

RPM WEEKLY

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**SINGLES
TO WATCH**

- DUDE (Look Like A Lady)
Aerosmith
- HAZY SHADE OF WINTER
The Bangles
- I DO YOU
The Jets
- I COULD NEVER TAKE THE PLACE
Prince

**ALBUMS
TO WATCH**

- GEORGE MICHAEL
Faith
- STEVIE WONDER
Characters
- STEVE WINWOOD
Chronicles
- EARTH, WIND AND FIRE
Touch The World

HOT SINGLES

- GOT MY MIND SET ON YOU
George Harrison
- SO EMOTIONAL
Whitney Houston
- IS THIS LOVE
Whitesnake
- I WON'T FORGET YOU
Poison
- ANIMAL
Def Leppard
- VALERIE
Steve Winwood
- CHERRY BOMB
John Mellencamp
- DON'T YOU WANT ME
Jody Watley
- WHEN A MAN LOVES A WOMAN
Luba
- CATCH ME (I'm Falling)
Pretty Poison
- NEED YOU TONIGHT
INXS
- THE WAY YOU MAKE ME FEEL
Michael Jackson
- BELIEVE IN ME
Paul Janz
- BLACK AND BLUE
Haywire
- THERE'S THE GIRL
Heart



HOT ALBUMS

- A VERY SPECIAL CHRISTMAS
Various Artists
- BELINDA CARLISLE
Heaven On Earth
- INXS
Kick
- ROBBIE ROBERTSON
Robbie Robertson
- GEORGE HARRISON
Cloud Nine
- BRYAN FERRY
Bette Noire
- THE GRAPES OF WRATH
Tree House
- TIFFANY
Tiffany
- TRIUMPH
Surveillance
- MEN WITHOUT HATS
Pop Goes The World



Country TO WATCH

- PLEASE PLEASE BABY
Dwight Yoakam
- GOOD GOD, I HAD IT GOOD
Pake McEntire
- WHERE DO THE NIGHTS GO
Ronnie Milsap
- CRYING
Roy Orbison/K.D. Lang
- I CAN'T GET CLOSE ENOUGH
Exile
- TENNESSEE FLAT TOP BOX
Rosanne Cash



DAVE SCHNEIDER
CHYM - Kitchener picks
MOTORTOWN
Kane Gang



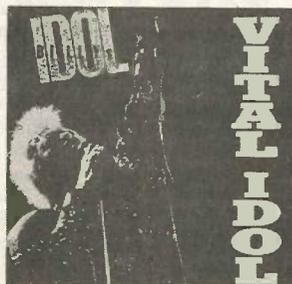
Through the Demand label, Eva Everything has brought national attention to nine Cancon recording acts who might otherwise have gone unnoticed.
- Page 7

No. 1 SINGLE



I THINK WE'RE ALONE NOW
Tiffany
MCA - MCA-53167-J

No. 1 ALBUM



BILLY IDOL
Vital Idol
Chrysalis - CHXC-41620-J

SINGLE PICK



DON'T TELL ME THE TIME
Martha Davis
Capitol - B-44057-F

ALBUM PICK



STEVIE WONDER
Characters
Motown - MOX-6248-J

Sony's bid of \$2-billion accepted by CBS

An Associated Press report from New York indicates that CBS Inc. claims it has agreed to sell its worldwide record division to Sony Corporation of Japan. The price is in the neighbourhood of \$2-billion (U.S.). The deal, expected to close early next year, is subject to government approval.

The report goes on to say that CBS president and chief executive officer Laurence Tisch pointed out that Sony presented "a very attractive offer in terms of value to the shareholders, while it also provides an important source of capital and allows us to focus all of our energies and resources on our core business of broadcasting."

It had been rumoured for a few years that Sony was after the CBS record division, but it was only in September of this year that

Topolinski brothers open largest no-booze club

The highly successful brother team of Dean and Michael Topolinski, aged 20 and 23 respectively, took the wraps off their latest brainchild (Nov. 18), The Astralight Club. The location is described as "the largest non-alcoholic club in North America."

Covering 30,000 square feet, the club can accommodate up to 3,500 patrons and boasts an elaborate 250,000 watt lighting system and state-of-the-art sound system.

Located in Mississauga (1164 Dundas St. East), just west of Toronto, the club will operate alternatively as a non-alcoholic dance club, after hours hotspot, and live concert venue.

The Mississauga opening follows closely the opening of the first Astralight club in Ottawa, and represents the Topolinski's largest business venture to date. Their other business holdings include two apartment buildings, one hotel and an amusement games company.

CBS admitted publicly of any purchase talks. The AP report suggests that apparently, CBS was hesitant in disclosing too much, in view of the tax consequences of a \$2-billion sale, which reportedly could expose the company to a tax liability of approximately \$600-million. As well, shareholders might have been subject to an additional tax, had the company paid out a portion of the sale proceeds as a dividend.

As reported earlier in RPM, CBS Records had an operating profit last year of \$162.1 million on revenues of \$1.5 billion. This allowed for 37 percent of the company's operating profit and 31 percent of its revenue.

It's expected that Walter Yetnikoff, one of the chief negotiators in the deal, will be retained by Sony however, there is nothing official at press time.

Pacific Songwriters host Song Evaluation Seminar

The Pacific Songwriters Association will host a Song Evaluation Seminar at the Robson Square Media Centre in Vancouver (Dec. 6). This is another in the popular Shopping Your Demo series, and will explore the importance of song quality when shopping demos to record companies, music publishers and record producers. Panelists, to be named at a later date, will include representatives from major Canadian record companies, music publishers, plus producers and songwriters from the international field.

The panel will present detailed evaluations of randomly chosen demo tapes, concentrating on the quality of songwriting, and how commercial appeal relates to their respective roles in the music industry. Songwriters and artists are invited to submit demo tapes with lyric sheets when purchasing advance tickets.

The seminar will coincide with the finals of the Write On '87 song contest, scheduled to follow the seminar that same evening.

Cancon holiday releases top priority with radio

In view of the Cancon percentage requirements for radio, many programmers push the panic button by the end of November, and shake out their library to find suitable material. There have been a number of releases over the past few years, but record companies quite often fail to re-service this product, which adds to the irritation of the programmers.

One of the top priorities for this Christmas will no doubt be the just released Christmas At Home single by Rita MacNeil. This is a MacNeil original, produced by Ralph Dillon, and it has all the earmarks of becoming a perennial hit.

Also, found on the album A Very Special Christmas is Bryan Adams' track Run Rudolph Run, sure to attract attention.

The Edmonton-based Gownsmen label has released a beautifully-packaged single from Susan Moss, entitled At Christmas Time, which she co-wrote with Peter Bac-

Pepsi-Cola airs new Jackson commercials

Colin Moore, Director of Marketing for Pepsi-Cola Canada, has announced that the company's new commercial, featuring Michael Jackson, premiered in Canada on Monday, Nov. 16.

Jackson, has just completed a "record-setting" set of Pepsi-sponsored concerts in Japan (he sold out nine shows in just a few hours, setting new records for the number of volume is there, business goes on. You're not overly creative when 'I've already got it com album.

The soundtrack also contains perfer per ticket. Nicknamed "Typhoon Michael" by the media, following this tour he has been various markets as well as playlists in order to acquire an accurate representation as possible.

set to the music of Bad, Jackson's recent Epic single release, and finds Jackson turning on his audience during a live performance. Backstage, the second commercial, features a chance meeting between Jackson and a young fan, and premieres within the next few weeks.

Moore advises that the second phase of the campaign will feature Jackson in what is described as an "unprecedented work" - an episodic four-part commercial that Pepsi will break in 1988.

"Michael Jackson is one of the hottest performers in Canada," boasts Moore, "with a top-selling album and singles. The creative genius that took Bad to the top is evident with Concert and Backstage." He concludes with "These spots represent part of the most elaborate ad campaign ever produced for Pepsi-Cola."

Jackson's Bad LP topped the RPM 100 (Oct. 3/87) after only four weeks of charting.

This new commercial marks the second time Jackson has appeared in Pepsi-Cola advertising. He first teamed with Pepsi in 1984 in two of what is regarded as "the most popular commercials ever produced."

Jackson's agreement calls for Pepsi to sponsor his current worldwide tour, which is expected to come to Canada in 1988.

salmasi. This single will also garner much attention from programmers as the big day approaches.

On the rock side, WEA's 54:40 have released a cass-single of A Christmas Song, a rare offering from that side of music.

The Mistletones, a 12-member a cappella group from Toronto, are celebrating their second album release, entitled A cappella Christmas. Like their first album, this one was also produced by Peter Mann, described as "the creator of The Nylons' sound".

A special feature on the LP is the contribution of four female guest artists: Liberty Silver, Sherry Kean, Siobhan Crawley and Salome Bey.

The Mistletones were formed in a Toronto basement in 1980. They are all former students of St. Michael's Choir School in Toronto and have been harmonizing altogether for more than fifteen years. Their album is released on the Toronto-based Holly label.



Pink Floyd's Roger Waters, in Montreal, receives diamond award for The Wall, released in 1980, when Waters was still lead singer of the band. He is flanked by Bill Rotari (l), Dir. Eastern Region, CBS Music Products, and Columbia rep Mario Lefebvre. Waters also received his first-ever solo gold award in North America for Radio K.A.O.S.

John Murphy joins General Publishing

Veteran record/video sales and promotion manager, John Murphy, has joined General Publishing's Video Division. He will work out of the firm's Don Mills (Toronto) offices.

General's lines of video include the How To's, as well as popular jazz and classic lines.

LES DISQUES

STAR

RECORDS

VOL. I NO. 1

DISTRIBUTION SELECT

WHAT PROGRAMMING MINDS WANT TO KNOW

*PATRICK NORMAN ALBUM,
"ONLY LOVE SETS YOU FREE",
IS NOW AVAILABLE!*



PATRICK NORMAN'S "ONLY LOVE SETS YOU FREE" STILL SELLING THROUGH.

THE REQUESTS KEEP COMING. THIS ARTIST HAS PROVEN TO HAVE AN INCREDIBLE 25-49 FEMALE DEMOGRAPHIC BY THE EXCEPTIONAL REQUESTS FOR THE SINGLE AT RETAIL STORES, AS WELL AS CONTINUING TO PULL PHONES AT RADIO. FOR BEST RESULTS, FRONT RACK GENEROUSLY DURING THE CHRISTMAS RUSH. THIS WEEK #43 ON THE NATIONAL SINGLES RETAIL CHART IN THE RECORD.

*FEATURING THE NEW HIT SINGLE,
"TRUE LOVE WILL FIND A WAY".*

EARLY BELIEVERS

(TMB): CKDA, CJCY, CHAB, CFCH, CKGB, AM96, CHYM, CJBK, GKFM, CJEZ-FM, GHML, GKLY, GHEX, CJAD, GITE-FM, CJMF, KING-FM, CISS, CKNS, FM105, 94FM, CFCA-FM, CHSC, CHRE, and CHQK.

THANKS!!!!

TO ALL THOSE WHO PARTICIPATED IN THE "OUT OF THE BAG" PROMOTION, AND CONGRATULATIONS TO THOSE PROGRAMMING MINDS WHO GUESSED IT WAS PATRICK NORMAN AND WON A COMPACT DISC OF THE NEW LP. SPECIAL CONGRATULATIONS TO OUR GRAND PRIZE WINNER, JOE ANDREWS FROM CHEX RADIO IN PETERBOROUGH WHO WON THE PORTABLE CD PLAYER.

PATRICK NORMAN IS AVAILABLE ON

STAR

DISTRIBUTED BY

 distribution
SELECT

PROMOTED BY

The Music Bank

WALSH SAYS



Overviews of Free Trade . . . !

Our Prime Minister is really pulling all stops to point up how important the Free Trade agreement with the U.S. will be for us, and he's spending a lot of our money on the message. The PM wants me to know that the Free Trade agreement "is a good deal, good for Canada; and good for all Canadians." He also tells me he's confident that the deal is "going to give us greater access to the biggest, richest, most dynamic market in the world." (EC: *What's ours is theirs . . . and what's theirs remains theirs!!*) On page 22 of the Overview, the PM assures us that our "cultural industries" won't be affected (EC: *I read a lot between the lines on that one!!*)

Promise of Performance . . . ?

What's rock and what's not? How does country crossover to pop affect the CRTC's ruling on Promise of Performance . . . and where does New Age fit in? Long before the New Age music form, the Promise of Performance ruling was outdated the day it was introduced. In their haste to protect broadcasters from each other, they introduced a ruling that's almost impossible to keep. I think the broadcasters can live with the 30 percent (EC: *Who were you talking to lately?*) but let's get

" . . . 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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rid of the real problems . . . the problems that create housekeeping for the broadcasters!!

Let's hear it for Adelyne Freifeld

I reported a couple of weeks ago that Adelyne Freifeld would be celebrating her 46th year with Sam The Record Man (EC: *She deserves a medal*) formerly Sniderman's Music Hall. It was on November 18th, 46 years ago when Adelyne entered the wonderful world of recorded sound. (EC: and car radios!)

From DJ to VJ to DJ . . . ??

Rumours have it that one of the better-known Toronto on-air personalities (EC: *He's also known in Montreal.*) who moved into the video scene not too long ago, will be coming back to radio.

On-air personalities . . . where are they?

I find it very embarrassing, sitting here typing this column and trying to name even half a dozen Toronto on-air personalities. Whatever happened to "personality radio"? I can remember a time when I not only knew the names of all the jocks on all the Toronto radio stations, but I could name a lot of them from other cities as well. And . . . hold onto your hat . . . there are those in the broadcast field who would like to introduce automated radio . . . no jocks . . . just the odd insertion of news . . . which would be taped and aired on the hour . . . or brought in by satellite from a U.S. news centre (EC: *That should be "center" like the Americans spell it!!*)

Blame it on the word processor!!

Just in case you were wondering who those handsome people were in the photograph on page 11 of last week's issue . . . that was MuchMusic's Laurie Brown flanked by Don Dokken and Jeff Pilson of Dokken. (EC: *Blame it on the word processor . . . !*)

A bit of nostalgia . . . !!

To those of you who spent many enjoyable hours in the old Palais des Festival in Cannes, you may be distressed to know that this historic building is being torn down to make way for a 292-room Hilton Hotel. The building will also house a casino and an 850 seat auditorium. Many Canadians, who went

Electric pacts deal with Moonshadow label

Moonshadow Music of Nanaimo, B.C. has signed a national distribution agreement with the Toronto-based Electric Distribution. This signing coincides with another first for the label as production is now underway on a single video for Mephisto Waltz, the first single released from Theo Massop's Voyager LP.

National radio promotion is being handled by The Music Brokers with publicity by the Moonshadow office.

The video production for Mephisto Waltz is being handled by Pacific Studios under the creative direction of Howard Harrelson. Bill Hornecker is the main cameraman with actor Paul Jarrett cast as the lead character in the story line.

The distribution deal between Electric Distribution and Moonshadow now guarantees access to retail markets across Canada for the Voyager LP, as well as any subsequent releases from the label.

to MIDEM or the Film Festival spent many happy hours in the old Palais, and many big deals were arranged there before the new fortress-like Palais was built. (EC: *See Cannes . . . and die!!*) You old smoothie!!

World War Three-ee-ee!!

All hell broke loose when word came through that a certain non-Toronto record company would have to pay to have their big star flown to Toronto for a big TVer. Seems the bill was bigger by the fact that all his baggage had to be flown in as well as his entourage! (EC: *How BIG was it??*) The bill . . . or the star?

Not a bad idea . . . at all!!

Can you picture a little van driving around each morning picking up record industry executives and driving them to work? No longer would they have to worry about parking or having too much to drink. You get chauffeured back and forth? (EC: *Are there enough customers to make it viable??*) Rumour has it . . . there are, and after Christmas there could be more!

The mailbox was BARE!!

After the Junos and some of the incidents, I thought I would get my usual "putdown" letter complaining about something, but this year I was disappointed. It didn't arrive. Have I done something . . . ?? (EC: *It's not over until the fat lady makes a demo!!*)

Quote of the week . . . !!

"Did we ever put out one of those listen and learn Japanese records . . . ?"



Paris Black (centre) Karrera recording artist with Mike Tuchscherer (l) of Anya Wilson Promotions, promoting his debut single, *Buried Alive*, taken from his Steve Sexton (Red Rider) produced LP, *The Secret Seduction*. They are seen here with RPM's Graeme Boyce.

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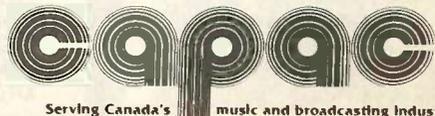
**CAPAC
congratulates
its members
who were honoured
with Juno Awards
at the recent
ceremonies.**



Tom Cochrane & Red Rider
Malcolm Forsyth
Glass Tiger
K.D. Lang
Daniel Lanois
Luba
Kim Mitchell
Prairie Oyster
Kim Richardson
Leroy Sibbles
Donald Steven
Bill Usher

In addition,
CAPAC represents the repertoires
of other winners —
Ian Tyson (ASCAP),
the members of Bananarama (PRS)
and Madonna (ASCAP)

**Composers, Authors &
Publishers Association of Canada**



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CANADA'S ONLY NATIONAL 100 SINGLE SURVEY

- | | | |
|---|---|--|
| <p>1 2 (9) I THINK WE'RE ALONE NOW
Tiffany - MCA - MCA-53167-J
(LP) Tiffany - MCA-5793-1</p> <p>2 1 (11) MONEY MONEY
Billy Idol - Chrysalis - 43161-J
(LP) Vital Idol - CHX-41620-J</p> <p>3 5 (9) (I've Had) THE TIME OF MY LIFE
Bill Medley/Jennifer Warnes - RCA - 5224-7-R-N
(LP) Dirty Dancing - 6408-1-R-N</p> <p>4 4 (9) HEAVEN IS A PLACE ON EARTH
Belinda Carlisle - MCA - 53181-J
(LP) Heaven On Earth - MCA-42080-J</p> <p>5 14 (6) FAITH
George Michael - Columbia - 38-07623-H
(LP) Faith - OC-40867-H</p> <p>6 6 (10) TRY
Blue Rodeo - Risque Disque - 25-82917-P
(LP) Outsiders - 25-47181-P</p> <p>7 3 (11) CAUSING A COMMOTION
Madonna - Sire - 92-82247-P
(LP) Who's That Girl - 92-56111-P</p> <p>8 9 (13) IT'S A SIN
Pet Shop Boys - EMI America - 73038-F
(LP) Actually - ELJ-46972-F</p> <p>9 10 (10) BRILLIANT DISGUISE
Bruce Springsteen - Columbia - 38-07595-H
(LP) Tunnel Of Love - OC-40999-H</p> <p>10 8 (15) HERE I GO AGAIN
Whitesnake - Geffen - 92-83397-F
(LP) Whitesnake - XGHS-24009-P</p> <p>11 12 (11) CASANOVA
Levert - Atlantic - 78-92177-P
(LP) The Big Throwdown - 78-17731-P</p> <p>12 7 (11) BAD
Michael Jackson - Epic - 34-07418-H
(LP) Bad - OE-40600-H</p> <p>13 16 (10) CONTACT
Platinum Blonde - Epic - E4-3017-H
(LP) Contact - FE-40849-H</p> <p>14 19 (12) THE ONE I LOVE
R.E.M. - I.R.S. - IRS-53171-J
(LP) Document - IRS-4205-J</p> <p>15 13 (12) LITTLE LIES
Fleetwood Mac - Warner Bros - 92-82917-P
(LP) Tango In The Night - 92-54711-P</p> <p>16 21 (9) I'VE BEEN IN LOVE BEFORE
Cutting Crew - Virgin - VS-1394-W
(LP) Broadcast - VL-2363-W</p> <p>17 22 (8) WE'LL BE TOGETHER
Sting - A&M - AM-2983-W
(LP) Nothing Like The Sun - SP-6402-W</p> <p>18 20 (13) STAY WITH ME
Tu - RCA - PB-50945-N
(LP) Tu - KKL-1-0585-N</p> <p>19 24 (7) POP GOES THE WORLD
Men Without Hats - Mercury - MS76260-Q
(LP) Pop Goes The World - 832 730-1-Q</p> <p>20 17 (12) U GOT THE LOOK
Prince - Paisley Park - 92-82897-P
(LP) Sign O' The Times - 92-55771-P</p> <p>21 11 (21) ONLY IN MY DREAMS
Debbie Gibson - Atlantic - 78-93227-P
(LP) Out Of The Blue - 78-17801-P</p> <p>22 15 (14) LOST IN EMOTION
Lisa Lisa & Cult Jam - Columbia - 38-07267-H
(LP) Spanish Fly - FC-40477-H</p> <p>23 39 (5) GOT MY MIND SET ON YOU
George Harrison - Dark Horse - 92-81787-P
(LP) Cloud Nine - 92-55431-P</p> <p>24 38 (4) SO EMOTIONAL
Whitney Houston - Arista - AS1-9642-N
(LP) Whitney - AL-8405-N</p> <p>25 26 (10) C'MON LET'S GO
Los Lobos - Warner Bros - 92-81867-P
(LP) La Bamba/Soundtrack - 92-58052-1-P</p> <p>26 29 (9) SHOULD'VE KNOWN BETTER
Richard Marx - Manhattan - 50083-F
(LP) Richard Marx - ST-53048-F</p> <p>27 23 (17) I HEARD A RUMOUR
Banarama - London - LDS-240-Q
(LP) Wow - 828 061-1-Q</p> <p>28 18 (16) PAPER IN FIRE
John Mellencamp - Mercury - MER-108-Q
(LP) Lonesome Jubilee - 832-465-1-Q</p> <p>29 25 (21) LA BAMBA
Los Lobos - Warner Bros - 92-83367-P
(LP) La Bamba/Soundtrack - 92-56051-P</p> <p>30 30 (8) LOVE WILL FIND A WAY
Yes - Atco - 79-94487-P
(LP) Big Generator - 79-05221-P</p> <p>31 27 (13) WHERE THE STREETS HAVE NO
U2 - Island - 97061-J
(LP) The Joshua Tree - ISX-4127-J</p> <p>32 36 (10) NOTHING'S GONNA STOP ME NOW
Samantha Fox - Jive - 10727-F-N
(LP) Samantha Fox - 1061-1-J-N</p> <p>33 35 (7) HOURLASS
Squeeze - A&M - AM-2967-W
(LP) Babylon And On - SP-5161-W</p> <p>34 28 (14) CARRIE
Europe - Epic - 34-07282-H
(LP) The Final Countdown - FE-40241-H</p> | <p>35 50 (4) IS THIS LOVE
Whitesnake - Geffen - 92-82337-P
(LP) Whitesnake - XGHS-24009-P</p> <p>36 31 (17) LAST OF THE RED HOT FOOLS
The Jitters - Capitol - 73034-F
(LP) The Jitters - CLT-48126-F</p> <p>37 33 (13) RAIN
Michael Breen - Alert - BDS-523-Q
(LP) Michael Breen - BD-1007-Q</p> <p>38 51 (4) I WON'T FORGET YOU
Polson - Capitol - 44038-F
(LP) Look What The Cat... - ST-12523-F</p> <p>39 46 (5) SHAKE YOUR LOVE
Debbie Gibson - Atlantic - 78-91877-P
(LP) Out Of The Blue - 78-17801-P</p> <p>40 54 (3) ANIMAL
Def Leppard - Vertigo - SOV-2399-Q
(LP) Hysteria - 830 675-1-Q</p> <p>41 37 (7) BETCHA SAY THAT
Gloria Estefan & MSM - Epic - 34-07371-H
(LP) Let It Loose - OE-40769-H</p> <p>42 49 (7) I DON'T MIND AT ALL
Bourgeois Tagg - Island - 97063-J
(LP) Yoyo - ISL-1144-J</p> <p>43 47 (9) DREAM GIRL
FM - Duke Street - 81042-J
(LP) Tonight - DSR-31042-J</p> <p>44 44 (8) YOU MAKE ME LOVE YOU
Roger Hodgson - A&M - AM-2977-W
(LP) Hai Hai - SP-9503-W</p> <p>45 41 (8) OH YEAH
Yello - Vertigo - SOV - 2398-Q
(LP) One Second - 830 956-1-Q</p> <p>46 60 (5) VALERIE
Steve Winwood - Island - 92-83217-P
(LP) Chronicles - 92-56601-P</p> <p>47 63 (4) CHERRY BOMB
John Mellencamp - Mercury - MS-76261-Q
(LP) The Lonesome Jubilee - 832 465-1-Q</p> <p>48 32 (21) WHEN SMOKEY SINGS
ABC - Vertigo - SOV-2389-Q
(LP) Alphabet City - 832 391-1-Q</p> <p>49 34 (26) TOGETHER (The New Wedding Song)
Joey Gregorash - Attic - AT-357-W
(LP) N/A</p> <p>50 40 (18) DANCE DESIRE
Haywire - Attic - AT-380-W
(LP) Don't Just Stand There - LAT-1239-W</p> <p>51 42 (20) BREAKOUT
Swing Out Sister - Vertigo - SOV-2388-Q
(LP) It's Better To Travel - 832 213-1-Q</p> <p>52 58 (6) SKELETONS
Stevie Wonder - Motown - 1907-J
(LP) Characters - MOX-6248-J</p> <p>53 59 (6) DON'T SHED A TEAR
Paul Carrack - Chrysalis - 43164-J
(LP) One Good Reason - CHS-41578-J</p> <p>54 45 (13) WIPE OUT
Fat Boys - Polydor - PMS-15-Q
(LP) Crushin' - 831 948 1-Q</p> <p>55 57 (8) TIME STAND STILL
Rush - Anthem - ANS-075-F
(LP) Holding Your Fire - ANR-1-1051-F</p> <p>56 61 (7) PEACE OF MIND
Grapes Of Wrath - Capitol - 73035-F
(LP) Tree House - CIT-48018-F</p> <p>57 56 (7) TRUTH FAITH
New Order - Factory - FAC-27-Q
(LP) Substance 1987 - 832 616-1-Q</p> <p>58 73 (5) DON'T YOU WANT ME
Jody Watley - MCA - 53162-J
(LP) Jody Watley - MCA-5898-J</p> <p>59 70 (5) CANDLE IN THE WIND
Elton John - MCA - 53196-J
(LP) Live In Australia - MCA-8022-J</p> <p>60 85 (2) WHEN A MAN LOVES A WOMAN
Luba - Capitol - 73043-F
(LP) Over 60 Minutes With Luba - CDP-48553-F</p> <p>61 82 (3) CATCH ME (I'm Falling)
Pretty Poison - Virgin - VS-1395-W
(LP) Hiding Out - VL-3019-W</p> <p>62 80 (3) NEED YOU TONIGHT
INXS - Atlantic - 78-91887-P
(LP) Kick - 78-17961-P</p> <p>63 89 (2) THE WAY YOU MAKE ME FEEL
Michael Jackson - Epic - 34-07645-H
(LP) Bad - OE-40600-H</p> <p>64 55 (13) LET ME BE THE ONE
Exposé - Arista - AS1-9617-N
(LP) Exposure - AL-8441-N</p> <p>65 43 (16) DIDN'T WE ALMOST HAVE IT ALL
Whitney Houston - Arista - AS1-9616-N
(LP) Whitney - AL-8405-N</p> <p>66 48 (7) IN MY DREAMS
REO Speedwagon - Epic - 34-07255-H
(LP) Life As We Know It - FE-40444-H</p> <p>67 53 (12) YOU ARE THE GIRL
Cars - Elektra - 96-94487-P
(LP) Door To Door - 96-07471-P</p> | <p>68 68 (23) I WANT YOR SEX
George Michael - Columbia - 38-7164-H
(LP) Beverly Hills Cop II - MCA-6207-J</p> <p>69 69 (5) BOY'S NIGHT OUT
Timothy B. Schmit - MCA - 53137-J
(LP) Timothy B - MCA-42049-J</p> <p>70 75 (6) JULIAN
Alta Moda - Epic - E4-3015-H
(LP) Alta Moda - PEC-80126-H</p> <p>71 52 (14) WHO WILL YOU RUN TO
Heart - Capitol - 44040-F
(LP) Bad Animals - PJ-12546-F</p> <p>72 79 (4) LET THE LIGHT (Shine On Me)
Triumph - MCA - 8738-J
(LP) Surveillance - MCA-42083-J</p> <p>73 86 (4) BELIEVE IN ME
Paul Janz - A&M - AM-738-W
(LP) Electricity - SP-5156-W</p> <p>74 93 (2) BLACK AND BLUE
Haywire - Attic - AT-365-W
(LP) Don't Just Stand There - LAT-1239-W</p> <p>75 94 (2) THERE'S THE GIRL
Heart - Capitol - 44089-F
(LP) Bad Animals - PJ-12546-F</p> <p>76 76 (30) ONLY LOVE SETS YOU FREE
Patrick Norman - Star (Select) STR-3015
(LP) Quand on est en amour - STR-1003</p> <p>77 62 (12) HOLIDAY
The Other Ones - Virgin - VS-1389-W
(LP) The Other Ones - Virgin - VL-2404-W</p> <p>78 74 (21) WHO'S THAT GIRL
Madonna - Sire - 92-83417-P
(LP) Who's That Girl - 92-56111-P</p> <p>79 64 (16) TOUCH OF GREY
Grateful Dead - Arista - AS1-9606-N
(LP) In The Dark - AL-8452-N</p> <p>80 65 (7) DON'T MAKE ME WAIT FOR LOVE
Kenny G - Arista - AS1-9625-N
(LP) Duotones - AL-8427-N</p> <p>81 66 (18) I JUST CAN'T STOP LOVING YOU
Michael Jackson - Epic - 34-07253-H
(LP) Bad - OE-40600-H</p> <p>82 67 (23) LUKA
Suzanne Vega - A&M - AM-2937-W
(LP) Solitude Standing - SP-40096-H</p> <p>83 96 (2) THAT'S WHAT LOVE IS ALL ABOUT
Michael Bolton - Columbia - 38-07322-H
(LP) The Hunger - FC-40473-H</p> <p>84 71 (14) NOTORIOUS
Loveboy - Columbia - 38-07324-H
(LP) Wildside - OC-40893-H</p> <p>85 72 (12) SOMETHING REAL
Mr. Mister - RCA - 5273-R-N
(LP) Go On - 8276-1-R-N</p> <p>86 91 (3) I'M BEGGIN' YOU
Supertramp - A&M - AM-2985-W
(LP) Free As A Bird - SP-9502-W</p> <p>87 92 (3) NEVER THOUGHT (I Could Love)
Dan Hill - Columbia - 38-07681-H
(LP) Dan Hill - FC-40456-H</p> <p>88 77 (15) 20TH CENTURY BOY
Chalk Circle - Duke Street - 81035-J
(LP) Holding Wall - DSR-31035-J</p> <p>89 78 (19) ORDINARY PEOPLE
The Box - Alert - BDS-522-Q
(LP) Closer Together - BD-1005-Q</p> <p>90 90 (6) THINGS I DO FOR MONEY
Northern Pikes - Virgin - VS1397-W
(LP) Big Blue Sky - VL-3001-W</p> <p>91 NEW DUDE (Looks Like A Lady)
Aerosmith - Geffen - 92-82407-P
(LP) Permanent Vacation - XGHS-24162-P</p> <p>92 NEW HAZY SHADE OF WINTER
The Bangles - Def Jam - 38-07630-H
(LP) Less Than Zero - SC-44042-H</p> <p>93 95 (3) ONLY TIME WILL TELL
Saga - A&M/Bon Aire - AMS-111-W
(LP) Wildest Dreams - AMD-1100-W</p> <p>94 97 (2) ANGEL
Enroll Stern - A&M - AM-743-W
(LP) Temple Of Love - SP-9130-W</p> <p>95 NEW I DO YOU
The Jets - MCA - 53193-J
(LP) Magic - MCA-42085-J</p> <p>96 NEW I COULD NEVER TAKE THE PLACE
Prince - Paisley Park - 92-82887-P
(LP) Sign O' The Times - 92-55771-P</p> <p>97 84 (10) LET'S WORK
Mick Jagger - Columbia - 38-07306-H
(LP) Primitive Cool - OC-40919-H</p> <p>98 81 (15) JUMP START
Natalie Cole - Manhattan - 50073-F
(LP) Everlasting - ST-53051-F</p> <p>99 83 (22) LIVING IN A BOX
Living In A Box - Chrysalis - 43104-J
(LP) Living In A Box - CHS-41547-J</p> <p>100 87 (23) DON'T MEAN NOTHING
Richard Marx - Manhattan - 50079-F
(LP) Richard Marx - ST-53043-F</p> |
|---|---|--|

COVER STORY - by Walt Grealis**In Demand - a Cancon concept unique in design**

Releasing a record and finding a "hook" with which to penetrate the market is a never-ending battle for new recording acts, and too often this talent is lost. Fortunately there are entrepreneurs, some of whom are recording artists themselves who come up with unique methods of breaking into the market.

Eva Everything, a veteran in the music industry, and her bass player, Jamie Todd (p.k.a. Od), were looking for a different approach to the market for their own product. "We decided we would do a compilation LP and bring in as many good independent artists as we could."

What they came up with was their In Demand LP, released on the Demand label, showcasing artists from Alberta, Manitoba and Ontario. The LP features two brand new cuts each from Eva Everything and Ohama, a previously-unreleased track from The Fatales, Tictoc bassist Surge Forward's solo debut, a cut from Kurt Swinghammer, plus tracks by Scott McGregor Moore, Radio Silence, Chop Sticks Haul Water, and Od.

"These people are friends and friends of friends," continues Everything. They supplied the masters, Swinghammer came up with the "bilateral cover", and a distribution and promotion system was set in motion.

What about the benefits of a compilation album - to the contributors. "There are lots of benefits," explains Everything. "There are artists who appear on this LP for less than the cost of pressing 2,000 copies of a

7" single. Whereas with inclusion on In Demand, they not only get the benefit of being on an album with a four-colour cover, but also included in the price to the contributor was the promotion and distribution of the product. It makes a lot of financial sense."

Everything goes on to explain that "Independent artists tend to cultivate their own little audience, and they tend not to go beyond regional recognition, whereas with an album like In Demand that goes out across the country . . . everybody gets carried into everybody else's market. The fans will pick it up for one artist, but in the package they get eight others. It maximizes each artist's exposure in radio, be it campus, and/or commercial radio."

So successful has this first compilation been that Everything and Od are in the planning stages for their next. "We're in touch with producers and smaller labels," says Everything. "We see ourselves as sort of an adjunct to the small record company, because these people hear a lot of street music. They come in contact with really good, small in-

HMV Group set to shake up music retail business

At present, the Mr. Sound and Sherman retail outlets are undergoing changes, from the bottom up, and not purely physical either. Training programs for store managers are already in progress, modelled after the successful British programs, and during the

dependent type artists who they can't sign, because, let's face it, they can't sign everyone. They are interested however, in hearing those bands pressed and knowing how they're going to do in the marketplace. We feel if we can work with the artists in this way, then that gives these small labels an advantage."

Everything is somewhat of a legend in the video business. Her first video, titled Polyester Passion was finished and released in 1981. "I was ahead of my time. There were no video shows to put it on, so it was shown on the All-Nite Show." Her video experimenting goes back further. "I had the idea from 1977 that I wanted to do videos for my music," she explains, "but it actually took me until 1980 to put it in motion and '81 to finish it." She recently directed for CBC-TV's Vid Kids 1987 season, and she is currently Segment Producing/Directing for CBC-TV network's It's Only Rock & Roll.

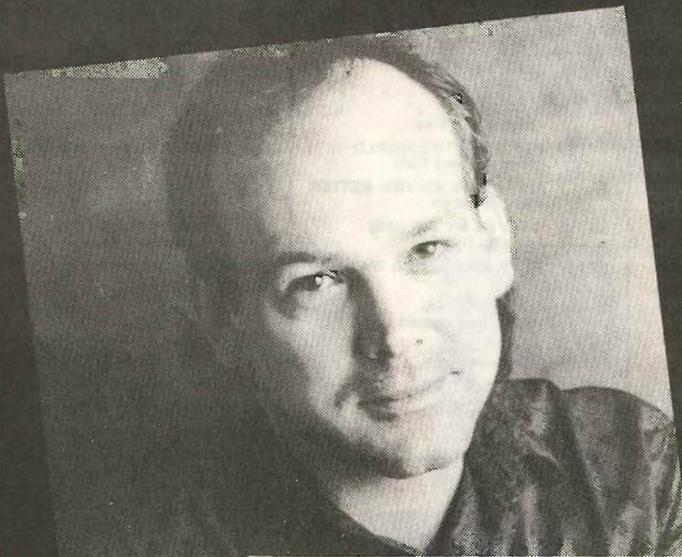
A Torontonian, Everything released her own album, Boob Tube, independently in 1984. In 1985 she was signed to Quality and released a 12" single titled No Pleasure, which did quite well, but before she could release an album "Quality went under" she sadly recalls.

forthcoming months, many other ideas are to be implemented, setting the wheels in motion for a dramatic increase in sales for the music industry, at least company president, Tony Hirsch, hopes so.

The retail industry in North America has long suffered from the effects of "low balling", the bottom dollar philosophy of competition where margins are low, adequately covering costs. No excess capitol thus has ever been generated for individual store expansion, improvement or proper training of staff, because of this historical phenomena.

The idea, says Hirsch, is to charge the consumer a "reasonable" price for music product, then re-invest the margin into the "process of retailing," consequently raising the standard of retail operations and increasing the size of the marketplace to everyone's benefit.

"What you saw in the West End of London three years ago," Hirsch explains, "was a market perhaps a third of the size it is now, simply because other retailers had come in and spent a lot of money on the process of retailing, on professional standards of



DON DIXON
Your Sister Told Me (B-75012)
 The first single from
Romeo At Juilliard (ST/4XT-73243)
 CHR on your desk now

Already in the grooves at:
 K97 (Kamloops)-FM104-KIK-FM-CKIS-CITI-FM96-ROCK103-OZFM
 CFMI-CFNY-CHEZ-O107-CHOM-O104-I A107 and 94FM
 Shouldn't you be?
 ENIGMA Enigma Canada is distributed by Capitol Records-EMI of Canada



Los Lobos and WEA Canada celebrate their first Canadian awards backstage after opening in Toronto for U2. They received double platinum, a world first for the soundtrack, now four-times platinum and still selling. How Will The Wolf Survive is now over gold. WEA's Randy Sharrard, JoAn Kaeding, Garry Newman and Roger Desjardins make the presentation.

COAST TO COAST



TOP THIRTY WESTERN CANADA

- 1 1 I THINK WE'RE ALONE
- Tiffany
- 2 3 HEAVEN IS A PLACE
- Belinda Carlisle
- 3 4 TIME OF MY LIFE
- Jennifer Warnes/Bill Medley
- 4 13 FAITH
- George Michael
- 5 2 MONY MONY
- Billy Idol
- 6 8 BRILLIANT DISGUISE
- Bruce Springsteen
- 7 7 CONTACT
- Platinum Blonde
- 8 14 BEEN IN LOVE BEFORE
- Cutting Crew
- 9 6 BAD
- Michael Jackson
- 10 5 CAUSING A COMMOTION
- Madonna
- 11 11 STREETS HAVE NO NAME
- U2
- 12 15 THE ONE I LOVE
- R.E.M.
- 13 23 POP GOES THE WORLD
- Men Without Hats
- 14 10 IT'S A SIN
- Pet Shop Boys
- 15 9 HERE I GO AGAIN
- Whitesnake
- 16 12 LITTLE LIES
- Fleetwood Mac
- 17 17 C'MON LET'S GO
- Los Lobos
- 18 18 STAY WITH ME
- Tu
- 19 24 WE'LL BE TOGETHER
- Sting
- 20 21 TRY
- Blue Rodeo
- 21 28 SO EMOTIONAL
- Whitney Houston
- 22 20 DANCE DESIRE
- Haywire
- 23 ... I WON'T FORGET YOU
- Polson
- 24 29 SHOULD'VE KNOWN BETTER
- Richard Marx
- 25 30 HOURGLASS
- Squeeze
- 26 ... SHAKE YOUR LOVE
- Debbie Gibson
- 27 27 LOVE WILL FIND A WAY
- Yes
- 28 19 CASANOVA
- Levert
- 29 ... ANIMAL
- Def Leppard
- 30 ... GOT MY MIND SET ON YOU
- George Harrison



TOP THIRTY CENTRAL CANADA

- 1 1 MONY MONY
- Billy Idol
- 2 5 I THINK WE'RE ALONE
- Tiffany
- 3 3 TRY
- Blue Rodeo
- 4 6 TIME OF MY LIFE
- Jennifer Warnes/Bill Medley
- 5 4 HEAVEN IS A PLACE
- Belinda Carlisle
- 6 15 FAITH
- George Michael
- 7 7 CAUSING A COMMOTION
- Madonna
- 8 CASANOVA
- Levert
- 9 2 ONLY IN MY DREAMS
- Debbie Gibson
- 10 12 IT'S A SIN
- Pet Shop Boys
- 11 10 HERE I GO AGAIN
- Whitesnake
- 12 14 THE ONE I LOVE
- R.E.M.
- 13 11 BAD
- Michael Jackson
- 14 13 BRILLIANT DISGUISE
- Bruce Springsteen
- 15 8 LOST IN EMOTION
- Lisa Lisa & Cult Jam
- 16 9 HEARD A RUMOUR
- Bananarama
- 17 21 WE'LL BE TOGETHER
- Sting
- 18 19 CONTACT
- Platinum Blonde
- 19 24 POP GOES THE WORLD
- Men Without Hats
- 20 23 STAY WITH ME
- Tu
- 21 27 BEEN IN LOVE BEFORE
- Cutting Crew
- 22 22 U GOT THE LOOK
- Prince
- 23 29 GOT MY MIND SET ON YOU
- George Harrison
- 24 17 LITTLE LIES
- Fleetwood Mac
- 25 ... SHOULD'VE KNOWN BETTER
- Richard Marx
- 26 26 HOURGLASS
- Squeeze
- 27 28 C'MON LET'S GO
- Los Lobos
- 28 ... SO EMOTIONAL
- Whitney Houston
- 29 ... WHEN A MAN LOVES
- Luba
- 30 18 PAPER IN FIRE
- John Mellencamp



TOP THIRTY EASTERN CANADA

- 1 4 I THINK WE'RE ALONE
- Tiffany
- 2 1 MONY MONY
- Billy Idol
- 3 8 TIME OF MY LIFE
- Jennifer Warnes/Bill Medley
- 4 2 TRY
- Blue Rodeo
- 5 3 CAUSING A COMMOTION
- Madonna
- 6 9 BRILLIANT DISGUISE
- Bruce Springsteen
- 7 11 HEAVEN IS A PLACE
- Belinda Carlisle
- 8 7 IT'S A SIN
- Pet Shop Boys
- 9 5 HERE I GO AGAIN
- Whitesnake
- 10 10 CASANOVA
- Levert
- 11 6 BAD
- Michael Jackson
- 12 19 NOTHING'S GONNA STOP
- Samantha Fox
- 13 24 FAITH
- George Michael
- 14 18 THE ONE I LOVE
- R.E.M.
- 15 20 CONTACT
- Platinum Blonde
- 16 14 U GOT THE LOOK
- Prince
- 17 15 HEARD A RUMOUR
- Bananarama
- 18 16 CARRIE
- Europe
- 19 25 BEEN IN LOVE BEFORE
- Cutting Crew
- 20 27 GOT MY MIND SET ON YOU
- George Harrison
- 21 29 WE'LL BE TOGETHER
- Sting
- 22 22 STAY WITH ME
- Tu
- 23 21 LITTLE LIES
- Fleetwood Mac
- 24 26 POP GOES THE WORLD
- Men Without Hats
- 25 ... SHOULD'VE KNOWN BETTER
- Richard Marx
- 26 17 ONLY IN MY DREAMS
- Debbie Gibson
- 27 ... LOVE WILL FIND A WAY
- Yes
- 28 ... SO EMOTIONAL
- Whitney Houston
- 29 ... HOURGLASS
- Squeeze
- 30 ... C'MON LET'S GO
- Los Lobos



TOP THIRTY

- 1 5 WE'LL BE TOGETHER
- Sting
- 2 8 HEAVEN IS A PLACE
- Belinda Carlisle
- 3 3 ANIMAL
- Def Leppard
- 4 4 TIME STAND STILL
- Rush
- 5 6 THE ONE I LOVE
- R.E.M.
- 6 7 TIME OF MY LIFE
- Jennifer Warnes/Bill Medley
- 7 10 BRILLIANT DISGUISE
- Bruce Springsteen
- 8 9 FAITH
- George Michael
- 9 1 MONY MONY
- Billy Idol
- 10 2 IT'S A SIN
- Pet Shop Boys
- 11 15 POP GOES THE WORLD
- Men Without Hats
- 12 13 LITTLE LIES
- Fleetwood Mac
- 13 18 HOURGLASS
- Squeeze
- 14 17 BEEN IN LOVE BEFORE
- Cutting Crew
- 15 20 CHERRY BOMB
- John Mellencamp
- 16 19 SKELETONS
- Stevie Wonder
- 17 11 CONTACT
- Platinum Blonde
- 18 24 GOT MY MIND SET ON YOU
- George Harrison
- 19 28 WAY YOU MAKE ME FEEL
- Michael Jackson
- 20 21 PERSONA NON GRATA
- Gino Vannelli
- 21 12 BAD
- Michael Jackson
- 22 24 U GOT THE LOOK
- Prince
- 23 ... SO EMOTIONAL
- Whitney Houston
- 24 27 LOVE WILL FIND A WAY
- Yes
- 25 26 THINGS I DO FOR MONEY
- Northern Pikes
- 26 ... SHAKE YOUR LOVE
- Debbie Gibson
- 27 16 STREETS HAVE NO NAME
- U2
- 28 ... SHOULD'VE KNOWN BETTER
- Richard Marx
- 29 22 WHO WILL YOU RUN TO
- Heart
- 30 ... VALERIE
- Steve Winwood

HIT BREAKERS



CARYN HANLON
A&A - Ottawa
picks
INXS
Kick



DON BERNS
CFNY - Toronto
picks
I NEED A MAN
Eurythmics

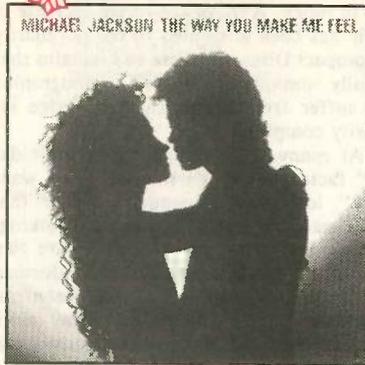


STEPHANIE LORD
A&A's - Yonge St. - Toronto
picks
MADONNA
You Can Dance



BARRY TISDALL
Robln - Toronto
picks
CHERRY BOMB
John Mellencamp

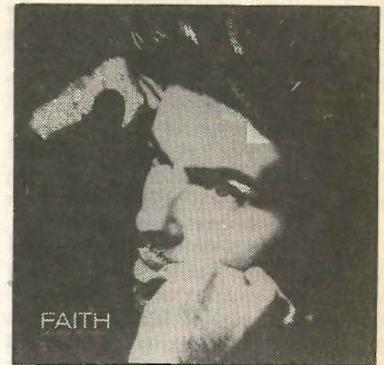
ONLY 31 MORE HIT PLAYING DAYS UNTIL CHRISTMAS!



Michael Jackson
THE WAY YOU MAKE ME FEEL
hit no.2 from the multi-platinum album
BAD



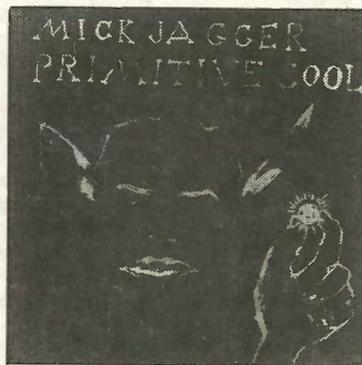
Bruce Springsteen
TUNNEL OF LOVE
hit no.2 from the multi-platinum album
TUNNEL OF LOVE



George Michael
FAITH
hit no.2 from the almost-platinum album
FAITH



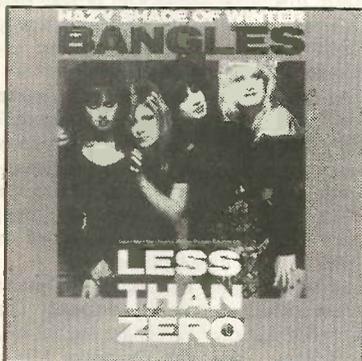
Loverboy
LOVE WILL RISE AGAIN
hit no.2 from the almost-platinum album
WILDSIDE



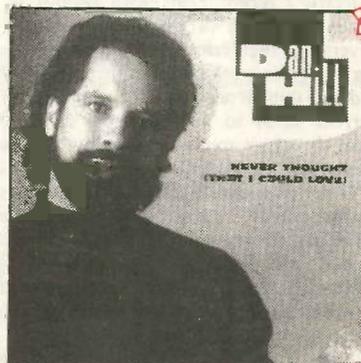
Mick Jagger
THROWAWAY
hit no.2 from the almost-platinum album
PRIMITIVE COOL



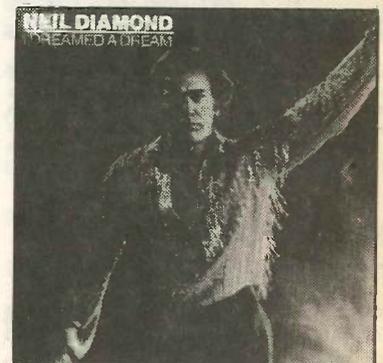
Europe
CHEROKEE
hit no.3 from the multi-platinum album
THE FINAL COUNTDOWN



Bangles
HAZY SHADE OF WINTER
hit no.1 from the soon-to-be-huge soundtrack
LESS THAN ZERO



Dan Hill
**NEVER THOUGHT
(THAT I COULD LOVE)**
hit no.2 from the incredibly successful album
DAN HILL



Neil Diamond
I DREAMED A DREAM
hit no.1 from the long-anticipated album
HOT AUGUST NIGHT II

CBS
THE MUSIC PEOPLE

KEEPING THE HEAT ON THE STREET

systems, and the customers reacted to that investment and the market has grown.

"It's not as if you're just slicing up the cake," he continues. "You're actually expanding the marketplace through the process of professional retailing and therefore I think HMV can exist happily alongside Sam's and A&A's. Everybody can make a reasonable dollar and everybody can invest in their stores, then we'll see a sizeable increase in the volume of dollars being spent on music. I've seen it happen before."

The HMV Group, formed last year, are operating in four countries, but expansion plans include the markets of the U.S., Japan, Europe and Australia. In Canada, Hirsch has hired Bob Goodwin (formerly a marketing executive with Rent-A-Wreck), to coordinate Mr. Sound's and Sherman's similar efforts.

"To me," says Goodwin, "music retailing is upside down. The best product, your newest and most exciting product, should be prime dollar and it's not. It's literally given away and that doesn't make sense. Once you set the 'great price' thing, it's hard to get away from it.

"It's the old story of ruts deepen into graves. When you get into a rut, you just don't know how to get out. But the other side is that sometimes you don't have to. Your volume, your growth, keep moving just out of sheer need for the product, and so the volume is there, business goes on. You don't overly creative when I've already got it coming to me. What do I need to do . . . other



Winner of WEA's Hard Rock promotion for a replica of Motley Crue member Mick Marrs guitar, was Steve Simmon from Ottawa, who picked up the prize at Motley Crue's Ottawa date (l to r) WEA Ont. Branch Mgr. Herb Forgle, Simmon, Marrs and WEA Ottawa rep Mary Armstrong.

Jesus & Mary Chain's Reid charged in Toronto

In answer to the complaints of two patrons in a Toronto night spot that they had been struck with a microphone during a performance by the Jesus and Mary Chain, police arrested James Reid, lead singer of the Scottish band (Nov. 14).

The audience reportedly became abusive during the band's performance, which led to the assault of the two complainants. Neither of the injuries were serious.

The 25-yr. old Reid, who resides in London, England, remained in custody over night, and appeared in Provincial Court at Toronto's Old City Hall the following day.

than compete on price.' So, you make your living."

In London, the music retail industry has made giant steps at presenting their stores as a form of enjoyment, of entertainment. Disc jockeys pump out the hits in each mega-store, such as HMV's huge 32,000 sq. ft. Oxford Street location, as well as new bands are showcased "live" weekly to shoppers. Although initial reaction from within the industry suggested records couldn't be sold through window dressing, the opposite has, in fact, become the obvious.

"I think it would be in the interest of the retail industry at least to test the theories," adds Hirsch, "and it would be nice for the industry, not only retail, but the manufacturing side also, to try and look at having more money spent on retail, and the process of retailing.

"But it requires an act of faith," he concludes. "I think the very least we should do is to try out these ideas. If they don't work, fine. But give it a chance. Because at the end of the day, we can't be way out on price, and you've got to go with the competition. You

Electric supplies national outlet for independents

Electric Distribution, taken as a percentage of total sales within the music industry, does not hold a proportionately large share of the marketplace but having cracked the Top 40 barrier this past summer with the hit Holiday Rap, the leading independent distributor now warrants serious attention at both radio and retail.

The company's president, Dominique Zgarka, says sales have been increasing steadily on a monthly basis this year and this accelerated growth has led to some internal changes, such as the hiring of Joel Pye as their Sales and Marketing Manager, a newly created position.

"I don't think there's been a change in the marketplace," Zgarka points out, "Radio and retail have always been open to any good product. They don't carry shit because they don't have the space for it, and why should they? It's as simple as that."

Electric's recent deals with several independent labels, of varying musical genres, has diversified their releases to the extent that during any given week they can offer product from dance (which accounts for roughly half of current sales) to heavy metal, or from classical to reggae music, and everything in between.

"If our aim, over a ten year period, was to become one of the seven majors, then we would be just like them at that point and we'd lose our niche in the marketplace," elaborates Zgarka. "There's a certain size at which we must stop acquiring to be able to continue giving that specialization.

"Now . . . what dollar figure that will be . . . nobody knows. Once we work a record and it becomes a hit, if we had consecutive hits then the sales at that point would be enormous. Growth has to come from the success of the artists on each of the labels; success can't come from acquiring more labels or we'll defeat the whole purpose."

Over the past several years, Electric has certainly established itself in the dance market, and contrary to recently released CRIA statistics, which indicate horrific

have to be competitive, and we will be. But I think it will be unfortunate if we have to go on being that way forever and ever.

The majority of the people who enter record stores don't do so because one particular title happens to be priced at \$4.99, and is considered a bargain. Most people walk into a store with no actual purpose in mind - just to browse; to see what's happening and keep in touch. A lot of the recent increase in traffic has been attributed to the popularity of Compact Discs, yet there still remains that virtually untapped "upper" demographic who suffer from a musical knowledge inferiority complex.

At many retail outlets, the "intimidation" factor exists; it's the old "You want what?" look and subsequent snicker that causes many to choose to keep on walking. Training programs and incentives are two ways to maintain a reliable and informed staff; both of these have already been implemented by Hirsch. Shortly, many more ideas will boost sales in an already weak market.

declines of 12" singles, the distributor (who does not report to CRIA but to CIRPA) has sold nearly a quarter of a million units alone in that particular market this year.

Those marketing efforts do not go unnoticed either, as Holiday Rap sold in excess of 150,000 copies, radio stations also enjoyed the song's popularity.

Economies of scale simply do not allow major record labels to chase records that may only sell 15,000 units, says Zgarka, but those are his bread and butter; radio airplay is the "gravy," he adds. "To a certain degree, because of their size, the majors have to concentrate on records that have the potential of selling in large numbers. So, that has formed a niche in the marketplace for us.

"Also, on the specialized product, it takes a certain amount of manpower, and a multi-national must justify whether they want to use that manpower or not. But other than form this niche, we've also proven that we can break records at Top 40; that basically radio and retail have nothing against independents, that's some kind of myth.

"As far as radio and retail go," Zgarka stresses, "you've got to be professional and if you're going to promote your record properly and support your tours and do the merchandising and marketing properly and bring the record to the level that they feel confident that they should either play the record or front rack it, then they'll cooperate."

Labels distributed by Electric in Canada at present include Amok, Quicksound, The Label, Moonshadow, Freedom, MusicLine, Nash, Trilogy, Isba, the Canadian Music Centre (a classical music non-profit organization) and Pacific Wave; as well as the established Power, Boulevard, Somersault, Marquis Shanachie, Unidisc and Coach House labels.

"We only can give them our opinion, our advice," Zgarka concludes, "and try to help as much as possible because the more they sell, the more we sell, and that's what we're in the business of doing. But it's up to them to refuse or accept the information."

CANADA'S ONLY NATIONAL 100 ALBUM SURVEY

- | | | | | | |
|-----|-----|------|---|--|--|
| 1 | 1 | (7) | BILLY IDOL
Vital Idol (Chrysalis)
CHXC-41620-J (Cassette CHS-41620-J) | | |
| 2 | 3 | (13) | JOHN COUGAR MELLENCAMP
The Lonesome Jubilee (Mercury)
832 465-1-Q (Cassette 832 675-4-Q) | | |
| 3 | 2 | (7) | BRUCE SPRINGSTEEN
Tunnel Of Love (Columbia)
OC-40999-H (Cassette OCT-40999-H) | | |
| 4 | 4 | (11) | DIRTY DANCING
Soundtrack (RCA)
#408-1-R-N (Cassette 6408-4-R-N) | | |
| 5 | 5 | (7) | STING
Nothing Like The Sun (A&M)
SP-6402-W (Cassette CS-6402-W) | | |
| 6 | 7 | (34) | WHITESNAKE
Whitesnake (Geffen)
XGHS-24009-P (Cassette M5-24009-P) | | |
| 7 | 6 | (37) | U2
The Joshua Tree (Island)
ISX-1127-J (Cassette ISXC-1127-J) | | |
| 8 | 8 | (11) | PINK FLOYD
A Momentary Lapse Of Reason (Columbia)
OC-40599-H (Cassette OCT-40599-H) | | |
| 9 | 10 | (16) | DEF LEPPARD
Hysteria (Vertigo)
830 675-1-Q (Cassette 830 675-4-Q) | | |
| 10 | 9 | (19) | LA BAMBA
Soundtrack (Warner Bros)
92-56051-P (Cassette 92-56054-P) | | |
| 11 | 12 | (32) | FLEETWOOD MAC
Tango In The Night (Warner Bros)
92-54711-P (Cassette 92-54714-P) | | |
| 12 | 11 | (12) | MICHAEL JACKSON
Bad (Epic)
OE-40600-H (Cassette OET-40600-H) | | |
| 13 | 13 | (12) | R.E.M.
Document (I.R.S.)
IRS-42059-J (Cassette IRSC-42059-J) | | |
| 14 | 31 | (4) | A VERY SPECIAL CHRISTMAS
Various Artists (A&M)
SP-3911-W (Cassette CS-3911-W) | | |
| 15 | 15 | (26) | WHITNEY HOUSTON
Whitney (Arista)
AL-8405-N (Cassette AC-8405-N) | | |
| 16 | 14 | (7) | YES
Big Generator (Atco)
79-05221-P (Cassette 79-05224-P) | | |
| 17 | 18 | (12) | AEROSMITH
Permanent Vacation (Geffen)
XGHS-24162-P (Cassette M5-24162-P) | | |
| 18 | 28 | (5) | BELINDA CARLISLE
Heaven On Earth (MCA)
MCA-42080-J (Cassette MCAC-42080-J) | | |
| 19 | 16 | (10) | PET SHOP BOYS
Actually (Manhattan)
ELJ-48972-F (Cassette EAJ-46972-F) | | |
| 20 | 23 | (11) | BLUE RODEO
Outskirts (Risque Disque)
25-47181-P (Cassette 25-47184-P) | | |
| 21 | 17 | (13) | NEW ORDER
Substance 1987 (Factory)
832 616-1-Q (Cassette 832 616-4-Q) | | |
| 22 | 19 | (11) | RUSH
Hold Your Fire (Anthem)
ANR-1-1051-F (Cassette 4AN-1-1051-F) | | |
| 23 | 21 | (8) | KISS
Crazy Nights (Mercury)
832 626-1-Q (Cassette 832 626-4-Q) | | |
| 24 | 22 | (27) | HEART
Bad Animals (Capitol)
PJ-12546-F (Cassette 4PJ-12546-F) | | |
| 25 | 25 | (7) | PLATINUM BLONDE
Contact (Columbia)
FE-40949-H (Cassette FET-40949-H) | | |
| 26 | 20 | (29) | SUZANNE VEGA
Solitude Standing (A&M)
SP-5136-W (Cassette CS-5136-W) | | |
| 27 | 27 | (6) | SMITHS
Strangeways, Here We Come (Sire)
92-56491-P (Cassette 92-56494-P) | | |
| 28 | 29 | (5) | DEPECHE MODE
Music For The Masses (Sire)
92-56141-P (Cassette 92-56144-P) | | |
| 29 | 24 | (15) | HAYWIRE
Don't Just Stand There (Attc)
LAT-1239-W (Cassette CAT-1239-W) | | |
| 30 | 50 | (3) | INXS
Kick (Atlantic)
78-17961-P (Cassette 78-17964-P) | | |
| 31 | 49 | (3) | ROBBIE ROBERTSON
Robbie Robertson (Geffen)
XGHS-24160-P (Cassette M5-24160-P) | | |
| 32 | 32 | (7) | VAN MORRISON
Poetic Champions Compose (Mercury)
832 585-1-Q (Cassette 832 585-4-Q) | | |
| 33 | 33 | (9) | ELTON JOHN
Greatest Hits Vol III (Geffen)
XGHS-24153-P (Cassette M5-24153-P) | | |
| 34 | 26 | (11) | THE CARS
Door To Door (Elektra)
96-07471-P (Cassette 96-07474-P) | | |
| 35 | 30 | (59) | BON JOVI
Slippery When Wet (Mercury)
830 264-1-Q (Cassette 830 264-4-Q) | | |
| 36 | 37 | (6) | SUPERTRAMP
Free As A Bird (A&M)
SP-9502-W (Cassette CS-9502-W) | | |
| 37 | 35 | (13) | LOVERBOY
Wildside (Columbia)
OC-40893-H (Cassette OCT-40893-H) | | |
| 38 | 38 | (18) | WHO'S THAT GIRL
Soundtrack (Sire)
92-56111-P (Cassette 92-56114-P) | | |
| 39 | 36 | (9) | SAMANTHA FOX
Samantha Fox (Jive)
1061-1-J-N (Cassette 1061-4-J-N) | | |
| 40 | 34 | (14) | HELIX
Wild In The Streets (Capitol)
CLT-46920-F (Cassette CAT-46920-F) | | |
| 41 | 39 | (8) | BANANARAMA
Wow (London)
828 061-1-Q (Cassette 828 061-4-Q) | | |
| 42 | 42 | (7) | ROGER HODGSON
Hai Hai (A&M)
SP-9503-W (Cassette CS-9503-W) | | |
| 43 | 43 | (10) | DEBBIE GIBSON
Out Of The Blue (Atlantic)
78-17801-P (Cassette 78-17804-P) | | |
| 44 | 40 | (19) | RICHARD MARX
Richard Marx (Manhattan)
ST-53049-F (Cassette 4XT-53049-F) | | |
| 45 | 41 | (10) | MICK JAGGER
Primitive Cool (Columbia)
OC-40919-H (Cassette OCT-40919-H) | | |
| 46 | 73 | (2) | GEORGE HARRISON
Cloud Nine (Dark Horse)
92-56431-P (Cassette 92-56434-P) | | |
| 47 | 51 | (19) | ELTON JOHN
Live In Australia (MCA)
MCA2-8022-J (Cassette MCAC2-8022-J) | | |
| 48 | 48 | (72) | MADONNA
True Blue (Sire)
92-54421-P (Cassette 92-54424-P) | | |
| 49 | 47 | (29) | RANDY TRAVIS
Always And Forever (Warner Bros)
92-55681-P (Cassette 92-55684-P) | | |
| 50 | 79 | (2) | BRYAN FERRY
Bette Noir (Reprise)
92-55981-P (Cassette 92-55984-P) | | |
| 51 | 45 | (63) | PAUL SIMON
Graceland (Warner Bros)
92-54471-P (Cassette 92-54474-P) | | |
| 52 | 46 | (20) | NORTHERN PIKES
Big Blue Sky (Virgin)
VL-3001-W (Cassette VLA-3001-W) | | |
| 53 | 44 | (11) | METALLICA
Garage Days Revisited (Elektra)
96-07571-P (Cassette 96-07574-P) | | |
| 54 | 55 | (43) | EUROPE
The Final Countdown (Epic)
FE-40241-H (Cassette FET-40241-H) | | |
| 55 | 59 | (7) | JETHRO TULL
Crest Of A Knave (Chrysalis)
CHS-41590-J (Cassette CHSC-41590-J) | | |
| 56 | 62 | (7) | THE GRAPES OF WRATH
Tree House (Capitol)
CLT-48018-F (Cassette CAT-48018-F) | | |
| 57 | 57 | (5) | THE FAT BOYS
Crushin' (Polydor)
831 948-1-Q (Cassette 831 948-4-Q) | | |
| 58 | 58 | (13) | TOM WAITS
Frank's Wild Years (Island)
ISL-1129-J (Cassette ISLC-1129-J) | | |
| 59 | 52 | (10) | MR. MISTER
Go On (RCA)
62676-1-R-N (Cassette 62676-4-R-N) | | |
| 60 | 60 | (4) | LOVE AND ROCKETS
Earth Sun Moon (Vertigo)
832 813-1-Q (Cassette 832 813-4-Q) | | |
| 61 | 56 | (16) | GRATEFUL DEAD
In The Dark (Arista)
AL-8452-N (Cassette AC-8452-N) | | |
| 62 | NEW | | GEORGE MICHAEL
Faith (Columbia)
OC-40867-H (Cassette OCT-40867-H) | | |
| 63 | 53 | (32) | THE CULT
Electric (Vertigo)
830 916-1-Q (Cassette 830 916-4-Q) | | |
| 64 | 54 | (16) | LL COOL J
Bigger And Deffer (Def Jam)
FC-40793-H (Cassette FCT-40793-H) | | |
| 65 | 63 | (29) | LISA LISA AND CULT JAM
Spanish Fly (Columbia)
FC-40477-H (Cassette FCT-40477-H) | | |
| 66 | 64 | (28) | DWIGHT YOAKAM
Hillbilly Deluxe (Reprise)
92-55671-P (Cassette 92-55674-P) | | |
| 67 | 67 | (25) | CHALK CIRCLE
Mending Wall (Duke Street)
DSR-31035-J (Cassette DSR-31035-J) | | |
| 68 | 68 | (9) | THE JITTERS
The Jitters (Capitol)
CLT-48126-F (Cassette CAT-48126-F) | | |
| 69 | 69 | (7) | 54-40
Show Me (Warner Bros)
92-55721-P (Cassette 92-55724-P) | | |
| 70 | 70 | (6) | THE BEATLES
Ballads (Capitol)
SL-9612-F (Cassette 4XL-9612-F) | | |
| 71 | 61 | (12) | ABC
Alphabet City (Vertigo)
#32 391-1-Q (Cassette 832 391-4-Q) | | |
| 72 | 65 | (14) | THE LOST BOYS
Soundtrack (Atlantic)
78-17671-P (Cassette 78-17674-P) | | |
| 73 | NEW | | STEVIE WONDER
Characters (Motown)
MOX-6248-J (Cassette MOXC-6248-J) | | |
| 74 | 71 | (23) | KENNY G
Duotones (Arista)
AL8-8427-N (Cassette AC8-8427-N) | | |
| 75 | 77 | (45) | RITA MacNEIL
Flying On Your Own (Lupins/Virgin)
RM-1001-W (Cassette RMC-1001-W) | | |
| 76 | 72 | (26) | BEVERLY HILLS COP II
Various Artists (MCA)
MCA-6207-J (Cassette MCAC-6207-J) | | |
| 77 | 82 | (4) | BILLY JOEL
Kohoutek (Columbia)
PC2-40996-H (Cassette PC2T-40996-H) | | |
| 78 | 86 | (4) | TIFFANY
Tiffany (MCA)
MCA-5793-J (Cassette MCAC-5793-J) | | |
| 79 | 81 | (4) | ALICE COOPER
Raise Your Fist And Yell (MCA)
MCA-42091-J (Cassette MCAC-42091-J) | | |
| 80 | 83 | (5) | SAGA
Wildest Dreams (A&M/Bon Aire)
AMD-1100-W (Cassette AMC-1100-W) | | |
| 81 | 88 | (2) | TRIUMPH
Surveillance (MCA)
MCA-42083-J (Cassette MCAC-42083-J) | | |
| 82 | 84 | (3) | JANE SibERRY
The Walking (Duke Street)
DSR-31040-J (Cassette DSR-31040-J) | | |
| 83 | 76 | (4) | DREAM ACADEMY
Remembrance Days (Reprise)
92-56251-P (Cassette 92-56254-P) | | |
| 84 | 92 | (2) | MEN WITHOUT HATS
Pop Goes The World (Mercury)
832 730-1-Q (Cassette 832 730-4-Q) | | |
| 85 | 87 | (3) | THE ALARM
Eye Of The Hurricane (I.R.S.)
IRS-42061-J (Cassette IRSC-42061-J) | | |
| 86 | 85 | (8) | BEE GEES
E.S.P. (Warner Bros)
92-55411-P (Cassette 92-55414-P) | | |
| 87 | 89 | (5) | FM
Tonight (Duke Street)
DSR-31012-J (Cassette DSR-31012-J) | | |
| 88 | 90 | (3) | THE HOUSEMARTINS
People Who Grinned Themselves To Death (Go Discs)
CHS-46009-J (Cassette CHSC-46009-J) | | |
| 89 | 91 | (4) | LEVERT
The Big Throwdown (Atlantic)
78-17731-P (Cassette 78-17734-P) | | |
| 90 | 66 | (21) | T'PAU
T'Pau (Virgin)
VL-2414-W (Cassette VLA-2414-W) | | |
| 91 | NEW | | STEVE WINWOOD
Chronicles (Island)
92-56601-P (Cassette 92-56604-P) | | |
| 92 | 94 | (3) | JOE COCKER
Unchain My Heart (Capitol)
CLT-48285-F (Cassette CAT-48285-F) | | |
| 93 | 93 | (5) | MICHAEL BREEN
Michael Breen (Alert)
BD-1007-Q (Cassette BD4-1007-Q) | | |
| 94 | 75 | (28) | MOTLEY CRUE
Girls! Girls! Girls! (Elektra)
96-07251-P (Cassette 96-07254-P) | | |
| 95 | 95 | (21) | ROGER WATERS
Radio K.A.O.S. (Columbia)
FC-40795-H (Cassette FCT-40795-H) | | |
| 96 | NEW | | EARTH, WIND & FIRE
Touch The World (Columbia)
FC-40596-H (Cassette FCT-40596-H) | | |
| 97 | 96 | (47) | RANDY TRAVIS
Storms Of Life (Warner Bros)
92-54351-P (Cassette 92-54354-P) | | |
| 98 | 98 | (8) | GREAT WHITE
Once Bitten (Capitol)
ST-12585-F (Cassette 4XT-12585-F) | | |
| 99 | 99 | (61) | ANITA BAKER
Rapture (Elektra)
96-04441-P (Cassette 96-04444-P) | | |
| 100 | 74 | (42) | CROWDED HOUSE
Crowded House (Capitol)
ST-12485-F (Cassette 4XT-12485-F) | | |

Compiled weekly from record store, radio station and record company reports.

RPM COUNTRY SINGLES

NOVEMBER 28, 1987

Record distributor code

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

- | | | | | | | | | | | | | | | |
|----|----|------|---|----------|----|------|--|--|----------|----|-----|---|--|----------|
| 1 | 2 | (12) | I WON'T NEED YOU ANYMORE
Randy Travis - Warner Bros. - 92-82467-P
(LP) Always And Forever - 92-556841-P | 21 | 21 | (11) | I'M GONNA FOLLOW MY MUSIC
Marty Gillan - Comstock - CCM-1854
(LP) N/A | MA
PI | 41 | 46 | (4) | MARY LOU
Ronnie Hawkins - Epic - E4-3022-H
(LP) Hello Again - Mary Lou - PEC-80127-H | MA
PI | |
| 2 | 5 | (6) | TRY
Blue Rodeo - Risque Disque - 25-82917-P
(LP) Outskirts - 25-47181-P | MA
PI | 22 | 24 | (13) | MAMA (You'll Be So Proud Of Me)
Bootleg - Rana - RRO-13
(LP) N/A | MA
PI | 42 | 49 | (3) | I'M TIRED
Ricky Skaggs - Epic - 34-07416-H
(LP) N/A | |
| 3 | 3 | (9) | LYNDA
Steve Wariner - MCA - 53160-J
(LP) It's A Crazy World - MCA-5926-J | | 23 | 34 | (5) | I PREFER THE MOONLIGHT
Kenny Rogers - RCA - 5258-7-N
(LP) I Prefer The Moonlight - 6484-1-N | | 43 | 51 | (4) | SHE'S TOO GOOD TO BE TRUE
Exile - Epic - 34-07135-H
(LP) Hang On To Your Heart - FE-4000-H | |
| 4 | 6 | (10) | SHE COULDN'T LOVE ME ANYMORE
T. Graham Brown - Capitol - B-44061-F
(LP) Brilliant Conversationalist - ST-12552-F | | 24 | 29 | (6) | HEAVEN CAN'T BE FOUND
Hank Williams Jr. - Warner Bros. - 92-82277-P
(LP) Born To Boogie - 92-559314-P | | 44 | 52 | (3) | ONE STEP FORWARD
Desert Rose Band - MCA/Curb - 53201-J
(LP) The Desert Rose Band - MCA - MC-22935-J | |
| 5 | 7 | (11) | SOMEBODY LIED
Ricky Van Shelton - Columbia - 38-97311-H
(LP) Wild-Eyed Dream - FC-40602-H | | 25 | 31 | (5) | LET'S DO SOMETHING
Vince Gill - RCA - 5257-7-R-N
(LP) The Way Back Home - 5923-1-R-N | | 45 | 45 | (5) | BLUE JEAN QUEEN
Dieter Boheme - Flynn High - FHS-016
(LP) N/A | MA
PI |
| 6 | 13 | (8) | THE LAST ONE TO KNOW
Reba McEntire - MCA - 53159-J
(LP) The Last One To Know - MCA-42030-J | | 26 | 18 | (14) | LOVE ME LIKE YOU USED TO
Tanya Tucker - Capitol - B-44036-F
(LP) Love Me Like You Used To - ST-46870-F | | 46 | 53 | (2) | ONLY LOVE CAN SAVE ME NOW
Crystal Gayle - Warner Bros. - 92-82097-P
(LP) The Best Of - 92-56221-P | |
| 7 | 8 | (9) | ONLY WHEN I LOVE
Holly Dunn - MTM - 72091-H
(LP) Cornerstone - MTM-71063-H | | 27 | 32 | (6) | GIVE BACK MY HEART
Lyle Lovett - MCA/Curb - 55157-J
(LP) Pontiac - MCA-42028-J | | 47 | 47 | (7) | FINISHING TOUCHES
Gary Morris - Warner Bros. - 92-82187-P
(LP) Hits - 92-55811-P | |
| 8 | 10 | (9) | THOSE MEMORIES OF YOU
Parton/Ronstadt/Harris - Warner Bros. - 92-82487-P
(LP) Trio - 92-549114-P | | 28 | 33 | (5) | SWEET LITTLE '66
Steve Earle & The Dukes - MCA - 53182-J
(LP) Exit 0 - MCA-5998-J | | 48 | 57 | (2) | LYIN' IN HIS ARMS AGAIN
Forester Sisters - Warner Bros. - 92-82087-P
(LP) You Again - 92-57114-P | |
| 9 | 1 | (13) | AM I BLUE
George Strait - MCA - 53165-J
(LP) Ocean Front Property - MCA - 52035-J | | 29 | 35 | (4) | MY ROUGH AND ROWDY DAYS
Waylon Jennings - MCA - 53158-J
(LP) A Man Called Hoss - MCA-42038-J | | 49 | 58 | (2) | JUST LOVIN' YOU
The O'Kanes - Columbia - 38-07611-H
(LP) The O'Kanes - FC-40459-H | |
| 10 | 11 | (9) | BONNIE JEAN (Little Sister)
David Lynn Jones - Mercury - MER-110-Q
(LP) Hard Times On The Street (No number) | | 30 | 38 | (7) | I MUST HAVE MADE A MISTAKE
Boone & The Girls - Golden Eagle - GE-150
(LP) N/A | MA
PI | 50 | 50 | (5) | JUST LOOK AT YOU
Robert Buckard - Destiny - 5339
(LP) N/A | MA
PI |
| 11 | 12 | (9) | ONE FOR THE MONEY
T.G. Sheppard - Columbia - 38-07312-H
(LP) One For The Money - FC-40796-H | | 31 | 37 | (5) | I WOULDN'T BE A MAN
Don Williams - Capitol - B-44066-F
(LP) Traces - CLT-48034-F | | 51 | 55 | (3) | WHEELS
Restless Heart - RCA - 5280-7-R-N
(LP) Wheels - 5648-1-R-N | |
| 12 | 15 | (9) | GOTTA GET AWAY
Sweethearts Of The Rodeo - Columbia - 38-07314-H
(LP) Sweethearts Of The Rodeo - FC-40406-H | | 32 | 41 | (4) | ONE FRIEND
Dan Seals - Capitol - 44077-F
(LP) The Best Of - CLT-48308-F | | 52 | 59 | (2) | SURE THING
Foster & Lloyd - RCA - 5281-7-R-N
(LP) Foster & Lloyd - 6372-1-R-N | |
| 13 | 23 | (4) | SOMEWHERE TONIGHT
Highway 101 - Warner Bros. - 92-82237-P
(LP) Highway 101 - 92-56084-P | | 33 | 36 | (5) | GOIN' HOME
Kathy Mattea - Mercury - 888 874-7-Q
(LP) Untasted Honey - 832 793-1-Q | | 53 | NEW | | PLEASE PLEASE BABY
Dwight Yoakam - Reprise - 92-81747-P
(LP) Hillbilly Deluxe - 92-55671-P | |
| 14 | 14 | (12) | TRUE BLUE
Anne Lord - Comstock - COM-1857
(LP) N/A | MA
PI | 34 | 40 | (5) | ISN'T THAT THE STRANGEST THING
Anita Perras & Tim Taylor - Savannah - SRS-862-N
(LP) Anita & Tim - SRL-3625-N | MA
PI | 54 | 54 | (3) | BASIC FACT OF LIFE
Colleen Peterson - Cardinal - CR-9016
(LP) N/A | MA
PI |
| 15 | 17 | (11) | ALL I REALLY NEED
Audie Henry - Canyon Creek - CCR-87-0420
(LP) N/A | MA
PI | 35 | 42 | (4) | IF THERE'S ANY JUSTICE
Lee Greenwood - MCA - 53156-J
(LP) If There's Any Justice - MCA-5999-J | | 55 | NEW | | GOOD GOD, I HAD IT GOOD
Pake McEntire - RCA - 5356-7-R-N
(LP) N/A | |
| 16 | 4 | (13) | TAR TOP
Alabama - RCA - 5222-7-N
(LP) N/A | | 36 | 44 | (3) | IF YOU'RE GONNA TELL ME LIES
Rosemary Sharp - Canyon Creek CCR-87-0908
(LP) N/A | | 56 | 60 | (2) | I'LL PIN A NOTE ON YOUR PILLOW
Billy Joe Royal - Atlantic America - 79-94047-P
(LP) The Royal Treatment - 79-065814-P | |
| 17 | 26 | (8) | DO YA
K.T. Oslin - RCA - 5239-7-N
(LP) '80s Ladies - 5924-7-R-N | | 37 | 28 | (11) | YOUR LOVE
Tammy Wynette - Epic - 34-07226-H
(LP) Higher Ground - FE-40832-H | | 57 | NEW | | WHERE DO THE NIGHTS GO
Ronnie Milsap - RCA - 5259-7-R-N
(LP) Heart & Soul - 6245-1-R-N | |
| 18 | 9 | (12) | RIGHT FROM THE START
Earl Thomas Conley - RCA - 5226-7-R-N
(LP) Too Many Times - 5619-1-R-N | | 38 | 48 | (3) | WHERE DO THE NIGHTS GO
Ronnie Milsap - RCA - 5259-7-R-N
(LP) Heart And Soul - 6245-1-R-N | | 58 | NEW | | CRYING
Roy Orbison/K.D. Lang - Virgin - VS-1413-W
(LP) Hiding Out/Soundtrack - VL-3019-W | |
| 19 | 19 | (8) | ROLLER COASTER
Alibi - Comstock - CCM-1856
(LP) N/A | MA
PI | 39 | 39 | (6) | ALBERTA COWBOY
Floyd Tolman - FMI - 002
(LP) N/A | MA
PI | 59 | NEW | | I CAN'T GET CLOSE ENOUGH
Exile - Epic - 34-07597-H
(LP) Shelter From The Night - 40901-H | |
| 20 | 16 | (15) | MAYBE YOUR BABY'S GOT THE BLUES
The Judds - RCA - 5255-7-R-N
(LP) Heartland - 51916-1-R-N | | 40 | 43 | (5) | IF YOU'RE UP FOR LOVE
Ronnie Prophet - RCA - JB-50956-N
(LP) Ronnie Prophet - KKL1-0582-N | MA
PI | 60 | NEW | | TENNESSEE FLAT TOP BOX
Rosanne Cash - Columbia - 38-07624-H
(LP) King's Record Shop - FC-40777-H | |

Record distributor code

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

RPM ADULT CONTEMPORARY

- | | | | | | | | | | | | | | | |
|----|----|------|--|----|----|-----|--|---|----------|----|-----|---|---|----------|
| 1 | 1 | (7) | BRILLIANT DISGUISE
Bruce Springsteen - Columbia - 38-07595-H
(LP) Tunnel Of Love - OC-40999-H | 11 | 13 | (7) | BELIEVE IN ME
Paul Janz - A&M - AM-738-W
(LP) High Strung - SP-9108-W | MA
PI | 21 | 22 | (5) | MARY LOU
Ronnie Hawkins - Epic - E4-3022-H
(LP) Hello Again - Mary Lou - PEC-80127-H | MA
PI | |
| 2 | 3 | (8) | BREAKOUT
Swing Out Sister - Vertigo - SOV-2388-Q
(LP) It's Better To Travel - 832 323-1-Q | | 12 | 12 | (10) | ALL ALONE
Russ Little - Tembo - TS-8707-N
(LP) Too Outrageous/Soundtrack | MA
PI | 22 | NEW | | SO EMOTIONAL
Whitney Houston - Arista - AS1-9642-N
(LP) Whitney - AL-8405-N | |
| 3 | 2 | (6) | LITTLE LIES
Fleetwood Mac - Warner Bros. - 92-82917-P
(LP) Tango In The Night - 92-54711-P | | 13 | 21 | (4) | VALERIE
Steve Winwood - Island - 92-83217-P
(LP) Chronicles - 92-56601-P | | 23 | 27 | (2) | THE TIME OF MY LIFE
Bill Medley/Jennifer Warnes - RCA - 5224-7-R-N
(LP) Dirty Dancing - 6408-1-R-N | |
| 4 | 4 | (11) | ANYONE CAN DO THE HEARTBREAK
Anne Murray - Capitol - B-44054-F
(LP) Harmony - ST-12562-F | | 14 | 9 | (11) | STAY WITH ME
Tu - RCA - PB-50944-N
(LP) Tu - KKL1-0585-N | MA
PI | 24 | 30 | (2) | MEPHISTO WALTZ
Theo Massop - Moonshadow - MSR-103
(LP) N/A | MA
PI |
| 5 | 15 | (5) | CANDLE IN THE WIND
Elton John - MCA - 53196-J
(LP) Live In Australia - MCA-8022-J | | 15 | 23 | (4) | RUN WITH US
Lisa Loughhead - Run - RN-001
(LP) N/A | MA
PI | 25 | 25 | (4) | CARRIE
Europe - Epic - 34-07282-H
(LP) The Final Countdown - FE-40241-H | |
| 6 | 6 | (9) | DON'T MAKE ME WAIT FOR LOVE
Kenny G w/ Lenny Williams - Arista - AS1-9625-N
(LP) Duotones - AL-8427-N | | 16 | 19 | (8) | FAST TRAIN TO TOKYO
Rita MacNeil - Virgin - RMS-103-W
(LP) Flying On Your Own - RM-1001-W | MA
PI | 26 | NEW | | COME ON LET'S GO
Los Lobos - Warner Bros. - 92-81867-P
(LP) La Bamba/Soundtrack - 92-56052-P | |
| 7 | 7 | (11) | YOU WIN AGAIN
The Bee Gees - Warner Bros. - 92-83517-P
(LP) ESP - 92-554114-P | | 17 | 17 | (9) | WHATEVER HAPPENED TO ROMANCE
Danny Diaz - Jewel - JR-1-71387
(LP) N/A | MA
PI | 27 | 28 | (4) | THE INDEPENDENCE
Marc Jordan - RCA - 5274-7-R-N
(LP) Talking Through Pictures - 5907-1-R-N | MA
PI |
| 8 | 20 | (3) | FAITH
George Michael - Columbia - 38-07623-H
(LP) Faith - OC-40867-H | | 18 | 24 | (4) | HEAVEN IS A PLACE ON EARTH
Belinda Carlisle - MCA - 53181-J
(LP) Heaven On Earth - MCA-42080-J | | 28 | NEW | | I DREAMED A DREAM
Neil Diamond - Columbia - 38-07614-H
(LP) Hot August Night II - 40800-H | |
| 9 | 10 | (11) | PEACE OF MIND
Grapes Of Wrath - Capitol - B73035-F
(LP) Tree House - CLT-48018-F | | 19 | 26 | (3) | NEVER THOUGHT (I Could Love)
Dan Hill - Columbia - 38-07681-H
(LP) Dan Hill - FC-40456-H | MA
PI | 29 | NEW | | TRUE LOVE WILL FIND A WAY
Patrick Norman - Star - STR-3024-H
(LP) Only Love Sets You Free - STR-8001 | MA
PI |
| 10 | 5 | (7) | BAD
Michael Jackson - Epic - 34-07416-P
(LP) Bad - OE-40600-H | | 20 | 29 | (2) | GOT MY MIND SET ON YOU
George Harrison - Dark Horse - 92-81787-P
(LP) Cloud Nine - 92-56431-P | | 30 | NEW | | CRYING
Roy Orbison/K.D. Lang - Virgin - VS-1413-W
(LP) Hiding Out/Soundtrack - VL-3019-W | |

COUNTRY

Hawkins & Hawks to aid Food Bank

Ronnie Hawkins and The Hawks will perform in concert at Convocation Hall (Dec. 5). The concert is being presented by the University of Toronto's SAC (Student Administrative Council). The Hawk will be performing material from his new Epic LP, *Hello Again*. . . Mary Lou. The first single taken from the LP, entitled *Mary Lou*, one of the most popular in Hawkins' repertoire is now moving up country and A/C charts and is expected to break into CHR shortly. The Toronto date will be taped by CBC Radio as part of a 90-minute documentary ala concert, which will be broadcast nationally early next year. Special guests for the concert will be

Orbison/Lang coupling sparks single play

Crying, by Roy Orbison with K.D. Lang, has been taken as the first single from *Hiding Out*, the Original Motion Picture Soundtrack, released by Virgin. The plug side, written by Orbison and Joe Melson, was produced by Pete Anderson and Don and David Was. The single has already been given the nod by A/C and country programmers, and is considered one of the priority tracks on the LP.

The soundtrack also contains performances by Boy George (*Live My Life*), Lolita Pop (*Bang Your Head*), *Pretty Poison* (*Catch Me - I'm Falling*), and *Black Britain* (*Real Life*).

The Razor Backs, a new Toronto band. For every ticket sold, \$1.00 will be given to The Daily Bread Food Bank.

Blue Rodeo close to gold

One of the rare happenings is about to happen in Cancon country. Blue Rodeo is expected to go gold in a matter of days. It's not too often that Canadian country LPs get into the metal circles, but Blue Rodeo moved very quickly with the release of their current single, *Try*, which moves up to No. 2 this week on the RPM Country 60 and holds in at No. 6 on the RPM 100 singles chart. Ironically, it's an AOR station that's presenting this band in concert in Toronto. Q107 will be doing just that at The Copa on Nov. 25, and the show will be broadcast the following Friday (27). Guesting with the *Risque* Disque band will be *Crash Vegas*.

Stoker Brothers taping commercials

The Stoker Brothers, currently on release with their RCA single, *Highway To Heaven*, have been busy with radio commercials for Hamilton's CHAM. The commercials endorse Mohawk Pontiac in Brantford. They have also just taped a new series of commercials. The band will be busy with dates right through to the end of January. They have just completed a very busy November, which included *Point After* in St. Thomas, the *Grand River Hotel* in Cambridge, Hamilton's Dallas, and coming up are Kingston's *Rodeo Roadhouse* (Nov. 24 - 29), Hamilton's *Plantation* (Nov. 30 - Dec. 5), *Jesse's* in Stratford (7 - 12), back to the *Grand River* in Cambridge (17 - 19), Brantford's *Red Onion* (21 - 26), and in January it's back to Dallas in Hamilton (11 - 16), the *Red Onion* in Brant-

ford (18 - 23), and again the *Grand River* in Cambridge (28 - 30).

Donna & Leroy shortchanged

When we were reporting on the programmer comments regarding the Colleen Peterson single (Nov. 14) the Cardinal reply cards were mixed up, and those comments were actually for Donna & Leroy's latest single, *You're So Easy To Love*. Add to those comments: James Lottle of CFTI-FM, who says, "Fantastic song - great vocals." Brent Estabrooks of CJOC, "This song is *So Easy To Love*." and Wade Willey of CKRM, who finds the record, a "Super Song." This single is already charting nationally, and should have a long run. Probably the best outing from this popular pair.

Simpson Brothers get Dirt Band nod

The Simpson Brothers, Dayle and Kevin, are off with their RCA single, *Only Dreaming*, a Dayle original. The single drew the following comment from Jimmy Ibbotson of the Nitty Gritty Dirt Band, "These guys are the freshest sounding duo I've heard since the Judds." The single was produced by Kevin Sands at Calgary's Smooth Rock Studios with Steve Groupe looking after engineering chores. The brothers were backed by Fred Mallette (harmony vocals, lead and rhythm

C-Weed and Sunshine re-unite for release

C-Weed (Errol Ranville), and the Sunshine label have re-united an old recording team of artist and record company. Old Rodeo Cowboys, C-Weed's first single as a solo act, has been released on the Winnipeg-based Sunshine label. Ranville wrote the plug side, which was produced by Craig Fotheringham in the Sunshine recording studio.

The single is directed at lite-Rock, easy listening and country programmers.

One of the more charismatic figures in the Canadian entertainment field, Ranville brought his C-Weed band into national prominence several years ago, resulting in a nomination for a Country Juno in 1984. The band was always foremost in playing benefits for native peoples causes, and, as it happened, his return to the business as a solo act, took place at Winnipeg's *Le Rendez-Vous* in September, a membership fundraiser for the Winnipeg Indian Council of Treaty and Status Indians.

C-Weed's new band comprises returning keyboardist/guitarist/producer Craig Fotheringham, drummer Doug Yule, bassist Gord Raffey, fiddler/guitarist, Tom Dutiaume and singer James Ross.

Coming up is C-Weed's first solo album, which will contain all his own original material. As well, Sunshine will be releasing *A Tribute To Southern Rock*, a concept album showcasing covers of many of the "rocking rebels" including the Charlie Daniels Band. In an interview with Randal McIlroy of the *Winnipeg Free Press* (Sept. 21/87), Ranville explained that "In the '70s, the C-Weed band used to draw fire from country purists for mixing up rock and country. Then when bars began to include dance floors, the band started pulling the crowds." The *Tribute LP* will be on the shelves by the end of November.

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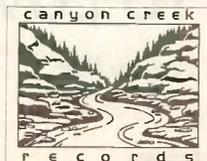
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guitars), Tom Knowles (bass), and Burt Harris (drums). Dayle sings lead and harmony vocals and plays rhythm guitars, and Kevin is on harmony vocals and plays lead guitar. Special guests on the session were: John Cronin (dobro, harmony vocals), Bill Kulyk (banjo), and Myran Szott (fiddle). Very effective picture sleeve with photography by R.G. Anseeuw of Images Unlimited and graphics by Digital Design. These guys could be the top duo of the year. Great stuff.

New singles from Carisse & Fjellgaard

Savannah's Terry Carisse and Gary Fjellgaard move back into action with their latest releases. Carisse is off with Give In, which he co-wrote with Wendy Laporte. This single, was taken from his None Of The Feeling Is Gone LP, produced by Mike Francis, and follows the chart success of Starting Forever Again. Fjellgaard's latest, Once Upon A Time, a Fjellgaard original produced by Howie Vickers, is his follow-up to Walk In The Rain Tonight. Both singles are included on his No Time To Lose LP. These are two Cancon country priority artists, both of whom never fail to make the national chart.

RECORDS TO RADIO - by Anya Wilson

Independent promotion - a recognized force . . . !!

What a high-flying year it's been as independent promotion becomes a recognized and necessary force within the Canadian recording community. Although the year is coming to a close, there's been no slowdown in releases or breakthroughs on various radio formats.

Country radio has given an across-the-board thumbs up to contemporary country artist Sue Medley on her debut single, Crying Over You, on Pacific Wave Records. Even some of the most traditional formats decided to spotlight her. A big thanks to Bill MacNeil, MD of CKPE-FM Sydney, Nova Scotia, who was one of the first to recognize Sue's incredible talent. Another thanks to the Hamilton powerhouse CHAM for their strong chart support of this Vancouver-based act. Last, but not least, Greg Sherrett & CJJR-FM Vancouver who has championed Sue from the beginning. Look for another release from Sue in January

Another country act receiving

widespread support is Texas-based Rosemary Sharp on the Canyon Creek label. Each of her three singles have placed on U.S. trades and the RPM Weekly country charts. Her current single If Your Gonna Tell Me Lies (Tell Me Good Ones) rides the RPM chart at No. 36 this week. An example of the strong reception the record is receiving comes from CHFX-FM in Halifax where MD Paul Kennedy notes the "strong request line action."

The Toronto-based country trio San Antonio Rose have gotten off to a flying start on their debut single Feelin' Fine on RCA. It is receiving strong airplay. In the same vein, veteran Carol Johns' single As Long As We Feel Love on Cardinal Records has just been added at CKRC in Winnipeg.

Finally, John Allan Cameron's album Good Times on Freedom is getting a considerable boost with the success of its first single There Is A Comfort. The popular Maritimer recently completed a concert at Hamilton Place accompanied by the Hamilton Philharmonic.

There is a misconception in some parts of the industry that Anya Wilson Promotion and Publicity handles mainly country-oriented releases and artists. Although the firm is probably without peer in this genre in the Canadian marketplace, this has never

Retirement levee set for Earl Rosen

CIRPA will tie their General Meeting in with a retirement levee for Earl Rosen, former CIRPA Executive Director. The setting will be the John Molson Room, Molson Breweries, on Toronto's waterfront (Nov. 30).

The General Meeting will begin at 3:30 pm, followed by the levee at 4:45 pm with the presentation speech by Jack Richardson.

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Upcoming Dates:

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Calgary - Nov. 16 - 21
Las Vegas - Nov. 26 - Dec. 17

been the case. In fact, our current CHR and A/C chart successes underline the diversity of our roster.

For example, we've provided backup to A&M Records of Canada for Paul Janz's Believe In Me, taken from the Electricity album. Over 200 CHR and A/C stations have made this single one of the success stories of the year. No wonder that A&M and manager Michael Godin are over the moon.

Just starting to turn heads is Paris Black on the Karrera label with his debut single, Buried Alive. Both CBC-TV's Video Hits and MuchMusic have been early supporters of this highly-visual act. Expect an album in the early new year from this talented newcomer.

Newcomer Tom Hewlett has received widespread attention for his album, First Impressions, and single of the same name, on his self-owned label. CHQR's Ted Wedland in Calgary recently called to say that his station was playing seven tracks from the album (this has to be some sort of a record, right?). This Sudbury pianist is one of the strongest A/C Easy Listening performers to come along in years - in the tradition of Brian Browne, Hagood Hardy and Frank Mills.

Another A/C newcomer is Robert Pilon, who has released To Know In Time, on the Pirutt label. The classically-trained singer will be appearing on Frank Mills' Christmas special on CTV next month as well as doing his annual Xmas stint on CTV's Canada AM (Dec. 23rd).

Russ Little's All Alone, from the SpectraFilm soundtrack Too Outrageous, is charted on RPM Weekly's A/C chart this week at No. 3. It goes to show that more programmers were attracted by the music than the sleeve jacket of Craig Russell dressed up as Mae West! On Tembo Records.

Programmers will no doubt give wide support for the new Louisa Florio single, Gonna Stay In Love, also on Tembo. The single is culled from her self-titled album and follows on the heels of the success of Today I Met The Boy I'm Gonna Mary and Love Attack.

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Major market radio looking for the most talented female personality in Canada. Tapes and resumes to RPM, Box 7945, at the address shown.

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NEWS TALENT FOR CJTN

Radio news announcer/reporter wanted for adult-oriented station. Forward resume, audio tape and news copy to: News Director, CJTN, 31 Quinte Street, Trenton, Ontario. K8V 3S7.

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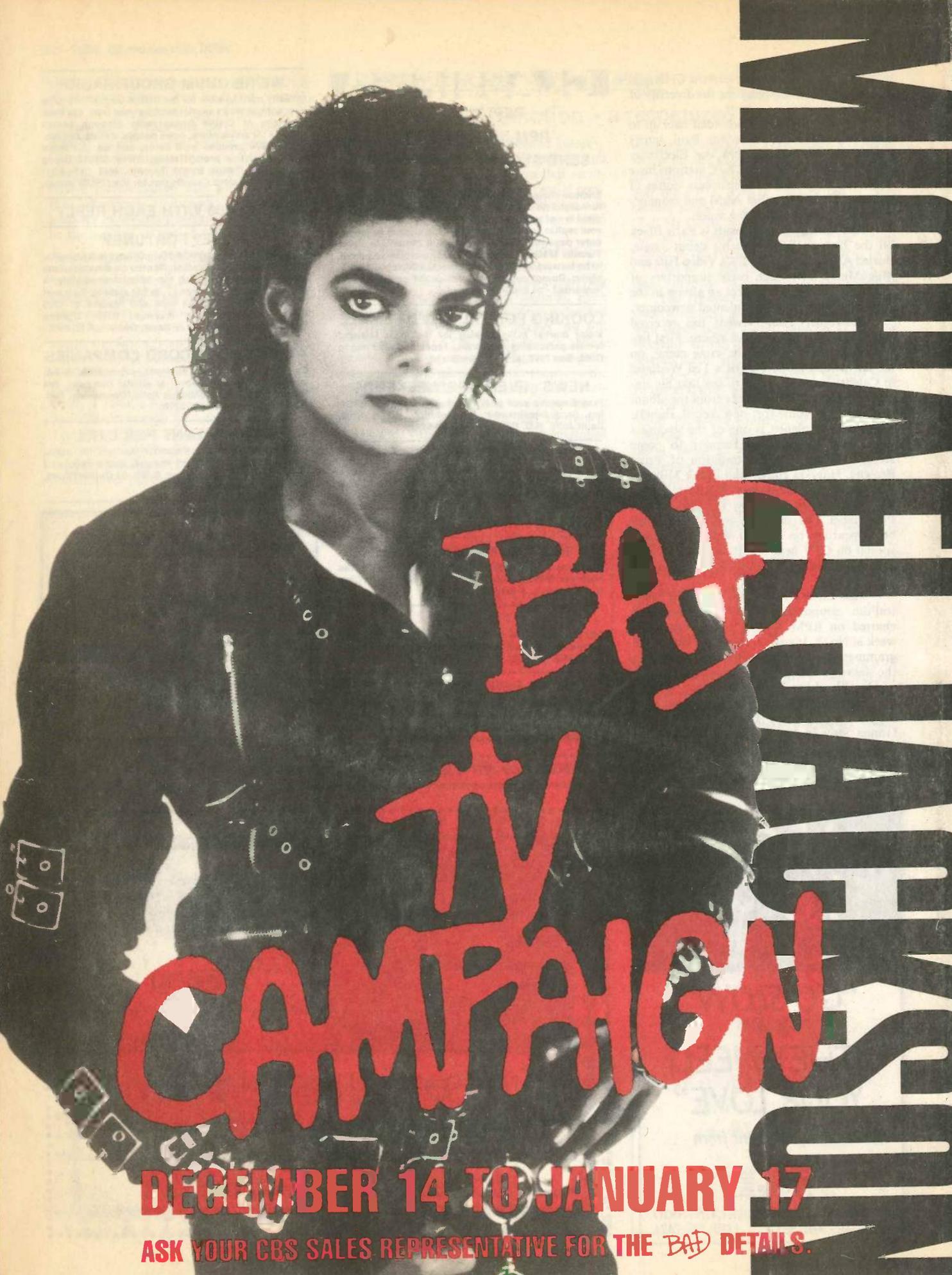
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