



"A LITTLE GOOD NEWS"

| | | |
|--------------|-----|---------|
| BILLBOARD | # 1 | COUNTRY |
| CASHBOX | # 1 | COUNTRY |
| GAVIN REPORT | # 1 | COUNTRY |
| R & R | # 1 | COUNTRY |
| RPM | # 1 | COUNTRY |

and

CHARTING AGAIN BILLBOARD TOP 100
88 BULLET*

See Anne Murray sing "A Little Good News"

"Thicke of the Night" - DEC. 5 "Solid Gold" - DEC. 16



*Re-Entry

Steinmetz appointed President-CARAS

Toronto: Peter Steinmetz, Q.C., well-known Toronto-based entertainment lawyer, has replaced Brian Robertson as President of the Canadian Academy of Recording Arts and Sciences (CARAS). Mr. Robertson will continue to be involved with CARAS as a member of the Advisory Board.

In addition to the Steinmetz appointment three new Directors were elected by the present Board of Directors to serve for a two-year period. They are Stan Kulin, President WEA Music Canada; Frank Davies, President ATV Publishing of Canada; and Joe Summers, Executive Vice President A&M Records of Canada.

Jim Sward, President Rogers Radio Broadcasting and John Watt, Record Policy Officer, Arts & Culture Branch of the Federal Department of Communications, were re-elected for a further two-year period.

Serving with Steinmetz as Officers of CARAS for 1984 are Les Weinstein as 1st Vice President, Sam Sniderman, 2nd Vice President and Andrew Hermant, Secretary-Treasurer. These three are also serving the second year of a two-year term as Directors with Arnold Gosewich, President Macmillan Publishing; Norm Perry, Vice President Concert Productions International; Ross Reynolds, Executive Vice President and General Manager MCA Records Canada; and Vic Wilson, President of the Canadian Independent Record Production Association.

In view of the Juno Awards being pushed back to Dec. 3rd. of next year, the Board of Directors will be meeting Dec. 6 of this year to consider bids by independent television producers for the production of the 1984 Juno Awards.

TACO's success is a mixture of new and old

Toronto: The tour by RCA recording artist TACO may be cancelled but his debut smash album for the company *After Eight*, containing the monster hit of Irving Berlin's *Puttin' On The Ritz*, continues to sell after more than seven months.

By September, both the LP and single surpassed the platinum level in Canada.

RCA followed up the first single with TACO's version of another classic, *Singing In The Rain*. The company has released yet another single from the album, *Cheek To Cheek* with the title track of the LP on the flip.



Born in Djakarta, Indonesia in July 1955, TACO became familiar with many countries, through his father who was a travelling businessman covering the globe.

At an early age he decided he liked to act and studied dance and theatre in Hamburg, his present base where his studio is located. In his spare time he found he enjoyed singing rock 'n roll and launched his career.

From 1975 he appeared in several musicals and also made himself a name as a choreographer. However, by 1979 he had formed his own band *Taco's Bizz*. His concept was to combine the music with entertaining the audience, and the idea worked.

His band debuted in early 1980 in Hamburg, which was followed by a recording contract, followed by his first RCA LP, and the success speaks for itself.

Although TACO didn't play his Canadian dates, he did embark on a promotional tour during which time RPM spoke with the singer. What was the reaction to his hit album and single?

"I find this all so overwhelming it's incredible," he exclaimed. "Oh no. We didn't expect that reaction to the single. We started quite some time ago. It took a long time before it (single) got gas. Then it rushed up the charts in Sweden and the record company said they wanted an LP right away."

TACO said listeners can expect the next album to be very mixed with a bigger arrangement. The singer pointed out that the formula for the success of *Puttin' On The Ritz* was a mix of the new wave element with the old. But he stressed that "this does not make the album cold, but a collection of songs that people can sing along to." He notes that the age of his audience ranges from children to grandparents.

"Acting and singing go hand in hand," he explained. "I get to act everyday on stage. I don't split the two. I did musicals and most of the time I feel as if I'm in a play. I don't have time for acting anymore. Now, all my concentration is on this project."

Yvonne Murray performs Sesquicentennial song

Toronto: Yvonne Murray, MCG recording artist, currently enjoying RPM Country 50 and Contemporary Adult chart action with *Don't Send Me Roses*, entertained more than 1,000 guests at a recent showing. The setting was the CN Tower for the launch of *Celebrate Our City*, a new book from McClelland and Stewart, book publishers. Among the guests were Toronto's Mayor Art Eggleton and former Mayor David Crombie, now a Member of Parliament.

The book has been published in honour of Toronto's upcoming Sesquicentennial anniversary and is an accumulation of photographs of Toronto. The photographs were submitted by Torontonians in a contest held earlier this year.

Murray introduced a new song, titled after the book, written by Ian MacLean.

WEA releases several new Cancon singles

Toronto: WEA Music Canada has recently released several Cancon singles from both Canadian and foreign names.

New from the Sire label is Montreal's *Men Without Hats'* latest single, *I Like*, which follows their international success of *The Safety Dance*. Both songs were taken from their *Rhythm Of Youth* album, which was also a worldwide success.

From the Geffen label, not sporting a MAPL logao, is the latest from Neil Young, *Cry, Cry Cry*, taken from his rockabilly album, *Everybody's Rockin'*. Young wrote the song, so it should qualify as three-parts Cancon (MAL).

The Manhattan Transfer have a Cancon single with American Pop from the Atlantic label. The song was co-written by Canadians Marc Jordan and John Capek, and was taken from Transfer's *Bodies And Souls LP*.

Released on the WEA label are *In Dim Light* by *Darkroom* from their *San Palu* album; *Lust For Love* by *Images In Vogue* from their self-titled album; and the title track from *Ann Mortifee's Born To Live* album. Mortifee, who is from Vancouver, wrote the lyrics for the song with music by Michel Legrand. European group *Bang Bang* release their single, *Nur Wir Zwei (Safety Dance)* written by Ivan Doroschuk and Emmo Reiss of *Men Without Hats*.

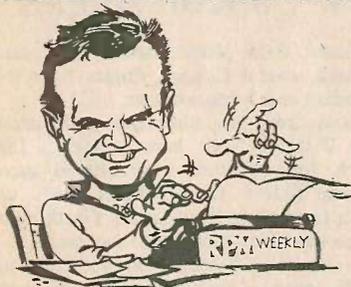
Feeney nominated elector NSAI's Hall of Fame Board

Nashville: Jack Feeney, President *Sunbury/Dunbar Music Canada*, has been nominated as an elector to the Nashville Songwriters Association, International Hall of Fame selection committee. The criteria for electing members for a Board of Electors centres on those who have been working in the industry for at least ten years and who would be willing to serve for a ten year period.

Mr. Feeney is one of Canada's most distinguished industry personages and one of the country's top producers, particularly in the country field where he produced many of the award winning groups. These included the *Carlton Showband* and *The Family Brown*. His knowledge as a producer and his ability to gain the trust and confidence of artists in all fields, served him well through his long association with RCA, resulting in his taking over the presidency of the label's publishing arm a few years ago.

NSAI was founded in 1967 by songwriters *Eddy Miller, Felize & Boudleaux Bryants, Liz Anderson, Marijohn Wilkin* and *Kris Kristofferson*. Elections are held the last week of February. The nominators meet each April/May and the awards are held the first Sunday of Country Music Week. Elected to the Hall Of Fame this year were *Loretta Lynne, Beesley Smith* and *W.C. Handy*. Two Canadians are among the long list of songwriters who have been honoured. These are *Wilf Carter* in 1971 and *Hank Snow* in 1978.

WALL SAYS



Saga scores a first!!

While the American record prophets are talking about using the flip of singles as bonus sides, Saga has already put this type of plus on the street. The flip of their Flyer single contains a six minute overview of the band, and it was available commercially. Perry Goldberg of Maze Records has been watch-dogging the industry and was quick to recognize this first for Saga. The latest single from Boys Brigade, titled Africa, has also used the flip in a likewise manner but restricted shipping to AOR stations. The latest Capitol single from Sherry Keene & The Sharks has also used the flip, an interview of the band by Star music critic Greg Quill.

The Horsemen are looking!!

I understand the Horsemen are looking with dismay on the release of a new board game called Trafficking, and you can use your imagination with that one. Bob Washington isn't too happy with the police and public

"... the prophets of doom, the messengers of mediocrity, will be overwhelmed by the new generation of competent, creative, confident artisans and by all those of preceding generations who have already demonstrated their freshness of mind, their talent and their capacity for inspired leadership."
- Pierre Juneau



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The following codes are used throughout RPM's charts as a key to record distributors.

| | | | |
|---------|---|----------|---|
| A&M | W | POLYGRAM | Q |
| CBS | H | QUALITY | M |
| CAPITOL | F | RCA | N |
| MCA | J | WEA | P |

MAPL logos are used throughout RPM's charts to define Canadian content on record releases.



M - Music was composed by a Canadian
A - Artist who is featured is a Canadian citizen
P - Production was wholly recorded in Canada
L - Lyrics were written by a Canadian citizen

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reaction to the game.

The irony of it all!!

The sign above the bin of cassettes reads "Give a Gift of Music" and below were hundreds, if not thousands, of cassettes (overruns and deletes) selling at a fraction of their original cost. I hope the consumers were paying heed.

A class CFNY-FM bash!!

CFNY-FM, the little Brampton, Ontario radio station that grew and grew, will now grow even more. Tuesday (Nov. 29) at approximately 8:30 a.m., the button was pushed by Toronto's Mayor Eggleton and CFNY finally became a real challenger for the Toronto and area market as it joined the broadcast grouping on top of the CN Tower. Getting to the Tower was a big enough challenge for Dave Marsden and his crew, but getting 400 of Toronto's entertainment industry to attend an early a.m. party seemed an impossible chore. Most haven't seen the dawning of a day for years. However, with Joanne Smale and Carol Marks George of Joanne Smale Productions on the case, the impossible was realized and there were 400 plus, bleary-eyed well-wishers brightening their

CAPAC to hold two-day seminar

Toronto: CAPAC will hold its second annual seminar on the recording business (Dec. 10-11) at the O.I.S.E. Auditorium. Key-note speaker will be Hal David, well-known American lyricist who is President of the American Society of Composers, Authors and Publishers (ASCAP).

Among those participating in the seminar are Martha Johnson and Mark Gane of Martha and the Muffins; Gerry Young, who manges M&M; Nashville writer/producer Rodney Crowell; his wife Rosanne Cash; Frank Daller and Brad MacDonald of Fairlight Music Computer; Bob Stone, who heads up World Records; Kelita Haverland, a country singer; and Frank Davies, President ATV Music in Canada to name just a few of the 40 speakers.

The seminar will cover every aspect of the recording industry including publishing, producing, manufacturing, distribution and copyrights.

Tickets are available through CAPAC's Toronto offices.

day with a champagne breakfast. Marsden must have fast-talked the LLBO into allowing this fracturing of their laws. Perhaps they don't have control at that altitude. Once past the champagne and muffins, the latter being delicious, the Tower managed to hold onto its reputation of food quality, which didn't interfere with the business at hand. While Pete and Geets did their morning drive "live" from the Tower, interviewing as many VIPS as possible, cleverly-designed FM/AM radios, set at 102.1 were distributed to the guests. A very class affair.

Conflict of interest?

Well, you can't be right all the time and as the year is coming to an end, the predicted conflict of interest scandal never did hit the fan. But here's hoping for next year and early in the new year. When the industry finds that it's fan-cleaning time again, you'll read about it in RPM.

Will Germany legislate??

News that a German nationalist is worried about the lack of domestic product on their national charts is reminiscent of Canada during the mid-sixties. The Germans are lucky - this individual is complaining that only 20% of all chart items are national product. When I began fighting for Cancon recognition, we didn't have any domestic listings. I wish him luck. No country should be without their own recognized and proud domestic industry.

Mr. Big not so big now!!

The industry is seeing less and less of one of their most prominent members. Notice, I didn't say respected. A lot of the glitter has gone and the busy social climber is being seen less and less within the industry. Money just can't buy class and it took a long time to grab hold.

Year-end predictions

It may be going out on a limb, but I want to predict the departure of one of the leading spokespersons in this industry and I mean tar and feathers and out of town on a rail. Also, the return of one of the renowned, if not notorious, types who seems to be welcomed back by this industry over and over and over again. Which proves that this industry is very gullible... to all that charm.



LEE SANDFORD
OUR LATEST! OUR BEST!!

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I STILL BELIEVE IN LOVE SONGS (Country)

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CKPE-FM - CHRO - CBRT - CJNH - CJSB - CKUE
CFJR - CBE - CKOT - CKJS - CHMM-FM - CHUC
CHOR - CKRY - CRNC - CHIN - CBL - CFMB
CFOS - CKSO - CBO - CMRC - CJSW - CKCB
CJWA - CKNX - CKMS - CBCS - CKPR - CKMP
CFBR - CFBU - CHWO - Canadore College - CKLY
CFOR - CKAT - CFBK - CHYR - CFMU - CORS
CFQB - CRSC - CKSS - CBFM - CKDK

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CHOR - CKRY - CRNC - CHIN - CBL - CFMB
CFOS - CKSO - CBO - CMRC - CJSW - CKCB
CJWA - CKNX - CKMS - CBCS - CKPR - CKMP
CFBR - CFBU - CHWO - Canadore College - CKLY
CFOR - CKAT - CFBK - CHYR - CFMU - CORS
CFQB - CRSC - CKSS - CBFM - CKDK

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KNUCKLEHEADS



KAMAH

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AT 302

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CJME / KIK / K-97 / CKRA / CKDA
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CFPL-FM / CHSC / CKAR / CKCK / CFCN

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AT 299

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CKTB / CKOT / CKOT-FM / CKPC / CHYR
CKLY / CIGL / CKJS / CKBX / CKSP / CKCQ
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RPM**50 Singles**The following codes are used
as a key to record distributors

| | | | |
|---------|---|----------|---|
| A&M | W | POLYGRAM | Q |
| CBS | H | QUALITY | M |
| CAPITOL | F | RCA | N |
| MCA | J | WEA | P |

CANADA'S ONLY NATIONAL SINGLES SURVEY
 (Albums containing listed singles are shown below)

December 10, 1983

| TW | LW | Wks | | | | | |
|----|----|------|------------------------------------------------------------------------------------------------------------------------------|----|-----|------|-----------------------------------------------------------------------------------------------------------------------------|
| 1 | 1 | (12) | ALL NIGHT LONG (All Night) Lionel Richie - Motown M1698-M (LP) Can't Slow Down - M6059-M | 26 | 30 | (5) | WHY ME? Irene Cara-Geffen 92-94647-P (LP) What A Feelin' XGHS-4021-P |
| 2 | 2 | (13) | ISLANDS IN THE STREAM Kenny Rogers & Dolly Parton - RCA PB-13615-N (LP) Eyes That See In The Dark - AFL1-4697-N | 27 | 26 | (8) | WHEREVER I LAY MY HAT (That's My Home) Paul Young - Columbia 38 04071-H (LP) No Parlez - PCC-90692-H |
| 3 | 5 | (8) | SAY SAY SAY Paul McCartney/Michael Jackson - Columbia 38 04168-H (LP) Pipes Of Piece - QC-39149-H | 28 | 38 | (4) | SYNCHRONICITY II Police-A&M AM-2571-W (LP) Synchronicity SP-3735-W |
| 4 | 4 | (10) | UPTOWN GIRL Billy Joel - Columbia 38 04149-H (LP) An Innocent Man - QC-38837-H | 29 | 27 | (12) | BURNING DOWN THE HOUSE Talking Heads - Sire 92 95657-P (LP) Speaking In Tongues - 92 38831-P |
| 5 | 8 | (9) | TONIGHT I CELEBRATE MY LOVE Peabo Bryson/Roberta Flack - Capitol 5242-F (LP) Born To Love - ST-12284-F | 30 | 28 | (15) | PALE SHELTER (You Don't Give Me Love) Tears For Fears-Vertigo SOV-2328-Q (LP) The Hurting VOG-1-3323-Q |
| 6 | 3 | (15) | TELEPHONE (Long Distance Love Affair) Sheena Easton - EMI America 8172-F (LP) Best Kept Secret - EMI/A-17101-F | 31 | 34 | (5) | OLD EMOTIONS Spoons-Ready SR-391-W (LP) Talkback LR-039-W |
| 7 | 6 | (12) | IN A BIG COUNTRY Big Country - Vertigo SOV-2329-Q (LP) The Crossing - VOG-1-3325-Q | 32 | 31 | (15) | BIG LOG Robert Plant - Atlantic 79 98447-P (LP) Principle Of Moments 79 01011-P |
| 8 | 7 | (15) | TRUE Spandau Ballet - Chrysalis - 42720-J (LP) True - CHS-41403-J | 33 | 37 | (4) | I WON'T STAND IN YOUR WAY Stray Cats-EMI America 8185-F (LP) Rant 'N Rave With The Stray Cats SO-17102-F |
| 9 | 9 | (8) | CRUMBLIN' DOWN John Cougar Mellencamp - Riva R-214-Q (LP) Uh-Huh - RVL-7504-Q | 34 | 33 | (8) | DELIRIOUS Prince - Warner Bros - 92 95037-P (LP) 1999 - 92 37201-P |
| 10 | 11 | (9) | LOVE IS A BATTLEFIELD Pat Benatar - Chrysalis CHS-42732-J (LP) Live From Earth - CHS-41444-J | 35 | 39 | (2) | LICK IT UP Kiss - Mercury MS-76206-Q (LP) Lick It Up - SRM-1-4082-Q |
| 11 | 13 | (7) | CHURCH OF THE POISON MIND Culture Club - Virgin VS-1173-Q (LP) Colour By Numbers VL-2271-Q | 36 | 36 | (5) | THE WAY HE MAKES ME FEEL Barbra Streisand-Columbia 38-04177-H (LP) Soundtrack/Yentl JS-39152-H |
| 12 | 12 | (9) | HEART AND SOUL Huey Lewis & The News - Chrysalis VS4-42726-J (LP) Sports - FV-41412-J | 37 | 41 | (2) | I GUESS THAT'S WHY THEY CALL IT THE BLUES Elton John - Geffen - 92 94607-P (LP) Too Low For Zero - XGHS-4006-P |
| 13 | 16 | (6) | UNION OF THE SNAKE Duran Duran-Capitol 5290-F (LP) Seven And The Ragged Tiger ST-12310-F | 38 | 44 | (2) | THAT'S ALL Genesis - Atlantic - 78 97247-P (LP) Genesis - 78 01161-P |
| 14 | 10 | (14) | MODERN LOVE David Bowie-EMI America 8117-F (LP) Let's Dance SO-17093-F | 39 | 43 | (7) | DANCING WITH MYSELF Billy Idol - Chrysalis - CHS-42723-J (LP) Billy Idol - CHS-41377-J |
| 15 | 14 | (14) | MAKING LOVE (Out Of Nothing At All) Air Supply-Big Time BTSC-113-Q (LP) Greatest Hits BTLC-1005-Q | 40 | 40 | (2) | BLUE WORLD Moody Blues - Threshold - TRS-605-Q (LP) The Present - TRLS-2902-Q |
| 16 | 20 | (7) | MAJOR TOM (Coming Home) Peter Schilling - WEA 24 96827-P (LP) Error In The System - 24 02131-P | 41 | 42 | (3) | BREAK MY STRIDE Matthew Wilder - Epic - Z54-04113-H (LP) I Don't Speak The Language - SZ-39112-H |
| 17 | 19 | (5) | UNDERCOVER OF THE NIGHT Rolling Stones-Rolling Stone 79 98137-P (LP) Under Cover 79 01201-P | 42 | New | (1) | THAT WAS THEN BUT THIS IS NOW ABC - Neutron - SOV-2231-Q (LP) Beauty Stab - VOG-1-3332-Q |
| 18 | 18 | (6) | SAY IT ISN'T SO Daryl Hall & John Oates - RCA PB-13654-N (LP) Rock 'N Soul Part 1 - CPL1-4858-N | 43 | 46 | (3) | YOU DON'T BELIEVE Alan Parsons Project - Arista AS-1-9108-Q (LP) Best Of The Alan Parsons Project - AL8-8193-Q |
| 19 | 23 | (5) | OWNER OF A LONELY HEART Yes-Atco 79-98-177-P (LP) 90251 79-1251-P | 44 | New | (1) | RUNNING WITH THE NIGHT Lionel Richie - Motown M1710X-M (LP) Can't Slow Down - M6059-M |
| 20 | 24 | (11) | CUM ON FEEL THE NOISE Quiet Riot - Epic E4-8551-H (LP) Metal Health - FZ-38443-H | 45 | 45 | (4) | INVISIBLE HANDS Kim Carnes-EMI America 8181-F (LP) Cafe Racer SO-17106-F |
| 21 | 22 | (6) | TWIST OF FATE Olivia Newton-John - MCA 52284-J (LP) Soundtrack/Two Of A Kind - MCA-6127-J | 46 | 47 | (4) | DON'T STOP Chilliwack-Solid Gold SGS-747-W (LP) Segue SG R-1020-W |
| 22 | 25 | (4) | GOLD Spandau Ballet-Chrysalis 42743-J (LP) True CHS-41403-J | 47 | 50 | (2) | RED RED WINE UB40 - DEP/Virgin - VS-1171-Q (LP) Labour Of Love - VL-2270-Q |
| 23 | 15 | (15) | ONE THING LEADS TO ANOTHER Fixx-MCA MCA-52264-J (LP) Reach The Beach MCA-5419-J | 48 | 48 | (2) | WHISTLE DOWN THE WIND Nick Heyward - Arista - AS-1-9072-Q (LP) North Of A Miracle - AL-88106-Q |
| 24 | 17 | (7) | P.Y.T. (Pretty Young Thing) Michael Jackson - Epic 34 04165-H (LP) Thriller - QE-38112-H | 49 | New | (1) | KARMA CHAMELEON Culture Club - Virgin VS-1176-Q (LP) Colour By Numbers - VL-2277-Q |
| 25 | 21 | (9) | LOVE IS A STRANGER Eurythmics - RCA PB-13618-N (LP) Sweet Dreams - AFL1-4681-N | 50 | New | (1) | SHE'S TROUBLE Musical Youth - MCA 52312-J (LP) Different Style - MCA-5454-J |

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MIDEM



100 Albums

The following codes are used as a key to record distributors

| | | |
|---------|------------|---|
| A&M | W POLYGRAM | Q |
| CBS | H QUALITY | M |
| CAPITOL | F RCA | N |
| MCA | J WEA | P |

CANADA'S ONLY NATIONAL 100 ALBUMS SURVEY

Compiled from record retailer, rackler, radio station and record company reports

December 10, 1983

| TW | LW | Wks | | | | | | |
|----|----|------|---------------------------------------------------------------------------------|---------------|----|---------|---------------------------------------------------------------------------------|----------------|
| 1 | 1 | (7) | LIONEL RICHIE Can't Slow Down (Motown) M-6059-M | M4-6059-M | 26 | 28 (27) | QUIET RIOT Metal Health (Epic) FZ-38443-H | FZT-38443-H |
| 2 | 3 | (8) | GENESIS Genesis (Atlantic) 78 1161-P | 78 1164-P | 27 | 44 (3) | DURAN DURAN Seven And The Ragged Tiger (Capitol) ST-12310-F | 4XT-12310-F |
| 3 | 8 | (4) | ROLLING STONES Undercover (Rolling Stone) 79-01201-P | 79-01204-P | 28 | 23 (21) | ROBERT PLANT Principle Of Moments (Atlantic) 79 01011-P | 79 01014-P |
| 4 | 2 | (26) | POLICE Synchronicity (A&M) SP-3735-W | CS-3735-W | 29 | 29 (6) | SPOONS Talkback (Ready) LR-039-W | LR4-039-W |
| 5 | 4 | (50) | MICHAEL JACKSON Thriller (Epic) QE-38112-H | QET-38112-H | 30 | 27 (29) | FIXX Reach The Beach (MCA) MCA-5419-J | MCAC-5419-J |
| 6 | 6 | (34) | DAVID BOWIE Let's Dance (EMI America) SO-17093-F | 4XT-17093-F | 31 | 33 (6) | KENNY ROGERS 20 Greatest Hits (Liberty) LV-51152-F | 4LV-51152-F |
| 7 | 5 | (15) | KENNY ROGERS Eyes That See In The Dark (RCA) AFL1-4697-F | AFK1-4697-N | 32 | 24 (10) | SAGA Heads Or Tales (Maze) ML-6007-W | MC-8007-W |
| 8 | 9 | (8) | CULTURE CLUB Colour By Numbers (Virgin) VL-2271-Q | VL4-2271-Q | 33 | 49 (3) | SOUNDTRACK Yentl (Columbia) JS-39152-H | JST-39152-H |
| 9 | 7 | (14) | BIG COUNTRY The Crossing (Vertigo) VOG-1-3325-Q | VOG4-1-3325-Q | 34 | 26 (20) | PARACHUTE CLUB Parachute Club (Current) WAVE-2-N | WIND-2-N |
| 10 | 10 | (5) | PAUL McCARTNEY Pipes Of Peace (Columbia) QC-39149-H | QCT-39149-H | 35 | 42 (11) | LINDA RONSTADT What's New (Asylum) 96 02601-P | 96 02604-P |
| 11 | 11 | (14) | SPANDAU BALLET True (Chrysalis) CHS-41403-J | CHSC-41403-J | 36 | 36 (14) | MOODY BLUES The Present (Threshold) TRLS-1-2902-Q | TRLS4-1-2902-Q |
| 12 | 14 | (6) | DARYL HALL & JOHN OATES Rock 'N Soul Part 1 (RCA) CPL1-4858-N | CPK1-4858-N | 37 | 37 (11) | MOTELS Little Robbers (Capitol) ST-12288-F | 4XT-12288-F |
| 13 | 12 | (32) | SOUNDTRACK Flashdance (Casablanca) NBLP-7278-Q | NBL5-7278-Q | 38 | 30 (19) | TORONTO Girls Night Out (Solid Gold) SGR-1016-W | SGC-1016-W |
| 14 | 18 | (7) | JOHN COUGAR MELLENCAMP Uh-Huh (Riva) RVL-7504-Q | RVL4-7504-Q | 39 | 45 (9) | PEABO BRYSON & ROBERTA FLACK Born To Love (Capitol) ST-12284-F | 4XT-12284-F |
| 15 | 15 | (16) | AIR SUPPLY Greatest Hits (Big Time) BTLC-1005-Q | BTLC4-1005-Q | 40 | 40 (14) | SHEENA EASTON Best Kept Secret (EMI America) ST-17101-F | 4XT-17101-F |
| 16 | 13 | (24) | EURHYTHMICS Sweet Dreams (RCA) AFL1-4681-N | AFK1-4681-N | 41 | 31 (34) | TEARS FOR FEARS The Hurting (Virgin) VOG-1-3323-Q | VOG-4-3323-Q |
| 17 | 16 | (43) | DEF LEPPARD Pyromania (Vertigo) VOG-1-3319-Q | VOG4-1-3319-Q | 42 | 52 (3) | BILLY IDOL Billy Idol (Chrysalis) CHS-41377-J | CHSC-41377-J |
| 18 | 17 | (18) | BILLY JOEL An Innocent Man (Columbia) QC-38837-H | QCT-38837-H | 43 | 41 (11) | ALDO NOVA Subject (Portrait) FR-38721-H | FRT-38721-H |
| 19 | 32 | (5) | BOB DYLAN Infidels (Columbia) QC-38819-H | QCT-38819-H | 44 | 38 (7) | BLACK SABBATH Born Again (Warner Bros) 92 39781-P | 92 39784-P |
| 20 | 20 | (6) | DOORS Alive, She Cried (Elektra) 96 02691-P | 96 02694-P | 45 | 47 (61) | OLIVIA NEWTON-JOHN Olivia's Greatest Hits Vol. 2 (MCA) MCA-5347-J | MCAC-5347-J |
| 21 | 35 | (4) | YES 90125 (Acto) 79-01251-P | 79-01254-P | 46 | 46 (6) | SOUNDTRACK Ziggy Stardust (RCA) CPL1-4858-N | CPK1-4858-N |
| 22 | 19 | (26) | TALKING HEADS Speaking In Tongues (Sire) 92 38831-P | 92 38834-P | 47 | 34 (14) | PAYOLAS Hammer On A Drum (A&M) SP-4958-W | CS-4958-W |
| 23 | 21 | (30) | BONNIE TYLER Faster Than The Speed Of Night (Columbia) PCC-90683-H | PCCT-90683-H | 48 | 53 (35) | Z Z TOP Eliminator (Warner Bros) 92 37741-P | 92 37744-P |
| 24 | 22 | (9) | ROUGH TRADE Weapons (True North) TN-55-H | TNT-55-H | 49 | 60 (3) | SOUNDTRACK Two Of A Kind (MCA) MCA-6127-J | MCAC-6127-J |
| 25 | 25 | (9) | PAT BENATAR Live From Earth (Chrysalis) CHS-41444-J | CHSC-41444-J | 50 | 50 (5) | PAUL SIMON Hearts And Bones (Warner Bros) 92-39421-P | 92-39424-P |

| | | | | | | | | | |
|----|-----|------|-----------------------------------------------------------------------------------------|---------------|-----|-----|------|----------------------------------------------------------------------------------|---------------|
| 51 | 39 | (16) | HEADPINS Line Of Fire (Solid Gold) SGR-1017-W | SGC-1017-W | 76 | 69 | (5) | BRIAN MAY & FRIENDS Starfleet (Capitol) MLP-15014-F | 4LP-15014-F |
| 52 | 43 | (18) | JACKSON BROWNE Lawyers In Love (Asylum) 96 2681-P | 96 2684-P | 77 | 66 | (16) | AC/DC Flick Of The Switch (Atlantic) 78-1001-P | 78-1004-P |
| 53 | 56 | (8) | KISS Lick It Up (Mercury) SRM-1-4082-Q | MCR4-1-4082-Q | 78 | 75 | (43) | DURAN DURAN Rio (Harvest) ST-12211-F | 4XT-12211-F |
| 54 | 48 | (36) | BILLY IDOL Rebel Yell (Chrysalis) CHS-41450-J | CHSC-41450-J | 79 | 70 | (41) | MEN WITHOUT HATS Rhythm Of Youth (Sire/Statik) STAT-10-P | STAC-10-P |
| 55 | 51 | (40) | ALABAMA The Closer You Get (RCA) AHL1-4663-N | AHK1-4663-N | 80 | 80 | (5) | CHILLIWACK Segue (Solid Gold) SGR-1020-W | SGC-1020-W |
| 56 | 54 | (15) | STRAY CATS Rant 'N Rave With The Stray Cats (EMI America) EMIA-17102-F | 4XO-17102-F | 81 | 82 | (4) | PLATINUM BLONDE Platinum Blonde (Columbia) CEP-80084-H | CEPT-80084-H |
| 57 | 61 | (10) | ANNE MURRAY A Little Good News (Capitol) ST-12301-F | 4XT-12301-F | 82 | 81 | (17) | DAVID WILCOX My Eyes Keep Me In Trouble (Capitol) ST-6503-F | 4XT-6503-F |
| 58 | 62 | (7) | PETER SCHILLING Error In The System (WEA) 24 02131-P | 24 02134-P | 83 | 71 | (17) | NEIL YOUNG Everybody's Rockin' (Geffen) XGHS-4013-P | XM5-4013-P |
| 59 | 59 | (18) | ELVIS COSTELLO & THE ATTRACTIONS Punch The Clock (Columbia) FC-38897-H | FCT-38897-H | 84 | New | (1) | IRENE CARA What A Feeling (Geffen) XGHS-04021-P | XM5-04021-P |
| 60 | 65 | (4) | WILLIE NELSON Without A Song (Columbia) FC-39110-H | FCT-39110-H | 85 | 89 | (2) | UB40 Labour Of Love (DEP/Virgin) VL-2270-Q | VL4-2270-Q |
| 61 | 58 | (45) | BRYAN ADAMS Cuts Like A Knife (A&M) SP-4919-W | CS-4919-W | 86 | New | (1) | ADAM ANT Strip (Epic) FE-39108-H | FET-39108-H |
| 62 | 87 | (2) | OZZY OSBOURNE Bark At The Moon (Epic) OZ-38987-H | QZT-38987-H | 87 | 88 | (3) | STREETHEART Live After Dark (Capitol) ST-6507-F | 4XT2-6507-F |
| 63 | 57 | (20) | STEVIE RAY VAUGHAN & DOUBLE TROUBLE Texas Flood (Epic) FE-38734-H | FET-38734-H | 88 | 90 | (2) | RICKY SKAGGS Don't Cheat In Our Hometown (Epic) FE-38954-H | FEZ-38954-H |
| 64 | 55 | (10) | STYLE COUNCIL Introducing The Style Council (Polydor) PEP-320-Q | PEP4-320-Q | 89 | 91 | (2) | FRANK MILLS A Special Christmas (Capitol) ST-6506-F | 4XT-6506-F |
| 65 | 76 | (5) | SOUNDTRACK The Big Chill (Motown) M-6062-M | M4-6062-M | 90 | 92 | (3) | JALUKA Scatterlings (Warner Bros) 92 38981-P | 92 38984-P |
| 66 | New | (1) | U2 Under A Blood Red Sky (Island) 79 01271-P | 79 01274-P | 91 | 77 | (32) | TACO After Eight (RCA) PL-28520-N | PK-28520-N |
| 67 | 67 | (30) | EDDY GRANT Killer On The Rampage (Portrait) FR-38554-H | FRT-38554-H | 92 | New | (1) | ABC Beauty Stab (Neutron) VOG-1-3332-Q | VOG4-1-3332-Q |
| 68 | 68 | (34) | MEN AT WORK Cargo (Columbia) QC-38660-H | QCT-38660-H | 93 | New | (1) | HUEY LEWIS & THE NEWS Sports (Chrysalis) FV-41412-J | FVC-41412-J |
| 69 | 73 | (9) | PAUL YOUNG No Parlez (Columbia) PCC-90692-H | PCCT-90692-H | 94 | 94 | (12) | ORPHAN Lonely At Night (Portrait) NFR-38872-H | NFRT-38873-H |
| 70 | 85 | (2) | ALAN PARSONS PROJECT Best Of The Alan Parsons Project (Arista) AL8-8193-Q | AC8-8193-Q | 95 | New | (1) | VARIOUS ARTISTS James Bond's Greatest Hits (EMI America) LO-51138-F | 4XT-51138-F |
| 71 | 86 | (3) | JULIO IGLESIAS 20 Greatest Hits (CBS Direct) CDM2-040-H | CDMT-040-H | 96 | 96 | (2) | JACK GREEN Mystique (RCA) KKL1-0512-N | KKK1-0512-N |
| 72 | 63 | (47) | CULTURE CLUB Kissing To Be Clever (Virgin) VL-2248-Q | VL4-2248-Q | 97 | 97 | (5) | IMAGES IN VOGUE Images In Vogue (WEA) 25-2671-P | 25-2674-P |
| 73 | 64 | (17) | ASIA Alpha (Geffen) XGHS-4008-P | XM5-4008-P | 98 | 93 | (10) | POWDER BLUES Red Hot/True Blue (RCA) KXL2-0518-N | KXXK2-0518-N |
| 74 | 74 | (12) | ZAMFIR Childhood Dreams (Polystar) PTV-1033-Q | PTV4-1033-Q | 99 | 98 | (5) | JENNIFER HOLLIDAY Feel My Soul (Geffen) XGHS-4014-P | XM5-4014-P |
| 75 | 72 | (25) | LOVERBOY Keep It Up (Columbia) QC-38073 | QCT-38703-H | 100 | 99 | (10) | TICTOC Where The Picnic Was (Dallcorte) DLP-0704-N | DLC-0704-N |

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Industry sales executives predicting banner year

Toronto: There's no snow on the ground yet, but industry sales executives are predicting that this Christmas will be the best in the last five years. Catalogue, for the most part, is in place, but the emphasis is obviously on the hits.

Garry Newman, Vice President Sales for WEA Music of Canada, says "Christmas started early for us. We're going gangbusters. The major factor for this early success involves five albums, The Rolling Stones, Linda Ronstadt, Genesis, Yes and ZZ Top. It's just unbelievable what we're doing with ZZ Top - a steady, steady movement." Newman finds that cassette and album sales are pretty well 50-50 but cassettes are running higher for ZZ Top. He also points out the obvious importance of contemporary adult radio (MOR) when it comes to selling record product, a format that has never been given much credit in this respect. The best example of this power is the new Linda Ronstadt album, What's New. "An indication of just how well this album is going is an order we took from a Sam's store in the West, just this afternoon (Nov. 28) for 300 albums and 200 cassettes. Now, that's a big order for a small store." Newman went on to explain that "the action on the Ronstadt album began in the U.S. about three weeks ago. They were selling around 700,000 units while we were at about 35,000. Now the U.S. are at 800,000 and we're close to 70,000. So it's really starting to kick in now."

WEA was one of the late bloomers this year but since September they have moved in very quickly with superstar releases, secondary acts that they now have a good handle on plus a hefty signing of Cancon acts that is causing an unusual flurry of excitement and planning within the camp. "We are working closer than ever with our rack and retail accounts," continues Newman, "Our superstar releases have been heavy over the past couple of months which has brought the consumer into the stores. Once they're in the stores they are suddenly faced with an unbelievable array of product and it doesn't take too much convincing that an album or cassette would make a very nice Christmas present - and the price is right. This is going to be a fantastic Christmas for the record industry."

"... Clubs using videos have mushroomed over the past year ..."

At RCA, Ontario Sales and Promotion Manager Tim Williams looks at the year end sales as being "terrific," and attributes much of the success for the label to the "phenomenal sales" of Kenny Rogers, Hall & Oates and Parachute Club. "There has been a turnaround in the Ontario market," says Williams, "much of it because of the car manufacturing and appliance business being back on line. Christmas shopping started early this year."

Like other labels, RCA is concentrating on selling the hits. "It was really a bad year for catalogue," continues Williams, "but I can see it beginning to turn around - but it's still mainly the hits that

are selling."

Concentrating on video releases has also been a factor in the upsurge of product sales for RCA. "It's been a big video year for RCA, particularly with the Parachute Club video. Clubs using videos have mushroomed over the past year which makes the use of videos as top priority for promotion. We also see this year as being big for budget product, especially budget classic product. We noticed a big jump in sales when we introduced our Gold Seal and Victrola lines. The consumer is really price conscious. They go where the deals are. Almost all the accounts use their own list prices, not manufacturers suggested list prices. Most of the records are at \$10.98 list, so you're seeing them in the stores as catalogue at anywhere from \$8.99 to \$9.99."

Catalogue sales have perhaps suffered most at the department store level where many of the large chains have cut catalogue product out completely. Says Williams, "Once it's gone, when catalogue is removed, even if it picks up like it has, we'll never get it back. So we're really going with the hit product and it's going to be a very big year for RCA for hits."

"... We're going into the holiday season with a lot of depth of product ..."

Bill Ott, Vice President, Sales & Marketing for A&M, has just returned from a cross-country check where he discovered across-the-board excitement at the retail level. "We are substantially ahead of last year," notes Ott, "and I think the major difference has been the release of hit product. Police has been a terrific album for us, but beyond that mega-release, we have had tremendous success with Bryan Adams, excellent success with Toronto and Headpins, Chilliwick, Saga and The Payola\$. Virtually every Canadian act has done very well for us."

Back to the basics planning was one of the top priorities for A&M. Says Ott, "We're going into the holiday season with a lot of depth of product and I think that's the key to what the difference this year has been for us over and above last year. Anytime you have a hit release you're going to sell a lot of product. I think all manufacturers have experienced a change over the last couple of years, in that we are selling fewer of the 500,000 and 400,000 numbers but we're selling a fair amount of the platinum artists (100,000). Successes like The Police, Michael Jackson and the David Bowies are indicative that the market has turned around, because every one of them are in excess of half a million units and I would suggest that all three will gain that diamond (one million) status shortly."

Ott has also recognized the emergence of other than AOR and CHR formatted radio stations in boosting sales of record product. "There's no doubt that middle of the road radio stations are contributing to the sale of records," explaining that "The fact that Melissa Manchester can get a platinum album, I think, ostensibly, was because of CKFM and stations like that.

The same as The Spitfire Band's success and Nana Mouskourri - which is certainly an indicator of the power of the CFRB-type stations."

The record retailer is the key to the turnaround and their discreet buying has allowed for a quick turnover and re-order pattern that has developed into a major plus for the industry. Says Ott, "I think we've been through the worst of the depression. I also think the sales we are now experiencing are perhaps truer than they ever have been because the pipeline has evaporated. We're getting down to lower inventories with our accounts so that the product in the stores is only viable product." He concludes with "If everything remains equal and the momentum continues and we start seeing a few more breaks at retail, I think we're all in for the best year we've had in the last three years."

"... There hasn't been a given week this year when a buyer wasn't eager to see a CBS sales rep ..."

The work theme used throughout the CBS camp this past year is "maximize sales, minimize returns". CBS has just closed their year (Nov. 30) and says Don Oates, Vice President Sales & Marketing, "We closed with what I see as our strongest November in recent history. We are going into the month of December with several strong albums on both the rack side and retail side."

Much of the success CBS has been experiencing has been due their well-planned release scheduling. "A constant flow of superstar product since the beginning of the year has been the key to our success," continues Oates. "If you've got a superstar piece of product, you've got the buyers waiting to see you, which opens the doors on newer artists. You can move these artists into another category - take C artists and move them into the B category and take B artists and move them into the A category. If you've got that constant door opening with the buyer you can also work your catalogue and secondary releases to a maximum. I don't believe there's been a given week this year when a buyer wasn't eager to see a CBS sales rep, which allowed us 52 weeks of constant selling of all our product, which includes catalogue. We've had a very successful year with our catalogue."

CBS is one of the few manufacturers concentrating on singles sales. Says Oates, "We had an excellent year for singles in 1982 and we didn't expect to match '82 sales. We've now surpassed last year's sales. We still treat singles as a combination sales and promotion tool. We do not believe singles sales take away from album sales. We believe they are a motivator for album sales. A prime example is Michael Jackson, now on his sixth single from his Thriller album. The single is still selling in the tens of thousands and there's a million people with the album (Thriller has been certified as a one million seller - Nov. 30 - which does not include the record club sales)

BANNER YEAR continued on page 12

RPM**Country 50 Singles**CANADA'S ONLY NATIONAL COUNTRY SINGLE SURVEY
(Albums containing listed singles are shown below)The following codes are used
as a key to record distributors

| | |
|----------|---|
| A&M | W |
| CBS | H |
| CAPITOL | F |
| MCA | J |
| POLYGRAM | Q |
| QUALITY | M |
| RCA | N |
| WEA | P |

December 10, 1983

| TW | LW | Wks | | | | | |
|----|----|------|----------------------------------------------------------------------------------------------------------------------------------------|----|-----|-----|----------------------------------------------------------------------------------------------------------------------------------|
| 1 | 2 | (13) | A LITTLE GOOD NEWS Anne Murray - Capitol 5264-F (LP) A Little Good News - ST-12301-F | 26 | 33 | (4) | DON'T COUNT THE RAINY DAYS Michael Martin Murphy - Liberty 1505-F (LP) The Heart Never Lies - LT-51150-F |
| 2 | 4 | (8) | HOLDING HER AND LOVING YOU Earl Thomas Conley - RCA - PB-13596-N (LP) Don't Make It Easy For Me - AHL1-4713-N | 27 | 36 | (3) | SHOW HER Ronnie Milsap - RCA PB-13658-N (LP) Keyed Up - AHL1-4670-N |
| 3 | 5 | (10) | HEARTACHE TONIGHT Conway Twitty - Warner Bros 92 95057-P (LP) Lost In The Feeling - 92 38691-P | 28 | 41 | (2) | SENTIMENTAL OL' YOU Charly McClain - Epic 34 04172-H (LP) Paradise - FE-38584-H |
| 4 | 1 | (8) | TENNESSEE WHISKEY George Jones - Epic - 34 04082-H (LP) Shine On - FE-38406-H | 29 | New | (1) | THE SOUND OF GOODBYE Crystal Gayle - Warner Bros 7-29452-P (LP) Cage The Songbird - 92 39581-P |
| 5 | 17 | (6) | TELL ME A LIE Janie Fricke - Columbia 38 04091-H (LP) Love Lies - FC-38730-H | 30 | 34 | (7) | HAND ME DOWN HEART Roni Sommers - Great North American Phonodisc Co. NAP-530 (LP) N/A |
| 6 | 12 | (7) | HOUSTON (Means I'm One Day Closer To You) Larry Gatlin & Gatlin Bros Band - Columbia 38 04015-H (LP) Greatest Hits Vol II | 31 | New | (1) | DRIVIN' WHEEL Emmylou Harris - Warner Bros 92 94437-P (LP) White Shoes - 92 39611-P |
| 7 | 8 | (6) | TAKE IT TO THE LIMIT Willie Nelson With Waylon Jennings - Epic 38 04041-H (LP) Take It To The Limit - FC-38562-H | 32 | 37 | (7) | GIVE IT BACK Brenda Libby - Comstock - COM-1726 (LP) N/A |
| 8 | 16 | (9) | BLACK SHEEP John Anderson - Warner Bros 92 94977-P (LP) All The People Are Talkin' - 92 39121-P | 33 | 47 | (2) | THE CONVEFSATION Waylon Jennings With Hank Williams Jr. - RCA PB-13631-N (LP) N/A |
| 9 | 3 | (8) | ONE OF A KIND PAIR OF FOOLS Barbara Mandrell - MCA 52258-J (LP) Spun Gold - MCA-5377-J | 34 | 42 | (2) | THAT'S THE WAY LOVE GOES Merle Haggard - Epic 34 04226-H (LP) That's The Way Love Goes - FE-38815-H |
| 10 | 18 | (6) | SLOWBURN T.G. Sheppard - Warner Bros/Curb 92 96497-P (LP) Slow Burn - 92 39111-P | 35 | 40 | (6) | ANYTIME DOWN Mercey Brothers - MBS 1042 (LP) N/A |
| 11 | 28 | (8) | YOU LOOK SO GOOD IN LOVE George Strait - MCA 52279-J (LP) Right Or Wrong - MCA-5450-J | 36 | New | (1) | TELL MAMA Terri Gibbs - MCA 52308-J (LP) Over Easy - MCA-5443-J |
| 12 | 7 | (13) | ISLANDS IN THE STREAM Kenny Rogers & Dolly Parton - RCA PB-13615-N (LP) Eyes That See In The Dark - AFL1-4697-N | 37 | 48 | (2) | ROCKY MOUNTAIN OPRY Midnite Rodeo Band - RCA - PB-50758-N (LP) Midnite Rodeo Band - KKL1-0533-N |
| 13 | 13 | (9) | MY BABY DON'T SLOW DANCE Johnny Lee - Warner/Elektra/Asylum 92 94867-P (LP) Hey Bartender - 92 38891-P | 38 | 38 | (3) | A MILLION LIGHT BEERS AGO David Frizzell - Warner Bros/Viva 92 84987-P (LP) On My Own Again - 92 38681-P |
| 14 | 6 | (8) | YOUR LOVE SHINES THROUGH Mickey Gilley - Epic - 34 04018-H (LP) Fool For Your Love - FE-38583-H | 39 | 46 | (3) | AFTER ALL Ed Bruce - MCA 52295-J (LP) You're Not Loving Here Tonight - MCA-5416-J |
| 15 | 9 | (16) | SOMEBODY'S GONNA LOVE YOU Lee Greenwood - MCA 52257-J (LP) Somebody's Gonna Love You - MCA-5403-J | 40 | 45 | (2) | EVERYBODY LOVES MY ROCK 'N ROLL Geoff Edmunds - Rocshire - XR-95048-J (LP) Geoff Edmunds - XR22013-J |
| 16 | 20 | (10) | EVERYBODY WANTS TO BE SINGLE Marie Bottrell - RCA - PB-50751-N (LP) Marie Bottrell - KKL1-0517-N | 41 | New | (1) | DOUBLE SHOT (Of My Baby's Love) Joe Stampley - Epic 34 04173-H (LP) Memory Lane - FE-38964-H |
| 17 | 10 | (6) | THE WIND BENEATH MY WINGS Gary Morris - Warner Bros 92 95327-P (LP) Why Lady Why - 92 37381-P | 42 | 43 | (3) | I'M GONNA LOVE HIM OUT OF YOU Ronnie Prophet - Audiograph - AG-45-471 (LP) I'm Gonna Love Him Out Of You - AG-7793 |
| 18 | 11 | (16) | WE REALLY GOT A HOLD ON LOVE Family Brown - RCA PB-13565-H (LP) N/A | 43 | 44 | (5) | NOTHIN' SPECIAL Lou Natale - Dee Communications DEE-0983707 (LP) N/A |
| 19 | 26 | (8) | I WONDER WHERE WE'D BE TONIGHT Vern Gosdin - Compeat - CP-115-M (LP) If You're Gonna Do Me Wrong - CPL-1-1004-M | 44 | New | (1) | WHY LADY WHY Gary Morris - Warner Bros 92 37381-P (LP) Why Lady Why - 92 37381-P |
| 20 | 30 | (5) | YOU MADE A WANTED MAN OF ME Ronnie McDowell - Epic 34 04167-H (LP) Personally - FE-38514-H | 45 | 49 | (2) | TELL IT TO MY HEART Gilles Godard - Book Shop - BSR-707 (LP) Tell It To My Heart - Belair - BSR-33701 |
| 21 | 31 | (5) | QUEEN OF MY HEART Hank Williams Jr. - Warner Bros/Curb 92 95007-P (LP) Man Of Steel - 92 39241-P | 46 | New | (1) | MY ONLY Kelita Haverland - Boot BTX-357 (LP) Kelita - BOS-7235 |
| 22 | 14 | (16) | PRESSURES OF PROGRESS Harold MacIntyre - Audiograph - AG-45-472 (LP) Tragic Romancer - AG7797 (Ahd) | 47 | New | (1) | YOU'RE A HARD DOG (To Keep Under The Porch) Gail Davies - Warner Bros - 92 94727-P (LP) What Can I Say - 92 39721-P |
| 23 | 15 | (11) | STRONG WEAKNESS The Bellamy Brothers - Warner Bros 95147-P (LP) Strong Weakness - 96 02101-P | 48 | 50 | (2) | (Santa's Little Helper) LITTLE PAINTER PETE John Winters - Golden Eagle - GE-131 (LP) N/A |
| 24 | 39 | (2) | OZARK MOUNTAIN JUBILEE Oak Ridge Boys - MCA - 52288-J (LP) N/A | 49 | New | (1) | BABY I'M A LOT LIKE YOU Ron Nigrini - Oasis - OA-5351 (LP) N/A |
| 25 | 32 | (5) | EVERY HEART SHOULD HAVE ONE Charley Pride - RCA PB-13648-N (LP) Night Games - AHL1-5820-N | 50 | New | (1) | IN MY EYES John Conlee - MCA 52287-J (LP) In My Eyes - MCA-5434-J |

Cultural sound spells success for Culture Club

When Culture Club, fronted by Boy George, first exploded on the North American market, needless to say, their music wasn't the only interesting factor about the group. However,



By Peter Martin

Boy George has already proven that he's not just another pretty face with a soulful vocal charm. Culture Club's debut is now well over the platinum mark (100,000 units sold) in Canada and has spawned three hit singles: I'll Tumble 4 Ya, Do You Really Want To Hurt Me, and Time (Clock Of The Heart), the latter two of which were massive sellers in Canada.

Their most recent Virgin album, *Colour By Numbers*, includes yet another instant hit single, *Church Of The Poison Mind*, released as both a 7" and 12" single.

The album, which has been stickered by the company and includes a special insert for collectors, has already surpassed

the platinum level after only six weeks of release.

Colour By Numbers has moved up to the No. 8 position on the RPM 100 Album chart despite stiff competition from such names as The Police, David Bowie, Michael Jackson and The Rolling Stones. Meanwhile, *Church Of The Poison Mind* has moved into the No. 11 position on the RPM 50 Singles chart.

Many programmers carted the Karma Chameleon track, adding it to their playlists before its release this week. The new single enters the RPM singles chart at No. 49.

Boy George has certainly captured the North American market. Never has the face of a rock idol graced the cover of so many magazines in such a short period of time. In his Nov. 30 appearance on the Johnny Carson Show, which was hosted by Joan Rivers, not one to make guests comfortable, Boy George gained many points. He is bright, lucid and highly intellectual. His combination of the exotic, glamorous and oriental has created a new look which will spark a flurry of designer clothes in the new year.

Add to Boy George Dolls, a new book on this latest British phenomenon. Actually, the book, *When Cameras Go Crazy*, written by Kasper de Graaf and Malcolm Garrett, focuses on all four members of the group. They are drummer/percussionist Jon Moss, bassist Mikey Craig and guitarist/keyboardist Roy Hay. Also contributing to the new album, produced by Steve Levine, were vocalist Helen Terry, keyboardist Phil Pickett, saxophonist Steve Grainger and Terry Bailey on trumpet.

Culture Club's roots stem back to 1981. Born of Irish Catholic parents, George had already launched a colourful career by

Belair's Elaine Jarvis a duMaurier Search finalist

Toronto: Elaine Jarvis, Belair recording artist has been chosen the only finalist in country music for this year's duMaurier's Search For The Stars. The search involved hundreds of auditions which took place in eight Canadian cities: Halifax, Montreal, Quebec City, Toronto, Winnipeg, Saskatoon, Calgary and Edmonton.

As one of the 24 finalists, Jarvis receives \$2,000 in cash and will be featured in one of a series of television specials to be seen on the full CBC-TV Network next spring. If she becomes one of the six finalists she stands to make another \$5,000 in cash. Says Belair's Bob Cousins, "The promotion is invaluable and it has already served to bring coast-to-coast recognition for Elaine's new single." The single, *Middle Of The Bed*, was co-written by Nashville writers Larry Boon and Eric Thorson and produced at Nashville's Woodland Studios by Cousins.

Jarvis recently appeared on *Opry North* and was so popular that a return date is now in the offing. She was also featured on Bill Anderson's *Big Country* syndicated radio show.

being kicked out of school at the age of 15. He later ran clothing stores, became a makeup artist for the Royal Shakespearean Company and worked as a model for TV and magazine ads.

George's big break came when Bow Wow Wow manager Malcolm McLaren invited him to become a member of the group sharing vocals with Annabella.

It was in April of 1981 when Moss met George, suggesting that they restructure his present group which had formed out of the remnants of *In Praise Of Lemmings*. Moss then suggested the name *Culture Club* for the new group.

In association with designer Sue Clowes, the band developed the Foundry clothing range which formed the basis for their early and very distinctive look. Their signing to Virgin resulted from a chance visit by Danny Goodwin of Virgin Publishing.

George has made it known that the group's aim is to bridge the separation that still exists between white rock and black soul, describing the band's look as "comprised of symbols that represent all the peoples who are looked down on."

It would appear however that *Culture Club* is a band of the '80s that record buyers and concert goers are finding a new respect for. In their short history they are the first band since the Beatles to have three singles from their debut album reach Top 10 on major U.S. charts.

Bateman continues with Decent Exposure panel

Toronto: Michele Bateman, who over a year ago introduced her *Decent Exposure* project, designed to teach school students what the Canadian music industry is really about, is continuing with the plan.

Decent Exposure consists of a panel representing members from various areas of the Canadian music industry from artists and producers to managers and record company representatives. The panel visits various schools in the area and takes along a recording group who perform for the students.

Bateman stresses that "*Decent Exposure* has been designed as a career insight into what the Canadian music industry is and not what it appears to be." She points out that "anyone in school considering music as a profession should be made aware that it's not as easy as it looks."

After a live performance by a group, band members join the panel members who describe their individual roles in the music industry.

Immediately after the question/answer period, the group performs a few more songs and signs autographs. With a \$3 to \$5 admission charge for the functions, students also receive either a single by the featured band or a Q107 calendar.

Bateman is allowing the school some of the gate money to go towards the hiring of a live band for the end of the year to help the schools afford the cost of the acts. Bateman added that "not only does *Decent Exposure* educate students about the business, but allows some younger students the chance to see bands that they might not normally see."

BANNER YEAR continued from page 10

and each of his singles has sold in the tens of thousands."

Oates is also a firm believer in the promotional value of videos. "Videos gives the consumer and record retailer an overall image of a band that may not necessarily be touring. Paul Young for example has yet to do a concert in Canada but his *Wherever I Lay My Hat* video has been on television so much that the consumer knows who Paul Young is. They have a visual image of the artist performing and both his album and single are selling well."

People power is also very evident at CBS and as Oates points out, "Another strength we have here at CBS is that we differentiate our product. We've got Charlie Camilleri working the country and adult contemporary product on a day to day basis, giving each one of the releases a priority. We have Peter Budge and Art Graham doing the pop/rock product, Bill Bannon the black and dance-oriented music and Norman Miller the classics. All this product is worked to its maximum on a day to day basis."

Oates is confident of the continued momentum of his superstar releases carrying through into the new year, which reveals an interesting pattern of success. Many of their top selling albums, including *Bonnie Tyler*, *Quiet Riot*, *Loverboy* and the two *Men At Work* albums are seven to ten month old albums. Says Oates, "These albums are in the forefront of the racks and on the charts and therefore in people's minds. We work our releases as long as we believe they have potential."

Oates concludes with "I think the strength is not only the flow of product, but our people. There's no question in my mind that we have collectively the strongest field force in the country. We didn't miss a beat this year." - W.G.

No music video channel for cable TV - CRTC

Toronto: A recent policy change by the CRTC will only permit a music video channel in Canada for Pay-TV and automatically eliminates those who have applied for such a service on cable television.

The Canadian Independent Production Association (CIRPA) feels that these decisions on specialty television and tiering could spell disaster for the Canadian music industry.

CIRPA Executive Director Earl Rosen reported this is "the most urgent issue for the Canadian record industry in years" and is treating it serious enough that he has sent a letter to the CRTC urging the Commission to reverse its recent position and to consider applications for a music video service which is based on a service available to all subscribers on the cable converter service.

The CRTC announced that all specialty programming applications for license must be based on "a discretionary, user-pay financial model." A music video channel is considered specialty programming.

CIRPA believes the decision to invite applications on one basis and then to reject certain applications based on a policy change part way through the process, was "arbitrary and unfair."

The association reports that out of the eight applicants who originally applied, seven have been eliminated leaving one company which has a service suitable for Pay-TV. CIRPA further suggests that "based on the Canadian market and the past performance of Pay-TV in Canada, a Canadian music video service would not be able to survive on Pay television."

CIRPA states that "all of the applicants with record industry or broadcasting experience have applied for a service to be made available to all cable subscribers with converters." The association reports that without access to all cable subscribers, "neither the record companies nor the licensee could finance the quantity or quality of production required."

The association explains that "if no Canadian music video channel is able to establish itself on a financially sound basis, the cable companies will then be allowed to bring in MTV," continuing with that this would "mean little or no Canadian content and no money for production."

If what CIRPA fears does happen, it would create a situation equal to that on radio during the time when there were no governing Canadian content regulations, leaving exposure only for those Canadians who have international hits.

The association states that "each of the applicants is prepared to make significant financial commitments toward developing Canadian talent, both by supporting production of music videos and by purchasing concert videos and other forms of specials."

In his letter to the CRTC, Rosen states that "a Canadian music video channel is the most

important means of supporting the development of Canadian music since the introduction of the Canadian Content regulations for AM radio in 1970."

Rosen goes on to say that their concern is "the future of a music video channel, and its obvious effect on the future of the Canadian recording industry." He goes on to say that the association believes that a strong Canadian music video channel is vital to both the creative and economic growth of the Canadian music industry."

Rosen explains that "without a strong viable Canadian music video channel, many Canadian record companies will have to limit their investment in the medium, and thus face the possibility of losing their top-creative ar-

tists to foreign labels with both the resources and the outlets."

He goes on to state that "Canadian companies who are willing to make the investments required in music videos will have to finance them by cutting back on signing new acts and developing new talent." Rosen says that this could have serious consequences for both the recording industry and Canadian radio.

In his letter, Rosen adds that the "association does not believe that a Canadian discretionary music channel is viable for either the record industry (as suppliers of programming) or an operator." He further states that the record industry "simply cannot produce the programming required without both a guarantee of mass distribution and, significant revenue from the operator to partially defray production costs."

HEADS ^{with} OF TALES _{radio} a SAGA special



SAGA RADIO NETWORK

| | |
|-------------------|-------------------------|
| CFOX-FM Vancouver | OZ-FM St. John's, Nfld. |
| K-97 Edmonton | CKPR Thunder Bay |
| KIK Calgary | CIHI Fredericton |
| Z-99 Regina | CKLY Lindsay |
| CITI Winnipeg | CKPT Peterborough |
| Q107 Toronto | CKLC Kingston |
| CHEZ-FM Ottawa | CFMC Saskatoon |
| CHOM Montreal | CILA Lethbridge |
| CJMF Quebec City | CKSL London |
| CKCW Moncton | CKTS Sherbrooke |
| CJCH Halifax | CFBC Saint John, N.B. |

with thanks from



NEW ALBUMS



GEOFF EDMUNDS - Country
Rocshira - XR22013-J

One of the first signings to Rocshira, a U.S. West Coast label, Geoff Edmunds, brother of famed guitarist Dave, has moved quickly into the forefront of country music. Despite the title, *Everybody Loves My Rock 'N Roll*, the first single taken from the album, has scored immediate success. The single, which he wrote (he wrote all the material), moves up the RPM Country 50 to No. 40 this week. The 43-year old Edmunds is certainly not restricted to the country or rockabilly field and should enjoy crossover action on a couple of excellent tracks, the best being

One O'Clock Morning Blues, which features a superb performance by Jim Ryder on harmonica, and In The Movies. The latter allows for another vocal dimension for Edmunds and one that perhaps best zeros in on his lyrical magic and vocal strengths. Produced by Mark Goodman at Calgary's Smooth Rock Studios. Lyrics included. Edmunds makes his home in Victoria, B.C.

ANN MORTIFEE - Pop
Born To Live - WEA/Jabula 25 03361-P

A class act, recently signed to WEA, Vancouver-based Ann Mortifee has a ready audience for her product, now available nationally. This talented lady has been performing since 1964 and has built a cult following through her early coffee house dates. She is now in much demand in the better rooms across the country including the Imperial Room of Toronto's Royal York Hotel. An exacting performer her control and interpretation of lyrics demands attention. She is as vibrant and vocally-pure here as she is in her live performances. Producer Henri Loreau has captured the very essence of her emotional charm. The session was produced at Vancouver's Pinewood Studios. Born To Live, with lyrics by Mortifee and music by Michel Legrand, has been taken as a single. Other key tracks are The Jester and Are You Lonely. She co-wrote the latter with Valeria Hannel King. Lyrics included.



SPHERE CLOWN BAND - Children's
I Can Do Anything
One-Eyed Duck - DL-001-W

A front-rack position, particularly at this time of year, will attract buyers for this unusual package of children's entertainment. The attraction is a collection of clowns who are uniquely gifted as song-writers, vocalists and instrumentalists. They combine this talent for an exceptionally professional approach to the highly lucrative children's market. The material is tailored to the modern child, be they toddler or of kindergarten age. As clowns they have very cleverly conjured up a visionary fantasy for each of the tracks. There are cliffhangers as in (You Can't Make Friends With A) Great White Shark

RPM

Contemporary Adult

Compiled from record retailer, racker, radio station and record company reports

A&M
CBS
CAPITOL
MCA
POLYGRAM
QUALITY
RCA
WEA
W
H
F
J
Q
M
N
P

December 10, 1983

| TW | LW | Wks | Artist | Label | Chart |
|----|----|------|------------------------------------------------------------------------------------------------------------------------------|----------|------------|
| 1 | 1 | (7) | UPTOWN GIRL Billy Joel - Columbia 38 04149-H (LP) An Innocent Man - QC-38837-H | | 16 24 (2) |
| 2 | 2 | (7) | SAY SAY SAY Paul McCartney/Michael Jackson - Columbia 38 04168-H (LP) Pipes Of Peace - QC-39149-H | | 17 27 (2) |
| 3 | 3 | (6) | MAKE BELIEVE IT'S YOUR FIRST TIME Carpenters - A&M AM-2585-W (LP) Voice Of The Heart - SP-4954-W | | 18 14 (12) |
| 4 | 13 | (3) | THE WAY HE MAKES ME FEEL Barbra Streisand - Columbia 38 04177-H (LP) Soundtrack/Yentl - JS-39152-H | | 19 23 (5) |
| 5 | 11 | (6) | HOW MANY TIMES CAN WE SAY GOODBYE Dionne Warwick/Luther Vandross - Arista 1-9073-Q (LP) N/A | | 20 26 (3) |
| 6 | 5 | (14) | A LITTLE GOOD NEWS Anne Murray - Capitol 5264-F (LP) A Little Good News - ST-12301-F | | 21 22 (9) |
| 7 | 12 | (11) | YOU ARE THAT WOMAN Kamahl - Attic AT-294-Q (LP) This Love We Share - LAT-1180-Q | MA PI | 22 New (1) |
| 8 | 8 | (13) | MAJOR TOM (Coming Home) Peter Schilling - WEA 24 96872-P (LP) Error In The System - 24 02131-P | | 23 New (1) |
| 9 | 10 | (8) | TONIGHT I CELEBRATE MY LOVE Peabo Bryson/Roberta Flack - Capitol 5242-F (LP) Born To Love - ST-12284-F | | 24 25 (4) |
| 10 | 6 | (9) | ALL NIGHT LONG (All Night) Lionel Richie - Motown - M1698-M (LP) Can't Slow Down - M6059-M | | 25 New (1) |
| 11 | 9 | (7) | TOTAL ECLIPSE OF THE HEART Bonnie Tyler - Columbia C4-8544-H (LP) Faster Than The Speed Of Night - PCC-90683-H | | 26 28 (2) |
| 12 | 4 | (13) | ISLANDS IN THE STREAM Kenny Rogers & Dolly Parton - RCA PB-13615-N (LP) Eyes That See In The Dark - AFL1-4697-N | | 27 New (1) |
| 13 | 17 | (3) | P.Y.T. (Pretty Young Thing) Michael Jackson - Epic 34 04165-H (LP) Thriller - QE-38112-H | | 28 New (1) |
| 14 | 7 | (7) | TROUBLE IN PARADISE Al Jarreau - Warner Bros - 92 95017-P (LP) Jarreau - 92 38011-P | | 29 29 (2) |
| 15 | 16 | (10) | HERE WE ARE AGAIN Marty Butler - RCA - PB-50750-N (LP) Marty Butler - NKL1-0478-N | MA PI | 30 30 (2) |
| | | | WHAT'S NEW Linda Ronstadt - Asylum - 96 97807-P (LP) What's New - 96 02601-P | | |
| | | | ALL THE RIGHT MOVES Jennifer Warnes/Chris Thompson - Casablanca NBS-2370-Q (LP) Soundtrack/All The Right Moves | | |
| | | | DON'T SEND ME ROSES (Dear Abby) Yvonne Murray - MCG - JM8368 (LP) Yvonne Murray - JM-367 | MA PI | |
| | | | I NEED LOVE Alexandre - Vintus - 108 (LP) Let It Out - CEL-2124 | MA PI | |
| | | | BABY I'M A LOT LIKE YOU Ron Nigrini - Oasis - OA-5351 (LP) N/A | MA PI | |
| | | | HOLDING YOU Laser - B&C - BC-004 (LP) N/A | MA PI | |
| | | | RUNNING WITH THE NIGHT Lionel Richie - Motown M1710X-M (LP) Can't Slow Down - M6059-M | | |
| | | | READ 'EM AND WEEP Barry Manilow - Arista AS-1-9101-Q (LP) Greatest Hits Volume II - AL8-8102-Q | | |
| | | | PURE LOVE Priscilla Wright - Broad/jant BR-010 (LP) N/A | MA PI | |
| | | | BORN TO LIVE Ann Mortifee - WEA/Jabula - 25 97227-P (LP) Born To Live - 25 0336-P | MA PI | |
| | | | IF YOU STILL WANT ME Bijou - Axe - AXE-72 (LP) N/A | MA PI | |
| | | | YOUR PRECIOUS LOVE Neil Sedaka with Dara Sedaka - MCA 52307-J (LP) N/A | | |
| | | | I GUESS THAT'S WHY THEY CALL IT THE BLUES Eiton John - Geffen - 92 94607-P (LP) Too Low For Zero - XGHS-4006-P | | |
| | | | COASTLINE Paul Waring - Phoenix - PN-967 (LP) N/A | MA PI | |
| | | | GIMME SOME Lowdown - Lowdown - LR-183 (LP) N/A | MA PI | |

and the hum-along excitement with One-Eyed Duck, with all the necessary animal/foul accompaniment. The Clowns are Bumper (leader John Erlendson) Patty (Patricia Silver Erlendson), Banger (Rick Faye), and Bonkers (Rob Rettenberg), all of whom play a variety of instruments as well. If you're into a little nostalgia and were wondering where Hal Lone Pine's son Lenny Breaux has been hanging out - he's here, showcasing his incredible guitar talent on Ride, Don't Monkey Around and Only A Kazoo. Distributed by A&M, this package includes a 28-page "activity booklet" with large readable type that should influence the youngsters to participate in the songs.

CLASSIFIED & HELP WANTED

HELP WANTED ADS of 25 words or less are offered on a one time basis FREE OF CHARGE. Free ads must be mailed or telexed to RPM by Tuesday noon to appear in the next issue. Free ads will not be accepted on the telephone. Please limit copy to 25 words. OTHER ADS and HELP WANTED ADS of over 25 words, or ads requiring box numbers will be charged at our usual rate of 50 cents per word (minimum 25 words or \$12.50). Name, address and telephone number to be included in word count. Address all ads to: RPM Magazine, 6 Brentcliffe Road, Toronto M4G 3Y2.

WANTED - NEWSCASTER

For South/Eastern Ontario medium market station. Must be experienced and a self starter. Tapes and resume to RPM, Box 7784, 6 Brentcliffe Road, Toronto. M4G 3Y2.

WANTED - CREATIVE WRITER

Capable of voicing and handling a studio situation. Tape, scripts and resume to: Gary Johnston, Creative Director, CKOV-CHIM-FM, Box 100, Kelowna, B.C. V1Y 7N3.

COUNTRY COMMUNICATOR WANTED

One of Western Canada's top country markets needs talented communicator. Only serious applications please. Send tape and resume to Willy Cole, Program Manager, CKRM Radio, Box 9800, Regina, Saskatchewan. S4P 3J4.

MORNING DRIVE PERSONALITY

50,000 watt Adult/Contemporary station now taking applications for morning drive personality. Must be community and promotion oriented. Strong production skills a must. Minimum three years experience. Tapes and resumes to M. McRae, CKX, 1150 P.O. Box 1150, Brandon, Manitoba R7A 6A5. No calls please.

RADIO/TV COPYWRITER WANTED

Needed - experienced radio and TV copywriter. Salary to commensurate with experience. Good benefits. Send resume and sample of work to RPM, Box 7787, 6 Brentcliffe Road, Toronto. M4G 3Y2.

MORNING MAN

You May be working in a different shift, or you may be doing mornings now. We're looking for a morning entertainer who can relate to an adult contemporary format in a small market that cares about its sound. You should have good production skills and be able to get involved with your community. We offer good salary and benefits and a nice B.C. coastal environment to live in. Rush tape, resume and picture to RPM, Box 7786, 6 Brentcliffe Road, Toronto. M4G 3Y2.

WANTED - NEWS DIRECTOR

Medium sized market needs a professional to head up a 14-man news department for radio and television. We offer a great place to live and work. If you are strong on-air, a good organizer and people motivator, than we would like to hear from you. Send resume and audition tape to B. Martineau, Assistant General Manager, CKX Radio and Television, Box 1150, Brandon, Manitoba. R7A 6A5.

LET'S TALK

Announcer with thirteen years experience, wishes to relocate. If your station has AM opening, call collect 1-705-726-1199, or write Tony Pearce, Apt. 104, 27 Queen Street, Barrie, Ontario. L4M 1Y9.

NEWS DIRECTOR WANTED

For small town large coverage station in Western Canada. Must be strong on-air and able to organize coverage with heavy push to local news. Tapes and resumes immediately to RPM, Box 7781, 6 Brentcliffe Road, Toronto. M4G 3Y2. All replies treated with the strictest confidence.

RADIO-TV, AGENCY JOBS

10,000 radio & TV jobs are listed in A.C.A. Job Market weekly paper. Up to 500 openings each week for Air Talent News, Eng, Sales & Management. All market sizes in Australia, United States & Canada for beginners & experienced. Introductory offer one week \$8.00 Special Bonus, 7 consecutive weeks computer list only \$17.95. You save \$38.05, cheque or post office draft payable to: A.C.A. Job Market, 452 W. Dearborn St. Dept. R. Box 945, Englewood, Florida. 33533.

LOOKING

Dedicated professional with six years experience on-air and programming, seeks challenging opportunity. Location not important. Barry 506-657-2600.

MORNING ANNOUNCER

Manitoba medium market has an opening for a morning drive person. The format is adult and we want a communicator who is interested in putting down roots and becoming a part of the community. Send tape and resume to RPM, Box 7785, 6 Brentcliffe Road. Toronto. M4G 3Y2.

VISITORS TO RPM

Art Graham - CBS Records
Steve Ducas - Palais Records
Scott Irwin
Cathy Hahn - RCA Records
Christiane Guy - CKOI-FM
Lee Sandford - Topaz/Lockerbie Entr.
Vickie Lambie - Topaz/Lockerbie Entr.
Elaine Levine - RCA Records
Bruce Mactavish - WEA Music
Lynda Kay - CBS Records
Ron Robles - Capitol Records
Laura Bartlett - Virgin Records
Robert Wilson - Airlift Limousine
Merck Mercuriadis - Quality Records
Rob Bryton
Zlggy D - Capitol Records
David Peever - Peever Talent Management
Andy Krystal - CKO Radio
Kevin Wynne -
Lindsay Gillespie - Attic Records

Mixed feelings toward EPs, mini-LPs and 12"

Toronto: At the height of the disco era 12" dance singles weren't popular at the retail level and, going further back, if you saw an EP in the '60s, which was rare for Canada, it was 7" and contained three or four tracks.

Today local record stores stock albums, EPs, mini-albums and plenty of 12" singles. Sometimes you can find a song on a mini-LP or 12" single that can't be found on the album. Very often there will be an extended, re-mixed, or instrumental version of a song.

Mini-albums were almost non-existent at one time. Now they are quite common. After the disco era, 12" singles faded but have made another comeback with the resurgence of dance music.

"I think the 12" singles have gone down for us," said Bruce Bradley, Managing Director/Singles Buyer for DJ&B. "We still have a lot of 12" Flashdance singles sitting in the warehouse. The market for the 12" seems to have bottomed out in the last three months.

"We did well with Thomas Dolby because it contained material not on the album. We also did well with Musical Youth, One Way, Orbits and the Human League. The 12" Flashdance single didn't sell because the B-side didn't contain the instrumental version. In the U.S. it did."

Bradley said 12" singles such as Eddy Grant are doing well but the great numbers aren't there for those types of records anymore. He explained that the timing and what goes on the flip side are important as well as promotion.

"The key to the popularity of mini-albums is the price," explained Ian Marchant, Manager of Operations for Sunrise Record Distributors. "People feel they're getting a better deal buying five or six songs for \$5.98 or \$6.98 and still getting the hit song, rather than spending \$9.98 and getting 10 songs.

"People are buying the 12" singles because of the different versions. You also have the proliferation of dance clubs again. They're

basically discos, but they're not called that now. Take for example the 12" single of The The, which supplies 18 minutes of music. I think that's a pretty good deal."

Marchant says they've experienced success with the 12" singles of Michael Jackson, Thomas Dolby's mini LP, the U2 12", Billy Idol's White Wedding, both Bowie 12" singles. He's also had good sales with mini-albums from Teenage Heads and Blue Peter.

"I think mini-albums will continue for a while. It's a good way to break a new band and it's more appealing to the buyer for a warehouse or chain. It's also easier for a band to come out with five or six songs."

"The popularity of these records started to come back about three years ago," said Ben Hoffman, President of Record Peddler, which specializes in imports.

"Then the records came into full swing from a year to six months ago. The companies have been releasing them at a lower price point. Individual songs are becoming more important. Also many of the bands putting out albums today aren't coming out with a lot of good material. There's a lot of filler."

Hoffman pointed out that it's less expensive to record two songs and that nearly everyone is releasing 12" singles now. He also noted that clubs won't play LP tracks.

"It's seems most prevalent with dance music. It's become almost automatic to release a 12", but I think that will die out. In some cases there's no difference in some releases."

"Possibly the price is the reason for the success of these records," said Vito Ierullo, President of Records On Wheels. "People also like the extended versions. Personally, I don't like them because we're selling something for less money and there's a margin difference. I would rather have them buying the LP." - PM

When You Look For Country **LOOK FOR CBS** Three New Releases Lead The Way

WILLIE NELSON **WITHOUT A SONG**

including:
As Time Goes By
Autumn Leaves/Harbor Lights
You'll Never Know/To Each His Own



FC/FCT 39110

WILLIE NELSON **'Without A Song'**

'STARDUST' and 'ALWAYS ON MY MIND' Double Platinum Plus.
First Single 'WITHOUT A SONG'
A Surefire Number One Hit!

Janie Fricke

LOVE LIES

including:
Tell Me A Lie
If The Fall Don't
Get You
Have I Got A Heart
Let's Stop Talkin'
About It
Where's The Fire



FC/FCT 38730

JANIE FRICKE **'Love Lies'**

1983 Country Music Association
Female Vocalist Of The Year
Hit Single 'TELL ME A LIE'
Currently Top Ten In B.B.

RICKY SKAGGS **DON'T CHEAT IN OUR HOMETOWN**

including:
A Wound Time Can't Erase
Don't Cheat In Our Hometown
Honey (Open That Door)/Uncle Pen
Children Go Where I Send Thee



FE/FET 38954

RICKY SKAGGS **'Don't Cheat In Our Hometown'**

Presently One Of The Hottest
Country Acts. Consistent No.1
Singles Charting. Album Fast
Approaching Gold Status.

CBS
THE MUSIC PEOPLE

Your No.1 Country Team