARTY'

(Continued from page 84)

derbirds, and more than a dozen other acts. It also will present such headliners as Huey Lewis & the News, George Strait, Hall & Oates, and Waylon Jennings in four other Texas cities. The event is expected to raise \$1 million for the Texas Special Olympics.

"We are implementing all aspects of our responsible party plan," says John Shafer, manager of consumer affairs for Miller and coordinator of its alcohol education program.

A 24-page plan compiled by a pri-

ivate risk-management firm, Mattman Co. in Anaheim, Calif., calls for color-coded bracelets for those of legal drinking age and free soft drinks for designated drivers older than 21. State public safety officers, city police, private security, and volunteers will all be alert for underage or excessive drinking, says Shafer.

Miller has included in its plans suggestions from a Texas chapter of Mothers Against Drunk Driving and other safety experts. But MADD state administrator Karen Thorell

says she found the plan flawed.

"The bottom line is that we feel it's going to be impossible to control [so many people], many of whom will be under 21," she says. The Who will perform in the 65,000-capacity Astrodome in Houston and the 100,000-capacity Cotton Bowl in Dallas.

A meeting Aug. 17 of groups concerned about Miller's marketing of the music event included representatives of MADD, the Texas Parent-Teachers Assn., and state and local officials.

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**All In The Family.** In a rare public appearance together, Yoko Ono and Cynthia Lennon, former wives of the late John Lennon, and their sons, Julian and Sean, gathered at the Hard Rock Cafe in New York following Julian's concert at the Beacon Theatre. During the concert, Sean joined his half-brother on stage for a rendition of "Stand By Me." Pictured, from left, are Yoko Ono, Julian Lennon, Sean Lennon, and Cynthia Lennon.

## Anti-Alcohol Group Opposes Miller Plans For Tex. Shows

BY CONNIE BENESCH

FORT WORTH, Texas Plans by the Miller Brewing Co. for what it calls "the biggest party in Texas" Sept. 2-3, featuring the Who and other acts, have come under fire from a coalition of groups concerned about alcohol and drug abuse.

Although Miller says it has implemented a "responsible party plan" for the event, about 20 groups—ranging from health and anti-drug organizations to government agencies—say that the advertising blitz for the two-day, six-city festival is sending unhealthy messages about drinking to young music fans.

"There is a growing concern that what Miller is doing with this campaign is sending a very confusing message to young people about alco-

hol," says Bobby Heard, youth coordinator for Texans' War On Drugs. That group organized the coalition and planned press conferences in Dallas, San Antonio, and Houston to precede the event. "What they're doing is irresponsible," says Heard.

The groups are calling on Miller to specifically advertise that underage fans will not be allowed to drink at the Texas Party concerts and will be kicked out if they do. Although Miller's advertising for the event spotlights responsible drinking, the brewing company has not announced plans to change its marketing approach.

Miller is sponsoring performances in Houston Sept. 2 and Dallas Sept. 3 by the Who, Stevie Ray Vaughan & Double Trouble, the Fabulous Thun-

(Continued on page 83)

## Mobile Fidelity In New Sov Deal Will Be Gosteleradio Distributor

NEW YORK Recordings from the extensive library of the Soviet broadcasting network, Gosteleradio, will be distributed in the West by Mobile Fidelity Sound Lab in the second Soviet music venture this year by the California-based firm.

Mobile Fidelity, which in April announced the formation of a joint venture with MCA Records and Soviet agencies to bring U.S. recording technology to the U.S. and Soviet artists to U.S. audiences, will gain access through this latest deal to Gosteleradio recordings of more than 100 Soviet musical organizations, from orchestras to choral ensembles.

Mobile Fidelity president Herb Belkin calls the agreement "a second wondrous opportunity to communicate the magic of Soviet music by becoming associated with the Soviet Union's largest collection of recordings.

"The repertoire is without equal, recording quality is far superior to any previous Soviet collections, and these recordings have never before been made available in the West, with the exception of Gosteleradio's loan of a master to Melodia," he says, referring to the Soviet state

record label.

Mobile Fidelity is currently engaged in a dispute with Melodia over licensing of its classical and jazz recordings. Valery V. Sukhorado, general director of Melodia, says the state-operated record manufacturer's agreement with Mobile Fidelity has expired, a claim Belkin has challenged (Billboard, Aug. 26).

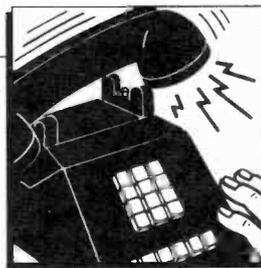
The first release by Mobile Fidelity from the Gosteleradio catalog will be by the acclaimed Gosteleradio Quartet, performing a program of Glinka, Miaskovsky, and Tanaev.

The Mobile Fidelity joint venture in the U.S.S.R., Art & Electronics, has been expanded with the addition of organizations from the Soviet republics of Tbilisi, Georgia, Vilnius, and Lithuania. The label's original partners in Art & Electronics include MCA, the Soviet composers union, the Soyuzconcert booking agency, and the Electronica consumer electronics agency (Billboard, April 15).

Belkin also has announced plans for a series of live recordings from Moscow's first jazz club, the Bluebird, which will showcase established and rising Soviet jazz artists.

THOM DUFFY

# INSIDE TRACK



**EARLY RETURNS** from a merchandising test of CD-3 singles, funded by the major labels, do not bode well for the format, according to Jerry Shulman, VP of marketing development for CBS. Shulman emphasizes that questionnaires, received in recent weeks from more than 1,600 retailers supplied with custom CD-3 displays, have not yet been fully tallied. However, says Shulman, "I obviously am not encouraged by just looking through what's come in. Most indicated sales did not even warrant putting up the displays." Shulman will meet soon with other labels involved in the retail test, including Elektra, Virgin, Warner Bros., PolyGram, MCA/Motown, and Capitol.

**RUSH RELEASE:** After a 15-year association with Mercury/PolyGram Records, the Canadian power trio Rush has signed with Atlantic Records. The group's first album on the label, produced by Rupert Hine, will be released this fall. "We made the switch for a number of reasons," says manager Ray Danniels. "We were impressed with Atlantic's track record and we were anxious to have our records be part of the WEA distribution system, which is second-to-none." Atlantic president Doug Morris praises the band's past success, including a record seven consecutive top 10 albums on Billboard's Top Pop Albums chart and eight platinum U.S. releases.

**CONTROVERSIAL** Ruthless/Priority act N.W.A. has been kicked off a rap package scheduled for Sept. 3 at the Capitol Centre in Landover, Md. The group was dropped by promoters when it refused to sign a contract prohibiting the performance of "Fuck Tha Police," according to a news report. A spokesman for the local chapter of the Fraternal Order of Police was quoted in the Washington Times stating that police officers assigned to work the concert would boycott the show if N.W.A. was on the bill. Other groups set for the Nitro Summerfest '89 include L.L. Cool J, De La Soul, Slick Rick, and Big Daddy Kane.

**LIMITED TEST FOR LIMITED PLAY:** According to Phil Clement, president of Rank Video Services America, there could be a "very limited" marketing test for the so-called limited-play videocassette—a prerecorded cassette selling for about \$30 that would provide retailers with about 25 rentals before self-destructing. Clement says that if the test occurs, it would be in "one metropolitan area, possibly later this fall." Proponents of the cassette claim it would eliminate the depth-of-copy problem by reducing the high cost of tapes intended for the rental market; detractors note that many people play a film more than once when they rent it, and that 25 plays does not necessarily equal 25 rentals.

**BOXING:** WEA is said to be making quiet inquiries about how accounts would react if the 6-by-12-inch package for compact disks were to vanish. Word is that A&M is making noises, too, about doing away with the packaging standard.

**SINGLES SCENE:** In addition to raising its cassette singles cost (story, page 1), CBS Records is moving the equivalent list on 12-inch vinyl singles from \$4.98 to \$5.98. Cost moves from \$2.81 to \$2.99, but the dealers who charge the new list find their margin increase from 43.6% to 50%. The same 20% returns penalty invoked for cassette singles will apply to 12-inch singles.

**VIC BERETTA**, former head of BMG's Sonopress manufacturing plant in Weaverville, N.C., has been named president, manufacturing, for Capitol-EMI Music. Based at the company's Jacksonville, Ill., facility, he reports to Colin Hodgson, executive VP of Capitol-EMI. Beretta's position was created as part of the company's recent restructuring. His predecessor, Lee Simpson, was VP of operations for Capitol Records in L.A.

**VIDEO UPDATE:** Gene Giaquinto, who left his post as chief of MCA Home Entertainment last year after FBI documents alleged ties to organized crime, has reportedly joined consultant Steve Roberts in a company that seeks solutions to the defective tape dilemma. According to sources, no charges were ever filed against

Giaquinto and he is no longer under investigation. Roberts, former president of 20th Century-Fox Telecommunications, is a consultant on Rank's limited-play cassette project (see item above). . . . Janice Whiffen has resigned as senior VP of sales and marketing at Media Home Entertainment. She will be replaced by Tom Burnett, who is leaving his post as sales and marketing VP of Virgin Vision.

**TRIM TIME:** New World Entertainment has laid off 40 people, primarily in its film division. Sources say things are status quo with the home video division, although the entire company is expected to be sold this fall. Paul Culberg and David Pierce recently left New World Video to take key executive positions at RCA/Columbia Pictures Home Video.

**THEY 8 2-GETHER.** Warner Bros. CEO Mo Ostin, and his wife, Evelyn, held a private dinner at their home Aug. 20 to honor Van Halen and present the band members with triple-platinum awards for their album "OU812." Ostin also announced that VH has resigned with WB. Among the guests: Ed Leffler, the group's manager; Westwood One's Norm Pattiz; KQLZ (Pirate Radio) Los Angeles' Scott Shannon; Billboard's Tom Noonan; and numerous Warner biggies.

**MAX SILVERMAN**, the founder of Washington, D.C. chain Waxie Maxie's was rushed to the hospital on Aug. 23, experiencing difficulty breathing. He had been fighting heart problems for the last six months and had major surgery earlier this year.



Elektra Entertainment

**NEW NAME BECOMES ELEKTRA:** There's a new name and a new logo for Elektra Records. According to chairman Bob Krasnow, the fresh Elektra Entertainment moniker reflects the company's "broadening involvement in the overall music-related business, including video on

both laserdisk and videotape."

**PAUL McCARTNEY'S** FIRST North American tour in 13 years will open Nov. 27 at the Los Angeles Forum and include arena stops in Chicago, Toronto, Montreal, and New York prior to Christmas, with other dates expected in 1990. McCartney staged an impromptu performance at his New York press conference Aug. 24, showcasing his new band, including ex-Pretenders guitarist Robbie McIntosh, bassist Hamish Stuart of the Average White Band, drummer Chris Whitten, and Linda McCartney and the session player Wix on keyboards.

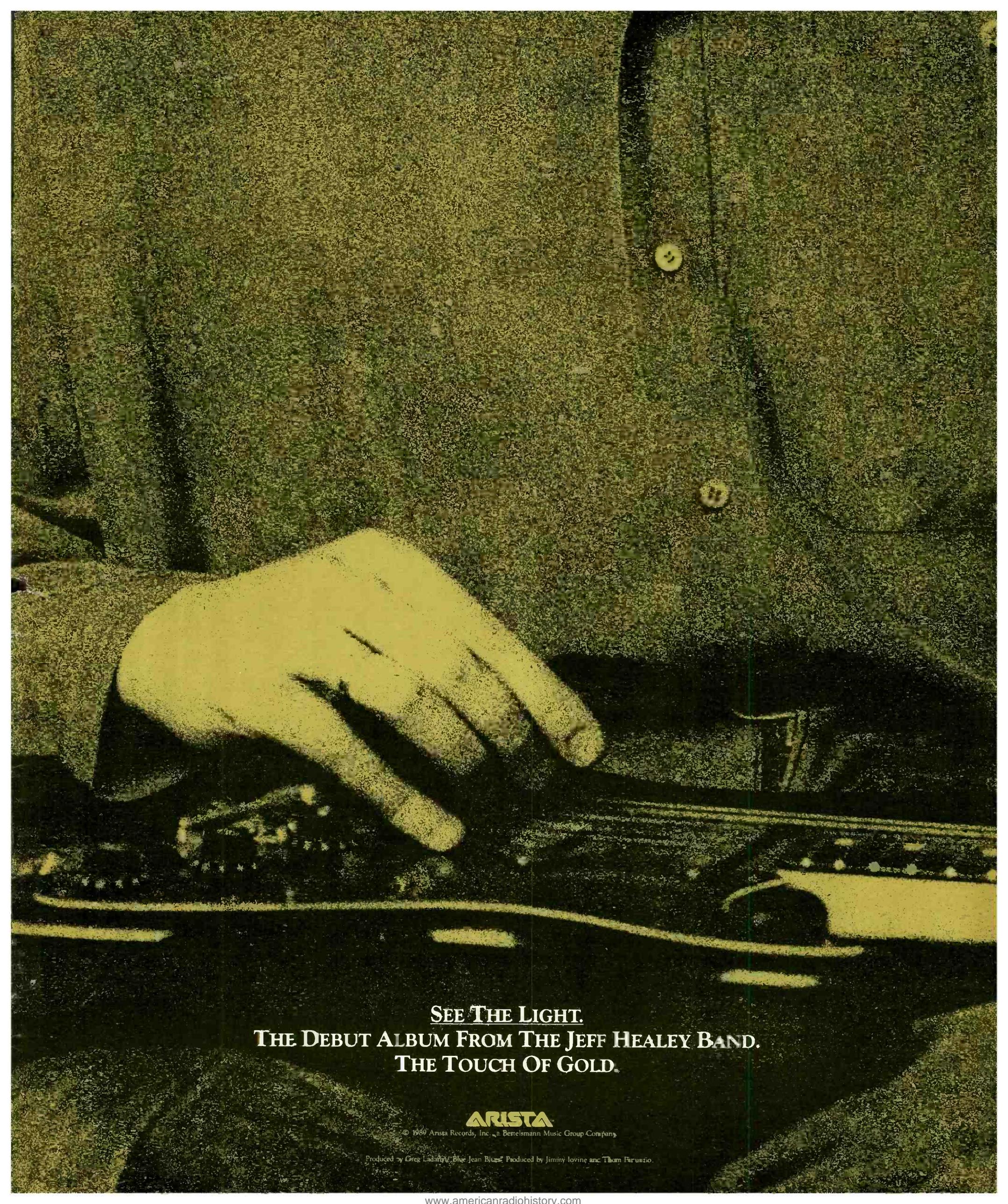
**JAPANESE CONSUMER** electronics companies are penetrating further into the U.S. entertainment industry. First it was Sony buying CBS Records. Now the JVC/Victor Co. of Japan has formed a new film production company, Largo Entertainment, with former 20th Century Fox president and chief operating officer Lawrence Gordon. JVC/Victor will provide all the initial financing, said to be in excess of \$100 million, and Gordon will have complete control of the company's operations as its chairman and CEO.

**ON THE BLOCK?** Word has it that Compass Point Studios, the Bahamas-based recording facility owned by Chris Blackwell, is up for sale. The studio has been rumored to be suffering a depletion in its client base over the last few years, and was reportedly passed up for several major projects for which it was under consideration. Calls to the Point were not returned.

**TRACK ERRED** not once, but twice, on call letters in last week's issue. The Los Angeles station being petitioned to keep its classical format is KFAC; the Seattle outlet losing Sky Daniels is KISW.

**METAPHORICALLY SINGING:** Songwriter/teacher Sheila Davis conducts a daylong seminar/workshop Sept. 16 in New York on "How To Write Successful Metaphors." Call 212-674-1143 for info.

Irv Lichtman is on vacation. This week's Inside Track was edited by Ken Schlager.



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