

Billboard

NEWSPAPER *****3-DIGIT 908
000817973 4401 8920 MAR90BHZ
MONIY GREENLY
APT A
3740 ELM
LONG BEACH CA 90807

NEWSPAPER



VOLUME 101 NO. 20

THE INTERNATIONAL NEWSWEEKLY OF MUSIC AND HOME ENTERTAINMENT

May 20, 1989/\$3.95 (U.S.), \$5 (CAN.), £3.50 (U.K.)

SBK Label Adopts Policy Of No Controlled-Song Clause

BY IRV LICHTMAN

NEW YORK Mincing no words in reversing standard record company practice, Martin Bandier, president of newly formed SBK Records, has declared that acts joining the label will not have to sign label contracts that include a controlled-composition clause.

"SBK Records is tired of statutory-rate rape," says Bandier. He refers to a decade-old standard practice among major labels, whereby new or developing acts are required to accept payment of mechanical royalties at 75% of the statutory rate.

As a longtime partner in music publishing ventures with Charles Koppelman, Bandier says that as a publisher he has "always been a vic-

tim."

As a result of the sale of their music publishing interests to Thorn-EMI earlier this year, Bandier and Koppelman will operate both SBK Records and EMI's worldwide publishing operation when the deal is finalized, as expected, later this month.

(Continued on page 81)

Best-Sellers Among Paramount, HBO Titles They're Here: Major Vids Under \$15

This story was prepared by Al Stewart in New York and Jim McCullough in Los Angeles.

NEW YORK The first wave of major video titles priced under \$15 is set to hit stores this summer as at least two major suppliers adopt a new pricing strategy aimed at accelerating in-

terest in sell-through.

Paramount Home Video will initially ship 15 titles, each with a \$14.95 price point, while HBO will offer 10 films at a list price of \$14.99. The Paramount titles, including "Beverly Hills Cop," "Trading Places," and "Witness," will hit stores Aug. 2. The HBO slate, highlighted by "Back To

School" and the Madonna vehicle, "Desperately Seeking Susan," will have a Sept. 13 rollout. Both companies plan to duplicate the product in the standard play (SP) mode.

Approximately one month after Paramount's first \$14.95 shipment, as part of a promotion it has dubbed Sweet 15, sources say the company plans to release an additional 15 titles—including "Big Top Pee Wee" "Ferris Bueller's Day Off," and "Crocodile Dundee." (A complete list of titles appears on page 71.)

The under-\$15 price point is being offered by both suppliers as the second or third step in their repricing process. By the time the titles come out at this price level, the bulk of them have already been out at \$19.95

(Continued on page 71)

Blockbuster Upbeat Despite Wall St. Heat

BY GEOFF MAYFIELD

FORT LAUDERDALE, Fla. Blockbuster Entertainment's annual shareholders meeting May 9 was supposed to be an occasion for the video retail giant to pump up its stock market profile, but a report issued that same

day by Wall Street house Bear Stearns & Co. turned Blockbuster's attention toward damage control.

The lobby of Pier 66 here buzzed over Bear Stearns' negative review and the effect that report was having on Blockbuster's stock. By noon, three hours before the shareholders

meeting began, its New York Stock Exchange issue had fallen by four points. It would close that day at 30 1/8, down 3 3/8 from the previous day's trading. The following day, it would tumble to 26 1/8.

But most of the analysts here did (Continued on page 80)

Canadian Report: Free-Trade Pact Hurts Music Biz

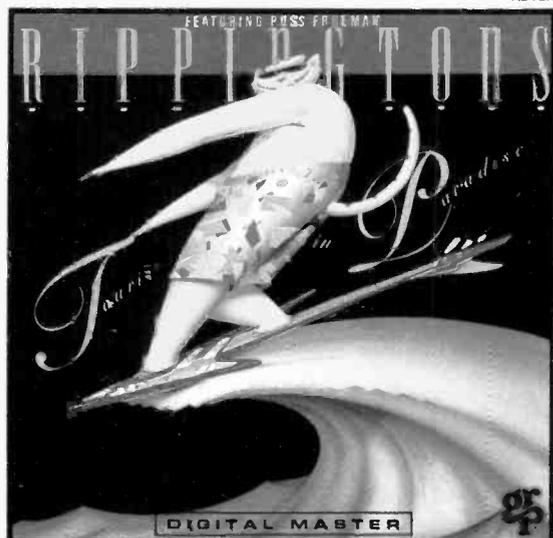
BY KIRK LaPOINTE

OTTAWA The U.S.-Canada free-trade agreement—which began phasing in Jan. 1—will "adversely affect" the Canadian recording industry, according to a new federal government document.

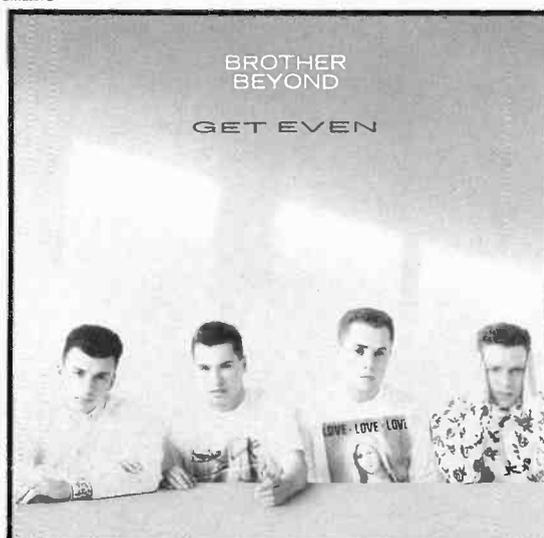
Canadian-owned record companies are not competitive now "and are not likely to become so in the near future," says a federal Industry Department report, prepared as a public information overview of the sound recording industry.

Although at least one federally commissioned study predicted tough times for music manufacturers and distributors, the overview marks the (Continued on page 81)

ADVERTISEMENTS



The hot, chart-selling RIPPINGTONS, featuring guitarist/composer Russ Freeman, live up to their nickname as they "rip it up" with a colorful, contemporary jazz/pop recording. TOURIST IN PARADISE (GR. GRC/GRD-9588), THE RIPPINGTONS' GRP debut recording on Compact Discs, HC Cassettes and Records.



They've conquered their native U.K. Now America is going to Get Even with the debut album from British pop sensation BROTHER BEYOND. Certified platinum in the U.K. and one of the 10 best-selling albums of 1988, Get Even brings BROTHER BEYOND stateside with a bang. It features the Stock/Aitken/Waterson production of the first smash single "He Ain't No Competition." Get Even on Capitol.

PDs Not As Hard On 'Soft' Diary In Winter Arbs

BY SEAN ROSS

NEW YORK With the winter Arbitrons in and a majority of major-market top 40 stations showing improved ratings, programmers' opposition to Arbitron's new "soft format" diary seems to be easing. While top 40 PDs are hardly fond of the new diary—which many blamed for a dismal format showing last fall—some have softened their rhetoric, saying that the diary remains a problem but one they can handle.

"I don't think there's as much panic now, and that may be because a lot of top 40 stations had some rejuvenation," says WKSE (Continued on page 16)

THE SUMMER'S HOTTEST SOUNDTRACK, BAR NONE!

Road House

The Original Soundtrack Album from what is certain to become one of the summer's top grossing films, starring Patrick Swayze and The Jeff Healey Band.

Featuring all-new music by a powerful line-up of artists including: The Jeff Healey Band, Bob Seger, Little Feat, Kris McKay and of course, Patrick Swayze. The film opens Friday May 19th.

ROAD HOUSE. THE ORIGINAL MOTION PICTURE SOUNDTRACK. Because every great bar has a great jukebox.

ARISTA On Arista chrome cassettes, compact discs and records.

Little feat courtesy of Warner Bros. Records, Inc. Bob Seger courtesy of Capitol Records, Inc.



2.0

0 71486 02552 8

© 1989 Arista Records, Inc. a Bertelsmann Music Group Company

ADVERTISEMENT

2300
JACKSON ST



“2300 JACKSON STREET.”
THE NEW ALBUM INCLUDING
THE SMASH HIT SINGLE,
“NOTHIN (THAT COMPARES 2 U)”
FEATURING JERMAINE,
JACKIE, RANDY AND TITO.
WRITTEN AND PRODUCED
BY L.A. AND BABYFACE.

THE JACKSONS

ON EPIC CASSETTES, COMPACT DISCS AND RECORDS.

Additional producers: Michael C. Martin L.A. & Babyface for La'Face, Inc.; Jermaine Jackson; The Jacksons; Teddy Riley—Gene Griffin for G.R. Productions, Attala Zane Giles; Management FITZGERALD HARTLEY CO.
Jermaine Jackson appears courtesy of Arista Records, Inc. L.A. & Babyface appear courtesy of Sound of Los Angeles Records (Solar). Teddy Riley appears courtesy of MCA Records, Inc./Uptown Records.
“Epic,”  and  are trademarks of CBS Inc. © 1989 CBS Records Inc.

When you
PLAY IT
SAY IT!



Billboard CONTENTS

VOLUME 101 NO. 20

MAY 20, 1989

WARNER'S SINGLETON SITS PRETTY

Warner Bros.' VP of black music Ernie Singleton has garnered success by continuously "fine-tuning" the department's promotion and marketing. Contributor David Nathan talks with the label exec. **Page 22**

Jersey Sound: To The U.K. And Back

The growing British fascination with house music has lately focused on a group of U.S. club artists originating not from Chicago or New York, but from New Jersey. Reporter Bruce Haring tracks down the source of the latest dance trend. **Page 29**

WALL STREET CITES RETAIL WINNERS

Analysts on the Street are trumpeting the stocks of record and video merchandisers, citing aggressive expansion moves and soaring CD sales. Don Jeffrey reports. **Page 40**

Spotlight On Ireland

Not long ago, it was necessary for ambitious recording artists to leave Ireland. Now they can remain, supported by all the facilities they need, from state-of-the-art recording studios to first-class concert promoters and managers. Dublin correspondent Ken Stewart reports. **Follows page 44**

FEATURES

68 Album & Singles Reviews	44 Jazz/Blue Notes
30 The Beat	27 Latin Notas
33 Boxscore	70 Lifelines
6 Chartbeat	70 Market Action
27 Classical/Keeping Score	35 Nashville Scene
45 Clip List	64 Newsmakers
28 Dance Trax	20 Power Playlists
4 Executive Turntable	42 Retail Track
61 Gospel Lectern	22 The Rhythm & the Blues
41 Grass Route	25 Rossi's Rhythm Section
73 Hot 100 Singles Spotlight	10 Vox Jox
84 Inside Track	

SECTIONS

22 Black	44A Music Video
67 Canada	60 Pro Audio/Video
62 Classified Actionmart	10 Radio
9 Commentary	40 Retailing
35 Country	30 Talent
51 Home Video	70 Update
65 International	46 Video Retailing

MUSIC CHARTS

Top Albums	Hot Singles
23 Black	15 Adult Contemporary
42 Compact Disks	24 Black
38 Country	25 Black Singles Action
66 Hits of the World	36 Country
27 Latin	37 Country Singles Action
16 Modern Rock Tracks	75 Crossover 30
44 New Age	28 Dance
76 Pop	66 Hits of the World
16 Rock Tracks	26 Rap
61 Spiritual	72 Hot 100
	73 Hot 100 Singles Action

VIDEO CHARTS

52 Business And Education	48 Videocassette Rentals
52 Health And Fitness	54 Videocassette Sales
50 Kid Video	51 Videodisks

©Copyright 1989 by Billboard Publications Inc., a subsidiary of Affiliated Publications Inc. BILLBOARD MAGAZINE (ISSN 0006-2510) is published weekly (except for the first week in January) by Billboard Publications Inc., One Astor Plaza, 1515 Broadway, New York, N.Y. 10036. Subscription rate: annual rate, Continental U.S. \$178.00. Continental Europe £165. Billboard, Quadrant Subscription Service Ltd., Perrymount Road, Haywards Heath, West Sussex, England. Registered as a newspaper at the British Post Office, Japan Y92,000. Music Labo, Inc., Dempa Building, 2nd Floor, 11-2, 1-Chome, Nigashi-Gotanda, Shinagawa-ku, Tokyo 141, Japan. Second class postage paid at New York, N.Y. and at additional mailing office. Postmaster: please send changes of address to Billboard, P.O. Box 2071, Mahopac, N.Y. 10541-2071. Current and back copies of Billboard are available on microfilm from Kraus Microform, One Water Street, White Plains, N.Y. 10601 or Xerox University Microfilms, 300 North Zeeb Road, Ann Arbor, Mich 48106. Subscriber Services and Information: P.O. Box 2071, Mahopac, NY 10541-2071, 914-628-7771.

Pioneer Unveils \$600 CDV Player

Home Vid Labels Join Major Promotion

BY CHRIS MCGOWAN

LOS ANGELES Pioneer Electronics (USA) Inc., hoping to breathe new life into the long-dormant laserdisk format, is dropping the price of its least expensive laserdisk combi-player from \$900 to \$600 and is backing the product launch with a multi-million-dollar promotional campaign set to kick off next month.

The campaign, unveiled at a May 8 press conference here, is co-sponsored by several home video manufacturers and Pioneer Laserdisk Corp. of America, one of the two major laserdisk software suppliers.

The Pioneer CLD-1070's retail price is nearly \$150 less than that of its nearest combo competitor, the Magnavox CDV-484. And with discount retailers expected to price the new

Pioneer deck at \$550 or even lower, industry experts say the price point could spark heavy consumer interest.

The Pioneer campaign is intended to promote the CLD-1070 and four other new combi- and laserdisk-only players. It will include TV advertising, mall tours, and a direct-mail campaign in the New York and Los Angeles markets, national and regional print advertising, and a coupon promotion that will include the participation of six major home video labels.

Among the larger retail chains that will carry the players are Sears, Silo, Montgomery Ward, Tandy/Video Concepts/Scott McDuff, Highland Superstores, NATM Buying Group, and the 2,000-outlet Nationwide Buying Group.

The CLD-1070's retail tag of \$600 is a significant reduction from that of Pioneer's previous combiplayer price-leader, the CLD-1030, which was introduced in 1988 and had a list price of \$900. It is also substantially less expensive than such combination players as the Sony MDP-200 (\$950 list), Yamaha's CDV-1100 (\$799 list), and Magnavox's CDV-484 (\$749.95 list).

"We will probably sell the Pioneer CLD-1070 at an introductory price of \$519," says Dave Lukas, owner of Dave's Video, the Laser Place, a laserdisk-dedicated store in Sherman Oaks, Calif. "Since the press conference, we've been getting a lot of calls from the press. I think because of all the media coverage, laserdisk growth

(Continued on page 80)

IRS Gives Video Dealers Choice On Depreciation

BY BILL HOLLAND

WASHINGTON As expected, the Internal Revenue Service has officially given the nation's video dealers permission to use either the straight-line or the income-forecasting method of depreciating videocassettes (Billboard, March 25). But some dealers are already crying the blues even as they cheer the partial victory over earlier audits and challenges by the IRS.

Why the blues? The new IRS ruling (89-62) states that if dealers elect to use the income-forecasting method, they may do so only on a title-by-title basis, rather than by larger groupings, a method some dealers say will be a maddening and

tedious procedure at best.

"Tedious? How about almost impossible?" says one small chain owner with an accounting background. "Just the manpower and red tape in tracking all this through a computer... it's untenable."

The new ruling, which also states that either method may be used "over the useful life of the videocassette in question," was announced in the May 1 IRS bulletin.

The feds will also allow separate deductions of the cost of tapes that do not have a useful life in excess of a year.

Frank Keith, a public affairs specialist at the I.R.S.' national office, says the rule means that it "is, was

(Continued on page 71)

'Caucus' Will Focus On Large-Market, Chain Concerns

Radio Station Owners Form Trade Group

BY BILL HOLLAND

WASHINGTON Thirty-five of the nation's major radio-station group owners—representing more than 300 stations throughout the U.S.—have formed a new independent trade organization. The new group will address and lobby on issues of importance to large-market and group-owned stations.

The group, called the Radio Operator's Caucus, is the first new station-owner trade organization since the now-disbanded National Radio Broadcasters Assn. was formed by FM owners more than 25 years ago.

The caucus plans to "cooperate with and utilize the services of the National Assn. of Broadcasters to the maximum extent possible," according to spokesman Steve Crane, executive VP of Emmis Broadcasting. Crane and Emmis president Jeffrey Smulyan are the driving forces behind the caucus.

Crane says the caucus members have no friction with the NAB, nor do they question its ability to serve its radio station membership.

However, he does indicate that the NAB's efforts do not focus closely enough on the concerns of large-market owners.

The NAB "has a wide-ranging agenda," says Crane, adding, "The vast number of [NAB] members, the people who count most, are for the most part small-market, single-station operators."

With the new organization, the CEOs of caucus-member stations will

meet "five or six times a year to discuss important issues affecting them." They also will "make calls to legislators" on Capitol Hill.

NAB officials are steering clear of comments that would brand the new group as dissenters. "They've met with us and told us of their concerns, and it's fine with us," says a spokesperson. "It's just another group, no big thing."

The last separate radio-station-

owner group was the NRBA, which was founded in the mid-'60s, at a time when the owners of FM stations, as yet unproven in the marketplace, sought to gain influence, initially by politicking to get FM receivers in automobiles. The group was folded into the NAB in 1986.

The previous year, the NAB had held talks with NRBA, the Broadcast Financial Management Assn., the Ra-

(Continued on page 71)

Miami's Y100 Enjoys Buzz From Back-Sell Promotion

BY KEN TERRY

NEW YORK The record industry's back-announcing campaign has achieved its first major success: WHYI "Y100" Miami, the market's only mainstream top 40 outlet, is back-or front-selling every record it plays this month as the centerpiece of a "play it, say it, and win it" promotion.

The week-old promotion has already generated such a "humongous buzz," says Y100 GM David Ross, that it will be extended through June; moreover, he says, the station will continue identifying every song on its playlist at least through July. If further research indicates the audience wants it, the

policy will be maintained indefinitely, he adds.

Under the rules of the station's 24-hour-a-day promotional contest, one caller per hour is asked to identify the last seven records played during a 45-minute period. Depending on how many songs the caller correctly identifies, he or she receives the same number of cassettes or CDs of his or her choice from Y100's "prize stash."

In addition, blares a WHYI press release, "We believe so strongly in the 'play it and say it' issue that Y100 is going to guarantee it! If we are caught not 'saying it' when we 'play it,' the first caller to bring it to our attention will receive \$1,000

(Continued on page 80)

BMG, CBS Delve Into Grass Roots

Join Alternative Marketing Parade

BY THOM DUFFY

NEW YORK The continuing importance of college and alternative commercial stations in exposing new artists has led to new alternative marketing plans at BMG Distribution and Columbia and Epic Records.

Columbia has hired Steve Tipp, former national promotion manager for modern music/college radio at Warner Bros., to direct a new alter-

native marketing initiative at Columbia. Epic Records also "will be restructuring" to better target the alternative music market, says VP of album promotion Harvey Leeds.

Further details of the Columbia and Epic initiatives have not yet been announced.

While the label-based CBS moves appear similar to alternative efforts at several other major record companies, which have combined promotion

and marketing, BMG has decided to emphasize alternative marketing through its distribution system and to stress college promotion at the RCA and Arista labels.

BMG has added retailing reps to work alternative product in seven major markets—New York, Boston, Chicago, Los Angeles, San Francisco, Dallas, and Atlanta—with 13 more markets to follow. The reps, working part-time and largely recruited from colleges, are focusing on smaller mom-and-pop stores with ties to the college and alternative radio scene.

The BMG effort follows the appointment three months ago of Barry LeVine, former director of creative marketing at Arista, to the position of director of field marketing for BMG Distribution.

"What I'm doing is assembling an alternative marketing department for distribution," says LeVine. Other alternative marketing efforts—which have increased throughout the industry in response to the growing influence of college and modern rock stations—have been label-based, focusing primarily on radio promotion and secondarily on retail.

But LeVine sees a role for distributor reps keyed in to the alternative scene.

"The actual goal is to have them concentrate their efforts on the alternative marketplace with an emphasis on the mom-and-pop retail stores," says LeVine. "But to me it's also really important that they maintain contact with radio." Recruiting from un-

(Continued on page 74)



Power Lynch. Music West artist Ray Lynch, left, receives gold certification for his "Deep Breakfast" album. Shown at right is Allan Kaplan, president and CEO of Music West.

Yo! Jive/RCA To Market 'MTV Raps' Compilation

BY NELSON GEORGE

NEW YORK MTV is intensifying its involvement with rap music via a "Yo! MTV Raps" compilation album to be marketed by Jive/RCA.

The 11-track album, including Jive acts like Fresh Prince & the Jazzy Jeff and Kool Moe Dee as well as artists from the catalogs of the Profile, Tommy Boy, Sire, and Next Plateau labels, hits the street June 6. Marketing plans "are still being worked on," according to Abbey Konowitch, MTV's VP of programming. He expects the album to be promoted "on our seven weekly rap-oriented programs" and to be exposed on other MTV programs.

Jive wasn't the first to approach

MTV about such an album, says Konowitch, "but Jive has become such a force in rap and had excellent marketing ideas, that we felt comfortable working with them."

Barry Weiss, Jive Records VP of marketing and operations, feels the MTV connection will not only generate sales within the "Yo! MTV Raps" audience but help expand the retail base for rap music. Mentioning the Handleman Co., Weiss indicates that he expects the compilation to appeal to rackjobbers, thanks to the MTV link. "Traditionally they have not gotten involved with rap at the racks unless forced to by sales," says Weiss.

The album contains raps by Jazzy

(Continued on page 71)

Santrizos Takes The Helm; 100 Titles Already Stockpiled

Trylon, New Vid Label, Is Ready To Roll

BY JIM McCULLAUGH

INDIAN WELLS, Calif. A new independent video label with a stockpile of 100 films and a veteran management staff will begin to release titles through Orion Home Video this summer.

The New York-based company, Trylon Video, will be headed by Nick Santrizos, the former head of Thorn EMI/HBO Video and Vista Home Video. Trylon's arrangement with Orion is similar to Orion's distribution of Nelson Entertainment.

Santrizos says the label has already licensed more than 100 Filmways and American International Pictures titles that had previously been in the Orion library. In addition, a number of titles from Circle Films (the producer of "Raising Arizona") will eventually be released.

The initial emphasis, Santrizos says, will be on the rental market, but the company also expects to release special-interest titles at sell-through prices.

Many of the titles in the Filmways and AIP library are genre films, including "The Glory Stompers," starring Dennis Hopper. The company hopes to have product available by June or July.

"There are many genre films that have a distinct hook to them," says Santrizos, referring to the Filmways and AIP titles, "and we're looking very seriously into marketing them as double features."

Trylon will utilize Orion's duplica-

tor and will time its releases to go out at the same time as Orion's. Trylon, however, will have its own independent sales force.

Santrizos is being joined in the venture by the same management team that worked with him at both Thorn EMI/HBO Video and Vista—including Jay Press, executive VP of sales and marketing, and Catherine McAdam, VP of advertising and promotion.

Santrizos says the new company is being backed by private foreign interests as well as by investments from former Thorn EMI/HBO Video and Vista executives.

According to Orion, a number of suitors showed interest in the Filmways and AIP titles. The company decided not to issue those titles on its own sublabel because its primary focus at the moment is on A-title films.

Ad Agencies, AFM Agree To Limits On Commercials

NEW YORK A new contract between the American Federation of Musicians and the American Assn. of Advertising Agencies provides no rate increase for jingle performances. But the pact, reached April 29, draws new limits on the number of commercials which may be produced during each recording session.

The new guidelines are expected to allow the AFM to better track payments due for commercials recorded and then held for use at a later time.

Established practice has allowed jingle producers to record three commercials for every hour session. They also could credit the original session payment toward the first 13

weeks of use of those spots. As recording sessions have lengthened, largely because of the use of synthesizers, the AFM expressed concern that additional commercials were being made without proper payment of fees for their first 13 weeks of use.

According to an AAAA summary of the new contract, the advertisers association and the musicians union agreed that:

- Employers of jingle performers must advise the AFM of the first air date of any commercial;

- Employers must use all commercials from a session within 18 months or pay a dub fee after 18 months;

(Continued on page 81)

EXECUTIVE TURNTABLE

RECORD COMPANIES. Paula Jeffries is promoted to president of Gold Castle Records in Los Angeles. She was executive VP/GM for the label.

Epic/Portrait Records in New York appoints **Michael Caplan** VP of A&R. He was East Coast director of talent acquisition for the label.

Atlantic Records in Los Angeles makes the following appointments: **John Carter**, VP, A&R, West Coast; **John Axelrod**, **Sibel Dilicon**, and **Nick Loft**, A&R representatives; **Martha Schultz**, A&R administrative coordinator; and **Janet Smith**, A&R assistant. Carter was West Coast GM for



JEFFRIES



CAPLAN



CARTER



TEIFELD

Chrysalis; Axelrod was A&R consultant for Almo-Irving; Dilicon was with Lipstick East management; and Loft, Schultz, and Smith continue in their posts, all for the label. **Jeff Appleton** is named Midwest regional promotion director for Atlantic in Detroit. He was in promotion for the label.

Jan Teifeld is named national director, top 40 promotion, for Elektra Records in Los Angeles. She was national singles director for Arista Records.

RCA Records in New York promotes **Skip Bishop** to national director,



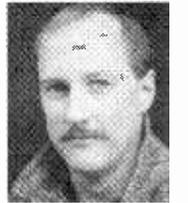
BISHOP



BAKER



PANZER



LASH

pop promotion. He was Dallas/Houston local promotion rep for the label.

Cary Baker is named national director, media and artist relations for Capitol Records in Los Angeles. He was VP, publicity, for I.R.S. Records.

SBK Records in New York names **Jeffrey Panzer** director, creative services. He was senior producer of entertainment for Cable News Network.

Columbia Records in New York appoints **Kevin Woodley** director, black music A&R, East Coast, and **Michael Corbett** director, talent acquisition, East Coast. They were, respectively, DJ for New York club Bentley's and national director of promotion/administration for Arista Records.

Profile Records in New York promotes **Manny Bella** to VP, black/urban promotion, and **Gary Pini** to VP, international A&R & product management. Profile appoints **Eric Finch** retail promotion coordinator, black/urban, and **Rick DeHaan** creative services coordinator. Bella was director of black/urban promotion and Pini was A&R director for the label; Finch was 12-inch buyer for Tower Records; and DeHaan was with Janet Perr Design.

Jive Records in New York appoints **Terri Haskins** artist development production coordinator and **Sean Carasov** manager, rap product development. They were, respectively, production assistant for Life magazine and road manager for the Beastie Boys.

PUBLISHING. **Larry Lash** is named director, administration, for PRI Music Publishing in New York. He was manager, rights and clearances, business affairs, for the company.

What do you say
when you sell out 5 stadiums,
over 282,000 tickets...

a-ha



Rio de Janeiro, March 10th, 60,000 tickets.
Rio de Janeiro, **March 11th**, 60,000 tickets **extra show**.
São Paulo, March 17th, 54,000 tickets.
São Paulo, March 18th, 54,000 tickets.
São Paulo, **March 19th**, 54,000 tickets **extra show**.
Multiple dates, **all sell-outs**.
A first in Brazilian concert history!

Thanks to Pal, Mags, Morten, Terry Slater, Mel Bush & Andre Midani.
We will stay on these roads till next year...hope to see you then!

Brazil Address
Avenida Paulista, 807
Suite 1807
São Paulo, S.P.
Tel: (011) 284-6441; Fax: (011) 284-6441

W T R
International

U.S. Address
3984 S.W. 2nd Street
Miami, Florida 33134
E-Mail: WATER-BRO-US
Tel: (305) 238-4443; Fax: (305) 252-3631

Firm Inks Co-Publishing Deal With Metal Blade Virgin Music Makes U.S. Inroads

BY DAVE DIMARTINO

LOS ANGELES Virgin Music Inc. and Metal Blade Music here have signed a long-term co-publishing agreement that brings the U.K.-based music publisher together with such U.S.-based heavy metal bands as Sacred Reich, Fates Warning, and Heir Apparent, among others.

The deal signifies one further inroad Virgin Music has made since the British company established Virgin Music In America here in March 1988. In its first year of operation, the company ranked as the No. 1 top pop singles publisher in Billboard's 1988 year-end chart analysis—and, according to Richard Griffiths, president of Virgin Music In America, 1989's fig-

ures are "way ahead" of last year's.

The Metal Blade co-publishing deal is by no means Virgin Music's first foray into the heavy metal/hard rock genre. The publisher's roster already includes such acts as Robert Plant, Ozzy Osbourne, Joan Jett & the Blackhearts, and Gary Moore; comparatively recent additions have included Jane's Addiction, Winger, Warrant, Junkyard, and Kill For Thrills as well.

"It's amazing what Guns N' Roses have done to people's perception of what's going on," says Virgin's Griffiths. "The fact of life is that it's been going on like that for years, but somehow, Guns N' Roses have really focused people's attention."

Griffiths says one major distinction

of this seemingly new batch of metal success stories is a swiftly expanding marketplace. "You're seeing Guns N' Roses selling a lot of records worldwide, Def Leppard selling lots of records worldwide, Bon Jovi also—that's what makes it exciting from our point of view," he says. "Not only are we going to do great with these things here—it's much more of an international market than it used to be."

Largely responsible for the Metal Blade deal, says Griffiths, was the simple factor of overlapping inter-

(Continued on page 81)



Tookes Cooks. Darryl Tookes becomes the first artist signed to SBK Records. His self-titled debut album is due for summer release. Pictured, from left, are Arma Andon, senior VP, SBK; Martin Bandier, president and chief operating officer, SBK Records; Tookes; Charles Koppelman, chairman, SBK Records; and Don Rubin, head of A&R, SBK Records.

Metal Blade, Capitol Sign A&R, Distribution Pact

LOS ANGELES Capitol Records and Metal Blade signed a joint development and distribution agreement May 9, similar to an existing agreement Capitol has with Enigma.

Under the agreement, Capitol's A&R department will bring new talent to Metal Blade. Hard rock and heavy metal albums will be released on Metal Blade/Capitol, with other types of acts going to the new independently distributed subsidiary, No Wonder Records. Metal Blade can also continue to release some records independently.

After an act has developed commercially, Capitol has the option to sign the act directly.

Metal Blade, which already had an association with Capitol under its distribution deal with Enigma, has signed and developed such acts as Slayer, Metallica, and Ratt.

The first release on Metal Blade/Capitol, Heir Apparent's "One Small Voice," is set for a June release.

In a statement, Capitol president David Berman said the agreement will help Capitol develop bands with "tremendous potential, but [that] are not ready for a major label."

That game plan seems to sit well with Metal Blade CEO Brian Slagel, who said, "Taking a band from square one to a solid core following is our forte." CRAIG ROSEN

MCA To Distribute Bon Ami Indie Also Forms New Day Label

BY BRUCE HARING

NEW YORK Bon Ami Entertainment Group of Teaneck, N.J., has signed a nine-act distribution deal with MCA Records and formed New Day Records, an independently distributed label.

The Bon Ami/MCA label will seek to release "a potpourri of everything," according to Norm Ruben, VP of sales and marketing. Ruben and Joseph Medlin, VP of operations, will handle the label's day-to-day business. Joey Robinson Jr., company chairman/CEO, and Sylvia Robinson,

president, will "remain in the studio picking the product," according to Ruben.

Rappers King Mike C, The New Style, and Almighty Gee will be the first acts to bow on Bon Ami/MCA.

New Day Records plans to initially release Grandmaster Melle Mel & the Furious 5's album "Piano" and a 12-inch single called "White Lines '89—Part II." Also on the schedule are albums by Rapper MC Unique and Oakland Rapper Chill E.B.

The MCA link with the Robinsons may surprise some observers. Sugar

(Continued on page 74)

Keith Whitley Dead At 33

NASHVILLE Country singer Keith Whitley died at his home here May 9, apparently from an accidental overdose of alcohol. At the time of his death, the 33-year-old RCA Records artist was at the high point of a career that started when he was 15.

According to an autopsy report from the Davidson County medical examiner, Whitley's blood alcohol level was .47. While it was common knowledge that Whitley's drinking problem had nearly derailed his affiliation with RCA a few years back, the current view, fueled by his recent successes, was that he had overcome

his dependence.

In the words of his most recent hit, the Sandy Hook, Ky., native was "no stranger to the rain." His first long battle was trying to break out of the bluegrass music mold he found himself in at 15 when he and fellow Kentuckian Ricky Skaggs joined Ralph Stanley's famed Clinch Mountain Boys. Even with this early professional achievement, Whitley told Billboard that his first and abiding love was performing traditional country music, a genre scorned both by Stanley and the purist audiences he

(Continued on page 81)

Abdul Is Straight Up Again With 'Forever'; Over-40 Artists Thrive In Hot 100 Top 30

PAULA ABDUL becomes the first artist to land two No. 1 pop hits in 1989 as "Forever Your Girl" tops the Hot 100. The singer's "Straight Up" logged three weeks at No. 1 in February.

Both singles are from Abdul's platinum debut album, "Forever Your Girl." It's the fifth debut collection in the '80s to generate two No. 1 hits, following Men At Work's "Business As Usual," Whitney Houston's "Tiffany," and Rick Astley's "Whenever You Need Somebody."

Jon Bream, pop music critic for the Minneapolis Star Tribune, adds that "Forever Your Girl" was written and produced by Oliver Leiber, son of Jerry Leiber, who with partner Mike Stoller wrote four No. 1 hits in the late '50s: Elvis Presley's "Hound Dog," "Jailhouse Rock," and "Don't," and Wilbert Harrison's "Kansas City." It must be in the genes.



by Paul Grein



LIKE THE AD says, 40 isn't fatal. Five of the hottest singles in this week's top 30 are by artists who have passed the Big 4-0.

Bette Midler, who jumps to No. 7 with "Wind Beneath My Wings," is 43; Cher and Peter Cetera, whose "After All" dips to No. 8, are 42 and 44, respectively; Ozzy Osbourne, whose duet with Lita Ford, "Close My Eyes Forever," jumps to No. 15, is 40; Aretha Franklin and Elton John, whose "Through The Storm" jumps to No. 21, are 47 and 42, respectively; and Donna Summer, who leaps to No. 28 with "This Time I Know It's For Real," is 40.

Other over-40 artists on the Hot 100 include Eddie Money and Stevie Nicks, both of whom are 40; Rod Stewart, who's 44; and Roy Orbison, who was 52 when he died in December.

FAST FACTS: Tom Petty's "Full Moon Fever" leaps from No. 87 to No. 18 in its second week, already topping the No. 20 peak of his last album with the Heartbreakers, "Let Me Up (I've Had Enough)."

The Cure and Richard Marx must be operating on the same schedule. The acts have this week's two highest-debuting albums, and also entered the same week—June 20, 1987—with their last albums. Both debuted significantly higher this time around. The Cure's "Disintegration" bows at No. 45 (compared with No. 72 for "Kiss Me, Kiss Me, Kiss Me"); Marx's "Repeat Offender" opens at No. 64 (compared with No. 139 for his self-titled debut).

Barry Manilow's first pop-oriented studio album for Arista since 1982 bows at No. 132. The singer had seven straight top 10 albums in the '70s, but started to slip in the early '80s. He shifted to RCA in 1985, but released just one album on that label—a commercial and critical dud. Sensing that the move

was a mistake, Manilow returned to Arista in 1987. His first album upon rejoining the label, the jazz-oriented "Swing Street," was a modest hit, but the new "Barry Manilow" is designed as the pop comeback vehicle. Let's see if pop radio gives it a spin.

Simple Minds' "Street Fighting Years," the band's first studio album since "Once Upon A Time" went top 10 in March 1986, debuts at No. 138... Dion's "Yo Frankie" bows at No. 188, becoming the Rock and Roll Hall of Famer's first chart album in more than 16 years.

Thirty Eight Special lands its first No. 1 hit on the Hot Adult Contemporary chart with "Second Chance." The veteran Southern rock band is the latest in a long line of rockers to top the AC chart in recent years. It follows Bob Seger & the Silver Bullet Band, the Cars, the Honeydrippers, Bruce Springsteen, Heart, the Moody Blues, and Foreigner. While you weren't looking, the format got hip.

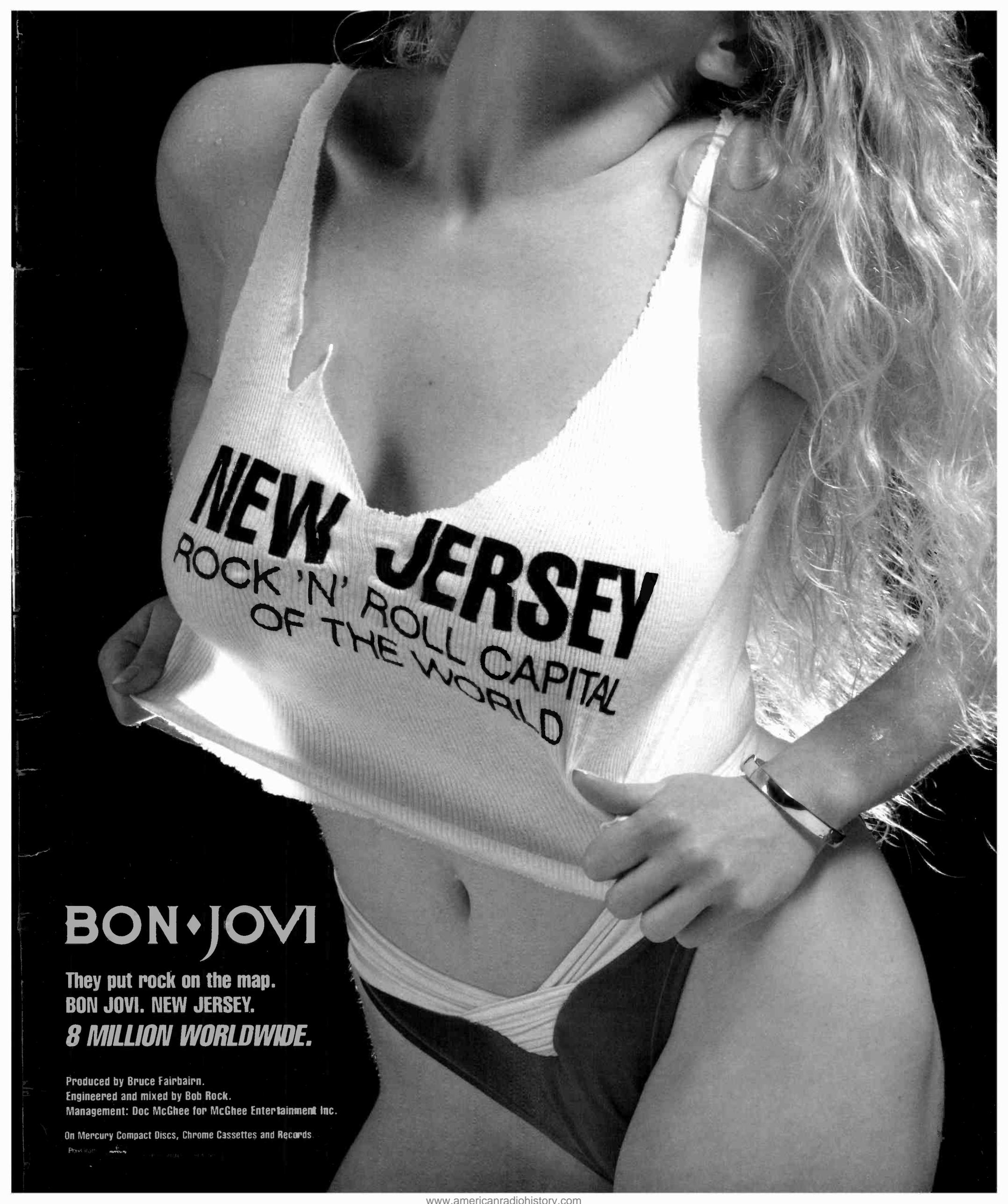
Bobby Brown's "Every Little Step" jumps to No. 9 on the Hot 100, becoming the fourth top 10 pop hit from his quadruple-platinum album, "Don't Be Cruel."

Exposé's "What You Don't Know," the first single from its upcoming "What You Don't Know" album, is the top new entry on the Hot 100 at No. 59. The trio landed four top 10 hits from its 1987 debut album, "Exposure"... The Doobie Brothers' "The Doctor," the first single from their upcoming reunion album, "Cycles," bows at No. 62.

Though Boy George was unable to crack the Hot 100 with his black radio smash, "Don't Take My Mind On A Trip," his Virgin Records label mate Cutting Crew leaps from No. 96 to No. 80 on the pop chart with "(Between A) Rock And A Hard Place." Moral: Pop radio will sooner embrace a faceless act than one with a face it deems unacceptable.

WE GET LETTERS: Rich Appel of CBS in New York notes that Richard Marx and Cynthia Rhodes (of Animotion) are the first husband and wife to have separate hits in the top 40 at the same time since James Taylor and Carly Simon in 1977. Other married couples to do it: Steve Lawrence and Eydie Gorme in 1963, and Sonny and Cher (separately) in 1965... Appel adds that songs from two movies directed by Barry Levinson are in the top 40. The Belle Stars' "Iko Iko" from "Rain Man" dips to No. 17, and Fine Young Cannibals' "Good Thing" from "Tin Men" leaps to No. 35.

William Simpson of Los Angeles makes note of all the "shoulda-woulda" hits on the Hot 100, but argues that since Benny Mardones' "Into The Night" did so well the first time around—it hit No. 11 and logged 20 weeks on the chart—it's really a "shoulda-dida."



NEW JERSEY
ROCK 'N' ROLL CAPITAL
OF THE WORLD

BON • JOVI

They put rock on the map.
BON JOVI. NEW JERSEY.

8 MILLION WORLDWIDE.

Produced by Bruce Fairbairn.
Engineered and mixed by Bob Rock.
Management: Doc McGhee for McGhee Entertainment Inc.

On Mercury Compact Discs, Chrome Cassettes and Records.

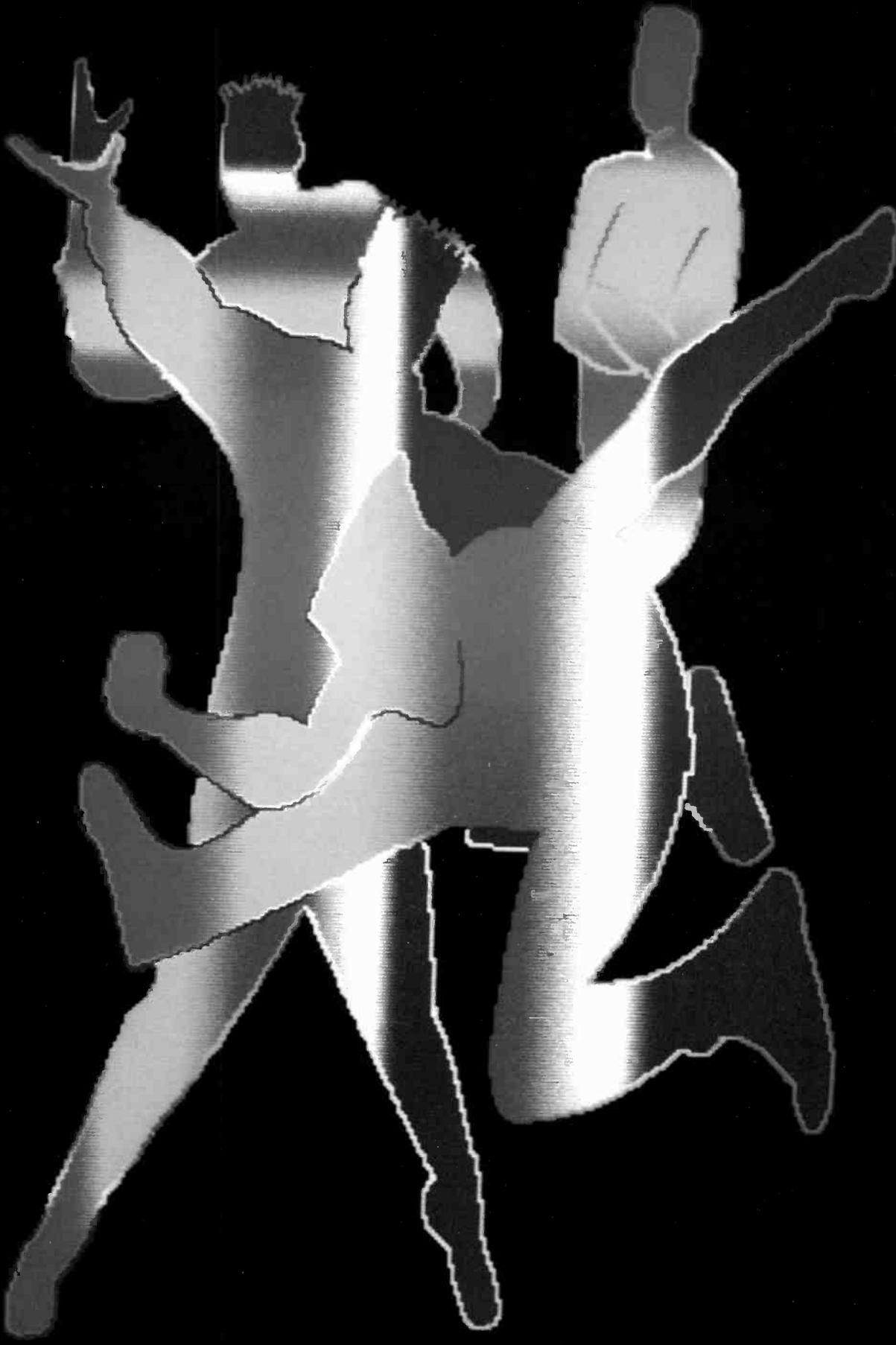
Printed in the U.S.A.



THE NEW 'STREET MUSIC' LABEL FROM THE RELATIVITY/COMBAT FAMILY. IN-EFFECT VOWS TO SUPPORT ALL STYLES OF MUSIC — HARDCORE, THRASH, METAL, FUNK, RAP, WHATEVER — AS LONG AS THAT RARE STREETWISE SINCERITY AND ATTITUDE IS THERE.

EVER WONDER WHAT IT WOULD SOUND LIKE IF KOOL & THE GANG MET VAN HALEN IN THE SOUTH BRONX?

24-7 SPYZ



HARDER THAN YOU

24-7 SPYZ
'HARDER THAN YOU'
IN-EFFECT LP/MC/CD 3006

P.R.: PETER WETHERBEE
NORMAN WINTER/ASSOC., NY
(212) 956-8660

W

ALSO FROM IN-EFFECT



AGNOSTIC FRONT
'LIVE AT CBGB'
IN-EFFECT LP/MC/CD 3001



PRONG
'FORCE FED'
IN-EFFECT LP/MC 3004



BAD BRAINS
'ATTITUDE:
THE ROIR SESSIONS'
CD ONLY 3002

COMING SOON

SICK OF IT ALL
'BLOOD, SWEAT, & NO TEARS'
LP/MC/CD 3005

RAW DEAL
'BRIGHTSIDE'
IN-EFFECT LP/MC/CD 3007

'KKKK...enuff raw talent & sheer tenacious inspiration to put 'em in a class by themselves.'—KERRANG!

Group Publisher:
JOHN BABCOCK JR.
Associate Publisher/Director of Marketing & Sales:
GENE SMITH
Managing Editor:
KEN SCHLAGER
Associate Publisher/Research & Development:
THOMAS NOONAN
International Editorial Director:
MIKE HENNESSEY
General Manager/Nashville:
GERRY WOOD

EDITORIAL
Deputy Editor: IRV LICHMAN
Senior News Editor: Ken Terry
Special Issues:
Ed Ochs (L.A.), Robyn Wells (N.Y.)
Bureau Chiefs:
Dave DiMartino (L.A.), Bill Holland (Washington)
Senior Editors:
Steven Dupler, Technology/Music Video (N.Y.)
Geoff Mayfield, Retailing (N.Y.)
Art Director: Jeff Nisbet
Senior Copy Editor: Janine Coveney McAdams
Copy Editor: Marilyn Gillen
Editors:
Radio: Sean Ross (N.Y.)
Home Entertainment: Jim McCullough (L.A.)
Home Video: Al Stewart (N.Y.)
Marketing: Earl Paige (L.A.)
Talent: Thom Duffy (N.Y.)
Black Music: Nelson George (N.Y.)
Dance Music/Singles Reviews: Bill Coleman (N.Y.)
International News: Peter Jones (London)
Associate Editors: Ed Morris (Nashville),
Melinda Newman (N.Y.), Chris Morris (L.A.)
Reporters: Bruce Haring (N.Y.), Craig Rosen (L.A.)
Music Research/Analysis: Paul Grein (L.A.)
Editorial Assistants: Debbie Holley (Nashville),
Drew Wheeler (N.Y.), Deborah Russell (L.A.)
Contributors:
Jim Bessman (N.Y.), Bob Darden (Gospel),
Is Horowitz (Classical), Kirk LaPointe (Canada),
Jeff Levenson (Jazz), Peter Ludwig (Radio),
Moira McCormick (Chicago)

CHARTS & RESEARCH
Dir. of Charts/Mgr., Hot 100, AC: MICHAEL ELLIS
Chart Managers:
Carlos Agudelo (Latin), Ron Cerrito (Rock),
Ed Coakley (Classical), Anthony Colombo (New Age),
Marie Ratliff (Country),
Terri Rossi (Black, Jazz, Rap, and Crossover),
Sharon Russell (Dance), Marc Zubatkin (Video)
Manager of Retail Research: Bob Benjamin
Systems Manager: JoDean Adams
Asst. Systems Manager: James Richiano
Research (N.Y.): Ron Cerrito (radio supervisor),
Harry Michel (retail supervisor), Michael Cusson,
Roger Fitton, Eleanor Greenberg, Mark Marone
(archives), Rosemary Perez, David Runco
MARKETING & SALES
Advertising Director, Special Issues: Ron Willman
Advertising Director, Video/Pro: Dave Nelson
Advertising Director, Music: Jim Beloff
Promotion Manager: Sumya Ojaki
Advertising Services Mgr.: Karen O'Callaghan
N.Y.: Norm Berkowitz, Ken Karp, Melissa Subatch,
Peggy Dold, Teresa Bowler, Jeff Serrette (classified)
L.A.: Christine Matuchek, Arty Simon,
Anne Rehman, Mary Fisher, Emily Vaughn
Nashville: Lynda Emon, Carole Edwards
London: Tony Evans
Tokyo: Bill Hersey, Tsukasa Shiga, Aki Kaneko
Amsterdam: Ron Betist, 011-31-20-662-8483
Milan: Lidia Bonguardo, 011-39-31-90-4521
Sydney: Mike Lewis, 011-61-2-417-5757

PRODUCTION
Director: MARIE R. GOMBERT
Advertising Production Mgr.: John Wallace
Advtg. Production Coordinator: Michael D. Small
Systems Manager: James B. Dellert
Edit. Production Manager: Terrence C. Sanders
Asst. Edit. Production Mgr.: Renate L. Foster
Directories Production Mgr.: Len Durham
ADMINISTRATION
V.P. & Executive Editorial Director: Lee Zhitto
Divisional Controller: Peter Phillips
Directories Publisher: Ron Willman
Director of Database Services: Raymond H. Heitzman
Director of Circulation: Thomas Kraemer
Distribution Director: Edward Skiba
Circulation Manager: Eileen Bell
Dealer Copy Sales: Brad Lee
Dir. of Licensing/Special Projects: Georgina Challis
Credit: Nick Caligiuri
Asst. to the Group Publisher: Nadine Reis

ENTERTAINMENT DIVISION
President: SAM HOLDSWORTH
BILLBOARD PUBLICATIONS INC.
President & Chief Executive Officer:
GERALD S. HOBBS
Executive Vice President: Sam Holdsworth
Senior Vice Presidents: Ann Haire, Paul Curran
Vice Presidents: Rosalee Lovett
Martin R. Feely, Lee Zhitto, John Babcock Jr.,
Glenn Heffernan, Howard Lander, Robert J. Dowling
Managing Director, Billboard Ltd.: Mike Hennessey
Publisher, Billboard Operations Europe: Theo Roos
Chairman Emeritus: W.D. Littleford

BILLBOARD OFFICES:
New York
1515 Broadway
N.Y., N.Y. 10036
212-764-7300
telex 710-581-6279
fax 212-827-0152
Nashville
49 Music Square W.
Nash., Tenn. 37203
615-321-4290
fax 615-327-1575
London
71 Beak St
W1R 3LF
London
011-441-439-9411
telex 262100
fax 011-44-1-437-0029
Los Angeles
9107 Wilshire Blvd.
Beverly Hills, Calif. 90210
213-273-7040
telex 66-4969
fax 213-859-5302
Washington, D.C.
806 15th St. N.W.
Wash., D.C. 20005
202-783-3282
fax 202-737-3833
Tokyo
Hersey-Shiga International
402 Utsunomiya Building
6-19-16 Jimgumae
Shibuya-ku, Tokyo 150
011-81-3-460-8874
fax 011-81-3-581-5822

Can Be Useful In Event Of Separation From Band INTRA-GROUP PACTS PROTECT MUSICIANS

BY ROBERT THORNE

When banding together to embark on their careers, recording artists understandably tend to concentrate on their business relationships with people outside their groups. Bands are well advised, however, to focus on the business relationships among their members, too. As with any business enterprise, a band needs to adopt rules of procedure.

Whether the band operates as a partnership or a corporation (even where most members are employees), uncertainty and disputes can be minimized and harmony among band members promoted by "flushing out" important internal issues, deciding how to handle them in advance, and documenting the agreed-upon arrangements.

Recently publicized litigation among disbanded recording artists indicates the virtues of partnership agreements. The following discussion of some of the relevant issues is intended to shed light on these virtues and to demonstrate the need for such agreements. The assumption here is that the band comprises members who are not simply employees and that the band has chosen to be a partnership rather than a corporation.

The partnership agreement should provide that each member will devote himself or herself faithfully to the band's business and will not act in derogation of the band's interests, in competition with the band, or in any manner that might place the band in breach of its agreements with others. For example, a member may be permitted to perform as a "sideman" for another artist's album, but only subject to the "sideman" restrictions imposed by the record agreement with the member's own band. As another example, a member should be prohibited from accepting a role in a motion picture if the engagement might conflict with the band's recording sessions or a contemplated tour. Remedies for a member's breach can range from a reduction in his or her share of band earnings to expul-

sion.

A procedure for decision-making is important. Decisions can be made by unanimity or by a majority of the band. Unanimity may be more deferential to the band as a whole, but it can pose the greatest risk of inefficiency, delay, and even deadlock. Of course, a deadlock can be broken through arbitration and other pro-

Even these tasks, however, should be discharged in a manner consistent with the intentions of all or a majority of the members.

The partnership agreement should also contain provisions for separation by death or incapacity, voluntary withdrawal, or expulsion. For instance, expulsion of a member in a majority rule can be over his

lump sum pursuant to an agreed formula to "buy out" the separated member's interests and also to give him or her a prorated share of income, regardless of when received. The latter would include income from recordings and tours in which the member participated, songs he or she co-authored, and band merchandise placed in commerce before the separation.

The partnership agreement should provide that the separated band member's pro-rata share in existing product cannot be reduced where the band's earnings are reduced because the group members took a recoupable advance for their personal use. Such a reduction may be appropriate, however, where the advance is used to promote records that generate earnings for the separated member.

If a new key member is engaged, the separated member's pro-rata share might be reduced similarly. If not, the separated member could, in effect, have a greater pro-rata share than would the remaining members because they could be required to share earnings with the new key member and the separated member.

The right to use the band's name after separation should be specified. A separated member may want to refer to himself or herself as a former band mate on records, concert marquees, and the like. This use may be prohibited by the record agreement with the band. Even if there is not such a prohibition, the partnership agreement can contain restrictions whereby only a member who was with the band for, say, two years and who is not in breach of contract can have any "formerly-of" rights after separation. Also, the "formerly-of" reference might be limited in size and placement. The goal is to protect the integrity and value of the band's name.

There is great comfort in having partnership agreements among band members. The usefulness of these pacts in the event of a dispute cannot be overemphasized.



'Like any business, a band needs to adopt rules of procedure'

Robert Thorne is an entertainment attorney with the Century City (Los Angeles) office of Loeb & Loeb.

cedures.

The exigencies of the record industry, however, cannot readily tolerate time-consuming procedures for reaching decisions. Fairly rapid determinations must often be made on such matters as which record company to sign with, which producer to retain, which songs to record, where to record, which other artist to tour with, whether and to what extent publishing ownership and control should be relinquished, whether to sue when disputes arise, and the timing and amount of partnership distributions. Majority rule is typically more efficient.

Once decisions are made, they must be implemented. Although it is usually preferable to require that all or a majority of the members sign business agreements, day-to-day administrative matters often do not require the presence and input of all members. The appointment of a managing partner (or co-managing partners) can be effective for endorsing checks, communicating with the attorney, personal manager, accountant, and agent, and discharging other day-to-day tasks.

or her objection. The partnership agreement, however, should state whether such expulsion can be with or without cause. Theoretically, the for-cause requirement minimizes the danger of unfairly terminating a member. Yet, a provision allowing expulsion of a member with or without cause can minimize wasteful litigation over whether legally sufficient cause existed; it also can be used to maintain the character of the band as the majority wants it.

There are many important issues regarding the financial participation and control of an expelled, voluntarily withdrawn, or incapacitated member or the estate of a deceased member. It is typically preferable for all such separated parties to be deemed to have relinquished all control of the band. As for band earnings, the possibilities for allocation are endless. In all events, the band should reserve rights against the separated member or his or her estate in the event of a breach that might justify the reduction or elimination of any participation in earnings.

One approach is to agree to pay a



EIA DISLIKES OTA STORY

I was disappointed to see your story titled "Government Study Confirms Losses To Home Taping" (Billboard, May 6).

As a member of the Office of Technology Assessment Advisory Committee for the project, I would like to reply by discussing what OTA actually has found so far. I cannot, however, because everyone given access to OTA data is bound to respect the agency's request to await release of its report, which reflects more than a year of study. I agreed to keep confidential the results of the study until its publication.

Apparently, the recording industry and its friends, knowing what may be

in the report, have opted for the quick headline now. All I can say is that those who wish to know OTA's results should wait for the OTA report.

Gary J. Shapiro
VP, Governmental and Legal Affairs
Consumer Electronics Group
Electronics Industries Assn.
Washington, D.C.

INFERIOR SOURCE

I am a big fan of Lambert, Hendricks, & Ross. It has been quite exciting to see their great jazz recordings from the late '50s appearing on CD. Blue Note is to be especially commended for undertaking a massive Pacific Jazz rerelease, including two wonderful full-stereo albums featuring Annie Ross.

However, it was greatly disappointing to find the newly rereleased

"Swingers" album—which says "stereo" on the liner notes—was taken from a mono third-generation tape. The original was most definitely full stereo. I have a copy off the original master tape. These early Pacific Jazz recordings are being released through Blue Note/Capitol-EMI and produced by Michael Cuscuna.

When the label learned of the mono mistake, it said there was no economic sense in going back and remastering. I believe a company concerned about its credibility and reputation for quality must make every effort to correct such a glaring error.

Robert A. Linder
Dover, N.J.

'DINOSAUR' INDEED!

"Walk The Dinosaur" by Was (Not Was) is like a one-song plug for the oldies format. Not only do they cop-

their "boom-acka-lacka" from Sly Stone, but the melody of the verse is a note-for-note rip-off of "Pearly Queen" from Steve Winwood's days with Traffic. The dance video is a step-by-step takeoff on the Bangles' "Walk Like An Egyptian."

So what's next—a disco version of "Forty Thousand Headmen"? Maybe these guys should tell it like it is by changing their name from Was (Not Was) to Theirs (Not Ours)!

Jim Konefes
Iowa City, Iowa

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

Stations Vie To Hang Hat On Who Anniv. Tour Tie-Ins Spark Controversy

BY CRAIG ROSEN

LOS ANGELES The Who aren't kids anymore, but for the radio stations that have tied in with its 25th anniversary tour by guaranteeing sellouts and/or buying all the tickets for their market's shows, the band is certainly all right. Yet stations that have been shut out of the silver-anniversary celebration are singing the summertime blues.

While some PDs are threatening retaliation against the promoters who gave their rivals exclusivity on the Who dates, others are scheming alternate promotions to cash in on the much-anticipated tour. In fact, with a few stations in each of the tour's 25 scheduled markets attempting to align themselves with Who-mania, listeners may be left asking, "Who really is the official Who station?"

In Tampa, Fla., WYNF is the official Who station. The CBS-owned album rocker made a deal with promoter Cellar Door Concerts Inc. that guarantees a sellout for the Who's July 29 Tampa Stadium show. In return, the station's calls were printed on the tickets and WYNF got 100 pairs of tickets in prime stadium locations for giveaways.

The Cellar Door/WYNF deal has left Mason Dixon, PD of rival top 40 WRBQ-AM-FM "Q105," incensed. "It is real nearsighted of the promoters to take [the show] and tie it up with one radio station. Now they are going to have to deal with all the stations they have hacked off. They are going to need me down the road. When they do a promotion with one of their pop groups, I'm going to tell them to come back another day."

And although the Who hasn't been a major top 40 band for most

of the decade—and hasn't scheduled new material to coincide with the tour—Dixon's anger extends to the group that, he says, has "thumbed their nose at me and other radio stations by isolating themselves. I'll never play a record by them again. I don't care how big they are. One of these days, they may have another record that they need pop support on."

Nonetheless, Q105 is planning its own ticket giveaway. Dixon says, "I have my sources and will have my share of tickets." Unlike classic rock WKRL, which stole some of WYNF's thunder by giving away tickets the weekend of May 6, before they went on sale, Dixon plans to wait it out. "You won't hear anything about the Who on Q105 until 10 days before the concert, when the tickets are all gone and people are real desperate."

Meanwhile, WYNF is enjoying its "official Who station" status. Promotion director Jon Volmar, who calls the ticket purchase "a nice little coup for us," says his station has had access to ticket information before its competitors. Volmar claims WKRL has tried to beat WYNF on crucial announcements regarding the day of the show and the day tickets went on sale, and in both cases went on the air with incorrect information.

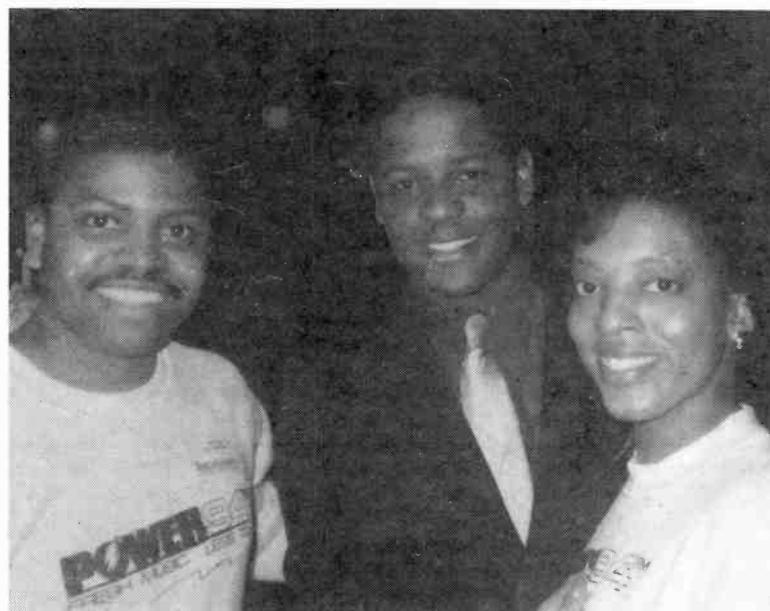
WRBQ's Dixon isn't the only programmer upset with the exclusive deals that some stations have. Besides WYNF, agreements exist between promoters and WDVE Pittsburgh and WGTR Miami, along with three Legacy Broadcasting outlets: WMMR Philadelphia, WCXR Washington, D.C., and WLLZ Detroit; and three Noble

Broadcasting stations: XETRA-FM "91X" San Diego, KBCO Denver, and KBEQ Kansas City, Mo.

"If some megacorporations cut some deal in New York, there is not a whole lot you can do," says Mark Pasman, PD of WLLZ's classic rock competitor, WCSX. But Pasman says his station has a number of Who-related promotions in the works. "Obviously we are going to have to work extra hard."

And several stations have tried to counteract their rivals' exclusives by dubbing themselves "the official Who station" and carefully avoiding any reference therein to the show itself, or by using material from Westwood One, which carried the opening press conference and which plans to broadcast both a special benefit performance of "Tommy" from New York on June 27 and

(Continued on page 19)



In The Busch. Urban WMYK "Power 94" Norfolk, Va., took a busload of listeners to Busch Gardens for the launching of the amusement park's new review, "Stage Struck." WMYK jocks Frank Miller and Lisa Diamond flank "L.A. Law" star Blair Underwood, a former park employee who came back to launch the new show.

Record Biz Fave Edged Out By AC K-Lite; Group W Easy Outlets Now ASR Stations

THE RECORD COMMUNITY loses one of its favorite stations this week as progressive album rocker KEDG "the Edge" Los Angeles becomes AC "K-Lite"; Lawrence Tanter, who programmed KEDG when it was adult alternative KUTE, returns as PD, replacing J.J. Jackson. Originally the first Transtar "Niche 29" affiliate when it debuted as KMPC-FM in October 1987, KEDG had been through multiple personnel and direction changes and had been hampered by a weak signal and, until recently, call-letter confusion with KMPC-AM.

KEDG's staff was informed of the change by GM Bill Ward at a May 9 afternoon meeting. That afternoon, Anita Fajita—filling in for Jackson—hinted at the station's status, playing Tom Petty's version of "Feel A Whole Lot Better (When You're Gone)" and signing off with Treat Her Right's "Picture Of The Future," which contains the lyrics "a picture of the future and you're not in it." Jim Ladd, who went through a similar ritual at the late KMET, signed on with the Doors' "When The Music's Over."

It is still not decided who will stay at the station when the Edge is over, Ward says. At least two staffers from the old KIQQ "K-Lite" (now "Pirate Radio" KQLZ)—Jim Carson and Doc Bailey—have been signed for mornings and middays, respectively. Ward says programming will originate locally, but will be similar to K-Lite.

Ironically, KEDG had just reached an agreement with consultant Fred Jacobs over its use of "the Edge," which is also the name of a Jacobs format. Now it is involved in another name game with suburban AC KGIL-FM, which has been using the K-Lite name since KIQQ's change in March. Ward claims that KEDG has purchased the term from KQLZ owner Westwood One. KGIL GM Dick McGeary says he has received and ignored cease-and-desist orders from WW1 to stop using the slogan.

WW1 has, however, announced that group owner Jacor will stop using the term "pirate" at WEBN Cincinnati, WYHY Nashville, and WFLZ Tampa, Fla. Also, WHTQ Orlando, Fla., has agreed to stop using the term "rock'n'roll pirates." And elsewhere in L.A., N/T KABC finally won a preliminary injunction May 5 prohibiting competitor KFI from using the slogan "talk radio" next to its calls pending the outcome of a trial. KFI has since filed for a clarification of the ruling's language.

AFTER A YEAR OF TESTING, and a six-month phasing-in process, Group W Radio has renamed the easy listening format that runs on four of its FMs—KMEQ Phoenix, KJQY San Diego, KODA Houston, and KQXT San Antonio, Texas—calling it Adult Spectrum Radio, or ASR. KODA MD Carey Nelson—who will coordinate music for the four stations—says their mix will remain 60% instrumental but, like many of their format counterparts, will downplay string-driven music in favor of a jazzier sound. While some of the Bonneville-supplied

music the stations previously used will remain in their libraries, Group W has begun recording its own customized titles.

KJQY GM Bert Wahlen is heading up the marketing rollout for ASR—which Group W may syndicate to other stations at some point. KJQY began using the format last fall and went 6.8-8.3 12-plus overall in the winter Arbitron, "with no promotion dollars and no advertising, just programming

changes. We have targeted all of our music to the 35-to-54 demo, and with that audience went from third to first in one book. The big hit was in men, where we went from 10th to first."

Group W is just one of the major easy listening broadcasters that has had to deal with the questions of what to play and what then to call it. Three years ago, KJOI Los Angeles began billing itself as "instrumental-based AC." GM Bob Griffith says the station has since downplayed that handle and is in the process of researching a new one. And Emmis' WJIB Boston—which has adopted similar programming changes—is offering a free trip to Paris to the listener who can come up with a new name for its format.

THE LONG-ANTICIPATED move by WWSW-AM-FM "3WS" Pittsburgh PD Bob Davis to WHTZ "Z100" New York happened this week, but not with Davis becoming Z100's acting PD. Instead, he'll join Z100 as research director in early June. The move reunites Davis with Z100 programmer Steve Kingston, with whom he worked at WYRE Annapolis, Md. (Another ex-Kingston co-worker, WPGC Washington morning man Jim Elliott, recently showed up on Z100 for weekend overnights and will be on again May 21.)

The Davis move is just one of several recent changes in Pittsburgh. 3WS GM Ted Atkins—who joined the sta-

(Continued on page 15)

newsline...

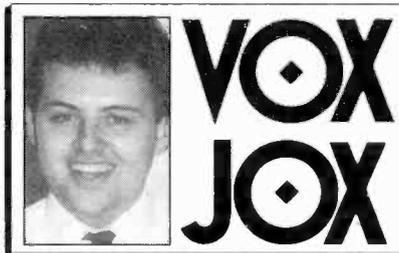
AT WMMR PHILADELPHIA, VP/GM Michael Craven has been promoted to regional VP at parent company Legacy Broadcasting, with jurisdiction over WMMR and WNEW-FM New York. In addition, WMMR PD/regional PD Ted Utz has been named station manager of WNEW-FM, replacing Peter Coughlin after five months. New PDs are expected in both Philadelphia and New York.

KEN LOWE has been promoted from GM/radio to VP of Scripps Howard Broadcasting as part of a series of changes that were made at the company's recent annual meeting. In addition, Terry Schroeder has been named VP of administration and three GMs at the group's radio stations have added VP stripes: WBSB Baltimore's James Fox; WMC-AM-FM Memphis' Donald Meyers; and KUPL-AM-FM Portland, Ore.'s Edward Hardy.

BILL HAZEN fills the long-vacant VP/GM position at KLUV Dallas. He was previously GM at influential "rock 40" outlet KXXR Kansas City, Mo., and WRXR Chicago (now WNUA). No replacement has been named at KXXR.

IRA ROSENBLATT is the new GM of WWAZ/WWLI Providence, R.I., following that station's ownership change. Rosenblatt, who was previously GM at WRKZ Harrisburg, Pa., replaces Tim Gorman.

IN LOUISVILLE, KY., Fred Murr has been named GM of WAVG/WLRS, handling duties previously held by owner Toney Brooks. He was GSM at WRKA Louisville. Across town, Frank Iorio Jr. has replaced Jack Hogan as GM of WVEZ-AM-FM. Iorio was director of sales and operations of WKYS Washington and is also a partner in owner Wilkes-Schwartz Broadcasting.



by Sean Ross

I Get Joy

(SP 5228)

Pure
soul.
Straight
from the
source.

featuring
the first single and video

**“As Long
As We’re
Together”**
(AM 1427)

Remix Produced by Al B. Sure!
and Kyle West

Produced by Al Green, Paul Zeleski,
Eban Kelly and Jimi Randolph
Executive Producer: Al Green



© 1989 A&M Records, Inc. All rights reserved.



FCC Approves Sale Of RKO's N.Y. Station

BY BILL HOLLAND

WASHINGTON The Federal Communications Commission on May 4th approved the settlement agreement allowing RKO General Inc. to sell WRKS New York to Summit Broadcasting for \$50 million. As approved, RKO will receive 65% of the sale proceeds—\$32.5 million—with the remaining \$17.5 million going to the other competing applicants for the license.

The commission said it is "significant" that RKO will receive less than 75% of the station's fair market value, in that it will serve as an "effective deterrent against license misconduct" in the future. It also said that only "properly structured settlements, such as this one, on an individual basis," can achieve the public-interest benefits resulting from the resolution of the protracted and complex 23-year-old litigation against RKO and the former management of its parent company, General Tire and Rubber Co.

WASHINGTON ROUNDUP

On that same day, the FCC ordered that the comparative-license-renewal proceeding for WRKS' sister station, WOR, be "held in abeyance" pending the commission's consideration of a proposed settlement agreement that would send the station to Buckley Broadcasting. That put on hold a labyrinthine qualifications-and-exceptions ranking of the challengers that would otherwise have proceeded despite the RKO/Buckley agreement.

WHITE HOUSE, CONGRESS ON HOLD

A White House spokesperson says there is no word yet on the expected FCC chairmanship nomination of Alfred Sikes, the former broadcaster who is currently head of the administration's National Telecommunications and Information Administration. Neither is there any comment about names circulating for FCC commissioners.

On Capitol Hill, scheduling for a floor vote in the House and Senate on the bills to make the fairness doctrine a federal law is still "at least a week away," according to one Congress insider, because of the press of other lawmaking matters. Outgoing FCC chairman Dennis Patrick, an opponent of the doctrine, told broadcasters at the National Assn. of Broadcasters convention May 2 to resist "government programming requirements" since competitors in other media have no such restraints (Billboard, May 13).

BILLBOARD RADIO:
More news,
more markets,
more thorough

America's Most Talked About and

"It plants 12 sticks of dynamite in your brain, then sets them off relentlessly, one by one. It's a shattering experience."

-Kathy Huffhines, DETROIT FREE PRESS

"A deeply involving and deeply affecting film that everyone ought to see..."

-Judith Crist

GENE HACKMAN An ALAN PARKER Film WILLEM DAFOE

MISSISSIPPI BURNING

A FREDERICK ZOLLO Production An ALAN PARKER Film
GENE HACKMAN WILLEM DAFOE "MISSISSIPPI BURNING"

Original Music by TREVOR JONES Edited by GERALD HAMBLING, A.C.E. Production Designers PHILIP HARRISON GEOFFREY KIRKLAND
Director of Photography PETER BIZIOU, B.S.C. Written by CHRIS GEROLMO Produced by FREDERICK ZOLLO and ROBERT F. COLESBERRY

Directed by ALAN PARKER **R** RESTRICTED **ORION**
Prints By DeLuxe® SPECTRAL RECORDING An ORION PICTURES Release
DOLBY STEREO READ THE SIGNED PAPERBACK

ORDER CUT OFF DATE: JULY 11 STREET DATE: JULY 27

ORION
HOME VIDEO

© 1989 Orion Home Video. All Rights Reserved.

Hits From Billboard 10 and
20 Years Ago This Week

Acclaimed Motion Picture.

POP SINGLES—10 Years Ago

1. Reunited, Peaches & Herb, POLYDOR
2. Hot Stuff, Donna Summer, CASABLANCA
3. In The Navy, Village People, CASABLANCA
4. Stumblin' In, Suzi Quatro & Chris Norman, RSO
5. Goodnight Tonight, Wings, COLUMBIA
6. Love You Inside Out, Bee Gees, RSO
7. Shake Your Body, Jacksons, EPIC
8. Take Me Home, Cher, CASABLANCA
9. He's The Greatest Dancer, Sister Sledge, COTILLION
10. Heart Of Glass, Blondie, CHRYSALIS

TOP SINGLES—20 Years Ago

1. Aquarius/Let The Sunshine In, Fifth Dimension, SOUL CITY
2. Hair, Cowsills, MGM
3. Get Back, Beatles, APPLE
4. It's Your Thing, Isley Brothers, T NECK
5. Love (Can Make You Happy), Mercy, SUNDI
6. Hawaii Five-O, Ventures, LIBERTY
7. The Boxer, Simon & Garfunkel, COLUMBIA
8. Atlantis, Donovan, EPIC
9. Gitarzan, Ray Stevens, MONUMENT
10. These Eyes, Guess Who, RCA

TOP ALBUMS—10 Years Ago

1. Breakfast In America, Supertramp, A&M
2. 2-Hot, Peaches & Herb, POLYDOR
3. Desolation Angels, Bad Company, SWAN SONG
4. Minute By Minute, Doobie Brothers, WARNER BROS.
5. Spirits Having Flown, Bee Gees, RSO
6. Van Halen II, Van Halen, WARNER BROS.
7. We Are Family, Sister Sledge, COTILLION
8. Go West, Village People, CASABLANCA
9. Parallel Lines, Blondie, CHRYSALIS
10. Bad Girls, Donna Summer, CASABLANCA

TOP ALBUMS—20 Years Ago

1. Hair, Original Cast, RCA
2. Blood, Sweat & Tears, COLUMBIA
3. Galveston, Glen Campbell, CAPITOL
4. Nashville Skyline, Bob Dylan, COLUMBIA
5. Greatest Hits, Donovan, EPIC
6. Cloud Nine, Temptations, GORDY
7. In-A-Gadda-Da-Vida, Iron Butterfly, ATCO
8. Bayou Country, Creedence Clearwater Revival, FANTASY
9. Help Yourself, Tom Jones, PARROT
10. Led Zeppelin, ATLANTIC

COUNTRY SINGLES—10 Years Ago

1. If I Said You Had A Beautiful Body Would You Hold It Against Me, Bellamy Brothers, WARNER/CURB
2. Lying In Love With You, Jim Ed Brown & Helen Cornelius, RCA
3. Lay Down Beside Me, Don Williams, MCA
4. Don't Take It Away, Conway Twitty, MCA
5. Sail Away, Oak Ridge Boys, MCA
6. Down On The Rio Grande, Johnny Rodriguez, EPIC
7. When I Dream, Crystal Gayle, UNITED ARTISTS
8. How To Be A Country Star, The Statler Brothers, MERCURY
9. She Believes In Me, Kenny Rogers, UNITED ARTISTS
10. Just Long Enough To Say Goodbye, Mickey Gilley, EPIC

SOUL SINGLES—10 Years Ago

1. Reunited, Peaches & Herb, MVP/ POLYDOR
2. Disco Nights, G.Q., ARISTA
3. You Can't Change That, Raydio, ARISTA
4. Hot Number, Foxy, DASH
5. I Wanna Be With You, Isley Brothers, T-NECK
6. In The Mood, Tyrone Davis, COLUMBIA
7. Feel That Your Feelin', Maze, CAPITOL
8. Shake, The Gap Band, MERCURY
9. Shake Your Body, Jacksons, EPIC
10. Love Ballad, George Benson, WARNER BROS.

R O Y RBISON



DARKNESS
FALLS
AND SHE
WILL TAKE ME
BY THE
HAND...

“AM OI MYSTERY A S'HS.”

The new single.

Written by BONO and THE EDGE.

Produced by BONO.

The title track from the LP Mystery Girl.



VOX JOX

(Continued from page 10)

tion three months ago—has resigned; Atkins—who cited differences in management philosophy—told the local papers that he'd be much happier in a start-up situation or at a turnaround, which 3WS wasn't; former GM Diane Sutter is again splitting her time between 3WS and GM duties at a sister TV station in Lexington, Ky.

Across town, WJAS/WWSH GM Tony Rizza has gone across the street to Sheridan Broadcasting but not, as reported elsewhere, to be GM of its WAMO. Instead, he'll be Sheridan's VP of radio properties. WJAS/WWSH owner Tony Renda will handle GM duties for the time being. And at AC WMXP, Beau Richards has rejoined the station for nights, replacing Rich Anton, who goes across town to top 40 WYDD, which is expected to announce new calls and other new staffers next week.

IN AN APPARENT RESPONSE to the public criticism of his speech at the National Assn. of Broadcasters convention (Billboard, May 13), Radio Advertising Bureau president Warren Potash used last weekend's meeting of the Radio Advertising Bureau board to outline his first specific goals and objectives since taking office. These are: 1) Increase radio's advertising market share by 0.1%, which would represent an additional \$118 million in revenue; 2) Increase RAB membership via a direct-mail campaign and use of its network resources; 3) Operate without a deficit. An RAB spokesperson says the organization has been ahead of budget thus far this year.

One RAB spokesperson who is leaving the group is senior VP of marketing and communications Danny Flamberg, who is leaving to start his own New York-based advertising firm, Morgan, Rothschild & Co. Con-

current with that announcement was one that Flamberg's firm would take over the RAB/NAB's joint ad campaign, Radio, What Would Life Be Without It?, on July 1—more than a month after the "30 seconds of silence" stunt scheduled for May 26.

PROGRAMMING: At WWMG Charlotte, N.C.—which recently moved from AC to oldies—PD Don Schaeffer is leaving to program WXRI Norfolk, Va., following that station's transfer to WIN Communications. No replacement has been named. No format has been announced for WXRI, currently a Christian AC outlet. While its new calls (WZCL), Schaeffer's background, and the lack of an oldies FM in the area would tend to indicate that WXRI will become "Cool 105," Schaeffer points out that WWMG went through two other sets of smokescreen calls before signing on. Greg Sentress from crosstown WSKX (now WAFX) will join the station for evenings.

After 1½ years as PD of top 40 WHKW Fayette, Ala., Mark Shands returns to the top 50 markets to program crossover WCKZ "Kiss 102" Charlotte, N.C. It's the third time that Shands has worked with consultant Jerry Clifton, for whom he worked as APD of WPOW "Power 96" Miami and PD of WNFJ "1100" Daytona Beach, Fla. WCKZ is currently looking for a morning person or team with a track record in that time period.

Bobby Mercer is out as PD of oldies KBON San Bernardino, Calif.; replacing him—at least until a much-postponed ownership transfer takes place—is p.m. driver Scott Taylor. Across town, album KCAL PD Dana Jang is also gone; Michelle Dodd is acting PD... Several weeks after being named OM, Melvin Jones is out

at urban KRNB Memphis.

N/T KTRH Houston PD Kelly Carls returns to FM as PD of oldies KQFX Austin, Texas, replacing Kevin McCarthy; no replacement has been named. Across town, simulcast AC KEYI-AM has picked up the Satellite Music Network's Pure Gold format and the calls KMOW—the closest thing it could get to its once-legendary top 40 calls KNOW. KEYI-FM MD John Ellis is KMOW's PD.

At AC WKRG-FM Mobile, Ala., morning man Scoot is promoted to PD as Dick Hilton shifts into a sales post. Scott Sands becomes APD; Kelly Martin goes from middays to MD... Business Radio Network adds new affiliates at WVTR Knoxville, Tenn., KMBA Albuquerque, N.M., and once-legendary rocker KEWI Topeka, Kan.

PEOPLE: At top 40 WPLJ "Power 95" New York, PD Gary Bryan is, as expected, moving into mornings as of Monday (15); Bryan will be teamed with current a.m. driver Jim Kerr... At WAPW "Power 99" Atlanta, Ron Hersey, from WNVZ "Z104" Norfolk, Va., joins PD Rick Stacy as part of the five-person morning team. In addition, late-nighter Blake Thunder has switched shifts with newly arrived night person Hurricane Eddie Monson... Tom Dixon, a veteran of classical KFAC Los Angeles, will be the voice of L.A.'s KKGO-AM when that station boosts power to 25,000 watts in July.

Bob Rivers, known for last year's Orioles marathon, is leaving mornings at album WYYY "98 Rock" Baltimore. Afternoon jock Chris Emory is filling in on mornings as WYYY begins to lean toward "rock 40."

AC WMJX Boston weekendender Albert Calvert takes over middays as Paul Ciliano heads for afternoon drive at KLTR Houston... Robin Sanders goes from swing at top 40 KQKS Denver to overnights at oldies KXKL... Album WBAB Long Island, N.Y., traffic reporter Debbie Jackson joins N/T KCMO Kansas City, Mo., as an anchor/reporter.

Former KMPC-FM personality Guy Kemp, now PD/part owner of KCNA Grants Pass, Ore., has hired Wild Bill Scott, former PD of SMN's Z-Rock, as MD. Kemp and Scott have formed Insultants Inc and are consulting suburban Chicago's WSSY with their "outlaw rock" programming... Kaye Hier adds MD duties to middays at country KSJB Jamestown, N.D., as Kent Glanzer leaves for p.m. drive at AC KBUF Garden City, Kan.

EVENTS: Oldies WCBS-FM, which staged its first Rock & Roll Radio Greats Weekend in 1984, has scheduled another on-air reunion of veteran air personalities for the weekend of June 10-11. Current 'CBS-FM employees Harry Harrison, "Cousin" Bruce Morrow, and Ron Lundy will be joined by Dan Ingram, Ed Baer, Herb Oscar Anderson, Joe O'Brien, Jack Spector, Jack Lacey, Chuck Leonard, Dean Anthony, Alan Fredericks, Charlie Greer, "Joeko" Henderson, and Hal Jackson.

Assistance in preparing this column was provided by Craig Rosen and Peter Ludwig.

FOR WEEK ENDING MAY 20, 1989

Billboard®

©Copyright 1989, Billboard Publications, Inc. No part of this publication may be reproduced, stored in any retrieval system, or transmitted, in any form or by any means, electronic, mechanical, photocopying, recording, or otherwise, without the prior written permission of the publisher.

HOT ADULT CONTEMPORARY™

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	TITLE LABEL & NUMBER/DISTRIBUTING LABEL	ARTIST
				Compiled from a national sample of radio playlists.	
				★★ NO. 1 ★★	
1	2	2	14	SECOND CHANCE A&M 1273	◆ THIRTY EIGHT SPECIAL 1 week at No. One
2	1	1	11	AFTER ALL Geffen 7-27529	CHER & PETER CETERA
3	5	6	7	MISS YOU LIKE CRAZY EMI 50185	◆ NATALIE COLE
4	4	3	14	WIND BENEATH MY WINGS ATLANTIC 7-88972	◆ BETTE MIDLER
5	3	4	10	LIKE A PRAYER SIRE 7-27539/WARNER BROS.	◆ MADONNA
6	8	12	6	THROUGH THE STORM ARISTA 1-9809	ARETHA FRANKLIN & ELTON JOHN
7	9	17	7	EVERLASTING LOVE ELEKTRA 7-69308	◆ HOWARD JONES
8	7	7	11	ORINOCO FLOW (SAIL AWAY) Geffen 7-27633	◆ ENYA
9	10	15	9	PROMISES EPIC 34-68608/E.P.A.	◆ BASIA
10	12	19	6	THINKING OF YOU CUTTING 872 502-7/POLYGRAM	◆ SA-FIRE
11	6	5	11	HEAVEN HELP ME MIKA 871 538-7/POLYGRAM	◆ DEON ESTUS
12	15	20	8	TALK IT OVER RCA 8802	◆ GRAYSON HUGH
13	13	9	18	DREAMIN' WING 871 078-7/POLYGRAM	◆ VANESSA WILLIAMS
14	21	32	4	THE BEST YEARS OF OUR LIVES COLUMBIA 38-68741	NEIL DIAMOND
15	11	8	15	ETERNAL FLAME COLUMBIA 38-68533	◆ BANGLES
16	23	30	5	GIVING UP ON LOVE RCA 8872	◆ RICK ASTLEY
17	18	25	8	IF I CAN JUST GET THROUGH THE NIGHT ELEKTRA 7-69305	◆ PHOEBE SNOW
18	14	16	10	ROMANCE (FROM "SING") COLUMBIA 38-68580	◆ PAUL CARRACK & TERRI NUNN
19	16	10	17	YOU GOT IT VIRGIN 7-99245	◆ ROY ORBISON
20	25	35	6	DOWNTOWN A&M 1272	◆ ONE 2 MANY
21	24	29	7	CITY STREETS CAPITOL 44336	◆ CAROLE KING
22	30	33	5	ALL IS LOST WARNER BROS. 7-27530	SOUTHERN PACIFIC
23	33	39	4	CRY POLYDOR 871 110-7/POLYGRAM	◆ WATERFRONT
				★★★ POWER PICK ★★★	
24	37	44	3	KEEP EACH OTHER WARM ARISTA 1-9838	BARRY MANILOW
25	17	13	18	THE LIVING YEARS ATLANTIC 7-88964	◆ MIKE + THE MECHANICS
26	34	38	5	SHE'S A MYSTERY TO ME VIRGIN 7-99227	◆ ROY ORBISON
27	38	37	5	FOREVER YOUR GIRL VIRGIN 7-99230	◆ PAULA ABDUL
28	27	26	16	YOU'RE NOT ALONE REPRISE 7-27757	◆ CHICAGO
29	36	42	4	SOLDIER OF LOVE CAPITOL 44369	DONNY OSMOND
30	26	18	16	WE'VE SAVED THE BEST FOR LAST ARISTA 1-9785	◆ KENNY G
31	41	45	3	WHERE ARE YOU NOW? WTG 31-68625	JIMMY HARNEN WITH SYNCH
32	43	47	3	LEAD ME INTO LOVE ELEKTRA 7-69299	ANITA BAKER
33	31	21	18	DON'T TELL ME LIES A&M 1267	◆ BREATHE
34	28	22	17	LOST IN YOUR EYES ATLANTIC 7-88970	◆ DEBBIE GIBSON
35	29	23	19	JUST BECAUSE ELEKTRA 7-69327	◆ ANITA BAKER
36	35	31	23	MY HEART CAN'T TELL YOU NO WARNER BROS. 7-27729	◆ ROD STEWART
37	46	49	3	I'LL BE LOVING YOU (FOREVER) COLUMBIA 38-68671	◆ NEW KIDS ON THE BLOCK
				★★★ HOT SHOT DEBUT ★★★	
38	NEW ▶		1	UNBORN HEART COLUMBIA 38-68754	DAN HILL
39	32	34	7	WHAT WERE WE THINKING OF COLUMBIA 38-68691	BARBRA STREISAND
40	19	11	15	LET THE RIVER RUN ARISTA 1-9793	◆ CARLY SIMON
41	22	24	7	LIVIN' RIGHT MCA 53497	◆ GLENN FREY
42	20	14	11	SUPERWOMAN WARNER BROS. 7-27783	◆ KARYN WHITE
43	NEW ▶		1	IF YOU DON'T KNOW ME BY NOW ELEKTRA 7-69297	◆ SIMPLY RED
44	42	40	16	GOT IT MADE ATLANTIC 7-88966	CROSBY, STILLS, NASH & YOUNG
45	44	41	3	IKO IKO (FROM "RAIN MAN") CAPITOL 44343	◆ THE BELLE STARS
46	48	—	2	ALL THIS I SHOULD HAVE KNOWN A&M 1401	◆ BREATHE
47	NEW ▶		1	WAITING GAME FONTANA 874 190-7/POLYGRAM	◆ SWING OUT SISTER
48	NEW ▶		1	HOLD AN OLD FRIEND'S HAND MCA 53612	TIFFANY
49	49	—	2	THIS TIME I KNOW IT'S FOR REAL ATLANTIC 7-88899	◆ DONNA SUMMER
50	NEW ▶		1	MY ONE TEMPTATION ISLAND 7-99252/ATLANTIC	◆ MICA PARIS

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

WARNING

This record may prove dangerous to your complacency.



J. C. MARK

THE HIDDEN GUN

B/W

I'LL LIVE AND DIE IN FREEDOM

CYBERVOC RECORDS

Ventura, California • FAX # (805) 653-0106

©Copyright 1989, Billboard Publications, Inc. No part of this publication may be reproduced, stored in any retrieval system, or transmitted, in any form or by any means, electronic, mechanical, photocopying, recording, or otherwise, without the prior written permission of the publisher.

ALBUM ROCK TRACKS™

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	TITLE LABEL & NUMBER/DISTRIBUTING LABEL	ARTIST
1	1	1	6	★ ★ NO. 1 ★ ★ I WON'T BACK DOWN MCA 53369	TOM PETTY 5 weeks at No. One
2	2	2	4	POP SINGER MERCURY 874 012-7/POLYGRAM	JOHN COUGAR MELLENCAMP
3	5	8	3	ROOMS ON FIRE MODERN 7-99216/ATLANTIC	STEVIE NICKS
4	4	4	7	FIRE WOMAN SIRE LP CUT/REPRISE	THE CULT
5	NEW ▶		1	★ ★ ★ FLASHMAKER ★ ★ ★ THE DOCTOR CAPITOL 44376	THE DOOBIE BROTHERS
6	6	6	8	ONCE BITTEN TWICE SHY CAPITOL 79598	GREAT WHITE
7	11	—	2	I WANT IT ALL CAPITOL 44372	QUEEN
8	3	3	9	VOICES OF BABYLON COLUMBIA 38-68601	THE OUTFIELD
9	8	10	3	SATISFIED EMI 50189	RICHARD MARX
10	9	9	8	LOVE HAS TAKEN ITS TOLL POLYDOR LP CUT/POLYGRAM	SARAYA
11	15	26	3	RUNNIN' DOWN A DREAM MCA LP CUT	TOM PETTY
12	14	17	6	OPEN LETTER TO A LANDLORD EPIC LP CUT/E.P.A.	LIVING COLOUR
13	13	15	8	COMING HOME MERCURY 872 982-7/POLYGRAM	CINDERELLA
14	7	7	7	HEADING FOR THE LIGHT WILBURY LP CUT/WARNER BROS.	TRAVELING WILBURYS
15	10	14	5	ROCK THIS PLACE CBS ASSOCIATED LP CUT/E.P.A.	THE FABULOUS THUNDERBIRDS
16	16	20	5	NINETEEN FOREVER A&M LP CUT	JOE JACKSON
17	20	22	5	ONE BIG RUSH WTG LP CUT	JOE SATRIANI
18	24	34	3	FEEL A WHOLE LOT BETTER MCA LP CUT	TOM PETTY
19	18	18	7	SEEING IS BELIEVING ATLANTIC 7-88921	MIKE + THE MECHANICS
20	23	31	4	BAD MAN ATLANTIC LP CUT	BAD COMPANY
21	22	25	5	DO YOU LIKE IT POLYDOR LP CUT/POLYGRAM	KINGDOM COME
22	NEW ▶		1	HEY BABY CBS ASSOCIATED 4-68891/E.P.A.	HENRY LEE SUMMER
23	28	32	4	PRECIOUS STONE RCA LP CUT	THE FIXX
24	27	30	6	ANGEL EYES ARISTA 9808	THE JEFF HEALEY BAND
25	NEW ▶		1	MARTHA SAY MERCURY LP CUT/POLYGRAM	JOHN COUGAR MELLENCAMP
26	21	21	7	SHOOTING FROM MY HEART UNI 50019/MCA	BIG BAM BOO
27	12	5	10	NOW YOU'RE IN HEAVEN ATLANTIC 7-88925	JULIAN LENNON
28	32	38	4	CLOSE MY EYES FOREVER RCA 8899	LITA FORD/OZZY OSBOURNE
29	17	13	13	DOWN BOYS COLUMBIA 38-68606	WARRANT
30	38	46	3	POP SONG 89 WARNER BROS. LP CUT	R.E.M.
31	30	37	4	LET ME IN COLUMBIA 38-68739	EDDIE MONEY
32	37	41	3	FASCINATION STREET ELEKTRA 7-69300	THE CURE
33	40	—	2	CHROME PLATED HEART ISLAND LP CUT/ATLANTIC	MELISSA ETHERIDGE
34	41	49	3	IS THIS LOVE VIRGIN LP CUT	KING SWAMP
35	33	40	5	CAN'T MISS Geffen LP CUT	MICHAEL THOMPSON BAND
36	42	—	2	SO ALIVE RCA LP CUT	LOVE AND ROCKETS
37	50	—	2	THIS IS YOUR LAND A&M 1413	SIMPLE MINDS
38	46	—	2	EYES OF A STRANGER EMI LP CUT	QUEENSRYCHE
39	NEW ▶		1	HEADED FOR A HEARTBREAK ATLANTIC 7-88922	WINGER
40	19	11	10	THING CALLED LOVE CAPITOL LP CUT	BONNIE RAITT
41	45	48	3	... THIS TOWN ... WARNER BROS. LP CUT	ELVIS COSTELLO
42	39	36	3	FREE FALLIN' MCA LP CUT	TOM PETTY
43	NEW ▶		1	HANG TOUGH Geffen LP CUT	TESLA
44	NEW ▶		1	(BETWEEN A) ROCK AND A HARD PLACE VIRGIN 7-99215	CUTTING CREW
45	35	33	8	CIRCLE Geffen 7-27580	EDIE BRICKELL & NEW BOHEMIANS
46	25	16	14	SECOND CHANCE A&M 1273	THIRTY EIGHT SPECIAL
47	34	19	13	MAYOR OF SIMPLETON Geffen 7-27552	XTC
48	26	12	11	TURN YOU INSIDE-OUT WARNER BROS. LP CUT	R.E.M.
49	NEW ▶		1	TROUBLE ME ELEKTRA 7-69298	10,000 MANIACS
50	NEW ▶		1	BACK TO BACK SIRE LP CUT/REPRISE	THE REPLACEMENTS

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

PDS NOT AS HARD ON 'SOFT' DIARY IN WINTER ARBS

(Continued from page 1)

Buffalo, N.Y., PD Paul Cannon, whose station dropped from 11.3 to 9.2 12-plus overall in the fall Arbitrons, then rebounded to a market-leading 11.0 this time. "I think most people made adjustments to try and cope with the diary."

In Boston, where both top 40s were off sharply last fall, a similar reversal process took place, with WXKS-FM "Kiss 108" rebounding 5.9-7.1 and its rival, WZOU, going from 5.0-5.7. WZOU PD Tom Jeffries says he thinks the diary's problems "will work themselves out. Anytime you introduce something, you have to get the bugs out."

Top 40 PDs had previously bemoaned the new diary's increased emphasis on in-office listening as well as new instructions that asked diary-keepers to tell Arbitron the stations they had heard—not just the stations they had made a conscious effort to listen to—something that many PDs felt would favor easy listening and AC stations.

While not every top 40 PD blamed the diary for the format's problems last fall (Billboard, Feb. 4), two prominent group PDs—Emmis Broadcasting's Rick Cummings and Nationwide's Guy Zapoleon—launched a vitriolic attack on the diary at February's Gavin Report convention, with Cummings suggesting that Emmis might be forced to reconsider its commitment to "active" formats like top 40 and crossover radio. Those attacks came at the same time that a number of album rock GMs and PDs were publicly bashing Arbitron for what they considered inadequate sampling of male listeners and general unresponsiveness.

In the top 25 Arbitron markets, 12 top 40 stations had ratings rise last fall, compared to 27 that were down and four that held steady. This winter, 23 of those stations were up compared to 17 down and five unchanged. Eight major-market top 40s were up by more than a share this time as opposed to three in the fall; only four were down by more than a share.

While Zapoleon says he "feels pretty much the same" about the new diary, he acknowledges that and AC stations "didn't do incredibly" in his home market of Phoenix and that he has come to regard the diary as just one of the sampling variables that can impact a station's ratings. "If there are two or three diaries that happen to have a lot of in-office listening, you'll get a spike that month. It depends how many diaries there are, but generally it all evens out."

Zapoleon also says he has met with Arbitron representatives and found them "extremely willing to listen to some of the things I had to say, especially about the use of the word 'hear'" and about instructions that, he feels, encourage respondents to fill out long listening times.

More than most PDs contacted for this story, Emmis' Cummings remains unmoved. While he says that Emmis wants to wait for the spring book—in which top 40 stations traditionally perform well—

before making any format decisions, he calls the new diary "still a problem for contemporary radio stations." He cites Emmis top 40 WAVA Washington, D.C., which

Many angry top 40 major-market stations bounced back in latest book

added listeners in middays but still lost share-points in that daypart because of even greater gains made by "passive" radio stations.

Cummings was scheduled to participate in Zapoleon's Arbitron meeting but cancelled on a day before. "Arbitron doesn't intend to do anything about this. I know that. Guy knows that. I decided to spend my time poring over books and seeing if there are any [strategies for dealing with the new dia-

ry] that we're missing."

While Zapoleon says he has made a point of not changing any of his stations' programming to respond to the diary, many PDs are responding to the new diary by targeting increased in-office listening. Emmis album rocker KSHE St. Louis, already known for a famous "never too old to rock 'n' roll" spot, now has one assuring listeners that it's OK to listen at work.

WKSE's Cannon has made "very slight but effective" changes, slowing rotations during middays and adding a contest to recycle listeners from mornings to middays. Others have used the increasingly popular fax-machine promotions to target office listeners.

Also, "usage liners" aimed at diary respondents have increased. KIIS Los Angeles has one that tells listeners, "Anytime you hear a station playing continuous hit

(Continued on page 75)

FOR WEEK ENDING MAY 20, 1989

MODERN ROCK TRACKS™

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	TITLE LABEL & NUMBER/DISTRIBUTING LABEL	ARTIST
1	1	1	5	★ ★ NO. 1 ★ ★ FASCINATION STREET ELEKTRA 7-69300	THE CURE 3 weeks at No. One
2	4	20	3	SO ALIVE RCA 8956	LOVE AND ROCKETS
3	2	3	6	FIRE WOMAN SIRE LP CUT/REPRISE	THE CULT
4	5	6	7	THIS TOWN WARNER BROS. LP CUT	ELVIS COSTELLO
5	3	2	9	GOOD THING I.R.S. 53639/MCA	FINE YOUNG CANNIBALS
6	6	12	4	NINETEEN FOREVER A&M 1404	JOE JACKSON
7	8	9	5	MONKEY GONE TO HEAVEN 4AD LP CUT/ELEKTRA	PIXIES
8	9	8	7	SOMETHING TO SAY TVT LP CUT	THE CONNELLS
9	19	—	2	SHE GIVES ME LOVE EPIC LP CUT/E.P.A.	THE GODFATHERS
10	13	17	4	SUBOCEANA SIRE LP CUT/REPRISE	TOM TOM CLUB
11	10	5	13	THE MAYOR OF SIMPLETON Geffen 7-27552	XTC
12	11	7	10	ROUND & ROUND QWEST 7-27524/WARNER BROS.	NEW ORDER
13	21	—	2	PET SEMATARY SIRE LP CUT/WARNER BROS.	THE RAMONES
14	15	15	6	DANCING BAREFOOT ISLAND 7-99225/ATLANTIC	U2
15	26	—	2	GOIN' SOUTHBOUND Geffen LP CUT	STAN RIDGWAY
16	20	22	3	DEBBIE GIBSON IS PREGNANT ENIGMA LP CUT	MOJO NIXON/SKID ROPER
17	16	11	4	BUSLOAD OF FAITH SIRE LP CUT/WARNER BROS.	LOU REED
18	7	4	10	MADONNA OF THE WASPS A&M LP CUT	ROBYN HITCHCOCK/EGYPTIANS
19	17	16	5	WARRIOR VIRGIN LP CUT	PIL
20	NEW ▶		1	EARDRUM BUZZ MUTE 7-5040/ENIGMA	WIRE
21	22	21	3	OBSESSION WING LP CUT/POLYDOR	XYMOX
22	14	13	6	EVERYTHING COUNTS SIRE LP CUT/WARNER BROS.	DEPECHE MODE
23	23	23	4	SUN GONE DOWN RHINO LP CUT	HOUSE OF FREAKS
24	24	—	2	GOD IS A BULLET I.R.S. LP CUT/MCA	CONCRETE BLONDE
25	18	18	5	WITCHDOCTOR MAMMOTH LP CUT/RCA	SIDEWINDERS
26	25	28	4	THE SHEEP'S A WOLF I.R.S. LP CUT/MCA	CATERWAUL
27	NEW ▶		1	BRING ME EDELWEISS ATLANTIC 7-88911	EDELWEISS
28	NEW ▶		1	SEE A LITTLE LIGHT VIRGIN LP CUT	BOB MOULD
29	NEW ▶		1	THIS IS YOUR LAND A&M 1413	SIMPLE MINDS
30	29	—	2	I WON'T BACK DOWN MCA 53369	TOM PETTY

Billboard, copyright 1989.

Secretaries Compete For Facts In Sharp Fax Promo

BY PETER LUDWIG

NEW YORK Radio flexed its promotional muscle for Sharp Electronics recently as the manufacturing giant took to radio for National Secretaries Week, running promotions for its office typewriters and calculators in 17 top markets. The promotions got center stage during the morning drives at most of the stations that carried it, and relied heavily on fax machines.

Sharp's promotion was unique in this age of marketing in that it did not buy an advertising schedule on any of the stations. According to Joe Sabella, Sharp's marketing/product planning manager for the commercial typewriter/calculator, that was not an oversight on the stations' part, just a function of the fact that the promotion was put together in three weeks and schedules could not be arranged. Sabella escaped the clutches of the GSMs only because "there were

just so many things going on at the same time I just couldn't get spots on the air."

The basic promotional idea had morning air talents reading short bits of copy on the air, and then qualifying secretaries who sent in the first perfectly typed copy over the fax machine. Each day's winner for the weeklong promotion received a Sharp calculator and qualified for the grand prize, which in four East Coast markets was a trip for two to the Bahamas. The other 13 stations gave away a Sharp Camcorder as top prize.

The stations chose their own copy for the most part. WNEW-FM New York used a number of silly sources, including Monty Python's "The Passion Of St. Victor." The biggest effort was staged by top 40 WTIC-FM Hartford, Conn., at a live breakfast remote in a local hotel. With almost 500 area secretaries present, eight finalists competed in one final

PROMOTIONS

speed-typing test.

Sabella says Sharp was impressed by all the individual modifications to the promotion. "When the idea was suggested to the stations, they came up with all these other ideas. What was good about it at WTIC was that they gave away the prizes throughout the day to spread out listener excitement. Then the finals were strictly a typing contest. At a number of the other stations, there was a final round of typing and fax contesting with the first perfect fax again winning the grand prize."

Sabella says the promotion recommendation was made by Sharp's PR firm, "but we agreed it was an ideal promotion for radio. I think all the elements of it came to mind all at once. Since secretaries usually choose the radio station at work—and use the machines—this promotion was ideal for everyone."

Sharp sells its office products through authorized dealers who usually buy the local radio time. Sabella says the company is now producing radio ads for some of its divisions, which he hopes will increase local spot buys. Sharp also offers its dealers a co-op program based on their sales.

"We want to encourage them to use radio by giving them a preproduced spot," says Sabella. "Since it was produced we found that a lot of our dealers already use radio. I would think we're going to try to do it next year and expand it. We certainly learned something from our experience this year."

BEING FAX-SMART

KFMB-FM "B100" San Diego PD/morning man Bobby Rich says, "We've never really done a

big thing with faxes. The one thing we did that was real smart was to save the return fax number of every fax sent to the station as mid-day requests or our [regular] fax funnies." As a result, Rich says B100 has collected a data base of more than 400 different company names and fax numbers.

To capitalize on that information, B100 recently sent out a "special preferred customer fax notice" to all 400 offices to let them know in advance about an upcoming promotion. The promotion sent out a staffer to award in-office listening.

Rich says, "Once we started the promotion, we then told listeners to increase their chances of winning by faxing detailed directions to their offices. We are currently entering all those fax numbers and company names into the computer as well, and will be faxing out thank you notices and another advance warning of another contest. Hopefully these offices will post the thank you notes on an office bulletin. We have gotten over 1,000 more with this latest promotion over our one fax machine."

"My hope is that these in-office listeners will feel special, and we plan to continue sending messages to these 'preferred office listeners.'" When asked if B100 was contributing to the new phenomenon of junk fax, Rich replied, "We're on the cutting edge of junk fax."

Meanwhile, after four months, B100 has raised more than \$30,000 for Cara-Net, a local charity providing a hot line and counseling service for families with missing children, by selling all 3,500 copies of its morning show's comedy album. Record production costs were donated so that the entire \$10 retail price went to the charity. Rich says most of the albums were sold at autograph parties.



North Coast In Jeopardy. "Jeopardy" host Alex Trebek came to Cleveland to audition potential contestants for the show. He also sat in at WMMS with afternoon jock Ruby Cheeks, left.

The evolution of rock and roll.

King Swamp

"Is This Love?"

From the album King Swamp.

Produced by Dave Allen and Steve Halliwell.
Mixed by Bob Clearmountain.

© 1988 Virgin Records America, Inc. *Virgin*

PIONEER PRESENTS

Hot Picks in Tokio

Selections can be heard on "Pioneer Tokio Hot 100" Every Sunday 1 PM - 5 PM on FM JAPAN/81.3 FM in TOKYO.

Week of April 30, 1989

- ① Use A Payer Madonna
- ② The Look Rosette
- ③ Real Love Jody Watley
- ④ She Drove Me Crazy Fine Young Cannibals
- ⑤ Girl You Know It's True Milli Vanilli
- ⑥ Superwoman Karyn White
- ⑦ Walk The Dinosaur Wax (Not Wax) Tone Loc
- ⑧ Funky Cold Medina
- ⑨ Fox Sarah McLachlan
- ⑩ Forever Your Girl Paula Abdul
- ⑪ Electric Youth Debbie Gibson
- ⑫ Love The Way You Love Howard Jones
- ⑬ Dinosaur Love Enya
- ⑭ You Got It (The Right Stuff) New Kids On The Block
- ⑮ Eternal Flame Bananas
- ⑯ Heaven Help Me Deon Estus
- ⑰ Stand R.E.M.
- ⑱ Thinking Of You So.Fie
- ⑲ After All One & Peter Cetera
- ⑳ Birthdays Suit Johnny Kemp
- ㉑ The Living Years Mike + The Mechanics
- ㉒ Calling Your Soul Jevelia Steele
- ㉓ Touch Your Soul Ron Jovi
- ㉔ Me And Mrs. Jones Sarah Jane Morris
- ㉕ Second Chance JB Special
- ㉖ City Streets Carole King
- ㉗ Every Little Step Bobby Brown
- ㉘ Dreamin' Vanessa Williams

FM JAPAN
81.3 FM

WINTER '89 ARBITRONS

Following are 12-plus average quarter-hour shares, metro survey area, Monday-Sunday, 6 a.m.-midnight. (#) indicates Arbitron market rank. These symbols are used: AC=adult contemporary, adult alt=adult alternative, adult std=adult standards/big band, album=album rock, cls rock=classic rock, easy=easy listening, modern=modern rock, n/t=news/talk. Copyright 1989, Arbitron Ratings Co. May not be quoted or reproduced without the prior written permission of Arbitron.

Call	Format	Sp '88	Su '88	Fa '88	W '89	Call	Format	Sp '88	Su '88	Fa '88	W '89	Call	Format	Sp '88	Su '88	Fa '88	W '89
HONOLULU—(56)																	
KQMQ-AM-FM	top 40	14.2	16.3	15.9	14.6	WFXC	urban	7.0	6.1	5.5	9.2	WTCI	country	2.7	2.1	1.7	2.1
KUMU-AM-FM	easy	9.8	11.6	12.2	12.8	WDCG	top 40	9.0	10.3	8.5	9.0	WVON	country	1.5	1.1	1.7	1.9
KIKI-FM	top 40	8.3	10.3	9.7	9.2	WPTF	AC	6.5	9.0	7.9	8.1	WVON	country	1.5	1.1	1.7	1.9
KSSK	AC	12.5	11.5	10.6	8.8	WRDU	album	10.7	10.9	10.5	7.4	WVON	country	1.5	1.1	1.7	1.9
KXPW	top 40	5.0	5.0	7.0	6.5	WRAL	AC	6.5	7.5	6.8	7.3	WVON	country	1.5	1.1	1.7	1.9
KCCN	Hawaiian	3.9	3.9	3.5	6.3	WQOK	urban	6.5	7.1	8.2	7.2	WVON	country	1.5	1.1	1.7	1.9
KPOI	album	6.4	7.1	6.7	6.3	WYLT	AC	4.2	5.7	4.6	4.7	WVON	country	1.5	1.1	1.7	1.9
KRTR-FM	AC	8.4	5.9	6.1	5.8	WDNC	adult std	2.4	2.6	2.2	2.9	WVON	country	1.5	1.1	1.7	1.9
KIKI	oldies	6.2	4.4	5.9	5.1	WZZU	top 40	3.2	2.4	2.8	2.7	WVON	country	1.5	1.1	1.7	1.9
KHVV	n/t	4.1	3.8	4.1	3.8	WTRG	oldies	5.2	2.5	2.3	2.6	WVON	country	1.5	1.1	1.7	1.9
KHHH	adult alt	—	2.8	2.5	3.3	WLLE	religious	2.7	2.1	1.2	2.5	WVON	country	1.5	1.1	1.7	1.9
KGU	n/t	3.6	2.7	3.5	2.8	WDUR	religious	3.6	2.1	2.7	1.8	WVON	country	1.5	1.1	1.7	1.9
KIOV	AC	—	—	3	2.7	WAZZ	easy	.8	.9	1.4	1.4	WVON	country	1.5	1.1	1.7	1.9
KDEO	country	2.7	1.9	1.4	1.3	WKIX	oldies	1.0	1.5	1.4	1.0	WVON	country	1.5	1.1	1.7	1.9
KDEO-FM	country	—	—	—	1.3	ALLENTOWN, PA.—(61)						WVON	country	1.5	1.1	1.7	1.9
KWAI	n/t	.8	.3	.8	1.1	WFMZ	easy	12.6	13.4	16.0	14.6	WVON	country	1.5	1.1	1.7	1.9
KOHO	Hawaiian	1.2	1.8	.5	1.0	WZZO	album	10.7	10.7	11.1	12.2	WVON	country	1.5	1.1	1.7	1.9
TULSA, OKLA.—(57)																	
KMOD	album	13.1	12.2	14.4	11.0	WLEV	AC	11.8	7.9	10.9	11.0	WVON	country	1.5	1.1	1.7	1.9
KRMG	AC	9.4	10.1	9.2	11.0	WAEF-FM	top 40	9.1	14.0	9.8	10.8	WVON	country	1.5	1.1	1.7	1.9
KBEZ	easy	8.2	9.1	8.0	9.4	WQQQ	top 40	8.7	7.2	5.2	5.9	WVON	country	1.5	1.1	1.7	1.9
KWEN	country	12.1	9.1	8.4	8.1	WAEF	AC	5.2	5.6	6.3	4.6	WVON	country	1.5	1.1	1.7	1.9
KAYI	top 40	10.4	9.8	9.0	8.0	WKAP	adult std	4.5	5.1	3.2	4.5	WVON	country	1.5	1.1	1.7	1.9
KVOO	country	9.7	8.6	7.2	7.4	WKKW	country	4.5	3.1	3.4	3.4	WVON	country	1.5	1.1	1.7	1.9
KVLT	oldies	2.7	3.6	3.2	6.4	WEST	adult std	3.2	3.6	3.6	2.9	WVON	country	1.5	1.1	1.7	1.9
KMYZ-FM	top 40	6.1	5.6	6.2	5.4	WYSP	cls rock	2.9	2.4	2.6	2.9	WVON	country	1.5	1.1	1.7	1.9
KV00-FM	country	2.3	4.4	4.0	4.6	WEEX	oldies	.5	1.0	1.2	2.0	WVON	country	1.5	1.1	1.7	1.9
KTFX	country	3.2	3.2	4.3	4.0	WRNJ	AC	1.1	.6	.7	1.7	WVON	country	1.5	1.1	1.7	1.9
KRAV	AC	5.6	5.1	6.1	3.7	WMMR	album	.7	1.7	1.8	1.6	WVON	country	1.5	1.1	1.7	1.9
KQMJ	AC	3.0	4.0	4.9	3.5	WXTU	country	2.3	1.0	1.1	1.4	WVON	country	1.5	1.1	1.7	1.9
KBKL	urban	.4	1.2	.9	2.3	WEAZ	AC	.7	1.8	.8	1.2	WVON	country	1.5	1.1	1.7	1.9
KXOJ	religious	.7	1.2	—	1.5	WOGL	oldies	.9	.6	.3	1.2	WVON	country	1.5	1.1	1.7	1.9
KCFO	religious	1.1	.9	.7	1.2	KYW	n/t	1.1	1.2	1.2	1.1	WVON	country	1.5	1.1	1.7	1.9
AUSTIN, TEXAS—(58)																	
KASE	country	15.9	12.6	14.9	13.4	WOR	n/t	.8	.9	1.6	1.0	WVON	country	1.5	1.1	1.7	1.9
KLBJ-FM	album	10.2	10.1	9.9	9.6	SAN DIEGO NORTH—(62)						WVON	country	1.5	1.1	1.7	1.9
KBTS	top 40	10.6	8.0	9.1	9.4	KFMB-FM	AC	9.1	7.4	7.8	9.2	WVON	country	1.5	1.1	1.7	1.9
KKMJ	AC	10.0	9.5	8.9	9.4	KJQY	easy	9.1	10.2	6.1	9.0	WVON	country	1.5	1.1	1.7	1.9
KEYI	AC	3.2	4.2	6.8	6.4	KGB	album	5.1	5.8	4.5	6.1	WVON	country	1.5	1.1	1.7	1.9
KHFI	top 40	7.2	9.5	5.4	6.3	KFMB	AC	6.0	6.1	4.6	5.4	WVON	country	1.5	1.1	1.7	1.9
KLBJ	n/t	5.1	5.3	5.3	4.5	KKLQ-AM-FM	top 40	3.6	4.5	6.0	5.1	WVON	country	1.5	1.1	1.7	1.9
KAPT	easy	2.6	2.7	2.9	4.1	KGMG-FM	cls rock	4.6	5.1	5.3	4.8	WVON	country	1.5	1.1	1.7	1.9
KQFX	oldies	4.0	4.3	4.5	3.2	KXYX	AC	1.4	5.0	2.5	4.2	WVON	country	1.5	1.1	1.7	1.9
KLTD	oldies	—	—	—	3.0	XETRA-FM	modern	4.8	4.6	3.8	4.2	WVON	country	1.5	1.1	1.7	1.9
KVET	country	4.2	2.8	2.4	2.7	KKYY	AC	1.1	2.2	3.7	3.8	WVON	country	1.5	1.1	1.7	1.9
KPEZ	album	3.6	4.1	3.5	2.4	KKOS	album	4.3	2.1	2.4	3.4	WVON	country	1.5	1.1	1.7	1.9
KOKE	easy	4.2	3.0	2.2	1.6	KNX	n/t	3.5	2.2	3.0	3.1	WVON	country	1.5	1.1	1.7	1.9
KTXZ	Spanish	2.7	.5	.7	1.4	KFSO	classical	3.6	2.9	2.8	2.9	WVON	country	1.5	1.1	1.7	1.9
WILKES BARRE, PA.—(59)																	
WKRR	top 40	12.3	14.7	13.0	13.8	KSDO	n/t	2.4	3.3	2.8	2.5	WVON	country	1.5	1.1	1.7	1.9
WNAK	easy	5.3	4.9	5.0	7.0	KIFM	adult alt	4.3	5.7	1.1	2.3	WVON	country	1.5	1.1	1.7	1.9
WEZX	album	9.7	9.0	8.9	6.4	KSON-FM	country	3.3	2.3	3.2	2.1	WVON	country	1.5	1.1	1.7	1.9
WARM	AC	7.2	7.2	6.8	5.5	KGMG	adult std	2.5	.5	2.9	1.9	WVON	country	1.5	1.1	1.7	1.9
WMGS	AC	6.4	4.5	5.0	5.4	KCBQ-AM-FM	oldies	3.3	3.1	1.9	1.7	WVON	country	1.5	1.1	1.7	1.9
WWSH	easy	4.3	5.2	4.8	5.3	KPWR	crossover	.7	1.5	1.9	1.7	WVON	country	1.5	1.1	1.7	1.9
WTLQ	top 40	3.2	5.0	3.5	4.4	KSWV	adult alt	1.1	.6	2.0	1.6	WVON	country	1.5	1.1	1.7	1.9
WGBI-FM	AC	5.9	4.8	5.1	3.8	KPRZ	religious	.6	.6	1.6	1.3	WVON	country	1.5	1.1	1.7	1.9
WSGD	oldies	.9	1.3	2.9	3.0	KRTH-FM	oldies	.4	—	—	1.3	WVON	country	1.5	1.1	1.7	1.9
WHLM	top 40	2.9	1.8	3.1	2.8	KWVE	religious	.4	—	.6	1.3	WVON	country	1.5	1.1	1.7	1.9
WBAX	adult std	1.3	2.1	2.3	2.4	XEMO	Spanish	—	1.7	—	1.3	WVON	country	1.5	1.1	1.7	1.9
WARD	n/t	2.0	2.6	1.5	2.3	XHRM	urban	—	—	1.2	1.1	WVON	country	1.5	1.1	1.7	1.9
WEJL	AC	2.6	2.8	1.8	2.2	TUCSON, ARIZ.—(63)						WVON	country	1.5	1.1	1.7	1.9
WGBI	country	.8	1.4	.9	2.1	KRQQ	top 40	20.5	22.4	18.0	23.0	WVON	country	1.5	1.1	1.7	1.9
WICK	easy	1.6	2.0	1.8	2.1	KIIM	country	11.2	10.2	11.6	10.4	WVON	country	1.5	1.1	1.7	1.9
WEAY	AC	1.6	1.7	.6	1.7	KLPX	album	7.6	8.8	7.6	8.9	WVON	country	1.5	1.1	1.7	1.9
WSBG	top 40	.9	1.6	1.1	1.6	KJYK	AC	9.5	8.2	6.0	7.6	WVON	country	1.5	1.1	1.7	1.9
WILK	AC	1.8	1.8	1.6	1.5	KWFM	AC	9.0	8.4	6.1	5.0	WVON	country	1.5	1.1	1.7	1.9
WFMZ	easy	1.5	.6	1.8	1.3	KNST	n/t	3.7	3.0	4.4	4.0	WVON	country	1.5	1.1	1.7	1.9
WZZO	album	1.4	.8	2.0	1.3	KMRR	adult std	.7	1.5	5.3	3.9	WVON	country	1.5	1.1	1.7	1.9
WVPO	AC	1.5	—	.4	1.2	KQTL	Spanish	1.4	1.9	1.5	3.8	WVON	country	1.5	1.1	1.7	1.9
WQQQ	top 40	1.1	2.0	1.5	1.1	KGVL	adult std	1.9	2.2	5.2	3.6	WVON	country	1.5	1.1	1.7	1.9
RALEIGH/DURHAM, N.C.—(60)																	
WQDR	country	7.3	6.0	8.8	9.3	KXEW	Spanish	2.5	2.1	2.9	2.9	WVON	country	1.5	1.1	1.7	1.9
						KCUB	country	3.7	2.4	3.2	2.7	WVON	country	1.5	1.1	1.7	1.9
						KUPO	album	2.8	2.9	2.0	2.7	WVON	country	1.5	1.1	1.7	1.9
						KQYT	easy	1.4	1.2	1.3	2.1	WVON	country	1.5	1.1	1.7	1.9
						KCEE	oldies	2.2	1.6	2.4	2.0	WVON	country	1.5	1.1	1.7	1.9
						KTUC	n/t	1.8	1.7	1.3	1.6	WVON	country	1.5	1.1</		

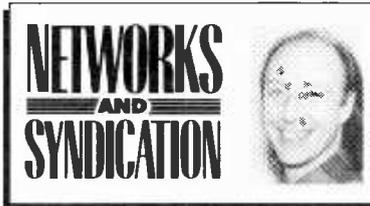
Olympia Acquires Jim Long's FirstCom Companies



Reba Meets Teddy. KSAN San Francisco overnighter P.J. Ballard, left, headed backstage at a recent Reba McEntire show to present the artist with one of the highly coveted KSAN teddy bears.

NEW YORK Olympia Broadcasting Corp.'s \$7 million purchase of the **Jim Long Cos./FirstCom** (Billboard, May 13) is the corporation's second acquisition of a radio supplier in a year's time, following last June's purchase of St. Louis-based programming syndicator Clayton Webster. For \$5 million in cash and \$2 million in stock, Olympia gets FirstCom Broadcast Services, FirstCom/Music House, and a music publishing division.

FirstCom was rumored to be for sale at last September's National Assn. of Broadcasters convention, and FirstCom chairman **Jim Long** confirms that the Olympia deal had been in the works for months. According to Long, a key element of the negotiations was Olympia's agreement to give Long and FirstCom's 25-person staff a solid com-



by Peter Ludwig

pensation package with stock in the parent company.

Long, who will continue to head up the three divisions for Olympia, says, "What I am now is sort of the creative director of the company. [FirstCom] will continue to be run by [executive VP] **Cecelia Garr** ... and I'll continue to supervise productions and do product development from the West Coast." **Steve Bunyard**, former president of Clayton Webster, continues to head up the renamed **Olympia Broadcasting Network**.

FirstCom has been primarily known for its jingles, production, and sound effects libraries, and for last year's introduction of an oldies library on DAT. FirstCom has also had success with its CD Sales Library, which offers client stations a video sales presentation to sell music-driven ad campaigns on the local level. The recent Las Vegas NAB convention saw FirstCom introduce its new production library, **Maximum Impact**, which Long says "is geared toward 'hot' stations to compete with Joe Kelly/Superspots and Brown Bag."

FirstCom has been producing syndicated TV spots with **Peter Rosler** for two years, and Long says that up until recently it had only "done OK. [But] now it's taking off with 'Smash,' which we produced for the 'hot' spectrum of stations with 'more music, less talk' formats."

Long says the former FirstCom and Clayton Webster entities will immediately launch a number of joint efforts in both sales and programming. "What we're excited about is the potential of working with Steve and the syndication division on joint projects. Together with OBN we have the largest sales force in independent syndication. The companies, by contract, will remain totally independent of one another, but sales forces will be able to find and direct leads to one another and piggyback calls. It expands the offerings of each division."

Olympia Broadcasting reported revenues of \$17.1 million for 1988, up 23% from 1987. Net income was reported at \$10.3 million for 1988 vs. losses of \$10.2 million in 1987 and \$10.8 million in 1986.

RIC READIES RADIO/LINK

The New York-based **Radio Information Center** is pitching networks and syndicators on its new **Radio/Link** computer data base in anticipation of the service's June 1 rollout. RIC president **Maurie Webster** says, "They can make the best immediate use of the [PC-accessible] Radio/Link. It makes it easier for them to do the work they have to do, regardless of what they do, whether it is looking up stations to pitch or collating information on affiliates."

Webster says Radio/Link is "a

computer data base of radio station information with 11,000 stations entered, and also a research data base with all the Arbitron metro and nationwide data." RIC can also give Arbitron subscribers more detailed Arbitron data with its **MetroScan** feature.

The new system, he says, includes "virtually all stations, not just those measured by Arbitron. Each station is entered with 35 fields of information ... including slogans, positioners, and the names of the GM, GSM, PD, and chief engineer. We can take an advertiser's buy on multiple networks or special programs, and combine them all into a single report on the clearances and listenership, including the stations that aren't measured in Arbitron."

A special adaptation of the system designed specifically for ad agencies and clients is expected by fall. Presently, Radio/Link's pricing structure is \$30 an hour for connect time, plus a resource fee for the data pulled or the calculations performed. "It's basically pay as you go, which is more economical than offering it as a subscription service," Webster says.

RCI, 212-818-9060, is one of four companies offering specialized data services and all four also offer mailing label service. Tempe, Ariz.-based **StationBase**, 602-899-8916, specializes in names and offers hard copy services. Bethesda, MD.-based **Dataworld**, 301-652-8822, does a lot of work with engineers and is fast replacing the Federal Communications Commission as a source of technical data. Dataworld offers on-line services.

The Alexandria, Va.-based **M Street Journal**, 703-684-3622, began in 1984 with a weekly newsletter tracking format and FCC changes. It also offers the **M Street Database**, a service of custom reports—presently by hard copy only—tracking Arbitron and Birch-rated markets, as well as 80 others. In three to six weeks, the company plans to make available its **M Street Radio Directory**, which will contain not only a list of all licensed stations by state and city, but also "dial cards"—listings of stations by frequency for the top 400 markets.

INDUSTRY AT A GLANCE

As previewed here last week, **CBS Radio Networks** officially announced its new morning show comedy service May 8. "**Morning Circus**" will make its debut June 12 as a radio-ready audio service to affiliates of both **CBS Radio Network** and **CBS RadioRadio**. Speculation had "Circus" as a bartered service, but like **ABC Radio Networks'** new "**Morning Show Prep**," it will be offered as a network enhancement—at least initially.

"Circus" will be digitally mastered, CD delivered, and include approximately 15 bits per week. Because of CBS' satellite capabilities, it is promising that the comedy ensemble at the service's producer, **Cutler Productions**, will be ready to do topical bits on late-breaking news for next-day delivery.

Meanwhile, **ABC Watermark** will go to CD delivery for "**American Top 40**" when the countdown turns

19 on July 4. **Watermark** is finishing up the conversion of its studios from analog to direct-to-[computer] disk, which will make the studio virtually tapeless and one of the largest New England Digital installations to date.

CALENDAR

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

May 19-20, **Steve Winwood**, On The Radio, On The Radio Broadcasting, one hour.

May 19-21, **Felix Cavaliere/Ron Howard**, Cruisin' America With Cousin Brucie, CBS RadioRadio, three hours.

May 19-21, **Joyce "Fenderella" Irby**, On The Move With Tom Joyner, CBS RadioRadio, three hours.

May 19-21, **Cinderella**, Metalshop, MJI Broadcasting, one hour.

May 19-21, **Al B. Sure!**, Star Beat, MJI Broadcasting, one hour.

May 19-21, **Howard Jones/Lou Diamond Phillips/Paula Abdul**, Party America, Cutler Productions, two hours.

May 19-21, **The Def Leppard Story**, The Weekly Special, United Stations, 90 minutes.

May 20-21, **MC Hammer/Charlie Singleton/Robert Guillaume**, RadioScope, Lee Bailey Communications, one hour.

May 21, **Stevie Nicks/Doobie Brothers/Queen**, Powercuts, Global Satellite Network, two hours.

May 21, **Jody Watley**, Hitline U.S.A., James Paul Brown Entertainment, one hour.

May 21, **Nitty Gritty Dirt Band**, Countryline U.S.A., James Paul Brown Entertainment, one hour.

May 22, **Doobie Brothers**, Rockline, Global Satellite Network, 90 minutes.

May 22-28, **Tom Petty**, Rock Stars Monthly Special, Radio Today Entertainment, 90 minutes.

May 22-28, **Tin Machine**, The World Of Rock With Scott Muni, DIR Broadcasting, four hours.

May 22-28, **Elton John**, Part 2, King Biscuit Flower Hour, DIR Broadcasting, one hour.

May 22-28, **Paulette Carlson**, Listen In With Lon Helton, Westwood One Radio Networks, one hour.

May 22-28, **Peter Gabriel**, Legends Of Rock, Westwood One Radio Networks, one hour.

May 22-28, **Aerosmith**, Superstars Rock Concert Series, Westwood One Radio Networks, 90 minutes.

May 22-28, **Jethro Tull/Doobie Brothers**, Classic Cuts, MJI Broadcasting, one hour.

May 22-28, **Mike + the Mechanics**, Rock Today, MJI Broadcasting, one hour.

May 22-28, **Restless Heart**, Country Today, MJI Broadcasting, one hour.

May 22-28, **Cinderella**, Off The Record With Mary Turner, Westwood One Radio Networks, one hour.

May 22-28, **Highway 101**, Westwood One Presents, Westwood One Radio Networks, one hour.

May 22-28, **The Lost Lennon Tapes**, Westwood One Radio Networks Special Series, one hour.

May 31, **Playin' Chess: John Cougar Mellencamp**, Timothy White's Rock Stars Special, Westwood One Radio Networks, 90 minutes.

THE WHO TOUR

(Continued from page 10)

what is currently designated as the last North American tour date from Dallas on Sept. 3. (The syndicator is also planning two "Off The Record With Mary Turner" specials sometime this year along with a live call-in show with the band.)

WJFK Washington, D.C., which carried WW1's tour announcement, used the "official Who station" slogan for several days until PD Mark Chernoff decided to back off. Similarly, while KBCO Denver will have its call letters printed on the tickets, have its air talent on stage, and have signs displayed at the concert, rival KAZY is calling itself "the official Who station of the summer."

KAZY PD Andy Schuon says KBCO is "going to have one show and give away several hundred tickets on the air; we are going to celebrate the Who's 25th anniversary by bringing two Who concerts to town [via Westwood One] and [having] the Who on the air live for an interview."

Syndicated specials aren't the only weapon Schuon has on tap for the Who war. He plans to send air personality/Denver Post rock critic G. Brown to New York to cover the band's June 27 "Tommy" performance and has other plans he won't discuss yet, but which he calls "extremely devious."

And in Miami, WSHE PD David Grossman asserts that the term "presents" has been so watered down, Grossman says. "If you are perceived as being the public service radio station, all the rest of it is

irrelevant." To that end, WSHE recently had its mobile unit bring coffee and doughnuts to fans waiting in the Who ticket lines, as well as giving away "Tommy" and "Who's Next" CDs. The station also plans to send listeners to New York and Los Angeles for the special "Tommy" performances.

The station/promoter deals are not a new phenomenon. In 1981, WLUP Chicago bought a Tom Petty & the Heartbreakers show for its market and gave away (as opposed to selling) all 17,000 tickets. In 1982, fledgling album rocker KSRH Houston (now KKHT) bought the Astrodome show of the Who's farewell tour.

KSRH's PD at the time was Allen Sneed, now group PD for Wescom. He says that while the station invested close to \$1 million in the sponsorship and ended up losing close to \$300,000, "It really was a turning point in establishing that radio station as a real rock'n'roll competitor in the Houston market."

Due in part to the concert promotion, KSRH had an up book. Sneed says that whether the lost \$300,000 could have been better used is open for discussion. He also says that the Who's 25th anniversary tour doesn't have "as much impact as the farewell tour" because there is not "a piece of product" to associate with the tour and related promotions.

The Who exclusives have led to some unusual pairings. Noble's 91X and KBEQ are, respectively, modern rock and top 40 radio stations—formats in which the Who might seem somewhat out of place, especially since both markets have album and classic rockers of their own. 91X PD Trip Reeb admits that sponsoring the show "isn't a stoned natural for us, but it is a band that we do play on the radio. It wasn't totally out of left field."

KBEQ promotions director Von Freeman's explanation is that at Q104, "We consider ourselves a legend in Kansas City along with the Who, and throughout the years we have played a lot of their singles. Although [they're] a classic rock band, it's just as appropriate to have them brought here by Q104."

WINTER ARBITRONS

(Continued from preceding page)

LANSING, MICH.—(97)

WVIC	top 40	21.6	21.5	19.2	16.5
WITL-FM	country	15.5	15.8	11.6	15.7
WFMK	AC	5.9	7.5	7.3	8.7
WJIM-FM	easy	6.4	5.6	9.1	6.7
WLNZ	top 40	5.3	5.3	5.1	6.4
WIBM-FM	oldies	5.2	4.7	6.8	5.6
WJR	adult std	4.5	5.6	4.5	5.0
WMMQ	cls rock	4.1	4.7	3.3	4.5
WJXQ	album	5.2	4.5	6.1	3.1
WILS	urban	2.1	2.0	1.3	2.0
WILS-FM	AC	2.5	2.9	2.1	1.9
WXLA	urban	1.2	1.1	.5	1.7
WITL	country	.5	.9	1.2	1.1

COMING SOON!

PLACE YOUR CLASSIFIED ADVERTISING MESSAGE IN BILLBOARD'S NEW BROADCAST SERVICES DEPARTMENT WITHIN THE RADIO SECTION.

CALL OR FAX JEFF SERRETTE
PHONE: 1-800-223-7524
IN NY STATE 1-212-536-5174
FAX: 1-212-536-5351

POWERPLAYS™

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

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

PLATINUM

Z100
New York
P.D.: Steve Kingston

- 1 Bon Jovi, I'll Be There For You
- 2 Madonna, Like A Prayer
- 3 Bette Midler, Wind Beneath My Wings (C)
- 4 Guns N' Roses, Patience
- 5 Fine Young Cannibals, She Drives Me C
- 6 Debbie Gibson, Electric Youth
- 7 Jody Watley, Real Love
- 8 The Belle Stars, Iko Iko (From "Rain Bangles, Eternal Flame)
- 9 Sa-Fire, Thinking Of You
- 10 Tone Loc, Funky Cold Medina
- 11 New Kids On The Block, I'll Be Loving
- 12 Michael Damian, Rock On (From "Dream R.E.M., Stand
- 13 Bobby Brown, Every Little Step
- 14 Thirty Eight Special, Second Chance
- 15 Paula Abdul, Forever Your Girl
- 16 Living Colour, Cult Of Personality
- 17 Donny Osmond, Soldier Of Love
- 18 Donna Summer, This Time I Know It's F
- 19 Stevie B, I Wanna Be The One
- 20 Neneh Cherry, Buffalo Stance
- 21 Milli Vanilli, Girl You Know It's Tru
- 22 Sweet Sensation (With Romeo J.D.), Si
- 23 Pajama Party, Yo No Se
- 24 Richard Marx, Satisfied
- 25 Cher & Peter Cetera, After All (Love)
- 26 Bangles, Be With You
- 27 Def Leppard, Rocket
- 28 Cyndi Lauper, I Drove All Night
- 29 Fine Young Cannibals, Good Thing
- 30 Deon Estus, Heaven Help Me

KIISFM 102.7
Los Angeles
P.D.: Steve Rivers

- 1 Bobby Brown, Every Little Step
- 2 Paula Abdul, Forever Your Girl
- 3 Bon Jovi, I'll Be There For You
- 4 New Kids On The Block, I'll Be Loving
- 5 Bette Midler, Wind Beneath My Wings (C)
- 6 Guns N' Roses, Patience
- 7 Thirty Eight Special, Second Chance
- 8 Madonna, Like A Prayer
- 9 Howard Jones, Everlasting Love
- 10 Steve B, I Wanna Be The One
- 11 Michael Damian, Rock On (From "Dream R.E.M., Stand
- 12 Jody Watley, Real Love
- 13 Donny Osmond, Soldier Of Love
- 14 Fine Young Cannibals, She Drives Me C
- 15 The Belle Stars, Iko Iko (From "Rain Bangles, Eternal Flame)
- 16 Debbie Gibson, Electric Youth
- 17 Neneh Cherry, Buffalo Stance
- 18 Richard Marx, Satisfied
- 19 Elvis Costello, Veronica
- 20 Donna Summer, This Time I Know It's F
- 21 Lisa Lisa & Cult Jam, Little Jackie W
- 22 Cher & Peter Cetera, After All (Love)
- 23 Aretha Franklin & Elton John, Through
- 24 Benny Mardones, Into The Night
- 25 EX Let Me In, Send Me An Angel '89
- 26 EX Milli Vanilli, Baby Don't Forget My N
- 27 EX Natalie Cole, Miss You Like Crazy
- 28 EX XTC, The Mayor Of Simpleton
- 29 EX Cyndi Lauper, I Drove All Night
- 30 EX Fine Young Cannibals, Good Thing
- 31 EX Expose, What You Don't Know
- 32 EX Dingo, I Like It
- 33 EX Martika, Toy Soldiers
- 34 EX EX The Doobie Brothers, Doctor
- 35 EX EX Bangles, Be With You
- 36 EX EX Lita Ford (Duet With Ozzy Osbourne),
- 37 EX EX Simply Red, If You Don't Know Me By N

BOSTON'S WZOU-94.5
Boston
P.D.: Tom Jeffries

- 1 Robbie Nevil, Somebody Like You
- 2 Thirty Eight Special, Second Chance
- 3 Bette Midler, Wind Beneath My Wings (C)
- 4 Bon Jovi, I'll Be There For You
- 5 Tommy Page, A Shoulder To Cry On
- 6 New Kids On The Block, I'll Be Loving
- 7 Donny Osmond, Soldier Of Love
- 8 Debbie Gibson, Electric Youth
- 9 The Belle Stars, Iko Iko (From "Rain Bangles, Eternal Flame)
- 10 Jody Watley, Real Love
- 11 Cher & Peter Cetera, After All (Love)
- 12 Living Colour, Cult Of Personality
- 13 Edie Brickell & New Bohemians, Circle
- 14 Elvis Costello, Veronica
- 15 Aretha Franklin & Elton John, Through
- 16 Debbie Gibson, Electric Youth
- 17 Tiffany, Hold An Old Friend's Hand
- 18 Bobby Brown, Every Little Step
- 19 John Cougar Mellencamp, Pop Singer
- 20 Eddie Money, Let Me In
- 21 Michael Damian, Rock On (From "Dream R.E.M., Stand
- 22 Mike + The Mechanics, Seeing Is Belie
- 23 XTC, The Mayor Of Simpleton
- 24 EX Howard Jones, Everlasting Love
- 25 EX Samantha Fox, I Only Wanna Be With You
- 26 EX Richard Marx, Satisfied
- 27 EX Neneh Cherry, Buffalo Stance
- 28 EX Cyndi Lauper, I Drove All Night
- 29 EX One 2 Many, Downtown
- 30 EX The Replacements, I'll Be You
- 31 EX Cyndi Lauper, I Drove All Night
- 32 EX Cinderella, Coming Home
- 33 EX EX Madonna, Like A Prayer
- 34 EX EX Simply Red, If You Don't Know Me By N
- 35 EX EX Diana Ross, Workin' Overtime
- 36 EX EX Warrant, Down Boys
- 37 EX EX Steve Nicks, Rooms On Fire
- 38 EX EX Swing Out Sister, The Waiting Game
- 39 EX EX BullieBoys, For The Love Of Money
- 40 EX EX Queen, I Want It All

WAPA
Washington
P.D.: Matt Farber

- 1 Fine Young Cannibals, She Drives Me C
- 2 Bon Jovi, I'll Be There For You
- 3 Jody Watley, Real Love
- 4 Thirty Eight Special, Second Chance
- 5 Sa-Fire, Thinking Of You
- 6 Michael Damian, Rock On (From "Dream R.E.M., Stand
- 7 Bobby Brown, Every Little Step
- 8 Cher & Peter Cetera, After All (Love)
- 9 Onny Osmond, Soldier Of Love
- 10 Madonna, Like A Prayer
- 11 Guns N' Roses, Patience
- 12 Milli Vanilli, Girl You Know It's Tru
- 13 Bette Midler, Wind Beneath My Wings (C)
- 14 Paula Abdul, Forever Your Girl
- 15 New Kids On The Block, I'll Be Loving
- 16 The Belle Stars, Iko Iko (From "Rain Bangles, Eternal Flame)
- 17 Jimmy Harnen With Synch, Where Are You
- 18 Milli Vanilli, Girl You Know It's Tru
- 19 Stevie B, I Wanna Be The One
- 20 Richard Marx, Satisfied
- 21 Donna Summer, This Time I Know It's F
- 22 Howard Jones, Everlasting Love
- 23 Lita Ford (Duet With Ozzy Osbourne),
- 24 Neneh Cherry, Buffalo Stance
- 25 Natalie Cole, Miss You Like Crazy
- 26 Roxette, The Look
- 27 EX Fine Young Cannibals, Good Thing
- 28 EX Milli Vanilli, Baby Don't Forget My N
- 29 EX Expose, What You Don't Know
- 30 EX Bangles, Be With You

POWER 96
Detroit
P.D.: Rick Gillette

- 1 Jody Watley, Real Love
- 2 Bobby Brown, Every Little Step
- 3 Madonna, Like A Prayer
- 4 Paula Abdul, Forever Your Girl
- 5 Debbie Gibson, Electric Youth
- 6 New Kids On The Block, I'll Be Loving
- 7 Fine Young Cannibals, She Drives Me C
- 8 Milli Vanilli, Girl You Know It's Tru
- 9 Neneh Cherry, Buffalo Stance
- 10 Michael Damian, Rock On (From "Dream R.E.M., Stand
- 11 Living Colour, Cult Of Personality
- 12 Deon Estus, Heaven Help Me
- 13 Vanessa Williams, Dreamin'
- 14 Lisa Lisa & Cult Jam, Little Jackie W
- 15 Tony Danza, Play Rollin' With Kid 'N Play
- 16 Tone Loc, Funky Cold Medina
- 17 Guy, I Like
- 18 Bette Midler, Wind Beneath My Wings (C)
- 19 Aretha Franklin & Elton John, Through
- 20 Sweet Sensation (With Romeo J.D.), Si
- 21 Jimmy Harnen With Synch, Where Are You
- 22 Donna Summer, This Time I Know It's F
- 23 EX Milli Vanilli, Baby Don't Forget My N
- 24 EX Cyndi Lauper, I Drove All Night
- 25 EX Was (Not Was), Anything Can Happen
- 26 EX Dingo, I Like It
- 27 EX Fine Young Cannibals, Good Thing
- 28 EX John Cougar Mellencamp, Pop Singer
- 29 EX EX Cyndi Lauper, I Drove All Night
- 30 EX EX Cyndi Lauper, I Drove All Night
- 31 EX EX Cyndi Lauper, I Drove All Night
- 32 EX EX Cyndi Lauper, I Drove All Night

POWER 95
New York
P.D.: Gary Bryan

- 1 Bon Jovi, I'll Be There For You
- 2 Sa-Fire, Thinking Of You
- 3 Madonna, Like A Prayer
- 4 Fine Young Cannibals, She Drives Me C
- 5 Bette Midler, Wind Beneath My Wings (C)
- 6 Debbie Gibson, Electric Youth
- 7 Jody Watley, Real Love
- 8 Guns N' Roses, Patience
- 9 Bobby Brown, Every Little Step
- 10 Milli Vanilli, Girl You Know It's Tru
- 11 Stevie B, I Wanna Be The One
- 12 Michael Damian, Rock On (From "Dream R.E.M., Stand
- 13 New Kids On The Block, I'll Be Loving
- 14 Paula Abdul, Forever Your Girl
- 15 Thirty Eight Special, Second Chance
- 16 Def Leppard, Rocket
- 17 Sweet Sensation (With Romeo J.D.), Si
- 18 Donna Summer, This Time I Know It's F
- 19 Tone Loc, Funky Cold Medina
- 20 Samantha Fox, I Only Wanna Be With You
- 21 Donny Osmond, Soldier Of Love
- 22 Cher & Peter Cetera, After All (Love)
- 23 Living Colour, Cult Of Personality
- 24 Bangles, Eternal Flame
- 25 Richard Marx, Satisfied
- 26 Aretha Franklin & Elton John, Through
- 27 Pajama Party, Yo No Se
- 28 Neneh Cherry, Buffalo Stance
- 29 Lisa Lisa & Cult Jam, Little Jackie W
- 30 Fine Young Cannibals, Good Thing

96TIC-FM
Hartford
P.D.: Dave Shakes

- 1 Bette Midler, Wind Beneath My Wings (C)
- 2 Madonna, Like A Prayer
- 3 Jody Watley, Real Love
- 4 Bon Jovi, I'll Be There For You
- 5 Neneh Cherry, Buffalo Stance
- 6 Bobby Brown, Every Little Step
- 7 Debbie Gibson, Electric Youth
- 8 Donny Osmond, Soldier Of Love
- 9 Michael Damian, Rock On (From "Dream R.E.M., Stand
- 10 Paula Abdul, Forever Your Girl
- 11 New Kids On The Block, I'll Be Loving
- 12 Donna Summer, This Time I Know It's F
- 13 Thirty Eight Special, Second Chance
- 14 Cher & Peter Cetera, After All (Love)
- 15 Deon Estus, Heaven Help Me
- 16 Tone Loc, Funky Cold Medina
- 17 Neneh Cherry, Buffalo Stance
- 18 Jimmy Harnen With Synch, Where Are You
- 19 Fine Young Cannibals, She Drives Me C
- 20 One 2 Many, Downtown
- 21 Aretha Franklin & Elton John, Through
- 22 Howard Jones, Everlasting Love
- 23 Rick Astley, Giving Up On Love
- 24 Fine Young Cannibals, Good Thing
- 25 Waterfront, Cry
- 26 Lisa Lisa & Cult Jam, Little Jackie W
- 27 Milli Vanilli, Baby Don't Forget My N
- 28 Cyndi Lauper, I Drove All Night
- 29 Eighth Wonder, Baby Baby
- 30 Richard Marx, Satisfied
- 31 Bangles, Be With You
- 32 Sweet Sensation (With Romeo J.D.), Si
- 33 Simply Red, If You Don't Know Me By N
- 34 Dingo, I Like It
- 35 EX Natalie Cole, Miss You Like Crazy
- 36 EX Was (Not Was), Anything Can Happen
- 37 EX Sam Brown, Stop
- 38 EX Expose, What You Don't Know
- 39 EX Rod Stewart, Crazy About Her
- 40 EX EX Stevie B, In My Eyes

Power 94
Pittsburgh
P.D.: Bill Cahill

- 1 Bon Jovi, I'll Be There For You
- 2 Thirty Eight Special, Second Chance
- 3 Paula Abdul, Forever Your Girl
- 4 Donny Osmond, Soldier Of Love
- 5 New Kids On The Block, I'll Be Loving
- 6 Cher & Peter Cetera, After All (Love)
- 7 Michael Damian, Rock On (From "Dream R.E.M., Stand
- 8 Guns N' Roses, Patience
- 9 Benny Mardones, Into The Night
- 10 Michael Damian, Rock On (From "Dream R.E.M., Stand
- 11 Jody Watley, Real Love
- 12 Howard Jones, Everlasting Love
- 13 Cinderella, Coming Home
- 14 Debbie Gibson, Electric Youth
- 15 Jimmy Harnen With Synch, Where Are You
- 16 John Cougar Mellencamp, Pop Singer
- 17 Sweet Sensation (With Romeo J.D.), Si
- 18 Milli Vanilli, Baby Don't Forget My N
- 19 Living Colour, Cult Of Personality
- 20 Aretha Franklin & Elton John, Through
- 21 John Cougar Mellencamp, Pop Singer
- 22 Richard Marx, Satisfied
- 23 Stevie Nicks, Rooms On Fire
- 24 Rick Astley, Giving Up On Love
- 25 Rod Stewart, Crazy About Her
- 26 Bobby Brown, Every Little Step
- 27 John Cougar Mellencamp, Pop Singer
- 28 Cyndi Lauper, I Drove All Night
- 29 Madonna, Like A Prayer
- 30 EX Fine Young Cannibals, She Drives Me C
- 31 EX Bangles, Be With You
- 32 EX Chicago, We Can Last Forever
- 33 EX Expose, What You Don't Know

Q105
Tampa
P.D.: Mason Dixon

- 1 Bon Jovi, I'll Be There For You
- 2 Thirty Eight Special, Second Chance
- 3 Madonna, Like A Prayer
- 4 Sa-Fire, Thinking Of You
- 5 Cher & Peter Cetera, After All (Love)
- 6 Michael Damian, Rock On (From "Dream R.E.M., Stand
- 7 Fine Young Cannibals, She Drives Me C
- 8 Guns N' Roses, Patience
- 9 Lita Ford (Duet With Ozzy Osbourne),
- 10 Howard Jones, Everlasting Love
- 11 Jody Watley, Real Love
- 12 New Kids On The Block, I'll Be Loving
- 13 Paula Abdul, Forever Your Girl
- 14 Donny Osmond, Soldier Of Love
- 15 Bobby Brown, Every Little Step
- 16 Milli Vanilli, Girl You Know It's Tru
- 17 Def Leppard, Rocket
- 18 Richard Marx, Satisfied
- 19 Aretha Franklin & Elton John, Through
- 20 Waterfront, Cry
- 21 Living Colour, Cult Of Personality
- 22 EX Cinderella, Coming Home
- 23 EX The Doobie Brothers, Doctor
- 24 EX Cyndi Lauper, I Drove All Night
- 25 EX Modern English, I Melt With You
- 26 EX Warrant, Down Boys
- 27 EX Stevie B, In My Eyes
- 28 EX Roachford, Cuddly Toy (Feel For Me)
- 29 EX Paula Abdul, Forever Your Girl
- 30 EX EX Rod Stewart, Crazy About Her
- 31 EX EX Fine Young Cannibals, Good Thing

WMMR 100.7 FM
Cleveland
P.D.: Rich Piombino

- 1 Thirty Eight Special, Second Chance
- 2 Tom Petty, I Won't Back Down
- 3 Bon Jovi, I'll Be There For You
- 4 Living Colour, Cult Of Personality
- 5 Howard Jones, Everlasting Love
- 6 The Outfield, Voices Of Babylon
- 7 Guns N' Roses, Patience
- 8 Michael Damian, Rock On (From "Dream R.E.M., Stand
- 9 Lita Ford (Duet With Ozzy Osbourne),
- 10 Edie Brickell & New Bohemians, Circle
- 11 John Cougar Mellencamp, Pop Singer
- 12 Winger, Seventeen
- 13 The Replacements, I'll Be You
- 14 Cinderella, Coming Home
- 15 Elvis Costello, Veronica
- 16 Richard Marx, Satisfied
- 17 Neneh Cherry, Buffalo Stance
- 18 Eddie Money, Let Me In
- 19 Cyndi Lauper, I Drove All Night
- 20 Fine Young Cannibals, Good Thing
- 21 EX Bangles, Be With You
- 22 EX EX Warrant, Down Boys
- 23 EX Mike + The Mechanics, Seeing Is Belie
- 24 EX Kevin Riegler, Moonlight On Water
- 25 EX Steve Nicks, Rooms On Fire
- 26 EX Rod Stewart, Crazy About Her
- 27 EX The Cure, Fascination Street
- 28 EX EX The Doobie Brothers, Doctor
- 29 EX EX The Cult, Fire Woman

1390
Chicago
P.D.: Buddy Scott

- 1 Jody Watley, Real Love
- 2 Paula Abdul, Forever Your Girl
- 3 Tone Loc, Funky Cold Medina
- 4 Fine Young Cannibals, She Drives Me C
- 5 Bobby Brown, Every Little Step
- 6 Debbie Gibson, Electric Youth
- 7 Sweet Sensation (With Romeo J.D.), Si
- 8 Sa-Fire, Thinking Of You
- 9 Madonna, Like A Prayer
- 10 Stevie B, I Wanna Be The One
- 11 Milli Vanilli, Girl You Know It's Tru
- 12 Rick Astley, Giving Up On Love
- 13 New Kids On The Block, I'll Be Loving
- 14 Neneh Cherry, Buffalo Stance
- 15 Samantha Fox, I Only Wanna Be With You
- 16 Lisa Lisa & Cult Jam, Little Jackie W
- 17 Ten City, That's The Way Love Is
- 18 Aretha Franklin & Elton John, Through
- 19 Donna Summer, This Time I Know It's F
- 20 Howard Jones, Everlasting Love
- 21 Martika, More Than You Know
- 22 Michael Damian, Rock On (From "Dream R.E.M., Stand
- 23 Milli Vanilli, Baby Don't Forget My N
- 24 Bette Midler, Wind Beneath My Wings (C)
- 25 Simply Red, If You Don't Know Me By N
- 26 EX Expose, What You Don't Know
- 27 EX Richard Marx, Right Here Waiting
- 28 EX Expose, What You Don't Know
- 29 EX EX Martika, Toy Soldiers
- 30 EX EX Donny Osmond, Soldier Of Love

108 FM
Boston
P.D.: Sunny Joe White

- 1 Jody Watley, Real Love
- 2 Paula Abdul, Forever Your Girl
- 3 Bette Midler, Wind Beneath My Wings (C)
- 4 Cher & Peter Cetera, After All (Love)
- 5 Donna Summer, This Time I Know It's F
- 6 Bobby Brown, Every Little Step
- 7 New Kids On The Block, I'll Be Loving
- 8 Bon Jovi, I'll Be There For You
- 9 Donny Osmond, Soldier Of Love
- 10 Natalie Cole, Miss You Like Crazy
- 11 The Belle Stars, Iko Iko (From "Rain Bangles, Eternal Flame)
- 12 Neneh Cherry, Buffalo Stance
- 13 Aretha Franklin & Elton John, Through
- 14 Debbie Gibson, Electric Youth
- 15 Robbie Nevil, Somebody Like You
- 16 Roachford, Cuddly Toy (Feel For Me)
- 17 Rick Astley, Giving Up On Love
- 18 Elvis Costello, Veronica
- 19 Guy, I Like
- 20 Thirty Eight Special, Second Chance
- 21 Rod Stewart, Crazy About Her
- 22 Waterfront, Cry
- 23 Guns N' Roses, Patience
- 24 EX Fine Young Cannibals, Good Thing
- 25 EX Eddie Money, Let Me In
- 26 EX XTC, The Mayor Of Simpleton
- 27 EX Edie Brickell & New Bohemians, Circle
- 28 EX Ten City, That's The Way Love Is
- 29 EX Milli Vanilli, Baby Don't Forget My N
- 30 EX Cyndi Lauper, I Drove All Night
- 31 EX Richard Marx, Satisfied
- 32 EX John Cougar Mellencamp, Pop Singer
- 33 EX The Replacements, I'll Be You
- 34 EX Was (Not Was), Anything Can Happen
- 35 EX Lita Ford (Duet With Ozzy Osbourne),
- 36 EX Michael Damian, Rock On (From "Dream R.E.M., Stand
- 37 EX Simply Red, If You Don't Know Me By N
- 38 EX Expose, What You Don't Know
- 39 EX EX Martika, Toy Soldiers
- 40 EX EX The Doobie Brothers, Doctor
- 41 EX EX The Cult, Fire Woman
- 42 EX EX Swing Out Sister, The Waiting Game
- 43 EX EX Surfer, Closer Than Friends
- 44 EX EX Hall And Oates, Love Train
- 45 EX EX Diana Ross, Workin' Overtime
- 46 EX EX Chicago, We Can Last Forever
- 47 EX EX One 2 Many, Downtown

EAGLE 106
Philadelphia
P.D.: Charlie Quinn

- 1 Paula Abdul, Forever Your Girl
- 2 Jody Watley, Real Love
- 3 Bon Jovi, I'll Be There For You
- 4 Bobby Brown, Every Little Step
- 5 Neneh Cherry, Buffalo Stance
- 6 New Kids On The Block, I'll Be Loving
- 7 Guns N' Roses, Patience
- 8 Michael Damian, Rock On (From "Dream R.E.M., Stand
- 9 Donny Osmond, Soldier Of Love
- 10 Living Colour, Cult Of Personality
- 11 Bette Midler, Wind Beneath My Wings (C)
- 12 Donna Summer, This Time I Know It's F
- 13 Paula Abdul, Forever Your Girl
- 14 Debbie Gibson, Electric Youth
- 15 Madonna, Like A Prayer
- 16 Milli Vanilli, Baby Don't Forget My N
- 17 Cinderella, Coming Home
- 18 Jimmy Harnen With Synch, Where Are You
- 19 John Cougar Mellencamp, Pop Singer
- 20 Lita Ford (Duet With Ozzy Osbourne),
- 21 Natalie Cole, Miss You Like Crazy
- 22 Cher & Peter Cetera, After All (Love)
- 23 EX Richard Marx, Satisfied
- 24 EX Milli Vanilli, Baby Don't Forget My N
- 25 EX The Doobie Brothers, Doctor
- 26 EX EX Was (Not Was), Anything Can Happen
- 27 EX Benny Mardones, Into The Night
- 28 EX Aretha Franklin & Elton John, Through
- 29 EX Howard Jones, Everlasting Love
- 30 EX EX Surfer, Closer Than Friends
- 31 EX EX Expose, What You Don't Know
- 32 EX EX Bangles, Be With You
- 33 EX EX The Doobie Brothers, Doctor
- 34 EX EX Rob Base, Joy And Pain
- 35 EX EX Fine Young Cannibals, Good Thing

Z95.5
Detroit
P.D.: Brian Patrick

- 1 Madonna, Like A Prayer
- 2 Jimmy Harnen With Synch, Where Are You
- 3 Jody Watley, Real Love
- 4 Fine Young Cannibals, She Drives Me C
- 5 Roxette, The Look
- 6 Bette Midler, Wind Beneath My Wings (C)
- 7 Thirty Eight Special, Second Chance
- 8 Cher & Peter Cetera, After All (Love)
- 9 Bobby Brown, Every Little Step
- 10 Paula Abdul, Forever Your Girl
- 11 Animation, Room To Move
- 12 Howard Jones, Everlasting Love
- 13 Deon Estus, Heaven Help Me
- 14 R.E.M., Stand
- 15 Rod Stewart, My Heart Can't Tell You
- 16 Donna Summer, This Time I Know It's F
- 17 Aretha Franklin & Elton John, Through
- 18 Donny Osmond, Soldier Of Love
- 19 Waterfront, Cry
- 20 John Cougar Mellencamp, Pop Singer
- 21 Natalie Cole, Miss You Like Crazy
- 22 Debbie Gibson, Electric Youth
- 23 EX New Kids On The Block, I'll Be Loving
- 24 EX Mike + The Mechanics, Seeing Is Belie
- 25 EX Richard Marx, Satisfied
- 26 EX Fine Young Cannibals, Good Thing
- 27 EX Rod Stewart, Crazy About Her

KDWB 101.3
Minneapolis
P.D.: Brian Philips

- 1 Bon Jovi, I'll Be There For You
- 2 Donny Osmond, Soldier Of Love
- 3 Michael Damian, Rock On (From "Dream R.E.M., Stand
- 4 Bette Midler, Wind Beneath My Wings (C)
- 5 Guns N' Roses, Patience
- 6 Neneh Cherry, Buffalo Stance
- 7 Cher & Peter Cetera, After All (Love)
- 8 Sa-Fire, Thinking Of You
- 9 Bobby Brown, Every Little Step
- 10 Jimmy Harnen With Synch, Where Are You
- 11 Jody Watley, Real Love
- 12 The Belle Stars, Iko Iko (From "Rain Bangles, Eternal Flame)
- 13 Madonna, Like A Prayer
- 14 Paula Abdul, Forever Your Girl
- 15 Richard Marx, Satisfied
- 16 Milli Vanilli, Girl You Know It's Tru
- 17 New Kids On The Block, I'll Be Loving
- 18 Neneh Cherry, Buffalo Stance
- 19 Thirty Eight Special, Second Chance
- 20 The Outfield, Voices Of Babylon
- 21 Living Colour, Cult Of Personality
- 22 Natalie Cole, Miss You Like Crazy
- 23 Lita Ford (Duet With Ozzy Osbourne),
- 24 Donna Summer, This Time I Know It's F
- 25 Waterfront, Cry
- 26 Cyndi Lauper, I Drove All Night
- 27 John Cougar Mellencamp, Pop Singer
- 28 Animation, Room To Move
- 29 EX Real Life, Send Me An Angel '89
- 30 EX Debbie Gibson, Electric Youth
- 31 EX Martika, Toy Soldiers
- 32 EX Fine Young Cannibals, Good Thing
- 33 EX The Doobie Brothers, Doctor
- 34 EX EX Tom Petty, I Won't Back Down
- 35 EX EX One 2 Many, Downtown
- 36 EX EX Aretha Franklin & Elton John, Through
- 37 EX EX Cinderella, Coming Home
- 38 EX EX Warrant, Down Boys
- 39 EX EX Eddie Money, Let Me In

93.5 WJZ
Chicago
P.D.: Brian Kelly

- 1 Madonna, Like A Prayer
- 2 Living Colour, Cult Of Personality
- 3 Paula Abdul, Forever Your Girl
- 4 Bobby Brown, Every Little Step
- 5 Debbie Gibson, Electric Youth
- 6 Tone Loc, Funky Cold Medina
- 7 Donny Osmond, Soldier Of Love
- 8 Bon Jovi, I'll Be There For You
- 9 Jody Watley, Real Love
- 10 Bangles, Eternal Flame
- 11 Bobby Brown, Every Little Step
- 12 Milli Vanilli, Girl You Know It's Tru
- 13 Michael Damian, Rock On (From "Dream R.E.M., Stand
- 14 New Kids On The Block, I'll Be Loving
- 15 Mike + The Mechanics, Seeing Is Belie
- 16 Sa-Fire, Thinking Of You
- 17 The Replacements, I'll Be You
- 18 Madonna, Dear Jesse
- 19 Def Leppard, Excitable
- 20 Bette Midler, Wind Beneath My Wings (C)
- 21 EX Thirty Eight Special, Second Chance
- 22 EX EX Metallica, One
- 23 EX Guns N' Roses, Nightrain
- 24 EX Samantha Fox, I Only Wanna Be With You
- 25 Neneh Cherry, Buffalo Stance
- 26 Fine Young Cannibals, Good Thing
- 27 Jimmy Harnen With Synch, Where Are You
- 28 Richard Marx, Satisfied
- 29 EX Milli Vanilli, Baby Don't Forget My N
- 30 EX Skid Row, You're Gonna Wild

6107
Washington
P.D.: Lorrin Palagi

- 1 Bon Jovi, I'll Be There For You
- 2 Madonna, Like A Prayer
- 3 Poison, Your Mama Don't Dance
- 4 Jody Watley, Real Love
- 5 Michael Damian, Rock On (From "Dream R.E.M., Stand
- 6 Thirty Eight Special, Second Chance
- 7 Roy Orbison, You Got It
- 8 Cher & Peter Cetera, After All (Love)
- 9 Howard Jones, Everlasting Love
- 10 One 2 Many, Downtown
- 11 Donny Osmond, Soldier Of Love

FOX
Detroit
P.D.: Chuck Beck

- 1 Bon Jovi, I'll Be There For You
- 2 Living Colour, Cult Of Personality
- 3 Benny Mardones, Into The Night
- 4 Warrant, Down Boys
- 5 Michael Damian, Rock On (From "Dream R.E.M., Stand
- 6 Richard Marx, Satisfied
- 7 Real Life, Send Me An Angel '89
- 8 Howard Jones, Everlasting Love
- 9 Lita Ford (Duet With Ozzy Osbourne),
- 10 Guns N' Roses, Patience
- 11 Cinderella, Coming Home
- 12 Thirty Eight Special, Second Chance
- 13 Fine Young Cannibals, She Drives Me C
- 14 Steve Nicks, Rooms On Fire
- 15 Roxette, The Look

WJOL 99.7
Minneapolis
P.D.: Gregg Swedberg

- 1 Paula Abdul, Forever Your Girl
- 2 Bon Jovi, I'll Be There For You
- 3 Bobby Brown, Every Little Step
- 4 Howard Jones, Everlasting Love
- 5 Jody Watley, Real Love
- 6 Sa-Fire, Thinking Of You
- 7 Michael Damian, Rock On (From "Dream R.E.M., Stand
- 8 The Belle Stars, Iko Iko (From "Rain Bangles, Eternal Flame)
- 9 Donny Osmond, Soldier Of Love
- 10 Neneh Cherry, Buffalo Stance
- 11 One 2 Many, Downtown
- 12 Bette Midler, Wind Beneath My Wings (C)
- 13 The Replacements, I'll Be You
- 14 Guns N' Roses, Patience
- 15 Thirty Eight Special, Second Chance
- 16 Samantha Fox, I Only Wanna Be With You

93Q
Houston
P.D.: Randy Brown

- 1 Howard Jones, Everlasting Love
- 2 Jimmy Harnen With Synch, Where Are You
- 3 Paula Abdul, Forever Your Girl
- 4 New Kids On The Block, I'll Be Loving
- 5 Animation, Room To Move
- 6 One 2 Many, Downtown
- 7 Richard Schilling, The Different Story
- 8 Madonna, Like A Prayer
- 9 Real Life, Send Me An Angel '89
- 10 Donny Osmond, Soldier Of Love
- 11 The Outfield, Voices Of Babylon
- 12 Debbie Gibson, Electric Youth
- 13 The Cure, Fascination Street
- 14 Fine Young Cannibals, Good Thing
- 15 Richard Marx, Satisfied
- 16 Michael Damian, Rock On (From "Dream R.E.M., Stand
- 17 Milli Vanilli, Baby Don't Forget My N
- 18 Neneh Cherry, Buffalo Stance
- 19 Information Society, Repetition
- 20 Samantha Fox, I Only Wanna Be With You
- 21 Waterfront, Cry
- 22 Bobby Brown, Every Little Step
- 23 Bette Midler, Wind Beneath My Wings (C)
- 24 XTC, The Mayor Of Simpleton
- 25 EX Cyndi Lauper, I Drove All Night
- 26 EX Stevie B, I Wanna Be The One
- 27 EX Roachford, Cuddly Toy (Feel For Me)
- 28 The Cult, Fire Woman
- 29 EX Bangles, Be With You
- 30 EX Depêche Mode, Everything Counts
- 31 EX EX Andrea, Coming Home
- 32 EX EX Love And Rockets, So Alive
- 33 EX EX Edelweis, Bring Me Edelweis
- 34 EX EX Donna Summer, This Time I Know It's F
- 35 EX EX Martika, Toy Soldiers
- 36 EX EX Rick Astley, Giving Up On Love
- 37 EX EX Aretha Franklin & Elton John, Through

Billboard's PD of the week

Tony Kidd WVAZ Chicago



EVEN DURING HIS 12-YEAR career in country radio, Tony Kidd says he had been thinking about an urban/AC hybrid of the sort he now programs at WVAZ "V103" Chicago, and that he had an unusual brainstorming partner—country consultant Rusty Walker.

"Back in 1982-83 when Rusty was PD of WZZK Birmingham, Ala., and I was MD, we had extensive conversations about a black adult format, but didn't do much more than that because we were wrapped up in what we were doing."

The subject came up again last year when new WVAZ owner/GM Barry Mayo called Kidd—then PD of country WBEE-FM Rochester, N.Y.—"out of the blue and said he'd heard about me from various people. Being called caught me totally by surprise, and so did talking with him and realizing he wasn't going to do country."

What Mayo was planning was an urban version of oldies-driven AC. Six months later, in the winter '88 Arbitrons, WVAZ had gone from a 3.9 share in its last book as urban WBMX to a 6.0 share, making it third in the market 12-plus overall. In 25-to-54-year-old listeners, it led with more than an eight share.

Despite input from the Research Group, and despite the long-standing calls for something softer than mainstream urban and brighter than a quiet storm format, Kidd says he didn't know what to expect last fall. "You

'Fortunately, I've got my posse'

know what the research says should happen, but the question is, will people like it when they hear it on the air? "We're in a unique position because in most proven formats there really are guidelines you can go by and avoid any obvious mistakes. In this one, we still don't know how far we can push."

Like many new ACs, V103 signed on with a listener comment line that, Kidd says, has led it to add more news than originally planned. The station has also reworked its tempo balance and begun relying a little less on "dusties," the black Chicagoan's word for oldies.

This is a recent hour of V103 in p.m. drive—its most up-tempo daypart: Luther Vandross, "Love Won't Let Me Wait"; Al B. Sure!, "If I'm Not Your Lover," the Rascals, "Groovin'"; Billy Ocean, "Love Zone"; New Edition, "Boys To Men"; Gap Band, "Outstanding"; BeBe & CeCe Winans, "Hold Up The Light"; Gladys Knight & the Pips, "Make Yours A Happy Home"; Klymaxx, "Divas Need Love Too"; Guy, "I Like"; and Teddy Pendergrass, "Joy."

A few of those titles may seem relatively tough for an upper-demo radio station; Kidd again emphasizes that the parameters are still being drawn. V103's list of 20 currents gets as hard as Jody Watley's "Real Love" and, thus far, "we're getting some good feedback, but I'm still not convinced that we should or shouldn't be play-

ing it. We'll know in a week or so. "We know that the audience is pretty comfortable with Jody. It's great that in urban you can get eight or nine mixes of the same song. There are some versions of 'I Like' that we could never play, but the album cut is perfect for this radio station."

A similar feeling-out process for up-tempo material is still taking place in V103's gold library. Kidd can play "Skin Tight" or "Fire" by the Ohio Players, but not "Love Rollercoaster." Also, "There are James Brown songs we will and won't play; it's not a matter of a song being too funky, because they're all funky. It's just the acceptance level of a given song."

V103's best-testing records are generally ballads—especially recent material from Luther Vandross and Anita Baker. "[MD] Daisy Davis' biggest fight daily is coming up with enough good up-tempo songs to play," Kidd says. "In country and AC, ballads test better, and it's no different here."

As a medium-market PD from outside urban radio, Kidd's appointment last fall—and especially the fact that he was replacing WBMX PD Lee Michaels, who was very much part of the major-market urban programmers' network—sent shockwaves throughout the format and prompted at least one vitriolic attack on the station in the pages of Jack The Rapper (which, Kidd says, has since written some nicer things about V103).

When he made the move, Kidd says, "Most people thought I was leaving to do mainstream urban and those things would indeed have been like night and day. Country is in some ways very much like what we're doing. Take the color away and we're both talking to adults."

Now Kidd has become part of the network himself, to an extent, talking to people like WJLB Detroit's James Alexander or WRKS New York's Tony Gray. "After spending 11 years in country, I'll be the first to tell people 'don't ask me about the music,'" he says. "But I do feel accepted, and that I have a comfortable rapport with those people and others."

The other image problem Kidd has had to deal with is the much-held industry notion that V103's programming comes only from Mayo, or at least from the Research Group. But Kidd insists that with the exception of music, the biggest imprint on V103 is his. "Barry kind of stays away from [programming]. He's 100% behind it, but he lets me do my thing."

"A lot of people think Barry is in here looking over my shoulder every day, but he hired me to program this radio station. Once he was comfortable with me, as a GM and station owner, he had other things to worry about. And, fortunately, I've got my posse here who have expertise in the format; I'm really lucky in the respect that I do have a talented airstaff."

SEAN ROSS

POWER 104 KRBE

Table with Houston P.D.: Adam Cook. Top songs include Paula Abdul, Forever Your Girl; Jimmy Harnen With Synch, Where Are You; Howard Jones, Everlasting Love.

KUBE 93FM

Table with Seattle P.D.: Tom Hutylar. Top songs include Bon Jovi, I'll Be There For You; Paula Abdul, Forever Your Girl; Jody Watley, Real Love.

SILVER 92PROFM

Table with Providence P.D.: Mike Osborne. Top songs include Madonna, Like A Prayer; Bette Midler, Wind Beneath My Wings; Sa-Fire, Thinking Of You.

BIO4 MEANS MUSIC

Table with Baltimore P.D.: Chuck Morgan. Top songs include Bon Jovi, I'll Be There For You; Thirty Eight Special, Second Chance; Madonna, Like A Prayer.

POWER 99FM

Table with Atlanta P.D.: Rick Stacy. Top songs include Thirty Eight Special, Second Chance; Michael Damian, Rock On (From "Dream"); Paula Abdul, Forever Your Girl.

100.7 FM #1 HIT MUSIC STATION

Table with Miami P.D.: Frank Amadeo. Top songs include Bon Jovi, I'll Be There For You; Bette Midler, Wind Beneath My Wings; New Kids On The Block, I'll Be Loving.

WVIOG The New 102 AM

Table with Saginaw P.D.: Rick Belcher. Top songs include Guns N' Roses, Patience; Living Colour, Cult Of Personality; Winger, Seventeen.

94 WKTI FM

Table with Milwaukee P.D.: Todd Fisher. Top songs include Bette Midler, Wind Beneath My Wings; Fine Young Cannibals, She Drives Me C; Bon Jovi, I'll Be There For You.

WNCI 97.9

Table with Columbus P.D.: Dave Robbins. Top songs include Michael Damian, Rock On (From "Dream"); Thirty Eight Special, Second Chance; Tommy Page, A Shoulder To Cry On.

KZZP 104.7FM

Table with Phoenix P.D.: Bob Case. Top songs include Bon Jovi, I'll Be There For You; Donny Osmond, Soldier Of Love; Michael Damian, Rock On (From "Dream").

VP Ernie Singleton 'Fine-Tunes' Warner Division

BY DAVID NATHAN

LOS ANGELES Ernie Singleton began his tenure as senior VP of Warner Bros.' black music division with the objective of "fine-tuning the department and making it a more efficient promotion and marketing operation." A year and a half later, the success of such new artists as Karyn White, Al B. Sure!, and rapper Ice-T is a testament to Singleton's effectiveness in reaching his stated objective.

"In regard to the staffing of the department, my first major move was to hire Ray Harris as VP of promotion. Having him on board has allowed me to put my attention on different areas without a concern for the ship sinking," says Singleton.

"Then we've really increased our executive profile with people like artist relations manager Pat Jones, who really covers all the bases as a liaison with the staff here—managers and artists; product manager Carolyn

Baker, who brings a sensitivity to the artist that is often equal to that of a personal manager; and director of publicity Gene Shalton, who has given us an artist and staff media profile we've never had before. That combination of people, along with national director of special projects Jamie Archer, has caused the industry to see the black music department and Warner Bros. in a brighter light."

Singleton joined the Burbank, Calif., team after a successful spell at MCA, where, working with Jheryl Busby (now Motown president) and Louil Silas Jr., he contributed to that company's penetration into the black music field. A former executive with Mercury, Casablanca, and PolyGram, Singleton says that one of the key philosophies he has employed at Warner is based upon "the concern I have that A&R and promotion work together in harmony. Benny Medina [VP of A&R] and I are constantly work to understand each other's needs, the strategies, the marketing

plans, and so on. Taking an artist from the early days when they're signed to having hit records isn't necessarily an easy series of orchestrate."

As part of Singleton's fine-tuning process, the Warner promotion team underwent 10 personnel changes in a field staff of 14. With the recent restructuring of Reprise, Singleton will now be responsible for an additional team of 13, with Michael Johnson as VP of promotion in Burbank and Hank Spann as national head of promotion based on the East Coast.

"By creating a new promotion staff for Reprise, we'll be able to serve our roster more efficiently," says Singleton. "A lot of marketing ideas require the kind of nurturing we can't always give. Now I'll be able to focus more on the day-to-day marketing of various artists."

The Reprise roster includes Roger (whose first major crossover hit, "I Wanna Be Your Man," came shortly after Singleton's arrival), Al Jarreau,

Take 6, Rick James, David Sanborn, and Royalty. The promotion team will also be responsible for such Gef-fen acts as 7A3, David Peaston, and Chris Williams.

Singleton is impressed with the way VP/GM of jazz & progressive music Harold Childs "has begun to develop a major focus on jazz, quiet storm, and new age formats. The evidence of his work and our work as a team is the success we're still seeing on Take 6, David Sanborn, and, most recently, the response we're beginning to have with Joe Sample.

"It's taken longer to accomplish some of the objectives I've had," Singleton continues. "We haven't been able to come through yet on some of our new and developing artists and, for me, the major part of any record company's foundation lies in new acts. You can't put all the weight on one or two artists. As many new acts as we have delivered, like Karyn, Al

and Ice-T, there are the same number of acts we haven't delivered. We can't afford to take that lightly because we're dealing with people's careers, not some assembly line."

With established acts like Prince, Jarreau, and Rick James, Singleton feels he has taken time "to try and get clear about the history of these artists from key executives; their strengths, weaknesses, their sales trends, which markets are their strongest, and looking at the characteristics of any failure they may have had to see what we need to change."

With upcoming product by Frankie Beverly & Maze's Warner Bros. debut, George Clinton, Mavis Staples, James Ingram, Michael Jeffries, and New Choice, Singleton says, "We can show the major commitment this company has. With the new Warner and Reprise staffs, we're going to be even more efficient and more competitive in the marketplace."

Miami's Luke Skywalker Label Grows, Seeks Distrib Deal Raunchy 2 Live Crew Endorses Safe Sex

THE FOLLOWING PROMOTIONAL letter reached us last week. It came from Custom Condoms of Somerville, Mass. Thought you'd find some excerpts from it of interest.

"Our condoms are novel in that they are each packaged in discreet 'matchbook' cases with comical themes portrayed on the front and back. The condoms we use are of the highest quality latex being sold on the market today.

"We feel that one our novelty products, Homeboy Condoms, is particularly well suited for your store. Homeboy Condoms are endorsed by the popular rap group the 2 Live Crew, which can currently be seen in their videos on MTV. A picture of the 2 Live Crew, holding Homeboy Condoms, is featured on the display box with a quote of them saying, 'Yo! Be Safe! Homeboy Condoms are the freshest wrap in town!'"

Though Billboard was unable to stock any Homeboy Condoms, we were impressed by the willingness of 2 Live Crew and leader Luke Skywalker to get involved with this safe-sex product. After some of its many sexually explicit raps, like "Throw The D—," it's nice to know Skywalker is concerned about how that d— is thrown. Luke Skywalker Records claims to be "the largest black-owned record company in the world" and, if so, it's an empire built on sex. Skywalker, label head and 2 Live member, has no apologies. "When we do clean versions of our dirty records, people want to hear the dirty," he says. "Our heaviest sales are in California. Makes up almost 25%. Kids do what they want to do. That's the scene out there. It took off from the streets and the kids find it funny. The Carolinas, Florida, Georgia, and the entire Southeast are strong. Cleveland and Philadelphia are OK, too."

The 2 Live Crew's debut was so raunchy that in some Southern towns store owners were arrested for selling it over the counter. "It's not as bad as it used to be because Eazy E, Ice-T, and Too Short are out there," doing similar material. From that start, Luke has attracted 32 distributors, started his own Rockville Management company and merchandising line, and is involved with Homeboy Condoms. Currently the Skywalker roster is composed of five rap groups and two R&B acts.

Skywalker Records is located in Miami's Liberty City, the site of riots prior to the Super Bowl, where 17

people are employed by the label. "Most of them are people we've trained," he says. "We are giving the young people around here something to look up to. When we first started, the police were saying we were just selling drugs. Now they see that we're really true and in the business to stay.

"We haven't signed with a major label for distribution because we want a white contract. We want to get compensated. We don't have a big overhead and we're happy to be doing what we're doing now. We got to get paid or otherwise we chill."

SHORT STUFF: MTV refused to play N.W.A.'s "Straight Outta Compton" video. Too bad. If you are at all interested in a music video that captures both the hostility of urban youth and the repression practiced on them by police, then this video is worth seeking out. Con-

trary to some negative hype, it doesn't encourage violence but documents it in a way that was apparently "too black, too strong" for "Yo, MTV Raps!" ... Simply Red's interpretation of the Harold Melvin & the Blue Notes' classic "If You Don't Know Me By Now" went to No. 2 on the British charts. The band recently did a week of shows at New York's Bottom Line as a warm-up for some upcoming U.S. dates ... The greatest hits of the Blackbyrds, one of the finest jazz-funk bands of the '70s, are now available on CD from Fantasy. These Howard Univ. grads, under the guidance of Donald Byrd, recorded major jams like "Walking In Rhythm," "Unfinished Business," and the incredible "Rock Creek Park." Also on CD and a must-have for dance fans is the late Sylvester's greatest hits, most of which were produced by Harvey Fuqua ... After Seven, a self-contained band produced by L.A. & Babyface, is going to be a big priority for Virgin this summer ... The 2-Tuff-E-Nuff production team of Thomas McElroy & Denzil Foster have cut a Quincy Jones-like producer showcase album for Atlantic. The project, titled "FM Squared," features a slew of talents. The single, "Gotta Be A Better Way," has rappers M.C. Lyte and Stetsasonic's Daddy-O. Lyte is on another cut, "Dr. Soul." Ex-Club Nouveau lead vocalist Samuelle Prater, a vocal group called Vogue, and Grover Washington Jr. are also featured. The Foster-McElroy duo will have music on ex-Atlantic Starr lead singer Sharon Bryant's Wing solo album and Jasmine Guy's Warner Bros. debut.



by Nelson George



GET BUSY WITH WENDELL STONE'S RELATIONSHIP

The 1st single from his debut album RELATIONSHIP. Due for release in May 1989. Produced and written by Charles Smith.

ADDED AT THE FOLLOWING STATIONS:
WAAA WEAL WASC WBMS WYLD WRVS D73 WEUP
WGOK KNON KXOI KWTD WPAL KCXL WFGE WGSW
WDKS WCPS KKDA WOIC KATZ V103 WGVV WXVI
WJTT KIIS WBIL JET94 WPEG WFXA JD MOTOR CITY
WBBQ WIBB

(213) 674-5081

ON KAB'N-D RECORDS & TAPES

Billboard POWER PLAYLISTS FOR WEEK ENDING MAY 20, 1989

Sample Playlists of the Nation's Largest Black Radio Stations

Station	Artist	Track
Pittsburgh	1	Jody Watley, Real Love
	2	Sky, Start Of A Romance
Los Angeles	1	Bobby Brown, Every Little Step
	2	De La Soul, Me Myself And I
	3	Slick Rick, Children's Story
	4	Kwame, The Man We All Know And Love
	5	Tone Loc, Funky Cold Medina
	6	Public Enemy, Black Steel In The Hour Of Chaos
	7	M.C. Hammer, Turn This Mutha Out
	8	Karyn White, Love Saw It
	9	The Real Roxanne, Roxanne's On A Roll
	10	Rob Base & D.J. E-Z Rock, Joy And Pain
	11	Guy, I Like
	12	Al B. Sure!, If I'm Not Your Lover
	13	King Tee, Act A Fool
	14	Jody Watley, Real Love
	15	New Kids On The Block, I'll Be Loving You (Fore
	16	Joyce "Fenderella" Irby, Mr. D.J.
	17	Lisa Lisa & Cult Jam, Little Jackie Wants To Be
	18	Kid 'N Play, Rollin' With Kid 'N Play
	19	Ice Cream Tee, Can't Hold Back
	20	Sky, Start Of A Romance
	21	The Boys, A Little Romance
	22	Def Jef, Give It Here
	23	Doug E. Fresh, D.E.F. = Doug E. Fresh
	24	Kool Moe Dee, They Want Money
	25	Cookie Crew, Born This Way
	26	Big Daddy Kane, I Can't Get On Me (Rapper's Summary)
	27	New Edition, Crucial
	28	Big Daddy Kane, Wrath Of Kane
	29	Sleazo, It's My Turn
	30	Bobcat, I Need Love
	31	Alyson Williams, Sleep Talk
	32	Sweet T., Let's Dance
	33	K-9 Posse, This Beat Is Military
34	Kutcher Vandross, For You To Love	
35	KC Flight, Planet E	
36	Tony! Toni! Tone!, For The Love Of You	
37	Atlantic Starr, My First Love	
38	Affricorn, I Can Do That	
39	Diana Ross, Workin' Overtime	
40	Heavy D & The Boys, We've Got Our Own Thing	
41	Karyn White, Secret Rendezvous	
42	Soul II Soul, Keep On Movin'	
43	Cheryl "Pepsi" Riley & Full Force, Every Little	
44	Vesta, Congratulations	
45	Neneh Cherry, Buffalo Stance	
46	10db, I Second That Emotion	
47	Alton "Wokie" Stewart, She's So Cold	
48	Kool & Rap And Polo, Road To The Riches	
49	Natalie Cole, Miss You Like Crazy	
50	EX Grady Harrell, Sticks And Stones	
51	EX The O'Jays, Have You Had Your Love Today	
52	EX Deon Estus, Heaven Help Me	
53	EX Jazz Hawaiian, Hawaiian Sophie	
54	EX La Rue, I Want Your Love	
55	EX Kiara, Every Little Time	
56	EX D.J. Chuck Chillout/Kool Chp, Rhythm Is The M	
57	EX James Ingram, It's Real	
58	EX The Mistress, Mic Jack	



TERRI ROSSI'S RHYTHM SECTION

RECORD-BREAKING RECORDS: Last week, under the direction of Sylvia Rhone, senior VP, and Richard Nash, VP of promotion, Atlantic Records' promotion team picked up 121 radio station adds on six records. No one we spoke to in an informal poll could remember a label ever getting that many radio adds in one week. The Atlantic team earned the No. 1 Hot Black Single with "Start Of A Romance" by Skyy and the Hot Shot Debut with "Gotta Get The Money" by Levert, and produced hefty chart advances on two other charted records. Two more records that were not charted but benefited from Atlantic's hot week debut this week: "Midnight Special" by the System at No. 71 and "Can We Talk" by Donna Allen (Oceana) at No. 82.

ACT LIKE YOU KNOW: "We can sell all the 45s, 12-inches, cassettes, or albums; whatever we can get in on this song, someone will come in and buy it. I think the words mean so much to people, they can't seem to get enough of this record," says Josephine Beal, owner of retail outlet Shantinique Records in Detroit. "That's absolutely correct, it is our No. 1 record," says James Alexander, PD of WJLB Detroit. Dayna Farris, WJLB MD, says, "The record is doing so well we have four versions in the computer. Right now the a cappella version seems to be the most requested. They are all talking about "No Place To Go" by Perri (Zebra), which debuts at No. 86. The record picked up 14 new stations and is developing in the South Central, North Central, and Southeast regions. Some of the stations already in the know: WOWI Richmond VA; WQFX Gulfport, Miss.; WLOU Louisville, Ky; WZAK Cleveland; WCKX Columbus, Ohio; and KWTD Little Rock, Ark. Perri, four sisters who are well-known as Anita Baker's backing group, may well be on their way with a theme song for the homeless that's a giant success for Zebra/MCA.

AND THEY'RE OFF: The top 10 of the singles chart heats up again with seven bulleted records. Two of these continue to rise though they lose early radio reports: "If I'm Not Your Lover" by Al B. Sure! (Warner Bros.) moves 4-2 and "Heaven Help Me" by Deon Estus jumps 6-3.

Grady Harrell jumps to No. 5 with "Sticks And Stones" (RCA). Of the 91 stations reporting this record, 34 list this single in their top five. "Stones" is No. 1 at KWTD Little Rock, Ark., and No. 2 at KYEA Monroe, La.; KIPR Little Rock, Ark.; WJTT Chattanooga, Tenn.; and WIKS New Bern, N.C. (Harrell definitely reminds me of Sam Cooke.)

"Me Myself And I" by De La Soul (Tommy Boy) picks up four stations for a total of 82 radio reports. The record is new at WMYK Virginia Beach, Va.; WATV Birmingham, Ala.; KWTD Little Rock, Ark.; and KROZ Tyler, Texas. It is also No. 1 at WZAK Cleveland. And, it replaces "Self Destruction" by the Stop The Violence Movement (Jive) as the new No. 1 on the Hot Rap Singles chart.

"My First Love" by Atlantic Starr (Warner Bros.) leaps 16-7. It is the only record this week being reported by the entire panel of 98 reporters. The two new reporters are WEBB Baltimore and KDAY Los Angeles. "First" is top five at 23 stations and No. 1 at WPEG Charlotte, N.C.; WFXE Columbus, Ga.; and WLWZ Greenville, N.C.

HOT BLACK SINGLES ACTION

RADIO MOST ADDED

	PLATINUM/ GOLD ADDS 14 REPORTERS	SILVER ADDS 32 REPORTERS	BRONZE/ SECONDARY ADDS 52 REPORTERS	TOTAL ADDS 98 REPORTERS	TOTAL ON
NOTHIN' THAT COMPARES 2 U THE JACKSONS EPIC	11	23	38	72	79
KEEP ON MOVIN' SOUL II SOUL VIRGIN	5	13	18	36	57
THEY WANT MONEY KOOL MOE DEE JIVE	2	12	22	36	49
CRAZY (FOR ME) FREDDIE JACKSON CAPITOL	4	10	16	30	74
SHOWER ME WITH YOUR LOVE SURFACE COLUMBIA	6	9	13	28	78
I SECOND THAT EMOTION 1 ODB CRUSH	7	13	7	27	62
MIDNIGHT SPECIAL THE SYSTEM ATLANTIC	5	11	6	22	46
IT'S REAL JAMES INGRAM WARNER BROS.	5	6	10	21	79
CAN WE TALK DONNA ALLEN OCEANA	1	9	8	18	34
GOTTA GET THE MONEY LEVERT ATLANTIC	2	5	10	17	81

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

THE SYSTEM

"MIDNIGHT SPECIAL"

(7-88901) (0-86418) (DMD 1328)

the single and video from the forthcoming album

RHYTHM AND ROMANCE (81896)

One of the most added new records at Urban radio, "Midnight Special" is breaking big nationwide. Look for the video from this major league duo on BET now!



A product of Mirage Records, Inc. **MIRAGE**

KWAMÉ

"THE MAN WE ALL KNOW AND LOVE"

(7-88937) (0-86463) (PRCD 2630)

the first single from the debut album

THE BOY GENIUS featuring A NEW BEGINNING (81941)

It doesn't take a genius to know just how stupid this album is. It just took a genius to record it! Kwamé proves he's for real as hot reports at Urban radio translate into heavy retail action. Look for the highly-requested video on YO! MTV RAPS and BET.



ON ATLANTIC RECORDS,
CASSETTES AND COMPACT DISCS

© 1989 Atlantic Recording Corp. • A Warner Communications Co.

Billboard. Hot Black Singles SALES & AIRPLAY™

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

THIS WEEK	LAST WEEK	TITLE	ARTIST	HOT BLACK POSITION
1	2	I LIKE	GUY	4
2	1	START OF A ROMANCE	SKYY	1
3	3	FUNKY COLD MEDINA	TONÉ LOC	13
4	8	ME MYSELF AND I	DE LA SOUL	6
5	10	IF I'M NOT YOUR LOVER	AL B. SURE!	2
6	6	TURN THIS MUTHA OUT	M.C. HAMMER	12
7	14	CHILDREN'S STORY	SLICK RICK	9
8	15	HEAVEN HELP ME	DEON ESTUS	3
9	17	STICKS AND STONES	GRADY HARRELL	5
10	16	JOY AND PAIN	ROB BASE & D.J. E-Z ROCK	11
11	9	BUCK WILD	E.U.	14
12	4	REAL LOVE	JODY WATLEY	10
13	5	DON'T TAKE MY MIND ON A TRIP	BOY GEORGE	19
14	22	MY FIRST LOVE	ATLANTIC STARR	7
15	19	MISS YOU LIKE CRAZY	NATALIE COLE	8
16	7	TRIBUTE (RIGHT ON)	THE PASADENAS	31
17	26	MR. D.J.	JOYCE "FENDERELLA" IRBY	15
18	23	EVERY LITTLE TIME	KIARA	20
19	30	LITTLE JACKIE WANTS TO BE A STAR	LISA LISA	18
20	13	LOVE SAW IT	KARYN WHITE	24
21	25	IF SHE KNEW	ANNE G.	16
22	32	HAVE YOU HAD YOUR LOVE TODAY	THE O'JAYS	17
23	31	LOST WITHOUT YOU	BEBE & CECE WINANS	21
24	12	SLEEP TALK	ALYSON WILLIAMS	39
25	39	I'LL BE LOVING YOU (FOREVER)	NEW KIDS ON THE BLOCK	23
26	11	BABY ME	CHAKA KHAN	34
27	20	ROLLIN' WITH KID 'N PLAY	KID 'N PLAY	47
28	36	THROUGH THE STORM	ARETHA FRANKLIN & ELTON JOHN	25
29	18	LIKE A PRAYER	MADONNA	36
30	24	EVERY LITTLE STEP	BOBBY BROWN	38
31	—	FOR THE LOVE OF YOU	TONY! TONI! TONE!	22
32	28	SELF DESTRUCTION	THE STOP THE VIOLENCE MOVEMENT	53
33	—	I WANT YOUR LOVE	LA RUE	32
34	—	MADE TO BE TOGETHER	DEJA	33
35	21	IT'S ONLY LOVE	SIMPLY RED	61
36	—	LEAD ME INTO LOVE	ANITA BAKER	29
37	27	CRUCIAL	NEW EDITION	58
38	—	THE GOOD, BAD & UGLY	CHARLIE SINGLETON	28
39	37	CLOSER THAN FRIENDS	SURFACE	66
40	—	MY ONE TEMPTATION	MICA PARIS	27

THIS WEEK	LAST WEEK	TITLE	ARTIST	HOT BLACK POSITION
1	4	IF I'M NOT YOUR LOVER	AL B. SURE!	2
2	1	START OF A ROMANCE	SKYY	1
3	5	HEAVEN HELP ME	DEON ESTUS	3
4	6	MISS YOU LIKE CRAZY	NATALIE COLE	8
5	10	MY FIRST LOVE	ATLANTIC STARR	7
6	8	STICKS AND STONES	GRADY HARRELL	5
7	12	IF SHE KNEW	ANNE G.	16
8	2	REAL LOVE	JODY WATLEY	10
9	13	HAVE YOU HAD YOUR LOVE TODAY	THE O'JAYS	17
10	16	MR. D.J.	JOYCE "FENDERELLA" IRBY	15
11	18	FOR THE LOVE OF YOU	TONY! TONI! TONE!	22
12	15	ME MYSELF AND I	DE LA SOUL	6
13	19	LITTLE JACKIE WANTS TO BE A STAR	LISA LISA	18
14	3	I LIKE	GUY	4
15	20	LOST WITHOUT YOU	BEBE & CECE WINANS	21
16	21	CHILDREN'S STORY	SLICK RICK	9
17	24	FOR YOU TO LOVE	LUTHER VANDROSS	26
18	26	EVERY LITTLE TIME	KIARA	20
19	23	JOY AND PAIN	ROB BASE & D.J. E-Z ROCK	11
20	29	I'LL BE LOVING YOU (FOREVER)	NEW KIDS ON THE BLOCK	23
21	27	MY ONE TEMPTATION	MICA PARIS	27
22	22	THE GOOD, BAD & UGLY	CHARLIE SINGLETON	28
23	32	SHOW & TELL	PEABO BRYSON	30
24	31	LEAD ME INTO LOVE	ANITA BAKER	29
25	34	THROUGH THE STORM	ARETHA FRANKLIN & ELTON JOHN	25
26	35	MADE TO BE TOGETHER	DEJA	33
27	33	I WANT YOUR LOVE	LA RUE	32
28	38	WORKIN' OVERTIME	DIANA ROSS	35
29	9	BUCK WILD	E.U.	14
30	7	DON'T TAKE MY MIND ON A TRIP	BOY GEORGE	19
31	36	TURN THIS MUTHA OUT	M.C. HAMMER	12
32	40	OBJECTIVE	MILES JAYE	37
33	14	LOVE SAW IT	KARYN WHITE	24
34	—	I CAN'T STOP (THIS FEELING)	EUGENE WILDE	40
35	—	DARLIN' I	VANESSA WILLIAMS	41
36	39	TEMPORARY LOVER	THE CONTROLLERS	43
37	—	A LITTLE ROMANCE	THE BOYS	44
38	—	ON A MISSION	LEOTIS	46
39	—	GOTTA GET THE MONEY	LEVERT	48
40	—	SEARCHIN' FOR A GOOD TIME	MARCUS LEWIS	42

©Copyright 1989, Billboard Publications, Inc. No part of this publication may be reproduced, stored in any retrieval system, or transmitted, in any form or by any means, electronic, mechanical, photocopying, recording, or otherwise, without the prior written permission of the publisher.

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

TITLE (Publisher - Licensing Org.)	Sheet Music Dist.	TITLE (Publisher - Licensing Org.)	Sheet Music Dist.
24/7 (Onid, BMI) CPP	4	I LIKE (Cal-Gene, BMI/Virgin Songs, BMI/Zomba, ASCAP) CPP	83
62 AFFAIR (Flyte Tyme, ASCAP/Avant Garde, ASCAP)	63	I SECOND THAT EMOTION (Jobete, ASCAP)	10
97 ALL I WANT IS FOREVER (FROM "TAP") (Realsongs, ASCAP)	32	I WANT YOUR LOVE (Jay King IV, BMI)	96
73 ANIMAL (Deronde Jay, BMI/Gale Warnings, BMI/Crystal Eyes, BMI)	81	I WILL ALWAYS BE THERE FOR YOU (Pac Jam, BMI)	97
45 BABY DON'T FORGET MY NUMBER (FMP/Ed.Intro)	2	IF I'M NOT YOUR LOVER (SBK April, ASCAP/Across 110th Street, ASCAP/Zomba, ASCAP/Donir, ASCAP/Cal-Gene, BMI)	98
34 BABY ME (Billy Steinberg, ASCAP/Makiki, ASCAP/Knighty-Knight, ASCAP)	16	IF SHE KNEW (2560, ASCAP)	77
93 BEING IN LOVE AIN'T EASY (Bush Burnin', ASCAP/La Love Lane, ASCAP)	23	I'LL BE LOVING YOU (FOREVER) (SBK April, ASCAP) HL	80
99 BIRTHDAY SUIT (FROM "SING") (TSP, ASCAP/Triple Star, BMI) CPP	94	I'LL BE THERE FOR YOU (Nick-O-Val, ASCAP) CLM	42
90 BLACK STEEL IN THE HOUR OF CHAOS (Def American, BMI)	79	IT'S MY TURN (Beach House, ASCAP/Stezo, ASCAP)	53
92 THE BOMB HAS DROPPED (Pac Jam, BMI)	61	IT'S ONLY LOVE (Mayplace, BMI)	59
14 BUCK WILD (JU House/Syce 'M' Up, ASCAP)	50	IT'S REAL (Virgin Songs, BMI/Cal-Gene, BMI/Yah Mo, BMI) CPP	51
82 CAN WE TALK (Screen Gems-EMI, BMI/EMI, BMI)	11	JOY AND PAIN (Protoons, ASCAP/Hikim, ASCAP)	30
CASH (Music Corp. Of America, BMI/MCA, ASCAP/Tutu, ASCAP/New Music Group, BMI)	95	JUST COOLIN' (Trycep, BMI/Fernciff, BMI/Willesden, BMI/SBK April, ASCAP/Across 110th Street, ASCAP/Way To Go, ASCAP)	52
9 CHILDREN'S STORY (Def American, BMI)	64	KEEP IT SIMPLE (Two Tuff-Enuff, BMI/Songs of Polygram, BMI)	98
66 CLOSER THAN FRIENDS (Colgems-EMI, ASCAP)	56	KEEP ON MOVIN' (Virgin, ASCAP)	1
49 CONGRATULATIONS (Cattadady, ASCAP/MCA, ASCAP/Little Tanya, ASCAP/Vesta Seven, ASCAP/Almo, ASCAP) CPP	29	LEAD ME INTO LOVE (Creative Entertainment, BMI/Steve Evans Lane, BMI/Melaine, ASCAP) CPP	5
55 CRAZY (FOR ME) (Zomba, ASCAP)	85	LIFE IS... TOO SHORT (Willesden, BMI)	43
58 CRUCIAL (Flyte Tyme, ASCAP)	36	LIKE A PRAYER (Webo Girl, ASCAP/WB, ASCAP/Johnny Yuma, BMI)	100
41 DARLIN' I (RaceR-ex, ASCAP/PolyGram International, ASCAP/Tocep, BMI/Jumpin' Off, BMI)	18	LITTLE JACKIE WANTS TO BE A STAR (Forceful, BMI/Willesden, BMI/Myl, BMI)	74
19 DON'T TAKE MY MIND ON A TRIP (Cal-Gene, BMI/Virgin Songs, BMI) CPP	44	A LITTLE ROMANCE (Hip Trip, BMI/Kear, BMI/Mister Johnson's Jams, BMI/Tammi, BMI/Para, BMI) CPP	84
70 DON'T TEASE ME (Two Tuff-Enuff, BMI/Tom & Den, ASCAP)	21	LOST WITHOUT YOU (Yellow Elephant, ASCAP/Edward Grant, ASCAP/Benny's Music, BMI)	25
38 EVERY LITTLE STEP (Kear, BMI/Hip Trip, BMI) CPP	24	LOVE SAW IT (Kear, BMI/Hip Trip, BMI/Green Skirt, BMI) CPP	31
69 EVERY LITTLE THING ABOUT YOU (Forceful, BMI/Willesden, BMI)	87	LOVESICK (Pure Delite, BMI/Bright Light, BMI)	12
20 EVERY LITTLE TIME (Shakin' Baker, BMI/Lily, BMI)	33	MADE TO BE TOGETHER (Virgin Songs, BMI/Cal-Gene, BMI) CPP	54
22 FOR THE LOVE OF YOU (Two Tuff-Enuff, BMI/Songs of Polygram, BMI)	89	MAGIC SPELL (Saja, BMI/Troutman's, BMI)	72
26 FOR YOU TO LOVE (SBK April, ASCAP/Uncle Ronne's, ASCAP/Sunset Burgundy, ASCAP/MCA, ASCAP)	75	THE MAN WE ALL KNOW AND LOVE (Turnout Bros, ASCAP/Dickiebird, BMI)	68
60 FOREVER YOUR GIRL (Virgin, ASCAP/Oliver Leiber, ASCAP) CPP	6	ME MYSELF AND I (Tee Girl, BMI/Bridgeport, BMI)	35
13 FUNKY COLD MEDINA (Varry White, ASCAP)	71	MIDNIGHT SPECIAL (SBK April, ASCAP/Science Lab, ASCAP) CPP	8
GIRL YOU KNOW IT'S TRUE (MCA, ASCAP/Two Pieters, BMI)	8	MISS YOU LIKE CRAZY (Prince Street, ASCAP/Lauren Wesley, BMI/Screen Gems, ASCAP/Irving, BMI/Gemia, BMI) CPP	15
28 THE GOOD, BAD & UGLY (Wuntun, ASCAP/Almo, ASCAP) CPP	7	MY FIRST LOVE (Jodaway, ASCAP)	27
48 GOTTA GET THE MONEY (Trycep, BMI/Fernciff, BMI/Willesden, BMI)	27	MY ONE TEMPTATION (Chappell, PRS/Abacus, PRS/Chappell & Co., ASCAP)	67
17 HAVE YOU HAD YOUR LOVE TODAY (WE, BMI/Trycep, BMI/Willesden, BMI)	86	NEVER SAY GOODBYE TO LOVE (Rene Moore, ASCAP)	86
3 HEAVEN HELP ME (Estus, BMI/Rok-Mil, BMI/SBK Blackwood, BMI/Morrison Leahy, ASCAP/Chappell, ASCAP)	57	NO PLACE TO GO (Aahsum Lawson, ASCAP/Perry Lane, ASCAP/WB, ASCAP/Geffen, ASCAP)	57
40 I CAN'T STOP (THIS FEELING) (Dejuan, BMI/Aruba, ASCAP)	37	NOTHIN' (THAT COMPARES 2 U) (Kear, BMI/Hip Trip, BMI)	37
78 I FOUND LOVE (Chta, BMI/Sign Of The Twins, ASCAP)	46	OBJECTIVE (Abana, BMI/Virgin Songs, BMI) CPP	46
	88	ON A MISSION (Def Jam, ASCAP/Slam City, ASCAP/KJN, ASCAP)	88
		ONE MAN (Protoons, ASCAP/Greyhouse,	

SHEET MUSIC AGENTS
are listed for piano/vocal sheet music copies and may not represent mixed folio rights.

CLM Cherry Lane
CPP Columbia Pictures
HL Hal Leonard
WBM Warner Bros.
MSC Music Sales Corp.

BLACK

BEST PERFORMANCES INC.
19 West 34th Street, Suite 1204 New York, New York 10001 212 465-1380 Fax 212 465-1386

WHETHER YOU'RE "ROLLIN' WITH KID 'N PLAY" OR YOU'RE "LÖC'ED AFTER DARK" OR JUST "3 FEET HIGH AND RISING"...
RAP ACTION STARTS HERE.

DE LA SOUL

WE SPECIALIZE IN

- BILLBOARD NATIONAL RAP MARKETING AND PROMOTION
- BILLBOARD NATIONAL 12" RETAIL MARKETING AND CLUB PROMOTION
- BILLBOARD NATIONAL R&B MARKETING AND PROMOTION
- BILLBOARD NATIONAL POP MARKETING AND PROMOTION
- NEW YORK RETAIL MARKETING AND RADIO PROMOTION

DON'T TAKE A CHANCE WHEN YOUR MARKETING IS THIS IMPORTANT.
CONTACT BEST PERFORMANCES!!!
THE NATION'S LEADING NATIONAL MARKETING AND PROMOTION TEAM

FOR WEEK ENDING MAY 20, 1989

HOT RAP SINGLES™

Compiled from a national sample of retail and one-stop sales reports.

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	TITLE LABEL & NUMBER/DISTRIBUTING LABEL	ARTIST
★★ NO. 1 ★★					
1	2	5	7	ME MYSELF AND I TOMMY BOY 926 (C)	◆ DE LA SOUL 1 week at No. One
2	1	1	11	SELF DESTRUCTION JIVE 1178/RCA (C)	◆ STOP THE VIOLENCE MOVEMENT
3	5	6	11	TURN THIS MUTHA OUT CAPITOL 15437 (C)	◆ M.C. HAMMER
4	6	8	7	CHILDREN'S STORY DEF JAM 44-68223/COLUMBIA (C)	◆ SLICK RICK
5	4	3	7	FUNKY COLD MEDINA Δ ² DELICIOUS VINYL 1004/ISLAND (C)	◆ TONE LOC
6	3	2	11	ROLLIN' WITH KID 'N PLAY SELECT 62335 (C)	◆ KID 'N PLAY
7	7	13	5	JOY AND PAIN PROFILE 7247 (C)	◆ ROB BASE & D.J. E-Z ROCK
8	13	22	5	THE MAN WE ALL KNOW AND LOVE ATLANTIC 86463	◆ KWAME
9	12	14	7	BUCK WILD VIRGIN 96572 (C)	◆ E.U.
10	23	—	3	MR. D.J. MOTOWN 4634 (C)	◆ JOYCE "FENDERELLA" IRBY
11	21	—	3	BLACK STEEL IN THE HOUR OF CHAOS DEF JAM 44-68216/COLUMBIA (C)	◆ PUBLIC ENEMY
12	16	26	5	YEAH, YEAH, YEAH CAPITOL 15446 (C)	◆ OAKTOWN'S 3-5-7
13	11	9	11	WE WANT EAZY RUTHLESS 57110/PRIORITY (C) (M)	◆ EAZY-E
14	9	10	9	GREATEST MAN ALIVE ARISTA 9749 (C)	◆ THREE TIMES DOPE
15	10	7	11	PUMP IT UP CAPITOL 15428	◆ M.C. HAMMER
16	24	—	3	BUFFALO STANCE VIRGINLO 0-96573 (C)	◆ NENEH CHERRY
17	15	18	7	D.E.F. = DOUG E. FRESH REALITY/DANAYA 3110/FANTASY	◆ DOUG E. FRESH/GET FRESH CREW
18	14	11	11	LIFE IS... TOO SHORT JIVE 1163/RCA (C)	TOO SHORT
19	8	4	11	GIRL YOU KNOW IT'S TRUE Δ ARISTA 9780 (C)	◆ MILLI VANILLI
20	18	24	5	THIS BEAT IS MILITARY ARISTA 9798 (C)	◆ K-9 POSSE
21	27	—	3	THE BOMB HAS DROPPED LUKE SKYYWALKER 125 (M)	2 LIVE CREW
22	28	—	3	RHYTHM IS THE MASTER MERCURY 872 567-1/POLYGRAM	D.J. CHUCK CHILLOUT/KOOL CHIP
23	17	16	9	ROAD TO THE RICHES COLD CHILIN' 0-21154/WARNER BROS. (C)	◆ KOOL G RAP & D.J. POLO
24	20	17	9	THIS IS FOR THE HOMIES EGYPTIAN EMPIRE 00882 (C)	◆ RODNEY O JOE COOLEY
25	RE-ENTRY	9		GANGSTA, GANGSTA RUTHLESS 57105/PRIORITY (C) (M)	N.W.A.
26	NEW ▶	1		HAWAIIAN SOPHIE EMI 56126 (M)	◆ JAZ
27	19	12	11	WILD THING Δ ² DELICIOUS VINYL 1002/ISLAND (C) (M)	◆ TONE LOC
28	26	23	11	MY PART OF TOWN WARLOCK 020	TUFF CREW
29	NEW ▶	1		I GOT IT MADE PROFILE 7245	◆ SPECIAL ED
30	25	19	11	I'LL HOUSE YOU WARLOCK 022 (C)	◆ JUNGLE BROS.

○ Products with the greatest sales gains this week. ◆ Videoclip availability. ● Recording Industry Association of America (RIAA) certification for sales of 500,000 units. ▲ RIAA certification for sales of 1 million units. Catalog no. is for 12-inch vinyl single. (C) Cassette single availability. (M) Cassette maxi-single availability. (CD) Compact disk single availability.

Latin Notas



by Carlos Agudelo

BILL VELEZ, WHO WAS WITH POLYGRAM and previously worked at ASCAP, is the new Latin man at BMI. He replaces **Tony Sabournin**. According to Velez, he has been given the green light by his employers to seek more aggressive methods of identifying and collecting royalties from broadcast songs by the neglected writers and composers of Spanish-language music.

KIARA, WHOSE SONG "Que Bello" is at the forefront of the growing tendency to include erotic innuendos in Latin music, recently made a promotional visit to New York. Her well-proportioned constitution is certainly appropriate to provoking in the public, especially men, those feelings with which record companies are trying to sell music nowadays. Born in Venezuela 26 years ago, Kiara has had a meteoric career in the recording world, starting with her first, self-titled album on the TH-Rodven label. Seven singles, not all of them as straightforward as "Que Bello," have already been released from the double-platinum album in Venezuela (platinum there is a certified 75,000 copies sold). Her voice, which has a certain roughness, only enhances the effect of her singing. She considers her sensual touch a stage in her career. "Some of the same sensuality will be included in my new album, although not as direct as before. The music will have a mixture of African and funky horn orchestrations," she says.

JOSE JOSE, THE MEXICAN SINGER whose troubled career resembles a roller coaster ride, came to New York recently to perform at Radio City Music Hall. Traveling with his entourage, which includes manager **Carlos Bustelo** and personal manager **Eugenio del**

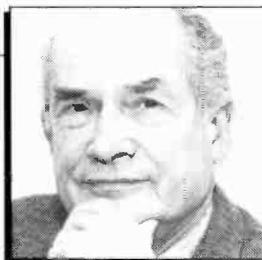
Busto, Jose seemed a bit tired after flying back and forth on the northern part of the Western Hemisphere, singing his way out of the many problems that have besieged him ever since he became a favorite romantic singer two decades ago. By the end of this year he expects to have paid all the debts left by years of mismanagement, so the story goes, by his brother-in-law. By next year his recording contract with BMG will be over and a new one is to be negotiated with the best suitor.

WAS Emmanuel snatched from BMG by CBS or was he given away? Most probably it was a combination of both. After six months of contacts between the singer's representatives and CBS Records International, Emmanuel was signed to a million-dollar, five-album deal by CBS

Bill Velez installed at BMI; Kiara eroticizes music

Records' international A&R VP **Tomás Muñoz** and president **Bob Summer**. "We went to see him in Puerto Rico and in Viña Del Mar [Chile], where the interest increased," he says. "All along everything has been very smooth. There is unanimity of points of view." However, accounts of the transaction remain in conflict. **Angelo Medina**, Emmanuel's manager, says the singer's contract was bought out by CBS while Muñoz claims it wasn't so. "The contract was negotiated directly with Emmanuel and no direct negotiations took place between the two companies." **Jorge Méndez**, artistic director of BMG in Mexico, said May 5—two days after the signing of the contract—that Emmanuel still had not been given the release, something Muñoz and Medina denied. Muñoz also says he doesn't know whether an English-language album will be released in January 1990 as Medina claims, although he says an album in Portuguese is possible. In any case, "Quisiera," the Mexican singer's first album on CBS, is set to be released in the U.S. in June with a worldwide launch to take place in Guadalajara, Mexico, in May. Right now the singer is, set to begin a four-month, 70-concert tour in his country.

Classical KEEPING SCORE



by Is Horowitz

NEW LOOK AT CROSSOVER: London Records' campaign to embrace a larger market by blending elements of light classical music and, on occasion, genres loosely resembling new age, gathers steam later this month with a promotional blast behind its "nu•view" line.

The music so far released and announced doesn't always fall comfortably into either of these categories. In any case, whether acoustic or electronic, it will be marketed aggressively to audiences thought to be receptive to a variety of styles.

According to London promotion exec **Ellen Kasis**, the new line kicks off in earnest with the release Tuesday (16) of "The Electric V," a contemporary electronic work by **Thomas Wilbrandt** based on Vivaldi's "Four Seasons." It will be released on two separate CDs.

The nu•view logo will appear on all artwork, with the London name in evidence but much less prominent. Special TV promotion is planned, says Kasis, some of which will consist of specially created video news releases.

The few CDs already released that fall into the new line don't simplify the problem of classification. Among them are the crossover Kurt Weill hit with **Ute Lemper**, a Satie album by pianist **Alan Marks**, and the "potted palm" light classics of "The Orient Express," performed by **I Salonisti**.

MOVING OVER: BMG Classics is reported close to signing **Alicia de Larrocha** to an exclusive contract. Word is that the longtime London Records artist will launch an ambitious series of Mozart recordings for BMG, which might well encompass the complete cycle of concertos and sonatas. The anticipated signing would be the first of major status to be implemented under the

stewardship of **Guenter Hensler**. More may be on the way, some observers suggest.

Meanwhile, it is known that BMG is preparing a new graphic design for Red Seal packaging that would give increased prominence to the historic Nipper mascot. The newly designed artwork should begin to appear on Red Seal packages next fall.

It is also known that Hensler is showing a strong personal interest in the sound quality of catalog reissues, a segment of label activity that will continue at a strong pace, considering the depth of its vault resources.

PASSING NOTES: **Karen Moody**, just promoted to VP of Deutsche Grammophon (see Executive Turntable), sees her job as maintaining the label's high profile in the

London's 'nu•view' line blends musical elements

"ever more competitive marketplace." No switch to frequent crossover is anticipated, unlike the case among other PolyGram affiliates. "We'll continue to concentrate on what we do best," she says.

Moody replaces **Nancy Phillips**, who joined the label as VP Jan. 1 from her former post as operations manager of the Boston Symphony. Phillips has accepted a similar position with the New York Philharmonic.

The Angel recording crew and label VP **Tony Caronia** were in Philadelphia the closing days of April to capture the second installment of the **Riccardo Muti/Andrei Gavrilov** Rachmaninoff cycle with the Philadelphia Orchestra. The works, hardly a unique coupling, were the Concerto No. 2 and "Rhapsody On A Theme Of Paganini." The project was Muti's 26th for the label with the Philadelphians.

Other domestic Angel projects in April saw **Wolfgang Sawallisch** putting down Dvorak's 7th and 8th Symphonies, also with the Philadelphia Orchestra, and **Itzhak Perlman**, **Pinchas Zukerman**, and **Lynn Harrell** in their first disk of a projected cycle of the Beethoven String Trios.

FOR WEEK ENDING MAY 20, 1989

Billboard®

©Copyright 1989, Billboard Publications, Inc. No part of this publication may be reproduced, stored in any retrieval system, or transmitted, in any form or by any means, electronic, mechanical, photocopying, recording, or otherwise, without the prior written permission of the publisher.

TOP LATIN ALBUMS™

Compiled from a national sample of retail store and one-stop sales reports.

	THIS WEEK	2 WKS. AGO	WKS. ON CHART	ARTIST	TITLE	LABEL & NUMBER/DISTRIBUTING LABEL
POP	1	1	57	ISABEL PANTOJA	DESDE ANDALUCIA	RCA 6956
	2	3	37	ROBERTO CARLOS	ROBERTO CARLOS 88	CBS 80002
	3	2	17	RICARDO MONTANER	RICARDO MONTANER	TH-RODVEN 2538
	4	5	11	VIKKI CARR	ESOS HOMBRES	CBS 80057
	5	4	7	JOSE JOSE	QUE ES EL AMOR	ARIOLA 9666-4
	6	6	55	BRAULIO	CON TODOS LOS SENTIDOS	CBS 10534
	7	9	27	ROCIO DURCAL	COMO TU MUJER	ARIOLA 8574
	8	8	19	GIPSY KINGS	GIPSY KINGS	ELEKTRA 60845
	9	7	19	EDNITA NASARIO	FUERZA DE GRAVEDAD	FONOVISA 8811
	10	18	3	LUIS MIGUEL	EN BUSCA DE UNA MUJER	WEA LATINA 56119/WEA
	11	11	19	CHAYANNE	CHAYANNE	CBS 80051
	12	13	15	ANA GABRIEL	TIERRA DE NADIE	CBS 80054
	13	10	13	JOSE FELICIANO	LOS 15 ESPECIALES DE JOSE FELICIANO	GLOBO 8671
	14	12	37	YOLANDITA MONJE	VIVENCIAS	CBS 10552
	15	15	9	JOSE LUIS PERALES	15 EXITOS	CBS 80375
	16	14	13	VIARIOS ARTISTAS	DON FRANCISCO PRESENTA	CBS 80033
	17	17	67	LOS BUKIS	SI ME RECUERDAS	LASER 3044/FONOVISA
	18	23	39	EYDIE GORME	DE CORAZON A CORAZON	CBS 69305
	19	16	9	MARISELA	YA NO	ARIOLA 9577
	20	21	17	MIJARES	UNO ENTRE MIL	EMI 8436
	21	—	93	JULIO IGLESIAS	UN HOMBRE SOLO	CBS 50337
	22	19	33	ANGELA CARRASCO	BOCA ROSA	EMI 8469
	23	20	51	JUAN GABRIEL	DEBO HACERLO	ARIOLA 7619/RCA
	24	24	3	LUNNA	SERE TUYA ESTA NOCHE	CBS 80077
	25	—	29	EMMANUEL	10 ANOS DE EXITOS	GLOBO 8521
TROPICAL/SALSA	1	1	19	EDDIE SANTIAGO	INVASION DE LA PRIVACIDAD	TH-RODVEN 2575
	2	3	5	VIARIOS ARTISTAS	SALSA EN LA CALLE 8	TH-RODVEN 2605
	3	2	45	LUIS ENRIQUE	AMOR Y ALEGRIA	CBS 10546
	4	16	7	WILLIE COLON	TOP SECRET	FANIA 655
	5	—	1	WILLIE GONZALES	SIN COMPARACION	SONOTONE 1104
	6	5	11	TONY VEGA	YO NO ME QUEDO	RMM 1677
	7	4	25	LA PATRULLA 15	SOLO SE QUE FUE EN MARZO	TTH 010
	8	7	55	LALO RODRIGUEZ	UN NUEVO DESPERTAR	TH-RODVEN 2517
	9	8	11	VITIN RUIZ	SEDUCEME	COMBO 2058
	10	15	25	HANSEL Y RAUL	BLANCO Y NEGRO	CBS 80016
	11	6	19	TOMMY OLIVENCIA	EL JEQUE	TH-RODVEN 2577
	12	9	31	GILBERTO SANTARROSA	AMOR Y SALSA	COMBO 2053
	13	—	1	BOBBI VALENTIN	BOBBI VALENTIN	BRONCO 153
	14	13	23	VIARIOS ARTISTAS	JUNTOS PA' GOZA	TH-RODVEN 2549
	15	10	19	JOHNNY Y RAY	SALSA CON CLASE	POLYGRAM LATINO 836647/POLYGRAM
	16	24	51	EL GRAN COMBO	ROMANTICO Y SABROSO	COMBO 2054
	17	14	43	FRANKIE RUIZ	EN VIVO Y A TODO COLOR	TH-RODVEN 2531
	18	12	7	LAS CHICAS DEL CAN	CARIBE	SONOTONE 1422
	19	18	31	RUBEN BLADES	ANTECEDENTES	ELEKTRA 60795
	20	11	35	MAX TORRES	SENSUALMENTE TROPICAL	EMI 8463
	21	—	15	WILFRIDO VARGAS	MAS QUE UN LOCO	SONOTONE 1423
	22	17	9	LOS HERMANOS ROSARIO	OTRA VEZ	KAREN 118
	23	23	3	LA BANDA SHOW	LA BANDA SHOW	ALFA 8332
	24	—	1	LAS NENAS DE RINGO Y JOSSIE	CHIQUILLO MALCRIADO	TTH 1930
	25	25	17	GRUPO NICHE	TAPANDO HUECOS	LA CLAVE 13380
REGIONAL MEXICAN	1	2	13	LOS TIGRES DEL NORTE	LOS CORRIDOS PROHIBIDOS	FONOVISA 8815
	2	1	25	LOS YONICS	SIEMPRE TE AMARE	FONOVISA 8809
	3	3	27	BRONCO	UN GOLPE MAS	FONOVISA 8808
	4	6	7	RAMON AYALA	LA RAMA DEL MEZQUITE	FREDDIE 1461
	5	9	69	LOS BUKIS	SI ME RECUERDAS	LASER 3044/FONOVISA
	6	4	15	LA MAFIA	EXPLOSIVO	CBS 80072
	7	8	15	GRUPO MAZZ	STRAIGHT FROM THE HEART	CBS 80010
	8	12	9	VICENTE FERNANDEZ	LO MEJOR DE LA BARAJA	CBS 80056
	9	5	73	LINDA RONSTADT	CANCIONES DE MI PADRE	ELEKTRA 60765
	10	—	1	EXCELENCIA	NI POR MIL PUNADOS DE ORO	CBS 80105
	11	10	19	VIARIOS ARTISTAS	15 IDOLOS SUPERPOPULARES	FONOVISA 8813
	12	7	29	LOS CAMINANTES	INCONTENIBLES ROMANTICOS	LUNA 1173
	13	11	27	LITTLE JOE	AUNQUE PASEN LOS ANOS	CBS 80004
	14	13	7	JUAN VALENTIN	ARBOLES DE LA BARRANCA	CBS 80081
	15	25	111	LOS BUKIS	ME VOLVI A ACORDAR DE TI	LASER 3025/FONOVISA
	16	—	1	LATIN BREED	BREAKING THE RULES	CBS 80094
	17	18	11	JOAN SEBASTIAN	NORTENO	MUSART 90041
	18	14	41	JOAN SEBASTIAN	CON TAMBORA	MUSART 90014
	19	—	49	SONORA DINAMITA	16 SUPERCUMBIAS	FUENTES 1615/SONOTONE
	20	17	15	ALBERTO VASQUEZ	ALBERTO VASQUEZ	MUSART 1870
	21	15	29	GRUPO PEGASO	ADOLESCENTE Y BONITA	REMO 1019
	22	20	23	ANTONIO AGUILAR	CON BANDA	MUSART 2021
	23	—	13	RAMIRO RAM HERRERA	RAMIRO RAM HERRERA	CBS 84336
	24	22	73	FITO OLIVARES	LA GALLINA	GIL 20001
	25	—	1	GRUPO PEGASO	15 EXITOS VOL # 2	REMO 1021

(CD) Compact disk available. • Recording Industry Assn. Of America (RIAA) certification for sales of 500,000 units. ▲ RIAA certification for sales of 1 million units.

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	TITLE Label & Number/Distributing Label	ARTIST
				CLUB PLAY Compiled from a national sample of dance club playlists.	
				★★ NO. 1 ★★	
①	2	3	9	WE CALL IT ACIEED/TRANCE DANCE FFRR 886 517-1/POLYGRAM	◆ D.MOB
				1 week at No. One	
②	4	6	6	ROUND & ROUND QWEST 0-21062/WARNER BROS.	◆ NEW ORDER
③	10	15	6	ME, MYSELF & I TOMMY BOY TB-926	◆ DE LA SOUL
④	9	11	7	STOP/KNOCKING ON MY DOOR SIRE PROMO/WARNER BROS.	◆ ERASURE
5	6	10	7	PLANET E RCA 8897-1-RD	KC FLIGHTT
⑥	13	18	4	UH-UH OOH OOH LOOK OUT (HERE IT COMES) ATLANTIC 0-86435	ROBERTA FLACK
7	1	1	9	REAL LOVE MCA 23928	◆ JODY WATLEY
8	3	4	6	ELECTRIC YOUTH (REMIX) ATLANTIC 0-88918	◆ DEBBIE GIBSON
9	11	13	7	JOY AND PAIN PROFILE PRO-7247	◆ ROB BASE & D.J. E-Z ROCK
⑩	22	37	3	AIN'T NOBODY BETTER VIRGIN 0-96559	◆ INNER CITY
⑪	17	26	4	SECRET RENDEZVOUS (REMIX) WARNER BROS. 0-20962	◆ KARYN WHITE
⑫	20	28	3	THIS TIME I KNOW IT'S FOR REAL ATLANTIC 0-86415	◆ DONNA SUMMER
13	7	7	8	JUST GOT BACK FROM HEAVEN FINE ART RNTW 70412/RHINO	SPARKS
14	8	9	7	FREEMASON NETTWERK (IMPORT. CANADA)	BOXCAR
⑮	15	21	5	JACK TO THE SOUND OF THE UNDERGROUND NEXT PLATEAU NP50094	◆ HITHOUSE
16	12	12	7	VOODOO RAY WARLOCK WAR-038	A GUY CALLED GERALD
17	18	22	5	OBSESSION/HITCHHIKER'S DANCE GUIDE WING 871 707-1/POLYGRAM	◆ XYMOX
⑮	24	27	5	RHYTHM IS THE MASTER MERCURY 872 567-1/POLYGRAM	D.J. CHUCK CHILLOUT AND KOOL CHIP
⑮	27	31	3	I KO I KO (REMIX) CAPITOL V-15475	◆ THE BELLE STARS
⑮	45	—	2	KEEP ON MOVIN VIRGIN 0-96556	SOUL II SOUL FEAT. CARON WHEELER
⑮	28	29	4	TIED UP MERCURY 872 761-1/POLYGRAM	◆ YELLO
22	5	2	9	BUFFALO STANCE VIRGIN 0-96573	◆ NENEH CHERRY
23	16	16	6	VOICES IN MY HOUSE/BASS GIRL EASY STREET EZS-7546	HARDHOUSE
⑮	32	43	3	SUBOCEANA SIRE 0-21198/WARNER BROS.	◆ TOM TOM CLUB
⑮	33	40	4	TOO MUCH TOO LATE VENDETTA VE-7015	DENISE LOPEZ
26	25	24	6	VICTIM OF PLEASURE ATLANTIC 0-86440	MANDY SMITH
⑮	36	42	3	BRING ME EDELWEISS ATLANTIC 0-86423	◆ EDELWEISS
28	23	17	7	EVERY LITTLE STEP MCA 23933	◆ BOBBY BROWN
⑮	37	49	3	EVERYTHING COUNTS (REMIX) SIRE 0-21183/WARNER BROS.	◆ DEPECHE MODE
30	30	32	5	CRUCIAL MCA 23934	◆ NEW EDITION
⑮	35	48	3	MR. D.J. MOTOWN 4634	◆ JOYCE "FENDERELLA" IRBY
⑮	38	45	3	HEARTS AND MINDS GEFFEN 0-21193/WARNER BROS.	◆ NITZER EBB
33	21	19	6	LET'S WORK INVASION PAL-7248	CASANOVA'S REVENGE
				★★★ POWER PICK ★★★	
⑮	46	—	2	FASCINATION STREET ELEKTRA 0-66704	◆ THE CURE
35	34	36	4	DOWNTOWN A&M SP-12297	◆ ONE 2 MANY
36	39	41	5	I LIKE UPTOWN 23927/MCA	GUY
37	14	8	9	MUSIC LOVER CAPITOL V-15454	◆ S-EXPRESS
38	29	23	7	NEVER STOP/FIRST IN, FIRST OUT WAX TRAX WAX 9070	FRONT 242
⑮	47	—	2	FOREVER YOUR GIRL VIRGIN 0-96565	◆ PAULA ABDUL
40	19	5	9	LIKE A PRAYER SIRE 0 21170/WARNER BROS.	◆ MADONNA
41	44	—	2	START OF A ROMANCE ATLANTIC 0-86444	◆ SKYY
42	40	46	3	RUNAWAY LOVE COVERT COV006	DONNA MARIE
				★★★ HOT SHOT DEBUT ★★★	
⑮	NEW ▶	1		NOW YOU'RE IN HEAVEN ATLANTIC 0-86417	◆ JULIAN LENNON
⑮	49	—	2	MY ONE TEMPTATION ISLAND 0-96584	◆ MICA PARIS
⑮	50	—	2	SEND ME AN ANGEL 89 CURB CRB-10303	◆ REAL LIFE
46	41	38	4	I CAN'T HIDE BIG BEAT BB-0005	TARAVHONTY
47	26	14	8	FUNKY COLD MEDINA DELICIOUS VINYL DV1004/ISLAND	◆ TONE LOC
⑮	NEW ▶	1		WORKIN' OVERTIME MOTOWN MOT-4639	◆ DIANA ROSS
⑮	NEW ▶	1		SIGHT OF YOUR TEARS VIRGIN 0-96560	WHEN IN ROME
⑮	NEW ▶	1		ONCE MORE INTO THE BLEACH (LP) CHRYSALIS V2X 41 658	DEBBIE HARRY/BLONDIE
BREAKOUTS				<ol style="list-style-type: none"> 1. BABY DON'T FORGET MY NUMBER MILLI VANILLI ARISTA 2. ANYTHING CAN HAPPEN WAS (NOT WAS) CHRYSALIS 3. ROMANTIC LOVE GEORGIO MOTOWN 4. THAT'S HOW I'M LIVING TONI SCOTT NEXT PLATEAU 	

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	TITLE Label & Number/Distributing Label	ARTIST
				12-INCH SINGLES SALES Compiled from a national sample of retail store and one-stop sales reports.	
				★★ NO. 1 ★★	
①	2	2	8	FUNKY COLD MEDINA DELICIOUS VINYL DV1004/ISLAND	◆ TONE LOC
				1 week at No. One	
2	1	1	7	LIKE A PRAYER SIRE 0-21170/WARNER BROS.	◆ MADONNA
3	3	3	9	REAL LOVE MCA 23928	◆ JODY WATLEY
④	4	7	7	BUFFALO STANCE VIRGIN 0-96573	◆ NENEH CHERRY
⑤	6	8	5	ME, MYSELF & I TOMMY BOY TB-926	◆ DE LA SOUL
⑥	9	19	3	ELECTRIC YOUTH (REMIX) ATLANTIC 0-88918	◆ DEBBIE GIBSON
7	5	6	8	EVERY LITTLE STEP MCA 23933	◆ BOBBY BROWN
8	8	4	12	THIS IS ACID VENDETTA VE-7016	MAURICE
⑨	11	13	6	FOREVER YOUR GIRL VIRGIN 0-96565	◆ PAULA ABDUL
⑩	16	42	3	ROUND AND ROUND QWEST 0-21062/WARNER BROS.	◆ NEW ORDER
11	10	9	8	I LIKE UPTOWN 23927/MCA	GUY
12	13	15	7	I ONLY WANNA BE WITH YOU JIVE 1193-1-JD/RCA	◆ SAMANTHA FOX
⑮	24	46	3	UH-UH OOH OOH LOOK OUT (HERE IT COMES) ATLANTIC 0-86435	ROBERTA FLACK
14	7	5	14	SHE DRIVES ME CRAZY I.R.S. 23926/MCA	◆ FINE YOUNG CANNIBALS
⑮	17	26	4	TOO MUCH TOO LATE VENDETTA VE-7015	DENISE LOPEZ
				★★★ HOT SHOT DEBUT ★★★	
⑮	NEW ▶	1		THIS TIME I KNOW IT'S FOR REAL ATLANTIC 0-86415	◆ DONNA SUMMER
17	12	11	8	REAL LOVE MOTOWN MOT-4618	◆ EL DEBARGE
⑮	38	—	2	AIN'T NOBODY BETTER VIRGIN 0-96559	◆ INNER CITY
⑮	NEW ▶	1		KEEP ON MOVIN VIRGIN 0-96556	SOUL II SOUL FEAT. CARON WHEELER
⑮	21	30	4	START OF A ROMANCE ATLANTIC 0-86444	◆ SKYY
⑮	29	—	2	FASCINATION STREET ELEKTRA 0-66704	◆ THE CURE
⑮	25	33	4	EVERYTHING COUNTS (REMIX) SIRE 0-21183/WARNER BROS.	◆ DEPECHE MODE
23	14	10	10	DON'T TAKE MY MIND ON A TRIP VIRGIN 0-96577	◆ BOY GEORGE
				★★★ POWER PICK ★★★	
⑮	39	—	2	MR. D.J. MOTOWN 4634	◆ JOYCE "FENDERELLA" IRBY
25	15	16	7	MUSIC LOVER CAPITOL V-15454	◆ S-EXPRESS
26	18	22	6	VOODOO RAY WARLOCK WAR-038	A GUY CALLED GERALD
27	19	24	5	JOY AND PAIN PROFILE PRO-7247	◆ ROB BASE & D.J. E-Z ROCK
28	26	31	4	THINKING OF YOU CUTTING 872 503-1/POLYGRAM	SA-FIRE
29	23	21	7	ONE MAN PROFILE PRO-7241	CHANELLE
⑮	36	37	4	WE CALL IT ACIEED/TRANCE DANCE FFRR 886 517-1/POLYGRAM	◆ D.MOB
31	20	20	8	TURN THIS MUTHA OUT CAPITOL V-15437	◆ M.C. HAMMER
32	32	35	6	JUST STARTED MOVIN' MR005	LACHANDRA
⑮	40	43	3	JUST GOT BACK FROM HEAVEN FINE ART RNTW 70412/RHINO	SPARKS
34	27	27	6	CRUCIAL MCA 23934	◆ NEW EDITION
⑮	46	—	2	JACK TO THE SOUND OF THE UNDERGROUND NEXT PLATEAU NP50094	◆ HITHOUSE
36	37	41	4	PLANET E RCA 8897-1-RD	KC FLIGHTT
37	42	45	3	OBSESSION/HITCHHIKER'S DANCE GUIDE WING 871 707-1/POLYGRAM	◆ XYMOX
38	22	18	9	THE LOOK EMI V-56133	◆ ROXETTE
39	33	29	8	ENDLESS NIGHTS MICMAC 510	CYNTHIA
40	43	39	4	CLOSER THAN FRIENDS COLUMBIA 44 08184	SURFACE
41	35	36	5	LET'S WORK INVASION PAL-7248	CASANOVA'S REVENGE
42	30	17	9	SLEEP TALK DEF JAM 44 68193/COLUMBIA	◆ ALYSON WILLIAMS
⑮	NEW ▶	1		I KO I KO (REMIX) CAPITOL V-15475	◆ THE BELLE STARS
44	49	—	2	CHILDREN'S STORY DEF JAM 44 68223/COLUMBIA	◆ SLICK RICK
45	31	28	15	SELF DESTRUCTION JIVE 1178-1-JD/RCA	◆ THE STOP THE VIOLENCE MOVEMENT
46	45	40	5	THAT SMILING FACE ATLANTIC 0-86436	CAMOUFLAGE
47	44	38	5	VICTIM OF PLEASURE ATLANTIC 0-86440	MANDY SMITH
⑮	NEW ▶	1		DOWNTOWN A&M SP-12297	◆ ONE 2 MANY
49	48	34	7	STAND UP FOR YOUR LOVE RIGHTS ELEKTRA 0-66711	◆ YAZZ
50	34	14	16	THAT'S THE WAY LOVE IS ATLANTIC 0-86464	◆ TEN CITY
BREAKOUTS				<ol style="list-style-type: none"> 1. WORKIN' OVERTIME DIANA ROSS MOTOWN 2. BRING ME EDELWEISS EDELWEISS ATLANTIC 3. BABY DON'T FORGET MY NUMBER MILLI VANILLI ARISTA 4. SEND ME AN ANGEL 89 REAL LIFE CURB 	

○ Titles with the greatest sales or club play increase this week. ◆ Videoclip availability. ● Recording Industry Assn. Of America (RIAA) certification for sales of 500,000 units. ▲ RIAA certification for sales of 1 million units. Records listed under Club Play are 12-inch unless indicated otherwise. Breakouts: Titles with future chart potential, based on club play or sales reported this week.

Kraze Hits A Home Run With 'House'

ONCE MORE INTO THE BEAT: Kraze, that wild crew that brought you "Shut Up" and last year's hit, "The Party," are back with yet another potential smash called "Let's Play House" (Big Beat, 212-691-8805). The act's familiar rhythmic pulse is fleshed out with a manic piano riff and a number of vocal and instrumental hooks. A more serious song structure lends this release more to radio play, while the clubs surely shouldn't hesitate. Wipe those footprints off the ceiling... Big on import and now out domestically is "Promised Land" (Polydor) by the Style Council, which is a cover of Joe Smooth's underground R&B/club hit. The act remains very faithful to the original on its revision. The song's spiritually uplifting lyrics and

tasty treatment in the "Magic Juan" Atkins mixes percolates with a fervor and deserves to be massive... Heavy D. & the Boyz come back slammin' with their foray into the hip-house arena. Rhymes are tight and the groove simmers. Radio is a given on this one and those who don't normally play D.'s stuff may be surprised at how accessible this is despite the obvious Teddy Riley inflections... One import of merit also is the new Arthur Baker postproduction and mix of Paul Rutherford's (ex-Frankie Goes To Hollywood) "I Want Your Love" (4th & B'way). Sensuous R&B/club feel with European nuances works nicely on this classic Chic number. Anyone familiar with Baker's work also knows he had ties to this song once before when he produced it for Brenda K. Starr's debut on Mirage a few years back.

THE JAM KEEPS MOVIN': One of our favorite albums so far this year is "Kaleidoscope World" (Fontana/Polydor) by Swing Out Sister, which features the new single, "Waiting Game." The stylish collection is expertly produced and is a natural evolution for the act (now a duo). Besides the "Breakout"-ish single, other dance floor possibilities include "Between Strangers," "Twisted," or, our fave, "Where In The World." Overall, the album is meant to be listened to in full, drawing much of its influence and inspiration from the sounds of the Fifth Dimension/Bacharach & David/Dionne Warwick era. The perfect spring album... "Crackers International" (Sire) is the new Erasure EP featuring the single "Stop." The four-song collection will appeal to die-hard fans, and club programmers should look into the hi-NRG-ish "Knocking On Your Door."

"Just Git It Together" is a killer al-

bum cut from Lisa Lisa & the Cult Jam's new one, "Straight To The Sky" (Columbia)—a must for clubs with its Philly vocal riffs accented by some Yaz bits. Also of note are the tracks "I Love What You Do To Me" and "Dance Forever"... Vendetta/A&M have just unleashed two



by Bill Coleman

EPs, as well. The 28th Street Crew's "I Need A Rhythm" is basically a "greatest hits"—of sorts—of altered dubs and instrumentals by Robert Clivilles & David Cole. At times a bit redundant with virtually the same "Notice Me" bassline on many of the cuts; do check out, however, "Sex On The Dancefloor" and the title cut. "Paybacks Are Hell" is the label's minicollection of alternate mixes of past 12-inch releases featuring the Brooklyn Funk Essentials reworking of Denise Lopez's "Too Much Too Late," a new mix of "Seduction," and a new song called "Move To The Beat" by Interaction.

BIG BEATS & PIECES: Here's the latest from the Pet Shop Boys/Liza Minnelli collaboration front. The duo have reportedly produced the entire album, which is scheduled to surface in September on Epic, with a single due sometime in late June. The album is said to contain two covers of old Pet Shop Boys cuts—"Rent" and "Tonight Is Forever"—in addition to three old covers: Tanita Tikaram's "Twist In My Sobriety," Yvonne Elliman's "Love Pains," and Stephen

Sondheim's "Losing My Mind." Sounds like this could be the '90s version of the Barbra Streisand/Bee Gees "Guilty" collaboration... Justin Strauss has completed mixes for the Jets' "You Better Dance" and "Is That Love" for Profile artist Nick London... Shep Pettibone is working on new versions of Paula Abdul's "Knocked Out" for possible rerelease and "It's Real" by James Ingram. Incidentally, Abdul and other special guests make cameo appearances in Michael Jackson's new video for "Liberian Girl"... Philadelphia rap label Ruffhouse Records recently signed a distribution deal with Enigma Records. The first three releases are by Robbie B & DJ Jazz, Blackmale, and Mac-Money & DJ QST. They can be reached at 444 N. 3rd Street, Philadelphia, Penn. 19123; 215-574-1742.

"Silver On Black" is the title of a new import album due out in June on the FFRR label. The project will serve double duty as a retrospective for the label as well as featuring new material. The album will sport D-Mob's new single, "It's Time To Get Funky"; "Get Back To Love" by a trio called Blacksmith, who are being hailed as the U.K. equivalent to Guy or Blaze; a song by June Montana (ex-Brilliant); the Satoshi Tomii/Frankie Knuckles project; and a new version of Richie Rich's "Salsa House"... The Bananarama remix project for London Records is actually an EP that will consist of "I Heard A Rumour," remixed by Freddie Bastone; "Venus" by Phil Harding; and "Cruel Summer" by Blacksmith.

SPRING WISH: We would love it if Soul II Soul would produce a remake of "Heartbeat" and "No Frills" for Taana Gardner.



PETER SLAGHUIS

NEW ON THE CHARTS

The Next Plateau dance hit "Jack To The Sound Of The Underground" may be the first song on Billboard's dance charts by Peter Slaghuis (aka Hithouse) as an artist, but he has known prior chart success. Slaghuis' popular remix of "I Can't Wait" for Nu Shooz was a No. 1 dance smash in 1986; he also served as the master mixer behind the orchestral version of Maria Vidal's "Body Rock," Abba's "Lay All Your Love On Me," and the '88 revision of Petula Clark's classic "Downtown."

Born in the Netherlands, Slaghuis began his career as a DJ and mixer at The Bluetiek Inn, that country's largest disco. His live mixing for the club earned him the notability he needed to cross over to an international audience.

Slaghuis' first album, on the Holland-based ARS Records label, has just been completed and is scheduled to be released throughout Europe next month.

JIM RICLIANO



Eye To Eye. Inner City's Paris Gray greets Robert "Dada Nada" Ozon backstage at Chicago's Riviera Club after a recent performance. Inner City's album debut for Virgin, "Big Fun," will be released later this month, as will a new Dada Nada single for One Voice Records.

Jersey Sound: Music Evolved From 'Garage' Scene Invades U.K.

BY BRUCE HARING

NEW YORK In Great Britain, the Jersey sound doesn't mean Springsteen and Bon Jovi anymore.

In the land of warm beer, the Jersey sound has in the past few months become club artists like Adeva, Jomanda, and Channelle, and producers such as Blaze, Smack Productions, the Fly Guys, Paul Simpson, and Backroom Music Productions, all part of a "garage" music scene that's crossed over from U.S. clubs to the towers of London's pop charts.

The growing British fascination with house music has lately focused on the sounds emanating from such Northern New Jersey towns as Newark, East Orange, Passaic, and Paterson, where refugees from New York's legendary (now defunct) Paradise Garage nightclub have developed their own style of club music, which some call "deep house."

More prominent melodies and song structures with "deeper" lyrics characterize the Jersey sound, lifting the grinding tracks of standard-issue house music into a style reminiscent of vintage late-'70s disco.

Club Zanzibar in Newark, N.J., is the center of the domestic deep house scene, its dance floor churning

every Friday and Saturday night with a mix of locals and international tourists.

"The stuff coming out of New Jersey is more creative [than traditional house music], fuller songs with messages, hooks, and breaks," says Abigail Adams, who owns Movin' Records, an independent label and retail outlet in East Orange, N.J. "We call it R&B club or New York dance. House is a term that came out of Chicago."

The Jersey connection is largely the result of the acts acknowledging their roots, Adams adds. "For so many years, it had so much more meaning or influence if you could say you were from New York; we've finally all stood up."

The British have taken the sound out of the clubs and onto the pop charts. Among New Jersey artists, Adeva's "Respect" peaked at No. 15; "One Man" by Channelle, co-produced by Blaze's Kevin Hedge and Dave Shaw, topped out at 16; and Jomanda's top 10 U.S. club hit, "Make My Body Rock," is currently moving up the chart.

Garage chart breakthroughs were also scored by the Chicago-based Ten City, Kym Mazelle, and producer Marshall Jefferson, among others.

In early June, Cooltempo Records U.K., a division of Chrysalis, will release "This Is Garage," a 16-track compilation of the Jersey sound featuring productions by Blaze, Smack Music, and others. Another U.K. compilation of New Jersey acts will be released on Republic Records titled "Paradise Regained: The Garage Sound Of Deepest New York."

'It's R&B club or New York dance'

The two-volume set was compiled by producer/artist trio Blaze, which was recently signed to Motown.

"A lot of people have an affection for the music that was played at the Paradise Garage," says Pete Edge, U.K.-based president of Chrysalis/Cooltempo. "House music was all-encompassing if you were living in the U.K. last year, no matter what kind of music you were into. When acid house showed itself to be nothing more than a trend, people started turning to garage music for a more meaningful house alternative. Acid created an enthusiasm for the club music that was happening in the New York area. But unlike acid, which was lumped under a generic

banner, garage music's artists and producers [are recognized as] making up this scene."

Radio station WRKS "KISS" New York is widely credited for helping to popularize the deep house scene around the New York/New Jersey area. DJ Tony Humphries, who also works at Club Zanzibar, features the sound on his Friday and Saturday night radio shows on KISS.

"It's R&B dance music," Humphries says. "It's evolved in the last two years because of the exposure on KISS. It's a spin-off of the Paradise Garage, Better Days, and a lot of other clubs that were happening."

Humphries feels deep house will start to break commercially in the States when the mixes are featured on albums or released as separate videos and singles. "Right now, we're either doing house mixes or club mixes of major-label artists, but they're doing it only for the clubs," he says. "It will be legitimate when you can buy a Freddie Jackson album with the cut on there, not the mix being done after the fact." Humphries points toward Chaka Khan's forthcoming remix album, "Life Is A Dance," as a possible breaking point, with 11 of the singer's classic old cuts remixed for club play.

Mike Cameron, whose Smack Productions in Passaic is responsible for Adeva's success, says the Jersey sound has always been around.

"New York and London are just beginning to appreciate it, but it's not a new form," Cameron says. "Most people believe vocalists and strong producers are from New York; a lot of people didn't recognize New Jersey as a viable part of the music industry."

Cameron has just opened an office in London, but believes, "If we just give it some kind of push, we can sell records in the U.S. In London, people were running up to Adeva all the time asking for an autograph. The major [dance] artists over there are also given the respect that major [dance] artists here weren't given. There, a dance act is a major act."

Along with many of its Jersey comrades, Smack Productions is attracting major-label remixing chores, but the 25-year-old Cameron tempers his enthusiasm with a realistic view of the future: "[The British] go through trends quicker than I go through socks," he says. "I don't expect it to last forever."

Assistance in preparing this story was provided by Bill Coleman.

New Fans Flock To Cult's 'Temple'

U.K. Band Riding High With Release

BY DAVE DiMARTINO

LOS ANGELES "I think everybody in the world is waiting for another Guns N' Roses to come along," says Ian Astbury. "But I think what they're going to have to deal with is us."

Astbury, lead vocalist for U.K. band the Cult, said those words a few short weeks before his group's latest album, "Sonic Temple," was released. Time has since proven the words near-prophetic: After debuting on Billboard's Top Pop Albums chart in the No. 46 slot, the album is already No. 12 in its fourth week, and rising rapidly. And after swiftly as-

ending on both the Album Rock Tracks and Modern Rock Tracks charts, "Fire Woman" was released on 7-inch, cassette, and 3-inch CD single configurations May 2 by Sire/Reprise.

In short, the album is taking off massively.

One reason for its success may be the contribution of producer Bob Rock, whose past work at Vancouver, British Columbia's Little Mountain Sound with Bon Jovi, Whitesnake, and Aerosmith, among others, has already taken each of those acts to the top of the charts.

"We just sat down with him," Astbury recalls, "and we got along with

him instantly. He said all the right things, looked right, and he talked about Les Pauls [guitars]. He didn't talk about *pointed-stick* guitars—he talked about slowhand blues, turning around rhythms, mellotrons, about blues, and that was it. We said, 'Fine, you're the man for the job.' He understood us. He gave us space to be ourselves."

Who the Cult is, exactly, and how it became what it is today are two very interesting questions. The band sprang from the early '80s "gothic" U.K. rock scene as Southern Death Cult, alongside such groups as the Danse Society, March Violets, Sex Gang Children, and Sisters Of Mercy. Astbury calls the so-called "scene" a "total farce."

"Basically," he says, "the thing we all had in common was we were all about the same age. And I think we

(Continued on page 34)



Texas Partners. Delbert McClinton, left, gets a pat on the back from fellow Lone Star State native Doug Sahn after McClinton's scorching set at—where else?—the Lone Star Roadhouse in New York. The dates by road-veteran McClinton showcased his new album, "Live In Austin," which Alligator Records president Bruce Iglauer reports is one of the fastest-moving titles in the label's history. McClinton will reap further exposure later this year, singing the title song for the upcoming Orion Pictures film, "Heart Of Dixie." He has also relocated from Texas to Nashville to tap into that city's songwriting and selling network and plans a new studio album this fall, his first in several years. (Photo: Chuck Pulin)

20th Event Scores Record Attendance

New Orleans Jazz Fest A Hit

BY JEFF HANNUSCH

NEW ORLEANS Most of the 260,000 who attended this year's New Orleans Jazz and Heritage Festival would agree it was a hell of a way to throw a birthday party.

Marking its 20th anniversary, the festival was staged April 28-May 7 and broke all previous attendance records, despite losing a day due to a washout, and again proved to be the most wide-ranging musical celebration in the U.S.

"I know I say it every year, but this was the best Jazz Fest of all," said Jazz Fest producer Quint Davis. "I'll always remember 1989 because we were faced with major problems but we overcame them."

Davis referred to the damage left by a severe tropical storm preceding the festival's second weekend that leveled performance tents, scattered refuse containers, and knocked over fences at the fairgrounds site of the festival, forcing cancellation of shows May 5. But staffers and volunteers worked around the clock so performances could resume May 6 and 7.

The storm also flattened the spacious River Tent used for evening concerts. As a result, the festival's two final concerts were relocated across town to the aging Municipal Auditorium.

During the two weekends of the festival, thousands turned out to sample Louisiana cuisine, fry in the

sun, line up for beer and portable toilets, inspect the area's crafts, and, of course, enjoy some great R&B, rock'n'roll, jazz, Afro-Caribbean, Cajun, zydeco, and country music, played by nearly 400 acts on 11 stages.

The performers this year ranged from local favorites like Ernie K-Doe, Boozoo Chavis, Henry Butler, and D.L. Menard to such national attractions as Santana, Ricky Skaggs, George Benson, and Johnny Winter.

Once considered an insignificant but enjoyable backyard musical picnic, the Jazz Fest has become internationally recognized and one of the city's major tourist attractions. In 1988, an estimated \$32 million was pumped into an otherwise flat area economy by visitors, and that figure is expected to be significantly higher from this year's event. Area hotel occupancy ran close to 100%. Several clubs reported new attendance records while restaurants and record stores enjoyed a banner week as well.

Compared with past years, the 1989 festival drew several more corporate sponsors. The names of companies or products were splashed above nearly all of the stages and performance tents (the once revered Professor Longhair stage became the Ray Ban-WWLV-TV stage this year) or were prominently positioned somewhere on the grounds.

(Continued on page 34)

Maniacs Make Good Sense On New 'Zoo'; PolyGram Album To Salute Fallen Stars

MASTERFUL MANIACS: "Disturb me/ with all your cares and your worries/ on the days when you feel spent," sings **Natalie Merchant** in a voice both soothing and sultry on "Trouble Me," the first single from **10,000 Maniacs'** new album, "Blind Man's Zoo." Love sometimes demands dependency and trust, sings Merchant above an elegantly simple piano and guitar arrangement. Understated as it is, "Trouble Me" is the ideal song to introduce uninitiated listeners to these acclaimed Maniacs.

It should also draw new fans to "Blind Man's Zoo," which follows the near-platinum success of the group's 1987 release, "In My Tribe." Once more, this quintet from Jamestown, N.Y., has crafted an alluring and familiar folk-rock sound, with help from producer **Peter Asher**, linking the group's music to real-life concerns. Merchant's tumbling lyrics are seldom as concise and approachable as on "Trouble Me." But "Blind Man's Zoo" does offer keen and often troubling observations—in the expectant mother's lament on "Eat For Two," in the Iran-Contra comment of "Please Forgive Us" ("We don't know what was done in our name"), in the images of rural poverty in "Dust Bowl," and more.

Though art is said to imitate life, at times it anticipates it. "Poison In The Well," one of the most striking songs on the album—and one which might have made a powerfully topical single—was written before the Exxon Valdez disaster in Alaska. Yet here is Merchant singing dryly in a corporate voice: "There's poison in the well/ someone's been untidy and there's been a small spill . . ." From Prince William Sound to less dramatic environmental crimes, the issue has become one of corporate duplicity and accountability. Merchant says it all in a tersely written verse: "I wonder just how long/ they knew the well was poisoned/ and bid us just drink on."

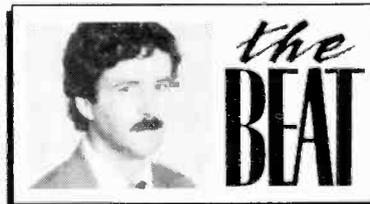
ROCK AND REMEMBER: The Moscow Music and Peace Summit concerts planned for Lenin Stadium Aug. 12 and 13, featuring **Bon Jovi**, **Motley Crue**, **Scorpions**, and Russia's **Gorky Park** (Billboard, May 13), will coincide with the release of a PolyGram album on which those acts and others will cover songs associated with rock stars who died of drug or alcohol abuse, including **Phil Lynott** of **Thin Lizzy**, **Jimi Hendrix**, **Janis Joplin**, **Jim Morrison**, **Brian Jones**, **Sid Vicious** of the **Sex Pistols**, and others. Among the tracks expected are **Bon Jo-**

vi's remake of "The Boys Are Back In Town" by **Thin Lizzy**, **Ozzy Osbourne's** version of Hendrix's "Purple Haze," and a **Gorky Park** run through the **Who's** "My Generation." Proceeds will go to the **Make A Difference Foundation**, the nonprofit anti-drug group set up by manager **Doc McGhee** as a condition of his probation on a drug-smuggling conviction.

NO JIVE: New York-based **Jive Tribe** drew talent reps from seven labels—Atlantic, Arista, Capitol, Island, RCA, PolyGram, and Tommy Boy—as well as a dozen publishing, publicity, legal, and booking agency reps to its recent session at New York's S.I.R. studios. Band percussionist **Sue Hadjopoulos** missed the date with good reason: She was playing club dates with **Cyndi Lauper**, who has just released her new Epic album, "A Night To Re-

member."
SHORT TAKES: The Rev. **Jesse Jackson** and the Turner Broadcasting System say Soviet and U.S. musicians will stage an Aug. 12 concert at the **Apollo Theater** to benefit Armenian earthquake victims. No acts have been announced . . . **Alyson Williams**, whose Def Jam/Columbia hit "Sleep Talk" has reached the top five on the Hot Black Singles chart, is poised for a pop promotion push by the label. But Williams has already enjoyed another kind of crossover success—crossing the Atlantic for sold-out London venue dates . . . The first **Calypso and Steel Band Music Award** show will be staged June 24 at the Brooklyn Academy of Music in New York. **Roberta Flack** will host and **Ralph McDonald** will perform . . . Blues rocker **Danny Gatton**, from Washington, D.C., has been lauded as the hottest unsigned guitarist around—until now. Gatton, who played with his band at a bash May 1 to unveil the new print magazine **MTV To Go**, has signed with CBS Associated Records. His debut for the label is due in July.

HOLD AN OLD CARTOON'S HAND: **Tiffany** will lend her voice to the character of **Judy Jetson** in "Jetsons: The Movie," an animated film set for Christmas release from the cartoon team of **William Hanna & Joseph Barbera**. She'll also sing on the flick's soundtrack. No telling where this will lead for the teen star. Perhaps a remake of "Let The Sun Shine In," that classic tune by **Hanna/Barbera's** **Pebbles** and **Bam Bam**.



by Thom Duffy

PUBLICITY PRINTS
Lithographed On Heavy Gloss Stock
BLACK & WHITE 8x10's
500 - \$65.00 1000 - \$90.00
COLOR
1000 - \$396.00
Above Prices Include Typesetting & Freight
Send 8x10 Photo - Check or M.O.
Full Color & B/W Posters
Composites - Cards - Other Sizes
Send For Catalog & Samples
ABC PICTURES
1867 E. Florida, Dept. BB
Springfield, MO 65803
(417) 869-9433 or 869-3456

CASSETTE DUPLICATION
RECORD PRESSING
MASTERING · PLATING
COLOR SEPARATIONS
PRINTING · TYPESETTING
QCA
CUSTOM PRESSING
2832 SPRINGROVE AVENUE
CINCINNATI, OHIO 45225
(513) 681 8400

We can't sing. We can't dance. But we belong in your act.

Your talent lies in packing concerts, turning albums into gold and converting listeners into adoring fans. Ours lies in insuring your success. By providing reliable, unparalleled entertainment insurance.

Fireman's Fund is the leader in this business. No one else can even come close. We've been insuring the giants of American entertainment for over 80 years.

With Fireman's Fund, you not only get exceptional coverage but an unsurpassed record of honoring all legitimate claims. You also get loss control services designed to prevent potential problems before your group even sets foot on stage.

Put us in your act. We'll back you up. Ask your independent insurance agent to call Clarence Costa at Fireman's Fund Entertainment Insurance Division: 213-282-0165.



**Fireman's
Fund**

126 years of tomorrows.

Your ad will open 100 times a day to rave reviews



Billboard's®
INTERNATIONAL
**TALENT &
TOURING
DIRECTORY**
THE MUSIC INDUSTRY'S
WORLDWIDE REFERENCE

- TALENT
- TALENT MANAGEMENT
- BOOKING AGENTS
- PROMOTERS
- VENUE FACILITIES
- SERVICES AND PRODUCTS

ARTISTS
BOOKING AGENTS,
MANAGERS
TOUR VENUES
& SERVICES
INTERNATIONAL

... in Billboard's 1990 International Talent & Touring Directory

... the complete, universal information source for everybody you want to reach in the business: venues, booking agents, talent and talent management, concert promoters; buying decisionmakers for your products and services. This is your connecting link to buyers worldwide, whether you're attracting talent, selling sound equipment, leasing limousines or spotlighting an act or an artist.

It's the most well organized, complete and comprehensive reference source in the business, with thousands of listings in these sections: Artists, Booking Agents & Managers, Tour Venues & Services and an International section... it's the year 'round selling vehicle, the up-to-date talent tracker, the link to record company executives, artists and booking agents — from Billboard, the worldwide authority in the entertainment industry.

Get your rave reviews, twelve months a year! Reserve your space now.

ISSUE DATE: September, 1989

ADVERTISING CLOSES: July 17, 1989

For advertising details contact:

- Jim Heath, Heath & Associates 213-471-8255
- Ronald E. Willman, Publisher 212-536-5025
- Peggy Dold 212-536-5088 ... or any Billboard office, worldwide.

AB BOXSCORE TOP CONCERT GROSSES

AMUSEMENT BUSINESS®

ARTIST(S)	Venue	Date(s)	Gross Ticket Price(s)	Attendance Capacity	Promoter
ROD STEWART	Pacific Amphitheatre Costa Mesa, Calif.	April 14-15	\$813,470 \$30/\$25/\$17.50	37,282 sellout	Nederlander Organization
ROD STEWART	Charlotte Coliseum Charlotte, N.C.	May 7	\$283,365 \$18.50	16,157 16,500	C & C Entertainment
ROD STEWART	The Summit Houston, Texas	April 23	\$240,685 \$18.50	13,592 sellout	PACE Concerts
ROD STEWART	Greensboro Coliseum Greensboro, N.C.	May 6	\$218,411 \$18.50	12,294 12,494	C & C Entertainment Cellar Door Prods.
RANDY TRAVIS K.T. OSLIN	Centrum in Worcester Worcester, Mass.	April 29	\$187,068 \$17.50	10,749 sellout	Special Moments Promotions
RANDY TRAVIS GEORGE FOX	Halifax Metro Centre Halifax, Nova Scotia	May 5	\$183,758 (\$216,412 Canadian) \$23.50	9,209 sellout	Special Moments Promotions Concert Prods. International Donald K. Donald Prods.
ROD STEWART	UTC Arena Univ. of Tennessee- Chattanooga	May 4	\$181,335 \$17.50	10,767 sellout	C & C Entertainment
FRANKIE YALLI & THE FOUR SEASONS/THE FOUR TOPS	Westbury Music Fair Westbury, N.Y.	May 5-7	\$167,802 \$22.50	8,429 8,586 sellout	Music Fair Prods.
CINDERELLA WINGER BULLETBOYS	Cumberland Co. Civic Center Portland, Maine	May 5	\$157,882 \$17.50/\$16.50	9,500 sellout	Frank J. Russo
POISON TESLA	Olympic Saddledome Calgary, Alberta	May 1	\$150,154 (\$177,332 Canadian) \$25.50/\$24.50	7,508 10,000	Concert Prods. International Donald K. Donald Prods. Perryscope Concert Prods.
RANDY TRAVIS GEORGE FOX	St. John's Memorial Stadium St. John's, Newfoundland	May 2	\$149,178 (\$175,389 Canadian) \$22.50	7,795 sellout	Special Moments Promotions Concert Prods. International Donald K. Donald Prods.
RANDY TRAVIS K.T. OSLIN	Convention Hall Auditorium Philadelphia Civic Center Philadelphia, Pa.	Aug. 28	\$148,978 \$17.50	8,947 10,000	Special Moments Promotions
POISON TESLA	Northland Coliseum Edmonton, Alberta	April 29	\$147,436 (\$173,974 Canadian) \$25.50/\$24.50	7,091 10,000	Concert Prods. International Donald K. Donald Prods. Perryscope Concert Prods.
POISON TESLA	Pacific Coliseum Vancouver, British Columbia	April 27	\$143,704 (\$170,002 Canadian) \$25.50/\$24.50	6,910 10,000	Perryscope Concert Prods.
JOSE JOSE	Radio City Music Hall New York, N.Y.	May 6	\$138,963 \$25/\$22.50/\$20	5,874 sellout	Radio City Music Hall Prods.
BOBBY BROWN KARYN WHITE	RPI Fieldhouse Rensselaer Polytechnic Institute Troy, N.Y.	May 2	\$126,438 \$17.50	7,402 sellout	Al Haymon Enterprises
RANDY TRAVIS GEORGE FOX	Moncton Coliseum-Arena Moncton, New Brunswick	May 6	\$114,592 (\$134,955 Canadian) \$22.50	5,998 7,000	Special Moments Promotions Concert Prods. International Donald K. Donald Prods.
GMC TRUCK AMERICAN MUSIC TOUR: RANDY TRAVIS K.T. OSLIN TAMMY WYNETTE	Paul G. Poulin Augusta Civic Center Augusta, Ga.	April 30	\$108,780 \$17.50	6,216 sellout	Special Moments Promotions
RANDY TRAVIS GEORGE FOX	Sydney Center 200 Sydney, Nova Scotia	May 4	\$105,431 (\$124,155 Canadian) \$22.50	5,518 sellout	Special Moments Promotions Concert Prods. International Donald K. Donald Prods.
CINDERELLA WINGER BULLETBOYS	Providence Civic Center Providence, R.I.	May 1	\$101,162 \$16.50	6,131 10,501	Frank J. Russo
RATT GREAT WHITE KIX	The Omni Atlanta, Ga.	April 22	\$99,820 \$17.50	5,704 9,500	Concert Promotions/ Southern Promotions
RANDY TRAVIS GEORGE FOX	Aitken Univ. Centre Fredericton, New Brunswick	May 7	\$95,869 (\$112,905 Canadian) \$22.50	5,018 sellout	Special Moments Promotions Concert Prods. International Donald K. Donald Prods.
ANNE MURRAY	Riverside Theatre Milwaukee, Wis.	April 27-28	\$91,665 \$26.75/\$19.75/ \$14.75	4,198 5,000 sellout	Joseph Entertainment Group

Copyrighted and compiled by Amusement Business, A Billboard Publications, Inc. publication. Boxscores are compiled every Tuesday and should be submitted to Desi Smith in Nashville at 615-321-4276; Ray Waddell in Los Angeles at 213-859-5338; Louise Zepp in Chicago at 312-236-2085. For research information contact Laura Cannon in Nashville at 615-321-4250.

TALENT IN ACTION

THIS COUNTRY'S ROCKIN' Pontiac Silverdome Pontiac, Mich.

WHEN DWIGHT YOAKAM told his fans at the Pontiac Silverdome, "It's too late to be doing this," he wasn't just whistlin' "Dixie." It was 2 a.m., nearly 10 hours after the start of This Country's Rockin' and still 90 minutes before the marathon country and rock show would come to an end.

By the time Carl Perkins—the day's 23rd act—packed up his "Blue Suede Shoes," the several hundred fans remaining in the building deserved the kind of medals marathon runners receive when they finish a race.

The length of the May 6 concert—mostly the result of aggravatingly long set changes—and poor attendance were the sole demerits in an otherwise inspirational day of musical communion. The concept of mixing rock and country acts to show the influence the two music forms have had on each other clicked within the first hour of the show, after T. Graham Brown covered Otis Redding's "Sittin' On The Dock Of The Bay," the Sweethearts Of The Rodeo played the Beatles' "I Feel Fine," and Motor City Madman Ted Nugent—the show's co-host—cranked through a rootsy set of "Route 66" and "Oh Carol."

The day's other highlights included Gregg Allman's sumptuous acoustic version of "Sweet Melissa" and an impressive, five-hour peak that included performances by Stray Cats, Highway 101, the Marshall Tucker Band, Sawyer Brown, Foster & Lloyd, Stephen Stills, the Desert Rose Band, David Crosby, Southern Pacific, and Etta James. Perkins and David Lynn Jones offered fine sets to close the show, but at a time when much of this country was snoozin'.

There were only a couple of musical disappointments. One was the over-hyped reunion of the Band's Levon Helm, Rick Danko, and Garth Hudson, who turned in a lackluster, obscure set. And there were pitifully few collaborations between acts; Nugent cranked out "Johnny B. Goode" with Sawyer Brown, but longtime associates like Stills and Crosby let personal animosities prevent their playing together.

When This Country's Rockin' airs on pay-per-view channels July 4, however, it's likely the weak points will be spackled. The telecast won't be nearly as long as the concert and artful editing will make the Silver-

dome crowd—which peaked at about 15,000, barely filling the 35,000-seat mini-Dome setup—look more substantial than it was. The poor turnout was perhaps the biggest shame, because This Country's Rockin' was truly "The Show That Got Away," a highly enjoyable—if excessive—day of music.

GARY GRAFF

ROACHFORD Pterodactyl Club Charlotte, N.C.

ON HIS INAUGURAL U.S. tour, British pop-soul sensation Andrew Roachford handily dispels any notions that he is just another newcomer of the Prince/Terence Trent D'Arby ilk.

His May 3 show was a steamy, danceable blend of rock and funk, strongly reminiscent of vintage Sly Stone and carrying overtones of classic Motown. Frequently straying from his center-stage keyboards to dance and exhort the crowd, his five-piece band percolating relentlessly through a tight-but-loose set of original material from his Epic debut album, Roachford was personable with no hint of arrogance or showy smarm.

At one point, he teased the fans with the "Jumpin' Jack Flash"-style intro vamp to his hit single, "Cuddly Toy (Feel For Me)," only to abruptly shift gears and launch into a slab of hard funk, highlighted by his rich, pleading vocals. "No Way" thus built in volume and intensity, soul-revive fashion, drawing an ecstatic response. Ditto the wild, lengthy showstopper, "Family Man."

If Roachford's sharp melodies were occasionally lost in a blur of generic keyboard riffs, he still managed to keep the crowd on their toes with his eclecticism. Blues, gospel, even New Orleans R&B all made their presence felt in his music. His thick, dynamic surges and colorful crescendos are the epitome of urgent, down-on-my-knees soul.

FRED MILLS

BONNIE RAITT

New Orleans Jazz and Heritage Festival
New Orleans

BONNIE RAITT CHOSE familiar turf for the third date on her current tour. A frequent performer at the New Orleans Jazz and Heritage Festival, the sultry blues-rocker played a spirited, if shorter than usual, 70-minute set in front of several thousand revelers under an ominous afternoon sky.

After a few years of bare-bones duo tours, Raitt is out with a five-piece band on this trek to showcase

her new Capitol release, "Nick Of Time." Although the quintet stumbled in spots and fought through some shaky sound, it was a versatile unit that looks to become tighter as the summerlong tour continues.

Raitt's new lease on life and career shone through. War-chest material like a poignant "River Of Tears," a revved-up "Green Light," and a bluesy "Runaway" meshed seamlessly with new material.

Five songs into the show, Raitt unveiled the first number from the new album—a duet version of the touching "Nobody's Girl"—followed by a stripped-down acoustic turn at her new anthem, "The Road's My Middle Name."

For Sippie Wallace's "Woman Be Wise," two sidemen switched to trombone and soprano sax, conjuring a Crescent City barrelhouse flavor and displaying the band's stylistic span.

Raitt and company made a gritty run at her new single, "Thing Called Love," although the slide solo, a carbon copy of the album's, was a passing disappointment. She churned through "Love Letter," the new album's strongest track, and hit all cylinders with "Real Man," which she opened by shouting one of its lines: "I don't care about material things."—an answer to Madonna.

ERIC SNIDER

CINDERELLA WINGER BULLET BOYS The Spectrum Philadelphia, Pa.

THE SHRILL FEEDBACK got so bad at one point that Cinderella lead singer Tom Keifer walked over to the sound engineer to sound off some choice words. Mix that with shorted-out guitar wires and a falling guitar stand, which ruined the introduction to an acoustic number, and the result was that the technical aspects of the hard-rock triple bill here April 26 were dismal.

But Cinderella, giving a homecoming show on its first headlining trek through arenas, was able to overcome those awkward moments and put on a solid, two-hour show balancing material from "Night Songs" and its more recent Mercury/PolyGram release, "Long Cold Winter."

On crunchy rockers like "If You Don't Like It" and "Nobody's Fool," Keifer's wheeze-till-ya-bleed vocals and blues-based guitar runs cut through sharply.

The quartet, which started its career in Philadelphia-area metal clubs, drew the loudest response

(Continued on next page)

19,200 SEATS

reunion arena
777 Sports Street
Dallas, Texas 75207
(214) 658-7070

LEAP TO STARDOM

At the Kansas Expocentre.

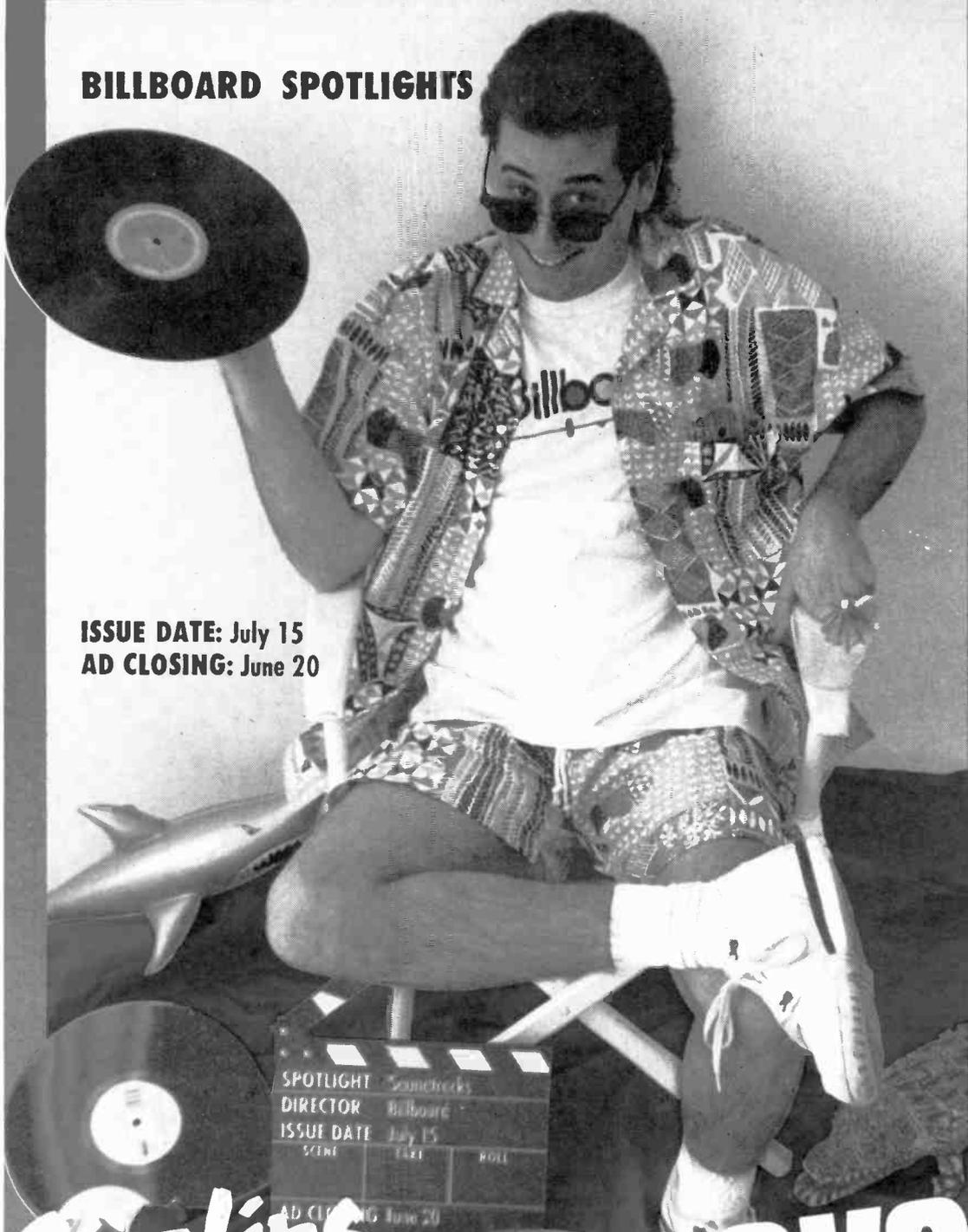
Call us today at
1-800-950-EXPO

One Expocentre Drive
Topeka, KS 66612-1442
(913) 235-1986



KANSAS EXPOCENTRE™

BILLBOARD SPOTLIGHTS



ISSUE DATE: July 15
AD CLOSING: June 20

Grizzlies SOUNDTRACKS

Spark Summer Sales

This Soundtracks Spotlight signals the start of summer as studios and labels take aim at the teen / yuppie market with a barrage of movies and soundtracks.

Rack up sales! Target Billboard's worldwide retail readership—they'll be using this special as the guide when ordering stock.

To Reserve Your Ad Space, Contact:

Los Angeles
Christine Matichuk
(213) 359-5344
Ary Simon
(213) 859-5369 or 49

New York
Jim Beloff
(212) 536-5026
Norman Eerkowitz
(212) 535-5016
Ken Karp
(212) 535-5017

T ALENT

NEW FANS FLOCK TO CULT'S 'TEMPLE'

(Continued from page 30)

all listened to the Rolling Stones."

After changing its name to Death Cult, and finally just the Cult, the group made its U.S. debut with 1985's "Love." The band's next album, 1987's "Electric," produced by Rick Rubin, went gold—and clearly paved the way for the success of "Sonic Temple."

"With 'Electric,' we sort of consolidated our hard-rock influence," Astbury says, "the more kind of gutsy, plug-in-and-go, dirt-under-the-fingernails aspect of what we're about. I

think that's when we truly realized one of our strengths. We actually could say with all confidence that we were a *rock band* in the broadest sense of the word, you know?"

North America will soon be rocked in the broadest sense of the word when the Cult begins its tour with Metallica, slated to begin May 31 in Vancouver—where, of course, "Sonic Temple" was recorded.

Although a live Cult album is not yet in the works, Astbury says he would be very interested in documenting as much of the band's current live work as possible.

"We're basically at our peak," he says, "in terms of our youth, anyway. There's still that spark of naiveté there—and there probably always will be. I've always been very affectionate toward my favorite groups at this age—like Zeppelin, like the Stones, like the Doors, like the Who. At this age, they seemed to be the most prolific. And that's something I'd really like to document for us—because it's never going to happen again in my life."

NEW ORLEANS JAZZ FEST

(Continued from page 30)

But while corporations were looking to benefit from festival exposure, the same can be said of the artists who performed this year. The festival is a prime gathering point for A&R people, booking agents, management teams, and others in the industry.

"It's the most important gig of the year as far as I'm concerned," says Cajun rocker Zachary Richard, who has been a festival favorite since 1981. "Believe me, if you can get over in front of 5,000 people [here], that carries a lot of weight as far as a record company is concerned."

The major benefit the festival has provided is the attention it brings once again to music of Louisiana and New Orleans. The city has traditionally been a wellspring of jazz, R&B, and rock performers and a number of record labels have begun to take advantage of the talent the area has to offer. It's no coincidence this trend has emerged as the festival has grown.

"It used to be the largest pool of untapped talent in the world," says Marion Leighton of Rounder Records, a label that has signed several artists via festival appearances. "But now even the major labels pay attention to what's happening in New Orleans. The festival was partly responsible for developing the grassroots support [for] groups like the Neville Brothers, the Radiators, and Buckwheat Zydeco, and look where they are now." Each of those New Orleans- or Louisiana-based acts have been signed to major labels. "The Jazz Fest," says Leighton, "has always been the pulse of what's happening in New Orleans."

TALENT IN ACTION

(Continued from preceding page)

from the young, hometown crowd of 10,000 with an anthemic delivery of "You Don't Know What You Got (Till It's Gone)." During the introduction to this made-for-MTV ballad, Keifer descended on a platform from above the stage while playing a white grand piano.

Other staging included an elaborate light show and plenty of artificial snow, which fell during a driving version of "Long Cold Winter."

In the celebratory finale, which brought Winger and the Bullet Boys back to the stage, the massive ensemble played amusing and surprisingly well-mixed covers of "Jumpin' Jack Flash" and "Sweet Home Alabama." **SCOTT BRODEUR**



JAZZIE B of SOUL II SOUL

NEW ON THE CHARTS

A denizen of London, Soul II Soul spent more than 10 years developing a sound in U.K. nightclubs that has finally crossed the Atlantic. The duo of Jazzie B. and his partner Dada found success throughout Europe with "Keep On Movin'," a song that establishes them for the first time on the Hot Black Singles and Hot Dance Music charts.

Somewhat of a music machine led by creator Jazzie B., Soul II Soul's interchangeable parts make the band unique. Jazzie B. describes the group as "a collective organization putting ideas about the way we want things to progress into practice."

"Movin'" unites vocalist Caron Wheeler with a reggae orchestra while two additional female singers were brought in to perform on cuts for Soul's debut Virgin album. That project, originally titled "Club Classics Vol. 1" in England, has been renamed "Keep On Movin'" and will be in stores June 13.

JIM RICHLIANO

Arista's New Country Division Is Ready To Roll

BY EDWARD MORRIS

NASHVILLE "We are here to be in the country music business," Arista Records VP Tim DuBois told press and music industry representatives here May 8. "We're not an outpost for pop and rock." DuBois' remarks were made at a press conference held here to formally announce the opening of the label's country music division (Billboard, May 13). DuBois characterized the Arista expansion as a "long-term commitment to country music."

Arista president Clive Davis said he had thought of opening a

country branch as early as 1980, when Arista was 5 years old, but that the industry slump at the time caused him to delay the move.

He said he concluded he would put the label into country once it hit the \$100 million sales mark, a level it achieved last year. He predicted the company would pass that mark this year, even without a new Whitney Houston album to propel the jump.

Noting that he had been a frequent visitor to Nashville when he headed Columbia Records, Davis said that once the decision was made to open a Nashville office, the search began for a person to

head it. In DuBois, Davis noted, he found "someone who's been a songwriter, a producer, and an ac-

'We're looking for selectivity and originality of artist, but the key thing is the songs'

counting professor who understands the bottom line."

In addition to writing hits for Al-

abama and Jerry Reed, DuBois assembled and continues to produce the group Restless Heart, and for a time taught accounting at Vanderbilt Univ.

Both DuBois and Davis promised they would move slowly in establishing a country roster. "We're looking for selectivity and originality of artist," Davis said, "but the key thing is the songs." He maintained that the job of a "creative executive" is to match artist and material.

While DuBois said no cap has been set on the number of acts he can sign, Davis noted, "We don't just throw artists up against the wall and see who's going to stick. We're looking for a success ratio."

According to DuBois, Arista will look to sign established acts as well as developing new ones. He said his work with pop-inflected Restless Heart should not be perceived as indicating the kinds of acts he is after. "We don't want to use that dirty word 'crossover.' We're looking at acts that are reminiscent of Restless Heart, but also at some very traditional acts that, I think, it would take a miracle to cross over." He added that Davis had given him permission to continue producing Restless Heart, an RCA act, "as long as they'll have me."

"We're not in the reclamation business," Davis said when asked about his openness to established acts, "but there are major talents here. [What we ask is.] is their original talent as strong as it ever was?"

He said that before they came to Arista, both Carly Simon and Aretha Franklin had seen their album sales drop below the 100,000 level, but that, given the right material, they had rebounded to platinum status.

By way of confirming his confi-

dence in DuBois, Davis said that the new appointee had recently played him tapes from a number of acts he was interested in signing. "Each," Davis said, "brought that proverbial tingle to the spine."

Until the Arista Nashville staff grows, the label will rely on the RCA staff for its promotion.

Summarizing his label's entry into country, Davis concluded, "We come with credentials—we don't come as strangers. We don't think we're God's gift to the community."



Comin' Round The Mountain.

Tammy Wynette makes a rare in-store appearance at Bigg's Place Mall in Cincinnati to promote her newly released single, "Thank The Cowboy For The Ride," from the album "Next To You." Wynette's horseback escapade was led by WUBE radio morning personality Bill Whyte.

Food, Fun, Art, & Song On Tap For June 1-4 Festival Nashville In Spotlight For Summer Lights

HERE COME THE LIGHTS: Nashville will come alive with the sound of music June 1-4 as the 1989 Summer Lights Festival offers fun entertainment, fine arts, and good food. The musical lineup runs the gamut of genres from blues to new age, jazz, gospel, rock, beach, and country, including Emmylou Harris performing with, in her words, "my backup band," the Nashville Symphony.

For the first time, the festival will charge an admission fee—\$2—for the main site to "assure the continued financial viability of the city's most popular family event," according to Harry Browning, chairman of the Greater Nashville Arts Foundation. Last year some 500,000 festivalgoers flocked to the fest. This year's site, sprawling over downtown Nashville, will be anchored by the Kroger stage, the Coors Light Cabaret stage, the American Airlines Summer Lights Promenade, the Bud Light stage, and the Viacom Cablevision Family Arts Arcade. A new extension of the festival will create a European sidewalk cafe atmosphere with strolling musicians, demonstrations by artists and craftsmen, and food vendors, actors, clowns, and puppeteers.

Produced annually by the Metro Nashville Arts Commission and the Greater Nashville Arts Foundation, the festival has become the brightest summer light to spotlight Nashville in recent years. The guiding light for Summer Lights has been, and continues to be, Dr. Anne Brown, executive director of the Metro Nashville Arts Commission and director of the festival. Her vision and determination is directly responsible for the immense growth and improvement of Summer Lights.

Want some entertainment? Among those slated to perform are John Hartford, Gove Scrivenor, Celinda Pink, Colleen Peterson, New Grass Revival, Edgar Meyer, Mel McDaniel, Bobby Jones, Jane-His-Wife, Janis Ian, In Pursuit, James House, Jimmy Hall, Vince Gill, Foster & Lloyd, Skip Ewing, El Buho, J.C. Crowley, Mary Chapin Carpenter, Lionel Cartwright, Thomas Cain, T. Graham Brown, Garth Brooks, Suzy Bogguss, Baillie & the Boys, Afrikan Dreamland Reunion, Aashid, Jerry Jeff Walker, Don Williams, the Shooters, the Snakes, Marty Stuart, Billy Joe Walker Jr., Walk The West, Townes Van Zandt, and Wendy Waldman.

Summer Lights should produce the most spectacular star-studded lineup of any 1989 city festival as it puts the music into Music City.

ROAD TO VIDEO: What to do when a record label doesn't want to put out money for a video? **Chuck**

Morris, manager for Warner Bros. act Highway 101, came up with the idea. He put \$5,000 into the video pot, the group and producer Paul Worley coughed up \$2,500 each, and the two publishing companies involved contributed \$3,000 each, and, voilà!, Highway 101's newest single, "Honky Tonk Heart," will be supported by a video. It's 101's first video since "Cry Cry Cry" two years ago. . . . The Burch Sisters are in the studio working on their second PolyGram album. Since moving to Nashville from Screven, Ga., in April,

the trio has been making TV appearances and rehearsing for upcoming tour dates with Randy Travis and label mates the Statler Brothers. . . . More from PolyGram: David Lynn Jones has been busy in the studio on his next album, due for fall release. And Butch Baker has been in the studio with producer



by Gerry Wood

and PolyGram creative VP Harold Shedd.

BONUS FOR BOGGUSS: The Suzy Bogguss Capitol Records album "Somewhere Between" was selected as album of the month for all British Airways flights in May. It will also be featured as album of the month on the British Forces Broadcasting Service, hosted by David Allan. The service is broadcast throughout Germany, Cyprus, Belize, Hong Kong, the Falkland Islands, and Gibraltar. . . . Eddy Raven recently enjoyed breakfast in Los Angeles with members of the rock group Poison. When a Poison fan asked who Raven was, the Universal Records artist answered, "I'm a member of a country and poison group" . . . Canyon Creek Records president Bart Barton has announced his label's continued penetration of the Canadian market. Through a special licensing agreement, Audie Henry's new single, "I Didn't Know You," is being shipped to Canada while negotiations have been completed for Billy Parker's "She's Sittin' Pretty" to be released on a Quality Records compilation album titled "Super Country '89." Parker is the PD of KVOO Tulsa, Okla.

POP GOES COUNTRY: Congratulations to Arista Records, president Clive Davis, and Nashville VP Tim DuBois for launching Arista's thrust into Nashville. Hundreds of music industry leaders and artists turned out for a giant Arista party kicking off the new venture May 8 at the Stouffer Hotel. Davis told Nashville Scene the office is country only but that exceptional rock or pop acts in this area could be funneled through the office to Arista's New York operation. Hopefully, Davis, DuBois, & Co. realize that Nashville is much more, musically, than just country, and don't close the doors to the burgeoning pop and rock scene here.

NEW ON THE CHARTS

Shane Barmby finds a home on Billboard's Country Singles chart with a remake of the Otis Blackwell song "Let's Talk About Us"; the single is from his debut Mercury album of the same name.

Raised near Sacramento, Calif., Barmby traveled across the country with his family, who competed in national rodeos, and



SHANE BARMBY

it was at a rodeo that he first performed. He says, "I first played as a kid for cowboys that roped at the rodeo. I remember the first time I played for a large audience. I was playing around a campfire and these cowboys grabbed me and took me to town. There was a big dance after the rodeo, and they took me on stage and asked the band if I could sing a couple of songs."

Years later, Barmby would play a cowboy himself in his friend Becky Hobb's video, "Are There Any More Like You." Ironically, it was that appearance that launched his professional career as a singer—the producer noticed Barmby's talent and immediately decided to manage him.

Bud Logan produced Barmby's first album, which is slated for a late June release. **JIM RICHLIANO**

HOT COUNTRY SINGLES™

©Copyright 1989, Billboard Publications, Inc. No part of this publication may be reproduced, stored in any retrieval system, or transmitted, in any form or by any means, electronic, mechanical, photocopying, recording, or otherwise, without the prior written permission of the publisher.

THIS WEEK	LAST WEEK	2 WKS AGO	WKS. ON CHART	TITLE PRODUCER (SONGWRITER)	ARTIST LABEL & NUMBER/DISTRIBUTING LABEL
1	2	4	11	IF I HAD YOU B.BECKETT,ALABAMA (K.CHATER, D.MAYO)	ALABAMA RCA 8817-7
2	4	6	13	AFTER ALL THIS TIME T.BROWN,R.CROWELL (R.CROWELL)	◆ RODNEY CROWELL COLUMBIA 38-68585/CBS
3	5	7	13	BIG DREAMS IN A SMALL TOWN T.DUBOIS,S.HENDRICKS,RESTLESS HEART (D.ROBBINS, V.STEPHENSON, T.DUBOIS)	RESTLESS HEART RCA 8816-7
4	6	9	12	WHERE DID I GO WRONG J.BOWEN,S.WARINER (S.WARINER)	STEVE WARINER MCA 53504
5	1	3	11	IS IT STILL OVER K.LEHNING (K.BELL, L.HENLEY)	RANDY TRAVIS WARNER BROS. 7-27551
6	7	10	14	BETTER MAN M.WRIGHT,J.STROUD (C.BLACK, H.NICHOLAS)	◆ CLINT BLACK RCA 8781-7
7	8	11	14	LOVE WILL J.STROUD,B.BECKETT (D.PFRIMMER, B.GALLIMORE)	THE FORESTER SISTERS WARNER BROS. 7-27575
8	10	15	10	LOVE OUT LOUD E.GORDY,JR.,R.L.SCRUGGS (T.SCHUYLER)	EARL THOMAS CONLEY RCA 8824-7
9	9	13	12	I GOT YOU P.ANDERSON (D.YOAKAM)	DWIGHT YOAKAM REPRISE 7-27567/WARNER BROS.
10	11	17	10	SHE DON'T LOVE NOBODY P.WORLEY,E.SEAY (J.HIATT)	◆ THE DESERT ROSE BAND MCA/CURB 53615/MCA
11	13	19	9	I DON'T WANT TO SPOIL THE PARTY R.CASH,R.CROWELL (J.LENNON, P.MCCARTNEY)	ROSANNE CASH COLUMBIA 38-68599
12	12	18	12	THE GOSPEL ACCORDING TO LUKE J.BOWEN,S.EWING (S.EWING, D.SAMPSON)	◆ SKIP EWING MCA 53481
13	15	21	10	THEY RAGE ON K.LEHNING (B.MCDILL, D.SEALS)	◆ DAN SEALS CAPITOL 44345
14	14	20	14	LIKE FATHER LIKE SON T.BROWN,S.SMITH (P.OVERSTREET, D.SCHLITZ)	LIONEL CARTWRIGHT MCA 53498
15	3	1	13	YOUNG LOVE (STRONG LOVE) B.MAHER (P.KENNERLEY, K.ROBBINS)	THE JUDDS CURB/RCA 8820-8/RCA
16	20	23	8	CALL ON ME J.CRUTCHFIELD (G.E.SCRUGGS)	TANYA TUCKER CAPITOL 44348
17	18	22	12	IF I EVER GO CRAZY W.ALDRIDGE (W.ALDRIDGE, S.ALDRIDGE)	◆ THE SHOOTERS EPIC 34-68587/CBS
18	22	25	7	LOVIN' ONLY ME R.SKAGGS,S.BUCKINGHAM (E.STEVENS, H.KANTER)	RICKY SKAGGS EPIC 34-68693/CBS
19	23	26	6	COME FROM THE HEART A.REYNOLDS (S.CLARK, R.LEIGH)	◆ KATHY MATTEA MERCURY 872 766-7
20	21	24	10	BACK IN THE FIRE P.WORLEY,E.SEAY,G.BROWN (R.M.BOURKE, M.REID)	GENE WATSON WARNER BROS. 7-27532
21	24	27	8	BEYOND THOSE YEARS J.BOWEN (T.SEALS, E.SETSER)	◆ THE OAK RIDGE BOYS MCA 53625
22	25	28	9	WINE ME UP R.BAKER (F.YOUNG, B.DEATON)	LARRY BOONE MERCURY 872 728-7/POLYGRAM
23	26	30	5	HOLE IN MY POCKET S.BUCKINGHAM (B.BRYANT, F.BRYANT)	RICKY VAN SHELTON COLUMBIA 38-68694/CBS
24	29	32	5	IN A LETTER TO YOU B.BECKETT (D.LINDE)	EDDY RAVEN UNIVERSAL 66003
25	30	31	7	SOWIN' LOVE J.STROUD (P.OVERSTREET, D.SCHLITZ)	PAUL OVERSTREET RCA 8919-7
26	31	39	4	WHAT'S GOING ON IN YOUR WORLD J.BOWEN,G.STRAIT (D.CHAMBERLAIN, R.PORTER)	GEORGE STRAIT MCA 53648
27	32	33	9	I KNOW WHAT I'VE GOT J.LEO,L.M.LEE (J.C.CROWLEY, J.SILBAR)	J.C. CROWLEY RCA 8822-7
28	33	34	7	5:01 BLUES M.HAGGARD,M.YEARY (J.TWEEL, M.GARVIN)	MERLE HAGGARD EPIC 34 68598/CBS
29	37	44	4	HOUSTON SOLUTION R.MILSAP,R.GALBRAITH,T.COLLENS (P.OVERSTREET, D.SCHLITZ)	RONNIE MILSAP RCA 8868-7
30	35	35	9	DON'T QUIT ME NOW T.BROWN (J.HOUSE, W.WALDMAN)	JAMES HOUSE MCA 53510
31	36	40	6	UP AND GONE P.WORLEY,E.SEAY (B.CASWELL, V.THOMPSON)	THE MCCARTERS WARNER BROS. 7-22991
32	38	42	5	SHE'S GOT A SINGLE THING IN MIND J.BOWEN,C.TWITTY,D.HENRY (W.ALDRIDGE)	CONWAY TWITTY MCA 53633
33	17	8	16	SHE DESERVES YOU K.LEHNING (K.BAILLIE, M.BONAGURA, D.SCHLITZ)	BAILLIE AND THE BOYS RCA 8796-7
34	16	2	15	HEY BOBBY H.SHEDD (K.T.OSLIN)	K.T. OSLIN RCA 8865-7
35	19	5	16	DON'T TOSS US AWAY T.BROWN (B.MACLEAN)	◆ PATTY LOVELESS MCA 53477
36	39	43	9	MUCH TOO YOUNG (TO FEEL THIS DAMN OLD) A.REYNOLDS (R.TAYLOR, G.BROOKS)	GARTH BROOKS CAPITOL 44342
37	47	—	2	CATHY'S CLOWN J.BOWEN,R.MCINTIRE (D.EVERLY)	◆ REBA MCINTIRE MCA 53638
38	43	47	6	DEAR ME B.BECKETT (C.WHITSETT, S.MATEER)	◆ LORRIE MORGAN RCA 8866-7
39	42	45	8	SEA OF HEARTBREAK R.MCDOWELL,J.MEADOR (H.DAVID, P.HAMPTON)	RONNIE MCDOWELL CURB 10525
40	45	55	5	ONE GOOD WELL D.WILLIAMS,G.FUNDIS (K.ROBBINS, M.REID)	DON WILLIAMS RCA 8867-7
41	44	49	6	IF I NEVER SEE MIDNIGHT AGAIN S.BUCKINGHAM (D.SCHLITZ, C.BICKHARDT)	◆ SWEETHEARTS OF THE RODEO COLUMBIA 38 68684/CBS
42	27	16	17	THE CHURCH ON CUMBERLAND ROAD R.HALL,R.BYRNE (B.DIPIERO, J.S.SHERILL, D.ROBBINS)	◆ SHENANDOAH COLUMBIA 38-68550/CBS
43	50	59	4	YOU AIN'T GOING NOWHERE R.SCRUGGS,NITTY GRITTY DIRT BAND (B.DYLAN)	CHRIS HILLMAN & ROGER MCGUINN UNIVERSAL 66006
44	49	58	4	YA BA DA BA DO (SO ARE YOU) B.SHERILL (R.FERRIS)	GEORGE JONES EPIC 34 68743/CBS
45	58	84	3	WHY'D YOU COME IN HERE LOOKIN' LIKE THAT R.SKAGGS (B.CARLISLE, R.THOMAS)	◆ DOLLY PARTON COLUMBIA 38-68760/CBS
46	28	14	15	SETTING ME UP P.WORLEY,E.SEAY (M.KNOPFLER)	HIGHWAY 101 WARNER BROS. 7-27581
47	52	63	4	NEVER SAY NEVER R.CHANCEY (T.BRASFIELD, W.ALDRIDGE)	T. GRAHAM BROWN CAPITOL 44349
48	48	50	7	FELLOW TRAVELERS B.LOGAN (J.RUSHING, W.PATTON)	JOHN CONLEE 16TH AVENUE 70427
49	55	64	6	HOW DO J.JENNINGS,M.C.CARPENTER (M.C.CARPENTER)	MARY CHAPIN CARPENTER COLUMBIA 38 68677/CBS
50	56	65	5	MIDNIGHT TRAIN J.STROUD (C.DANIELS, T.DIGREGORIA, T.CRAIN, C.HAYWARD, J.CALVIN)	◆ THE CHARLIE DANIELS BAND EPIC 34 68738/CBS

THIS WEEK	LAST WEEK	2 WKS AGO	WKS. ON CHART	TITLE PRODUCER (SONGWRITER)	ARTIST LABEL & NUMBER/DISTRIBUTING LABEL
51	57	66	4	HEAVEN ONLY KNOWS R.BENNETT,E.HARRIS (P.KENNERLEY)	EMMYLOU HARRIS REPRISE 7-22999/WARNER BROS
52	41	29	16	YOU GOT IT J.LYNN (J.LYNN, R.ORBISON, T.PETTY)	◆ ROY ORBISON VIRGIN 7-99245
53	51	57	7	FRONTIER JUSTICE A.ROBERTS,C.BLACK,B.FISCHER (B.FISCHER, C.BLACK, A.ROBERTS)	CEE CEE CHAPMAN CURB 002
54	67	—	2	MORE THAN A NAME ON A WALL J.KENNEDY (J.FORTUNE, J.RIMEL)	THE STATLER BROTHERS MERCURY 874 196-7
55	59	74	3	HILLBILLY HELL T.BROWN (D.BELLAMY, B.BRADDOCK)	THE BELLAMY BROTHERS MCA/CURB 53642/MCA
56	46	38	18	I'M NO STRANGER TO THE RAIN G.FUNDIS,K.WHITLEY (S.CURTIS, R.HELLARD)	◆ KEITH WHITLEY RCA 8797-7
57	34	12	16	TELL IT LIKE IT IS N.LARKIN (G.DAVIS, L.DIAMOND)	◆ BILLY JOE ROYAL ATLANTIC AMERICA 7-99242/ATLANTIC
58	65	79	3	I MIGHT BE WHAT YOU'RE LOOKIN' FOR J.BOWEN (L.GATLIN)	◆ LARRY GATLIN/GATLIN BROTHERS UNIVERSAL 66005
59	66	80	3	WHEN LOVE COMES AROUND THE BEND J.LEO (J.LEO, P.TILLIS, M.WRIGHT)	JUICE NEWTON RCA 8815-7
60	40	37	10	I WONDER WHAT SHE'S DOING TONIGHT S.BUCKINGHAM (G.NICHOLSON, J.JARRARD)	◆ RUSSELL SMITH EPIC 34 68615/CBS
61	72	83	3	(BLUE, BLUE, BLUE) BLUE, BLUE B.HALVERSON,R.BENNETT (T.SEALS, E.SETSER)	JO-EL SONNIER RCA 8918-7
62	76	—	2	I'M A SURVIVOR J.BOWEN,J.STROUD,L.J.DALTON (M.ERWIN, B.TINKER)	◆ LACY J. DALTON UNIVERSAL 66007
63	85	—	2	TURN OF THE CENTURY R.SCRUGGS,NITTY GRITTY DIRT BAND (J.F.KNOBLOCH, D.TYLER)	◆ NITTY GRITTY DIRT BAND UNIVERSAL 66009
64	NEW	1	1	COTTON PICKIN' TIME R.HAFFKINE (P.OVERSTREET, E.STEVENS)	THE MARCY BROS. WARNER BROS. 7-22956
65	78	81	4	BUT YOU WILL R.BAILEY (R.BAILEY, C.FULLAM)	RAZZY BAILEY SOA 006
66	54	41	20	WHO YOU GONNA BLAME IT ON THIS TIME B.MONTGOMERY (H.COCHRAN, V.GOSDIN)	VERN GOSDIN COLUMBIA 38-08528/CBS
67	81	—	2	RIGHT TRACK, WRONG TRAIN R.CHANCEY (S.A.TAYLOR, L.WILSON)	◆ CANYON 16TH AVENUE 70426
68	NEW	1	1	SUNDAY IN THE SOUTH R.HALL,R.BYRNE (J.BOOKER)	SHENANDOAH COLUMBIA 38 68892/CBS
69	61	53	23	FROM THE WORD GO S.GIBSON,J.E.NORMAN (C.WATERS, M.GARVIN)	MICHAEL MARTIN MURPHEY WARNER BROS. 7-27668
70	NEW	1	1	LOVE HAS NO RIGHT N.LARKIN (R.SCRUGGS, B.J.ROYAL, N.LARKIN)	BILLY JOE ROYAL ATLANTIC AMERICA 7-99217/ATLANTIC
71	NEW	1	1	NEVER GIVIN' UP ON LOVE S.GIBSON,J.E.NORMAN (M.SMOTHERMAN)	MICHAEL MARTIN MURPHEY WARNER BROS. 7-22970
72	88	—	2	THAT'S WHY I FELL IN LOVE WITH YOU R.LANDIS (B.J.WALKER, JR., E.STEVENS, E.RABBITT)	EDDIE RABBITT RCA 8819-7
73	60	52	18	BABY'S GOTTEN GOOD AT GOODBYE J.BOWEN,G.STRAIT (T.MARTIN, T.MARTIN)	◆ GEORGE STRAIT MCA 53486
74	63	51	20	OLD COYOTE TOWN D.WILLIAMS,G.FUNDIS (G.NELSON, L.BOODNE, P.NELSON)	DON WILLIAMS CAPITOL 44274
75	53	36	17	FAIR SHAKE B.LLOYD,R.FOSTER,R.WILL (G.CLARK, R.FOSTER, B.LLOYD)	FOSTER & LLOYD RCA 8795-7
76	77	75	11	SOMEWHERE BETWEEN W.WALDMAN (M.HAGGARD)	◆ SUZY BOGGUSS CAPITOL 44270
77	82	—	2	LET'S TALK ABOUT US B.LOGAN (O.BLACKWELL)	◆ SHANE BARMBY MERCURY 874 168-7
78	94	—	2	SHE WILL R.SCRUGGS (D.TYLER, J.TWEEL)	DAVID SLATER CAPITOL 44359
79	84	93	3	LABOR OF LOVE G.KENNEDY (K.MILLS, M.SANDFORD)	ANDY & THE BROWN SISTERS DOOR KNOB 323
80	64	71	4	I CAME STRAIGHT TO YOU P.WORLEY,E.SEAY (J.JARVIS, K.WELCH)	KEVIN WELCH WARNER BROS. 7-22972
81	97	—	2	WHAT IT BOILS DOWN TO D.BURGESS (H.WILLIAMS, JR.)	FRANK BURGESS TRUE 96
82	93	—	2	KISS ME DARLING COCHISE PROD. (S.WINSLOW)	TRISHA LYNN OAK 1072
83	NEW	1	1	LOVE IS ONE OF THOSE WORDS C.WATERS (C.WATERS, T.SHAPIRO, H.DUNN)	JANIE FRICKIE COLUMBIA 38-68758/CBS
84	62	46	8	OLD FLAME, NEW FIRE D.JOHNSON (B.MCDILL, P.HARRISON)	◆ BURCH SISTERS MERCURY 872 730-7
85	96	—	2	NOW AND THEN J.BOWEN,K.STALEY (K.STALEY, G.HARRISON)	KAREN STALEY MCA 53632
86	70	77	4	BLUE SUEDE BLUES J.KENNEDY (FAGAN, RYAN, JAMES)	MEL MCDANIEL CAPITOL 44358
87	68	60	7	PUT A QUARTER IN THE JUKEBOX J.SHAW (B.OWENS)	BUCK OWENS CAPITOL 44356
88	73	61	13	MANY MANSIONS J.KENNEDY (A.RANDALL, M.D.SANDERS, C.A.E.THERIDGE)	MOE BANDY CURB 10524
89	NEW	1	1	WHERE THERE'S SMOKE M.WRIGHT (B.P.BARKER, M.COLLIE)	JASON D. WILLIAMS RCA 8869-7
90	75	56	16	MY TRAIN OF THOUGHT T.COLLENS (B.BURCH, M.WOODY)	BARBARA MANDRELL CAPITOL 44276
91	NEW	1	1	TROUBLE MAN J.BOWEN,W.JENNINGS (W.JENNINGS, T.J.WHITE)	WAYLON JENNINGS MCA 53634
92	NEW	1	1	YOU SURE GOT THIS OL' REDNECK FEELIN' BLUE R.CHANCEY (D.DILLON, B.RABIN)	JOE STAMPLEY EVERGREEN 1081
93	89	69	17	I'LL BE LOVIN' YOU J.BOWEN,L.GREENWOOD (D.SCHLITZ, P.OVERSTREET)	LEE GREENWOOD MCA 53475
94	71	70	5	JOHNNY LUCKY AND SUZI 66 N.LARKIN (D.GOODMAN, S.DAVIS)	JEFF STEVENS & THE BULLETS ATLANTIC AMERICA 7-99259/ATLANTIC
95	NEW	1	1	TELL ME N.JAMES (N.JAMES)	KENNY CARR KOTTAGE 0091
96	NEW	1	1	WHO HAVE YOU GOT TO LOSE J.SANDLIN (D.PARSONS, B.TERRY)	ERNIE WELCH DUCK TAPE 021
97	90	78	20	BIG LOVE J.BOWEN,J.STROUD (D.BELLAMY)	THE BELLAMY BROTHERS MCA/CURB 53478/MCA
98	69	48	11	I NEED A WIFE J.BOWEN,J.STROUD (J.HARMS, D.TYLER)	JONI HARMS UNIVERSAL 53492
99	87	95	3	POISON SUGAR N.WILSON (D.KNUTSON, A.LOWENS)	MELISSA KAY REED 1123
100	99	88	9	WHO BUT YOU K.LEHNING (BLACK, BOURKE, OSLIN)	ANNE MURRAY CAPITOL 44341

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

COUNTRY CORNER



by Marie Ratliff

"HOUSTON SOLUTION" WORKS IN MADISON, TOO: WTSO Madison, Wis., listeners really like **Ronnie Milsap's** "Houston Solution" (RCA), says MD **Pat Martin**. "Milsap is so talented he could do a killer version of 'Pink Cadillac,'" Martin says, "but it's great to hear him do another di-hard country record [following the No. 1 hit "Don't You Ever Get Tired Of Hurting Me"]."

"It's a smash," agrees MD **Mike Owens**, KXXY Oklahoma City. "It proves, at least in my mind, that all the 'traditional' country singers around today owe a debt of gratitude to Ronnie Milsap. He's one of the few people who can take a traditional country song and make it sound hip without changing anything." The single moves to No. 29.

J.C. Crowley's "I Know What I've Got" (RCA) is also working well at KXXY, says Owens. "It's different than anything else we're playing. From the time it starts, it keeps building and layering the instrumentation as it goes along. You need to listen all the way through to get the full impact." Crowley is charted at No. 27.

STRANGE SIGHTINGS: "I Saw Elvis In A U.F.O." by **Ray Stevens** (MCA) is drawing a lot of attention at WEZL Charleston, S.C., says MD **Jim Riley**. "We jumped right on it because anything he does is an instant crowd pleaser here."

"It's just phenomenal," adds MD **Bozz Collins**, KTWO Casper, Wyo. "I just added it last week and already it's grabbing great phones."

Collins also likes **Michael Martin Murphey's** "Never Givin' Up On Love" (Warner Bros.) from the soundtrack of the **Clint Eastwood** film "Pink Cadillac." "It has that Mexican-style mariachi music behind it and a strong hook. Murphey is not slowing down at all." The record debuts on the Hot Country Singles chart at No. 71.

"IT HAS EVERYTHING GOING FOR IT to be another winning song for the **Nitty Gritty Dirt Band**," says MD **Jim Gibb**, KTPK Topeka, Kan., of "Turn Of The Century" (Universal), charted this week at No. 63. "What really perks up my ears is when **Bob Carpenter** starts singing on the third verse. It's definitely got to be a No. 1 song."

Gibb also gets carried away with **Kathy Mattea's** "Come From The Heart" (Mercury). "Our listeners can really identify with this song. It has a lot of good hooks, and Kathy delivers it so well. It looks like a sure hit."

Agrees MD **Dave Nicholson**, KIM Tucson, Ariz., "Mattea has a tremendous record here, easily a top 10." This week it is charted at No. 19.

MD JOE LADD, KIKK Houston, is getting good results with **Ronnie McDowell's** "Sea Of Heartbreak" (Curb). "It's doing so well here I'm going to move it into a better rotation," he says.

Ladd just added **Garth Brooks's** "Much Too Young (To Feel This Damn Old)" (Capitol), and says, "I really like it. I know I'm kind of late getting on it but it's made a believer out of me."

"Brooks is a very sincere, believable artist," adds MD **Ron Dini**, WSIX Nashville. "We're getting a lot of requests for this song." It's charted at No. 36.

HOT 100 SINGLES ACTION

RADIO MOST ADDED

	PLATINUM/ GOLD ADDS 31 REPORTERS	SILVER ADDS 65 REPORTERS	BRONZE/ SECONDARY ADDS 63 REPORTERS	TOTAL ADDS 159 REPORTERS	TOTAL ON
CATHY'S CLOWN REBA MCENTIRE MCA	8	22	17	47	130
WHY'D YOU COME IN HERE... DOLLY PARTON COLUMBIA	5	18	22	45	90
COTTON PICKIN' TIME THE MARCY BROS. WARNER BROS	1	11	27	39	40
MORE THAN A NAME... STATLER BROTHERS MERCURY	4	12	17	33	67
LOVE HAS NO RIGHT BILLY JOE ROYAL ATLANTIC AMER	4	7	17	28	29
NEVER GIVIN' UP ON LOVE MICHAEL MURPHEY WARNER BROS	2	8	17	27	27
TURN OF THE CENTURY NITTY GRITTY... UNIVERSAL	0	11	13	24	44
SUNDAY IN THE SOUTH SHENANDOAH COLUMBIA	3	7	14	24	28
YOU AIN'T GOING... HILLMAN/MCGUINN UNIVERSAL	4	11	6	21	98
ONE GOOD WELL DON WILLIAMS RCA	2	8	7	17	103

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

FOR WEEK ENDING MAY 20, 1989

Billboard POWER PLAYLISTS

Sample Playlists of the Nation's Largest Country Radio Stations

WQYK 99

St. Petersburg P.D.: Jay Miller

- 1 Randy Travis, Is It Still Over
- 2 Rodney Crowell, After All This Time
- 3 Alabama, If I Had You
- 4 Restless Heart, Big Dreams In A Small Town
- 5 The Forrester Sisters, Love Will
- 6 Clint Black, Better Man
- 7 Steve Wariner, Where Did I Go Wrong
- 8 Skip Ewing, The Gospel According To Luke
- 9 The Shooters, If I Ever Go Crazy
- 10 Earl Thomas Conley, Love Out Loud
- 11 Lionel Cartwright, Like Father Like Son
- 12 The Desert Rose Band, She Don't Love Nobody
- 13 Dan Seals, They Rage On
- 14 Rosanne Cash, I Don't Want To Spoil The Party
- 15 Larry Boone, Wine Me Up
- 16 Dwight Yoakam, I Got You
- 17 J.C. Crowley, I Know What I've Got
- 18 The Oak Ridge Boys, Beyond Those Years
- 19 Tanya Tucker, Call On Me
- 20 Kathy Mattea, Come From The Heart
- 21 Gene Watson, Back In The Fire
- 22 Ricky Skaggs, Lovin' Only Me
- 23 Paul Overstreet, Sowing Love
- 24 The McCarters, Up And Gone
- 25 Larry Boone, Wine Me Up
- 26 Lorrie Morgan, Dear Me
- 27 James House, Don't Quit Me Now
- 28 Ricky Van Shelton, Hole In My Pocket
- 29 Ronnie Milsap, Houston Solution
- 30 Conway Twitty, She's Got A Single Thing In Mind
- 31 Eddy Raven, In A Letter To You
- 32 Merle Haggard, 5:01 Blues
- 33 George Strait, What's Going On In Your World
- 34 Ronnie McDowell, Sea Of Heartbreak
- 35 Sweethearts Of The Rodeo, If I Never See Midnig
- 36 Don Williams, One Good Well
- 37 Reba McEntire, Cathy's Clown
- 38 Chris Hillman & Roger McGuinn, You Ain't Going
- 39 Garth Brooks, Much Too Young (To Feel This Damn
- 40 Dolly Parton, Why'd You Come In Here Lookin' Li
- A39 T. Graham Brown, Never Say Never
- A40

KIKK 96 FM

Houston P.D.: Jim Robertson

- 1 K.T. Oslin, Hey Bobby
- 2 Patty Loveless, Don't Toss Us Away
- 3 Restless Heart, Big Dreams In A Small Town
- 4 Alabama, If I Had You
- 5 Dwight Yoakam, I Got You
- 6 Steve Wariner, Where Did I Go Wrong
- 7 Rodney Crowell, After All This Time
- 8 Randy Travis, Is It Still Over
- 9 Clint Black, Better Man
- 10 Baillie And The Boys, She Deserves You
- 11 Rosanne Cash, I Don't Want To Spoil The Party
- 12 Earl Thomas Conley, Love Out Loud
- 13 The Judds, Young Love (Strong Love)
- 14 Billy Joe Royal, Tell It Like It Is
- 15 Shenandoah, The Church On Cumberland Road
- 16 Larry Boone, Wine Me Up
- 17 The Forrester Sisters, Love Will
- 18 Ronnie Milsap, Houston Solution
- 19 Buck Owens, Put A Quarter In The Jukebox

WINK 101.5 FM

Baton Rouge P.D.: Brian King

- 1 Randy Travis, Is It Still Over
- 2 Alabama, If I Had You
- 3 Restless Heart, Big Dreams In A Small Town
- 4 The Judds, Young Love (Strong Love)
- 5 Rodney Crowell, After All This Time
- 6 Clint Black, Better Man
- 7 Lionel Cartwright, Like Father Like Son
- 8 Highway 101, Setting Me Up
- 9 Dwight Yoakam, I Got You
- 10 The Desert Rose Band, She Don't Love Nobody
- 11 The Forrester Sisters, Love Will
- 12 Steve Wariner, Where Did I Go Wrong
- 13 Dan Seals, They Rage On
- 14 Skip Ewing, The Gospel According To Luke
- 15 Earl Thomas Conley, Love Out Loud
- 16 Patty Loveless, Don't Toss Us Away
- 17 Rosanne Cash, I Don't Want To Spoil The Party
- 18 The Shooters, If I Ever Go Crazy
- 19 Eddy Raven, In A Letter To You
- 20 The Oak Ridge Boys, Beyond Those Years
- 21 Joni Harris, I Need A Wife
- 22 Paul Overstreet, Sowing Love
- 23 Ricky Van Shelton, Hole In My Pocket
- 24 Russell Smith, I Wonder What She's Doing Tonight
- 25 Merle Haggard, 5:01 Blues
- 26 Tanya Tucker, Call On Me
- 27 Gene Watson, Back In The Fire
- 28 Ricky Skaggs, Lovin' Only Me
- 29 Kathy Mattea, Come From The Heart
- 30 The McCarters, Up And Gone
- 31 George Strait, What's Going On In Your World
- 32

WQYK 99

Birmingham P.D.: Jim Tice

- 1 K.T. Oslin, Hey Bobby
- 2 The Judds, Young Love (Strong Love)
- 3 Randy Travis, Is It Still Over
- 4 Restless Heart, Big Dreams In A Small Town
- 5 Alabama, If I Had You
- 6 Rodney Crowell, After All This Time
- 7 The Forrester Sisters, Love Will
- 8 Steve Wariner, Where Did I Go Wrong
- 9 Clint Black, Better Man
- 10 Shenandoah, The Church On Cumberland Road
- 11 Dwight Yoakam, I Got You
- 12 Rodney Crowell, After All This Time
- 13 Skip Ewing, The Gospel According To Luke
- 14 The Desert Rose Band, She Don't Love Nobody
- 15 Baillie And The Boys, She Deserves You
- 16 Earl Thomas Conley, Love Out Loud
- 17 Lionel Cartwright, Like Father Like Son
- 18 Rosanne Cash, I Don't Want To Spoil The Party
- 19 Dan Seals, They Rage On
- 20 The Shooters, If I Ever Go Crazy
- 21 Tanya Tucker, Call On Me
- 22 The Oak Ridge Boys, Beyond Those Years
- 23 Gene Watson, Back In The Fire
- 24 Ricky Skaggs, Lovin' Only Me
- 25 Kathy Mattea, Come From The Heart
- 26 Larry Boone, Wine Me Up
- 27 Ricky Van Shelton, Hole In My Pocket
- 28 Eddy Raven, In A Letter To You
- 29 Paul Overstreet, Sowing Love
- 30 Keith Whitley, I'm No Stranger To The Rain
- 31 Ronnie Milsap, Houston Solution
- 32 Conway Twitty, She's Got A Single Thing In Mind
- 33 George Strait, What's Going On In Your World
- 34 Reba McEntire, Cathy's Clown
- 35 The McCarters, Up And Gone
- 36 Merle Haggard, 5:01 Blues
- 37 George Jones, Ya Ba Da Ba Do (So Are You)
- 38 Dolly Parton, Why'd You Come In Here Lookin' Li

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

TITLE (Publisher - Licensing Org.)	Sheet Music Dist.
5:01 BLUES (Tree, BMI/Cross Keys, ASCAP) HL	BMI) WBM
AFTER ALL THIS TIME (Granite, ASCAP/Coolwell, ASCAP) HL	BMI) CPP
BABY'S GOTTEN GOOD AT GOODBYE (Co-Heart, BMI/Muy Bueno, BMI)	BMI) WBM
BACK IN THE FIRE (PolyGram International, ASCAP/Songs De Burgo, ASCAP/Lodge Hall, ASCAP) HL/CPP	BMI) WBM
BETTER MAN (Howlin'Hits, ASCAP)	BMI) WBM
BEYOND THOSE YEARS (WB, ASCAP/Two Sons, ASCAP/Warner-Tamerlane, BMI)	BMI) WBM
BIG DREAMS IN A SMALL TOWN (WB, ASCAP/Uncle Beave, ASCAP/Warner-Tamerlane, BMI/Bunch Of Guys, BMI) WBM	BMI) WBM
BIG LOVE (Bellamy Bros., ASCAP)	BMI) WBM
(BLUE, BLUE, BLUE) BLUE (WB, ASCAP/Two Sons, ASCAP/Warner-Tamerlane, BMI)	BMI) WBM
BLUE SUEDE BLUES (Music City, ASCAP/Combine, ASCAP/SBK April, ASCAP) HL	BMI) WBM
BUT YOU WILL (Razzy Bailey, ASCAP/Mallou, ASCAP)	BMI) WBM
CALL ON ME (Irving, BMI) CPP	BMI) WBM
CATHY'S CLOWN (Acuff-Rose, BMI)	BMI) WBM
THE CHURCH ON CUMBERLAND ROAD (Little Big Town, BMI/American Made, BMI/Wee B, ASCAP) WBM	BMI) WBM
COME FROM THE HEART (SBK April, ASCAP/GSC, ASCAP/Lion Hearted, ASCAP) HL	BMI) WBM
COTTON PICKIN' TIME (Debb/Dave, BMI/Briarpatch, BMI)	BMI) WBM
DEAR ME (Acuff-Rose, BMI/Artin, BMI) CPP	BMI) WBM
DON'T QUIT ME NOW (Texascity, BMI/Ah Rollins, BMI/Screen Gems-EMI, BMI/Moon & Stars, BMI) HL/WBM	BMI) WBM
DON'T TOSS US AWAY (Lionrich Music)	BMI) WBM
FAIR SHAKE (SBK April, ASCAP/Uncle Artie, ASCAP/Lawyer's Daughter, BMI) HL/CPP	BMI) WBM
FELLOW TRAVELERS (PolyGram International, ASCAP) HL	BMI) WBM
FROM THE WORD GO (Tree, BMI) HL	BMI) WBM
FRONTIER JUSTICE (Bobby Fischer, ASCAP/Serenity Manor, ASCAP/Chriswald, ASCAP/Hopi Sound, ASCAP)	BMI) WBM
THE GOSPEL ACCORDING TO LUKE (Acuff-Rose, BMI/Golden Reed, ASCAP) CPP	BMI) WBM
HEAVEN ONLY KNOWS (Irving, BMI) CPP	BMI) WBM
HEY BOBBY (Wooden Wonder, SESAC) HL	BMI) WBM
HILLBILLY HELL (Bellamy Bros., ASCAP/Tree, BMI) HL	BMI) WBM
HOLE IN MY POCKET (House Of Bryant, BMI)	BMI) WBM
HOUSTON SOLUTION (Screen Gems-EMI, BMI/Scarlett Moon, BMI/MCA, ASCAP/Don Schlitz, ASCAP) HL/CPP	BMI) WBM
HOW DO (Getarealjob, ASCAP/SBK April, ASCAP) HL	BMI) WBM
I CAME STRAIGHT TO YOU (Tree, BMI/Cross Keys, ASCAP) HL	BMI) WBM
I DON'T WANT TO SPOIL THE PARTY (SBK Blackwood, BMI/ATV, BMI/MacLen, BMI) HL	BMI) WBM
I GOT YOU (Coal Dust West, BMI)	BMI) WBM
I KNOW WHAT I'VE GOT (Crowman, ASCAP/Warner-Elektra-Asylum, BMI/Silbar Songs, ASCAP/Lorimar,	BMI) WBM
I MIGHT BE WHAT YOU'RE LOOKIN' FOR (Kristoshua, BMI) CPP	BMI) WBM
I NEED A WIFE (Back Nine, ASCAP/Mota, ASCAP)	BMI) WBM
I WONDER WHAT SHE'S DOING TONIGHT (Cross Keys, ASCAP/Tree, BMI/Alabama Band, ASCAP) HL	BMI) WBM
IF I EVER GO CRAZY (Rick Hall, ASCAP)	BMI) WBM
IF I HAD YOU (Acuff-Rose, BMI/Tioaga Street, BMI/Hear No Evil, BMI) CPP	BMI) WBM
IF I NEVER SEE MIDNIGHT AGAIN (MCA, ASCAP/Don Schlitz, ASCAP/Colegms-EMI, ASCAP) HL/WBM	BMI) WBM
I'LL BE LOVIN' YOU (MCA, ASCAP/Don Schlitz, ASCAP/Screen Gems-EMI, BMI/Scarlett Moon, BMI) HL/CPP	BMI) WBM
I'M A SURVIVOR (Ripparthur, ASCAP/Artply, ASCAP/Tinkertunes, ASCAP)	BMI) WBM
I'M NO STRANGER TO THE RAIN (Tree, BMI) HL	BMI) WBM
IN A LETTER TO YOU (SBK Blackwood, BMI/Dennis Linde, BMI) HL	BMI) WBM
IS IT STILL OVER (Ensign, BMI/Larry Henley, BMI) CPP	BMI) WBM
JOHNNY LUCKY AND SUZI 66 (Ensign, BMI/Screen Gems-EMI, BMI) CPP/WBM	BMI) WBM
KISS ME DARLING (Checkmate, BMI)	BMI) WBM
LABOR OF LOVE (Chip'N'Dale, ASCAP)	BMI) WBM
LET'S TALK ABOUT US (Screen Gems-EMI, BMI)	BMI) WBM
LIKE FATHER LIKE SON (Scarlett Moon, BMI/Don Schlitz, ASCAP/Almo, ASCAP) CPP	BMI) WBM
LOVE HAS NO RIGHT (Labor Of Love, BMI/Boondocks, ASCAP/His4Fun, ASCAP)	BMI) WBM
LOVE IS ONE OF THOSE WORDS (Tree, BMI/O'Lyric, BMI/Lawyer's Daughter, BMI)	BMI) WBM
LOVE OUT LOUD (Screen Gems-EMI, BMI/Bethlehem, BMI)	BMI) WBM
LOVE WILL (Songs of Polygram, BMI/GID Music, ASCAP) HL/CPP	BMI) WBM
LOVIN' ONLY ME (ESP, BMI)	BMI) WBM
MANY MANSIONS (Mid-Summer, ASCAP/AMR, ASCAP/EEG, ASCAP/Whitehead, ASCAP)	BMI) WBM
MIDNIGHT TRAIN (Cabin Fever, BMI/Miss Hazel, BMI) WBM	BMI) WBM
MORE THAN A NAME ON A WALL (Statler Brothers, BMI)	BMI) WBM
MUCH TOO YOUNG (TO FEEL THIS DAMN OLD) (Major Bob, ASCAP)	BMI) WBM
MY TRAIN OF THOUGHT (Termite, ASCAP/Bughouse, ASCAP/Famous, ASCAP) CPP	BMI) WBM
NEVER GIVIN' UP ON LOVE (Unicity, ASCAP/Rowdy Boy, ASCAP)	BMI) WBM
NEVER SAY NEVER (Rick Hall, ASCAP)	BMI) WBM
NOW AND THEN (AMR, ASCAP/Green Ever, BMI)	BMI) WBM
OLD COYOTE TOWN (Warner-Tamerlane, BMI/Belieus Or Not, ASCAP/WB, ASCAP/Make Belieus, ASCAP/Screen Gems-EMI, BMI)	BMI) WBM
OLD FLAME, NEW FIRE (PolyGram International, ASCAP/Ranger Bob, ASCAP/Unichappell, BMI) HL	BMI) WBM
ONE GOOD WELL (Irving, BMI/Colter Bay, BMI/Almo, ASCAP/Brio Blues, ASCAP) CPP	BMI) WBM
POISON SUGAR (Tapadero, BMI/Cavesson, ASCAP) CPP	BMI) WBM
PUT A QUARTER IN THE JUKEBOX (Buck Owens,	BMI) WBM
RIGHT TRACK, WRONG TRAIN (Milene, ASCAP/Zomba, ASCAP)	BMI) WBM
SEA OF HEARTBREAK (David Casa, ASCAP/Shapiro Bernstein & Co., ASCAP)	BMI) WBM
SETTING ME UP (Almo, ASCAP) CPP	BMI) WBM
SHE DESERVES YOU (Colgms-EMI, ASCAP/Don Schlitz, ASCAP/Almo, ASCAP) CPP	BMI) WBM
SHE DON'T LOVE NOBODY (Lilly Billy, BMI/Bug, BMI)	BMI) WBM
SHE WILL (Back Nine, ASCAP/Mota, ASCAP/Unichappell, BMI)	BMI) WBM
SHE'S GOT A SINGLE THING IN MIND (Rick Hall, ASCAP)	BMI) WBM
SOMEWHERE BETWEEN (Tree, BMI) HL	BMI) WBM
SOWIN' LOVE (Screen Gems-EMI, BMI/Scarlett Moon, BMI/Don Schlitz, ASCAP) HL/CPP	BMI) WBM
SUNDAY IN THE SOUTH (Screen Gems-EMI, BMI)	BMI) WBM
TELL IT LIKE IT IS (Conrad, BMI/Olap, BMI) HL	BMI) WBM
TELL ME (Cottage Blue, BMI)	BMI) WBM
THAT'S WHY I FELL IN LOVE WITH YOU (Fisher' Fool, BMI/Music Of The World, BMI/ESP, BMI/Eddie Rabbitt, BMI)	BMI) WBM
THEY RAGE ON (PolyGram International, ASCAP/Ranger Bob, ASCAP/Pink Pig, BMI) HL	BMI) WBM
TROUBLE MAN (Waylon Jennings, BMI/Tony Joe White, BMI)	BMI) WBM
TURN OF THE CENTURY (Colgms-EMI, ASCAP/A Little More Music, ASCAP/Back Nine, ASCAP/Mota, ASCAP)	BMI) WBM
UP AND GONE (Farm Hand, ASCAP/Deberis, ASCAP/SBK April, ASCAP/Ideas Of March, ASCAP) HL	BMI) WBM
WHAT IT BOILS DOWN TO (Bocephus, BMI)	BMI) WBM
WHAT'S GOING ON IN YOUR WORLD (Milene, ASCAP/Ha-Deb, ASCAP)	BMI) WBM
WHEN LOVE COMES AROUND THE BEND (Mopage, BMI/Blood, Sweat and Ink, BMI/Warner-Elektra-Asylum, BMI/Wrightchid, BMI)	BMI) WBM
WHERE DID I GO WRONG (Steve Wariner, BMI/Irving, BMI) CPP	BMI) WBM
WHERE THERE'S SMOKE (Tom Collins, BMI/Ha-Deb, ASCAP)	BMI) WBM
WHO BUT YOU (Chappell & Co., ASCAP/Serenity Manor, ASCAP/Tri-Chappell, SESAC) HL	BMI) WBM
WHO HAVE YOU GOT TO LOSE (Rick Hall, ASCAP)	BMI) WBM
WHO YOU GONNA BLAME IT ON THIS TIME (Tree, BMI/Hookem, ASCAP) HL/CPP	BMI) WBM
WHY'D YOU COME IN HERE LOOKIN' LIKE THAT (Benny Hester, ASCAP)	BMI) WBM
WINE ME UP (Acuff-Rose, BMI) CPP	BMI) WBM
YA BA DA BA DO (SO ARE YOU) (Uncle Artie, ASCAP) CPP	BMI) WBM
YOU AIN'T GOING NOWHERE (Dwarf, ASCAP)	BMI) WBM
YOU GOT IT (SBK April, ASCAP/Gone Gator, ASCAP/Orbisongs, ASCAP) HL/CPP	BMI) WBM
YOU SURE GOT THIS OL' REDNECK FEELIN' BLUE (SBK Blackwood, BMI/Larry Butler, BMI)	BMI) WBM
YOUNG LOVE (STRONG LOVE) (Irving, BMI/Colter Bay, BMI) CPP	BMI) WBM

Playback Signs Allegiance Pact

NASHVILLE Under a recently concluded agreement, Playback Records, a Miami-based country label, will be manufactured and distributed by Allegiance Records, part of the CEMA distribution group.

Playback's roster includes Sammi Smith, Jimmy C. Newman, Bobby Helms, Sylvie & Her Silver Dollar Band, and Bonnie Guitar.

Cuisine & Concert Tour Booked For 30 Dates Nationwide Frito Lay's Ruffles Spice Cajun Fest '89

NASHVILLE Frito Lay has signed on as the first corporate sponsor for Cajun Fest '89, a concert and cuisine tour scheduled to start May 13 in Birmingham, Ala., and that will conclude in the early fall.

Joe Sullivan, who heads Nashville's Sound Seventy, the national producer of the event, says that Frito Lay's sponsorship will focus primarily on its Ruffles line of potato chips, samples of which will be distributed to those attending the festival.

Artists to be featured on the tour are Doug Kershaw, Grand Ole Opry star Jimmy C. Newman,

Lafayette, La., is helping to sponsor the tour events

Queen Ida, Rockin' Sidney, and Eddy Raven.

Dan Wojcik, whose Entertainment Artist agency is booking the

tour, says that about 30 dates have been scheduled so far, including stops at the Greek Theater in Los Angeles and Starwood Amphitheatre in Nashville. He adds that he is negotiating to take the tour into Canada by late summer.

Besides the musical acts, the package will have Cajun cuisine prepared by Randol's Restaurant And Cajun Dance Hall of Lafayette, La. The city of Lafayette is helping sponsor the tour, and other corporations are in sponsorship negotiations.

For fast action, use

ACTIONMART

the Billboard Classified. Call Jeff Serrette toll free at (800) 223-7524 (NY residents dial 536-5174).

FOR WEEK ENDING MAY 20, 1989

Billboard®

TOP COUNTRY ALBUMS™

©Copyright 1989, Billboard Publications, Inc. No part of this publication may be reproduced, stored in any retrieval system, or transmitted, in any form or by any means, electronic, mechanical, photocopying, recording, or otherwise, without the prior written permission of the publisher.

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	ARTIST LABEL & NUMBER/DISTRIBUTING LABEL (SUG. LIST PRICE)*	TITLE
				★★ NO. 1 ★★	
1	1	1	12	HANK WILLIAMS, JR. ● WARNER/CURB 25834/WARNER BROS. (8.98) (CD)	GREATEST HITS III 7 weeks at No. One
2	2	2	12	GEORGE STRAIT MCA 42266 (8.98) (CD)	BEYOND THE BLUE NEON
3	5	6	35	K.T. OSLIN ● RCA 8369 (8.98) (CD)	THIS WOMAN
4	3	5	13	ALABAMA ● RCA 8587-1 (8.98) (CD)	SOUTHERN STAR
5	7	16	4	THE JUDDS CURB/RCA 9595/RCA (8.98) (CD)	RIVER OF TIME
6	4	3	42	RANDY TRAVIS ▲ WARNER BROS. 25738 (8.98) (CD)	OLD 8 X 10
7	6	4	31	RICKY VAN SHELTON ● COLUMBIA 44221/CBS (CD)	LOVING PROOF
8	8	7	32	PATTY LOVELESS MCA 42223 (8.98) (CD)	HONKY TONK ANGEL
9	9	10	55	RODNEY CROWELL COLUMBIA 44076/CBS (CD)	DIAMONDS & DIRT
10	10	8	9	ROSANNE CASH COLUMBIA 45054/CBS (CD)	HITS 1979 - 1989
11	11	9	53	REBA MCENTIRE ● MCA 42134 (8.98) (CD)	REBA
12	12	12	39	DWIGHT YOAKAM ● REPRISE 25749/WARNER BROS. (8.98) (CD)	BUENAS NOCHES FROM A LONELY ROOM
13	14	14	14	LYLE LOVETT MCA/CURB 42263/MCA (8.98) (CD)	LYLE LOVETT AND HIS LARGE BAND
14	13	11	39	THE JUDDS ● RCA/CURB 8318-1/RCA (8.98) (CD)	GREATEST HITS
15	23	33	4	KATHY MATTEA MERCURY 836 950 1 (CD)	WILLOW IN THE WIND
16	19	18	13	SHENANDOAH COLUMBIA 44468/CBS (CD)	THE ROAD NOT TAKEN
17	17	19	104	RANDY TRAVIS ▲ ³ WARNER BROS. 25568-1 (8.98) (CD)	ALWAYS & FOREVER
18	15	13	9	GEORGE JONES EPIC 44078/CBS (CD)	ONE WOMAN MAN
19	18	17	10	ROY ORBISON VIRGIN 90158 (9.98) (CD)	MYSTERY GIRL
20	21	25	94	K.T. OSLIN ● RCA 5924-1 (8.98) (CD)	80'S LADIES
21	20	20	38	TANYA TUCKER CAPITOL 48865 (8.98) (CD)	STRONG ENOUGH TO BEND
22	16	15	11	BILLY JOE ROYAL ATLANTIC AMERICA 91064/ATLANTIC (8.98) (CD)	TELL IT LIKE IT IS
23	22	21	42	DAN SEALS CAPITOL 46976 (8.98) (CD)	RAGE ON
24	24	22	16	EMMYLOU HARRIS WARNER BROS. 25776 (8.98)	BLUEBIRD
25	27	27	38	HIGHWAY 101 WARNER BROS. 25742 (8.98) (CD)	101 2
26	25	24	67	VERN GOSDIN COLUMBIA 40982/CBS (CD)	CHISELED IN STONE
27	28	26	115	RICKY VAN SHELTON ● COLUMBIA 40602/CBS (CD)	WILD EYED DREAM
28	29	29	48	KEITH WHITLEY RCA 6494-1 (8.98) (CD)	DON'T CLOSE YOUR EYES
29	26	23	26	STEVE EARLE UNI 7/MCA (8.98) (CD)	COPPERHEAD ROAD
30	39	38	52	SKIP EWING MCA 42128 (8.98) (CD)	THE COAST OF COLORADO
31	36	34	13	BAILLIE AND THE BOYS RCA 8454 (8.98) (CD)	TURN THE TIDE
32	30	37	169	ALABAMA ▲ RCA AHL1-7170 (8.98) (CD)	GREATEST HITS
33	34	36	36	THE OAK RIDGE BOYS MCA 42205 (8.98) (CD)	MONONGAHELA
34	38	40	5	STEVE WARINER MCA 42272 (8.98) (CD)	I GOT DREAMS
35	32	28	9	RONNIE MILSAP RCA 9587 (8.98) (CD)	STRANGER THINGS HAVE HAPPENED
36	31	30	152	RANDY TRAVIS ▲ ² WARNER BROS. 1-25435 (8.98) (CD)	STORMS OF LIFE
37	35	35	92	PATSY CLINE ● MCA 12 (8.98)	GREATEST HITS
38	33	32	12	LACY J. DALTON UNIVERSAL 42264/MCA (8.98) (CD)	SURVIVOR

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	ARTIST LABEL & NUMBER/DISTRIBUTING LABEL (SUG. LIST PRICE)*	TITLE
39	37	31	39	RESTLESS HEART RCA 8317-1 (8.98) (CD)	BIG DREAMS IN A SMALL TOWN
40	41	41	49	ALABAMA ● RCA 6825-R (9.98) (CD)	ALABAMA LIVE
41	40	39	78	KATHY MATTEA MERCURY 832 793-1 (CD)	UNTASTED HONEY
42	45	43	14	GENE WATSON WARNER BROS. 1-25832 (8.98) (CD)	BACK IN THE FIRE
43	43	45	86	GEORGE STRAIT ▲ MCA 42035 (8.98) (CD)	GREATEST HITS, VOL. 2
44	44	44	35	THE DESERT ROSE BAND MCA/CURB 42169/MCA (8.98) (CD)	RUNNING
45	48	51	4	FOSTER & LLOYD RCA 9587 (8.98) (CD)	FASTER & LLOUDER
46	42	42	31	WILLIE NELSON COLUMBIA 44331/CBS (CD)	WHAT A WONDERFUL WORLD
47	47	52	10	LARRY BOONE MERCURY 836 710 1 (CD)	SWINGIN' DOORS, SAWDUST FLOORS
48	56	—	2	THE SHOOTERS EPIC 44326/CBS (CD)	SOLID AS A ROCK
49	49	46	8	TAMMY WYNETTE EPIC 44498/CBS (CD)	NEXT TO YOU
50	50	48	60	GEORGE STRAIT ● MCA 42114 (8.98) (CD)	IF YOU AIN'T LOVIN' YOU AIN'T LIVIN'
51	46	50	31	THE CHARLIE DANIELS BAND EPIC 44324/CBS (CD)	HOMESICK HEROES
52	54	47	29	THE STATLER BROTHERS MERCURY 834 626 (CD)	THE STATLERS GREATEST HITS
53	51	54	106	REBA MCENTIRE ● MCA 5979 (8.98) (CD)	GREATEST HITS
54	57	57	8	CHARLEY PRIDE 16TH AVENUE 70554 (8.98) (CD)	MOODY WOMAN
55	53	58	45	HANK WILLIAMS, JR. ● WARNER/CURB 25725/WARNER BROS. (8.98) (CD)	WILD STREAK
56	52	49	52	SWEETHEARTS OF THE RODEO COLUMBIA 40614/CBS (CD)	ONE TIME, ONE NIGHT
57	62	55	236	HANK WILLIAMS, JR. ▲ ² WARNER/CURB 60193/WARNER BROS. (8.98) (CD)	GREATEST HITS, VOLUME I
58	59	59	26	MICKY GILLEY AIRBORNE 0103 (8.98) (CD)	CHASING RAINBOWS
59	60	64	75	MERLE HAGGARD EPIC 40986/CBS (CD)	CHILL FACTOR
60	61	62	3	JOHN CONLEE 16TH AVENUE 70555 (8.98) (CD)	FELLOW TRAVELERS
61	74	74	53	K.D. LANG SIRE 25724/WARNER BROS. (8.98) (CD)	SHADOWLAND
62	RE-ENTRY	26	T. GRAHAM BROWN CAPITOL 48621 (8.98) (CD)	COME AS YOU WERE	
63	63	61	58	RICKY SKAGGS EPIC 40623/CBS (CD)	COMIN' HOME TO STAY
64	RE-ENTRY	110	RESTLESS HEART ● RCA 5648 (8.98) (CD)	WHEELS	
65	66	73	185	GEORGE STRAIT ▲ MCA 5567 (8.98) (CD)	GEORGE STRAIT'S GREATEST HITS
66	NEW ►	1	CLINT BLACK RCA 9668-1 (8.98) (CD)	KILLIN' TIME	
67	75	68	109	THE JUDDS ▲ RCA/CURB 5916-1/RCA (8.98) (CD)	HEARTLAND
68	67	69	95	HANK WILLIAMS, JR. ▲ WARNER/CURB 25593-1/WARNER BROS. (8.98) (CD)	BORN TO BOOGIE
69	68	65	95	ROSANNE CASH COLUMBIA 40777/CBS (CD)	KING'S RECORD SHOP
70	65	70	180	ALABAMA ▲ ² RCA AHL1-4939 (8.98) (CD)	ROLL ON
71	NEW ►	1	GARTH BROOKS CAPITOL 90897 (8.98) (CD)	GARTH BROOKS	
72	70	63	81	BILLY JOE ROYAL ATLANTIC AMERICA 90658-1/ATLANTIC (8.98) (CD)	THE ROYAL TREATMENT
73	73	67	46	CANYON 16TH AVENUE 70552 (8.98)	I GUESS I JUST MISSED YOU
74	58	53	31	ANNE MURRAY CAPITOL 48764 (8.98) (CD)	AS I AM
75	69	—	85	HIGHWAY 101 WARNER BROS. 25608-1 (8.98) (CD)	HIGHWAY 101

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

Griffith, Lovett, Shocked To Star At Kerrville Folk Event

NASHVILLE The 18th annual Kerrville Folk Festival is slated for May 25-June 11 at Quiet Valley Ranch, near Kerrville, Texas.

On the roster to perform during the festival's weekend concerts are Nanci Griffith, Lyle Lovett, and Michelle Shocked. Others scheduled to sing include Darden Smith, Tish Hinojosa, Lucinda Williams, Two Nice Girls, Eliza Gilkyson, Robert Earl Keen Jr., Mary Chapin Carpenter, Peter Yarrow, Steven Fromholz, Bobby Bridger, David Amram, and Allen Damron,

all of whom have appeared at the festival before.

Thirty newcomers are expected to fill the scheduled 66 hours of performances (11 six-hour, evening concerts). Special events include the New Folk concerts for emerging songwriters, the second annual Blues Project, and six two-hour children's concerts.

For ticket and schedule information, call 512-257-3600 or write Folk Fest, P.O. Box 1466, Kerrville, Texas 78029.

Emmylou Harris To Headline Fifth Swiss Fest Top Artists Set To Scale The Alps

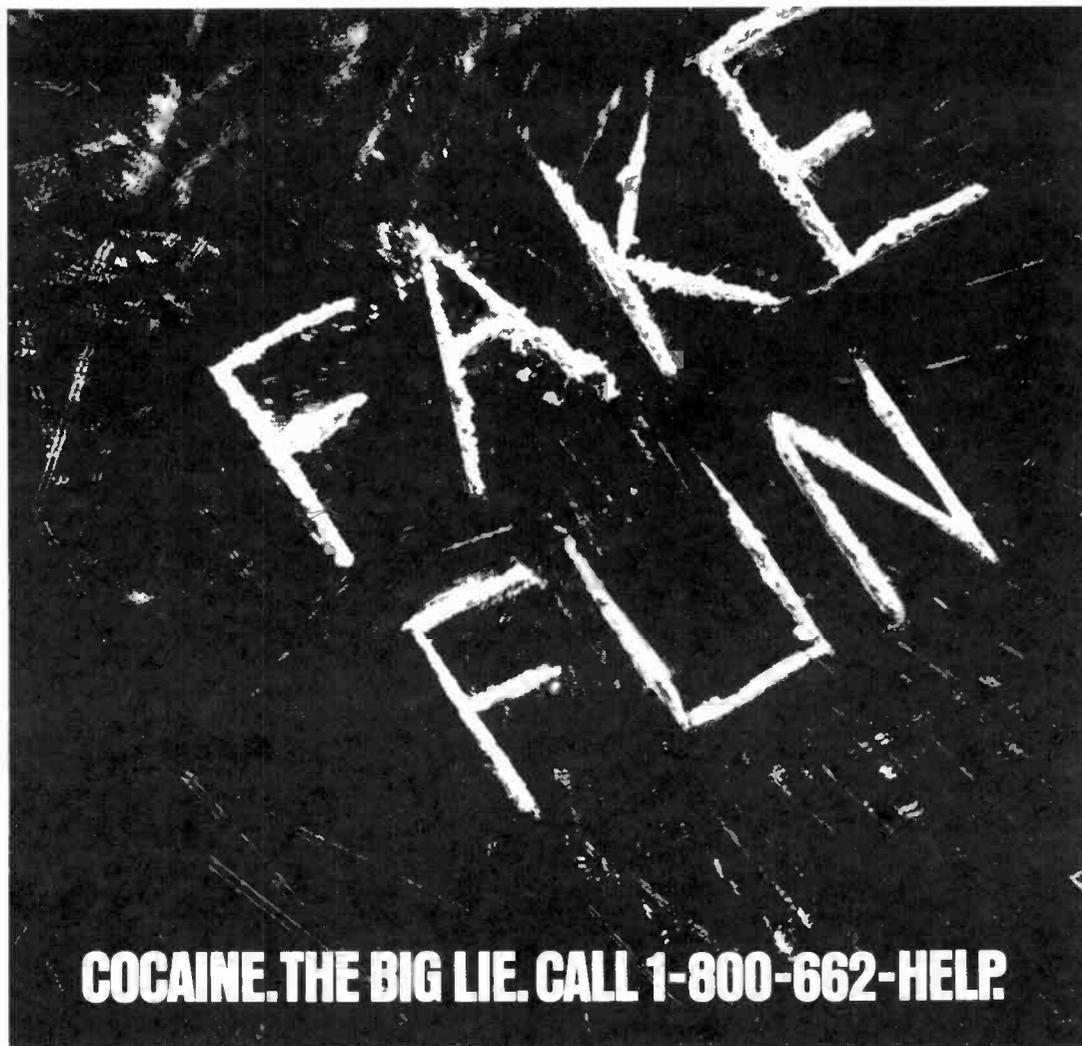
NASHVILLE The fifth annual Swiss Alps Country Music Festival, set for June 17, has confirmed its lineup for 1989's program. Emmylou Harris is slated to headline the event. Vince Gill, Mary Chapin Carpenter, Bobby Lee Springfield,

the Scottish country group Colorado, and the bluegrass act Berline, Crary, & Hickman are also scheduled to perform.

The daylong event will be held at the Sportzentrum in the alpine valley of Grindelwald, Switzerland. The sellout event generally attracts some 6,000 European country music fans.

Springfield and Carpenter will be making their debut European appearances at the festival. Carpenter's second Columbia album is slated for release during the first week in June.

Michigan played host to a massive show featuring 10 hours of country and rock ... see page 33



A public service of the National Institute on Drug Abuse and the Office for Substance Abuse Prevention.



Roy Orbison

SONGWRITERS HALL OF FAME
MAY 11, 1989

ROCK & ROLL HALL OF FAME
JANUARY 21, 1987

N.S.A.I. HALL OF FAME
OCTOBER 11, 1987



ACUFF-ROSE MUSIC
A DIVISION OF
OPRYLAND MUSIC GROUP

P.O. Box 121900
NASHVILLE, TN 37212-1900
CABLE: OMG NAS-TLX-55-4366

JERRY FLOWERS, CHARLIE MONK, JIM VIENNEAU, GERRY TIEFFER
& TROY TOMLINSON

TELEPHONE: (615) 321-5550

Wall Street Is Bullish On Audio, Vid Chains There Is Some Concern, Though, Over Proliferation

BY DON JEFFREY

NEW YORK Wall Street is trumpeting the stocks of record and video merchandisers, whose earnings are soaring along with CD sales and aggressive expansion.

Leading the recommended lists of several securities analysts are the record and video chains Trans World Music Corp. and Spec's Music & Video, the video-rental chain Blockbuster Entertainment, and the three-pronged supplier/rack-jobber/retailer LIVE Entertainment.

"It's been a terrific environment," says Parker Barnum, analyst with Wood Gundy. "The record business has been showered with interest." He attributes the five-year expansion of the business to the explosion in portable-electronics sales as well as CD revenue growth.

Analysts are concerned, however, that the proliferation in retail outlets nationwide has cut some chains' comparable-store sales to the range of single-digit increases.

Investors, meanwhile, are excited about the publicly traded retail entertainment companies in part because there are so few on the market. Several major players, like The Musicland Group, Warehouse Entertainment, and Sound Warehouse, have been acquired and taken private since the start of 1988.

Spec's, the Miami-based retailer, has impressed Wall Street with its same-store sales increases—estimated at 12% or more—and its earnings: For the six months ended Jan. 31, profits rose 50% to \$1.5 million (Billboard, March 18). Chief financial officer Peter Blei says

that economies of scale through expansion "have helped earnings." The stock of Albany, N.Y.-based

'The market sees continued growth for superstores'

Trans World recently took a nosedive after Crazy Eddie announced the closing of 17 stores that housed leased Trans World outlets (Billboard, May 8). "It came as a shock to analysts," says Craig Bibb of Prudential-Bache Securities. "Everyone's estimates were cut back."

Nevertheless, Bibb says the current share price (about \$23) reflects "any potential bad news." He rates the stock attractive and estimates it will be worth \$1.80 a share for the year ending next Jan. 31, up from \$1.50 this year.

In 1988, Trans World's comparable-store sales rose only 5%, compared with a 9.5% gain in 1987. Jim Williamson, chief financial officer of Trans World, says the company is "concerned" about the slower growth and is "taking efforts to improve that." He attributes much of the 26% jump in net income last year to the addition of new stores.

Investors are starting to look at Milford, Mass.-based Strawberries Records, Tapes & Compact Discs as one of the potentially hottest retail chains. It is being acquired by Los Angeles-based LIVE Entertainment, a deal expected to close in early June (Billboard, Jan. 28, April 22).

LIVE's stock price recently rose more than 20% (to about \$33) dur-

ing the week that its top officers took to the road to raise \$100 million in subordinated debentures to finance the growth of Strawberries from 81 outlets to 300 in three years.

Analyst Keith Benjamin of Silberberg, Rosenthal gives high marks to LIVE, which has two other components besides Strawberries: Minneapolis-based Lieberman Enterprises, the second-largest rackjobber, and the video supplier International Video Entertainment.

"LIVE has the ability to potentially show the fastest earnings (Continued on next page)



Great Escape. The Escape Club signed paper, photos, and even denim jackets when the Atlantic act visited Mother's Record & Tape Company in the Lynnhaven Mall of Virginia Beach. Seated, from left, are the band's Milan Zekazica, John Holiday, Johnnie Cristo, and Trevor Steele.

Music Posters, T-Shirts Gain Space In Nontraditional Outlets Merchandising Suits Retailers To A 'T'

BY BRUCE HARING

NEW YORK It's almost T-shirt weather throughout the U.S., and many retailers are gearing up for what could be a big summer for sales of shirts, posters, calendars, buttons, and other ancillary merchandise.

As the merchandising action picks up, it is expanding beyond its traditional home at live shows and record stores. Large retailers like J.C. Penney are devoting more shelf space to rock merchandise than ever before. Among the department stores devoting more space to merchandise are the Nordstrom and Mervyn's chains.

The marketplace's taste in entertainment-related merchandise is also broadening, several accounts report. Where once heavy metal ruled, artists like Tiffany, R.E.M., and Sting are making inroads.

"We've definitely gone up quite a bit in T-shirt sales," says Lolita Newchurch, assistant buyer for the boys' department at J.C. Penney's Los Angeles office. "We've been devoting more space to it, with more exposure, plus we've added different screens from various suppliers."

Bobby Brown, George Michael, and Led Zeppelin are among the big sellers for the chain, Newchurch says.

Meanwhile, music chains are seeing growth, too. Lew Garrett, VP of purchasing at the 232-store Camelot Music in North Canton, Ohio, says that the chain moved strongly into T-shirts and posters during the last nine months.

"We're looking for lifestyle products that fit with what we're already offering," Garrett says, predicting that the merchandise related to the upcoming "Batman" film will be a hot seller at retail. Garrett says the chain has "never gotten into calendars" but is adding posters at more locations.

Some small retailers are also devoting more space to ancillary merchandise. Ken Meyer, owner of single store Ralph's Records in Scranton, Pa., says he has been gearing up for the summer season.

"Last year tie-dyes took off, and since then we've been carrying them all the time. It's becoming more mainstream; we're selling more college and alternative stuff like the Cure and R.E.M., although heavy metal is still strong."

Dell Furano of Winterland Productions, one of the leading merchandisers for T-shirts, posters, and other similar products, says his organization's sales are starting to shift from the record stores to the malls. Furano expects as much as 50% of Winterland's business this year will come from mall and department stores.

In a related development, Furano says merchandising for the Who tour will be blitz-marketed at concert locations during the band's summer tour.

"We'll set up anyplace we think people will congregate, in the parking lots, in the 7-Elevens near the stadium, hotel gift shops. We'll

also have a number of outside licensees, the same way they do it with sports events like the Super Bowl. You can't limit your sales to the people that buy tickets for the concerts."

Not every retailer is fired up over ancillary merchandise, however. The 682-store Musicland chain is not devoting any more space to ancillary merchandise than it has over the last few years, says Bob Henderson, senior VP of merchandising. Hard rock is still the strongest seller in the chain, says Henderson, reporting Metallica, Ozzy Osbourne, and Guns N' Roses as drawing the heaviest sales action.

Likewise, the 74-store Roslyn, N.Y.-based Record World chain is not heavily into merchandising, preferring to reserve its space for music, according to a chain spokesman.

Honda CRX Si Is Top Prize In Chain Sweepstakes Record Bar Offers Ticket 2 Ride

BY MELINDA NEWMAN

NEW YORK In an effort to drive customers into its 156 stores, Durham, N.C.-based The Record Bar is in the midst of its Ticket 2 Ride sweepstakes.

The monthlong promotion being held at all Record Bar and Tracks stores culminates June 19 in a drawing for a 1989 Honda CRX Si. Other prizes include a Marantz stereo system, Panasonic portable stereos, and gift certificates.

More than 1.7 million fliers were placed in 24 different newspapers May 12, blanketing the chains' various markets. "We did the circular on a Friday rather than a Sunday edition since the bulk of our sales are on the weekend. The Sunday paper would have dulled the impact," says Bill Bryant, Record Bar's advertising manager.

The pamphlets detail several records, videos, blank audio and video tape, and other music products on sale throughout the month and include two discount coupons

for prerecorded videos and cassettes or CDs.

"We approached Maxell about doing a spring giveaway promotion and it went forward from there," Bryant says. The chain then secured the car and other prizes for cost, and contacted labels to advertise in the flier to partially cover the printing cost. MCA's ad promotes its concurrent contest to win an in-home concert by one of its artists or \$10,000 (Billboard, April 29).

Once drawn into the store, the patron is further reminded of the promotion by a banner advertising the Honda and the \$10,000. Entry blanks for the car giveaway are at the checkout counters, while the MCA entry box is in the country section.

Record Bar has also arranged cross-promotions with several area Honda dealers, who are placing the CRX Si models in malls in front of stores' entrances.

Bryant says the chain will keep (Continued on next page)



America's
Largest
Distributor of
Compact Discs

Guaranteed Overnight Delivery
in the U.S. at No Extra Charge to you.

Find out Instantly what you will receive
as you place your Order!

Absolute Lowest Prices Anywhere!

1-800-826-0079

NY 212-517-3737 CT 203-798-6590
LA 213-388-9834 FAX 203-798-8852 203-798-2661

News: Bad Brains Reunite, London Signs With Noise Int'l, & More

BY BRUCE HARING

SEEDS AND SPROUTS: The **Bad Brains** have reunited their original lineup after a short split. Returning to the fold are vocalist **H.R.** and drummer **Earl**. The Brains are rerecording the vocals for an upcoming **Caroline Records** release, "Put Your Foot On The Rock," set to bow around July 14 . . . Belated birthday greetings to **Sisapa Records** of Columbus, Ohio, which celebrated its first birthday last month. Sisapa board chairman is pro race-car driver **Robert Leibert** . . . Legendary L.A. supergroup **London** has signed with **Noise International Records** of New York. Among the metal superstars who passed through the group on the way to glory were **Nikki Sixx** (**Motley Crue**), **Fred Coury** (**Cinderella**), and **Slash, Izzy, and Steven Adler** (**Guns N' Roses**). The band will be featured in the upcoming **Roger Corman**-directed remake, "Hollywood Boulevard II," and have a song on the soundtrack . . . **Debbie Southwood-Smith** has moved up at **Giant Records** of New York, jumping from director of marketing to label manager. Southwood-Smith will be responsible for directing and coordinating A&R, production, distribution, and promotion. New to the label is **Jeff Pachman**, who has been hired from **TVT Records** to be Giant's retail/promotion director. . . . Was **24-7 Spyz's** recent showcase at New York's **Cat Club** a hit? **In-Effect's Steve Martin** reports that 400 of the 600 invited press guests

showed up for the event. The open bar may have had something to do with it, but **Martin** notes, "They stayed for the show. That's the real test." . . . New York blues palace **Tramps** has risen from the dead, reopening at 45 W. 21st Street in New York, across from the fabled **Chelsea Billiards**. **Tramps** had been at its old location 11 years before closing the doors last year . . . **Emergo Records** of New York has licensed "Everyday's A Holly Day," a collection of **Buddy Holly** songs by the artists of **New Rose Records** of France. Among the contributors are **Elliott Murphy, Chris Spedding, and Classic Ruins**. **Emergo** has the word at 212-219-0301. . . . **Reach Out International Records** offers two new releases that should make retailers sit up and take notice; **Austin's Killer Bees** check in with a live album, recorded at the **Berlin Independence Day Convention** last year. Also on tap is a reissue of "Disco Tex & the Sexolettes," **Sir Monty Rock's** contribution to late-'70s dance. Who can forget "Get Dancing?" Incidentally, **ROIR** president **Neil Cooper** reports that **Sir Monty** is working as a hairdresser in Florida. **Cooper** also touts two projects to watch for in the near future: the "New York Rockers" compilation, a collection of downtown New York superstars; and a double cassette called "The Best Of **ROIR**," a 10th anniversary release that captures the best of the label's roster.

ADVANCE WORD: An escape to inner space is offered by the



Gyuto Monks on "Freedom Chants From The Roof Of The World," a collection of sacred chants recorded under the guidance of **Grateful Dead** percussionist **Mickey Hart**, on **Rykodisc**, 508-744-7678 . . . **Yvonne Summer** operates with **Sade** stylings on her self-titled tape. More info from 201-935-8492 . . . Philadelphia's **Electric Love Muffin** hits hard to the body with "Rassafranna," a **Restless Records** release filled with out-of-the-basement hits. Key tracks include "Sperm Of The Moment" and "Diamonds And Glass." More info from **Restless**, 213-390-9969 . . . Fans of mid-'70s soul should find solace in **Johnny**

Usry's "Healing," which offers a tribute to Vietnam veterans. **Ichiban Records** has details at 404-926-3377 . . . Fans of the Oklahoma sound (and we don't mean the musical) should munch down on **Thomas Anderson's** quirky "Al-

right It Was Frank . . . And He's Risen From The Dead And Gone Off With His Truck." The sound is more mainstream than the title would suggest. Get details from 405-360-2865.

JERRY BASSIN DISTRIBUTORS

ONESTOP EXPORTER
Specializing In: New Store Openings
Reggae, Metal & Miami Sound

COMPACT DISCS, RECORDS
TAPES, ACCESSORIES

HUGE INVENTORY, DYNAMITE PRICES
PERSONALIZED SERVICE, WEEKLY SALES

(305) 621-0070 ASK FOR BRUCE

IN FL. (800) 329-7664 • NATIONAL (800) 780-6874

15960 N. W. 15TH AVE. • MIAMI, FLORIDA 33169 FAX # (305) 621-0465

WALL STREET IS BULLISH ON RECORD, VIDEO CHAINS

(Continued from preceding page)

growth of the companies," says **Benjamin**. "It's a relatively new story on the Street."

Benjamin projects **LIVE** will yield \$2.70 per share from continuing operations this year, up from \$2.20 last year. His estimates do not take into account a 3-for-2 stock split announced recently.

Wall Street is also starting to take a more serious look at **Blockbuster Entertainment**, the video-rental chain that, with more than 680 stores, holds the nation's largest store count. **Blockbuster's** stock has been subject to volatile price swings. The company's recent new listing on the New York Stock Exchange should increase its attractiveness to big investors.

RECORD BAR CONTEST

(Continued from preceding page)

track of the coupons redeemed and the number of advertised sales items purchased, as well as the stores' overall sales during the monthlong period. "Some of the impact is also in image and just making a statement in the community," **Bryant** adds.

The chainwide promotion includes the six new stores opened this month in Texas as well as the five Florida outlets purchased April 30 from **Western Merchandisers** (**Billboard**, April 29, May 6).

Analyst **Gary Wirt** of **Chicago Corp.** says, "The Street is finally coming around to see that [Blockbuster] is real." He is projecting earnings of \$1.15 a share for the fiscal year ending next January, up from 57 cents this year.

David O'Neill of **William Blair** adds: "The market sees continued growth for the superstore segment of the business. Indications are that's where the future is. **Blockbuster** is the public play on that."

Institutional investors have been slow to embrace **Blockbuster** because of the risks associated with fast expansion.

"It has been and continues to be a controversial and volatile stock," says **Gary Jacobson** of **Kidder Peabody**, "but I am extremely optimistic. The company continues to deliver on expectations." He projects **Blockbuster** earnings of \$1.25 a share this year and \$2 next year.

On the distribution side of the business, the **Handleman Co.**, the nation's leading rackjobber, "stands to benefit from industry trends," says **Benjamin**. Its balance sheet is attractive: return on equity above 20% for more than five years and virtually no debt. **Benjamin** estimates per-share earnings of \$1.90 for the fiscal year that ended April 30, up from \$1.57 last year, and \$2.25-\$2.50 next year.



YOUR MESSAGE SHINES THROUGH

Your customers will shine in **Star★Shades™**, available in every look under the sun! With over 300 styles, your customers can change their look as often as their mood. **Star★Shades™** can also offer a unique way for your store's name to be noticed. Imprinting your name or message on our **Star★Shades™** sunglasses will stretch your advertising dollar. Call today for our 1989 **Star★Shades™** catalog and learn more about our imprint specials.

Authorized Distributor of

SERENGETI
EYEWEAR

NALPAC LTD
"We Are The Competition"©

8700 Capital • Oak Park, MI 48237
(313) 541-1140 • (800) 521-5946
TLX 756914 NALPAC LTD UD • FAX: (313) 544-9126

Authorized Distributor of

Ray-Ban
SUNGLASSES BY
BAUSCH & LOMB
THE WORLD'S MOST REPUTABLE

RETAIL TRACK



by Geoff Mayfield

ANOTHER WORLD: Do not look for drastic changes at **Record World** in the wake of the company's management buyout, announced May 5 by president and CEO **Roy Imber** (Billboard, May 13). The new link with investment house **General Atlantic Partners** is simply a move to ensure that the Roslyn, N.Y.-based chain's pockets will be deep enough to move to a more aggressive expansion schedule. And, considering that publicly held **Trans World Music Corp.** and **Donaldson, Lufkin & Jenrette** funded **The Musicland Group** are among the players that have high store counts in key **Record World** markets, it's easy to see why Imber's team wanted to enhance its financial base.

The company recently hired a new controller, **Neil Harris**, plucked from the **Touche Ross** firm **Mannjudd Landau**. Harris reports to **Bill Forrest**, the company's longtime chief financial officer. Meanwhile, VP of merchandising **Mitchell Imber** has become more involved with buying hot product, which frees up director of purchasing **Steve Lerner** to concentrate on catalog and inventory control.

General Atlantic jumped into the music business a little more than two years ago when it became partners with Durham, N.C.-based **The Record Bar**. The \$500 million company has holdings in real estate and corporate investments in such enterprises as specialty retailing, under which the two record chains fall, as well as information services, computer software, and oil and gas products.

UPDATES: Close the book on the **Sound Warehouse** deal. **Shamrock Holdings** announced May 4 that it had completed its acquisition of the 123-store chain. The takeout price for the stock, as reported earlier, was \$25.65 a share (Billboard, Jan. 28). The deal's bonus dividend rang out at the agreed maximum of 10 cents per share, which likely means Dallas-based **Sound Warehouse** was able to fulfill closing procedures in a cost-effective manner. **Shamrock**, of course, is the **Roy Disney** investment firm that also owns **Show Industries** and its **Music Plus** web, along with a slew of radio stations and other properties... The **Living Music** catalog is making its way back to record bins through the label's new **American Gramophone** pact (Billboard, Feb. 4, Feb. 11). There are 14 titles, and some of them have been missing from the marketplace. Two of the albums—**Paul Winter's** "Earthbeat" and "Icarus"—are available on LP, but the other dozen will be sold on cassette and CD only. The first new titles through this deal ship next month, one by **Living Music** founder **Winter** and another by cellist **Eugene Friesen**.

DEBUT: **Camelot Music** has finally unwrapped its **Spectrum** logo, the upscale store concept that got talked up last September at the company's convention in Nashville (Billboard, Oct. 15). The first **Spectrum** is a 1,000-square-foot unit in The Gardens At Palm Beach, a large and posh Florida mall, which also houses a **Sam Goody** and a **Record Town**.

The store was designed by **Retail Planning Associates**, the same crew that designed **Camelot's** Columbus, Ohio, superstores, including the Northland Plaza Drive location, which won a 1988 award from **Chain Store Age Executive** magazine.

There's no vinyl at **Spectrum**, not surprising considering the small role that LPs now play in **Camelot's** overall mix. CDs, cassettes, and video are the prime items on the menu.

(Continued on next page)

FOR WEEK ENDING MAY 20, 1989

Billboard

©Copyright 1989, Billboard Publications, Inc. No part of this publication may be reproduced, stored in any retrieval system, or transmitted, in any form or by any means, electronic, mechanical, photocopying, recording, or otherwise, without the prior written permission of the publisher.

TOP COMPACT DISKS™

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	POP™	
				ARTIST TITLE	LABEL & NUMBER/DISTRIBUTING LABEL
				★★ NO. 1 ★★	
1	1	1	11	FINE YOUNG CANNIBALS THE RAW & THE COOKED	I.R.S. D-6273/MCA
2	2	2	7	MADONNA LIKE A PRAYER	SIRE 2-25844/WARNER BROS.
3	12	—	2	TOM PETTY FULL MOON FEVER	MCA MCAD 6253
4	NEW▶	—	1	THE CURE DISINTEGRATION	ELEKTRA 60855-2
5	6	3	13	STONE ISLAND LOC-ED AFTER DARK	DELICIOUS VINYL CCD 3000/ISLAND
6	3	6	4	THE CULT SONIC TEMPLE	SIRE 2-25871/REPRISE
7	11	12	12	SOUNDTRACK BEACHES	ATLANTIC 2-81933
8	9	9	16	ENYA WATERMARK	GEFFEN 2-24233
9	5	5	28	TRAVELING WILBURYS TRAVELING WILBURYS	WILBURY 2-25796/WARNER BROS.
10	19	19	32	BOBBY BROWN DON'T BE CRUEL	MCA MCAD 42185
11	18	—	2	GREAT WHITE TWICE SHY	CAPITOL C2-90640
12	13	10	14	ROY ORBISON MYSTERY GIRL	VIRGIN 2-91058
13	4	4	6	BONNIE RAITT NICK OF TIME	CAPITOL C2-91268
14	10	11	15	GUNS N' ROSES G N' R LIES	GEFFEN 2-24198
15	16	16	14	PAULA ABDUL FOREVER YOUR GIRL	VIRGIN 2-90943
16	NEW▶	—	1	RICHARD MARX REPEAT OFFENDER	EMI E2-90380
17	7	8	15	LIVING COLOUR VIVID	EPIC EK 44099/E.P.A.
18	28	15	15	DEBBIE GIBSON ELECTRIC YOUTH	ATLANTIC 2-81932
19	RE-ENTRY	—	32	BON JOVI NEW JERSEY	MERCURY 836 345-2/POLYGRAM
20	22	—	2	JOE JACKSON BLAZE OF GLORY	A&M CD 5249
21	8	7	12	ELVIS COSTELLO SPIKE	WARNER BROS. 2-25848
22	20	22	9	MELISSA ETHERIDGE MELISSA ETHERIDGE	ISLAND 2-90875/ATLANTIC
23	14	13	6	JODY WATLEY LARGER THAN LIFE	MCA MCAD 6276
24	25	21	6	MILLI VANILLI GIRL YOU KNOW IT'S TRUE	ARISTA ARCD 8592
25	15	14	6	ANDREAS VOLLENWEIDER DANCING WITH THE LION	COLUMBIA CK 45154
26	24	20	5	ROXETTE LOOK SHARP!	EMI E2-91098
27	26	17	11	MIKE + THE MECHANICS LIVING YEARS	ATLANTIC 2-81923
28	21	24	27	EDIE BRICKELL & NEW BOHEMIANS SHOOTING RUBBERBANDS AT THE STARS	GEFFEN 2-24192
29	27	—	2	ERASURE CRACKERS INTERNATIONAL	SIRE 2-25904/REPRISE
30	17	18	17	LOU REED NEW YORK	SIRE 2-25829/WARNER BROS.

STOP Software Theft!

A secure attractive way to display prerecorded software. Permits customer browsing and impulse buying. Eliminates keeping cassettes in locked cabinets.

Alpha reusable and disposable security packages fit:

- Compact Discs
- Video Cassettes
- Audio Cassettes
- Cassette Singles

For information contact Alpha Enterprises, Inc., 330 S. Wood St., East Canton, Ohio 44730. Call 1 800 HI-ALPHA, in Ohio (216) 488-0361.

ALPHA



CD'S, CDV'S, TAPES, RECORDS, LASER DISCS & VHS MUSIC VIDEOS

BEST FILL OF COMPACT DISCS TO BE FOUND ANYWHERE!

- LOW PRICES •
- SAME DAY SERVICE • PERSONALIZED REPS •

FOR FREE MAILER CALL US & DIAL EXT.499

ABBEY ROAD DISTRIBUTORS

2228 S. RITCHEY, SANTA ANA, CA. 92705

DEALERS ONLY Phone 714 / 546 - 7177 Toll Free CA. 800 / ABBEY RD
Toll Free (out) 800 / 843 - 0955 Telex 378 - 1792 - ARD
FAX 714 / 546 - 0337

Quality Printing
Quality Product
Quality Service
DIVIDER CARDS



FOR A FREE CATALOG CALL
800/648-0958
GOPHER PRODUCTS

COMPACT DISCS

DISTRIBUTORS

EAST SIDE DIGITAL
Minneapolis, MN
1-800-468-4177

GEMINI DISTRIBUTORS
Norcross, GA
1-800-476-1313

HOUSE DISTRIBUTORS
Olathe, KS
1-800-821-3324

PRECISION SOUND
MARKETING
Mountlake Terrace, WA
1-800-547-7715

ROUNDER RECORDS
Cambridge, MA
(617) 354-0700

SCHWARTZ BROTHERS
Lanham, MD
1-800-638-0243

SURFSIDE DISTRIBUTORS
Honolulu, HI
(808) 524-2744

FRANK ZAPPA
Broadway the Hard Way
RCD 20094 DDD

- 70+ minutes of music
- Digitally recorded, mixed, & mastered
- Features 8 bonus tracks not on original LP/cassette release

RYKO

RYKODISC USA, Pickering Wharf, Bldg. C-3G, Salem, MA 01970. 508-744-7678

ALBUM RELEASES

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

POP/ROCK

FRANCES BOGART

Amethyst
CA Wings & Willows 5680/NA

PETER CASE

The Man With The Postmodern
Fragmented Neo-Traditionalist Guitar

▲ LP Geffen GHS 24238/\$9.98
CA M5G 24238/\$9.98

THE CULT

Sonic Temple

▲ LP Reprise/Sire 1-25871/\$9.98
CA 4-25871/\$9.98

D.C.3

Vida

▲ LP SST 156/\$8.98
CA 156/NA

DIAMANDA GALAS

The Divine Punishment/Saint Of The Pit

▲ CD Mute/Restless 71423-2/NA

DIAMANDA GALAS

The Litanies Of Satan

▲ LP Mute/Restless 71419-2/NA
CA 71419-4/NA

DIAMANDA GALAS

Masque Of The Red Death Trilogy

▲ CD Mute/Restless 71424-2/NA

MICKEY GILLEY

Chasing Rainbows

▲ LP Airborne D1 72877/NA
CA D4 72877/NA

HAMMELL ON TRIAL

Conviction

LP Blue Wave 110/\$8.98
CA 110/\$8.98

BOBBY HELMS

This Song's For You

▲ LP Playback D1 72708/NA
CA D4 72708/NA

MINUTEMEN

Post-Mersh Vol. 3

▲ CD SST 165/NA

MOFUNGO

Work

▲ LP SST 240/\$8.98
CA 240/NA

NO MAN IS ROGER MILLER

Win! Instantly!

▲ LP SST 243/\$8.98
CA 243/NA

SCREAMING TREES

Buzz Factory

▲ LP SST 248/\$8.98
CA 248/NA

SICK OF IT ALL

Blood, Sweat & No Tears

▲ LP Relativity/In-Effect 3005-1/NA
CA 3005-4/NA

SLOVENLY

We Shoot For The Moon

▲ LP SST 209/\$8.98
CA 209/NA

SWELL MAPS

Collision Time Revisited

▲ LP Mute/Restless 71421-1/NA
CA 71421-4/NA

SYLVIE & HER DOLLAR BAND

Warm Like A Fire

▲ LP Playback D1 72709/NA
CA D4 72709/NA

TAR BABIES

Honey Bubble

▲ LP SST 236/\$8.98
CA 236/NA

10dB

Steppin' Out

▲ LP Crush Music 224-1/NA
CA 224-4/NA

MICHAEL THOMPSON BAND

How Long

▲ LP Geffen GHS 24225/\$9.98

CA M5G 24225/\$9.98

24-7 SPYZ

Harder Than You

▲ LP Relativity/In-Effect 3006-1/NA
CA 3006-4/NA

CRIS WILLIAMSON & TERESA TRULL

Country Blessed

▲ LP Olivia OR 22013/NA
CA 22013/NA

WIRE

It's Beginning To And Back Again

▲ LP Enigma/Mute 73516-1/NA
CA 73516-4/NA

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



Sarah South. During a promotional swing for her album, "Touch," Arista find Sarah McLachlan finds one of the hometown stores of Durham, N.C.-based The Record Bar. Shown, from left, are Debi Conway, Record Bar VP of sales; McLachlan; Steve Bennett, Record Bar VP of marketing; and Denise Bagley, Atlanta-based associate regional marketing director for Arista.

RETAIL TRACK

(Continued from preceding page)

Based on the store's early performance, **Larry Mundorf**, senior VP of retail operations, says Camelot has "been encouraged enough to look at opening a couple more [Spectrum locations] before the end of the year." Still, Mundorf is quick to stress that Spectrum's rollout will be handled at a cautious pace.

TAKING A HIKE: Some regional

chain operators take a dim view of the fact that **MCA** bumped up the list on the LP and tape versions of **Bobby Brown's** "Don't Be Cruel" album from \$8.98 to the premium \$9.98 tag. Operators do not dispute that Brown's star has risen, but are irked with the price hike's timing. "I hope it isn't a trend. When [MCA] did it to **Steve Earle** it was its death knell," says one operator. "To me, it's just another gouge where they can get it."

"It's business as usual for MCA," gripes a buyer from another chain. "They're totally out of sync with everyone else. CBS changes [to a higher price] when the artist is hot. The [Bobby Brown] album is slow as it is right now at retail; I don't know if I can competitively raise the display price by a dollar."

Others, however, are less touchy. "To me, it's pretty much a \$9.98 business now anyway," says the VP of purchasing at one national chain. "You look at every WEA release and you'll even find guys you never heard of come out at \$9.98. Maybe [MCA] looked around and saw that retailers were

(Continued on next page)

UP-AND-COMING SPECIAL ISSUES

SPOTLIGHT ISSUE IN THIS SECTION AD DEADLINE

THE WORLD OF BLACK MUSIC Jun 17 • Overview '89
• Labels
• Radio
• New Artists
• Creative Trends May 23

WEST GERMANY Jun 24 • The Media Boom
• Talent
• Touring
• Retailing
• Publishing May 30

THE WORLD OF JAZZ Jul 1 • Overview '89
• Labels
• Venues
• Reissues
• Talent Jun 6

THE WORLD OF CHILDREN'S ENTERTAINMENT Jul 8 • New Product
• Top Video
• Video Labels
• Audio
• Distribution Jun 13

WHY THEY ARE SPECIAL:

- **THE WORLD OF BLACK MUSIC** analyzes the continuing boom that has elevated a new variety of artists and styles to new heights. There's no lack of contenders and pretenders in the spreading kingdom of black music, as labels churn out new artists at a greater clip. Radio is afire with controversies, while videos add their own element of excitement and promise of overnight exposure to the volatile mix sparking wider growth.
- **WEST GERMANY** is bursting with rock, pop and metal acts set for global acceptance and ready to join the international talent mainstream. Plus, industry reports from neighboring Austria and Switzerland round out this annual look at the GAS territories.
- **JAZZ MUSIC '89** tracks the continuing evolution of contemporary and traditional stylings and their surprising mainstream muscle. As the CD has breathed new life into "old" jazz, so has a new traditionalism risen to join with the ongoing fusion vanguard to produce sounds that bring jazz thoroughly up-to-date on a variety of formats.
- **CHILDREN'S ENTERTAINMENT** continues to be one of the pillar categories of audio and video. Always alive with activity despite little shelf space and selection, lower price points and shrinking profits, this self-rejuvenating product field never fails to surprise when it comes to breaking new ground.
- **COMING ATTRACTIONS:** SOUNDTRACKS, FRANCE 200, NEW MUSIC/NEW TALENT, IMPORTANT RECORD DISTRIBUTORS 10TH ANNIVERSARY, NEW TALENT/NEW MUSIC, OZZY OSBOURNE 20TH ANNIVERSARY, INTERNATIONAL RECORDING STUDIOS, VSDA '89.

FOR AD DETAILS CONTACT YOUR BILLBOARD SALES REPRESENTATIVE or CALL ANY BILLBOARD OFFICE WORLDWIDE.

NEW YORK: Gene Smith, Ron Willman, Norm Berkowitz, Ken Karp, Jim Beloff, David Nelson. (212) 764-7300 or (212) 536-5004.

LOS ANGELES: Christine Matuchek, Arty Simon, Anne Rehman, Marv Fisher, Emily Vaughn. (213) 273-7040.

NASHVILLE: Lynda Emon, Carole Edwards. (615) 321-4290.

LONDON: Tony Evans 439-9411.

*****RESERVE SPACE TODAY!*****

400 CD Books in 2 sq. ft.-
CD's kept in jewel boxes
behind the counter.

Call for
FREE
sample
CD See-
Through
Browser
Pak
Today!

Browser[®]
DISPLAY SYSTEMS
CHICAGO ONE STOP, INC.
401 West Superior • Chicago, IL 60610
Phone: 312-822/0822 • Tollfree: 800-822/4410

DIVIDER CARDS
ALL SIZES AVAILABLE

CHECK OUR PRICES!

Direct from Manufacturer

Call
(201) 470-8000
(212) 244-4060
1-800-631-7061 Outside N.J.

Or Write
PRIMEX PLASTICS CORPORATION
65 River Drive, Garfield N.J. 07026

Special Volume Rates

Jazz
**BLUE
NOTES**



by Jeff Levenson

WHY CAN'T ALL FESTIVALS BE LIKE THIS? It may be that the **New Orleans Jazz and Heritage Festival**, which just celebrated its 20th anniversary, is the most democratic event of its kind. Not only does this annual event provide a forum for roots musicians of various ilks, it acknowledges the authenticity of their efforts, regardless of whether or not they are full-fledged industry stars. The fest is everything it is cracked up to be—and more.

Since its beginnings, NOJAHF has routinely spiced its programming with top-name entertainers—this year's 20th-anniversary lineup featured, among others, **Santana, Bonnie Raitt, Irma Thomas, John Hiatt, Miles Davis, Wynton Marsalis, Harry Connick Jr.,** and the **Neville Brothers**. But the "heritage" side of the fest was equally served by lesser-knowns, including the **Hackberry Ramblers**, a Cajun and Western swing group from Sulphur, La., that has been performing since 1933; zydeco accordionist **Boozoo Chavis**, whose shuffling beat and infectious good cheer typify the joys of the genre; the **Golden Star Hunters**, percussive Mardi Gras Indians who chant and dance with colorful plumage aplenty; **Kid Sheik's Storyville Ramblers**, ageless traddies whose sound bespeaks the birth cry of jazz; and the rousing **Pentecost B.C. Choir** from Slidell, La., which shakes, shimmies, and shouts convincingly that both God and music have the power to heal. (The choir's incantatory and insistent refrain of "Ain't the Lord been good? Ain't the Lord been good?" was particularly fitting given the bounties within reach—soulful food, music, and good-neighborliness, in equal measure.)

What one saw throughout the festival was egalitari-

anism in action, people of all ages, shapes, aptitudes, and colors not only celebrating music and those who make music, but implicitly celebrating themselves as active accomplices in the entire process. They (and the festival's producers) seemed to embrace the notion that the music doesn't just belong to the people, the people belong to the music, and those who participate in this spirited event provide as much cultural flavor as any of the performers who strut their stuff.

OTHER FESTIVALS IN FAR-OFF PLACES: This being the season for runaway music happenings of all kinds, a number of overseas jazz festivals offer nifty vacation opportunities. Ascona, a small town in Switzerland, will attempt to replicate (not quite) the New

20th Jazz & Heritage Fest: celebrating people as well

Orleans Jazz and Heritage experience the first two weeks in July with its own festival of N'awlins music. Scheduled performers include **Rockin' Dopsie** and his zydeco group, **Walter "Wolfman" Washington & the Roadmasters**, **Clarence "Gatemouth" Brown**, and the **Oriole Brass Band**. The fest is a little-known event, tucked among Europe's more celebrated extravaganzas . . . The North Sea Jazz Festival, a three-day, indoor blow-out of more jazz (and people) than any civilized human can hope to cope with, takes place July 14-16 at The Hague in Holland. Musically, it is the most far-reaching of festivals and it offers something for absolutely everyone, regardless of stylistic predilections . . . The Aruba Jazz Festival, a major success during its inaugural showing last year, and already the most distinguished jazz get-together in the Caribbean, kicks off its second go-round on the weekends of June 2-4 and 9-11. The lineup features a host of fusion and Latin jazz superstars, among them **David Sanborn, Diane Schuur, Bob James, Lee Ritenour, Najee, Celia Cruz, Johnny Pacheco, Wilfredo Vargas, Jose Feliciano, and Ruben Blades**.

**R
RETAILING**

RETAIL TRACK

(Continued from preceding page)

charging the higher price [for Brown] anyway, so why not move it up?"

The executive further thinks MCA handled the adjustment in a more than fair manner by giving accounts a one-week window to buy the title at a discount off the old price before the May 8 increase kicked in.

FAST TRACK: Retailers who sell instruments will likely hit Chicago for the June 16-18 confab of the **National Assn. of Music Merchants**. During the meet, the trade group will unveil its 1989 sales compensation survey, which is compiled every three years, along with its annual cost-of-doing-business report. NAMM will also trot out gift certificates, which are be-

ing made available to members at no cost. For more information, dial 619-438-8001 . . . **Criminal Records** artist **Rahsun** visited New York indie store **Downtown Records** to promote the 12-inch single "Love Is Blind."

Jump on the Retail Track with a call to **Geoff Mayfield** at 212-536-5038, or fax him at 212-536-5358.

Wall Street is starting to take a more serious look at Blockbuster and other video chains . . . see page 40

FOR WEEK ENDING MAY 20, 1989

Billboard

©Copyright 1989, Billboard Publications, Inc. No part of this publication may be reproduced, stored in any retrieval system, or transmitted, in any form or by any means, electronic, mechanical, photocopying, recording, or otherwise, without the prior written permission of the publisher.

NEW AGE ALBUMS™

Compiled from a national sample of retail store sales reports.				
THIS WEEK	2 WKS. AGO	WKS. ON CHART	TITLE LABEL & NUMBER/DISTRIBUTING LABEL	ARTIST
1	1	5	DANCING WITH THE LION COLUMBIA OC 45154	★ ★ NO. 1 ★ ★ ANDREAS VOLLENWEIDER 3 weeks at No. One
2	4	9	WINDHAM HILL SAMPLER '89 WINDHAM HILL 1082	VARIOUS ARTISTS
3	2	31	CRISTOFORI'S DREAM NARADA LOTUS 61021/MCA	DAVID LANZ
4	3	31	DEEP BREAKFAST ● MUSIC WEST MW-102	RAY LYNCH
5	5	15	WATERMARK ● GEFFEN 24233	ENYA
6	6	31	CHAMELEON DAYS PRIVATE MUSIC 2043	YANNI
7	8	11	ISLAND NARADA EQUINOX N-63005/MCA	DAVID ARKENSTONE
8	9	31	OPTICAL RACE PRIVATE MUSIC 2042	TANGERINE DREAM
9	7	15	WORLD DANCE GLOBAL PACIFIC ZK 40734/CBS ASSOCIATED	DO'AH
10	11	31	DOLPHIN SMILES GLOBAL PACIFIC ZK 40719/CBS ASSOCIATED	STEVEN KINDLER & TEJA BELL
11	16	3	A JOURNEY HOME GLOBAL PACIFIC ZK 45152/CBS ASSOCIATED	G.KELLY/D.BOGDANOVIC
12	10	13	EVERY ISLAND SILVER WAVE SW 505/OPTIMISM	DANNY HEINES
13	12	31	RIVERS GONNA RISE PRIVATE MUSIC 2029	PATRICK O'HEARN
14	13	31	NEVERLAND PRIVATE MUSIC 2036	SUZANNE CIANI
15	14	11	CELESTIAL NAVIGATIONS NOUVEAU A-683/K-TEL	CELESTIAL NAVIGATIONS
16	15	11	VANISHING POINT SONIC ATMOSPHERES 80023	DON HARRISS
17	20	13	WINTER INTO SPRING ▲ WINDHAM HILL 1019	GEORGE WINSTON
18	17	27	THE NARADA COLLECTION NARADA 39100/MCA	NARADA ARTISTS
19	NEW ▶		TOWARD THE CENTER OF THE NIGHT WINDHAM HILL WH-1083	MICHAEL MANRING
20	NEW ▶		NO BLUE THING MUSIC WEST MW-103	RAY LYNCH
21	RE-ENTRY		DECEMBER ▲ ² WINDHAM HILL 1025	GEORGE WINSTON
22	21	5	ENYA ATLANTIC 81842	ENYA
23	24	17	AUTUMN ▲ WINDHAM HILL 1012	GEORGE WINSTON
24	18	17	DUSK MUSIC WEST MW-132	JIM CHAPPELL
25	RE-ENTRY		ANTARCTICA POLYDOR 815732/POLYGRAM	VANGELIS

● Recording Industry Assn. Of America (RIAA) certification for sales of 500,000 units. ▲ RIAA certification for sales of 1 million units, with each additional million indicated by a numeral following the symbol.

The New Release From
Ray Lynch

**NO
BLUE
THING**

Over 150,000 Sold
Immediate airplay
nationwide

*Deep Breakfast
is now Gold and
heading for
Platinum.*

*No Blue Thing
in a world of
confusion, some
things just seem
to make sense.*

**MUSIC WEST
RECORDS**

415-925-9800 Fax-415-925-9807

Distributors: Schwartz Brothers • Navarre • Precision Sound Marketing • Rock Bottom • Selecto Hits • Associated • Encore • Music Design • 3e Records **NARAD**

IRELAND

International Spotlight

Ireland Today is an Increasingly Important Talent Source for Global Hits

By KEN STEWART

For a small market, Ireland's influence abroad is remarkable and, in view of its recent track record and new image, the international music industry would do well to monitor present developments here.

Certainly the world is well aware of U2, Chris de Burgh, Clannad, Hothouse Flowers, Enya, Sinead O'Connor, the Chieftains, the Dubliners, the Fureys & Davey Arthur, of Rory Gallagher, Van Morrison, Gary Moore, Bob Geldof, James Galway, Christy Moore, Richard Harris.

Dana and Johnny Logan found fame in the Eurovision Song Contest, which Ireland has won three times.

But they're all only the tip of the iceberg. Today, as never before, there are innumerable acts waiting for the right set of circumstances to make them international names.

Mary Coughlan, Gavin Friday & the Man Seazer, An Emotional Fish, the Fourmen, Maura O'Connell, Davy Spillane, Christy Dignam, Larry Hogan, John & Willie Hughes, the 4 Of Us, Fergus, Mary Black, Don Baker, A House, Swim, Cry Before Dawn, Luka Bloom—any one of them could breakthrough.

Ireland has never lacked acts with world potential, but not until now have the necessary structures been in place to ensure that potential is fully realized. For too long, Dublin was little more than a satellite of London.

Not long ago, it was necessary for ambitious acts to leave Ireland. Now they can remain here, supported by all the facilities they need, from state-of-the-art recording studios to first-class concert promoters and managers.

Today's Irish music industry is more confident, knowledgeable, disciplined, tough-minded. Moreover, it's taken seriously by big business and politicians, thanks to such factors as U2's success and Bob Geldof's work for famine relief.

As many visitors will testify, the Irish atmosphere is conducive to creativity. People are friendly but unobtrusive. Def Leppard's Joe Elliott, who lives in Ireland, enjoys being able to walk around without being bothered.

Dublin has all the advantages of a cosmopolitan city, in addition to the close proximity of sea and countryside.

Publicist Terry O'Neill: "If you're in London or New York, there's a certain pressure on you to live the rock star's life. In Dublin, you can be real. You can buy nice houses for a lot less money and live a better lifestyle."

Government revenue for the first quarter of 1989 showed an increase of 10.5%, underlining a general upturn in the economy. The past year has seen a big increase in consumer spending, especially on houses and cars.

But emigration and unemployment are still very much in evidence. Out of a population of 3.54 million, 18.6% (241,522) are unemployed. Official figures for emigration in the last three years total 87,000.

One of the biggest problems facing the music industry is the punitive combination of 25% Value Added Tax and 40% duty on CDs and vinyl. No wonder business has increased overall by a mere 5% for the last two years.

The sharp decline of singles is reflected by the levels of Irish certification figures: silver, 5,000; gold, 7,500; platinum, 10,000.

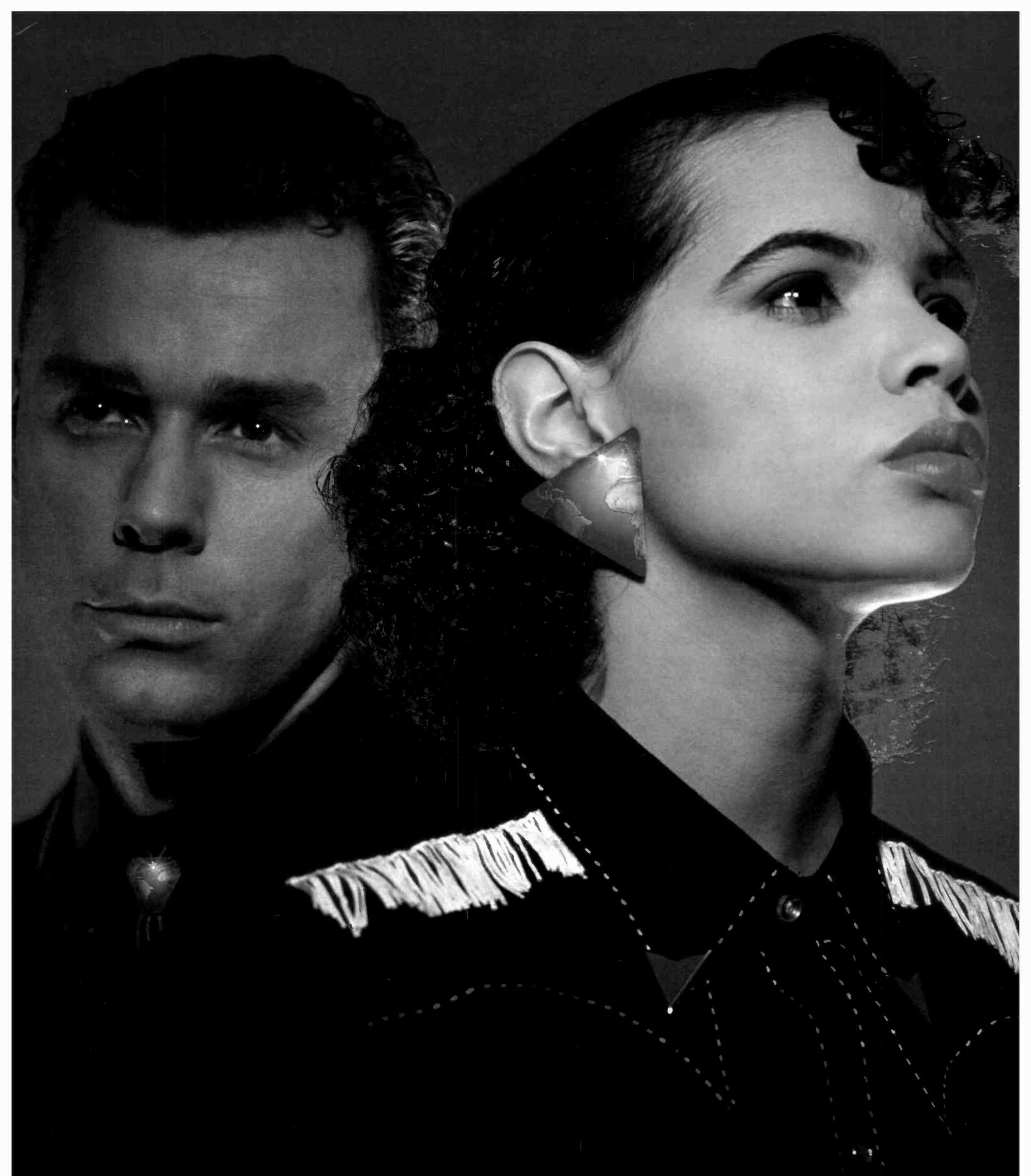
Albums are 7,500, 10,000 and 20,000 respectively. The high level of taxation is playing its part in suppressing growth, making it ever more difficult to increase exports, which is where the industry's future lies.

Yet, last November, trade and marketing minister Seamus Brennan spoke of making Ireland an international services center, and Dublin the services capital of Europe—and of

(Continued on page I-14)



FROM TOP TO BOTTOM: Hothouse Flowers, Van Morrison, U2, Sinead O'Connor.



CBS Records Ireland • Music to your ears

Selectivity & Hunches Play a Part in Artistic Search INT'L COMPANIES EYE IRISH SCENE FOR TALENT

Hot on the heels of the upsurge of world interest in Irish talent, international companies have been reviewing their position with regard to new signings and making appropriate policy changes.

VIRGIN RECORDS: Arriving home late one night, Virgin's Irish regional manager, Rory Golden, switched on the television and found himself watching a band called Something Happens! closing RTE Television's "TV Ga Ga." He made a hasty video recording, sent it to London—and, in due course, the band was signed.

In *Tua Nua* are preparing their third album. And a new signing, to the Siren label, is *Those Amazing Colossal Men*.

Virgin launched the second album by Irish pianist and professor of music Micheal O Suilleabhain at the end of April. Combining Irish music with a classical orchestra, the album includes a suite titled "Oilean" ("Island.")

Says Golden: "O Suilleabhain will be doing a few Irish dates with the Irish Chamber Orchestra, who are on the album, to support the release, also a couple of dates in London. We're hoping to expand his horizons in a career sense.

"His previous album, 'Dolphin's Way,' was issued in most territories, including Japan. I'm hopeful that this second album is going to do very big business around the world."

WEA: Former managing director Phil Murphy says: "The policy at WEA has changed from signing everything locally, perhaps throwing a lot of mud at the wall and seeing what sticks, to signing very, very selectively, but particularly acts we feel have international potential. We then sign them through the U.K., occasionally through one of our American parent companies."

So far, the most spectacular result of the new policy is the

success of Enya, which shows, says Murphy, that there's a ready world market for modern, new age music, blended with unmistakable Irish echoes and influences.

Two of Ireland's leading attractions, both live and on record, Mary Coughlan and Christy Moore, have been signed to WEA U.K. A House, winners of the best new Irish act section of the IRMA Awards in March this year are also with WEA U.K., through Blanco y Negro.

After a one-off Irish hit for Mother Records, "Old Man Stone," the Black Velvet Band have signed with Elektra in the U.S., and for worldwide publishing with Warner/Chappell. Pete Anderson is signed to produce their debut album under the deal.

Elle Mental, a sextet, of whom two are South Africans and four Irish, are managed by Irishman Billy Gaff and are signed to Warner Bros. America, and will be working with producer Stuart Levine.

Phil Murphy supervised WEA's Irish operation for about a year. The company plans to continue its new talent signing policy with the appointment of Peter Price, who took over in April.

POLYGRAM: Paul Keogh has been managing director of PolyGram Ireland since last summer, when he succeeded John Woods, who was presented with a special IRMA award to mark 30 years outstanding contribution to the music industry.

He's seeking to sign two new acts a year.

"The criticism of the majors in Ireland," he says, "was that we were seen as distributors rather than sources for new bands. We've changed that around and work more closely with U.K. companies than we ever did before."

If a debut album sells 5,000-10,000 units on the domestic market, it's a big achievement. Irish sales would not normally cover the costs of recording, releasing and marketing, so the international dimension has to be kept in view.

(Continued on page I-16)

IRELAND'S STUDIOS ARE AMONG THE BEST IN THE WORLD

Last November, Development Capital Corp. (DCC), a leading venture capital house, announced the investment of the equivalent of \$1.13 million to acquire a 50% shareholding in the Ringsend Road Music Group.

The group would provide "an integrated range of services which was previously unavailable from a single source in Ireland," the largest capacity recording studio in the country, a record label, publishing company, artist management and artist sponsorship services.

DCC's chief executive Jim Flavin, said "recent market successes have confirmed the abundance of Irish musical talent and the enormous international potential for Irish artists and material of Irish origin in the continually expanding music industry."

Clive Hudson, group chief executive of Ringsend Road, arrived from England in 1980 as head of WEA Ireland, planning to stay a year. He eventually left WEA in March, 1988.

He thinks the industry has matured enormously: "When I first came here, there were very few good things happening. My own contribution? I suppose I've just encouraged people to develop and have a go at things."

Ringsend Road Studios can accommodate an 80-100 piece orchestra in its 2,000 square feet area. The desk is an Amek G 2520, with audio-kinetic mastermix, the noise reduction system is Dolby 5R and the studio costs the Irish punt equivalent of \$120 an hour.

"In terms of what's on offer, we think it's very good value," says Hudson, whose partner in the venture is one of Ireland's finest recording engineers, Andrew Boland.

Hudson has planned a 20-record schedule for the Ringsend Road label, with releases by Dolores Keane, Mick Hanly, Belsonic Sound and a solo album by Diarmuid O'Leary of the Bards.

"At one point, I was scratching around, thinking where am I going to get all these records. But now I've reached the point where I don't think I can handle all the records coming my way.

"What's amazing is I'm getting people from England ap-

proaching me. There's a good buzz about it. And we didn't have any promotion about our studio until the official launch on April 20."

Clive Hudson believes Dublin is an important industry center. "It's a very active city. There's a positive feel about the place. Andrew and I have made a commitment to the city. We could have built the studio anywhere. Our belief is that we've got a market here and we're going to make a lot of winners."

He thinks more overseas acts and producers should record here for a variety of reasons.

"Dublin's a fabulous city. We have fabulous musicians, great facilities, and they'll enjoy themselves. I'd like to see British and American producers, guys with reputations, coming here. I'm encouraging them to contact me, to talk about how they can work with young Irish bands.

"I want to develop our local engineers and producers, so we can bring them to another level. I insist that young bands I'm working with should have a manager. In one case, I'm thinking of employing the manager myself, employing a youngster to manage the band and see how it develops."

Ringsend Road Studio was designed by Michael Doyal, the Dublin project architect for Windmill Lane's first studio (designed by John Storyk of New York), who has worked on previous studio projects with Andrew Boland.

Several weeks into a design program, Boland asked him to consider accelerating the rate of work dramatically. In effect, some nine months' efforts had to be telescoped into two or three months.

"From then on, everything belonging to me—my wife, my children, my social life—vanished. It was simply 24 hours work, 12 days a week, for everybody," says Doyle. "I must say it was very exciting, good fun. We were trying to do the impossible and we all knew it. I think it brings something out in you."

Andrew Boland, 15 years an engineer, was at Dublin's Keystone Studios when U2 made their first demo there.

(Continued on page I-12)



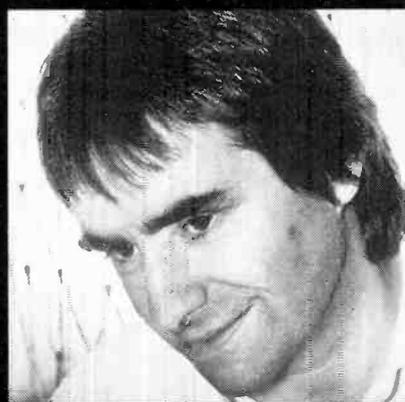
A House: Best new Irish act of 1989 IRMA Awards.



The Black Velvet Band: Signed with Elektra in the U.S., Warner/Chappell for worldwide publishing.



Enya: Modern new-age music with unmistakable Irish influences.



Chris de Burgh: Named Best Irish Male Singer at '89 IRMA Awards for the fourth straight time.



Barry Douglas: Irish success story in the classical vein.

By JOHN SHEEHAN, Chairman of the Irish IFPI Group & Director/GM of CBS Ireland

A quick appraisal of popular music's history shows that some of its most talented exponents and finest moments have been borne out of geographical areas—be they countries, cities, communities, or neighborhoods—inhabited by peoples whose very environment, for whatever reasons, fired them to the peak of creative expression.

Such is the case, I believe, with Ireland, the Irish, and our contribution to that history.

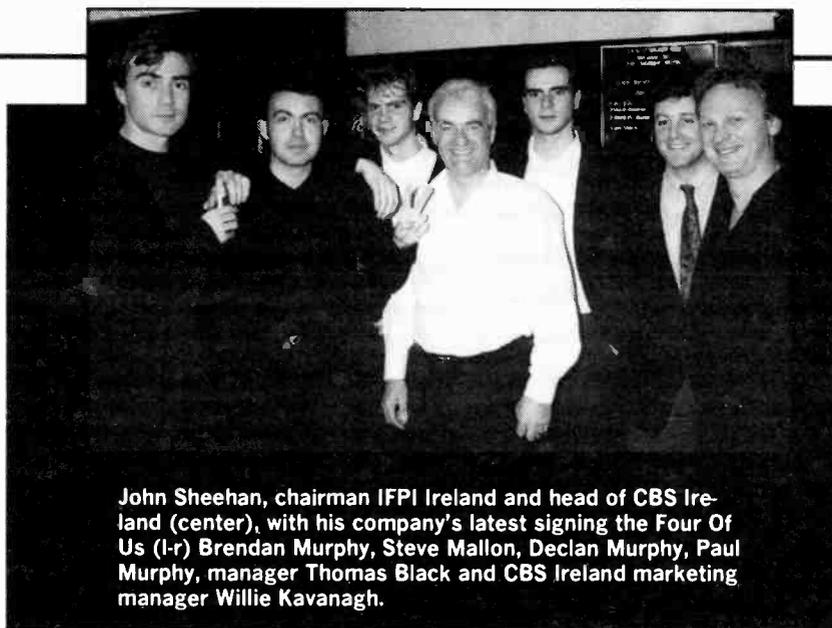
No spotlight on Ireland in 1989 should begin without looking at the quality of the musicians that the country has produced who currently have a huge impact on the global music market: U2, Enya, the Pogues, Van Morrison, Chris de Burgh and Sinéad O'Connor to name a few. The country has a tradition of producing a host of highly successful musicians.

Now is not the time or place to examine either the social and historical reasons why these pockets of passion built up in the first place, or how the rest of the world views us, as a separate nation with its own local logistics and problems or as a part of the U.K.

Suffice it to say that we have produced some of the finest musicians, both writers and performers, of their generation and any country is only as good as the raw talent it nurtures.

Faced by local idiosyncracies, which make our market place something of an anomaly when compared to other markets in the world, we're richer in talent than most people realize.

Due to high personal taxation, high unemployment and high interest rates for the past eight years, the country has



John Sheehan, chairman IFPI Ireland and head of CBS Ireland (center), with his company's latest signing the Four Of Us (l-r) Brendan Murphy, Steve Mallon, Declan Murphy, Paul Murphy, manager Thomas Black and CBS Ireland marketing manager Willie Kavanagh.

Industry Chief Cites 'Huge Impact' on Global Music Mart POCKETS OF PASSION ADD UP TO IRELAND'S FERTILITY AND RICHNESS AS TALENT SOURCE

suffered from a highly depressed economy while most of our neighbors (and I include the U.K. and mainland Europe to the East as well as America to the West) have economies which have enjoyed high growth in the same period.

Thankfully, however, interest rates dropped in Ireland last year which immediately resulted in both a pickup for the economy and a growth (approximately 5%) in the record industry. The total market now is worth some \$33 million at

retail.

Against the backdrop of those figures, I should add that the industry has to compete against a 40% excise duty charge on vinyl records and CDs, and a local high Value Added Tax of 25% (as against 15% in the U.K.).

The corollary of this situation is that CD prices particularly are very high and represent only 5% of total album units and 10% of revenue. For purposes of reference, CD sales in the U.K. represent over 18% of the album market and over 31% of revenue.

At retail, the industry is largely dominated by the proportionately high number of independent outlets—120 in total. There is one 16-shop multiple (a wholly-owned Irish company called Golden Discs); the U.K. multiple HMV has two outlets; and Virgin is represented by a megastore in Dublin. Sell-through video, as in the U.K., is growing rapidly.

In the U.K., again as a matter of reference, the number of independent outlets represents 50% of the total number of stores selling records in the country.

Naturally the media is a mixture of Irish and English and its effect is similar to neighboring countries in mainland Europe. All U.K. print media is distributed in Ireland (there are four Irish national daily newspapers) and all U.K. television channels are received through cable. There are two Irish TV stations with a further one to come on air later this year.

The live performance scene in Ireland is vibrant with most major artists (Michael Jackson, Bruce Springsteen and others) including the country in their European tours.

And as for the local artists, I conclude where I began—with the musicians. That all the major record companies in the world have Irish artists signed points to the fertility and richness of the country as a talent source.

Paul McGuinness, U2's manager, was born in Germany in 1951. His father was stationed in the Royal Air Force and Paul went to school in England, Malta and Aden, before settling in Ireland at the age of 10.

After studies at Trinity College, Dublin, he promoted concerts with Michael Deeny (an accountant who was later to manager Horslips). He then went to work as an assistant director of television commercials, after which he returned to music and managed Spud, a folk-rock band, for about a year.

McGuinness noticed how Michael Deeny "turned the music business on its head" in Ireland. Horslips were a cooperative band, with their own label, who invested Irish earnings in furthering their international aims. Horslips' Barry Devlin produced U2's "first real demos."

McGuinness believes that if a band doesn't become No. 1 in their own town, they're unlikely to make it big elsewhere. He built U2's supergroup career accordingly, starting in Dublin clubs and meticulously masterminding the parallel growth of recordings and live work.

Nowadays, he's active on behalf of the local industry. He told the Arts Council: "The kids are trying to get hold of guitars and drums, not paint brushes and potters' wheels," and called for recognition of the Irish music industry.

In December, 1988, he joined the board of the Arts Council at the invitation of the Tsoiseach (Prime Minister).

At home and abroad, he and U2 lend their support to a variety of causes. In March, McGuinness and The Edge, of U2, travelled to Moscow for the launch of the Greenpeace album.

Paul McGuinness's business interests include music publishing, a record and distribution company, commercial television and an advertising agency.

A conversation between Paul McGuinness, U2's manager, and Ken Stewart, Billboard's correspondent in Ireland:

BB: When you first met U2, who was looking after their bookings?

McGuinness: Adam Clayton. He was the only member of

Always Own and Control Your Own Songs Like U2 Do UNLESS YOU'RE A HOMETOWN HIT, YOU'RE UNLIKELY TO MAKE IT BIG

the band not at school. He had been expelled and had time on his hands. He'd had little business cards sprinted and was quite good at getting support gigs. He came to see me and played me this rather coarse tape. I was so much not in the music business that I didn't even have a tape player. I had a telephone answering machine, which I played the tape on.

BB: There was strong support in Dublin in those early days, when it really counted. Jackie Hayden at CBS went out of his way to promote the band.

McGuinness: Jackie tried very hard to get CBS London interested. He was the local A&R promotions guy, but the authority to make a major international signing came from London. Though the English company was interested, they were not interested enough to make the kind of deal we required.

And even though we made an interim deal with CBS Ireland, for

being on the rock'n'roll map, as an A&R source. Contrast that to now, in 1989. I rarely take a flight from London without bumping into an A&R man. There are droves of them coming to Dublin. There has to just be the merest whisper before A&R people come straight over to check it out.

That's good and bad. It means the bands burn brightly and quickly and maybe don't get the opportunity to develop a little more before they get inspected and decisions are made.

BB: When you delivered the keynote address at the 1988 New Music Seminar, you talked about the "unhappiness and bitterness of people who believe in what they've they're doing and can't get anyone to listen to their tape, or give them a record deal." And you admitted: "I've been in that unhappy and bitter frame of mind, though it was a while ago now." What circumstances did you have in mind, and what did it teach you?

McGuinness: I was describing something that anyone who has ever tried
(Continued on page I-10)



Paul McGuinness (center), manager of U2, with Bono (right) and The Edge.

U2 THE HEART OF IRELAND



GAVIN FRIDAY THE FUTURE OF IRELAND



THE POGUES THE ROOTS OF IRELAND



ISLAND™

IRELAND: 'Artistic, Creative, Professional and Very Cost Effective,' Says Top Record Producer

Bill Whelan is one of Ireland's busiest and longest-established record producers. He recalls: "I did my first session around 1973. At that time, when you went abroad with anything from Ireland, you had a great problem trying to connect with people and making them regard Ireland as a serious place to come to. Now it is taken very seriously."

Whelan is also an arranger, composer and music publisher who has worked with Van Morrison, Kate Bush, Johnny Logan (for whom he produced two Eurovision Song Contest

winners), U2, the Waterboys, Elmer Bernstein, Billy Goldenberg, and Harry Rabinowitz.

So what does he think attracts music industry people to Ireland?

"I've worked in many other countries and I find that Ireland combines a very high artistic, creative and professional level from everyone involved, with good humor and a generally pleasant workplace.

"Secondly, Ireland is very cost effective. You can work more cheaply here than any other place, certainly with re-

gard to film music.

"On a project we finished this spring, a major American film score involving 10 recording sessions with a 50-piece orchestra in each section, there was a saving of over 40% on the American price, and that included air fares and accommodation."

As a working musician (and a former member of the celebrated Moving Hearts), Whelan is in constant touch with "a tremendous talent base. There are a lot of young people in Ireland making music, a lot who are good at it, and it's encouraged to a high level within the community.

"It's important that we have a living Celtic tradition, which makes the input of Irish musicians unique in relation to their counterparts throughout the world."

The new breed of young traditional players are proud of their own tradition, but they're keenly aware of modern trends and are eager to interact with modern rock musicians, Whelan says.

"There used to be a school of thought that mummified traditional music, kept in a glass case, almost ghettoized it. Now, it's very much out in the world and on show and you find, say, the uilleann piper Davy Spillane working with people from other areas of music.

"John Sheahan of the Dubliners moved around a lot. Kate Bush has used Irish musicians on her new album. Davy Spillane and Donal Lunny are with Elvis Costello on the 'Spike' album."

Donal Lunny, one of Ireland's finest and most discriminating musicians, a gifted multi-instrumentalist, arranger and producer, was a key force in the making of the seminal album "Prosperous" almost 20 years ago, also working with Planxty, the Bothy Band and Moving Hearts.

Whelan serves with several industry bodies and is chairman of the Popular Music Industry Assn., founded three years ago to set up and fund the position of popular music officer in the Arts Council.

"We're currently awaiting a report from Keith Donald on the state of the industry. When that arrives, the PMIA may involve itself in other activities.

"The record companies are upset by the way the industry is being hit by home taping. The PMIA is examining what legislative improvements could be made, whereby revenue lost to the artist can be gathered up."

Whelan thinks it essential that administrators at government level should be assured that the music industry is a "real" industry.

"Recently I was invited to a meeting of Dublin Chamber of Commerce. It was, in effect, the local business community saying they acknowledged the music industry was important for exports and for creating an awareness of the city. And they wanted to know how they could help encourage this, which I felt was a very forward-looking move.

"There was also a meeting with the minister for trade and marketing, and that was another attempt to create some kind of dialog with our industry and the government.

"But I think the semi-state bodies and the financial institutions have to be aware that this is a serious industry, that it gives employment, that it's very much a major potential export."

'SUMMERFEST' SERIES

The right song can propel an artist to fame in a very short time.

Nanci Griffith's immense popularity in Ireland has a great deal to do with Julie Gold's "From A Distance," one of the most popular songs in this country for the past couple of years.

Maurice Cassidy is presenting 24 Nanci Griffith concerts July 7-Aug. 10. Cassidy, whose interests include retail outlets and a commercial radio station, represents Maura O'Connell, Phil Coulter, Tommy Makem and Colm Wilkinson and, at times, the Chieftains.

Coulter, whose easy listening piano albums have sold a remarkable 600,000 units on the Irish market, is currently recording his sixth album in London.

Cassidy's 30-concert "Summerfest" series, at the National Concert Hall, will feature Nanci Griffith, the music of Andrew Lloyd Webber, Eartha Kitt, Shaun Davey's music, Maura O'Connell, and Phil Coulter.

Colm Wilkinson, whose latest album is "Stage Heroes," will play 12 concerts at Dublin's Gaiety Theater in June, and London's Royal Albert Hall on June 26.



35A, Barrow Street, Dublin 4.
Tel.: 684966. Fax: 684859

REHEARSAL FACILITIES

Rehearsal Facilities include three studios equipped with full monitor systems.

PRODUCTION REHEARSAL

Production Rehearsal Room 70ft by 40ft with 3-phase, staging, and Production Office.

Equipment Hire and Maintenance
Transport and Storage.

RINGSEND ROAD MUSIC GROUP DUBLIN, IRELAND.



Ringsend Road Music Group is a group of companies offering a complete range of musical facilities, which include:

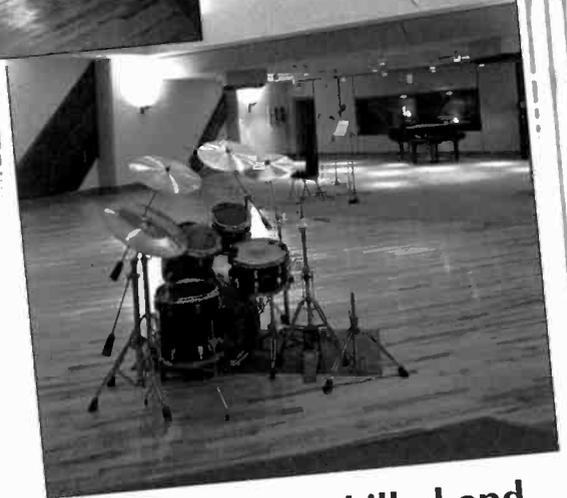
- *State of the art 48 track recording studio (3500 sq feet in total).
- *24 track recording studio.
- *Post production studio.
- *Record label.
- *Artist management company.
- *Sponsorship company.

The policy of the group is to develop a wide range of artists and repertoire, for both the domestic and international market.



RRMG is forging strong links with similar companies in Europe and North America.

RRMG is backed by the comprehensive resources of Development Capital Corporation, who have been involved in all aspects of the formation of the company.



Ringsend Road Music Group is a highly skilled and professional company now encouraging active partners around the world.

Contact Clive Hudson or Andrew Boland
Telephone: Dublin 685567 and 685630.
Fax: Dublin 390855 and 685352.



20 RINGSEND ROAD, DUBLIN 4, IRELAND
TEL (01) 685567/685630 FAX (01) 390855

PLATINUM AWARD WINNING ARTIST

Nanci
Griffith



20 SELLOUT CONCERTS IN 1988

LOOKING FORWARD TO YOUR
24 CONCERT TOUR IN '89

CONCERT PRESENTATION - MAURICE CASSIDY FOR



FIFTY SEVENTH STREET

65 GRAFTON STREET, DUBLIN 2, IRELAND.
TELEPHONE 714855/714239 FAX 795634

IRELAND

Unsigned Bands Rock Cork

Next weekend, from May 26, Friday to Sunday, Radio 2FM will present some 15 unsigned rock bands in Ireland's second city, Cork.

Ian Wilson, producer of the event, says: "We put them on over three days in a club and invite people in the industry to take a look at them. They do that to some extent in London's Mean Fiddler during Irish Rock Week, but Cork Rock is more comprehensive.

"Last year, we came up with a few acts that surprised people, like Black Velvet Band and the Carrellines, from Derry. This year we'll have another roster of unsigned acts, some of whom will be completely new to the record companies."

Among them is a Dublin quartet, the Foremen, says Wilson. "Over the last 15 months, they've built up probably the biggest live following of any youngish band in Dublin. Record companies haven't really noticed them yet because record companies don't notice these things till after they've happened, by and large.

"Their gigs are the nearest to teen hysteria you're going to see in Ireland in a long time. I haven't seen hysteria like it since the Boomtown Rats."

For 10 years, up to a few weeks ago, Ian Wilson was producer of Ireland's most influential contemporary music radio show, hosted by Dave Fanning. It's now produced by Jim Lockhart, an experienced rock musician through his years with the Horslips, though Wilson continues to record bands for the program.

"It's one of the very few radio shows in Europe that plays bands' demos. Then, if we like the demos, we bring the band in and record them. There isn't a single band signed from Ireland to a major international contract that hasn't done a session for us. We've never missed one yet."

Dave Fanning is convinced that the three things that brought about the current, hot state of the industry are U2, Hot Press magazine and Radio 2, the national pop radio station. They all started in the late 1970s.

By way of contrast, in the early 1970s, Phil Lynott and Thin Lizzy had to leave Dublin and work from London; now London tends to come to Dublin.

"U2 have opened the world door," says Fanning. "It's up to every other band to come through it whichever way they like, with whichever music they have. The band that has benefited most, without a doubt, is Hothouse Flowers.

"On the radio show, we play three tapes every day. So if we get over 300 a year, and unemployment brings out the guitar in everybody, it's a full-time job."

"Check It Out," a six-part television series for then unsigned bands, was recorded last summer in Dublin's Olympic Ballroom, with interviews by Dave Fanning. It ended on RTE earlier this year. Among contributors were the Big Noise, the Dixons, Stars Of Heaven, Missing Link, Paul Cleary & the Partisans, Golden Horde and Fireflies. It was made by Windmill Lane Pictures.

4th Annual IRMA Awards

The fourth annual Irish Recorded Music Awards (IRMA), sponsored by the National Dairy Council, were presented by Gerry Ryan and televised live from the National Concert Hall, Dublin, in March this year.

The winners, selected by readers of the RTE Guide, from original nominations made by Irish record companies, were:

Best international female singer, Kylie Minogue; best international male singer, Phil Collins; best international group, U2; best Irish group, Hothouse Flowers; best Irish female singer, Enya; best Irish male singer, Chris de Burgh; best new Irish act, A House; best new international act, Bros; best folk/traditional act, the Dubliners; best country/MOR act, Daniel O'Donnell.

Members of the local IFPI group made a special award for outstanding contribution to the industry of John Woods, who was a 30-year business veteran until his retirement as Irish chief of PolyGram last summer.

Guest acts included Elvis Costello, Christy Moore, Deacon Blue, Living In A Box, the Reynolds Girls, Texas, and award winners Enya and A House.

IRMA chairman Freddie Middleton described the event as "a public relations exercise for the industry, a platform to allow record companies to showcase acts and to involve the public in voting for their favorite artists."

The IRMA ticket proceeds of some \$15,000 went to the National Children's Hospital.

Among industry figures who flew in for the awards were Rob Dickins (WEA U.K.); Paul Russell (CBS); John Preston (BMG), Hein Van Der Ree (PolyGram), Roger Ames (London Records), Phil Cooper (Island) and Tony Powell (MCA).

U P P R O N T
M A N A G E M E N T

EXCLUSIVE
WORLDWIDE
REPRESENTATION

Artists:

CLANNAD

CRY BEFORE DAWN

Producer:

GREG LADANYI

Upfront!
MANAGEMENT

14/15 Sir John Rogerson's Quay, Dublin 1.
Telephone: 714344. Fax: 714151.

C L A N N A D
M U S I C L I M I T E D

IRELAND'S

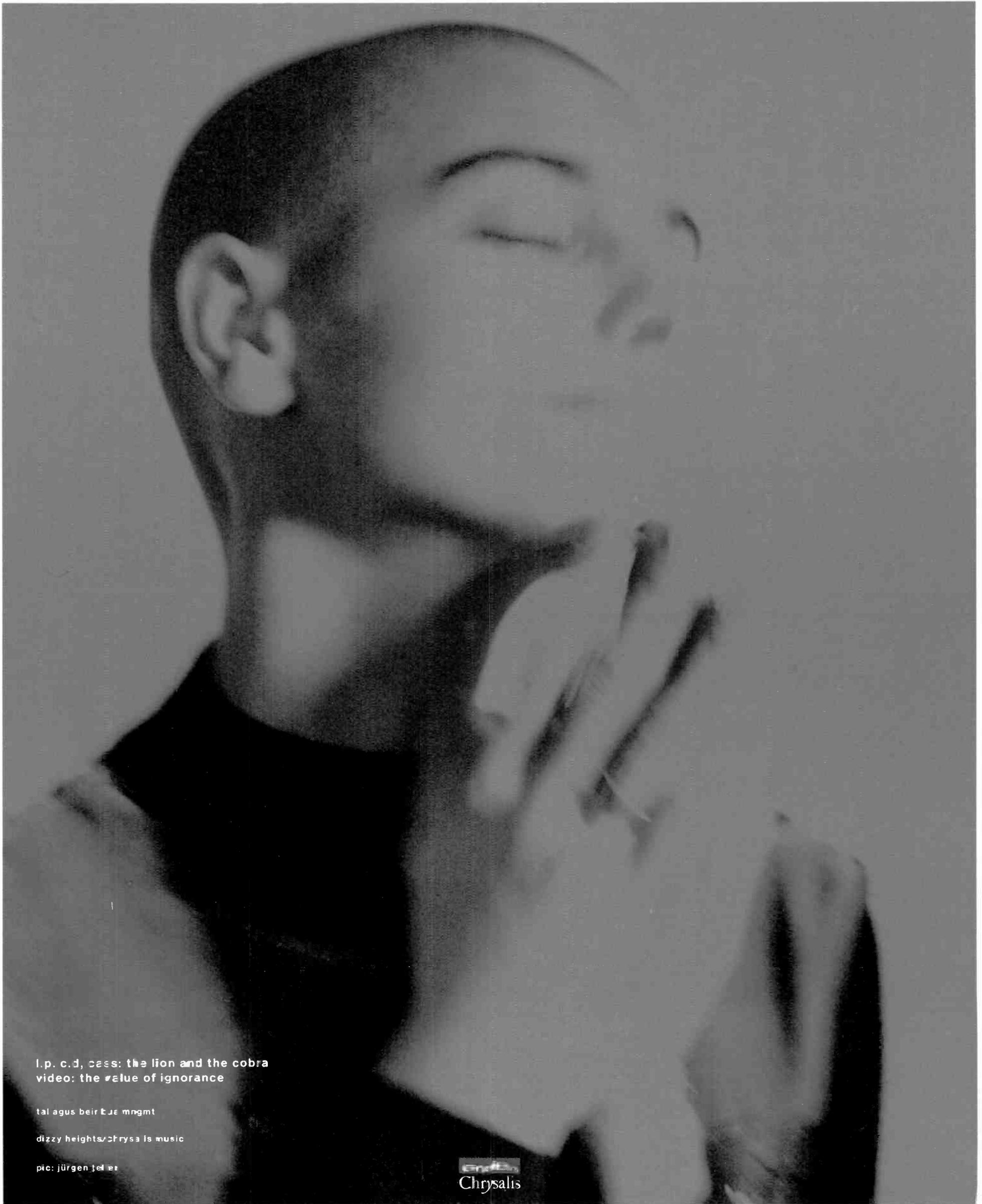
LARGEST

INDEPENDENT

PUBLISHER

PUBLISHER OF IRELAND'S
MULTI-AWARD WINNING ARTIST
CLANNAD

14/15 Sir John Rogerson's Quay, Dublin 1.
Telephone: 714344. Fax: 714151.



l.p. c.d. bass: the lion and the cobra
video: the value of ignorance

tal agus beir kje mngmt

dizzy heights/chrysalis music

pic: jürgen telzer

Enthos
Chrysalis

CELTIC MUSIC

...The Next Generation

Green Linnet Records,
Tapes & Compact Discs

"An outstanding collection, including The Bothy Band, Silly Wizard, & Patrick Street... A classy, professional operation with a catalog to match."

—SOUND CHOICE

Donnelly, Seamus Ennis, John Faulkner, Liza Doolittle, The Bothy Band, Eileen Ivers, Dónal O'Sullivan, Pádraig Keane, Charlie Seaton, Brian Byrne, The Lyons, John McComiskey, Arty McGlynn, John McVie, Seamus McGuire, Matt Molloy, Mick Moloney, Christy Moore, Moving Hearts, Brendan Mulvihill, Mairead Ni Dhomhnaill, Garry O'Briain, Pádraig O'Connell, Martin O'Connor, Micheal O'Domhnaill, Eugene O'Donnell, Jerry O'Sullivan, Rare Air, Tommy Reck, Relativity, Joe Ryan, Tommy Sands, Joe Shannon, Sileas, Silly Wizard, Spirit of the West, Andy Stewart, Patrick Street, The Tannahill Weavers, Touchstone, Gerald Trimble, John Whelan

USA: Green Linnet Records • New Canaan, CT 06840 • 203/966-0864
UK: Green Linnet Records • Edinburgh, Scotland 031/554-1239
Ireland: Distributed through Son Records by Record Services Dublin • 01/711141

AIKEN Promotions

JOHN MEEVA,
JONI MITCHELL · BOB DYLAN
GEORGE BENSON · STEVIE NICKSON · SIMON & GARFUNKEL
RORY GALLAGHER · ROBERT CRAY
CLIFF RICHARD · THE BANGLES
HOTHOUSE FLOWERS · THE ROLLING STONES
BRYAN FERRY · DURAN DURAN · JOE JACKSON
DIANA ROSS · THE PRETENDERS · LOU REED
AC/DC · DON McLEAN · TOM JONES
ALISON MOYET · THE KINKS · BOB DYLAN
EVERLY BROTHERS · JAMES TAYLOR · UB40
JOAN ARMATRADING · CHRIS REA
NEIL YOUNG · PAUL SIMON · U2
DAVID BOWIE · A-HA · QUEEN · CHASE
LED ZEPPELIN · THE ROLLING STONES
RAGHER · ROD STEWART · ELTON JOHN
NEIL DIAMOND · BRUCE SPRINGSTEEN
WILLIE NELSON · TINA TURNER · THE PRETENDERS
MIKE OLDFIELD · SIMPLE MINDS · ZZ TOP
LEONARD COHEN · FLEETWOOD MAC · CHARLEY PRIDE · STEVIE WONDER · CHRIS DE BURGH · JULIO IGLESIAS · SINEAD O'CONNOR · BARRY MANILLOW

IRELAND'S PREMIER PROMOTERS
AIKEN PROMOTIONS
49 MALONE ROAD, BELFAST BT9 6RY,
N.IRELAND.
TEL: 381047. TELEX: 74473 AIKENG.
FAX: 682091.

IRELAND

PAUL McGUINNESS

(Continued from page I-4)

to get a record deal from scratch knows exactly. Where you ring up and send your tape, you know how good you believe it is, and try and make an appointment with an A&R man. You ring him up the next day and expect him to have heard it immediately and to be able to react, and you want him to agree it's great. Very often it doesn't get listened to at all. The whole process... is very casual and hurtful. Harsh.

Tapes arrive here at Principle Management in Dublin because people want me to help them get deals, or tapes arrive for our own record company, Mother Records. I hope we're a little more humane than some of the people I've dealt with. I suppose that's all I was saying. I'm glad that period ended with U2 getting a deal.

I would just say to anyone reading this who works in a record company that every one of those tapes that comes through the letterbox represents many weeks of work and sweat and effort by somebody or other, and if you're lucky to be in one of those A&R positions, you should respect the people's work that you're being asked to survey.

Making a tape was expensive, getting to London was expensive, and very often I didn't think the tape was getting the attention or scrutiny it deserved. The fit do tend to survive: that's the awful truth. If you're not fit enough to go through that process, it's probably an indication of not being fit enough to survive in the industry at large.

BB: How do you see the ideal relationship between band and manager?

McGuinness: Basically, they should be partners, and if the manager believes in the band, that's the main qualification. You should really like the band. The guys in U2 and myself have known each other for a long time now, 11 or 12 years. I'm delighted that we're still friends. There's a lot of shared experience.

We've been on that autobahn, in the rain, with that broken-down van. There are some horrible memories. There's a kind of blur in the early period of U2. We toured all over the world, not all the time in salubrious circumstances. We didn't have a lovely tour bus. We didn't fly first class. We didn't stay in good hotels. We stayed in terrible hotels, drove our own van, worked incredibly hard for long, long periods of time.

BB: Would you say that by and large the lot of a successful 1980s band is a big improvement over the 1960s?

McGuinness: The pattern of the music business since the Beatles has been the gradual increase of what I would call artist power. There's been a growing body of knowledge about the legal side of the business, about what margins the price of a record, or a concert ticket, will bear, in terms of what the artist gets paid and so on. There have been very big changes.

The Beatles' early royalty rates were 1% or 2%. Ours, I'm very happy to say, are much, much more than that, more like 10 times that: a huge increase in proportionate power. Concerts used to be put on by promoters. The promoter would buy the act for whatever its rate was, put the act on in whatever building he could get, sell as many tickets for whatever he could get, and keep the difference.

Nowadays it's completely different. We employ the promoter, we set the ticket price, and we set the percentage, if you like, of the net profit he's allowed to have. We're no longer in thrall to music publishers. U2 own every song they ever wrote. Compare that to the experience of the Beatles. How awful it must be for Paul McCartney. It's up to Michael Jackson whether or not Paul McCartney's greatest songs are used in television commercials. It's nothing to do with him. It's a daily humiliation for a great artist and a great writer like Paul McCartney to have lost control over his own work.

For U2 and myself, that kind of humiliation is not part of our experience because we were smart enough and, if you like, they were courageous enough, to pay for the privilege of not being in that kind of deal.

Sure we could rent U2 songs out to advertisers and all sorts of users, but as far as I'm concerned that is unacceptable. Rock 'n' roll ought to have more respect for itself.

What's really appalling is that Michael Jackson does it. Alright, he doesn't make different rules for himself to the ones he makes for the Beatles' song catalog.

Sponsorship is a real bugbear of mine. Rock'n'roll, till comparatively recently, has been one of the free and independent forces in our world, compared to the other media—network television, the way the newspapers are organized, the constant barrage of advertising and promotion that everybody in the world has to put up with.

Till recently, if you went to a rock concert, you knew that was the one place where you weren't going to have an advertiser in your face.

The World's Most Fortnightly Music Paper



Available on subscription, by post, every fortnight. Keep up to date with what's happening (and what should be happening) on Ireland's vibrant music scene.

Including interviews, tour schedules, singles reviews, album reviews, video, live gigs, regular industry up-dates, comment and controversy.

Hot Press is the voice of Ireland's music industry — listen to it. Read it.

Available on subscription, by post, every fortnight.

SUBSCRIPTION RATES:

USA/Canada: £65, Britain: £25, Ireland: £25, Rest Of Europe: £39

Name

Company

Address

Post to Hot Press, 6 Wicklow Street, Dublin 2, Ireland.

For further information: Call Dublin 795077 (8 lines).
Fax Dublin 795097



still keeping Ireland safe for rock'n'roll!

That's no longer true. Most rock'n'roll touring is now heavily sponsored. I'm not suggesting it should be made illegal. I'm just very disappointed and saddened that so many great artists have succumbed to the lure of the buck.

BB: Do you think sponsorship is acceptable sometimes? For newcomers trying to carve a niche for themselves in the business?

McGuinness: Well, I'm in danger of caricaturing myself there. I'm not actually telling other people what to do. Michael Jackson is a tremendous artist with phenomenal achievements behind him, one of the greatest voices and greatest songwriters of our day, one of the greatest entertainers of all time. How can he possibly go round after a show and meet all the Pepsi bottlers, after doing a show as good as that, and why should he want to? How come the price he is offered is acceptable?

On the other hand, a small club gig that is sponsored by Miller beer or something might not even be there unless Miller was sponsoring it, and it would be very hard to say I'd prefer not to have the gig. No, it's not a simple question. I just think it's gone far too far for my taste, and the acts I have most respect for don't do it.

BB: U2's Mother Records has had some success to date with one-off record deals. Now, you're releasing albums, starting with Stano.

McGuinness: The successes have been successes of estimation. We've managed to spot groups who were good enough to make a single and have subsequently been picked up by international labels. Hothouse Flowers obviously are the best known, but Cactus World News were signed by CBS, In Tua Nua by Island and Virgin, Tuesday Blue by EMI America. There's a good pattern or A&R spotting.

The thing about Stano is that he's been making LPs for a number of years, low-budget independent LPs he's marketed himself in Germany and England and Ireland and covered his costs. We're quite happy to provide a vehicle for doing that a bit more efficiently, but it's not really to be compared with the major financial investment required, say, to launch a gigging rock band on the European or world market. Stano's pretty avant garde, very good at what he does.

We've signed another band called The Word, who are going to make an album. They're more mainstream. But in a year like this, when U2 are not touring, we've had time to reorganize Mother. We tried having it run from London, but that didn't work. We moved it back to Dublin and got Dave Pennyfather to run it, and it is now within a structure where we distribute records in Ireland (Record Services), so it's no longer a completely philanthropic loss-making venture.

BB: What do you make of the mixed critical reactions for "Rattle & Hum?"

McGuinness: The controversy surrounding "Rattle & Hum" is a breath of fresh air. After all those years of adoring prose, it was really great to stir up a bit of dissent. When we were putting together the "Rattle & Hum" project, we kept saying: "This is really going to annoy a lot of people; this is going to infuriate some of the people we know." And sure enough, it did. I'm delighted about that. It's a sidestep of a record. People will tell you that "The Joshua Tree" is a masterpiece. I don't know if that's too great a word.

I like "Rattle & Hum" because it's a trouble-making record. The next one, I don't know what that will be like. It will be a studio record, obviously, and as ambitious as all the other records they've made.

BB: Where will U2 tour next?

McGuinness: What we must do, out of fairness to the fans in those territories, we must play New Zealand, Australia and Japan, because we knocked off that leg of the last tour in order to complete the movie. We haven't been there for a very long time. We're due in New Zealand-Australia in October-November. That'll be a two-month stay.

BB: When you look at the musical landscape in 1989, what are your impressions?

McGuinness: Dull enough. The re-emergence of the singer-songwriter is interesting enough: Tracy Chapman, Tanita Tikaram. Guns N' Roses I like, because they understand the basic rule of rock'n'roll, which is that a great rock band is made up of 99% attitude. That's what makes them a great band, what made the Who and the Rolling Stones great bands—and what makes U2 a great band. The crop of big hair, heavy metal bands, the post-Bon Jovi bands are utterly awful, but there are always going to be imitators and cannon fodder for the arenas, and that's what those groups are.

Black music is very dull at the moment, except for rap, which I must admit I've been writing off for years. I thought rap was the dulllest and most circular form of popular music I'd ever even imagine. There's something happening in rap that I'm just beginning to understand and like. There's been 10 years of rap and I keep expecting it to go away, but it's not. It's street music. It's easy to make with the new generation of instruments. You can buy the instruments in a super-

market to make modern electronic music.

BB: Besides U2, you manage the Pretenders.

McGuinness: Chrissie Hynde is an old friend of mine. I always said I would never manage anyone else, but I was such a big Pretenders fan that when she decided to change managers I found it very difficult to refuse. A lot of the people I do business with were already doing business with her. She doesn't see the music business at all in the way U2 do. She has another agenda that includes animal rights and vegetarianism and she's a mother of two small children.

She has other things on her mind apart from conquering the world with rock'n'roll, and so her rate of work tends to be less. I hope to release the next Pretenders' album in September. I think Chrissie is the finest female singer in the world and a tremendous and idiosyncratic songwriter as well. A very unusual, eerie talent.



TOP: The Fureys & Davey Arthur; Bottom: Leslie Dowdall of In Tua Nua.



SATURDAY MAY 13th

CHRISTY
DIGNAM
MISSING LINK
SOMETHING
HAPPENS

SUNDAY MAY 14th

A HOUSE
ELLA MENTAL
THE FOUR OF US
THEE AMAZING
COLLOSSAL MEN



INTRODUCED BY DAVE FANNING

CONCERTS BEING FILMED FOR RTE



T.V. SALES INQUIRIES TO:
DAVID COLLINS AND BILL HUGHES
GREEN APPLE PRODUCTION, DUBLIN
TELEPHONE: 711711 FAX: 774710

INDEPENDENT TERRITORY FOR PUBLISHING PURPOSES

INDISPENSIBLE FOR FINDING ACTIVE SUB-PUBLISHING PARTNERS.

IN IRELAND CONTACT RIMPA: 15 HERBERT STREET, DUBLIN 2. TELEPHONE: 614844.

RIMPA

REPUBLIC OF IRELAND
MUSIC PUBLISHING
ASSOCIATION

PAT EGAN SOUND LTD.

MERCHANTS COURT, 24 MERCHANTS QUAY, DUBLIN 8.
PHONE: 796792 / 795754 / 797700. FAX: 797495

**MAJOR PROMOTERS/AGENTS
FOR LEADING IRISH ACTS**

IRELAND

including: CHRISTY MOORE, DAVY SPILANE, WILF BOTHERS
MARY BLACK, PHILIP CONNOLLY, DOLORES KEANE, ARCADY

SOLE BOOKING AGENT FOR MAJOR VENUES

BAD BOBS ... Ireland's Premier Country Music Venue

Midnight at the OLYMPIA ... Late Weekly Rock Gig (Cap. 1300 Olympia Theatre)

THE WATERFRONT ... Live Rock and Blues Night Club

THE PURTY LOFT ... Major new Country Rock and Traditional Bar Venue

This company is proud
to have promoted some
of the World's Great
Stars including
ELTON JOHN
DIONNE WARWICK
QUEEN
GEORGE MICHAEL
ERIC CLAPTON
BILLY CONNOLLY
SHIRLEY BASSEY



IRELAND

STUDIOS

(Continued from page I-3)

He remembers it as an exciting time, when rock bands were beginning to break through on a scene hitherto dominated by showbands, and when pirate radio was just getting under way.

"Down the road from Keystone, Dave Fanning was in Big D, and stuff used to come out of the studio on cassette and be played on the air that night. That's what was going on 10 or 11 years ago. I think there's something similar now, far more together though. The energy level of the different bands in Dublin has the same vibe about it.

"The Boomtown Rats and U2 came out of that era. The same thing's happening now. Some bands might take five or six years to make it big. At the same time, there are a lot of non-Irish record labels who are signing everything, left, right and center, and have dropped them, and that's very difficult to recover from. There's more greed around than there was."

Boland stresses the fact that Ringsend Road can cater for an 80-piece orchestra comfortably.

"It couldn't have been done in Ireland before, and there's a lot of interest in that. For instance, we've had Elmer Bernstein in and he's very interested in doing a lot of film score work.

"The orchestras here are really good and a quarter the price of those in America or the U.K. and there's a good working atmosphere. It's an awful lot cheaper to record here. For a studio our size, \$120 an hour is very cheap. There aren't that many studios anywhere with a room as big as ours."

WINDMILL LANE: Three of the best-selling albums worldwide in recent years were recorded at Windmill Lane Studios in Dublin: "Roll With It," Steve Winwood; "Hysteria," Def Leppard; and "The Joshua Tree," U2.

More than any other act, U2 have become identified with the studio, leading some to think they own it.

Windmill partner/recording engineer Brian Masterson sets the record straight: "U2 are a big part of Windmill's

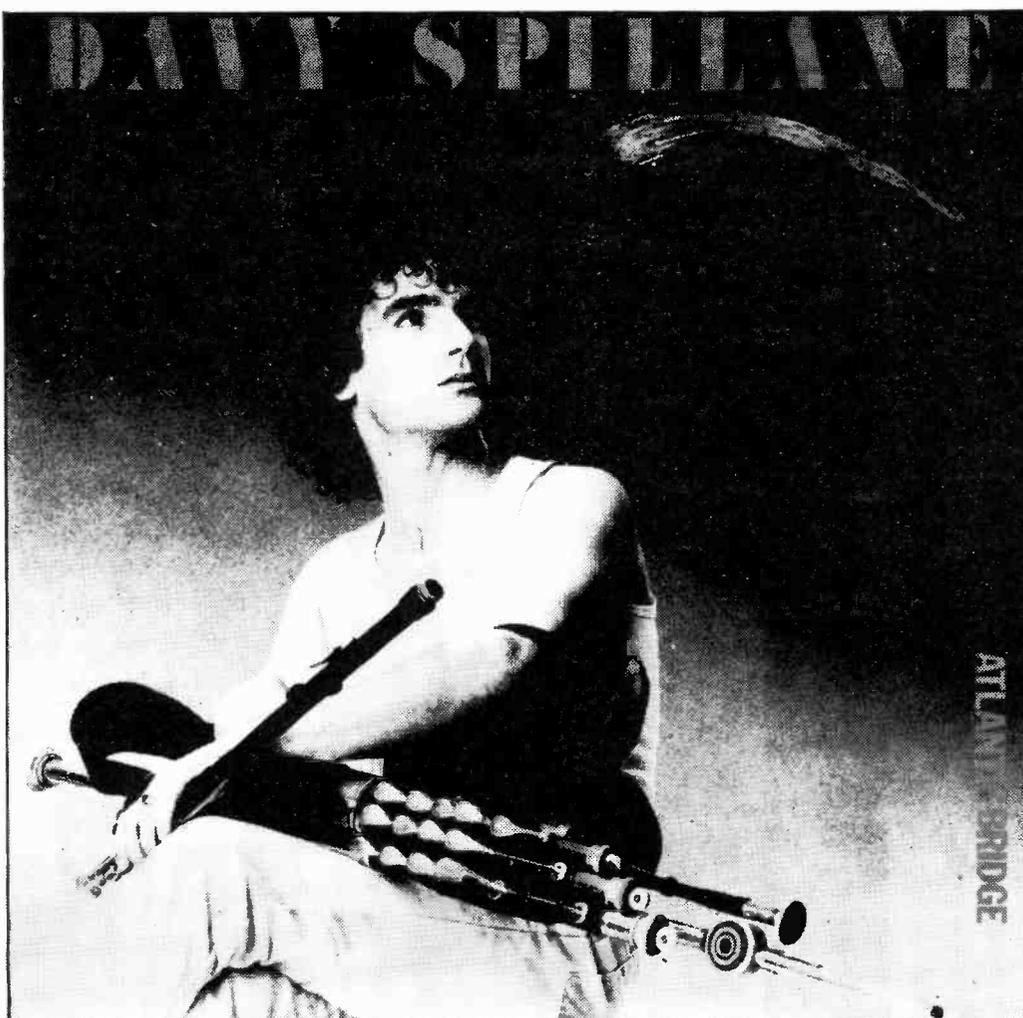
**Possibly the best
"World Music"
album ever recorded
in Ireland**

**Davy Spillane
'Atlantic Bridge'**

Produced by P. J. Curtis

*A superb blend of musical cultures
featuring International Musicians
Albert Lee, Bela Fleck, Jerry Douglas
along with fellow members of Moving Hearts.*

Davy Spillane is a master pipes player who has now done session work for - Van Morrison, Chris Rea, Kate Bush, Gerry Rafferty, Elvis Costello and Enya.



Contact John Cook at Tara Records Ltd., 8 Anne's Lane, Dublin 2,
Ireland. Telephone: 01-776921. Fax: 01-791314.

Tara

IRELAND

success, but they're not owners. I think Windmill Lane and U2 have done a lot for the Irish recording scene in the last 10 years. It's just a happy coincidence that we've grown up together and they continue to be clients of ours."

Windmill Lane has three studios. Studio 1 (rented hourly but more often on a daily rate at a little over \$1,420) has an SSL console, 48 channels with total recall and can take about 50 musicians. A great deal of movie music recording has been handled there recently.

"In August 1988," adds Masterson, "we opened a live room as a sort of addition to Studio 1 which gave us a lot more space and the ability to have two very differing acoustics in the one complex.

"Studio 2 costs just over \$70 an hour or \$1,065 a day and is aimed at the home market, which is obviously very budget-conscious. It's 24-track and accommodates about 22-25 musicians.

"Studio 3 serves two functions at present. It's where we do a lot of our video and post-production in terms of sound. It's very well set up for that and it's also the computer music studio, including the Fairlight series 3, emulators and a whole host of different keyboards, synthesizers, drum machines and things like that.

"Dennis Wood and John Donnelly operate it in conjunction with ourselves."

Masterson thinks European studios generally find it difficult to attract American acts. "We all have our exceptions and we had a major film project in just before Christmas, 'Around The World in 80 Days,' a television show from Los Angeles.

"I think it's well worth Americans having a look at Europe. The obvious disadvantage is that it's a long way. But there are advantages as well, different ways of doing things and different influences, and a pool of local musicians.

"People like Kate Bush have shown the way by coming to Dublin, not just because it's another city, but by immersing herself in the pool of talent and drawing ideas from it. I think that cross-fertilization is really important.

"Irish music has yet to achieve the worldwide impact that, say, reggae, or some other ethnic types, but I know it will happen one day."

Brian Masterson engineered Van Morrison & the Chieftains' "Irish Heartbeat," an ethnic album nominated for a Grammy this year.

He's well aware that some Americans are apt to express strange notions about the nature of Irish life in 1989. The old "stage Irish" image of leprechauns and shillelaghs persists to some degree.

"We've had people ring up who are coming over from America and they ask things like 'do you have heating in your hotels?' There's inclined to be this view that somehow they're going to be sitting around turf fires and stuff like that. One phone call to Fiona will quickly put that in perspective."

Studio manager Fiona Whelan is used to setting people's minds at ease on such matters. Whether it requires exchange rates information, finding a house, a babysitter or a courier, it's easily arranged.

"One of the things we pride ourselves on is treating people as individuals and precisely matching up to their needs," says Brian Masterson.

"It's interesting that when Terence Trent D'Arby came here to record, his request was that he wanted to stay in a castle. We said fine, there are plenty of castles in Ireland, and he ended up with a choice of four or five castles."

WESTLAND STUDIOS: Near Dublin's city center, Westland Studios is a complex designed in 1985 by Eastlake Audio. Eastlake's David Hawkins: "Our brief was to develop a world-class recording facility. We're confident that the realized standards of studio and control room performance satisfy these requirements."

Equipment includes a Solid State Logic 4048 console with 36 channels. Capacity is 30 musicians. Recording/mixing with total recall, and engineer, works out at some \$105 an hour.

Studio manager Deirdre Costello says that most of Ireland's country music output is recorded at Westland. Among clients are Daniel O'Donnell, Mick Flavin, John Hogan, Simply Red, Christy Moore, and Bagatelle.

Westland is owned by Brian Molloy and Tom Costello, music business veterans whose interests include the Hawk and Lunar record labels, publishing, and the annual festival week of television concerts in association with RTE, which has generated such spinoffs as television albums and videos.

THE FACTORY: The Factory, set in the heart of Dublin, offers rehearsal and production facilities, equipment hire, maintenance, transport and storage.

It supplies the home and international rock industry with sound and lighting equipment, trucking and crews.

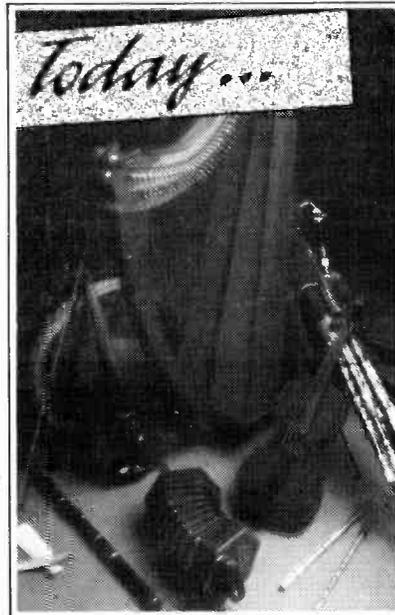
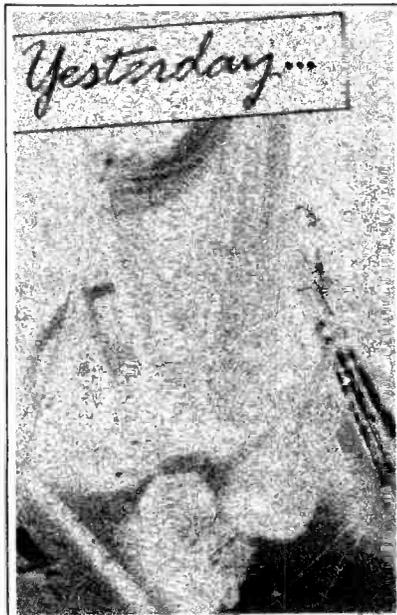
(Continued on page I-16)



Irish Records and Tapes, Inc.

America's Largest Importer, Manufacturer & Distributor Of Irish Records, Tapes Compact Discs & Videos.

Celebrating 20 Years Of Bringing You Ireland's Great Recording Artists Of



Frank Patterson • James Last • Noel V. Ginnity • Hal Roach • Paddy Noonan
The Furey Brothers • Tony Kenny • Jim McCann... And Many Others

Rego Irish Records & Tapes, Inc.

64 New Hyde Park Road, Garden City, New York 11530

(516) 328-7800

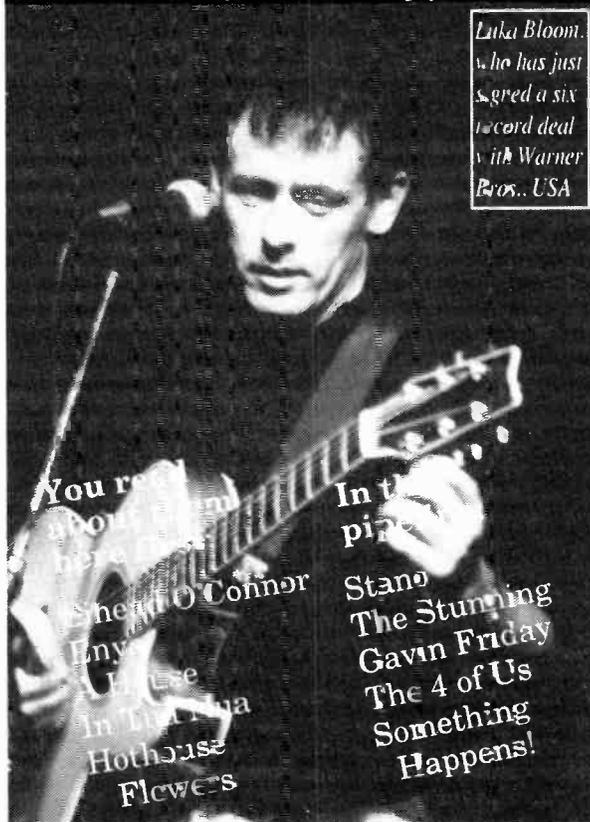
Member of NAIRD

1-800 854-3746

IRISH ECHO Keeps America Tuned!

The number one Irish American weekly in the country for over sixty years.

Luka Bloom, who has just signed a six record deal with Warner Bros. USA



BE PART OF IT.

Call 212-686-1265 Fax 212-686-1756 Write Irish Echo, 309 Fifth Ave., New York, NY 10016

THE INTERNATIONAL IRISH CONNECTION

McDonagh Associates

ARE PROUD TO REPRESENT EXCLUSIVELY

THE FUREYS & DAVEY ARTHUR

IRELAND'S FINEST INTERNATIONAL FOLK GROUP



And to be associated as creative consultants with the International Success of projects from DANIEL O'DONNELL, DANA, DE DANANN, THE DUBLINERS & THE POGUES, SHAUN DAVEY, FOSTER & ALLEN, THE BRENDAN VOYAGE, GREEN VELVET, GRANUALLE, THE IRISH RM TV, FRANK KELLY, VAN MORRISON, MARY O'HARA, RITZ RECORDS, ROSE MARIE, A SONG FOR IRELAND AND MANY MORE.

McDonagh Associates Music Management & Creative Consultants
Regent House 235-241 Regent St, London W1R 7AG, England
Tel: 01 493 1610 Fax: 01 408 0065 Telex: 27498

CHRISTY MOORE



U.S. TOUR - MAY 1989

SAN FRANCISCO
THURSDAY 11TH
ZELLERBACH AUDITORIUM,
BERKELEY

LOS ANGELES
FRIDAY 12TH
UCLA
WADSWORTH THEATRE

VANCOUVER
SUNDAY 14TH
THE COMMODORE
BALLROOM

PITTSBURG
THURSDAY 18TH
SOUTH HILLS THEATRE

TORONTO
FRIDAY 19TH
THE MUSIC HALL

BOSTON
SATURDAY 20TH
SOMMERVILLE THEATRE

NORTHAMPTON
TUESDAY 23RD
ACADEMY OF MUSIC

NEW YORK
THURSDAY 25TH
BEACON THEATRE

CHICAGO
FRIDAY 26TH
SATURDAY 27TH
SUNDAY 28TH
GAELIC PARK FESTIVAL

MATTIE FOX MANAGEMENT
DERRYNEEL, BALLINALEE, CO. LONGFORD, IRELAND
TELEPHONE: 043-23165 TELEX: 46770 MFOX EI FAX: 043-23376

IRELAND

IRELAND TODAY

(Continued from page I-1)

the need to attract more private investment into the entertainment industry, which he called "a fully-fledged business, with a key role to play in our economic recovery."

Five years ago we were less dependent on the top 50 albums; back catalog product accounted for 60% of total sales. Now, chart-based material predominates, which is something of a paradox, considering the megastores have made available a much greater range of back catalog, efficiently merchandised.

Peter Kenny, WEA's marketing manager, thinks the HMV and Virgin megastores have caused retailers to "revamp stores. The shops have become more professional in their attitude."

The arrival of the megastores brought the first big price-cutting war, which lasted about a year and closed many independent outlets.

The Irish market releases around 95% of U.K. repertoire to a population of 3.5 million. So, as PolyGram MD Paul Keogh notes: "There's a lot of product for very few purchasers." Marketing costs are high, as much as \$2,400 for a 30-second prime time television spot, with perhaps as few as 200,000 viewers.

The growing popularity of mobile music, via ghetto blasters, Walkmans, car stereos, has hit vinyl to the extent that cassettes account for 64% of overall sales, vinyl 31%, CDs 5%. There's nearly \$2.89 duty on a CD; cassettes are duty free.

1988 was the year when pirate radio operators were finally forced off the airwaves, to be replaced this summer by licensed local and national stations. Next year, Ireland's first independent commercial TV station will begin transmission.

Dave Fanning, whose Radio 2FM rock show is Ireland's most influential contemporary music radio program, thinks the currently hyperactive state of the industry was brought about by three factors: U2, Hot Press magazine, and Radio 2, the country's first national pop service—all of which began in the late 1970s.

Fanning agrees with those who regard Dublin, as a talent source, as the Liverpool of the late 1980s: "There are 1,000 really good bands out there, as good as anything you hear in the charts."

Some 15 of those as yet unsigned bands will be on view next weekend (from May 26) in Ireland's second city, Cork.

"We put them on over three days in a club and invite people in the industry to have a look at them," says Radio 2FM producer Ian Wilson.

Irish influences abound in mainstream rock. A notable recent example is Simple Minds' "Belfast Child," based on a traditional Irish air.

Van Morrison and the Chieftains rediscovered their roots when they joined forces for "Irish Heartbeat." It was nominated for a Grammy this year, as was Sinead O'Connor for "The Lion & The Cobra"; U2 won another two Grammys this year.

Sinead O'Connor's manager, Fachtna O Ceallaigh: "There seems to be much more freedom now for individual artists or groups to emerge with a style of their own, which isn't defined by Ireland's musical past or present. A huge range of brilliant music has come from Ireland over the past 20 or 30 years, whether from Van Morrison, Hothouse Flowers, Sinead O'Connor or Christy Moore, and the fund of traditional music has sparked people in other musical areas."

"The sparks are never visible or audible, but we've all been provoked by that traditional music, and stimulated by it—not to the extent that artists copy it, but they draw their inspiration from it and it manifests itself in their music."

Claddagh, 30 years old this year, the label that launched the Chieftains, and Gael-Linn, whose recordings of Sean O Riada's music and Irish-language releases kept Irish culture and traditions to the fore, are Irish companies whose releases have been an inspiration to musicians in many fields of music.

There are many Irish-born industry people working abroad. Philip Donnelly, who released a solo album last year, is back home after several years in America. Maura O'Connell now lives in Nashville, Tenn. Rosemarie Taylor, Jamie Stone, Larry Kirwan and Pierce Turner are all based in the U.S. The Reynolds Girls, in the charts with "I'd Rather Jack"

IF LOVE HAD A VOICE, IT WOULD BE MARY BLACK'S

Mary Black has won the I.R.M.A. Female Vocalist of the Year award in both 1987 and 1988. Her most recent album on the DARA label, "By the Time It Gets Dark", has placed three number-one hits on the Irish charts. Here's what Billboard had to say about it: "A gem of the crossover kind, this haunting collection will play well in adult contemporary formats, yet won't disappoint the sizable folk audience she captured with her earlier recordings". Mary has toured successfully throughout the United States, selling out major venues in New York, San Francisco, Boston and Philadelphia. For information regarding mail order, wholesale record distribution or personal appearances in the USA or Canada, contact Maggie Cadden at DARA Records: 212-744-7175. In Europe, call Joe O'Reilly: DUBLIN 729-408.

Mary Black

CONGRATULATIONS from POLYGRAM IRELAND



HOT HOUSE FLOWERS

VOTED
"BEST IRISH BAND"
at his years Irish Music Awards

IRELAND

(PWL Records), were born in Dublin, though Liverpool is their adopted city.

Irish tenor Michael O'Duffy lives in London, where his sons, Alan (who engineered some of the early Rolling Stones' hits at Olympic Studios), Cormac (composer/musician) and Paul Stavely O'Duffy (one of today's most successful producers) have made a big impression.

Irish acts are constantly on the move. Currently, Chris de Burgh is on tour in West Germany; Enya is doing promotional work in Los Angeles; Daniel O'Donnell is making an album in Nashville; Phil Coulter is recording his next piano album in London.

Jazz guitarist Louis Stewart, tenor Frank Patterson and Colm Wilkinson, star of "Les Miserables," all have international reputations. Shaun Davey's concept albums, such as "The Brendan Voyage," are staged at home and abroad.

Before rock music took hold in Ireland, showbands dominated the scene, especially during much of the 1960s.

Some of the biggest stars of that era still record and perform: U.S.-based Brendan Bowyer, Sonny Knowles, Joe Dolan and Dickie Rock, who celebrated 25 years in the business last year.

And Brush Shiels, veteran rocker whose Skid Row (not to be confused with the band currently on Atlantic Records) was a force to be reckoned with, continues to draw audiences all over the country.

Concert promotion is buoyant. Last July, 130,000 turned up to see Michael Jackson in Cork, a coup for Oliver Barry, who also brought the Sinatra/Minnelli/Davis Jr. package to Dublin earlier this month.

Jim Aiken is the promoter who, more than anyone else, put Dublin on the international touring map. In June, he will present Tom Jones and Elton John. One of his most consistent successes is de Burgh, whose last series of dates, at Dublin's RDS, drew 250,000 people, an extraordinary achievement considering Ireland's total 3.5 million population.

As an incentive to artists, Section 2 of the 1969 Finance Act granted freedom from taxation for those whose works were judged to be "original and creative," as well as having "cultural or artistic merit."

Since then, many songwriters and composers have been given exemption. Others, inexplicably, have not.

Osmond "Ossie" Kilkeny's accountancy practice has advised Van Morrison, Geldof, Tanita Tikaram, O'Connor and U2, among others. Kilkeny, a former musician, thinks the government should broaden Section 2's scope.

"There is discussion about extending relief for earnings from abroad. If people were to reside here and know their foreign earnings would be relatively free of taxation, that would be an incentive to live here."

On the subject of songwriter's exemption, Kilkeny talks of a high degree of subjectivity in the manner in which decisions are made.

"You have a review board of anonymous people to whom the inspector of taxes may, or may not refer. It takes a long time, anything from six to 18 months' wait for a decision. That's no use.

"You must either narrow it and be specific, or broaden it and say the trawl will be widely drawn to say that popular music, as we know it across the airwaves today, is artistic and cultural, it's the music of today."

"Ossie" Kilkeny says that, as far as investment is concerned, he's seen the quality of presentations improve in the last two or three years. "Five years ago, I don't think anyone from a venture capital house or any of the leading institutions would have taken an equity stake in a recording studio. Now they look at it more objectively."

What would he tell a rock musician thinking of settling in Ireland?

"I would say we have a reasonably beneficial taxation system here. The government's wish is to improve upon it within the confines of European Community harmonization policy. It has a desire to make Ireland an environment where creativity can be harnessed and developed.

"I would point specifically to the Section 2 exemption, the possibilities of recording in Ireland at reduced rates of taxation, to a very good communications infrastructure, and you can work in a very relaxed and unhindered way."

Promoter Denis Desmond of MCD Concerts is in favor of the exemption being extended to cover live performances.

"Theater is subsidized by the government, but it's legitimate theater, rather than the music business, which generates much more money."

He refers to the phenomenal impact of the Waterboys' countrywide tour earlier this year, which played provincial venues that rarely see such major acts.

"The downside of the Waterboys' tour is that it actually cost them money to play those dates. That kind of touring is a luxury few bands can afford and it should be encouraged."

**"ONE OF THE MOST PRODIGIOUS SINGERS OF OUR TIME,
OR ANY OTHER FOR THAT MATTER."**

—Hugh Wyatt/NY Daily News

FRANK PATTERSON

**'Ireland's Ambassador of Song'
STAR OF RADIO CITY MUSIC HALL'S
ANNUAL IRISH SPECTACULAR!**



PHOTO BY KEN HOWARD

SOLD OUT CONCERTS:

- ★ Carnegie Hall
- ★ Kennedy Center
- ★ Symphony Hall

STARRING IN:

- ★ John Huston's
- ★ Film, "The Dead"

SPECIAL GUEST:

- ★ "Tracy Ullman Show"

BEST SELLING VIDEO:

- ★ "Ireland's Golden Voice"
REGO RECORDS/USA & RTE/EUROPE

**Frank Patterson's 28th Album
—"Farewell My Derry Love"—
is Now Available on
Rego Records in the USA
—& K-TEL in Europe.**



irish records & tapes, inc • garden city, ny 11530 • 800-854-3746 • 516-328-7800

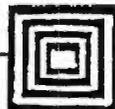
Member of **NAIRD**

Management: Schofer/Gold, New York 10023, 212-877-0969

For Professional and
Broadcast Audio
Design, Sales and Rental
In Ireland.

Audio
Engineering

20 Ringsend Road
Dublin 4
Ph 353-1-686292
Fax. 684859



Westland
STUDIOS

5/6 Lombard Street East, Dublin 2.

**Solid State Logic Studio
with Total Recall.**

Studer Machines • Eastlake Design.
Very keenly priced.

For enquiries contact Deirdre Costello at
Dublin 774229, 779762, 793364. • Fax: 714048

**WE FACE
THE MUSIC.**



**THE IRISH VOICE
NEWSPAPER**

432 PARK AVENUE SOUTH SUITE 1000

NEW YORK, NEW YORK 10016

(212) 684-3366

FAX (212) 779-1198

gael-linn / Mulligan

THE GREATEST COLLECTION OF IRISH MUSIC AVAILABLE TODAY FROM TWO OF IRELAND'S FINEST LABELS

Featuring Recordings by:

SEAN O RIADA CLANNAD THE BOTHY BAND
 ANDY IRVINE DONAL LUNNY MARY BLACK
 DE DANNAN PADDY KEENAN PAUL BRADY
 DOLORES KEANE FRANKIE GAVIN FREDDY WHITE
 SCULLION SEAN MAGUIRE MATT MOLLOY
 KEVIN BURKE NOEL HILL TONY McMAHON
 MARY BERGIN

AND MANY MORE

For a full listing of COMPACT DISCS, CASSETTES, and ALBUMS Please Contact:

GAEL LINN, 26, MERRION SQUARE, DUBLIN 2, IRELAND. FAX: 612438/TEL: 76728 or...

C.M. DISTRIBUTION, 2-4, HIGH STREET, STARBECK, HARROGATE, NORTH YORKSHIRE, ENGLAND. FAX: 0423 885761/TEL: 0423 888979.

K-Tel List the Best of Irish Artists

WOLFE TONES, CLANNAD, JOHN HOGAN, PHIL COULTER, SANDY KELLY, GLEN CURTIN AND MANY MORE Full colour catalogue available

K-Tel Ireland Ltd., 30/32 Sir John Rogerson's Quay, Dublin 2.
 Telephone 770222 714011 Fax 770426



BOOK YOUR TOUR WITH

Akts
 ACCOMMODATION
 TRAVEL SERVICES
 for Performing Artists

A DIVISION OF USIT LIMITED ASTON QUAY DUBLIN 2 IRELAND
 TEL INT'L +353 1 7811778/777. TELEX: 93714. FAX: 78908

1988-89 concert credits include Hot House Flowers,



Ireland's leading concert lighting company

Address: 15A Parkmore Industrial Estate,
 Longmile Road, Dublin 12.
 Phone: 01 520677 Fax 01 520892

The Judds, Willie Nelson, Tammy Wynette

Equipment by Thomas, Lycian, Zero 88, Verilinde etc.

Clannad, Van Morrison, Waterboys, Shirley Bassey

IRELAND

STUDIOS

(Continued from page I-13)

The Factory has rehearsal and production rooms of a very high standard, with private telephones, offices and FAX (useful for the bigger international acts, some whom are doing a tax "year out" of the U.K.)

The Factory offers three studios, carpeted and equipped with basic monitor systems, ranging from 45 by 75 feet in Studio 1, to 20 by 30 feet in Studio 3.

The Factory's clients include Chris de Burgh, In Tua Nua, Hothouse Flowers, Simply Red, Leo Sayer, Mary Coughlan, the Waterboys, Lou Reed, U2, Philip Donnelly, Chris Rea, Something Happens! and the Black Velvet Band.

LIGHTING DIMENSIONS: Andrew Leonard's Lighting Dimensions is Ireland's biggest entertainment lighting company.

It has provided lighting for a wide range of tours and individual concerts by such acts as Clannad, Hothouse Flowers, the Judds, Shirley Bassey, B.B. King, Randy Newman and the Waterboys, and for the first international country music festival at the Point Depot in Dublin earlier this year.

Lighting Dimensions supplied equipment for a Clannad tour which started at Dublin's Gaiety Theater, then moved on to England and Europe, finishing in Milan, Italy. And the company's design work for Clannad was incorporated in their Australian and U.S. dates.

"We're aiming at a wider market, trying to persuade people to use Ireland as a stepping stone to the U.K. and Europe," says Leonard. "The facilities are available in Ireland, not just for recording and rehearsals, but for full-scale production and touring."

AKTS: Alongside the efficient Irish studio services, the thriving two-way touring traffic, with local bands increasingly abroad, and major international acts arriving regularly, has meant solid business for AKTS, a travel agency set up early this year.

AKTS is the entertainment division of SUIT, organizers of group travel for 30 years, with offices in the U.K., France, Germany and New York.

AKTS manager Trish Connor's research revealed that Irish bands touring the U.K. or abroad had often to make a complicated series of arrangements.

The new service simplifies things, incorporating last-minute changes and dealing with band members, support crews, caterers and transport, arranging visas, insurance, reservations, accommodation, and providing information on recording studios, rehearsal rooms, lighting and so on.

AKTS has its own ticket-issuing facilities, giving greater flexibility in changing travel arrangements. Clients include Hothouse Flowers, the Waterboys, the Fountainhead and Dolores Keane.

ARTISTIC SEARCH

(Continued from page I-3)

PolyGram has a team of talent scouts, such as Darragh Kettle, who look at bands at an early stage, before U.K. companies would be interested, and then develop them.

PolyGram's Irish roster includes Hothouse Flowers, whose guest slot on the 1988 Eurovision Song Contest from Dublin gave them a valuable boost for "Don't Go."

In a different genre, Irish tenor Frank Patterson is a leading export artist who has branched out into acting in the last couple of years, with credits ranging from "The Tracy Ullman Show" to John Huston's movie "The Dead."

Maura O'Connell, a former member of De Danann, now lives in Nashville, Tenn., and makes an album a year for PolyGram.

Van Morrison and the Chieftains' "Irish Heartbeat" was nominated for a 1989 Grammy Award.

CBS: GM John Sheehan says of the Irish operation: "We have a very aggressive A&R policy. Muff Winwood is responsible for such activity here and we have an A&R manager, Thomas Black.

"We only sign acts if CBS U.K. is comfortable that they can commit to them. Our objective is worldwide activity. We've signed two to date: Cry Before Dawn, whose first album sold 11,000 units locally, and the 4 Of Us, who supported Roachford on a U.K. tour in March this year."

CHRYSALIS: The company's Irish office was opened last year and is run by label manager Eleanor McCarthy, who keeps track of local bands and directs suitable demos to London. "Somebody comes over at least once a month for publishing or A&R reasons," she says.

(Continued on page I-18)

BIGGER

BECAUSE WE'RE BETTER!

BETTER

BECAUSE WE CARE!



MCD CONCERTS
VARTRY LODGE, STRAND RD., • KILLINEY,
CO. DUBLIN, IRELAND.
PHONE 353.1.826399 • FAX 353.1.826817.

Upcoming Tours

THE CURE
THE EURYTHMICS
WHITESNAKE
GUNS 'N' ROSES
MOTLEY CRUE
REM
10,000 MANIACS
ELVIS COSTELLO
THE CULT
AEROSMITH
POISON
ANTHRAX
W.A.S.P.
FAIRGROUND
ATTRACTION

Recent Tours

A HOUSE	HUEY LEWIS and the NEWS
BON JOVI	LOS LOBOS
PAUL BRADY	MEGADETH
BROS	METALLICA
TRACY CHAPMAN	VAN MORRISON
RY COODER	GARY MOORE
MARY COUGHLAN	OZZY OSBOURNE
ROBERT CRAY	THE POGUES
DEF LEPPARD	SIMPLY RED
DEACON BLUE	SOMETHING HAPPENS
CHRISTY DIGNAM	THE STUNNING
STEVE EARLE	TANITA TIKARAM
BEN ELTON	RANDY TRAVIS
ERASURE	SUZANNE VEGA
LENNY HENRY	TOM WAITS
BRUCE HORNSBY and the RANGE	THE WATERBOYS
HOTHOUSE FLOWERS	WET WET WET

*making the wheels
go round.*

IRELAND'S ONLY INDEPENDENT DISTRIBUTOR OF MUSIC
AND VIDEO SOFTWARE, RECORD SERVICES ARE PROUD
TO BE PART OF IRELAND'S MAJOR MUSIC INDUSTRY
NETWORK. HERE ARE SOME OF OUR BIG WHEELS ...

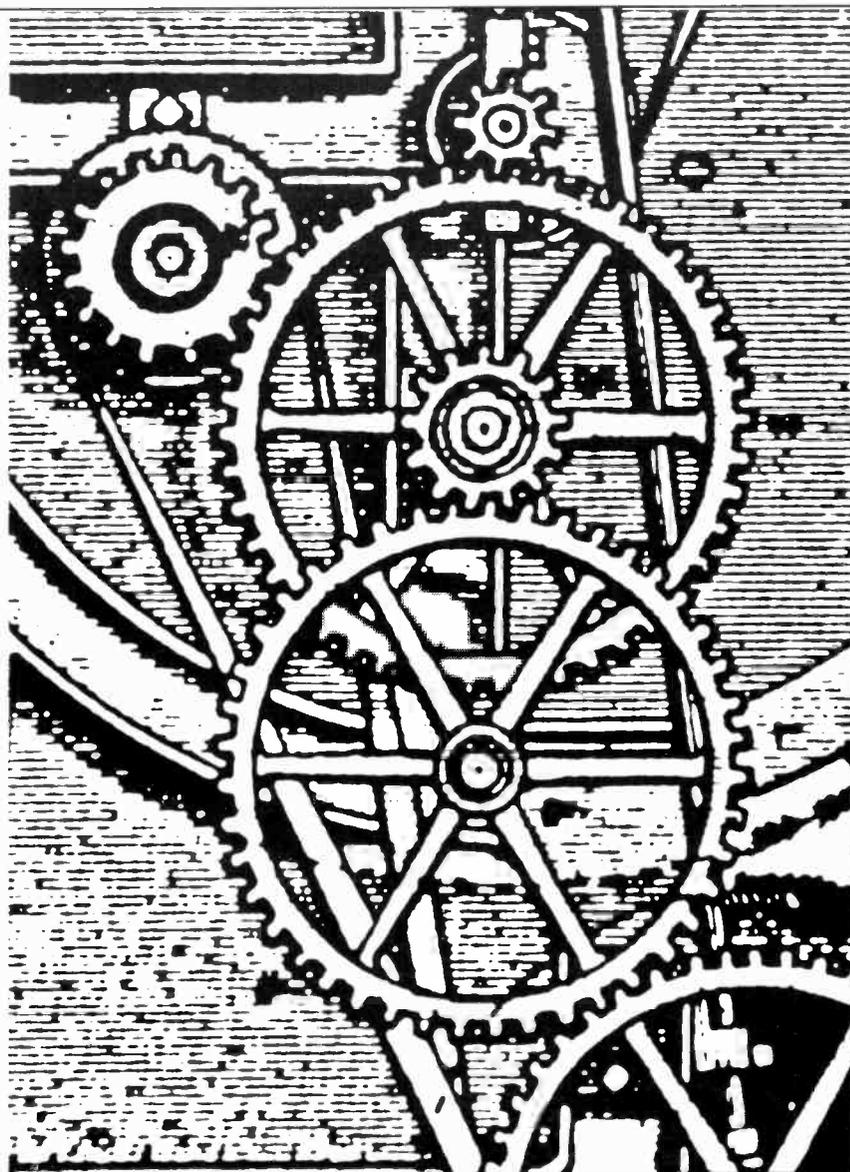
MCA
K-TEL
ISLAND
MOTHER
ISLAND VISUAL
COUNTRY STORE

CASTLE COMMUNICATIONS
TRAX
AVM
PRISM/PLATINUM
COUNTERPOINT
PRT
LISMORE

ALL LEADING IRISH INDEPENDANT LABELS

RECORD SERVICES

30/32 SIR JOHN ROGERSON'S QUAY, DUBLIN 2, IRELAND. TEL: 711141. FAX: 714544.



BMG IRELAND'S STAGE HEROES



MANAGEMENT:
MAURICE CASSIDY
57th STREET
65 GRAFTON STREET
DUBLIN 2
IRELAND
TEL: 714855/714239
FAX: 795634

LES MISERABLES
THE PHANTOM
PORGY AND
WEST SIDE
MAN OF
SOUTH PACIFIC
OF THE OPERA
BESS-CAMELOT
STORY-CHESS
LA MANCHA

COLM WILKINSON NEW ALBUM
STAGE HEROES

also available from



RCA VICTOR



A CHIEFTAINS CELEBRATION

CLANNAD PASTPRESENT

BMG RECORDS · CARRIGLEA INDUSTRIAL ESTATE · DUBLIN 12 · IRELAND
TELEPHONE: IRELAND 553001 · FAX: 553990

IRELAND

Green Apple Productions

This month Green Apple Productions filmed "7 Bands On The Up" at Dublin's SFX Center for a television concert series sponsored by soft drinks firm 7Up.

Producer Oliver Walsh says it will be screened on RTE Television within a matter of months and, it's hoped, later on by U.K. and U.S. stations.

"We picked seven bands we believe will continue the success of Enya, Hothouse Flowers, Sinead O'Connor, U2 and so on. It's not just 7Up in Ireland who are sponsoring us, it's their European marketing department. They're doing it because they see the international potential."

The "7 Bands On The Up" are Something Happens!, Christy Dignam, Missing Link, A House, the 4 Of Us, the Amazing Colossal Men, and Elle Mental.

Walsh also runs Solid Records, which will release former Aslan singer Christy Dignam's first solo album by December. "In two-and-a-half years, we released 22 Irish acts, but you couldn't build that many, so we're highlighting five or six this year and really concentrating on them."

"We're in the process of raising some 2 million Irish punt [around \$2.84 million] by the end of September for a business expansion scheme."

"We have money to spend because of people like Kylie Minogue, whose records in Ireland are distributed Solid, and whose album was number one last Christmas. None of the directors take money out of the company. It's not a short-term thing."

"The idea is to break Irish acts internationally but to do it correctly. We've been offered a distribution deal by a U.K. major, but we don't want to sign too soon. We believe in self-financing, without going through a U.K. label, as in the case of Christy Dignam."

Solid are Irish licensees for the Smiths, New Order, Erasure, Depeche Mode and many more. "At any one time, we usually have six or seven singles in the top 20. If American labels want to break into the Irish market, we're the company to do it."

ARTISTIC SEARCH

(Continued from page I-16)

Sinead O'Connor's album "The Lion & The Cobra" was nominated for a Grammy this year.

A&M: The company's Irish GM Lynne Fitzgerald, says: "Sean O'Sullivan, in London, is specifically assigned to Ireland and comes over regularly."

"I keep a general eye on things without actually getting involved in approaching a band. I go to see whoever is playing and pass the word back and give my opinion. A lot of time, money and effort is spent checking out what's happening on the new band scene here."

Chris de Burgh was voted best Irish male vocalist for the fourth year running in the 1989 IRMA Awards.

EMI: This company is Ireland's longest-established and biggest record distributor. Managing director Andy Trotter says: "Our general policy is that we only sign artists for the world, though of course there are exceptions. Signings are made in the U.K. or, sometimes, the U.S. The Irish band Tuesday Blue were signed to EMI America last year."

"But for most of our A&R work, we have people coming over from England. Paul Morgan, in particular, comes to Ireland regularly and he signed Aslan."

"One of the ways that we can, and do, help people is that we will get into an equitable agreement, whereby if they have produced a recording, we will distribute it for them, as we did recently with Dolores Keane and the Fleadh Cowboys."

"We quite often find people are pleased to go that route. It helps because neither party is exposed to too much."

BMG: GM Freddie Middleton says: "We're getting demos and looking at bands with a serious view to signing Irish rock bands to U.K. labels, not just for Irish release. That's the brief we have from Richard Thomas, the A&R director in London."

"The Irish artists we've signed in the past have been more in the classical vein—James Galway, Barry Douglas, the Chieftains and others."

"Now we have an album of songs from the shows and standards, "Stage Heroes," by Colm Wilkinson, star of "Les Miserables" in London and on Broadway, out on RCA."

CREDITS: International Editorial Director, Mike Hennessey; International Editor, Peter Jones; Editorial by Ken Stewart, Billboard's correspondent in Dublin, Ireland; Design, Steve Stewart; Cover Illustration, Tom McKeith.

RITZ RECORDS No.1 INDEPENDENT COUNTRY MUSIC LABEL in Ireland & the UK COUNTRY

7th January, 1989

- | | | | |
|----|----|-------------------------------|---|
| 1 | 1 | FROM THE HEART | Telstar STAR2327 (BMG)
C.STAC2327/CD.TCV2327 |
| 2 | 2 | COPPERHEAD ROAD | MCA MCF3426 (F)
C.MCFC3426/CD.DMCF3426 |
| 3 | 3 | ONE FAIR SUMMER EVENING | MCA MCF3435 (F)
C.MCFC3435/CD.DMCF3435 |
| 4 | 4 | DON'T FORGET TO REMEMBER | Ritz RITZLP0043 (SP)
C.RITZL0043/CD.RITZCD105 |
| 5 | 5 | I NEED YOU | Ritz RITZLP0038 (SP)
C.RITZL0038/CD.RITZCD104 |
| 6 | 7 | OLD 8 X 10 | Warner Bros WX162 (W)
C.WX162C/CD.K9254662 |
| 7 | 8 | SWEET DREAMS | MCA MCG 6003 (F)
C.MCGC 6003/CD- |
| 8 | 6 | WATER FROM THE WELLS OF HOME | Mercury 834778 1 (F)
C.834778 4/CD.834778 2 |
| 9 | 10 | LONE STAR STATE OF MIND | MCA MCF3364 (F)
C.MCFC3364/CD.MCAD5927 |
| 10 | 13 | TWO SIDES OF DANIEL O'DONNELL | Ritz RITZLP0031 (SP)
C.RITZL0031/CD.RITZCD107 |
| 18 | 18 | GONNA LOVE HER ON THE RADIO | Ritz RITZLP 0048 (SP)
C.RITZL0048/CD.RITXD 108 |

RITZ PRODUCTIONS
7 GARRICK STREET
COVENT GARDEN
LONDON
TEL: 240 6821 FAX: 497 9242



RITZ PRODUCTIONS
5/6 LOMBARD STREET
DUBLIN 2
IRELAND
TEL: 779046

WINDMILL LANE



Terence Trent D'Arby "Wicked!"

Larry "Bad..."

Kate Bush "It's the people
that make the studio."

Adam "Real knives
and forks."

Joe Elliott – Def Leppard "Terrific –
world class –
but the people are the magic."

Bono "Loud"
Edge "Really
interesting."



WINDMILL LANE STUDIOS, 4 WINDMILL LANE, DUBLIN 2, IRELAND. CALL 01-713444 AND ASK FOR FIONA OR CAROLINE. FAX: 718413. TELEX: 30643.

IMMC Panel: More Live Programs Pan-European Outlets, Events TV Cited

BY STEVEN DUPLER

AMSTERDAM A mixed bag of public broadcasters and commercially sponsored outlets agreed to disagree on such issues as the viability of videoclips as programming; how best to work with record companies; and the relative importance of "event" television in the next decade, at the Music Television In The '90s panel here May 2, during the International Music & Media Conference.

About the only thing the panelists agreed on is that more Pan-European shows and channels will undoubtedly be appearing in the future, as direct-broadcast-satellite reception and cable penetration increase. (One survey was cited as saying that by 1995, there may be more than 100 Pan-European TV channels.) Those channels now in existence that wish to keep their piece of the pie had best seek out more innovative programming, the panelists noted, including more programming elements that cut across language and cultural barriers.

Present at the session, which was moderated by Parallel Media Group's David Cielitira (formerly of Sky Channel), were Janet Street-Porter, head of youth programming at BBC-TV; Bill Roedy, newly appointed managing director of MTV Europe; Greg Roselli, commissioning execu-

tive for Granada TV in the U.K.; Kate Mundle, deputy managing director of U.K.-based Music Box; Paul Ciani, producer of the BBC's "Top Of The Pops" program (now in its 31st year on the air); Michael Nise, president of Dancin' On Air Productions in the U.S., and executive producer of the USA Network program "Dance Party USA"; and Tim Newman, president and director general of France's NBDC network.

Several panelists were of the opinion that heavy reliance on videoclips would be supplanted by more live music programming in the '90s. Ciani noted that the BBC's "Top Of The Pops" now features only a two-minute-maximum slice of any videoclip it airs, while the show's live performance elements average at least three-and-a-half minutes in length.

Street-Porter, on the other hand, expressed a desire to see more music TV shows that have a journalistic, TV-magazine flavor. "I don't see much future for shows that rely heavily on videoclips," she noted, adding that clip production was currently in "a particularly unappealing and stagnant state."

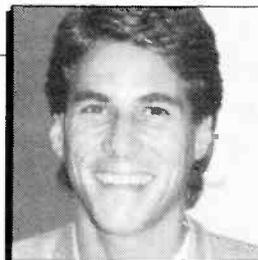
As for so-called event television, which is becoming more and more popular since the success of Live-Aid, Street-Porter said: "There will definitely be more music festivals in the

'90s. But we as broadcasters have to be careful of overkill, and we will have to carefully judge which of these events we will cover."

MTV Europe's Roedy stated that while large-scale events and "music news" coverage is important, "the videoclip format continues to work well with advertisers because it provides a very diverse audience, and it breaks down cultural and societal barriers."



Cats In Canada. The Stray Cats recently performed live at Toronto's City Hall for the World Music Video Awards TV special, which was carried by more than 50 countries via satellite.



by Steven Dupler

GLAST NOTES: "Vzglyad (View)," the popular national Soviet weekly television show, has added a new regular late-night music performance segment called "50 x 50" to its programming lineup.

"View," which airs at midnight, is considered by many Soviet observers to be one of the U.S.S.R.'s most daring TV shows—in terms of social and political impact—to have emerged in the new era of *glasnost* and *perestroika*.

One reason for this is that the show is the only one in the Soviet Union to regularly air videoclips featuring U.S., West European, and contemporary Soviet artists.

The main purpose of the new "50 x 50" supplement—which is being organized by *Gostelradio* (the State Committee for Television and Broadcasting) and *Smena*, the national youth monthly magazine published under the auspices of *Pravda*—is to seek out new young musical talent throughout the Soviet Union.

The initial show was staged and taped in Kiev; six other major Soviet cities will be the sites for further editions, featuring local rock and pop artists and bands in those areas.

CHICAGO-AREA BANDS with a flair for the visual should look into entering the sixth annual **Chicago Music Video Contest**, to be held June 1. It is sponsored by 1,500-seat video nightclub **Clubland**; nationally distributed clip compilation service **VideoLink**; local music paper the **Illinois Entertainer**; UHF music video program **MV50**; and club **VJ Shelley Howard**.

According to the organizers, any Chicago-area video producer, director, band, or school is eligible to enter the contest. Entries are judged on a technical basis for "quality of the music mix, lighting, talent usage, camera work, and direction," as well as "how well the video holds up in comparison to established national product."

A diverse jury will select 10 finalists. These 10 videos will be presented at Clubland on the awards night, and will also be included on a compilation reel to be distributed nationally to clients of VideoLink/E.T. Video. For details on how to enter, contact Shelley Howard at 312-871-2624.

AFTER roughly eight years running East Coast video production for **Columbia Records**, **Debbie Samuelson** has called it a day as of May 12. Samuelson says she will be working independently on various video projects. No word on her successor, but the label's **Kris P.**, Samuelson's West Coast counterpart, will definitely be heading to New York for a couple of weeks to fill in while the department is restructured.

EYE LIKE: Speaking of Columbia, we were fortunate enough to get a sneak peek at a visually stunning new video from harpist/composer **Andreas Vollenweider** for the track "Pearls And Tears," which is set to be the second single from his new "Dancing With The Lion" album. Directed by **Larry Jordan** (HBO's *Amnesty* spe-

cial) and **Vollenweider** during a three-day shoot at **Kaufman Astoria Studios** in Queens, N.Y., the clip employs striking choreography and truly different special effects. **Daryl Pitt** (Vollenweider's manager) produced for **Dee Gee Productions**.

Meantime, the video for the first single, the album's title track, is about to be completed, and should be released shortly. No date yet on when the "Pearls And Tears" may be issued.

Another hot new clip from Columbia that deserves mention here: **Public Enemy's** "Black Steel In The Hour Of Chaos," a vicious and shocking depiction of an extremely violent prison riot that may likely have caused psychological damage to any suburban teenagers who caught it May 6 on "Yo! MTV Raps." **Adam Bernstein** (They Might Be Giants) directed, with cameo appearances by rappers **Stetsasonic**, **Red Alert**, **Eric B.**, **Oran "Juice" Jones**, **Audio Two**, and **Q-Tip**.

MORE HOT STUFF: New **Capitol** female rap act **Oaktowns 357** has a sexy, flashy clip out for "Yeah, Yeah, Yeah," directed by **Rupert Wainwright** and produced by **Terance Power**. The album has reportedly moved more than 30,000 units since its release, largely on the strength of this clip.

On a different note, the long-awaited new 10,000 **Maniacs** single, "Trouble Me," has a video directed by **Yurek Bogayevicz** (who obviously is competing with **Zbigniew Rybczynski** for the title of clip director with the name designed to give journalists and chyron operators the most difficulty) and produced by **Anita Wetterstedt**. Lead singer **Natalie Merchant** looks stunning and sounds even better than usual. The video itself, which shows Merchant gamboling with a handful of female senior citizens, has a gentle, flowing quality. **VH-1** and **MTV** are both reportedly hot for this one, which means we will likely be seeing plenty of it.

Finally, **A&M's** **Joe Jackson** has released his first videoclip in years, for the single "Nineteen Forever." A very strong track is paired with sometimes disturbing, often humorous visuals. Great makeup job.

GUEST PLAYLISTS: While the **Billboard** Clip List is structured to include only major national outlets' playlists, the **Eye** tries as often as possible to include recent playlists from local video shows and channels around the country to give our readers an idea of what's happening out there in non-MTV land.

As of the beginning of this month, **Lakeland/Tampa/Orlando, Fla.-based V32**, a musically diverse 24-hour-per-day local on broadcast station **WTMV**, was bullish on the following 10 clips, all in power rotation: **Belle Stars**, "Iko Iko"; **Sweet Sensation**, "Sincerely Yours"; **Bon Jovi**, "I'll Be There For You"; **Waterfront**, "Cry"; **Lou Reed**, "Busload Of Faith"; **Bette Midler**, "Wind Beneath My Wings"; **XTC**, "Mayor Of Simpleton"; **House Of Freaks**, "Sun Gone Down"; **Paula Abdul**, "Forever Your Girl"; **Bonnie Raitt**, "Thing Called Love." Contact **Debbie Brakke** for programming details at 813-626-3232 or 813-646-3232.

POST-SCRIPT: MTV's **Steve Leeds**, currently director of on-air talent, is switching to the somewhat cryptic new post of director of special projects. In this capacity, he will oversee the upcoming "Club MTV" live tour and work with **Showtime Event Television** developing pay-per-view opportunities.

VIDEO TRACK

LOS ANGELES

CINDY LEE BERRYHILL's new video, "Indirectly Yours," comes from her "Naked Movie Star" album on **Rhino Records**. **Rocky Schenck** directed the clip, which was shot in Bakersfield, and **Nicolas Myers** produced for **DNA Productions**. Meanwhile, **DNA** director **Jean Pellerin** shot **Junkyard's** new video, "Hollywood," in a derelict house in downtown L.A. **David Naylor** was executive producer and **Allan Wachs** produced. The tune is on the band's eponymous **Geffen** album.

NEW YORK

PEABO BRYSON'S NEW video, "Show And Tell," was shot in an Old Westbury, Long Island, mansion. **Michael Oblowitz** directed the "fashion piece," using surrealistic black and white stills as backdrops. **Liz Silver** and **Luke Thornton** produced for **N. Lee Lacy/Associates**. "Show and Tell" comes from Bryson's new **Capitol** album, "All My Love."

Classic Concept director **Lionel C. Martin** used genuine money in the new **Sweet Obsession** clip, "Cash." Martin shot the performance/concept clip in a deserted bank in New York. **Ralph McDaniels** and **Sabrina Gray** produced. The same team shot the clip for **Big Daddy Kane's** "Lean On Me."

Information Society has wrapped "Repetition," a quirky black-and-white video, lensed in the South Bronx by **Adam Kimmel**. **Mark Pellington** directed and **Pe-**

ter Lippman produced for **Lipp-sync Inc.** The clip was on-lined by **Glen Lazaro** and is the third video from the band's eponymous album on **Tommy Boy Records**.

OTHER CITIES

LARRY GATLIN & the Gatlin Brothers have wrapped shooting on "I Might Be What You're Looking For," a playful performance piece shot at Nashville's new Church Street Centre. Director **Jim May** and producer **Mary M. Matthews** lensed the video for **Studio Productions Inc.**

MGMM director **Tim Pope** and producer **Lisa Bryer** lensed two London-based clips for the **Cure** recently. **Chris Ashbrook** was director of photography on "Fascination Street" and "Lullaby." The same crew has wrapped a new video for **The The** called "Beat(en) Generation."

Blues greats **Buddy Guy** and **Junior Wells** are the subjects of a longform video shot at The Channel in Boston. **John McDermott** directed the "greatest-hits video" for **Backstage Productions**. The collection includes such classics as **Eddie Floyd's** "Knock On Wood," as well as original favorites "Messin' With The Kid" and "Mean Mistreater." **Guy** and **Wells**, along with their Chicago-based manager, **Martin Salzman**, share producer credits.

Production companies and post-production facilities are welcome to submit information on current projects. Please send material to Deborah Russell, Video Track, Billboard, 9107 Wilshire Blvd., Beverly Hills, Calif. 90210.

Billboard THE CLIP LIST™

A SAMPLING OF PLAYLISTS AT NATIONAL VIDEO MUSIC OUTLETS. Lists do not include videos in recurrent or oldies rotation.

 <p>Continuous programming 1775 Broadway, New York, NY 10019</p>	 <p>Continuous programming 1775 Broadway, New York, NY 10019</p>	 <p>Black Entertainment Television 14 hours daily 1899 9th St. NE, Washington, DC 20018</p>
<p>ADDS</p> <p>Bangles, Be With You House Of Freaks, Sun Gone Down King Swamp, Is This Love Kingdom Come, Do You Like It Love & Rockets, So Alive Queen, I Want It All Simple Minds, This Is Your Land Rod Stewart, Crazy About Her</p>	<p>ADDS</p> <p>The Doobie Brothers, The Doctor John Cougar Mellencamp, Pop Singer Rod Stewart, Crazy About Her 10,000 Maniacs, Trouble Me Lou Reed, Busload Of Faith</p>	<p>ADDS</p> <p>The Jacksons, Nothin' (That Compares 2 U) Peabo Bryson, Show And Tell Was (Not Was), Anything Can Happen Al Green, As Long As We're Together Surface, Shower Me With Your Love Sheena Easton, 101 Bobby McFerrin, Drive Aswad, Beauty's Only Skin Deep Betty Wright, Quiet Storm Eugene Wilde, I Can't Stop This Feeling K-9 Posse, This Beat Is Military Three Times Dope, Funky Dividends</p>
<p>BUZZ BIN</p> <p>The Cure, Fascination Street XTC, The Mayor Of Simpleton</p>	<p>FIVE STAR VIDEO</p> <p>Elvis Costello, Veronica Paul McCartney, My Brave Face Tom Petty, I Won't Back Down Bonnie Raitt, Thing Called Love</p>	<p>HEAVY</p> <p>E.U., Buck Wild Jody Watley, Real Love Natalie Cole, Miss You Like Crazy Lisa Lisa & Cult Jam, Little Jackie Wants To Be A Star Atlantic Starr, My First Love Joyce Irby Featuring Doug E. Fresh, Mr. D.J. Diana Ross, Workin' Overtime De La Soul, Me Myself And I Paula Abdul, Forever Your Girl Boy George, Don't Take My Mind On A Trip Chuckie Booker, Turned Away Roachford, Cuddly Toy (Feel For Me)</p>
<p>SNEAK PREVIEW</p> <p>Bobby Brown, Every Little Step Fine Young Cannibals, Good Thing Cyndi Lauper, I Drove All Night Richard Marx, Satisfied John Cougar Mellencamp, Pop Singer</p>	<p>HEAVY</p> <p>Thirty Eight Special, Second Chance Paula Abdul, Forever Your Girl The Belle Stars, Iko Iko Fine Young Cannibal, Suspicious Minds Howard Jones, Everlasting Love Lisa Lisa & Cult Jam, Little Jackie Wants To Be A Star Bette Midler, Wind Beneath My Wings Roy Orbison, She's A Mystery To Me Simply Red, If You Don't Know Me By Now Jody Watley, Real Love</p>	<p>HEAVY</p> <p>The Pasadenas, Tribute (Right On) Grady Harrell, Sticks And Stones Levert, Gotta Get The Money Tone Loc, Funky Cold Medina Skiy, Start Of A Romance Mica Paris, My One Temptation New Kids On The Block, I'll Be Loving You (Forever) Miles Jaye, Objective Living Colour, Open Letter (To A Landlord) Deja, Made To Be Together</p>
<p>HEAVY</p> <p>Paula Abdul, Forever Your Girl Bon Jovi, I'll Be There For You Cinderella, Coming Home The Cult, Fire Woman Def Leppard, Rocket Lita Ford/Ozzy Osbourne, Close My Eyes Forever Guns N' Roses, Patience Howard Jones, Everlasting Love Living Colour, Cult Of Personality Madonna, Like A Prayer Tom Petty, I Won't Back Down Roxette, The Look Thirty Eight Special, Second Chance Warrant, Down Boys</p>	<p>MEDIUM</p> <p>Basia, Promises Sam Brown, Stop! Gipsy Kings, Bamboleo Grayson Hugh, Talk It Over Indigo Girls, Closer To Fine Rick James, This Magic Moment/Dance With Me Lyle Lovett, Nobody Knows Me One 2 Many, Downtown Donna Summer, This Time I Know It's For Real Swing Out Sister, Waiting Game Waterfront, Cry</p>	<p>MEDIUM</p> <p>The Pasadenas, Tribute (Right On) Grady Harrell, Sticks And Stones Levert, Gotta Get The Money Tone Loc, Funky Cold Medina Skiy, Start Of A Romance Mica Paris, My One Temptation New Kids On The Block, I'll Be Loving You (Forever) Miles Jaye, Objective Living Colour, Open Letter (To A Landlord) Deja, Made To Be Together</p>
<p>ACTIVE</p> <p>Edie Brickell & New Bohemians, Circle Neneh Cherry, Buffalo Stance Elvis Costello, Veronica Michael Damian, Rock On Samantha Fox, I Only Wanna Be With You Debbie Gibson, Electric Youth Great White, Once Bitten Twice Shy Julian Lennon, Now You're In Heaven Tone Loc, Funky Cold Medina Miami Vanilli, Baby Don't Forget My Number New Kids On The Block, I'll Be Loving You (Forever) New Order, Round & Round The Outfield, Voices Of Babylon R.E.M., Turn You Inside Out Roachford, Cuddly Toy (Feel For Me) Saraya, Love Has Taken Its Toll Vixen, Love Made Me Jody Watley, Real Love Winger, Seventeen</p>	<p>THE ALL NEW</p> <p>ORCO</p> <p>GUIDE</p> <p>Five 1/2-hour shows weekly 1000 Laurel Oak, Voorhees, NJ 08043</p>	<p>HIT VIDEO</p> <p>10 hours daily 1000 Louisiana Ave., Houston, TX 77002</p>
<p>MEDIUM</p> <p>The Belle Stars, Iko Iko Big Bam Boo, Shooting From My Heart Extreme, Kid Ego Joe Jackson, Nineteen Forever Lisa Lisa & Cult Jam, Little Jackie Wants To Be A Star Living Colour, Open Letter (To A Landlord) Mike + the Mechanics, Seeing Is Believing Eddie Money, Let Me In Roy Orbison, She's A Mystery To Me Tommy Page, A Shoulder To Cry On Bonnie Raitt, Thing Called Love Tesla, Hang Tough W.A.S.P., The Real Me Winger, Headed For A Heartbreak</p>	<p>CURRENT</p> <p>Lou Reed, Busload Of Faith Replacements, I'll Be You Johnny Diesel & the Injectors, Lookin' For Love Bob Mould, See A Little Light Neville Brothers, Sister Rosa Roy Orbison, She's A Mystery To Me Elvis Costello, Veronica The Bulletboys, For The Love Of Money Warrant, Down Boys Doro, Hard Time Saraya, Love Has Taken Its Toll Marchello, First Love Tommy Page, A Shoulder To Cry On Deja, Made To Be Together Candi, Love Makes No Promises Madonna, Like A Prayer Johnny Kemp, Birthday Suit Paula Abdul, Forever Your Girl Neneh Cherry, Buffalo Stance Lisa Lisa & Cult Jam, Little Jackie Wants To Be A Star Roxette, The Look Brother Beyond, He Ain't No Competition</p>	<p>ADDS</p> <p>Was (Not Was), Anything Can Happen Wang Chung, Praying To A New God Joe Jackson, Nineteen Forever Simple Minds, This Is Your Land Jaz, Hawaiian Sophie Love And Rockets, So Alive</p>
<p>BREAKOUTS</p> <p>Anthrax, Anti-Social Concrete Blonde, God Is A Bullet De La Soul, Me Myself And I Depeche Mode, Everything Counts Indigo Girls, Closer To Fine Johnny Diesel & the Injectors, Lookin' For Love Mojo Nixon & Skid Roper, (619) 239-KING Sam Phillips, Holding On To Earth The Proclaimers, I'm Gonna Be (500 Miles) Lou Reed, Busload Of Faith Tom Tom Club, Suboceana Too Much Joy, Making Fun Of Burns</p>	<p>WING TRAILS</p> <p>14 hours weekly 6311 Romaine St., Los Angeles, CA 90038</p>	<p>POWER</p> <p>Bon Jovi, I'll Be There For You Madonna, Like A Prayer Paula Abdul, Forever Your Girl Michael Damian, Rock On Living Colour, Cult Of Personality New Kids On The Block, I'll Be Loving You (Forever) The Belle Stars, Iko Iko Sa-Fire, Thinking Of You Tone Loc, Funky Cold Medina Howard Jones, Everlasting Love Thirty Eight Special, Second Chance Fine Young Cannibals, She Drives Me Crazy Roxette, The Look</p>
<p>TNN</p> <p>The Nashville Network</p> <p>13 Hours Weekly 2806 Opryland Dr., Nashville, TN 37214</p>	<p>ADDS</p> <p>Simple Minds, This Is Your Land Scott Grimes, I Don't Even Mind Winger, Headed For A Heartbreak S-Express, Hey Music Lover Tim Finn, How'm I Gonna Sleep Neal Schon, I'll Cover You Martika, Toy Soldiers Gipsy Kings, Bamboleo (Club Mix) Robert Palmer, Change His Ways Cutting Crew, (Between A) Rock And A Hard Place Rod Stewart, Crazy About Her Bangles, Be With You</p>	<p>GMT</p> <p>Country Music Television</p> <p>Continuous programming 704 18th Ave. South, Nashville, TN 37203</p>
<p>CURRENT</p> <p>Foster & Lloyd, Before The Heartache Rolls In Oak Ridge Boys, Beyond Those Years Reba McEntire, Cathy's Clown Lacy J. Dalton, I'm A Survivor Charlie Daniels, Midnight Train Desert Rose Band, She Don't Love Nobody Dolly Parton, Why'd You Come In Here Lookin' ... Willie Nelson, Spanish Eyes Gatlin Brothers, I Might Be What You're Lookin' For Patty Loveless, Don't Toss Us Away Kathy Mattea, Come From The Heart Skip Ewing, Gospel According To Luke Birch Sisters, Old Flame, New Fire Gary Stewart, Rainin' Rainin' Rainin' Shane Barnaby, Let's Talk About Us Freddie Fender, Spanish Harlem Roy Orbison, She's A Mystery To Me Canyon, Right Tracks, Wrong Train Lorrie Morgan, Dear Me Lisa Childress, Maybe There</p>	<p>HEAVY</p> <p>Michael Damian, Rock On Debbie Gibson, Electric Youth Bette Midler, Wind Beneath My Wings The Outfield, Voices Of Babylon Howard Jones, Everlasting Love Living Colour, Cult Of Personality Guns N' Roses, Patience Jody Watley, Real Love Bon Jovi, I'll Be There For You Waterfront, Cry Lita Ford/Ozzy Osbourne, Close My Eyes Forever Paula Abdul, Forever Your Girl Neneh Cherry, Buffalo Stance</p>	<p>HEAVY</p> <p>Clint Black, Better Man Lorrie Morgan, Dear Me Rodney Crowell, After All This Time Hank Williams Jr. & Sr., There's A Tear In My Beer Desert Rose Band, She Don't Love Nobody Kathy Mattea, Come From The Heart The Shooters, If I Ever Go Crazy Shenandoah, The Church On Cumberland Road Reba McEntire, Cathy's Clown Oak Ridge Boys, Beyond Those Years Dolly Parton, Why'd You Come In Here Lookin' ... Billy Joe Royal, Tell It Like It Is Charlie Daniels, Midnight Train Skip Ewing, Gospel According To Luke Sweethearts Of The Rodeo, If I Never See Midnight ... George Strait, Baby's Gotten Good At Goodbye Dan Seals, They Rage On Russell Smith, I Wonder What She's Doing Tonight Birch Sisters, Old Flame, New Fire Shenandoah, Sunday In The South</p>

MUSIC VIDEO



Armed & Dangerous. Picture Vision director John Small, left, appears to have discovered the perfect way to assure complete cooperation from everyone on a video shoot. Actually, Small is holding a prop used in the recent shoot of the clip for the MCA single, "Cathy's Clown," by Reba McEntire, center. Actor Bruce Boxleitner, right, also appeared in the video, which is a Western period piece shot on the Burbank, Calif., Warner Bros. Studios' back lot by director of photography Ken Lamkin. Michael Emerson and Mike Sears produced for Red River Films.

NEW VIDEOCLIPS

This weekly listing of new video-clips generally available for programming and/or promotional purposes includes artist, title, album (where applicable), label, producer/production house, and director. Please send information to Billboard, New Video-clips, 1515 Broadway, New York, N.Y. 10036.

JONI HARMS
The Only Thing Bluer Than His Eyes
Universal
Mary Matthews/Studio Productions
Knox White

HOUSE OF FREAKS
Sun Gone Down
Tantilla/Rhino
Mark Leemkuil/Midnight Films
Carlos Grasso

THE HUNGRY DUTCHMEN
Goin' Craze
Black Tulip
David Goldsmith
David Goldsmith

MIKE + THE MECHANICS
Seeing Is Believing
Living Years/Atlantic
Paul Fletcher/FYI
Jim Yukich

ALANNAH MYLES
Love Is
Alannah Myles/Atlantic
Elizabeth Young/Youngstock & Co. Ltd.
Deborah Samuel

BILLY NEWTON-DAVIS
I Can't Take It
Spellbound/CBS Canada
Allan Weinrb
Robert Quartly

DAVID PEASTON
Two Wrongs Don't Make It Right
Introducing ... David Peaston/Geffen
Jon Small/Picture Vision
Peter Israelson

DONNA SUMMER
This Time I Know It's For Real
Another Place And Time/Atlantic
Anthony Taylor
Dee Trattmann

PROMOTIONAL MUSIC VIDEOS

Available on 1 hour tape compilations to Night Clubs, DJ's, Hotels and retail outlets throughout America.

Call LAWRENCE ENTERPRISES today for more details: (201) 667-7575



COMING SOON

A WEEKLY PREVIEW OF UPCOMING VIDEO RELEASES*

TITLE (MPAA RATING) STARS STUDIO/LIST PRICE	PREBOOK CUTOFF (STREET DATE)	BOX OFFICE IN MILLIONS (# OF SCREENS)	P-O-P AVAIL- ABILITY
ALIEN NATION (R) James Caan, Mandy Patinkin CBS/Fox/\$89.98	5/30/89 (6/15/89)	\$24.8 (1,436)	Standee, Poster
THE EXPERTS (PG-13) John Travolta Paramount/NA	5/24/89 (6/14/89)	\$0.1692 (100)	Standee, Poster, Promo Kit
HAUNTED SUMMER (R) Eric Stoltz, Laura Dern Media/\$79.95	5/31/89 (6/14/89)	\$0.0099 (1)	Poster
KINJITE (FORBIDDEN SUBJECTS) (R) Charles Bronson Cannon/\$89.95	5/25/89 (6/14/89)	\$2.5 (320)	Sellsheet, Poster
THE MISSING LINK (PG) Peter Elliott MCA/\$89.95	5/24/89 (6/15/89)	NA (3)	Poster
PARENTS (R) Randy Quaid, Mary Beth Hurt Vestron/\$89.98	5/24/89 (6/14/89)	\$0.5701 (94)	Poster
PELLE THE CONQUEROR (PG-13) Max Von Sydow HBO/\$89.99	5/30/89 (6/21/89)	\$1 (32)	Poster, Flyer
TAPEHEADS (R) John Cusack, Tim Robbins Pacific Arts/\$89.95	5/31/89 (6/21/89)	\$0.1997 (138)	Poster
TWINS (PG) Arnold Schwarzenegger, Danny De- Vito MCA/\$89.95	5/24/89 (6/15/89)	\$101.2 (1,659)	Poster, Mobile

* INFORMATION FURNISHED BY VIDEO FORECASTER.

OTHER TITLES

THE ADVENTURES OF COMMANDER CRUMBCAKE VOL. 5: SCIENCE SKILLS Children Hi-Tops/\$14.95 Prebook cutoff: 5/17/89; Street: 5/31/89	HOW TO DRAW COMICS THE MARVEL WAY Instructional New World/\$19.95 Prebook cutoff: 5/17/89; Street: 5/31/89
ASSASSINATION Charles Bronson, Jill Ireland Media/\$19.95 Prebook cutoff: 5/17/89; Street: 5/31/89	LEADER OF THE BAND Steve Landesberg IVE/\$14.95 Prebook cutoff: 5/17/89; Street: 6/8/89
CRY TERROR Bob Hoskins, Susan Hampshire King Bee/\$14.95 Prebook cutoff: 5/17/89; Street: 6/8/89	MADELINE Animated Hi-Tops/\$14.95 Prebook cutoff: 5/17/89; Street: 5/31/89
DEATH WISH 4: THE CRACKDOWN Charles Bronson, Kay Lenz Media/\$19.95 Prebook cutoff: 5/17/89; Street: 5/31/89	MURPHY'S LAW Charles Bronson, Carrie Snodgrass Media/\$19.95 Prebook cutoff: 5/17/89; Street: 5/31/89
THE DELTA FORCE Chuck Norris, Shelly Winters Media/\$19.95 Prebook cutoff: 5/17/89; Street: 5/31/89	THE OCTAGON Chuck Norris, Lee Van Cleef Media/\$19.95 Prebook cutoff: 5/17/89; Street: 5/31/89
ELVIS: ALOHA FROM HAWAII Elvis Presley Media/\$19.95 Prebook cutoff: 5/17/89; Street: 5/31/89	THE PRODIGAL John Hammond, Hope Lange, John Cullum IVE/\$59.95 Prebook cutoff: 5/17/89; Street: 6/8/89
ELVIS '56 Elvis Presley Media/\$19.95 Prebook cutoff: 5/17/89; Street: 5/31/89	PROTOTYPE Christopher Plummer, David Morse, Frances Sternhagen King Bee/\$14.95 Prebook cutoff: 5/17/89; Street: 6/8/89
ELVIS '68 COMEBACK SPECIAL Elvis Presley Media/\$19.95 Prebook cutoff: 5/17/89; Street: 5/31/89	STREET VIOLENCE: YOU CAN PROTECT YOURSELF Instructional New World/\$14.95 Prebook cutoff: 5/17/89; Street: 5/31/89
FIREMAN SAM: THE HERO NEXT DOOR Children FHE/\$9.95 Prebook cutoff: 5/17/89; Street: 6/8/89	TRADING HEARTS Beverly D'Angelo, Raul Julia IVE/\$14.95 Prebook cutoff: 5/17/89; Street: 6/8/89
FIREWALKER Chuck Norris, Louis Gossett Jr. Media/\$19.95 Prebook cutoff: 5/17/89; Street: 5/31/89	X-MEN Animated New World/\$14.95 Prebook cutoff: 5/17/89; Street: 5/31/89

To get your company's new video releases listed, send the following information—title, performers, distributor/manufacturer, format(s), prebook cutoff, ship date, box-office gross, and suggested list price (if available)—to Video Releases, Billboard, 1515 Broadway, New York, N.Y. 10036.

Fairfield Spins Off Research Arm Company's Move Follows Vid World Buy

BY DEBORAH RUSSELL

LOS ANGELES The Fairfield Group, a home entertainment industry consultancy based in Darien, Conn., has spun off its research arm. The move follows the purchase of Video World, a Connecticut-based retail chain, by a partnership of Fairfield Group principals.

The research company, Fairfield Research Inc., was purchased by a group of senior officers who had been running the division for the past two years.

The developments will accelerate the Fairfield Group's goal of concentrating on its video consulting and retail merchandising services.

"Video World is a good business and we're looking for other acquisitions as well," says Stephen Wilson, the chairman and CEO of Fairfield Video Partners I, the limited partnership that engineered the purchase of the 26-store Video World chain. Wilson also is chairman and CEO of the Fairfield Group.

"Owning the video stores will be

useful in testing different concepts in the marketplace," says Wilson.

Wilson says the chain will continue to be clustered in Connecticut. He plans an aggressive growth campaign that includes purchasing larger stores, renaming the acquisitions, and renovating existing outlets.

Since acquiring Video World in February, Wilson has attracted several players from larger, better-known chains, including new VP of

marketing Faithe Raphael, the former director of advertising for the Massachusetts-based Strawberries Records, Tapes & Compact Discs chain. She says she accepted the position at the smaller chain because "I saw a great opportunity to take something brand new and mold and develop it." Another newcomer is VP of operations Dwayne Carter, who came aboard from Erol's, the giant

(Continued on page 50)

Fiscal Year Clouded Only By Rising Biz Costs Schwartz Bros. Income, Sales Up

NEW YORK Net income for Schwartz Bros. Inc. in the fiscal year ended Jan. 31 rose to \$706,659 or 39 cents a share from \$52,648 or three cents a share for the 1988 fiscal year. Before an accounting change, the Lanham, Md.-based distributor of prerecorded audio and video products lost \$102,166 that year.

Net sales in fiscal 1989 swelled 31% to \$97.9 million from \$74.7 million in

fiscal 1988. The company attributes the increase to "an expanded customer base, new markets, and increased market share." It further notes that net sales for the previous year were lessened by the loss of Schwartz Bros.' two largest accounts, Erol's and STG Inc., which together represented approximately 26% of fiscal 1987 sales.

(Continued on page 49)



by Earl Paige

SCOTTSDALE SUMMIT: Word on RCA/Columbia Pictures Home Video's huddle with retailers in Scottsdale, Ariz., May 8-11 started leaking out weeks ago and fueled gossip and wounded egos all around. Some Video Software Dealers Assn. chapter presidents on the invite list were not talking to others on the list because of the imposed secrecy. Most confused was Bill Chew, head of the Phoenix chapter and of Act One Video, who fielded dozens of calls and was not on the list or informed of the gathering. Then it turned out that the event included other than VSDA chapter heads—like distributors, according to a company representative. "It's been blown totally out of proportion," says this spokesman, not wanting to get involved further.

MOVING VANS: Former Erol's flack Vans Stevenson has followed his mentor, Ron Castell, to the Fort Lauderdale, Fla., office of video superstore giant Blockbuster Entertainment. Stevenson's new title is director of corporate affairs; he started work May 2.

EROL'S POINT-OF-SALE HAILED: The word is coming from competitors who continue to watch Erol's for innovations. Most recently, the chain bowed a suggestion list that is printed automatically on rental receipts. The point-of-sale program is no giant secret, according to Michael James, new-release supervisor at Erol's, but it was never publicized, either. First of all, while the program is automatic, it can be turned on or off. Also, while as many as six movies will print out on the same sheet as the invoice, "the store's inventory is constantly monitored. It only prints out those movies actually on the shelf. If it's four, it prints four." The title being rented "triggers" various suggested additional movies, "not at all based just on the star, because some movie stars do the same movie over and over. It often is a theme, or it might be the category," says James—who reports to William Nuhn, new-release buying manager, and is one of the staff in on the original programming of the

suggestion program.

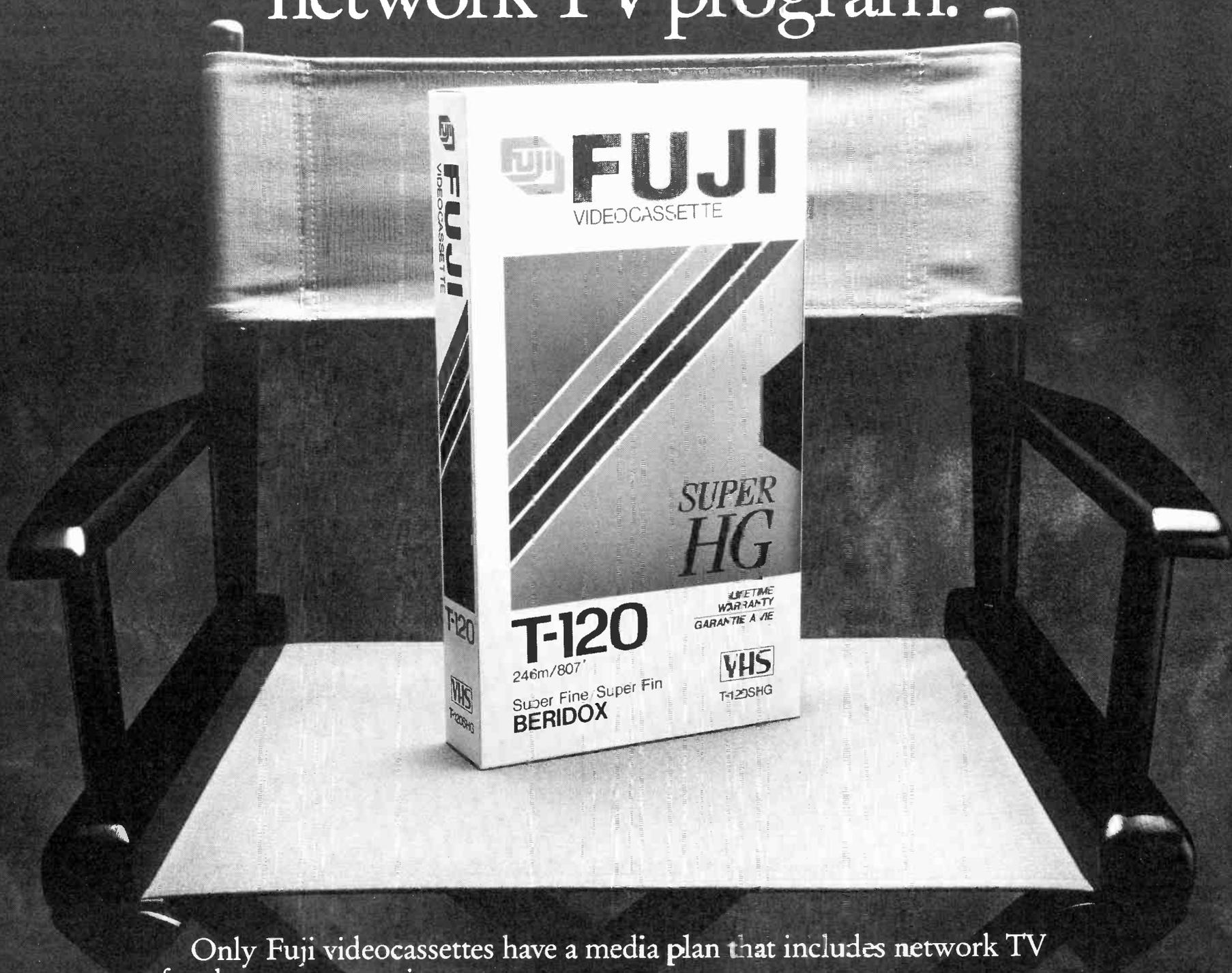
NEW KID ON BLOCK: Video Superstores of America quietly kicked off its first California opening April 28, a 6,500-square-foot former Kinney Shoes site in Silverlake, a suburb near Dodger Stadium. The store was all but rebuilt at an investment of \$300,000, vendors claim. A freestander in the strict sense of the term (no strip, not near a mall), the store dominates the corner of Fletcher Drive and Riverside just off the Golden Gate Freeway. Especially effective is the tall outside sign using teal green and chifion, an off-pink. It's a combination one designer calls "night lights—you see it used a lot on boats." After dark, the sign can be read several blocks away (most definitely from a brand-new 20/20 Video—an outlet of one of the most aggressive local chains, where staffers note a \$1 rental has been instituted midweek). A select list of vendors, Wall Street investment principals, and family members were greeted by low-key Ben Derrickson, president, at the store's opening.

Barely hitting stride, Derrickson, 61, was off to Redding, Calif., the following week for another opening, one of at least a dozen new California units in Video Superstores' announced expansion in California, Indiana, and upstate New York. Derrickson's first store opened in July 1985, with four others following the same year in South Florida under Vibrant Video, which acquired Major Video's franchise rights. This was an outgrowth of Derrickson's position as VP of King of Video, the Las Vegas predecessor of Hank Cartwright's Major Video empire, now merging into Blockbuster. Derrickson has also headed a chain of family planning clinics since 1975, and since 1983 has headed a theater chain in Michigan.

Observers are watching how Video Superstore succeeds in the hotly competitive Southern California market. Its rental fee is \$3 for two nights on new releases and many general titles, the same rate used at Blockbuster. Video Superstore also features a "one night stand," a \$1 coupon for videos returned before 5 p.m. the next day. Derrickson hints that stores will be spotted strategically around the L.A. market.

Fixture vendor Ed Klein, design director of Professional Design Service, who was working principally on Major Video stores before the merger, says Video Superstore is looking at various concepts throughout the chain, "but they like this combination of teal green and chifion." The shelving fixtures are made of melamine, a combination of plastic thermo-fused on particle board, with both colors used. The same colors are used in the carpeting.

The videocassette with the longest running network TV program.



Only Fuji videocassettes have a media plan that includes network TV for three years running.

Which may explain why our sales growth rate was quadruple that of the entire category in 1988.

In 1989 we're just as aggressive. We have network TV, and we have a 7-Up® promotion that is moving videocassettes out of bins and off shelves at a near record pace.



And our exciting promotions for the fall will guarantee that this pace will continue.

So, in point of fact, all videocassettes are not the same. The ones with the Fuji name on them have something unique to offer.

The serious commitment of the people who make them.

FUJI. A new way of seeing things.

EROL'S AND PREMIERE AGREE:

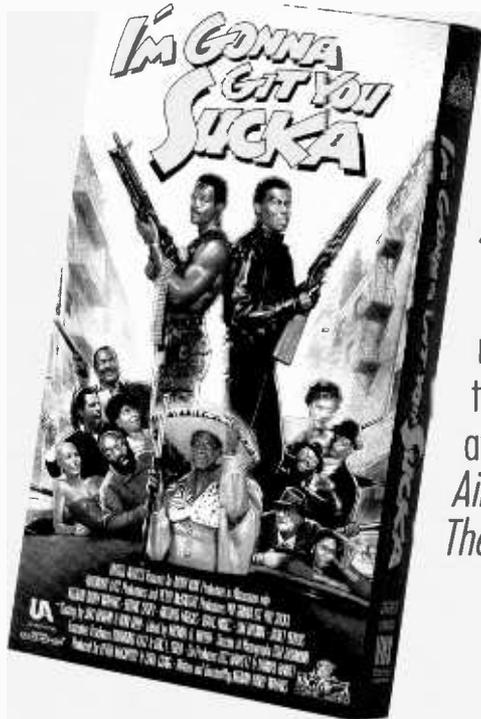
THIS "SUCKA'S" GONNA RENT!



Erol's and Premiere magazine both rate *I'm Gonna Get You Sucka* as an "A Title" hit. And so should you. Being selected by Erol's industry-recognized Discovery Series means that this title will be bought and promoted as a major rental. The video will also be highlighted in *Premiere's* 'New and Recommended' section.

This outrageous comedy spoof of '70s black action movies features a top-name soundtrack including The Gap Band, Curtis Mayfield (lampooning "Superfly"), The Jackson Five, The Four Tops, Aretha Franklin! And the non-stop gags and one-liners trigger "laughs that can be shared by everyone." (*The Hollywood Reporter*)

Discover what Erol's and *Premiere* already know—that this "Sucka"'s gonna git you profits!



★★★★
"A funny parody... made with the same hip attitude as *Airplane* and *The Naked Gun*."
Gene Siskel,
Chicago Tribune

PRE-ORDERS DUE: June 8, 1989
STREET DATE: June 27, 1989



\$89⁹⁵ Suggested list price. M901641 STEREO

Design © 1989 MGM/UA Home Video, Inc. All Rights Reserved

FOR WEEK ENDING MAY 20, 1989

Billboard®

© Copyright 1989, Billboard Publications, Inc. No part of this publication may be reproduced, stored in any retrieval system, or transmitted, in any form or by any means, electronic, mechanical, photocopying, recording, or otherwise, without the prior written permission of the publisher.

TOP VIDEOCASSETTES™ RENTALS

Compiled from a national sample of retail store rental reports.

THIS WEEK	LAST WEEK	WKS. ON CHART	TITLE	Copyright Owner, Manufacturer, Catalog Number	Principal Performers	Year of Release	Rating
★ ★ NO. 1 ★ ★							
1	1	6	BIG	CBS-Fox Video 4754	Tom Hanks	1988	PG
2	4	3	COCKTAIL	Touchstone Pictures Touchstone Home Video 606	Tom Cruise Bryan Brown	1988	R
3	2	10	A FISH CALLED WANDA	CBS-Fox Video 4752	John Cleese Jamie Lee Curtis	1988	R
4	6	3	GORILLAS IN THE MIST	Universal City Studios MCA Home Video 80851	Sigourney Weaver Bryan Brown	1988	PG
5	3	7	CROCODILE DUNDEE II	Paramount Pictures Paramount Home Video 32147	Paul Hogan Linda Kozlowski	1988	PG
6	14	3	TUCKER: THE MAN AND HIS DREAMS	Paramount Pictures Paramount Home Video 32144	Jeff Bridges Martin Landau	1988	PG
7	7	6	BETRAYED	MGM/UA Home Video M800945	Debra Winger Tom Berenger	1988	R
8	10	4	MYSTIC PIZZA	Samuel Goldwyn Virgin Vision 70035	Annabeth Gish Julia Roberts	1988	R
9	5	14	DIE HARD	CBS-Fox Video 1666	Bruce Willis Bonnie Bedelia	1988	R
10	8	10	BIG BUSINESS	Touchstone Pictures Touchstone Home Video 605	Bette Midler Lily Tomlin	1988	PG
11	9	10	MIDNIGHT RUN	Universal City Studios MCA Home Video 80810	Robert De Niro Charles Grodin	1988	R
12	11	10	MARRIED TO THE MOB	Orion Pictures Orion Home Video 8726	Michelle Pfeiffer Matthew Modine	1988	R
13	12	14	BULL DURHAM	Orion Pictures Orion Home Video 8722	Kevin Costner Susan Sarandon	1988	R
14	18	3	CROSSING DELANCY	Warner Bros. Inc. Warner Home Video 11826	Amy Irving Peter Riegert	1988	PG
15	38	2	CHILD'S PLAY	MGM/UA Home Video M800951	Catherine Hicks Chris Sarandon	1988	R
16	13	7	PUNCHLINE	RCA/Columbia Pictures Home Video 6-25010	Sally Field Tom Hanks	1988	R
17	15	4	BAT 21	Tri-Star Pictures Media Home Entertainment M012021	Gene Hackman Danny Glover	1988	R
18	NEW ▶		EIGHT MEN OUT	Orion Pictures Orion Home Video 8723	John Cusack Charlie Sheen	1989	PG
19	25	3	DEAD RINGERS	Media Home Entertainment M012168	Jeremy Irons Genevieve Bujold	1988	R
20	17	4	HELLBOUND: HELLRAISER II	New World Entertainment New World Video A88045	Claire Higgins Ashley Laurence	1988	R
21	16	7	CLEAN AND SOBER	Warner Bros. Inc. Warner Home Video 11824	Michael Keaton Kathy Baker	1988	R
22	23	2	RUNNING ON EMPTY	Warner Bros. Inc. Warner Home Video 11843	River Phoenix Judd Hirsch	1988	PG-13
23	27	3	THEY LIVE	Carolco International MCA Home Video 80843	Roddy Piper	1988	R
24	22	4	STEALING HOME	Warner Bros. Inc. Warner Home Video 11818	Mark Harmon Jodie Foster	1988	PG-13
25	24	5	MAC AND ME	Orion Pictures Orion Home Video 8728	Christine Ebersole Jonathan Ward	1988	PG
26	19	15	THE DEAD POOL	Warner Bros. Inc. Warner Home Video 11810	Clint Eastwood	1988	R
27	37	2	LAST RITES	CBS-Fox Video 4757	Tom Berenger Daphne Zuniga	1988	R
28	21	14	THE PRESIDIO	Paramount Pictures Paramount Home Video 31978	Sean Connery Mark Harmon	1988	R
29	NEW ▶		CLARA'S HEART	Warner Bros. Inc. Warner Home Video 11823	Whoopi Goldberg	1988	PG-13
30	34	2	MEMORIES OF ME	CBS-Fox Video 4754	Billy Crystal Alan King	1988	PG-13
31	NEW ▶		FRESH HORSES	RCA/Columbia Pictures Home Video 6-21027	Molly Ringwald Andrew McCarthy	1988	PG-13
32	26	8	IRON EAGLE II	IVE 63258	Louis Gossett Jr.	1988	PG
33	NEW ▶		DOMINICK AND EUGENE	Orion Pictures Orion Home Video 8716	Thomas Hulce Ray Liotta	1988	PG-13
34	28	17	YOUNG GUNS	Morgan Creek Productions Vestron Video 5267	Emilio Estevez Kiefer Sutherland	1988	R
35	20	7	MOON OVER PARADOR	Universal City Studios MCA Home Video 80802	Richard Dreyfuss Raul Julia	1988	PG-13
36	30	6	PLATOON LEADER	Cannon Films Inc. Media Home Entertainment M012011	Michael Dudikoff	1988	R
37	31	18	RED HEAT	IVE 66057	A. Schwarzenegger James Belushi	1988	R
38	29	16	THE GREAT OUTDOORS	Universal City Studios MCA Home Video 80811	Dan Aykroyd John Candy	1988	PG
39	33	8	MESSENGER OF DEATH	Cannon Films Inc. Media Home Entertainment M012022	Charles Bronson	1988	R
40	35	18	MONKEY SHINES	Orion Pictures Orion Home Video 2766	Jason Beghe John Pankow	1988	R

◆ ITA gold certification for a minimum sale of 125,000 units or a dollar volume of \$9 million at retail for theatrically released programs, or of at least 25,000 units or \$1 million at suggested retail for nontheatrical titles. ◇ ITA platinum certification for a minimum sale of 250,000 units or a dollar volume of \$18 million at retail for theatrically released programs, and of at least, 50,000 units and \$2 million at suggested retail for nontheatrical titles.

AVG To Be Sold Under Chapter 11

NASHVILLE American Video Group here, an organization that rents videos and equipment to 25 retail sites at military bases throughout the U.S., will be sold by June 19 as part of its Chapter 11 bankruptcy proceedings.

The company filed a bankruptcy petition in New York in February 1988, after a dispute between its management and Parallax Video Enterprises Inc., a New York-based company with which AVG had tried to merge.

AVG has a current inventory of about 30,000 videos, as well as video equipment and office furnishings. Military Market Concerns, also based in Nashville, has offered \$150,000 for all AVG's assets. Chapter 11 trustee Joel L. Carr, a New York attorney, says the offer will be accepted unless a better one is received on or before June 19.

Peter A. Winn, an attorney and representative for Carr, says AVG's debts are "far in excess of the assets or expected cash flow."

According to Winn, from February 1988 through January 1989 the company had "about \$2 million in cash flow, most spent on overhead. After you pay the salary of the various officers and directors, very, very little is left in the way of money that can service the debt."

The extent of AVG's debt is still being assessed; but shortly before the firm filed for bankruptcy, a financial statement showed it had debts of more than \$2 million.

Although operated from Nashville, AVG is a Delaware corporation. It has continued to function during the bankruptcy proceedings.

EDWARD MORRIS

SCHWARTZ BROS.

(Continued from page 46)

For the quarter ended Jan. 31, net income was \$133,262, compared with a loss of \$509,643 for the prior-year quarter. Revenues rose to \$27.4 million from \$19.6 million for the fourth quarter of the previous year.

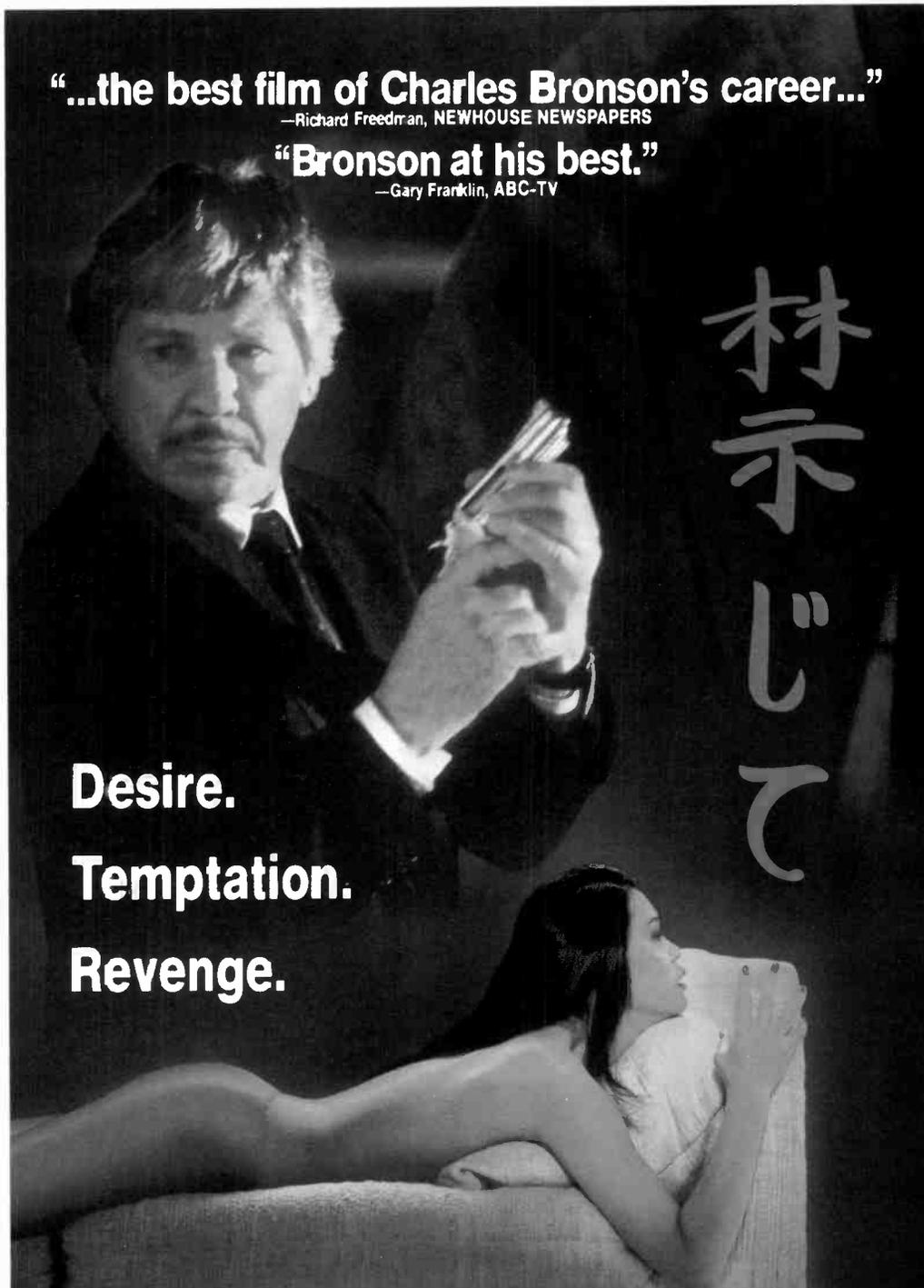
In light of the company's strong performance, Schwartz Bros. has declared a special 10-cents-per-share dividend payable on June 2 to shareholders of records on May 12 on its Class A common stock.

Schwartz Bros.' annual report reveals that in the past three years, video product sales have declined from 86% to 75% of its revenues, while record and tape sales increased from 9% to 11%, and CD sales, from 5% to 10%. The company has a division that emphasizes CD distribution to specialty video and audio hardware retailers.

The only cloud on Schwartz Bros.' horizon is its selling, operating, general, and administrative costs, which rose steeply to \$7.4 million from \$5.8 million the previous year. Securities analysts often see such increases as indicative of a slower rate of future earnings growth.

A Schwartz Bros. spokesman explains that the company upgraded its computer system and central warehouse this year and also expanded its field sales force, partly as a result of entering some new markets.

KEN TERRY



"...the best film of Charles Bronson's career..."

—Richard Freedman, NEWHOUSE NEWSPAPERS

"Bronson at his best."

—Gary Franklin, ABC-TV

**Desire.
Temptation.
Revenge.**

KINJITE

FORBIDDEN SUBJECTS

ORDER DUE DATE: May 25, 1989

STREET DATE: June 14, 1989

Action-Adventure • Color/98 Minutes

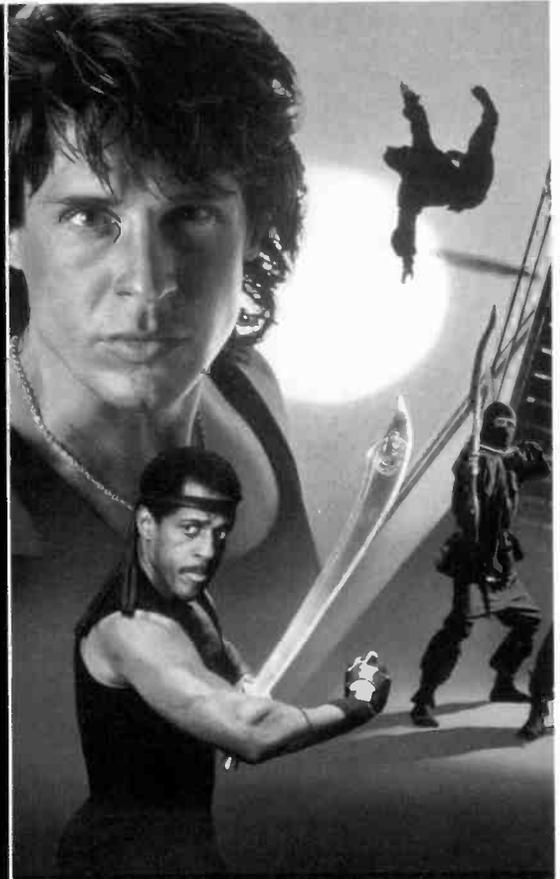
**Suggested retail price per cassette \$89.95. Higher in Canada. Catalog #31036.
Available on VHS, Beta, laserdisc and also in Spanish, #31122**

CANNON VIDEO

R

AVAILABLE THROUGH

WARNER HOME VIDEO



**Evil with no cure.
A warrior with no fear.**

AMERICAN NINJA 3

BLOOD HUNT

ORDER DUE DATE:

June 8, 1989

STREET DATE:

June 28, 1989

Action/Adventure • Color/90 Minutes

#31108 • \$89.95*

VHS/BETA/LASERDISC

©1989 CANNON VIDEO

*Suggested list price per cassette.
Higher in Canada.

CANNON VIDEO

R

AVAILABLE THROUGH

WARNER HOME VIDEO

All That AVA Action

Indie Vid Dealers Gather In New Orleans For Sixth-Annual Convention, April 13-16



Members of the Meet The Studios panel listen as delegates at the American Video Assn. convention express concerns over price breaks for mass merchants. Seated, from left, are Danny Kopel, executive VP, Magnum Entertainment; John Farr, VP of sales, Commtron Corp.; Al Reuben, senior VP of marketing, Vestron Video; and Richard Cohen, senior VP, Buena Vista Home Video. TWICE magazine's Seth Goldstein moderated.



AVA's new industry awards included retailer of the year, awarded to John English, president of MultiVideo, a Bellflower, Calif., single store. The award was a memorial to Jerry Gansle, a pioneer AVA member. With English, from left, are Tom Daugherty, AVA chairman and head of North Of Hollywood in Hayden Lake, Idaho; Virginia Gansle; and John Power, AVA president.



Billboard marketing editor Earl Paige, in the booth at bottom right, was among the video experts who participated as stars of Video Squares, a takeoff on the TV game show "Hollywood Squares," which offered a light lesson in video history.



Commtron, AVA's endorsed supplier, is awarded the AVA Golden Videocassette. From left are Tom Daugherty, AVA chairman; John Farr, Commtron VP of sales; Jerry Parker, Commtron national accounts manager; and AVA president John Power.



John Maioriello, president of JD Store Equipment, offers views on store design.



AVA attendance was up by 100, to 750. The exhibition floor drew 104 booths, while the convention featured more than 10 hours of seminars.



Walt Disney Home Video receives the Pinnacle Award, with Richard Cohen accepting. He is flanked by AVA chairman Tom Daugherty and AVA president John Power.



Vestron VP of sales Al Reuben, center, accepts the AVA Five Star Release Award from AVA chairman Tom Daugherty, left, and AVA president John Power for "Dirty Dancing," voted by members as the most profitable rental and sales tape.

FAIRFIELD GROUP SPINS OFF RESEARCH ARM

(Continued from page 46)

video retail chain headquartered in Springfield, Va.

Meanwhile, Fairfield Research Inc.'s new owners—Gary Gabelhouse, Ted Lannan, and Tim Searcy—have targeted the home video industry as the hub of future activity. The company will continue to produce syndicated and custom reports based on research that tracks the flow of videocassettes on a daily and title-specific basis, including rental and purchase activity at the consumer level.

"We will be offering ongoing, vital information that literally everybody can afford, including the mom-and-pop video stores or the small indepen-

dent video rights owner," says Gabelhouse.

In addition, Fairfield Consulting will have access to the entire Fairfield Research data base. The consulting division, which specializes in marketing and distribution of video products and services, also provides location, appraisal, brokerage, and financial services to video retailers.

Another division, Fairfield Promotional Services, provides promotional, merchandising, distribution, and fulfillment services to suppliers of video retail stores and chains.

Fairfield Research Inc. will remain based in Lincoln, Neb. Offices on both coasts are planned.

FOR WEEK ENDING MAY 20, 1989

Billboard®

©Copyright 1989, Billboard Publications, Inc. No part of this publication may be reproduced, stored in any retrieval system, or transmitted, in any form or by any means, electronic, mechanical, photocopying, recording, or otherwise, without the prior written permission of the publisher.

TOP KID VIDEO SALES™

THIS WEEK	LAST WEEK	WKS. ON CHART	TITLE Copyright Owner, Manufacturer, Catalog Number	Year of Release	Suggested List Price
			★★ NO. 1 ★★		
1	1	31	CINDERELLA Walt Disney Home Video 410	1950	26.99
2	2	83	LADY AND THE TRAMP Walt Disney Home Video 582	1955	29.95
3	4	14	TEEN MUTANT NINJA TURTLES: HOT RODDING... Family Home Entertainment 23980	1989	14.95
4	3	29	TEEN MUTANT NINJA TURTLES: HEROES... Family Home Entertainment 23978	1988	14.95
5	5	134	SLEEPING BEAUTY ♦ Walt Disney Home Video 476	1959	29.95
6	8	190	DUMBO ▲ ♦ Walt Disney Home Video 24	1941	29.95
7	6	48	MICKEY COMMEMORATIVE EDITION Walt Disney Home Video 690	1988	14.95
8	7	153	ALICE IN WONDERLAND ▲ ♦ Walt Disney Home Video 36	1951	29.95
9	10	28	RAFFI IN CONCERT WITH THE RISE & SHINE BAND ◇ Troubadour Records Ltd./A&M Video VC61719	1988	19.98
10	9	87	AN AMERICAN TAIL ◇ Amblin Entertainment/MCA Home Video 80536	1986	29.95
11	14	139	WINNIE THE POOH AND THE HONEY TREE ♦ Walt Disney Home Video 49	1965	14.95
12	12	21	THE JETSONS MEET THE FLINTSTONES Hanna-Barbera Home Video 1119	1987	29.95
13	11	153	WINNIE THE POOH AND TIGGER TOO ♦ Walt Disney Home Video 64	1974	14.95
14	13	8	BUGS AND DAFFY WARTIME CARTOONS MGM/UA Home Video M201494	1989	19.95
15	RE-ENTRY		RAFFI-A YOUNG CHILDREN'S CONCERT ▲ A&M Video 6-21707	1986	19.98
16	21	30	THE THREE CABALLEROS Walt Disney Home Video 411	1945	29.95
17	15	6	BUGS BUNNY CLASSICS MGM/UA Home Video M201497	1989	14.95
18	16	102	DISNEY'S SING ALONG SONGS: HEIGH-HO! Walt Disney Home Video 531	1987	14.95
19	RE-ENTRY		MICKEY AND THE BEANSTALK Walt Disney Home Video 691	1988	14.95
20	23	15	TEEN STEAM J2 Communications J20029	1988	19.95
21	18	177	PINOCCHIO ♦ Walt Disney Home Video 239	1940	29.95
22	22	132	THE SWORD IN THE STONE ♦ Walt Disney Home Video 229	1963	29.95
23	25	15	DINOSAURS, DINOSAURS, DINOSAURS Twin Tower Video	1988	14.95
24	19	7	THE WIND IN THE WILLOWS Walt Disney Home Video 412	1988	14.95
25	17	149	WINNIE THE POOH AND THE BLUSTERY DAY ♦ Walt Disney Home Video 63	1968	14.95

♦ ITA gold certification for a minimum sale of 125,000 units or a dollar volume of \$9 million at retail for theatrically released programs, or of at least 25,000 units or \$1 million at suggested retail for nontheatrical titles. ◇ ITA platinum certification for a minimum sale of 250,000 units or a dollar volume of \$18 million at retail for theatrically released programs, and of at least 50,000 units and \$2 million at suggested retail for nontheatrical titles.

Issue-Oriented NAVD Meet Yields News Of PR Plan

BY JIM McCULLAUGH

INDIAN WELLS, Calif. In an effort to thaw the cold war that has existed among video distributors, retailers, and suppliers, the National Assn. of Video Distributors is mounting a yearlong public relations campaign called Focus On Service.

NAVD president Walt Wiseman says the campaign is designed to heighten awareness of distributor services to retailers while addressing studio criticism that distributors don't pay enough attention to vendor product lines. The public relations effort is a co-venture with Video Software Dealer, a monthly trade magazine distributed to dealers for no charge.

The plan, announced here during NAVD's sixth annual trade conference May 3-6, was among the highlights of a more issues-oriented conclave than in previous years. The meeting drew 450 people representing 60 companies.

Many attendees recalled RCA/Columbia Pictures Home Video's decision to announce a plan to dramatically pare down its distribution at last year's meeting (Billboard, May 6) and wondered if a similar bombshell would be dropped this year. As it happened, no such announcement materialized.

Instead, distributors seemed buoyed by a number of indications. Paramount Home Video, for example, vowed to preserve its current distribution structure for at least the next year. And while RCA/Columbia made no formal announcements, there is continued speculation that the company will reinstate several distributors in a remodification of its program.

While RCA/Columbia is presently hosting dealer meetings (see separate story), Wiseman said, "If they do make any changes, I think it would be best to do it just prior to [the Video Software Dealers

Assn. meeting Aug. 6-9]. That would provide for maximum impact among independent dealers."

Wiseman added that he, as well as other distributors, was "frankly waiting to see what Paramount was going to do."

Eric Doctorow, Paramount senior VP and GM, confirmed that the studio had indeed "evaluated several scenarios" while it studied

Among the major topics were the \$15 price point, quotas, the 'rental wall,' defectives

"the best way to get product to the marketplace, which in turn led to lots of speculation and even some disruption in the market. Some of the scenarios were unique, interesting, and complicated." Some earlier reports speculated that Paramount's parent company, Gulf & Western, was planning to acquire Commtron, the largest U.S. video distributor. Other reports asserted that Paramount was eyeing more direct sales to retailers.

But, Doctorow said, "We have decided to continue to support the concepts of independent distribution and branches. There are no plans to change our distribution stance." The studio will be hosting its own distributor sales meeting in July.

Among the major topics that appeared to occupy both sides of the table during NAVD were cultivating more sell-through at traditional video stores, the \$15 price point, margins, profitability, quotas, distributor/rack/direct price differentials, the "rental wall," co-op advertising, and defectives.

The "rental wall" was a much-

discussed NAVD topic. Wiseman confirmed that "there are a shrinking number of units going into the marketplace as contrasted to last year. We discussed ways to pole-vault over the wall."

Yet, said another studio executive: "I'm not as concerned about rental as everybody else. The real issue is that distributors are giving up the sale market. They bitch about the rackjobbers, the mass merchants, and the price clubs, but what are they doing about it? Nothing.

"[Distributors] are just going for the \$89.95 hit business. Ten years from now if pay-per-view or some other form of nonphysical distribution comes about, the only guarantee that we'll all be in this business is the cassette sales. What if AT&T comes in with fiber optics or if movies can be put on floppy disks? The video business could be healthy forever like the record business if sale becomes more prevalent," said the executive who asked not to be identified.

"In a sense, traditional distribution has abdicated the sell-through business," agreed Herb Fischer, senior VP of sales at MGM/UA Home Video.

The key elements of the Focus On Service public relations effort announced at the conference include the following:

•**Market research:** NAVD has commissioned two independent studies. One will poll about 600 video buyers to gauge distributor strengths and weaknesses. The other will focus on distributor telemarketers and outside sales reps.

Both studies will be conducted by the Fairfield Group with the results to be published in Video Software Dealer magazine.

•**Service guide:** Every three months NAVD will produce an eight-page service guide inserted into the trade magazine that will contain specific educational material and messages from distributor CEOs to dealers.

•**Monthly report:** NAVD and Video Software will publish monthly a two-page newsletter for video manufacturers and the press

that will contain information on the state of video distribution and results of NAVD studies.

•**Monthly column:** Results from the retailer study on distributor strengths will be published in each issue of Video Software. Each column will key in on a specific distributor service.

NAVD has also developed a Focus On Service logo that will be placed on educational and promotional materials for the campaign.

Wiseman Notes Upward Distribution Stats At NAVD

INDIAN WELLS, Calif. In making his state-of-the-industry comments at the National Assn. of Video Distributors meet, Walt Wiseman, president of the trade group and head of Major Video Concepts, noted that business was generally up for distributors. He estimated that home video generated about \$2.1 billion-\$2.2 billion through traditional distributors in 1988. Sales were up about 30%, he noted.

Yet, Wiseman said, "dangerously thin" margins are a fact of distribution's business these days. It is hoped that the public relations program announced at the NAVD meeting will empha-

size service over price, Wiseman said.

Said one distribution executive, "One key issue is still profitability. There's still some pretty aggressive price wars going on out there spurred on by more distributors trying to meet goals just to keep a line. Selling on price alone just to keep market share is not really healthy for the industry."

Wiseman also indicated that NAVD will meet twice with studios in the next year to discuss the next NAVD agenda. Referring to last year, he said, "We didn't meet with them and that was wrong." JIM McCULLAUGH

FOR WEEK ENDING MAY 20, 1989

Billboard

© Copyright 1989, Billboard Publications, Inc. No part of this publication may be reproduced, stored in any retrieval system, or transmitted, in any form or by any means, electronic, mechanical, photocopying, recording, or otherwise, without the prior written permission of the publisher.

TOP VIDEODISKS™

THIS WEEK	2 WKS. AGO	WKS. ON CHART	TITLE	Copyright Owner, Manufacturer, Catalog Number	Principal Performers	Year of Release	Rating	Suggested List Price	
									Compiled from a national sample of retail store sales reports.
				★ ★ NO. 1 ★ ★					
1	1	7	DIE HARD	CBS-Fox Video 1666	Bruce Willis Bonnie Bedelia	1988	R	39.95	
2	NEW ▶		MARRIED TO THE MOB	Orion Pictures Image Entertainment 62870	Michelle Pfeiffer Matthew Modine	1988	R	39.95	
3	4	3	JOHN LENNON: IMAGINE	Warner Bros. Inc. Warner Home Video 11819	John Lennon Yoko Ono	1988	R	24.98	
4	7	3	WILLOW	LucasFilm Ltd. Image Entertainment 11819	Val Kilmer Joanne Whalley	1988	PG	39.95	
5	3	5	MIDNIGHT RUN	Universal City Studios MCA Home Video 80810	Robert De Niro Charles Grodin	1988	R	39.98	
6	5	9	THE DEAD POOL	Warner Bros. Inc. Warner Home Video 11810	Clint Eastwood	1988	R	24.98	
7	NEW ▶		BIG BUSINESS	Touchstone Pictures Touchstone Home Video 605	Bette Midler Lily Tomlin	1988	PG	39.98	
8	2	7	EMPIRE OF THE SUN	Warner Bros. Inc. Warner Home Video 11753	Christian Bale John Malkovich	1987	PG	39.98	
9	6	5	BULL DURHAM	Orion Pictures Image Entertainment 6399	Kevin Costner Susan Sarandon	1988	R	39.95	
10	8	5	MOONWALKER	Ultimate Production Image Entertainment 6322	Michael Jackson	1988	NR	39.95	

♦ ITA gold certification for a minimum sale of 125,000 units or a dollar volume of \$9 million at retail for theatrically released programs, or of at least 25,000 units or \$1 million at suggested retail for nontheatrical titles. ◇ ITA platinum certification for a minimum sale of 250,000 units or a dollar volume of \$18 million at retail for theatrically released programs, and of at least 50,000 units and \$2 million at suggested retail for nontheatrical titles.

VCR Households Increased Nielsen Lists Top 20 Metro Areas

NEW YORK Household VCR penetration in the U.S. has climbed to 64.6% while pay-cable TV is said to have reached just under 30% of American homes, according to Nielsen Media Research.

A recent report issued by the media watchdog says that VCR penetration has grown at break-neck speed—from 4% of U.S. homes in early 1982 to today's 64.6%—but has slowed somewhat as the market has matured. The figures for 1989 marked the first time since 1984 that VCR penetration did not see double-digit growth from one year to the next.

By comparison, cable TV penetration has grown at a snail's pace. Nielsen says 18.7% of U.S. homes had cable in early 1982. In the past seven years the number has grown to today's 29.2%.

The study also notes the cities and metropolitan areas with the highest VCR penetration. Accord-

ing to Nielsen, the top 20 are as follows:

- Anchorage, Alaska 84.6%
 - Fairbanks, Alaska 82.2%
 - Bend, Ore. 74.5%
 - San Francisco* 74.3%
 - Las Vegas 73.3%
 - Salt Lake City 73.2%
 - San Diego 73.0%
 - Salisbury, Md. 72.6%
 - Los Angeles 72.4%
 - Santa Barbara, Calif.* .. 72.0%
 - Baltimore 71.5%
 - Sacramento-Stockton, Calif. 71.4%
 - Dallas-Fort Worth 71.2%
 - Presque Isle, Maine 71.0%
 - Boston 70.8%
 - Seattle-Tacoma 70.5%
 - New York 70.4%
 - Reno, Nev. 70.4%
 - Providence-New Bedford, R.I. 69.7%
 - Honolulu 69.5%
- *Includes surrounding areas.

TOP SPECIAL INTEREST VIDEOCASSETTES SALES

NAVD News: Price Points, Possible Virgin Vision Sale

NAVD POSTSCRIPTS: The \$14.95 retail price point was a hot topic at the just-concluded National Assn. Of Video Distributors conclave May 3-6 near Palm Springs, Calif. **Paramount** announced a slate of sell-through titles for \$14.95 each (see separate story.) (Incidentally, a page 1 story in the April 1 issue noted that such a move seemed imminent and that Paramount was expected to be first.)

Several other suppliers are said to be laying the groundwork for similar campaigns. Yet, not all distributors—nor studios—share the same enthusiasm about the development (Billboard, April 1).

Said **Ingram** president John Taylor: "You get to a point where you can't sell one tape to a retailer and then pay the freight and make any money. If the studios want to go down that low, put it in prepacks where you have to sell five, six, or eight to make any money."

"Most retailers in other industries work on 50%-60% margins," said another wholesaler executive. "I don't know how realistically manufacturers can expect sell-through to really burgeon if the profitability is not there."

One studio executive said the industry "should not give up" the \$19.95, \$24.95, and \$29.95 price points but "continue to churn volume at those levels. Why cave in to mass merchants and cut margins? Studios don't have to do it."

Walt Wiseman, Major Video Concepts, said: "It's real difficult for distributors to handle that price point in a cost-efficient manner. I don't think that price point is the wave of the future at all."

One studio executive, rationalizing the advent of the \$15 price point, said: "There are certain titles in catalogs that have hit a wall. If you're not selling something, you either increase the promotions or reduce the price. That way you test elasticity of demand."

MORE NAVD: Alan Saffron, head of **KVC Video**, which includes Atlantic Releasing, says the chances of his acquiring **Virgin Vision** are now "50-50." He believes he is still Virgin's only suitor and is in the process of evaluating the deal. "We like the company," he said. "It's got a lot of assets we're interested in. It's also got some negatives and we have to weigh those factors." Meanwhile, KVC is moving ahead with plans for an Atlantic Video rental-oriented label in Los Angeles with a launch anticipated in two months. KVC's sell-through effort will re-

main headquartered in Indianapolis. Saffron says the Atlantic label will issue about 15-18 titles a year, 12-15 coming from Atlantic Releasing, the rest from acquisitions. Because of the impending pay windows of four Atlantic titles—"1969," "Patty Hearst," "A World Apart," and "A Summer Story"—those films have been licensed to **Media Home Entertainment** to maximize their rental profitability.

Michael Holzman, president of **SVS Inc.**, Sony Corp.'s prerecorded video arm, says the consumer electronics giant does have a "corporate mandate" to acquire a U.S. film studio in the future. "When and who, I don't know," he said. SVS, he added, is in the process of heightening its image and will concentrate on acquiring more "quality program-

ing," moving away from "exploitation" and music video product. SVS is also looking to become a more active partner with others on

films and will team up with Island Pictures for an as-yet-undefined project. Ironically, he said, the licenses for most of the more than 200 music video titles in the catalog that pioneered the company's entry into home video will revert in 12-15 months to the likes of Capitol and PolyGram, meaning that SVS will be "virtually out of the music video business." SVS, however, is exploring the possibility of distributing CBS Music Video Enterprises titles to nonrecord-store accounts.

NAVD's sixth annual trade conference attracted more than 450 attendees, its biggest number yet, surpassing last year's 440. Thirty-two of 35 supplier members were on hand while 23 distributors were there. **Walt Wiseman**, last year's NAVD president and head of Major Video Concepts, was elected for another year. The group will also meet again at Indian Wells near Palm Springs in early May of next year but will likely shift to a resort in the Midwest for 1991. **Vidmark** is said to be exploring the possibility of a leveraged buyout of **New World Video**.

Pacific Arts Video is pulling out all the stops for "Tapeheads," said president George Steele. The company is mounting its biggest campaign to date and figures to top the 100,000-mark plateau. And that's only the "first level," he says. PAV's biggest title to date has been "Square Dance," at about 50,000 units. A special promo tape and kit is being sent to 37,000 dealers, while other marketing efforts will cover TV, radio, print, and custom retail promotions.



by Jim McCullaugh

Compiled from a national sample of retail store sales reports.						
THIS WEEK	2 WKS. AGO	WKS. ON CHART	TITLE	Copyright Owner, Manufacturer, Catalog Number	Remarks	Suggested List Price
HEALTH AND FITNESS™						
★★ NO. 1 ★★						
1	1	123	CALLANETICS ◊	Callan Productions Corp. MCA Home Video 80429	Callan Pinckney presents deep muscle exercise techniques.	24.95
2	3	29	SUPER CALLANETICS	Callan Productions Corp. MCA Home Video 80809	Advanced version of the Callanetics deep-muscle movement program.	24.95
3	4	123	JANE FONDA'S NEW WORKOUT ◆	Lorimar/LightYear Ent. Warner Home Video 069	Beginner and advanced routines designed to strengthen and tone.	29.98
4	2	15	JANE FONDA'S COMPLETE WORKOUT	Lorimar/LightYear Ent. Warner Home Video 650	Her first all-around regimen designed to accommodate all fitness levels.	29.98
5	8	123	KATHY SMITH'S BODY BASICS	JCI Video Inc. JCI Video 8111	Fitness video gets down to basics and is designed for the beginner.	14.95
6	7	17	RAQUEL: LOSE 10LBS. IN 3 WEEKS	Total Video, Inc. HBO Video 9892	This combination of exercise and proper diet gets you in top shape fast.	19.99
7	6	123	JANE FONDA'S LOW IMPACT AEROBIC WORKOUT ◆	Lorimar/LightYear Ent. Warner Home Video 070	A fun and effective alternative to traditional dance aerobics.	29.98
8	5	11	ANGELA LANSBURY: POSITIVE MOVES	Wood Knapp Video WK1016	Celebrity Angela Lansbury gives tips on becoming a success.	29.95
9	9	61	START UP WITH JANE FONDA	Lorimar/LightYear Ent. Warner Home Video 077	This 25-minute video is more than a warm-up and less than a full workout.	19.95
10	14	123	KATHY SMITH'S ULTIMATE VIDEO WORKOUT	JCI Video Inc. JCI Video 8100	Strenuous program designed for intermediate and advanced exercisers.	14.95
11	10	27	KATHY SMITH'S FAT-BURNING WORKOUT	Fox Hills Video FH1059	This unique program emphasizes burning fat and losing weight.	19.95
12	17	123	JANE FONDA'S EASY GOING WORKOUT ◆	Lorimar/LightYear Ent. Warner Home Video 058	Calisthenics and aerobics for any age at a slow and easy pace.	29.98
13	11	5	SHIRLEY MACLAINE'S INNER WORKOUT	Vestron Video 5270	Shirley MacLaine teaches several ways to lead a calm and peaceful life.	29.98
14	15	109	THE JANE FONDA'S WORKOUT CHALLENGE	Lorimar/LightYear Ent. Warner Home Video 051	Strenuous exercise program designed for experienced exercisers.	29.98
15	16	123	RICHARD SIMMONS AND THE SILVER FOXES	Lorimar Home Video Warner Home Video 158	Fitness program for people over 50 includes warm-ups and aerobics.	24.95
16	18	65	KATHY SMITH'S STARTING OUT	Fox Hills Video FH1027	Kathy Smith's easy-to-do workout for beginners.	19.95
17	12	109	A WEEK WITH RAQUEL	Total Video, Inc. HBO Video 9965	Extensive weekly exercise and yoga program designed by Raquel Welch.	19.99
18	13	105	JANE FONDA'S P. B. & R. WORKOUT	Lorimar/LightYear Ent. Warner Home Video 046	Designed for pregnant women who want to keep in shape.	29.98
19	19	109	20 MINUTE WORKOUT	Vestron Video 1033	Bess Motta's three workouts include aerobics, stretching and more.	29.95
20	RE-ENTRY		DENISE AUSTIN'S SUPER STOMACHS	Parade Video 27	A safe program to help develop rock-hard tummies.	19.95
BUSINESS AND EDUCATION™						
★★ NO. 1 ★★						
1	1	119	CAREER STRATEGIES 1	Polaris Communication	Development of managerial skills & mental exercises are taught.	19.95
2	3	45	INC. MAGAZINE: HOW TO REALLY START YOUR OWN BUSINESS	Warner Home Video 081	Topics include getting the idea, finding investors and making the deals.	29.95
3	5	81	DRUG FREE KIDS: A PARENT'S GUIDE	LCA	A look at drug abuse and the techniques parents can use to solve it.	29.95
4	12	119	SAY IT BY SIGNING	Crown Publishing Corp. Crown Video	Basics of sign language with emphasis on useful words & phrases.	29.95
5	2	75	AMERICAN HISTORY: THE CIVIL WAR	Increase Video IV015	Famous events from the Civil War are recounted and analyzed.	29.95
6	4	27	SAT-PSAT VERBAL REVIEW	Video Aided Instruction, Inc.	This tape presents experienced instructors giving test-taking techniques.	29.95
7	8	19	SAT-PSAT MATH REVIEW	Video Aided Instruction, Inc.	This valuable test aid will help students review for important exams.	29.95
8	7	119	PERSUASIVE SPEAKING	Polaris Communication	Successful public speaking through use of body language & eye contact.	19.95
9	NEW▶		DBASE III PLUS LEVEL II	The Video Professor	How to copy and erase database files.	19.95
10	11	123	STRONG KIDS, SAFE KIDS	Paramount Pictures Paramount Home Video 85037	Henry Winkler educates parents and children about child abuse.	24.95
11	14	111	THE VIDEO SAT REVIEW	Random House Home Video	Improve test-taking skills for those important college-entry SAT tests.	69.95
12	6	11	INTRODUCTION TO LOTUS 1-2-3	The Video Professor	Design & print spreadsheets, Lotus screen format, cells and rows.	19.95
13	9	9	INTRODUCTION TO WORDPERFECT	The Video Professor	Learn use of boldface and under-line modes, space settings, etc.	19.95
14	10	79	CAREER STRATEGIES 2	Polaris Communication	Learn when and how to move to get the most out of a new position.	19.95
15	13	5	INTRODUCTION TO DBASE III PLUS	The Video Professor	Learn to control inventory, sales leads, invoices, and orders.	19.95

◆ ITA gold certification for a minimum sale of 125,000 units or a dollar volume of \$9 million at retail for theatrically released programs, or of at least 25,000 units or \$1 million at suggested retail for nontheatrical titles. ◊ ITA platinum certification for a minimum sale of 250,000 units or a dollar volume of \$18 million at retail for theatrically released programs, and of at least 50,000 units and \$2 million at suggested retail for nontheatrical titles. Next week: Recreational Sports, Hobbies And Crafts.



Burning Issue. Willem Dafoe, top, and Simeon Teague star in "Mississippi Burning," a dramatic depiction of the murder of three civil rights activists. The film, which won the National Board of Review's award for best picture, will be available from Orion Home Video beginning July 27 for a list price of \$89.95.

Producer Turns Distributor With First-Run Vid Co.

BY CHRIS MCGOWAN

LOS ANGELES Special-interest producers usually bankroll their own projects in the hope that a distributor likes it enough to pitch it to retailers. At best it's a crap shoot—a rickety proposition that has led one producer to form his own distribution arm.

"I decided that producing these tapes didn't make sense to me anymore unless I got a piece of the distribution, too," says Peter Shanaberg, president and CEO of First Run Video. The Los Angeles-based distributor was born out of Shanaberg's frustration over traditional distribution of nontheatrical features.

Shanaberg's production company, Selluloid Inc., has created some 30 special-interest titles, but the company brass became disgruntled with the lack of enthusiasm from video distributors. So, in January of this year, Shanaberg and his partners, Adam Bronfman and John Cofrin, formed First Run to distribute Selluloid's videos as well as special-interest tapes from other producers.

First Run recently launched its first five releases: "Swayze Dancing," an instructional and motivational tape hosted by dance teacher Patsy Swayze with a guest appearance by her celebrity son Patrick; "Warm Up With Traci Lords," a nonimpact exercise tape featuring the former X-rated-film star; "How To Get Revenge" with Linda Blair, a guide to nonviolent methods of harassment and trickery; and "The Single's Guide To Los Angeles" and
(Continued on page 55)

Where there's laughter, there's hope.



Billy Crystal
Alan D. Levenson/Courtesy of HBO

Whoopi Goldberg
Michael Grecco/Courtesy of HBO

Robin Williams
Alan D. Levenson/Courtesy of HBO

THE GREATEST COMEDY EVENT OF THE YEAR!

Billy Crystal, Whoopi Goldberg and Robin Williams are your hosts for two full hours of hilarious highlights from the funniest on-stage spectacle of the year—COMIC RELIEF III!

ORDER YOUR COMIC RELIEF III VIDEOCASSETTE TODAY!

To order, or for more information, check with your local distributor or call 1-800-582-2000.

An All-Star Comedy Cast Including:

Elayne Boosler • Bobcat Goldthwait • Arsenio Hall • Richard Lewis • Shelley Long
• Penn & Teller • Paul Reiser • Bob Saget • Garry Shandling • Steven Wright • And Many More!

Advertising support in major trade and consumer magazines.

Exciting P.O.P. merchandising materials with qualifying orders.

Order No. 3665

Pre-order Date: June 8
Warehouse Date: June 26
Street Date: June 28

Running time approximately 120 minutes.

Suggested Retail Price - \$39.95
(Special 3-pack pricing available)
Profits from tape sales go to projects in the National Healthcare for the Homeless Program.

KVC HOME VIDEO

7225 Woodland Drive, P.O. Box 68881
Indianapolis, Indiana 46268-0881

©Comic Relief is a registered trademark of Gary Thison. ©1989, KVC HOME VIDEO. All Rights Reserved.

BOGART & CAGNEY



INCLUDES
4 NEW
COLORIZED
VERSIONS

HOLLYWOOD "HIT MEN" FOR HIRE

ONLY
\$19.95*
EACH

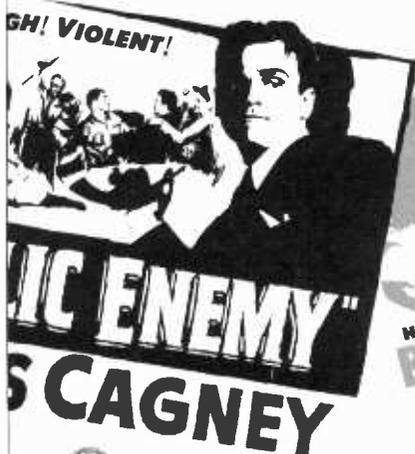
You want to make a 'big hit' with your customers? Hire Bogart & Cagney. They're rough, tough and sexy. Sure they've done a little time behind bars, but the dames love 'em and they get results!

IN BLACK & WHITE AND COLOR

- M201619 • ANGELS WITH DIRTY FACES • (B&W)
- M201620 • ANGELS WITH DIRTY FACES (COLORIZED)
- M201378 • THE BIG SLEEP
- M200735 • EACH DAWN I DIE • (NEW RELEASE!)
- M201437 • KEY LARGO • (B&W)
- M201617 • KEY LARGO • (COLORIZED)
- M201546 • THE MALTESE FALCON • (B&W)
- M201542 • THE MALTESE FALCON • (COLORIZED)
- M201586 • PUBLIC ENEMY
- M201612 • THE ROARING TWENTIES • (B&W)
- M201614 • THE ROARING TWENTIES • (COLORIZED)
- M201587 • TREASURE OF THE SIERRA MADRE

Pre-Orders Due: June 8, 1989

Street Date: June 27, 1989



MGM/UA
HOME VIDEO

*Suggested list price each. Not available in Canada.
Design © 1989 Turner Entertainment Co. All Rights Reserved

FOR WEEK ENDING MAY 20, 1989

Billboard®

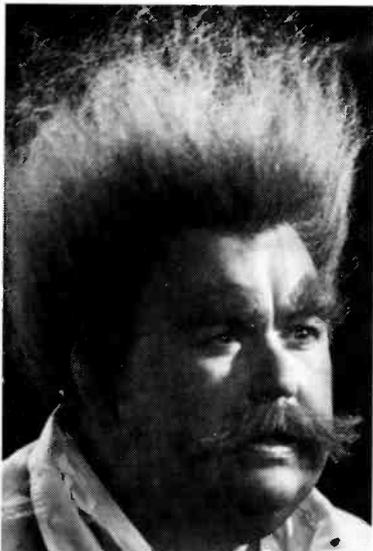
©Copyright 1989, Billboard Publications, Inc. No part of this publication may be reproduced, stored in any retrieval system, or transmitted, in any form or by any means, electronic, mechanical, photocopying, recording, or otherwise, without the prior written permission of the publisher.

TOP VIDEOCASSETTES SALES™

Compiled from a national sample of retail store sales reports.

THIS WEEK	LAST WEEK	WKS. ON CHART	TITLE	Copyright Owner, Manufacturer, Catalog Number	Principal Performers	Year of Release	Rating	Suggested List Price
1	1	17	MOONWALKER	Ultimate Production CBS Music Video Enterprises 49009	Michael Jackson	1988	NR	24.98
2	2	11	U2 RATTLE AND HUM	Paramount Pictures Paramount Home Video 32228	U2	1988	PG-13	24.95
3	3	16	JANE FONDA'S COMPLETE WORKOUT	Lorimar/LightYear Ent. Warner Home Video 650	Jane Fonda	1989	NR	29.98
4	5	28	E.T. THE EXTRA-TERRESTRIAL	Amblin Entertainment MCA Home Video 77012	Henry Thomas Dee Wallace	1982	PG	24.95
5	4	122	CALLANETICS ▲ ◇	Callan Productions Corp. MCA Home Video 80429	Callan Pinckney	1986	NR	24.95
6	6	69	DIRTY DANCING	Vestron Pictures Inc. Vestron Video 6013	Patrick Swayze Jennifer Grey	1987	PG-13	24.98
7	8	14	BRUCE SPRINGSTEEN ANTHOLOGY: 1978-1988	CBS Music Video Enterprises 49010	Bruce Springsteen	1989	NR	24.98
8	9	31	CINDERELLA	Walt Disney Home Video 410	Animated	1950	G	26.99
9	7	12	SPORTS ILLUSTRATED'S 25TH ANNIVERSARY SWIMSUIT VIDEO	HBO Video 0234	Various Artists	1989	NR	19.98
10	10	6	SHIRLEY MACLAINE'S INNER WORKOUT	Vestron Video 5270	Shirley MacLaine	1989	NR	29.98
11	12	12	MICHAEL JORDAN: COME FLY WITH ME	CBS-Fox Video 2173	Michael Jordan	1989	NR	19.98
12	15	28	FATAL ATTRACTION	Paramount Pictures Paramount Home Video 1762	Michael Douglas Glenn Close	1987	R	19.89
13	14	9	RUSH: A SHOW OF HANDS	PolyGram Music Video 041760-3	Rush	1989	NR	24.95
14	17	29	BEVERLY HILLS COP II	Paramount Pictures Paramount Home Video 1860	Eddie Murphy	1987	R	19.89
15	18	42	DEF LEPPARD: HISTORIA	Bludgeon Riffola, LTD. PolyGram Music Video 080359-3	Def Leppard	1988	NR	24.95
16	16	23	PLAYMATE VIDEO CALENDAR 1989	HBO Video 0510	Various Artists	1988	NR	19.99
17	13	26	KATHY SMITH'S FAT BURNING WORKOUT	Fox Hills Video FH1059	Kathy Smith	1988	NR	19.95
18	21	83	LADY AND THE TRAMP	Walt Disney Home Video 582	Animated	1955	G	29.95
19	24	5	DEBBIE GIBSON: LIVE IN CONCERT	Atlantic Records Inc. Atlantic Video 50133-3	Debbie Gibson	1989	NR	19.98
20	30	4	ANTHRAX: OI DIVNIKUFESIN N.F.V.	Megaforce Worldwide Island Visual Arts 50135-3	Anthrax	1988	NR	19.98
21	20	111	THE WIZARD OF OZ ▲ ◇	MGM/UA Home Video 60001	Judy Garland Ray Bolger	1939	G	29.95
22	11	135	JANE FONDA'S LOW IMPACT AEROBIC WORKOUT ▲ ◇	Lorimar/LightYear Ent. Warner Home Video 070	Jane Fonda	1986	NR	29.98
23	27	2	DAZZLING DUNKS AND BASKETBALL BLOOPERS	CBS-Fox Video 2229	Mary Albert Frank Layden	1989	NR	14.98
24	23	7	MEET THE RAISINS	Will Vinton Prod. Inc. Atlantic Video 50132-3	The California Raisins	1988	NR	14.98
25	19	8	PLAYBOY'S SEXY LINGERIE	HBO Video 0156	Various Artists	1989	NR	19.99
26	33	3	THE MAKING OF A LEGEND: GONE WITH THE WIND	MGM/UA Home Video M301527	Various Artists	1988	NR	29.95
27	22	74	PINK FLOYD THE WALL	MGM/UA Home Video 400268	Bob Geldof	1982	R	19.95
28	RE-ENTRY		THE PRINCESS BRIDE	Twentieth Century Fox Nelson Home Entertainment 7709	Cary Ewes Robin Wright	1987	PG	19.95
29	36	20	THE ALL NEW NOT-SO-GREAT MOMENTS IN SPORTS	HBO Video 0025	Tim McCarver	1988	NR	14.99
30	25	26	THE UNTOUCHABLES	Paramount Pictures Paramount Home Video 1886	Kevin Costner Sean Connery	1987	R	19.89
31	31	113	TOP GUN	Paramount Pictures Paramount Home Video 1629	Tom Cruise Kelly McGillis	1986	PG	26.95
32	29	16	ANGELA LANSBURY: POSITIVE MOVES	Wood Knapp Video WK1016	Angela Lansbury	1988	NR	29.95
33	35	198	THE SOUND OF MUSIC ▲ ◇	CBS-Fox Video 1051	Julie Andrews Christopher Plummer	1965	G	29.98
34	37	32	DOCTOR ZHIVAGO	MGM/UA Home Video 900003	Omar Sharif Julie Christie	1965	PG	29.95
35	26	46	LETHAL WEAPON	Warner Bros. Inc. Warner Home Video 11709	Mel Gibson Danny Glover	1987	R	19.98
36	38	120	THE GODFATHER	Paramount Pictures Paramount Home Video 8049	Marlon Brando Al Pacino	1972	R	29.95
37	28	30	SUPER CALLANETICS	Callan Productions Corp. MCA Home Video 80809	Callan Pinckney	1988	NR	24.95
38	34	35	GEORGE MICHAEL-FAITH ▲	CBS Music Video Enterprises 49000	George Michael	1988	NR	15.98
39	40	131	SLEEPING BEAUTY ◇	Walt Disney Home Video 476	Animated	1959	G	29.95
40	32	2	STAND-UP REAGAN	J2 Communications J2-0043	Ronald Reagan	1989	NR	19.95

◆ ITA gold certification for a minimum sale of 125,000 units or a dollar volume of \$9 million at retail for theatrically released programs, or of at least 25,000 units or \$1 million at suggested retail for nontheatrical titles. ◇ ITA platinum certification for a minimum sale of 250,000 units or a dollar volume of \$18 million at retail for theatrically released programs, and of at least 50,000 units and \$2 million at suggested retail for nontheatrical titles.



A Harry Situation. Funny man John Candy in one of the many disguises he uses in the film "Who's Harry Crumb?" The comedy flick will be released by RCA/Columbia Pictures Home Video July 13 for a list price of \$89.95. The prebook cutoff date is June 20.

FIRST-RUN VIDEO BOWS

(Continued from page 53)

"The Single's Guide To Rio De Janeiro." The first three titles were formerly distributed by Starmaster Home Video. All list for \$19.95.

The Swayze tape, which initially launched last November for a list price of \$29.95 under the Starmaster aegis, is said to have sold some 25,000 units to date, according to Shanaberg, and is currently being sold door-to-door at \$19.95 by Avon reps. In June, First Run will begin shipping the title to mass merchants. "We want to give Avon some time to let it take hold," says Shanaberg.

"We have 15 sales reps to market our tapes nationwide," he adds. "Some of our [Selluloid] children's titles are in video stores, but we'll be selling mainly to food and drug chains, discount stores via an 800 number, and through mail order, ESPN [cable network], and Avon. Those are the people who are making special-interest click."

During the next three years, distribution agreements on some 25 other Selluloid titles will lapse, according to Shanaberg, and those titles are slated for distribution through First Run. "Each year, First Run will also release some five to eight new titles to be produced by Selluloid, and in addition we will acquire a number of outside titles," he adds.

Due in June from First Run are "The Legends Of Napa Valley," featuring 12 leading wine makers; "Idrea's The Larger Woman's Workout," produced by the Two Lipps Co.; "It's A Sedelmaier," a retrospective of humorous commercials; and "The Children's Magic Video." All are \$19.95 each, except for the last-mentioned title, which will be priced at \$14.95.

FRIES HOME VIDEO
a subsidiary of Fries Entertainment Inc.

ORDER DATE: JUNE 27, 1989 STREET DATE: JULY 18, 1989

If anything can go wrong, it will, especially on the golf course!

THE QUINTESSENTIAL COMICAL LOOK AT THE FRUSTRATING GAME OF GOLF—FOR GOLFERS OF ALL HANDICAPS.

Emmy Winner **TOM POSTON** ("Newhart") stars as George, the victim of every mishap imaginable on the golf course. Also starring **RICHARD MOLL** ("Nightcourt"), **DAVID DOYLE** ("Charlie's Angels") and TV's fastest talker **JOHN MOSCHITTA, JR.** Based on the best-selling book, **MURPHY'S LAWS** illustrates the kind of misadventures that all golfers fear.



SKU #95756

SKU #95753

Available in 6-Pack and 3-Pack Full-Color Counter Display



SPECIAL GIFTS WITH PURCHASE
Ask Your Distributor For Details.
For Additional Information Call
800-248-1113

\$24.95
SUGGESTED LIST PRICE

CATALOG NO. 95750
APPROXIMATE RUNNING TIME: 30 MINUTES

ACTIONMART

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

STEVE MARTIN

MICHAEL CAINE



"A laugh-out-loud escapade... Mr. Martin gives a performance of inspired goofiness... Mr. Caine (gives) a superb comic performance."

—Vincent Canby, The New York Times



NATIONAL TELEVISION ADVERTISING

abc NBC CBS
 FOX MUSIC TELEVISION VIDEO HITS ONE™

BOTH BEFORE AND AFTER STREET DATE.

"RASCALLY HANDSOME" FULL SIZE STANDEE

Contact your distributor for details about this special promotional item.



Blood Brother. Chad Lowe, younger brother of actor Rob Lowe, makes his film debut in "True Blood." A suspense thriller that follows two brothers who are torn apart by the code of the street, the film will be available from Fries Home Video beginning June 26 for a list price of \$79.95. The prebook cutoff date is June 13.

Court Says Vids Don't Violate L.A. Standards

NEW YORK A federal court has ruled that sexually graphic videos do not violate community standards in an area as culturally diverse as Los Angeles. The ruling is viewed as a setback for the government's anti-pornography campaign and may derail similar prosecutions in large cities. Federal prosecutors had charged that explicit videos sold by X-Citement Video and R.G. Sales Co.

'There is worse stuff out there'

should be deemed obscene. Their argument was based on the Supreme Court's landmark 1973 decision that said community standards are the basis for determining what material is obscene. In announcing his decision May 3, Federal District Judge David Kenyon said: "There is stuff out there which is apparently accepted by the community which is far more morbid and shocking." He acknowledged that there are communities where such material would be judged obscene but went on to say "the court can't say it in Los Angeles in this day and age." While the obscenity charges against Ruben Gottesman, the owner of X-Citement Video and R.G. Sales, were dismissed, Gottesman still faces two charges of interstate transportation of child pornography and one charge of conspiracy stemming from his company's alleged involvement with sexually explicit films featuring a minor.

DIRTY ROTTEN SCOUNDRELS

ORDER CUT-OFF DATE: JUNE 6th. STREET DATE: JUNE 22nd.

A FRANK OZ FILM STEVE MARTIN MICHAEL CAINE
 "DIRTY ROTTEN SCOUNDRELS"

Starring **GLENNE HEADLY** With **ANTON RODGERS** and **BARBARA HARRIS** Music By **MILES GOODMAN**
 Edited By **STEPHEN A. ROTTER** and **WILLIAM SCHARF** Production Designed By **ROY WALKER** Director of Photography **MICHAEL BALLHAUS, A.S.C.**
 Executive Producers **DALE LAUNER** and **CHARLES HIRSCHHORN** Written By **DALE LAUNER** and **STANLEY SHAPIRO & PAUL HENNING**
 Produced By **BERNARD WILLIAMS** Directed By **FRANK OZ** An **ORION PICTURES** Release

PG PARENTAL GUIDANCE SUGGESTED
 SOME MATERIAL MAY NOT BE SUITABLE FOR CHILDREN

ORION HOME VIDEO

☐ Closed Captioned. In VHS and Beta. Hi-Fi Stereo

© 1989 Orion Home Video. All Rights Reserved.
 ☐ Closed Captioned by NCI. Used with Permission.

VIDEO REVIEWS

This column offers a critical look at recent nontheatrical video releases. Suppliers interested in seeing their cassettes reviewed in this column should send VHS cassettes to Al Stewart, Billboard, 1515 Broadway, New York, N.Y. 10036. Please include the running time and suggested retail price.

"Rock & Roll Meltdown," PMV, 40 minutes, \$14.95.

This interesting compilation of clips from PolyGram metal acts is definitely a mixed bag. The highlights include Zodiac Mindwarp & the Love Reaction's wickedly zany "Prime Mover," L.A. Guns' gritty tabloid sleaze collage, "Sex Action," and a rather strange video from Warlock that nevertheless features the very talented German vocalist Doro Pesch (now a solo artist).

Cinderella's and Bon Jovi's clips comprise the middle ground, combining catchy tunes with the now-standard combo of concert footage and casual offstage shots. Yngwie Malmsteen's entry is average at best, while Kiss, Deep Purple, Scorpions, and Kingdom Come all utilize the most overused concert-footage-plus-sexy-girls formula. Overall, it will attract beginning metalheads who want to sample a wide variety of bands, as well as beginning bands looking for examples of what to do—and not to do—for their own videos. **LEE BLACK**

"Lucia Di Lammermoor," Kultur Int'l, 145 minutes, \$39.95.

The collector lure here is the Joan Sutherland name, and she doesn't disappoint. But the basically strong cast and pointed musical direction of Richard Bonyng also add positive values.

Ultimately, the Donizetti opera flies or fails on the strength of the "Mad Scene," a longtime specialty of Sutherland's that the passage of time has done little to dim. Along with vocal gymnastics that continue to astonish (this taping was made less than three years ago). *(Continued on next page)*

The secret to great video profits? IT'S IN THE TAG!

You have fantastic video sales in the bag when you have \$19.95 on the tag. With rentals, you can have your money back in just one week. You can offer special traffic-building promotions to keep your rental customers coming back for more. For sales, the price is right for fast turns. So tag these titles for fast action and stay tuned to KVC Home Video for more big hits priced for profitable sales or rentals.

JUNE RELEASES \$19.95 each

MEN'S CLUB
Frank Langella, Roy Scheider, Treat Williams
#3606 100 min. \$19.95

STOOGEMANIA
Josh Mostel, Sid Caesar, Melanie Chartoff
#3584 83 min. \$19.95

ECNO PARK
Susan Dey, Tom Hulce, Michael Bower
#3592 88 min. \$19.95

HOME IS WHERE THE HART IS
Martin Mull, Leslie Nielsen, Valri Bromfield
#3614 94 min. \$19.95



Countertop Display
3 each of June titles
#0123

PREBOOK DATE: 5/24/89
STREET DATE: 6/7/89

KVC HOME VIDEO

SOLD!

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

AGONY
BILLBOARD CLASSIFIED ADVERTISING SECTION

Call Jeff Serrette today
—(800) 223-7524 (NY residents dial 212 536-5174).

STOOGEMANIA
FOR RENT!
RENTAL SPECIAL 2 for \$1

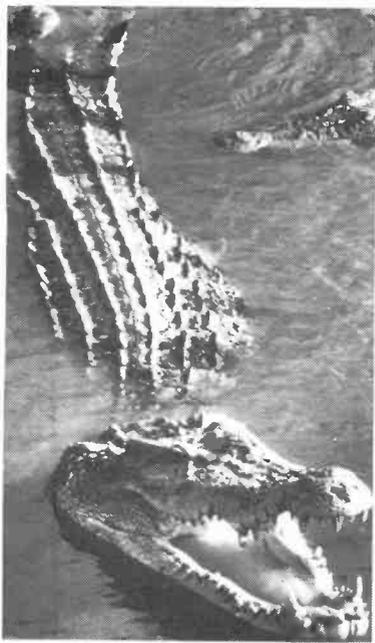
THE MEN'S CLUB
STARTING IN ALPHABETICAL ORDER
DAVID DUKES
RICHARD JORDAN
HARVEY KEITEL
FRANK LANGELLA
ROY SCHEIDER
CRAIG WASSON
TREAT WILLIAMS
RENTAL SPECIAL \$100

HOME IS WHERE THE HART IS
PRICED TO SELL!
\$200 each
NOW \$19.95

THE MEN'S CLUB
SUSAN DEY TOM HULCE

ECHO PARK
PRICED TO SELL!
\$200 each
NOW \$19.95

FOR SALE!



What A Crock! Crocodiles, tarantulas, and lions are the subject of three new releases in Vestron Video's "Wild Wild World Of Animals" series. Available beginning June 28, each 30-minute video is narrated by William Conrad and is priced at \$14.98. The prebook cutoff is June 7.

VIDEO REVIEWS

(Continued from preceding page)

ago), she delivers a dramatic portrayal of the demented Lucia that is totally believable. Even on video, many of her fans will be moved to join in the audience demonstration that greets this achievement.

The strongest supporting performance comes from Richard Greager in the role of Edgardo, with Malcolm Donnelly an effective Enrico.

Taped at Australia's Sydney Opera House, the production suffers somewhat on the small screen from selective lighting that often buries the magnificent sets. One suspects that this approach works much better in the theater.

IS HOROWITZ

"Jewels Of The Triple Crown," CBS/Fox Video Sports, 63 minutes, \$19.98.

Whirlaway, Citation, Secretariat—in racing lore their names are legend. In more than a century of thoroughbred racing, a mere 11 horses have captured the coveted Triple Crown. During their quest, these horses are asked to run further and faster than they ever have before—and they are asked to do it on three separate occasions.

Starting with the Kentucky Derby, moving to the Preakness, and finishing with the grueling mile-and-a-half Belmont, the Triple Crown races are the highlights of the year. Hosted by Jim McKay, this program profiles each of the elite 11. There are also interviews with owners, trainers, and jockeys, including Eddie Arcaro—the only man ever to ride two Triple Crown winners.

Couple those with some truly memorable racing calls, exciting footage, and extended segments on Secretariat and the epic duets between Affirmed and Alydar, and this program looks like a sure

(Continued on next page)

"COCCOON
makes a Down-to-Earth
delightful return."

Mike Clark, USA Today.



"Tahnee Welch
 Is PERFECT!"**

"Steve Cuttenberg
 IN A DAZE OF
 FRESH..."



"Jack Gilford
 Is MARVELLOUS!"**



"Jessica Tandy
 Is WONDERFUL!"**

"Hume Cronyn
 Is OUTSTANDING!"**



"Gwen Verdon
 Is KAWAII!"**

"Don Ameche
 IS Once Again
 FANTASTIC!"**



"Wilford Brimley
 Is Characteristically
 TERRIFIC!"**

"Maureen Stapleton
 Is SUPERB!"**

National and Spot Market Television-Campaign supporting all 27,000 Video Retailers with Pre and Post Street Advertising.

JUNE			JULY			AUGUST		
1	2	3	1	2	3	1	2	3
4	5	6	4	5	6	4	5	6
7	8	9	7	8	9	7	8	9
10	11	12	10	11	12	10	11	12
13	14	15	13	14	15	13	14	15
16	17	18	16	17	18	16	17	18
19	20	21	19	20	21	19	20	21
22	23	24	22	23	24	22	23	24
25	26	27	25	26	27	25	26	27
28	29	30	28	29	30	28	29	30
31			31			31		



Dealer Order Date: 6/20/89
Street Date: 7/7/89
Catalog No.: 1710
Suggested Retail Price:
\$89.98

*Duane Ryrge,
The Hollywood Reporter

COCOON

T H E R E T U R N

TWENTIETH CENTURY FOX Presents A ZANUCK/BROWN COMPANY Production

COCOON: THE RETURN

DON AMECHE WILFORD BRIMLEY COURTNEY COX HUME CRONYN JACK GILFORD STEVE GUTTENBERG
BARRET OLIVER MAUREEN STAPLETON ELAINE STRITCH JESSICA TANDY GWEN VERDON TAHNEE WELCH
Music by JAMES HORNER Production Designer LAWRENCE G. PAULL Director of Photography TAK FUJIMOTO
Based on Characters Created by DAVID SAPERSTEIN Story by STEPHEN McPHERSON & ELIZABETH BRADLEY
Screenplay by STEPHEN McPHERSON Produced by RICHARD D. ZANUCK, DAVID BROWN and LILL FINI ZANUCK
Directed by DANIEL PETRIE Color by Deluxe®



© 1988 TWENTIETH CENTURY FOX
COMPOSITIONS ALL RIGHTS RESERVED

Soundtrack on Varese Sarabande Records, Cassettes and Compact Discs.



© 1988 CBS/Fox Company. All rights reserved. CBS, Fox, and Video Hits One are trademarks of Twentieth Century Fox Film Corporation used under license.



VIDEO REVIEWS

(Continued from preceding page)

thing. **RICHARD T. RYAN**

"Big Brother And The Holding Company—Ball And Chain," Rhino Video, 30 minutes, \$14.95.

Filmed in 1967, prior to their appearance at the Monterey Pop Festival (which catapulted them to stardom), this program offers an all-too-brief look at Big Brother & the Holding Company as well as the legendary Janis Joplin. In between numbers, which include "Ball And Chain," "The Coo-Coo," and a searingly soulful version of "Down On Me" (which is Joplin at her best), the band members reflect on their music and life in general.

However, the absence of special effects—now a standard in music videos—as well as the fact that this program was shot in black-and-white will probably deter many potential customers. Still, die-hard Joplin fans may generate some sell-through numbers but, sadly, not enough to get this program on the charts. **R.T.R.**

"Survivors—The Blues Today," Heart Productions, 87 minutes, \$19.95.

Blues lovers are in for a real treat with this program. Although all of the artists profiled have professional credits—some quite impressive—none are what you would call household names, unless, of course, you're a blues aficionado. Their music, pure and unadulterated, thrives outside the realm of major record labels, hype, and radio airplay.

Filmed over a three-day period in 1984 at Wilebski's Blues Saloon in St. Paul, Minn., the program boasts a certain earthiness that is the perfect complement to its subject matter. In addition to such performers as Dr. John, Lady Bianca, Geoff Muldaur, and special guest John Lee Hooker, the program also includes interviews with Nick Gravenites and John Hammond. Although this effort may not have the broadest base of appeal, the quality—both of the music and the cinematography—should keep retailers from singing the blues if they stock it. **R.T.R.**



Sell-through Made 'Easy.' Ellen Barkin and Dennis Quaid star in the steamy suspense thriller "The Big Easy." The film is being released by HBO Video for a suggested list price of \$19.99 and will be available in stores beginning Sept. 13. The prebook cutoff date is Aug. 14.

Nickelodeon Builds Studio In Universal Complex

BY STEVEN DUPLER

NEW YORK Construction is now under way on a new studio facility that will house cable channel Nickelodeon productions for at least 13 years. The facility is slated to open in February 1990 on the grounds of Universal Studios in Orlando, Fla. The Universal Studios complex itself opens in May 1990.

The construction is part of a joint agreement between Nickelodeon and MCA Inc., which is a joint partner with the Rank Organisation in the Universal Stu-

dios Florida project. The Cineplex Odeon Corp. had originally been involved, but their interest in the Universal Studio project was ac-

The new facility should up program output to 750 hrs.

quired by Rank in March.

Work has already begun on the Nickelodeon facility, which will consist of two sound stages and an

"interactive play area" for children. The cable channel is slated to produce 52 shows per week on the the giant sound stages, which will measure about 16,500 square feet each, and feature an audience capacity of more than 250.

A special "viewing mezzanine" will enable sound stage visitors to see the Nickelodeon video, audio, and control room operations in action.

The facility will also house an additional 23,500-square-foot area to be used for administrative offices, wardrobe, makeup, and pro-

duction space.

According to a Nickelodeon representative, most of the cable service's special programming will be produced at the Florida facility, including the channel's game shows, such as "Sloppy Double Dare," "Think Fast," "Kids' Court," and a new weekend variety show currently in development. Other shows to be produced at the facility will be announced later.

Nickelodeon, a division of MTV Networks, is celebrating its 10th

anniversary this year. In 1986, Nickelodeon aired 232 pieces of originally produced programming. A representative of the channel says that figure will jump to 809 in 1989, an increase of more than 300%. As far as hours of programming produced, the construction of the Florida-based facility will allow Nickelodeon to increase from 450 hours in 1989 to about 750 in 1990, once the facility is up and running.

AUDIO TRACK

NEW YORK

THE M&M PRODUCTION team was in at Hip Pocket Recording working out projects on Denise Lopez, Andrea Miranda, and Nancy Martinez. Joe Arlotta was at the controls on these dates, with Aaron Clapp assisting.

Willy Deville completed production on Pat Hearn's upcoming single at Baby Monster. Gil Abarbanel was at the board. Mandolin player Grant Weisbrot worked on his new album in studio B. Joe Hornof was at the desk. And, Band Of Susans was in studio A completing overdubs and mixes for a new record on Blast First/Restless. Robert Poss produced with Abarbanel at the board.

LOS ANGELES

AT OCEAN WAY RECORDING, producer Tony Platt tracked the Johnny Crash debut album on WTG Records. Brit Newman was at the desk with second Clif Norrell.

The Doobie Brothers, featuring Tom Johnston, Pat Simmons, Tyran Porter, Michael Hossack, and Bobby Lakind, zipped by studio B at the Enterprise to mix the reunion album "Cycles" for Capitol. Devon Bernardoni engineered with producer/engineer Rodney Mills. Andrew Ballard assisted. Tom Jones tracked vocals on his version of the Rolling Stones' "Satisfaction" (first single on his upcoming Jive Records album) in the A room. Timmy Allen produced with Brad Gilderman at the board. David Radin assisted. And guitarist Steve Stevens beamed aboard to track and mix his album, titled "Steve Stevens Atomic Playboys," for Warner Bros. Beau Hill produced with Joel Stoner at the board.

NASHVILLE

DAVID PRATER WAS IN AT Eleven Eleven producing Diving For Pearls' debut album for Epic.

Shane Barmby was in at the Music Mill with producer Bud Logan cutting tracks, overdubs, and mixes for his new PolyGram album. Pete Green and Paul Goldberg engineered. Susan Hudson stopped in to cut tracks and overdubs with Norro Wilson producing. Jim Cotton and Goldberg ran the board on the PolyGram project. And, Sierra cut tracks with Cotton producing. Cotton and Goldberg were at the desk.

OTHER CITIES

AT SIGMA SOUND IN Philadelphia, Bobby Eli produced tracks for Columbia artist Octavia. Jerry Cohen programmed. Mike Tarsia, Bruce Weeden, and Scott MacMinn engineered. Sal Vaiarelli, John Sullivan, and Al Faggioli assisted. Brian Spears oversaw executive duties. Grover Washington Jr. recorded and produced tracks for his upcoming album. Pete Humphries engineered, with Vaiarelli assisting. Washington also recorded sax overdubs for Columbia artist Jean Luc Ponti. John Cutcliff produced.

All material for the Audio Track column should be sent to Debbie Holley, Billboard, Fifth Floor, 49 Music Square W., Nashville, Tenn. 37203.

BY STEVEN DUPLER

NEW PRODUCTS & SERVICES

CLUB POWER: When patrons of the new China Club in Los Angeles get to jamming in front of the bandstand, they'll be blasted by a house system powered by no less than 12 QSC Model MX 1500 and eight Model MX 2000 power amplifiers. The club, which can handle a crowd of about 400 people, is designed with two complete, independent sound systems. The dance system is composed of four Turbo-sound TSE-112 mid-high packs, four TSE-115 bass binds, and one TSW-124 sub-bass bin. The live sound system (set up for three-channel Dolby Surround) consists of seven TSE-112 units, eight TSE-115s, and three TSC-530s for the surround system. Incidentally, the original China Club in New York is also QSC-powered.

NEW GEAR: Tone Zone, the Chicago-based recording facility, recently upgraded from its Harrison MR-4 board to a new Solid State Logic 4032 G Series console. The studio has also acquired some other new toys, including a Lexicon 480L digital effects processor, Eventide H-300 Ultra-Harmonizer, and a number of synth modules. Contact 312-664-5353.

BOOK BIN: "New Ears: A Guide To Education In Audio And The Recording Sciences" is a new 208-page book designed to aid anyone interested in studying audio engineering, music recording, and electronic music. Featured are profiles of more than 80 schools and information on more than 300 recording programs worldwide. The author/editor of the volume is Mark Drew, a senior audio engineer and instructor of electronic music at Syracuse Univ.'s school of music. The book is available for \$11.95 directly from New Ears Produc-

tions, 1033 Euclid Ave., Syracuse, N.Y. 13210.

SIGMA SOUND STUDIOS of New York, recently purchased from founders Joe Tarsia and Pete Pelullo by M&M Syndications, headed by Michelle Pruyn, has acquired some new equipment additions, including two Mitsubishi X-850 32-track digital recorders and a 60-input Neve V Series computer-automated console. Tarsia and Pelullo, of course, continue to own and operate Sigma Sound Studios Inc. in Philadelphia. The pair will also soon be releasing record product through their indie label, Alpha International.

APPLICATIONS ARE NOW being accepted for the 1989 National Academy of Recording Arts and Sciences research grants for the creative and technical fields of recording. The grants are worth as much as \$5,000; winners will be announced Jan. 1, 1990. Applications are available by writing NARAS Grant/Research Opportunity program, NARAS Inc., Suite 140, 303 N. Glenoaks Blvd., Burbank, Calif. 91502-1178. Recipients of the 1988 grants included Reynold Weidenaar, who is assisting in the production of a documentary music video on the teleharmonium, the first synthesizer; and Louis Spizzen, who is assisting with research on a biography of composer Roy Harris.

GUITAR VIRTUOSO Allan Holdsworth has installed a Trident 24 audio console for his home studio. Holdsworth is currently using the desk in recording a new release for Enigma Records.

THE ALBUM OF A LIFETIME

from 5 time Grammy, 2 time Stellar and 8 time Dove Award Winner

©Copyright 1989, Billboard Publications, Inc. No part of this publication may be reproduced, stored in any retrieval system, or transmitted, in any form or by any means, electronic, mechanical, photocopying, recording, or otherwise, without the prior written permission of the publisher.

TOP SPIRITUAL ALBUMS™

THIS WEEK	4 WKS. AGO	WKS. ON CHART	Compiled from a national sample of retail store and one-stop sales reports.	
			ARTIST	TITLE
			LABEL & NUMBER/DISTRIBUTING LABEL	
			★★ NO. 1 ★★	
1	1	17	KEITH PRINGLE & PENTECOSTAL COMM. CHOIR SAVOY 14788	NO GREATER LOVE 5 weeks at No. One
2	3	17	BEBE & CECE WINANS SPARROW SPR 1169	HEAVEN
3	4	17	MYRNA SUMMERS/REV. TIMOTHY WRIGHT SAVOY 14794	WE'RE GONNA MAKE IT
4	2	25	REV. MILTON BRUNSON REJOICE WC 8418/A&M	AVAILABLE TO YOU
5	6	13	LUTHER BARNES & THE RED BUDD GOSPEL CHOIR ATLANTA INT'L AIR 10135	SO SATISFIED
6	7	17	COMMISSIONED LIGHT 7-115-72019-3/LEXICON	WILL YOU BE READY?
7	11	49	TAKE 6 REPRISE 25670/WARNER BROS.	TAKE 6
8	5	29	FLORIDA MASS CHOIR MALACO 6002	LET THE HOLY SPIRIT LEAD YOU
9	NEW		BEAU WILLIAMS LIGHT 7-115-72021-5/LEXICON	WONDERFUL
10	13	13	NICHOLAS COMMAND 1013	LIVE IN MEMPHIS
11	9	61	SHIRLEY CAESAR REJOICE WR8385/A&M	LIVE IN CHICAGO
12	12	37	L.A. MASS CHOIR LIGHT 7-115-72017-7/LEXICON	GIVE HIM THE GLORY!
13	8	29	REV. CHARLES NICKS JR. SOUND OF GOSPEL SOG-173	FREE SPIRIT VOL 2
14	17	13	JAMES MOORE MALACO 4429	LIVE
15	10	25	REV. J. CLEVELAND/L.A. GOSPEL MESSENGERS KING JAMES KJ2DB510/SOUND OF GOSPEL	PRAISE 88
16	15	29	THE CLARK SISTERS REJOICE WR8400/A&M	CONQUEROR
17	16	17	SLIM & THE SUPREME ANGELS MELENDO 2259	DEATH & THE BEAUTIFUL LADY
18	19	25	THE GOSPEL MUSIC WORKSHOP KING JAMES KJ2DB511/SOUND OF GOSPEL	20TH ANNIV. EDITION 1967-1987
19	14	13	THE WINANS SELKA 7501/SPARROW	LIVE AT CARNEGIE HALL
20	18	25	TRAMAIN HAWKINS SPARROW SPR 1173	THE JOY THAT FLOODS MY SOUL
21	24	9	C.HAYES/COSMO CHURCH OF PRAYER I AM 8423/A&M	TURN IT OVER TO JESUS
22	20	25	THE MICHAEL FLETCHER CHORALE SOUND OF GOSPEL SOG-172	JESUS... HE'S THE ONE
23	23	13	THE GOSPEL KEYNOTES MALACO 4430	FROM THE HEART
24	NEW		MIGHTY CLOUDS OF JOY REJOICE 8427/A&M	NIGHTSONG
25	30	9	H.HARRIS/VOICE OF FAITH, HOPE & LOVE SOUND OF GOSPEL SOG-171	H.HARRIS/VOICE OF...
26	33	5	THE VOICES OF LIGHT LIGHT 7-115-72016-9/LEXICON	ALL TIME GOSPEL CLASSICS 2
27	22	13	RON WINANS SELKA 7502/SPARROW	FAMILY & FRIENDS CHOIR
28	NEW		PILGRIM JUBILEES MALACO MAL-4431	BACK TO BASICS
29	37	9	ROBERT TURNER/SILVER HEART GOSPEL SINGERS SOUND OF GOSPEL SOG-169	OLD TIME RELIGION
30	21	61	THE NEW JERSEY MASS GOSPEL CHOIR LIGHT 7-115-72011-8/LEXICON	HOLD UP THE LIGHT
31	26	17	REV. F.C. BARNES & REV. JANICE BROWN ATLANTA INT'L AIR 10130	LIVE
32	31	33	REV. CLAY EVANS SAVOY 14793/MALACO	HE'LL BE THERE
33	27	17	R.STANFIELD/NEW REVELATIONS SOUND OF GOSPEL SOG-170	SEE WHAT GOD HAS DONE
34	28	57	THE JACKSON SOUTHERNAIRES MALACO 4426	POWER PACT
35	25	53	KINGDOM LIGHT 7-115-72006-1/LEXICON	AMAZING
36	40	61	THE GEORGIA MASS CHOIR SAVOY 7093	WE'VE GOT VICTORY
37	39	49	THE WILLIAMS BROTHERS MELENDO 2257	A NEW BEGINNING
38	36	5	C.NICKS/EAST ST. LOUIS GMWA SOUND OF GOSPEL SOG-176	C.NICKS/EAST ST. LOUIS GMWA
39	32	29	THE RICHARD SMALLWOOD SINGERS REJOICE WR8406/A&M	VISION
40	29	29	DARYL COLEY LIGHT 7-115-72018-5/LEXICON	I'LL BE WITH YOU

(CD) Compact disk available. ● Recording Industry Assn. Of America (RIAA) certification for sales of 500,000 units. ▲ RIAA certification for sales of 1 million units.



by Bob Darden

A SINGING NUN'S lifelong quest to bring spirituals into the Roman Catholic church has attracted the attention of Harry Belafonte and actress Whoopi Goldberg. The filming of the story of Franciscan Sister Thea Bowman could begin later this year.

Krystal recording artist Sister Thea, who has been wheelchair-bound since 1984 because of bone marrow cancer, says that Belafonte is coordinating the proposed project.

"Scriptwriter Emma Pullen spent three weeks here in Canton [Miss.] interviewing folks, meeting my friends and neighbors, and interviewing me," Sister Thea says. "The hope is that shooting will begin this year. Whoopi Goldberg's committed to it. Last time she saw Mr. Belafonte, he told me: 'She walked up and poked me in the belly and said, "When are we getting started, Harry?"'"

"I want the film to be a motivating and encouraging experience. 'Encouraging' is a word I like. It comes from 'take courage.' Spirituals are the songs people found courage in. So many of us have permitted ourselves to become discouraged. The church somehow has to find new ways to speak to, to sing to, to celebrate the world, to give us the courage to hold on a little while longer—and that's what the spirituals did best."

Sister Thea was featured last year on "60 Minutes," where host Mike Wallace called her an "African-robed priest." She told Wallace that she first heard spirituals while growing up in Mississippi.

"[They say] women don't preach in the Catholic church," she told Wallace. "But who do you listen to first? Your minister or your mama?"

"Most of these black sacred songs were performed in the community and for the community," she says. "I can

remember as a child how they were sung in the churches, in the fields, under a tree, at a family gathering, in the home. I overheard my neighbors, my friends, my elders singing their prayers, their meditations, their yearning, their grief. For black people, so often the song is a community activity. That is part of the joy and giftedness of it."

Belafonte had heard of Sister Thea, the only black member of the Franciscan Sisters of Perpetual Adoration, and following the "60 Minutes" telecast, he met her in New Orleans, where she also lectures at Xavier Univ.

She told Belafonte that black religious music had not been accepted in the Catholic church for centuries. It wasn't until the '50s when Father Clarence Rivers of Cincinnati began a reformation in Catholic church music that spirituals were introduced. Almost singlehandedly, Rivers brought not only spirituals, but gospel music and even African drums into the church.

Catholic Sister Thea brings spirituals to church, screen

"Some people were taught that black sacred songs were not Catholic by people who thought it was somehow not worthy for inclusion in the church," Sister Thea says. "Even within the black Catholic community there was some resistance then—and there is still some today."

"[But] the Catholic church is called to be universal. She is able to speak to people whatever language they understand—even if that language is music or gestures or tonality or rhythm. We need to realize that our church is asking us to share our unique gift. That is the education process that's needed for the people who are brainwashed otherwise."

Sister Thea's first recording, "Songs Of My People," is available through Krystal Records, 50 St. Paul's Ave., Boston, Mass. 02130.

Songwriters Honored At Gospel Galas



Connie Bradley, ASCAP's Southern director, presents Gospel Music Assn. president Steve Lorenz with a plaque commemorating his 25 years of achievement and the GMA's 25th anniversary. Pictured at ASCAP's Gospel Music Week luncheon are, from left, Bradley, Lorenz, and ASCAP's Tom Long.



Margaret Becker, named SESAC's gospel songwriter of the year at its gospel awards luncheon, adds her performing touch to the festivities. (Photo: Steve Lowry)



BMI VPs Roger Sovine and Joe Moscheo present awards to the BMI songwriters who were nominated for the GMA's Dove Awards in the categories of song of the year and songwriter of the year. On stage during the annual Springfest luncheon, hosted by BMI during Gospel Music Week, are, from left, Steven Curtis Chapman; Sovine; Larnelle Harris; Frances Preston, BMI president and CEO; Phill McHugh; and Moscheo.

"IN THE SPIRIT"

Rev. Milton Brunson AND THE THOMPSON COMMUNITY SINGERS
AVAILABLE TO YOU

AM RECORDS
WORD

THE MIGHTY CLOUDS OF JOY
NIGHTSONG

ON SALE

ONE STOP RECORD HOUSE (800) 669-9669

Billboard Classified Action Mart

To order an ad...check the type of ad you want...

Δ Regular Classified: \$2.95 per word. Minimum order \$59.00.

Δ Display Classified: 1 in./1x \$95.00 - 1 in./4x \$88.00 per 1 in./12x \$82.00 per - 1 in./26x \$79.00 per - 1 in./52x \$64.00 per.

Δ Reverse Ad \$10.00 additional charge

Δ Count 8 words for our box number and address. Add \$6.50 for handling. Only regular mail forwarded - tapes not acceptable.

NEW! Broadcast/Media Rates!

Δ 1 in./1x \$70.00-1 in./4x \$65.00 per

Δ 1 in./12x \$60.00 per-1 in./26x \$56.00 per

Δ 1 in./52x \$52.00 per

Circle the heading you want:

For Sale/ Help Wanted/ Positions Wanted/ Tapes/ Business Opportunities /Investors Wanted /Songwriters/ Real Estate-For Sale & Lease /Services/Supplies/Equipment/Talent / Accessories /Novelties/Merchandise /Computer/ Golden Oldies/Wanted To Buy/ Comedy Material /Video/Schools & Instructions/Miscellaneous/Broadcast/Media

Payment must be enclosed with your ad copy. Send to Billboard Classified, 1515 Broadway, NY, NY 10036.

Cancellations must be in writing and mailed to the Classified Department.

15% agency commission applicable only on ads of 2" or more running 2 consecutive weeks.

Call Jeff Serrette NY State - 212/536-5174

Outside NY State - toll free-800/223-7524

Fax # 212/536-5236

212/536-5351

Your Name _____

Company _____

Address _____

City _____ State _____ Zip _____

Telephone _____

To charge the cost of your classified advertising.

ΔAmerican Express ΔDiners Club ΔVisa ΔMaster Charge

Credit Card # _____ Exp. Date _____

Your Signature _____

HELP WANTED

ROYALTY ACCOUNTING SUPERVISOR

Domestic Publishing/Royalties
Midtown Record Co. \$35 to
\$40,000

LICENSING COORDINATOR

Publishing Mechanical Licensing
TV Sync Licensing
Copyrights \$25,000 UP

ALAYNE SPERTELL (212) 370-5400
SMITH PERSONNEL 41 E. 42nd St., NYC

LOOKING FOR A CHALLENGE? Celluloid seeks individuals with record sales experience for: (1) Direct telephone marketing and sales. (2) Development of retail chain store accounts. This position requires experience w/chain stores & involves some travel. A genuine appreciation and enthusiasm for alternative/international music is essential. Salary based on experience. Please send resume to: 330 Hudson St., N.Y., NY 10013.

INCREDIBLE OPPORTUNITY ANNIE LEIBOVITZ STUDIO

FULL-TIME, FIRST ASSISTANT NEEDED WITH PLENTY OF EXPERIENCE. MUST HAVE GOOD ATTITUDE AND LOTS OF ENERGY FOR FAST PACED, NON-STOP SCHEDULE. PREFER WELL-TRAVELLED AND RESOURCEFUL CANDIDATE, WITH LOCATION EXPERIENCE (MOSTLY LOS ANGELES). WORKING KNOWLEDGE OF MAMIYA AND PROFOTO EQUIPMENT NECESSARY. GREAT SALARY AND BENEFITS FOR THE RIGHT PERSON WHO IS WILLING TO MAKE A COMMITMENT. SEND RESUMES AND LETTERS (PLEASE NO PHONE CALLS!) TO:

LESLIE SIMITCH
270 LAFAYETTE STREET ROOM 900
NEW YORK, NEW YORK 10012

CASA BLANCA KRYSTAL Room, 4616 Indianapolis Blvd., East Chicago, Indiana, needs live music in Spanish, \$1,500 a weekend. Versatility: Mariachi, trio, tropical music. For more information call: (219) 397 4151.

PRODUCTION/PURCHASING MANAGER

Growing record company needs experienced person to handle all aspects of production including purchasing from tape duplication, CD plants, printers, etc. Must have good knowledge of inventory control and order service. Ability to work with outside art directors a plus. Excellent working conditions & benefits. 10 min from G. Washington Bridge in NJ. Salary open. Reply:

Box # 7814
Billboard Magazine
1515 Broadway
New York, NY 10036

ACT IN TV COMMERCIALS. NO EXPERIENCE. ALL AGES. CHILDREN, TEENS, YOUNG ADULTS, FAMILIES, ETC. HIGH PAY TV ADVERTISING. CALL FOR CASTING INFORMATION. CHARM STUDIOS (313) 542-8400 EXT. 2808.

RECORDING STUDIOS FOR SALE/LEASE

24 TRACK "MUSICIANS FANTASY"

Private world class studio w/lovely home. Unique temple-like large, many skylights, in residential, exclusive Alpine NJ, 9 mins. from N.Y.C./GW BRIDGE. Asking 1.65 million - agents OK.

201-RN 7 8453

COMEDY MATERIAL

RADIO HUMOR — PERSONALIZED and generic material to fit your needs. Wide variety including song title humor (country). Send for free sample and rate schedule. Rathbone Comedy Services, 12 Martin Ave., Salem, N.H. 03079.

COMPUTERS

WORLDWIDE BUSINESS SYSTEMS PRESENTS



THE MUSIC INDUSTRY'S POINT OF SALE, INVENTORY CONTROL AND PURCHASE ORDER SOFTWARE SYSTEM

- CASH REGISTER
- INVENTORY CONTROL
- PURCHASE ORDER/RECEIVING/RETURNING
- DATA BASE WITH 45,000 TITLES FROM MAJOR CATALOGS
- INTEGRATED VIDEO RENTAL SYSTEM
- CORPORATE RETAIL AND ACCOUNTING SYSTEMS
- LASER SCANNERS, RECEIPT PRINTERS, CASH DRAWERS, AND TOTAL SYSTEM COMPUTER HARDWARE
- MUSICWARE ALSO HAS NOVELL NETWORK, MULTIUSER, AND POLLING CAPABILITIES AND THE MUSICWARE CENTRALIZED SOFTWARE SYSTEM FOR CORPORATE LOCATIONS
- WBS SERVES ALL YOUR MUSIC INDUSTRY SOFTWARE NEEDS. WBS HAS A SYSTEM FOR YOU WHETHER YOU OWN ONE STORE OR A LARGE CHAIN
- STARTS AS LOW AS \$1995.00

WORLDWIDE BUSINESS SYSTEMS, INC.
1-800-999-4927 or (214) 701-9562
4500 SIGMA ROAD, DALLAS, TX 75244



Trak Systems call for more information
101 North Plains Road
Wallingford, CT 06492 800-942-3008
203-265-3440

YSL MAKES IT EASY!

THE LEADER IN COMPUTER SYSTEMS
FOR THE RECORD AND VIDEO INDUSTRY

- Single and multi-store retail systems
- One stop/wholesale/distribution packages
- Over 10 years of industry experience
- Database included
- State-of-the-art barcode applications
- Custom systems and consulting services
- Portable Scanning

THE #1
CHOICE OF
THE #1
RETAILERS

- Inventory Control
- Point Of Sale
- Video Rental
- Accounting
- Returns

For more information on how we can help your wholesale or retail operation call or write

YOUNG SYSTEMS LIMITED
6753 Jones Mill Court Suite B Norcross GA 30092
404/449-0338

VIDEO

SELL US MOVIES

BETA/VHS—TOP DOLLAR PAID—WE HAVE 1,000's OF MOVIES FOR SALE!

VIDEO SHUTTLE, INC.
445 8th Ave. N.W.
St. Paul, MN 55112
(612) 639 0622 1 (800) 666 1121

FIXTURES

FACTORY DIRECT

COMPACT DISC DISPLAYERS
AUDIO CASSETTE DISPLAYERS
ALBUM DISPLAYERS
LASER DISC DISPLAYERS
VIDEO CASSETTE DISPLAYERS
Complete Modular Merchandising System for entertainment software. Architectural Merchandising Floor Plans at no cost or obligation.

1-800-433-3543
213-623-4316 (In CA.)
Ask for John

TALENT

FREE RECORDING SESSION

All singers actively performing may qualify for an expense paid recording session in Nashville - (Christian or Country). Call toll free:

1 (800) 537 0689 or
(615) 459 2207
Producer, Steve Hale BME, MA

FOR SALE

OUTSTANDING SELECTION AT BARGAIN PRICES!

Budget/Midline/Cutouts
LP's/CASSETTES/CD's
Gospel, Blues, Jazz, MOR, etc.
Free Catalog — Dealers only!
A.B.A. Record Dist.
5 Lawrence St., Bloomfield, NJ 07003
(201) 429 7797

CD'S AVAILABLE

Along with 1,000's of cassette and LP titles. Dealers only. Write or call for free catalog.

Record-Wide Distributors, Inc.
P.O. # 8100
Fenton, MO 63026
(314) 343-7100

USED MOVIES

Bought & Sold
All quantities, Ratings & Formats
Specializing in Store
Openings & Buyouts
VIDEO DISTRIBUTORS, INC.
500 Mill Rd., Andalusia, Pa. 19020
800-447-3399 FAX 215 638 0770

PRESSING PLANT FOR SALE

Automatic equipment. Excellent location, steady accounts. Priced right. Serious inquiries only.

Box # 7808
Billboard Magazine
1515 Broadway
New York, NY 10036

LP/CASS/SINGLES/CD - cutouts, overstock, out of print. Dealers Only. Marnel Dist. Co., P.O. Box 953, Piscataway, NJ 08855-0953. FAX: (201) 563 1731.

BRITISH PRODUCT
DIRECT TO SHOPS
ALL LABELS SUPPLIED
LP's, singles, CD's, CDV's, Cassettes.
New RELEASES, BACK CATALOG, LIMITED EDITION

FAST EFFICIENT SERVICE

Contact:
Mike Moorecroft
KMK Records, Ltd.
282 High Street
Beckenham Kent England BR3 1DU

Tele: 663 3416

FAX: 01 663 3418

FOR SALE

RECORDABLE DAT'S IN STOCK NOW

HOME D.A.T.		PORTABLE D.A.T.	
AIWA XD-999	995	SONY ICD-D10	2250
SONY DTC-M100	1400	Includes all factory accessories	
SONY DTC-300ES	1650	PROFESSIONAL D.A.T.	
SONY DTC-500ES	1750	PANASONIC SV-3500 CALL	
SONY DTC-1000ES	1950	PANASONIC SV-250 CALL	
JVC XD-2700	1750	FOSTEX D-20 CALL	
JVC XD-Z1100	1850	SHARP SX-D100 CALL	
JVC XD-2900	2250	AKAI D-9000 1800	
AKAI D-9000	1800	SONY PCM-2500 CALL	
PIONEER D-900	1800	SONY PCM-2000 CALL	

BLANK TAPE — ALWAYS IN STOCK
Maxell, TDK, Fuji, Panasonic

COMPLETE INVENTORY OF ACCESSORIES

FULL WRITTEN WARRANTY PLUS FREE LOANERS

IMMEDIATE DELIVERY
NO DEPOSITS REQUIRED
ENGLISH OWNERS MANUALS
A/C ADAPTORS INCLUDED

9 A.M. — 7 P.M. 7 DAYS
AMEX - VISA - MC SHIP VIA UPS/FED-EX
(213) 828-6487 FAX (213) 470-6176

The
DAT
Digital Audio Tape
STORE
2624 Wilshire Blvd. Santa Monica CA 90403

FOR SALE

D.A.T./P.C.M.

We have DIGITAL AUDIO TAPE DECKS, portable D.A.T.'s and TAPES! NEW! DATRAX-60 attractive solid oak DAT storage unit. We also buy and sell SONY P.C.M. units!

THE AUDIO GALLERY
2716 Wilshire Blvd
Santa Monica, CA 90403
(213) 828 3429
FAX: 213 829 0304

While other people are raising their prices, we are slashing ours. Major label LP's, Cassettes and CD's as low as 50¢. Your choice of the most extensive listings available.

For free catalog call (609) 890 6000 or write
Scorpio Music, Inc.
Post Office Box A
Trenton NJ 08691 0020

POSTERS

ZAP ENTERPRISES
1901 South Alameda St.
104 Los Angeles, Calif. 90058
(213) 744-1622
DEALERS ONLY

DON'T BUY CUTOUTS!

Until You See Our Catalog
Of Great Cassettes and CD's
TARGET MUSIC DISTRIBUTORS
2628 N.W. 72nd Ave., Miami, FL 33122
(305) 591-2188

CUT OUTS & OVER STOCKS

LP's Tapes, 45's and imports. Looking for the unusual? We have it at lowest prices. All requests for list must be written on your company letterhead. Dealers Only.

Performance
P.O. Box 156
New Brunswick NJ 08901
(201) 545-3004 Telex: 5106008316

T.J. Martell Toasts Droz

The T.J. Martell Foundation For Leukemia, Cancer And AIDS Research honored Henry Droz, president of Warner/Elektra/Atlantic Corp., with its 1989 Humanitarian Award. Some of the most distinguished figures in the music industry came together at the New York Hilton on April 15 to mark the record-breaking \$4 million-plus raised for the foundation.



Henry Droz, center, is greeted by WEA executive VP of marketing George Rossi, left, and Atlantic Records VP of sales Nick Maria.



MCA Records president Al Teller, right, presents the Humanitarian Award to Henry Droz.



Elektra Records chairman Bob Krasnow, left, and his wife, Sandy, share a light moment with Droz.



Mama Lou Parks belts out a few numbers for the 1989 Awards Dinner.



Pianist Michael Feinstein provides some musical diversion at the T.J. Martell event.



Humphrey Bogart impersonator Bob Sacchi tells Droz that the Martell Foundation's appreciation for his efforts will only increase as time goes by.



Music industry leaders gather to congratulate Humanitarian Award winner Henry Droz. Pictured, from left, are Jack Eugster, CEO, Musicland; Camie Eugster; Droz, president, WEA; and Tony Martell, senior VP/GM, CBS Associated Labels and founder/president, T.J. Martell Foundation.



Droz presses the flesh with David Lieberman, co-chairman of the board of Lieberman Entertainment.



Atlantic Records VP of sales Nick Maria, left, and his wife, Irene, stop to congratulate Droz.



June and Henry Droz, left, take a break from the festivities with Tony Martell and Bob Krasnow.

Russian Readers Rate Pugachova Fourth-Most-Popular Woman

MOSCOW Readers of Soviet national magazine Literary Weekly have voted Russian pop superstar Alla Pugachova the fourth-most-popular woman in the world, following U.K. prime minister Margaret Thatcher, Pakistani leader Benazir Bhutto, and Mother Teresa. Pugachova's 40th birthday was celebrated here by a series of shows in different cities and on radio and television. The singer has been presented with a Golden Reel Award by Ampex (Sweden) to mark her 3 million album sales in Scandinavia since 1985. An accompanying check for \$1,000 is being given by Pugachova to the Armenian Children's Fund.

VADIM YURCHENKOV

Really Useful Plans TV Production Arm

LONDON Andrew Lloyd Webber is planning a multimillion-pound television production arm for his Really Useful Group to make high-cost quality musicals for global television sale. Insiders believe that a debut production will be his early creation "Joseph And The Amazing Technicolor Dreamcoat," the copyright of which he bought back from Filmtrax for \$1.7 million. Major TV production is seen as a natural role for RUG's new managing director, former Independent Broadcasting Authority director general John Whitney.

PETER JONES

Japanese Pop Stars Paid Top Taxes

TOKYO The National Tax Agency here, in its annual breakdown of Japan's top income-tax payers, shows three "enka" (Japanese ballad) artists in the top three positions among domestic pop artists last year: Saburo Kitajimi, who paid \$719,000, followed by Shinichi Mori (\$664,210) and Hiroshi Itsuki (\$398,120). Fourth was new music singer Tsuyoshi Nagabuchi (\$391,120), followed by rock singer Yoshihiro Kuwata (\$335,350), pop singer Akina Nakamori (\$330,900), and former Alice group leader Shinki Tanimura (\$296,000). Top tax-paying sportsman was baseball star Hiromitsu Ochiai (\$474,420).

SHIG FUJITA

German Hi-Fi Fair Moved Up In '92

COLOGNE, West Germany The Hi-Fi Cologne trade exhibition, to be staged alongside Photokina for the first time in 1990, Oct. 3-9, will be moved forward to September in 1992. The organizers say they are responding to repeated requests from participants for an earlier show. Preparations for the 1990 event have already started, with leading Japanese entertainment electronics firms signed on.

WOLFGANG SPAHR

Finnish Store Offers Recording Studio

HELSINKI, Finland Stockmann, Finland's biggest department store, has opened its own Stage Recording Studios in which the public can make records, using a ready-made backing track with the help of a professional sound engineer. There are 200 backing tracks available, plus Finnish and foreign-language lyrics. The cost: \$20 for studio time and a cassette of the end product. The studio is the first of its kind in Europe, claim store chiefs.

KARI HELOPALTIO

PolyGram Int'l Holds Finance Meet

LONDON Jon Cook, VP of finance and administration, PolyGram International, hosted the group's first F&A convention in 10 years in rural Windsor, England. The three-day meeting was bannered Fine Tuning For The 1990s, and the keynote address was by David Fine, PolyGram president, who was described by Cook as "the architect of a rejuvenated, leaner, most professional and aggressive Polydor."

PETER JONES

E. German Amiga Bows New Compilation

EAST BERLIN, East Germany Among new releases from the Amiga Record Co. in East Berlin is the 25th in a series titled Kleeblatt, samplers devised as a springboard for young talent yet to make their own albums. The new release features four pop singers, including Marina Hess and Kathrin Lipske, who did well at the last Goldener Rathausmann festivals in Dresden. The series also spotlights new jazz, rock, and singer/songwriter talents.

WALTER CIKAN

French Co. Consulted For Italian Pay TV

MILAN, Italy Carlo De Benedetti's CIR group is having talks with Canal Plus, the success-story French pay-television network, to weigh prospects for pay-TV in Italy. The French station is the world's first over-the-air pay-TV operation. Viewers receive special decoder boxes to receive transmissions, whereas the normal pay-TV system is via cable.

VITTORIO CASTELLI

'89 First-Quarter Figures Reveal A 34% Rise French Record Industry Prospering

BY PHILIPPE CROCCQ

PARIS The firm upward trend of the past year in the financial fortunes of the French record industry is confirmed by the latest figures, covering the first quarter of 1989, from the industry association SNEP (Syndicat National des Entreprises Phonographiques).

The January-March totals were up by 34% over the same period in 1988, during the whole of which year the French record business showed a 35% growth increase.

Pretax sales for the quarter totaled \$170.6 million, compared with \$128 million on the first quarter of 1988.

SNEP statistics show a 56% increase in CD sales and 63% in cassettes, while albums were down 3.8% and singles dipped badly by 19.2%.

Patrice Fichet, SNEP GM, says: "The image of our industry is one of success, in which creative output is being continually renewed."

The figures, he says, are "proof that France, for the whole of 1988, as well as during the first quarter of this year, has been enjoying the highest recorded music sales growth of any European territory."

Fichet argues that these results are principally due to last year's reduction in the rate of value-added tax from 33% to 17%, coupled with the "explosion" in CD sales and the government ruling that at last permitted the advertising of records and tapes on television.

But Fichet spelled out a warning

against DAT copying from CDs as "a danger which is now threatening us." Last year had been successful in trade terms because of the "cohesion of our industry" in warding off the DAT threat.

It's an industry that is now actively gearing up for 1992, the year when tariff barriers come down across the European Community area. The SNEP role, he says, is "to steer the industry into the strongest possible position to ensure that Europe sings French in 1992."

The retail sector has not been slow to react to the rapid expansion in sales levels. France's first Virgin megastore, which opened on the Champs Elysees in Paris at the end of last year, has now expanded by a further 6,500 square feet with the setting up of a book department offering a range of 6,000 titles.

In the greater Paris region, the FNAC leisure chain has opened a new store at Parly 2, while work goes on with the restructuring of its outlets in the suburbs of Creteil & La Defense. FNAC plans to open six new stores in the region.

FNAC's rival, Nuggets, is aiming its expansion program at the provinces, with new stores in the cities of Lille, Chambéry, and Brest.

Meanwhile, the latest French-language sales awards have been announced, providing a guide to today's domestic big-selling talent.

Singles, silver (200,000 sales): Florent Pagny, "Laissez Nous Respirer" (Phonogram); Soldata Louis, "Du Rhum Des Femmes" (CBS); Frederic

Francois, "L'amour S'en Va" (Trema); Patricia Kaas, "Mon Mec A Moi" (Polydor).

Singles, gold (400,000): Elsa, "Jour Ne Neige" (BMG); Debut De Soiree, "La Vie De Nuit;" Orchestre Du Splendid, "Salsa Du Demont" (Lederman).

Albums, gold (100,000): Frederic Francois, "Une Nuit Ne Suffit Pas," (Trema); Serge Lama, "Portraits De Femme" (Phonogram); Jeanne Mas, "Les Crises De La Vie" (EMI); Claude Francois, "Souvenir" (CBS); Charles Aznavour, "20 Chansons" (Trema); Rita Mitsuko, "Marc Et Robert" (Virgin); Orchestre Du Splendid, "Album" (Lederman); Eric Serra, "Le Grand Bleu" (Gaumont).

Albums, double gold (200,000): Nana Mouskouri, "Classique" (Phonogram); Jean-Michel Jarre, "The Essential" (Dreyfus); Elsa, "Album" (BMG); Francis Cabrel, "77/87" (CBS); Michel Sardou, "Palais Des Congres" (Trema); Dorothee, "Attention Danger" (PolyGram).

Albums, platinum (300,000): Etienne Daho, "Vies Martiennes" (Virgin); Orchestre Du Splendid, "Macao" (Lederman).

Albums, double platinum (600,000): Edith Piaf, "Disque D'or" (EMI); Mylene Farmer, "Ainsi Sois-je" (Polydor); Michel Sardou, "La Meme Eau" (Trema); Renaud, "Putain De Camion" (Virgin).

There was also one triple-platinum album (900,000) handed out to Jeanne Mas for "Femme" (EMI) and one diamond album (1 million) for Renaud's "Mistral Gagnant" on Virgin.

2 Album Charts Debut In Greece

BY ABI DARUVALLA

ATHENS Greece this month will get two official album charts, backed by the national IFPI trade group, starting on a trial basis. There is no singles market in Greece.

There will be two separate top 20 lists, one for international repertoire and one for domestic product. They will be based on ship-out figures supplied by record companies and will be administered by the independent audit company Coopers & Lybrand.

The charts will be published every week, the first to be dated June 1.

The decision to go ahead with the charts comes after many years of discussion within the Greek record industry, in which there is very little sale or return retail action.

A key figure in the move toward official charts is Miltos Karatsas, general secretary of the national IFPI group and also managing director of BMG Greece.

He says: "We'll use the new charts aggressively. As an example, we'll sell the rights to one of the big private radio stations who have in general shown a real interest in having such chart reflection of what is happening in the industry. We also plan to publish a poster for display by retailers."

The cost of compiling the charts will be met by IFPI members.

Fresh Voices Are Making The Old Songs New Again

BY CHRIS WHITE

AND STILL the revivals come: U.K. pop and rock artists continue to plunder the song catalogs of yesteryear with classy female vocalist Sam Brown following up her major hit "Stop" with the Marvin Gaye oldie "Can I Get A Witness," and Mandy Smith, soon to be married to Rolling Stone Bill Wyman, coming rather more up-to-date with a revival of Human League's "Don't You Want Me."

Madness, one of the top bands of the early '80s, could also be in for a new lease on life with the rerelease on Virgin of "It Must Be Love," which originally peaked at No. 4 in 1981. The band has long since disbanded but the song does feature in the current hit movie "The Tall Guy."



by Chris White

ON THE ROAD: The media here has discovered "The Raintance," the new single from Dare, an A&M band from Manchester that includes former Thin Lizzy member

Darren Wharton... Another A&M act, Gun, makes its album debut with "Taking On The World." The Glasgow band attracted attention on a recent Texas tour. Its debut album features 10 songs from the band's front man, Mark Rankin, and guitarist, Giuliano Gizzi.

BRIEFLY: Diesel Park West, EMI's big hope, has just started its first headlining tour... The Cure has lined up its first live dates in two years, supporting the new album "Disintegration" on Fiction Records... "Kings For A Day" is the second single from XTC's much-acclaimed "Oranges And Lemons" album.

SIGNINGS: The Stone Roses have inked a deal with Silvertone Records, the Zomba Group's new alternative rock label headed by Andrew Lauder, former A&R executive with Demon Records and UA Records (Billboard, May 6). The Stone Roses' eponymously titled debut album includes the current indie hit "Made Of Stone."

HITS of the WORLD

© Copyright 1989, Billboard Publications, Inc. No part of this publication may be reproduced, stored in any retrieval system, or transmitted, in any form or by any means, electronic, mechanical, photocopying, recording, or otherwise, without the prior written permission of the publisher.

BRITAIN (Courtesy Music Week/Gallup) As of 5/13/89

This Week	Last Week	SINGLES
1	2	HAND ON YOUR HEART KYLIE MINOGUE PWL
2	1	ETERNAL FLAME BANGLES CBS
3	NEW	I WANT IT ALL QUEEN PARLOPHONE
4	5	REQUIEM LONDON BOYS TELDEC/WEA
5	7	MISS YOU LIKE CRAZY NATALIE COLE EMI
6	9	BEDS ARE BURNING MIDNIGHT OIL SPRINT/CBS
7	28	BRING ME EDELWEISS EDELWEISS WEA
8	23	I'M EVERY WOMAN (REMIX) CHAKA KHAN WARNER BROS.
9	4	BABY I DON'T CARE TRANSVISION VAMP MCA
10	6	AMERICANOS HOLLY JOHNSON MCA
11	8	WHO'S IN THE HOUSE THE BEATMASTERS WITH MERLIN KING/MUTE
12	3	IF YOU DON'T KNOW ME BY NOW SIMPLY RED ELEKTRA
13	16	YOUR MAMA DON'T DANCE POISON CAPITOL
14	26	THE LOOK ROXETTE EMI
15	21	ELECTRIC YOUTH DEBBIE GIBSON ATLANTIC
16	17	WHERE HAS ALL THE LOVE GONE YAZZ BIG LIFE
17	10	GOOD THING FINE YOUNG CANNIBALS LONDON
18	18	I'LL BE THERE FOR YOU BON JOVI VERTIGO/PHONOGRAM
19	13	AIN'T NOBODY BETTER INNER CITY 10/VIRGIN
20	14	ONE METALLICA VERTIGO/PHONOGRAM
21	37	ROOMS ON FIRE STEVIE NICKS EMI
22	39	DON'T IT MAKE YOU FEEL GOOD STEFAN DENNIS SUBLIME
23	15	IBEG YOUR PARDON KON KAN ATLANTIC
24	11	LULLABY THE CURE FICTION/POLYDOR
25	22	ME MYSELF AND I DE LA SOUL BIG LIFE/TOMMY
26	19	GOT TO KEEP ON COOKIE CREW FFRR/LONDON
27	25	LIKE A PRAYER MADONNA SIRE
28	30	YOU ON MY MIND SWING OUT SISTER FONTANA/PHONOGRAM
29	NEW	VIOLENTLY EP HUE & CRY CIRCA/VIRGIN
30	33	KEEP ON MOVIN' SOUL II SOUL FEATURING CARON WHEELER 10/VIRGIN
31	20	STRAIGHT UP PAULA ABDUL SIREN
32	12	INTERESTING DRUG MORRISSEY HMV
33	NEW	WORKIN' OVERTIME DIANA ROSS ROSS/EMI
34	24	TOO MANY BROKEN HEARTS JASON DONOVAN PWL
35	29	THIS TIME I KNOW IT'S FOR REAL DONNA SUMMER WARNER BROS.
36	NEW	LOVE ATTACK SHAKIN' STEVENS EPIC
37	34	REAL LOVE JODY WATLEY MCA
38	NEW	HELYOM HALIB CAPPELLA MUSIC MAN
39	NEW	MY LOVE IS SO RAW ALYSON WILLIAMS FEATURING NIKKI-D DEF JAM
40	27	WHEN LOVE COMES TO TOWN U2 WITH B.B. KING ISLAND
		ALBUMS
1	NEW	SIMPLE MINDS STREET FIGHTING YEARS VIRGIN
2	NEW	JASON DONOVAN TEN GOOD REASONS PWL
3	NEW	THE CURE DISINTEGRATION FICTION/POLYDOR
4	4	FINE YOUNG CANNIBALS THE RAW AND THE COOKED LONDON
5	1	HOLLY JOHNSON BLAST MCA
6	2	SIMPLY RED A NEW FLAME ELEKTRA
7	5	BANGLES EVERYTHING CBS
8	3	GLORIA ESTEFAN & MIAMI SOUND MACHINE ANYTHING FOR YOU EPIC
9	6	DEACON BLUE WHEN THE WORLD KNOWS YOUR NAME CBS
10	7	SOUL II SOUL CLUB CLASSICS VOL. 1 10/VIRGIN
11	8	MADONNA LIKE A PRAYER SIRE
12	15	CLANNAD PASTPRESENT RCA
13	9	INXS KICK MERCURY/PHONOGRAM
14	11	BOBBY BROWN DON'T BE CRUEL MCA
15	13	TRANSVISION VAMP POP ART MCA
16	10	GUNS N' ROSES APPETITE FOR DESTRUCTION GEFEN
17	12	THE MONKEES HEY HEY IT'S THE MONKEES—GREATEST HITS K-TEL
18	14	PAULA ABDUL FOREVER YOUR GIRL SIREN/VIRGIN
19	NEW	MIDNIGHT OIL DIESEL AND DUST CBS
20	23	KYLIE MINOGUE KYLIE PWL
21	17	GISSY KINGS GISSY KINGS TELSTAR
22	18	TEXAS SOUTHSIDE MERCURY/PHONOGRAM
23	16	THE CULT SONIC TEMPLE BEGGARS BANQUET
24	NEW	POP WILL EAT ITSELF THIS IS THE DAY, THIS IS THE HOUR RCA
25	NEW	KINGDOM COME IN YOUR FACE POLYDOR
26	20	MICHAEL JACKSON BAD EPIC
27	19	PIXIES DOOLITTLE 4AD
28	NEW	HUE AND CRY REMOTE CIRCA/VIRGIN
29	29	YAZZ WANTED BIG LIFE
30	21	STYLE COUNCIL SINGULAR ADVENTURES OF THE STYLE COUNCIL POLYDOR
31	37	SAM BROWN STOP! A&M
32	NEW	THE STONE ROSES THE STONE ROSES SILVERTONE
33	33	POISON OPEN UP AND SAY ... AH!! CAPITOL
34	25	ERASURE THE INNOCENTS MUTE
35	22	ROY ORBISON MYSTERY GIRL VIRGIN
36	30	ROACHFORD ROACHFORD CBS
37	26	TANITA TIKARAM ANCIENT HEART WEA
38	28	U2 RATTLE AND HUM ISLAND
39	NEW	TOM JONES AT THIS MOMENT JIVE
40	35	S'EXPRESS ORIGINAL SOUNDTRACK RHYTHM KING/MUTE

CANADA (Courtesy The Record) As of 5/15/89

		SINGLES
1	2	LIKE A PRAYER MADONNA SIRE/WEA
2	1	SHE DRIVES ME CRAZY FINE YOUNG CANNIBALS I.R.S./MCA
3	3	GIRL YOU KNOW IT'S TRUE MILLI VANILLI ARISTA/BMG
4	4	THE LOOK ROXETTE EMI/CAPITOL
5	5	STRAIGHT UP PAULA ABDUL VIRGIN/A&M
6	8	WALK THE DINOSAUR WAS (NOT WAS) FONTANA/POLYGRAM
7	7	THE LIVING YEARS MIKE + THE MECHANICS ATLANTIC/WEA
8	15	FUNKY COLD MEDINA TONE LOC ISLAND/MCA
9	6	YOU GOT IT ROY ORBISON VIRGIN/A&M
10	9	WILD THING TONE LOC ISLAND/MCA
11	10	LOVE MAKES NO PROMISES CANDI I.R.S./MCA
12	11	ETERNAL FLAME BANGLES COLUMBIA/CBS
13	17	REAL LOVE JODY WATLEY MCA/MCA
14	12	ORINOCO FLOW ENYA WEA/WEA
15	13	LOST IN YOUR EYES DEBBIE GIBSON ATLANTIC/WEA
16	14	YOUR MAMA DON'T DANCE POISON ENIGMA/CAPITOL
17	16	STAND R.E.M. WARNER BROS./WEA
18	18	AFTER ALL CHER/PETER CETERA GEFEN/WEA
19	19	I ONLY WANT TO BE WITH YOU SAMANTHA FOX JIVE/BMG
20	NEW	FOREVER YOUR GIRL PAULA ABDUL VIRGIN/A&M
		ALBUMS
1	1	MADONNA LIKE A PRAYER SIRE/WEA
2	2	THE RAW AND THE COOKED FINE YOUNG CANNIBALS I.R.S./MCA
3	4	TRAVELING WILBURYS TRAVELING WILBURYS VOL. 1 WILBURY/WEA
4	5	PAULA ABDUL FOREVER YOUR GIRL VIRGIN/A&M
5	3	ROY ORBISON MYSTERY GIRL VIRGIN/A&M
6	6	TONE LOC LOC-ED AFTER DARK ISLAND/MCA
7	8	THE CULT SONIC TEMPLE BEGGARS BANQUET/POLYGRAM
8	7	BLUE RODEO DIAMOND MINE RISQUE DISQUES/WEA
9	10	MILLI VANILLI MILLI VANILLI ARISTA/BMG
10	12	ROXETTE ROXETTE EMI/CAPITOL
11	11	GUNS N' ROSES APPETITE FOR DESTRUCTION GEFEN/WEA
12	15	DEBBIE GIBSON ELECTRIC YOUTH ATLANTIC/WEA
13	14	VARIOUS ARTISTS BEACHES SOUNDTRACK ATLANTIC/WEA
14	9	ENYA WATERMARK WEA/WEA
15	17	BOBBY BROWN DON'T BE CRUEL MCA/MCA
16	13	MIKE + THE MECHANICS LIVING YEARS ATLANTIC/WEA
17	16	DEF LEPPARD HYSTERIA VERTIGO/POLYGRAM
18	20	POISON OPEN UP AND SAY ... AH!! ENIGMA/CAPITOL
19	NEW	GUNS N' ROSES G N'R LIES GEFEN/WEA
20	NEW	RICK ASTLEY HOLD ME IN YOUR ARMS RCA/BMG

WEST GERMANY (Courtesy Der Musikmarkt) As of 5/8/89

		SINGLES
1	1	LOOKING FOR FREEDOM DAVID HASSELHOFF WHITE RECORDS
2	2	LIKE A PRAYER MADONNA SIRE
3	3	THE LOOK ROXETTE EMI
4	5	THE WAY TO YOUR HEART SOULSISTER EMI
5	NEW	AMERICANOS HOLLY JOHNSON MCA
6	4	STRAIGHT UP PAULA ABDUL VIRGIN
7	6	BALLAD OF THE STREETS (BELFAST CHILD) SIMPLE MINDS VIRGIN
8	7	SHE DRIVES ME CRAZY FINE YOUNG CANNIBALS METRONOME
9	NEW	ETERNAL FLAME BANGLES CBS
10	8	ORDINARY LIVES BEE GEES WARNER BROS.
11	9	HELP BANANARAMA/LANANEENEENOONO LONDON/METRONOME
12	12	SAMURAI NINO DE ANGELO WEA
13	10	SAVE UP ALL YOUR TEARS ROBIN BECK METRONOME
14	11	BRAND NEW TOY JEREMY DAYS POLYDOR
15	16	THIS TIME I KNOW IT'S FOR REAL DONNA SUMMER WARNER BROS.
16	17	TOO MANY BROKEN HEARTS JASON DONOVAN PWL
17	13	FLIEGER NINO DE ANGELO WEA
18	NEW	I DON'T WANT A LOVER TEXAS MERCURY/PHONOGRAM
19	18	LOVE TRAIN HOLLY JOHNSON MCA
20	15	SOMETHING'S GOTTEN HOLD OF MY HEART MARC ALMOND FEATURING GENE PITNEY PARLOPHONE
		ALBUMS
1	1	MADONNA LIKE A PRAYER SIRE
2	2	SOUNDTRACK RIVALEN DER RENNBahn HANSA
3	3	SIMPLY RED A NEW FLAME WEA
4	6	MUNICH SYMPHONIC SOUND ORCHESTRA POP GOES CLASSIC VOL. 2 POLYSTAR
5	4	DIE FLIPPERS LIEBE IST ... DINO
6	7	TANITA TIKARAM ANCIENT HEART WEA
7	5	RAINBIRDS CALL ME EASY MERCURY/PHONOGRAM
8	8	FINE YOUNG CANNIBALS THE RAW AND THE COOKED LONDON
9	11	SOUNDTRACK RAINMAN CAPITOL
10	10	ROY ORBISON MYSTERY GIRL VIRGIN
11	9	DEPECHE MODE 101—DAS LIVE ALBUM MUTE
12	17	ORIGINAL NAABTAL DUO PATRONA BAVARIAE ARIOLA
13	12	TRACY CHAPMAN TRACY CHAPMAN ELEKTRA
14	NEW	HELLOWEEN LIVE IN THE U.K. NOISE
15	14	GUNS N' ROSES APPETITE FOR DESTRUCTION GEFEN
16	NEW	DAVID HASSELHOFF LOVIN' FEELINGS CBS
17	13	DORO FORCE MAJEURE VERTIGO/PHONOGRAM
18	16	BEE GEES ONE WARNER BROS.
19	15	ACCEPT EAT THE HEAT RCA
20	18	THE JEREMY DAYS THE JEREMY DAYS POLYDOR

JAPAN (Courtesy Music Labo) As of 5/8/89

		SINGLES
1	NEW	LIAR AKINA NAKAMORI WARNER/PIONEER/MC CABIN
2	NEW	SOMEBODY'S NIGHT EIKICHI YAZAWA TOSHIBA/EMI/SUNRISE/LUCKY
3	1	GOMENYO NAMIDA TOSHIHIKO TAHARA PONY/CANYON/FUJI PACIFIC/JOHNYS
4	6	NAMIDAO MISENAIDE WINK POLYSTAR/FUJIPACIFIC
5	2	DIAMONDS PRINCES PRINCES CBS/SONY/SHINKO MUSIC
6	4	BE MY BABY COMPLEX TOSHIBA/EMI/TOY BOX/7'S ENTERPRISE
7	NEW	PRATONIKKU TUEANUITE KAORI SAKAGAMI/TOSHIBA/EMI/FUJI PACIFIC/KITTY FILM
8	NEW	LOVE LETTER NORIKO SAKAI VICTOR/SUN MUSIC
9	7	YUMENO NAKAE YUKI SAITO PONY/CANYON/FIRE/ONGAKU/SHUPPAN
10	5	RETURN TO MYSELF MARI HAMADA VICTOR/FUJI PACIFIC/BEING
		ALBUMS
1	NEW	COMPLEX COMPLEX TOSHIBA/EMI
2	NEW	WINK ESPECIALLY FOR YOU POLYSTAR
3	1	MADONNA LIKE A PRAYER WARNER/PIONEER
4	5	SADISTIC MICA BAND APPARE TOSHIBA/EMI
5	2	TSUYOSHI NAGABUCHI SHOWA TOSHIBA/EMI
6	3	JUNICHI INAGAKI HEART AND SOUL FUN HOUSE
7	4	X BLUE BLOOD CBS/SONY
8	10	SOUNDTRACK COCKTAIL WARNER/PIONEER
9	NEW	CHIHARU MATUYAMA STANCE ALFA
10	6	SENRI OE SLOPPY JOE EPIC/SONY

MUSIC & MEDIA PAN-EUROPEAN CHARTS 5/13/89

		HOT 100 SINGLES
1	1	LIKE A PRAYER MADONNA SIRE
2	2	ETERNAL FLAME THE BANGLES CBS
3	4	THE LOOK ROXETTE PARLOPHONE
4	5	LOOKING FOR FREEDOM DAVID HASSELHOFF WHITE RECORDS/BMG ARIOLA
5	9	AMERICANOS HOLLY JOHNSON MCA
6	3	STRAIGHT UP PAULA ABDUL VIRGIN
7	6	MEGAMIX (EXTENDED VERSION) BONEY M HANSA/BMG ARIOLA
8	NEW	HAND ON YOUR HEART KYLIE MINOGUE PWL
9	7	IF YOU DON'T KNOW ME BY NOW SIMPLY RED WEA
10	8	BELFAST CHILD SIMPLE MINDS VIRGIN
11	10	STOP! SAM BROWN A&M
12	11	BABY I DON'T CARE TRANSVISION VAMP MCA
13	20	THE WAY TO YOUR HEART SOULSISTER EMI
14	19	TOO MANY BROKEN HEARTS JASON DONOVAN PWL
15	14	LA FETE AU VILLAGE LES MUSCLES A-B/POLYDOR
16	13	SHE DRIVES ME CRAZY FINE YOUNG CANNIBALS LONDON
17	NEW	REQUIEM LONDON BOYS TELDEC/WEA
18	16	THE FIRST TIME ROBIN BECK MERCURY
19	17	THIS TIME I KNOW IT'S FOR REAL DONNA SUMMER WARNER BROS.
20	15	LULLABY THE CURE FICTION/POLYDOR
		HOT 100 ALBUMS
1	1	MADONNA LIKE A PRAYER SIRE
2	2	SIMPLY RED A NEW FLAME WEA
3	3	FINE YOUNG CANNIBALS THE RAW AND THE COOKED LONDON
4	5	TANITA TIKARAM ANCIENT HEART WEA
5	6	GUNS N' ROSES APPETITE FOR DESTRUCTION GEFEN
6	9	DEPECHE MODE 101 MUTE
7	4	ROY ORBISON MYSTERY GIRL VIRGIN
8	NEW	HOLLY JOHNSON BLAST MCA
9	8	TRACY CHAPMAN TRACY CHAPMAN ELEKTRA
10	7	GLORIA ESTEFAN & MIAMI SOUND MACHINE ANYTHING FOR YOU EPIC
11	11	SOUNDTRACK—RIVALEN DER RENNBahn RIVALEN DER RENNBahn HANSA/BMG ARIOLA
12	12	JEAN-JACQUES GOLDMAN TRACES EPIC
13	17	SOUNDTRACK RAINMAN CAPITOL
14	NEW	BANGLES EVERYTHING CBS
15	20	MUNICH SYMPHONIC SOUND ORCHESTRA POP GOES CLASSIC VOL. 2 POLYSTAR
16	18	TEXAS SOUTHSIDE MERCURY
17	NEW	FRANCIS CABREL SARBACANE CBS
18	13	DEACON BLUE WHEN THE WORLD KNOWS YOUR NAME CBS
19	15	FLIPPERS LIEBE IST BELLAPHON
20	14	PAULA ABDUL FOREVER YOUR GIRL VIRGIN

AUSTRALIA (Courtesy Australian Record Industry Assn.) As of 5/7/89

		SINGLES
1	1	LIKE A PRAYER MADONNA WEA
2	3	THE LIVING YEARS MIKE + THE MECHANICS WEA
3	2	SHE DRIVES ME CRAZY FINE YOUNG CANNIBALS POL
4	4	I'M ON MY WAY THE PROCLAIMERS FESTIVAL
5	5	STOP! SAM BROWN FESTIVAL
6	6	RING MY BELL COLETTE CBS
7	8	LOST IN YOUR EYES DEBBIE GIBSON WEA
8	11	STUCK ON YOU PAUL NORTON FESTIVAL
9	10	CHAINED TO THE WHEEL THE BLACK SORROWS CBS
10	9	ONE SUMMER DARYL BRAITHWAITE CBS
11	7	I'M GONNA BE (500 MILES) THE PROCLAIMERS FESTIVAL
12	12	ETERNAL FLAME THE BANGLES CBS
13	13	NOW YOU'RE IN HEAVEN JULIAN LENNON VIRGIN/EMI
14	NEW	CRY IN SHAME JOHNNY DIESEL & THE INJECTORS FESTIVAL
15	NEW	WILD THING TONE LOC FESTIVAL
16	14	TOO MANY BROKEN HEARTS JASON DONOVAN FESTIVAL
17	15	TUCKER'S DAUGHTER IAN MOSS FESTIVAL
18	16	BELFAST CHILD SIMPLE MINDS VIRGIN/EMI
19	NEW	WILD THING SAM KINISON FESTIVAL
20	NEW	COMPULSORY HERO 1927 WEA
		ALBUMS
1	4	1927 ... ISH WEA
2	3	TRAVELING WILBURYS TRAVELING WILBURYS VOL. 1 WEA
3	1	VARIOUS HITS OF '89 VOL. 1 EMI
4	2	THE PROCLAIMERS SUNSHINE ON LEITH FESTIVAL
5	6	JOHNNY DIESEL & THE INJECTORS JOHNNY DIESEL & THE INJECTORS FESTIVAL
6	5	FINE YOUNG CANNIBALS THE RAW AND THE COOKED POLYGRAM
7	11	DARYL BRAITHWAITE EDGE CBS
8	7	MADONNA LIKE A PRAYER WEA
9	9	ROY ORBISON MYSTERY GIRL VIRGIN/EMI
10	13	BLACK SORROWS HOLD ON TO ME CBS
11	10	LONDON CAST PHANTOM OF THE OPERA POL
12	8	VARIOUS HITS NOW '89 POLYGRAM
13	16	THE CULT SONIC TEMPLE VIRGIN/EMI
14	17	SAM BROWN STOP! FESTIVAL
15	12	MELISSA ETHERIDGE MELISSA ETHERIDGE FESTIVAL
16	14	MIKE + THE MECHANICS THE LIVING YEARS WEA
17	19	GUNS N' ROSES APPETITE FOR DESTRUCTION WEA
18	15	TONI CHILDS UNION FESTIVAL
19	18	ENYA WATERMARK WEA
20	20	VARIOUS TOUR OF DUTY 3 CBS

NETHERLANDS (Courtesy Stichting Nederlandse Top 40) As of 5/13/89

		SINGLES
1	1	ETERNAL FLAME THE BANGLES CBS
2	2	THE LOOK ROXETTE EMI
3	5	WONDERFUL PATTY & SHIFIT QUALTEL
4	4	PARADISE CITY GUNS N' ROSES GEFEN
5	3	TOO MANY BROKEN HEARTS JASON DONOVAN PWL
6	7	THIS IS YOUR LAND SIMPLE MINDS VIRGIN
7	NEW	IBEG YOUR PARDON KON KAN ATLANTIC
8	NEW	ME MYSELF AND I DE LA SOUL INDISC
9	6	KOKOMO THE BEACH BOYS ELEKTRA
10	10	TURN THE WORLD AROUND GOLDEN EARRING JAWS
		ALBUMS
1	1	GLORIA ESTEFAN & MIAMI SOUND MACHINE ANYTHING FOR YOU EPIC
2	3	VARIOUS ARTISTS SYNTHESIZER GREATEST ARCADE
3	2	MADONNA LIKE A PRAYER SIRE
4	5	THE BANGLES EVERYTHING CBS
5	6	SIMPLY RED A NEW FLAME WEA
6	7	GUNS N' ROSES APPETITE FOR DESTRUCTION WEA RECORDS
7	NEW	SIMPLE MINDS STREET FIGHTING YEARS VIRGIN
8	NEW	ROB DE NIJS DE REIZGER EMI/BOVEMA
9	4	THE BLUES BROTHERS ORIGINAL SOUNDTRACK WEA
10	NEW	JOE JACKSON BLAZE OF GLORY A&M

New Acts Mine Most Metal From Lackluster April Certs

OTTAWA Proving its ability to break new artists as well as evidence of its shallow pool of superstar product these days, Canada saw some bright spots but mostly overall doldrums on the certification front in April.

The Canadian Recording Industry Assn. certified only 19 releases in the month, roughly the same as it did in the previous three. And, just as there had been in January, February, and March, the lack of a huge new hit or megaseller was conspicuous.

The April totals include virtually all new artists or, in Roy Orbison's case, the revival of a classic career. And only two releases, Orbison's "Mystery Girl" and Melissa Etheridge's self-titled debut, made it to double platinum.

Orbison's last recording before his death wasn't the only Orbison release garnering certifications in Canada in April. The TV-marketed PolyTel-PolyGram set, "The Legendary Roy Orbison," went gold and platinum in the month. With the CBS release of two volumes of his greatest hits to retail, Orbison may yet receive more such honors in coming months.

Tom Cochrane & Red Rider, perennial platinum-plus Canadian artists in their home territory, saw "Victory Day" gain gold and platinum in April. Cochrane took the Juno as best composer in March.

Also snaring gold and platinum honors in April: "Sonic Temple" by the Cult and "Stop!" by Sam Brown, a record that A&M in Canada simply wouldn't give up on. "Stop!" earned a No. 1 single in Quebec and strong, if latent, chart action across Canada. Brown also grabbed a gold single for "Stop!" in April.

Paula Abdul's "Forever Your Girl" album went platinum and the first single, "Straight Up," went gold in April.

Other platinum albums included the brisk-selling new Fine Young Cannibals release, "The Raw And The Cooked," and Kenny G's not-so-new "Duotones."

Going gold in the month was "Rene-Nathalie Simard" by that veteran brother-sister combo from Quebec, "Loc-Ed After Dark" by Tone Loc, "All That Jazz" by Breathe, and a multi-artist compilation, "Hit Wave."

KIRK LAPOINTE

MAPLE BRIEFS

NEWS FROM THE CONCERT big leagues: The Rolling Stones were in Toronto rehearsing for their coming tour, to be presented by Concert Productions International in a major international coup. The Who begins an international tour for its 25th anniversary June 24 in Toronto (the city was the last place the band played). And Rod Stewart has secured Pepsi as a sponsor for his 20-date national tour starting May 10 in Ottawa.

KIM COOKE HAS BEEN appointed VP of national promotion and special projects starting May 1 at WEA Mu-

sic of Canada Ltd. In that post, he handles all duties of the promotion department, U.S. division, and reports to Garry Newman, VP of sales and marketing at the company. As a product manager, Cooke assembled an Otis Redding collection that earned a Grammy nomination; he was also an early breaker of INXS.

INCOME IS DOWN but prospects are up for the Quebec-based Radiomutuel broadcast chain. For the six months ended Feb. 24, the company reported net income of \$252,000, down from \$843,000 in the same period last year. But the 50% acquisition of MusiquePlus and 19% interest in Omni, The Poster Co. required cash outlays that should reap rewards soon, reports company president Norman Beauchamp. Revenue increased 20.8% in the period.

DOUG HOLTBY, a longtime TV and pay-TV executive, has joined Western International Communications Ltd. as executive VP, starting June 1. WIC owns CJA-AM and CIRK-FM Edmonton, Alberta, and extensive TV holdings.

ARCHER INTERNATIONAL Developments Ltd., which holds the patent pending on QSound, a three-dimensional sound technology, has changed its name to Archer Communications.

THOMPSON Music Publishing has signed for exclusive multiyear representation Hagood Hardy, the three-time Juno-winning instrumentalist whose most recent successes have been in telefilm scoring.

Maple Briefs features short items on the Canadian music industry. Information should be submitted to Kirk LaPointe, 83 Hamilton Ave. N., Ottawa, Ontario, Canada K1Y 1B8.

HMV Offers No-Risk Disc

OTTAWA The 40-plus-unit HMV Music Stores chain has introduced a No-Risk Disc program for consumers in Canada, allowing full refunds on particular titles within 14 days if people don't like what they hear.

The first title for the campaign is "So Good" by Mica Paris. HMV launched the program May 2.

The plans for the money-back program appear to call for Canadian music to be the focus. HMV says a new Canadian artist will be featured monthly in the no-risk scheme. Later this summer, the program will feature artists regionally.

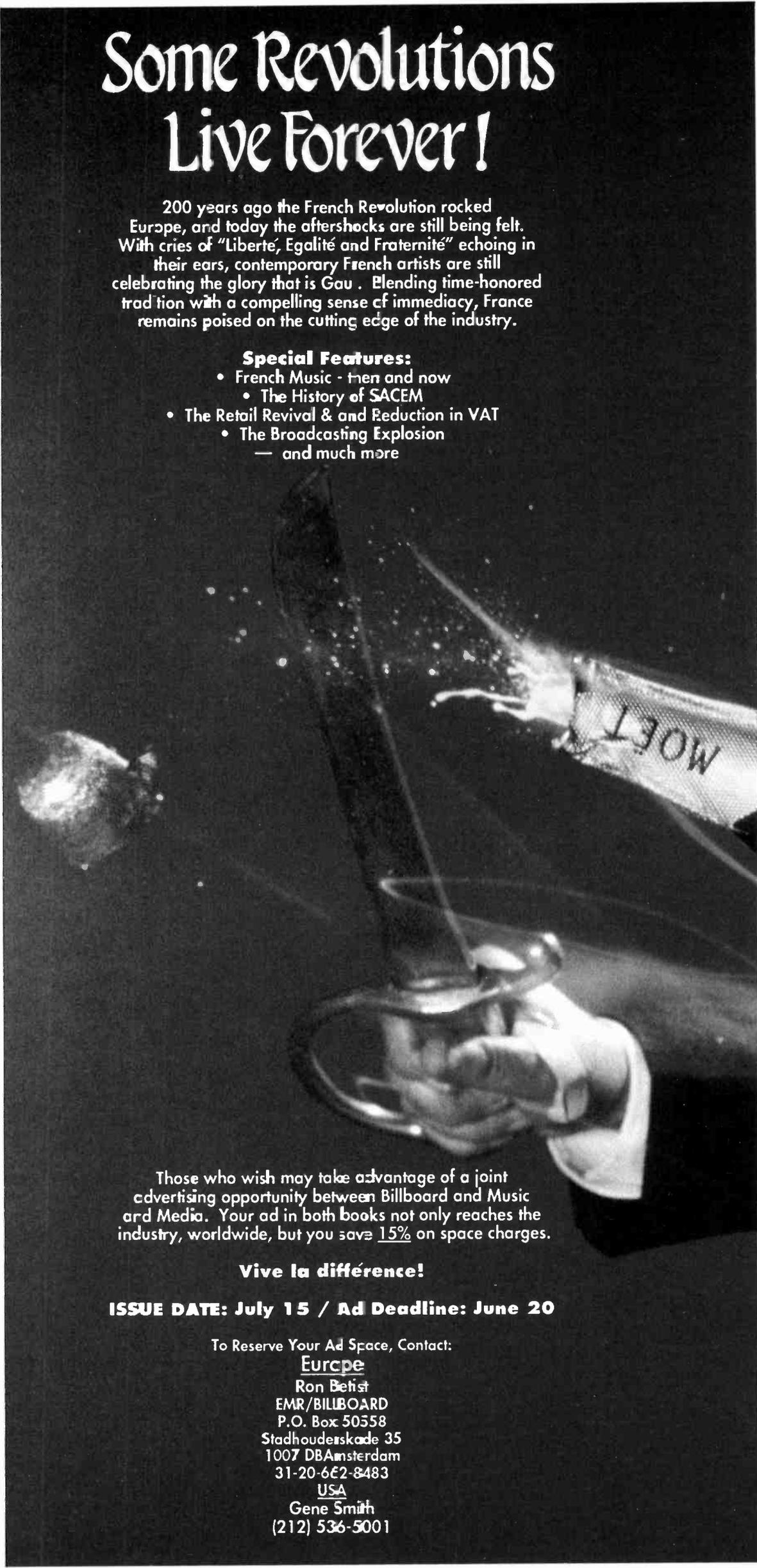
There are no limits on the configuration or sale price. Proof of purchase is all that is needed. The program is believed to be the first of its kind in Canada, although many retailers long ago allowed such a practice within limits.

Some Revolutions Live Forever!

200 years ago the French Revolution rocked Europe, and today the aftershocks are still being felt. With cries of "Liberte, Egalite and Fraternite" echoing in their ears, contemporary French artists are still celebrating the glory that is Gau. Blending time-honored tradition with a compelling sense of immediacy, France remains poised on the cutting edge of the industry.

Special Features:

- French Music - then and now
- The History of SACEM
- The Retail Revival & and Education in VAT
- The Broadcasting Explosion
- and much more



Those who wish may take advantage of a joint advertising opportunity between Billboard and Music and Media. Your ad in both books not only reaches the industry, worldwide, but you save 15% on space charges.

Vive la difference!

ISSUE DATE: July 15 / Ad Deadline: June 20

To Reserve Your Ad Space, Contact:

Europe

Ron Behist

EMR/BILBOARD

P.O. Box 50558

Stadhouderskade 35

1007 DBA Amsterdam

31-20-662-8483

USA

Gene Smith

(212) 536-5001

POP

PICKS

THE CURE

Disintegration
 PRODUCERS: Robert Smith, David M. Allen
 Elektra 60855
 Pouty U.K. band led by Robert Smith returns stripped down to the bone on this melancholic, moody, and occasionally psychedelic 10-song collection. Album leans toward the act's sparse sound of the early '80s and has already found a hit with the forceful "Fascination Street," which has clicked outside the traditional college and alternative perimeters. "Lullaby," "Love Song," or the brilliant "Pictures Of You" are easy single contenders.

SWING OUT SISTER

Kaleidoscope World
 PRODUCER: Paul Staveley O'Duffy
 Fontana/PolyGram 838293
 The group continues—pared down from a trio to duo—as a latter-day Sergio Mendes & Brasil 66. From the jazzy, sleek arrangements to Corinne Drewery's silky lead vocals, the band should have no trouble topping last year's gold debut. Best cuts: first single, "Waiting Game"; "You On My Mind"; and "Between Strangers." Should positively soar up AC charts and make considerable gains on top 40 radio.

CUTTING CREW

The Scattering
 PRODUCERS: Peter-John Vettesse, Don Gehman,
 Cutting Crew
 Virgin 91239
 Second effort from British quartet follows up its gold debut with a strong set of dark pop tunes. There's a new maturity in the instrumentation as well as in lead singer Nick Van Eede's vocals. Best among the bunch are the Celtic title track, ballad "Everything But My Pride," and the first single, "(Between A) Rock And A Hard Place," which will help re-establish the band and bridge the lighter material of the last album and this one.

WANG CHUNG

The Warmer Side Of Cool
 PRODUCER: Peter Wolf
 Geffen 24222
 Everybody might have fun tonight with the latest from this duo, which is ready for another hit. It could come with single "Praying To A New God," while "Snakedance" sounds like the next-best choice from this smartly produced chunk of unambitious yet tuneful pop material.

MICHAEL MORALES

PRODUCERS: Roy Thomas Baker, Michael Morales
 Wing/PolyGram 835810
 So now we know what it would have sounded like if Rick Springfield had fronted the Cars—and ex-Car Elliot Easton even plays lead guitar on two cuts. Morales, a 25-year-old from San Antonio, Texas, has gotten the pop radio pattern down pat first time out with memorable hooks and a clean, catchy sound. First single, "Who Do You Give Your Love To," is already climbing up the Hot 100 and the album is chock-full of suitable follow-ups, including "Romeo," "I Don't Want You No More," and "Hey Lori!"

ROYAL CRESCENT MOB

Spin The World
 PRODUCERS: Richard Gottehrer & Eric Calvi
 Sire 25914
 Punky funksters from Columbus, Ohio, continue their good-foot ways on Sire debut. Tracks here aren't quite as manic as before, but are

more melodically and rhythmically varied. Punching, yell-along "Big World" gets 'em going in concert and could do the trick on modern rock airwaves as well.

ORIGINAL MOTION PICTURE SOUNDTRACK

Earth Girls Are Easy
 PRODUCERS: Various
 Sire 25835
 Soundtrack to sci-fi comedy starring Oscar winner Geena Davis and comedienne/musician/screenwriter Julie Brown boasts an unusual array of tracks with cross-format appeal. Top 40 should pop for Daryl Hall & John Oates' cover of the O'Jays' "Love Train," while modern rockers will home in on tunes by Depeche Mode and the Jesus & Mary Chain.

ROBBY KRIEGER

No Habla
 PRODUCER: Robby Krieger
 I.R.S. 82004
 Doors-man brings his inimitable guitar sound to an all-instrumental program for I.R.S.'s No Speak subsidiary. Remakes of his former band's "Wild Child" and "You're Lost Little Girl" are attractive entrees for album rock and fusion-oriented jazz outlets.

ORIGINAL BROADWAY CAST

Jerome Robbins' Broadway
 PRODUCER: Jay David Saks
 RCA Victor 60150
 This is big hit show minus the choreography, of course. What's here is a treat to the ear—joyous excerpts from the choreographer/director's main triumphs, such as "On The Town," "The King & I," "West Side Story," and "Fiddler On The Roof." Even if it focuses on one man's career, this two-CD package reads like a Broadway's-greatest-hits package.

MAUREEN TUCKER

Life In Exile After Abdication
 PRODUCER: Maureen Tucker
 50 Skadillion Watts MOE 7
 Velvet Underground founding mother/drummer beats out another noisy, stompin' set with assistance from members of Sonic Youth and 1/2 Japanese. Velvet drones frame the "Andy" tribute, and awkward duet "Do It Right" is similarly endearing. Also features covers of "Goodnight Irene" and "Bo Diddley," as well as an anesthetized version of VU fave "Pale Blue Eyes," one of the two tracks featuring Lou Reed on lead guitar.

BILL DRUMMOND

The Man
 PRODUCER: True Genius
 Restless/Bar None 72608
 Scottish impresario behind Echo & the Bunnymen, Teardrop Explodes, Zodiac Mindwarp, and others turns singer/songwriter with a widely varied sampler of his distinctive talents. "True To The Trail" and "Queen Of The South" are ear-catching instrumentals, while "I Want That Girl" and "I'm King Of Joy" are infectious Brit-soul numbers. Also included is modest musical proposal "Julian Cope Is Dead," a response to Cope's "Bill Drummond Said."

BLACK

SPECIAL ED

Youngest In Charge
 PRODUCER: Howie Tee
 Profile 1280
 Great name for one of rap's newest and more promising acts. Sixteen-year-old is no less posturing than the rest, but he doesn't wallow in machismo and there's a good-natured

SPOTLIGHT



CYNDI LAUPER
A Night To Remember
 PRODUCERS: Cyndi Lauper & Lennie Petze, Phil Ramone, E.T. Thorngren
 Epic 44318
 Mercury-voiced singer didn't match the quadruple platinum success of her debut with her last album, but new offering could get off to a good start with solid single, "I Drove All Night." Like that tune, much of the album was co-penned by Billy Steinberg and Tom Kelly, who contribute somewhat unchallenging settings this time around. However, writing pair's effort with Divinyls' Christina Amphlett, "Like A Cat," is of interest.

lightheartedness that permeates the whole effort.

OKATAWN'S 3-5-7

Wild & Loose
 PRODUCER: M.C. Hammer
 Capitol 90926
 Hammer's West Coast-based female trio holds its own with a tight grip on this set of hard-edged rap tunes. Fab video for the first single, "Yeah, Yeah, Yeah," is opening eyes and ears to the girls' fierce beats and rhymes. Personality and verve shine through the grooves, especially on the cuts "It's A Shame," "I Betcha Wanna Take It," and "Say That Then."

JUNE POINTER

PRODUCERS: Various
 Columbia 44315
 Pointer called in the big guns for her first Columbia project and second solo album: David Foster, Narada Michael Walden, Carole Bayer Sager, Phil Ramone—they're all here. The result is a slick effort that works best when the emphasis is placed squarely on Pointer's considerable vocal power, such as on "Why Can't We Be Together" and "How Long (Don't Make Me Wait.)"

COOKIE CREW

Born This Way
 PRODUCERS: Daddy-O & D.B.C.; Davy D, Derek B
 FFR/PolyGram 828134
 British female rap duo has a clean, melodic sound that hits like a breath of fresh air. First single didn't really go anywhere, but second choice, "Got To Keep On," should fare better. Also noteworthy are "From The South" and "Dazzle's Theme."

CHUCKII BOOKER

Chuckii
 PRODUCER: Chuckii Booker
 Atlantic 81947
 Session player for such artists as Kool & the Gang, Vanessa Williams, and Gerald Albright, Booker has learned his musical lessons well. Debut is filled with fun R&B midtempo and dance tunes that could cross over to pop with the right push. First single, "Turn Away," is a good start. Possible follow-ups include the funky "Touch" and "Let Me Love U."

JAZZ

PICKS

SHIRLEY HORN

Close Enough For Love
 PRODUCER: Richard Seidel
 Verve 837933
 Without an ounce of strain or an iota of overstatement, singer/pianist Horn demonstrates anew that she is in a class by herself in terms of taste and subtle soulfulness. Studio set of love songs features the leader in a trio setting, augmented on half the tracks by first-rate tenorist Buck Hill. Beautiful record is a cinch for tradition-oriented jazz stations.

CHET BAKER

The Best Thing For You
 PRODUCER: Don Sebesky
 A&M 0832
 Cassette/CD-only issue, part of mammoth A&M jazz release this month, should benefit from interest in Baker documentary "Let's Get Lost." Trumpeter/singer is in terrific company on hitherto-unreleased 1977 date: Sidemen include Paul Desmond, Tony Williams, Ron Carter, Kenny Barron, John Scofield, and Richie Beirach. Caliber of performances makes one wonder why this one went unissued.

THE PHIL WOODS QUINTET

Bouquet
 PRODUCER: Carl E. Jefferson
 Concord Jazz 377
 Altoist is caught live at the 1987 Concord-Fujitsu Festival in Tokyo, making plenty out of such unlikely material as the theme from "Star Trek." Woods has never lost his will to swing, and players like pianist Hal Galper and trumpeter Tom Harrell keep the flame up high.

RED RODNEY QUINTET

No Turn On Red
 PRODUCER: Garry Dial
 Denon 73149
 Pianist Dial and sax man Dick Oatts, who earlier this year distinguished themselves with their own DMP album, have built a comfortable home for veteran Rodney and his be-bop trumpet. Playing by all hands and playback quality are first-rate; the set's six crisp originals already sound like standards on first listen.

COUNTRY

REBA McENTIRE

Sweet Sixteen
 PRODUCERS: Jimmy Bowen, Reba McEntire
 MCA 6294
 McEntire continues to work around the edges of traditional country. While her voice is still gloriously powerful, she is marring it with affectations that divert rather than focus attention. Lots of upbeat material here.

KENNY ROGERS

Something Inside So Strong
 PRODUCERS: Jim Ed Norman, Steve Dorff
 Reprise 25792
 Too pop and overproduced for conventional country tastes—even the much-heralded cosmic cowboy space myth, "Planet Texas." However, Rogers' duet with Anne Murray, "If I Ever Fall In Love Again," and his pairing with Ricky Skaggs and Sharon White, "The Vows Go Unbroken (Always True To You)," are standouts.

WAYLON JENNINGS

New Classic Waylon
 PRODUCERS: Jimmy Bowen, Waylon Jennings
 MCA 42287
 Hits from Jennings' last four albums, including "Working Without A Net," "Rose In Paradise," "If Ole Hank Could Only See Us Now," and "Which Way Do I Go (Now That I'm Gone)."

EDDY RAVEN

Temporary Sanity
 PRODUCER: Barry Beckett
 Universal 76003
 In this outing, Raven relies more on the tricks of production than on the power of his remarkably pure voice. Best cuts: "Island," "A Woman's Place," and "In A Letter To You."

CARL PERKINS

Born To Rock
 PRODUCERS: Brent Maher, Don Potter
 Universal 76001
 Perkins' trademark rockabilly numbers here offer little that is new or memorable. But in the softer, more reflective songs, such as "A Lifetime Last Night," "Till I Couldn't Stand No More," and "Love Makes Dreams Come True," he is masterfully moving.

CLASSICAL

RECOMMENDED

MOZART: SERENADE IN B FLAT, K.361

Members, Orchestra of the 18th Century, Brüggen
 Philips 422338
 The use of period instruments provides this familiar masterpiece for 13 winds with subtle, albeit real, shifts in expected balances. These expert players blend and then emerge from the concerted texture with a clarity all too rare in competing versions.

MEDELSSOHN: SYMPHONY NO. 4; PIANO CONCERTO NO. 1; VIOLIN CONCERTO

Christopher Kite, Benjamin Hudson, The Hanover Band, Goodman
 Nimbus 5158
 Period-instrument performances continue to move into later music with results that tease the ear into a new measure of attention. Of the concertos, the piano work comes over somewhat better than the violin piece, although the soloist in the latter is certainly competent. Performances are lively and engaging.

THE BAROQUE FLUTE

Jeanne Baxtresser, Toronto Chamber Orchestra, Andrew Davis
 ProArte/Fantare 405
 Baxtresser, the solo flutist of the New York Philharmonic, has a wonderful sound and a fluent technique. But she also brings superior musicianship to bear in these spirited readings of a C.P.E. Bach Concerto and a Sonata by J.S. himself. Davis is an able partner as conductor in the concerto and as a somewhat restrained harpsichordist in the sonata. Excellent sound, particularly in the former work.

SPOTLIGHT: Predicted to hit top 10 on Billboard's Top Pop Albums chart or to earn platinum certification.

NEW & NOTEWORTHY: Highlights new and developing acts worthy of attention and other releases of special interest.

PICKS: Releases predicted to hit the top half of the chart in the format listed.

RECOMMENDED: Other releases predicted to chart in the respective format; also, other albums of superior quality.

All albums commercially available in the U.S. are eligible. Send review copies to Melinda Newman, Billboard, 1515 Broadway, New York, N.Y. 10036, and Chris Morris, Billboard, 9107 Wilshire Blvd., Beverly Hills, Calif. 90210. Send country and gospel albums to Ed Morris, Billboard, 49 Music Square W., Nashville, Tenn. 37203.

POP

PICKS

WANG CHUNG *Praying To A New God* (3:32)
 PRODUCER: Peter Wolf
 WRITERS: Feldman, Chandler, Hues
 PUBLISHERS: Chong/Warner-Tamerlane, BMI
Geffen 7-22969 (c/o Warner Bros.)

Upon first listen, this blustery rocker doesn't sound anything like what the duo has become known for. Fab video will undoubtedly help propel to the top what is an otherwise OK record.

REAL LIFE *Send Me An Angel '89* (3:50)
 PRODUCERS: Ross Cockle, Glenn Wheatley
 WRITERS: David Sterry, Richard Zatorsky
 PUBLISHERS: Wheatley/Australian Tumbleweed, BMI
Curb CRB-10531 (c/o MCA) (12-inch reviewed May 13)

RECOMMENDED

KYLIE MINOGUE *I Still Love You (Je Ne Sais Pas Pourquoi)* (3:51)
 PRODUCERS: Stock, Aitken, Waterman
 WRITERS: Stock, Aitken, Waterman
 PUBLISHER: All Boys USA, BMI
 MIXER: Phil Harding
Geffen 7-27536 (c/o Warner Bros.) (12-inch version also available, **Geffen 0-21247**)

A smash in the U.K., pure arresting dance/pop nugget shines and surprises, especially in the new 12-inch mixes.

BROTHER BEYOND *He Ain't No Competition* (3:18)
 PRODUCERS: Stock, Aitken, Waterman
 WRITERS: Stock, Aitken, Waterman
 PUBLISHERS: All Boys, BMI
Capitol B-44340

Cute U.K. foursome proudly sport SAW's familiar touches in a retro-style setting.

ROCKMELONS *New Groove* (4:10)
 PRODUCER: Robin Smith
 WRITERS: B. Jones, J. Jones, R. Medhurst, R. Smith
 PUBLISHERS: SBK, BMI/MCA, ASCAP
Atlantic 7-88908 (12-inch reviewed April 29)

CRUEL STORY OF YOUTH *You're What I Want To Be* (4:07)
 PRODUCER: Michael Thomas Young
 WRITER: J. Are
 PUBLISHER: Cruel Story, BMI
Columbia 38-68577

Album rock radio caught on to this tasty rock piece with pop potential from the New York quartet that may be a bit too mainstream-sounding to click at college radio these days.

ETTA JAMES *Baby What You Want Me To Do* (4:01)
 PRODUCERS: Rob Fraboni, Lupe De Leon
 WRITER: J. Reed
 PUBLISHERS: Conrad/Arc, BMI
Epic 34-68593 (c/o CBS)

Chicken-fried blues like only James can deliver. Highlight from the "Taps" collection.

PAJAMA PARTY *Yo No Se'* (3:58)
 PRODUCER: Jim Klein
 WRITERS: Klein, Sanders
 PUBLISHERS: 23 West/Mister Guy, BMI/Brooklyn Fox, ASCAP
Atlantic 7-88984 (12-inch reviewed Dec. 24)

BLACK

PICKS

HEAVY D. & THE BOYZ *We Got Our Own Thang* (5:45)
 PRODUCER: Teddy Riley
 WRITERS: Teddy Riley, Heavy D., Tolbert, Theodore, Clark, Wellington, Brown, Coffey, Durden
 PUBLISHERS: Zomba Enterprises/SBK April/Across 110th Street/Way To Go/Bridgeport, ASCAP/BMI
Uptown/MCA 53628 (12-inch version also available, **Uptown/MCA 23942**)

D. & crew join the hip-house ranks with a smoking number previewing the new album "Big Tyme." Multiformalt smash possibilities here.

BLUE MAGIC *It's Like Magic* (4:37)
 PRODUCERS: Vincent F. Bell, Alvin Moody
 WRITER: F. Alston
 PUBLISHERS: No. 1 In The Land Of/Sawyer Brother, BMI
OBR 38-68900 (c/o CBS)

Following the smash "Romeo & Juliet" is a pretty and seductive soul slowie bound to spawn a few old

memories.

C.J. ANTHONY *You Are My Starship* (4:12)
 PRODUCER: Chuckii Booker
 WRITER: M. Henderson
 PUBLISHER: Electrocord, ASCAP
KMA GB-019 (12-inch single)

Don't ignore this ethereal, thoughtful production from Booker that enhances a stellar vocal performance from Anthony on this R&B ballad. A must for quiet storm programmers. Contact: 818-709-1173.

TODAY *Take It Off* (5:10)
 PRODUCERS: Teddy Riley, Gene Griffin
 WRITERS: Gene Griffin, Wesley Adams, Larry Singletary, Lee Drakeford, Larry McCain
 PUBLISHERS: Cal-Gen/Virgin, BMI
 MIXER: Timmy Regisford
Motown 1967 (c/o MCA) (12-inch version also available, **Motown 4642**)

Just what you would expect from the Riley & Griffin clan in the soon-to-be-weathered new jack swing mode.

RECOMMENDED

GERALD ALSTON *I Can't Tell You Why* (4:42)
 PRODUCERS: Stan Sheppard, Jimmy Varner
 WRITERS: Don Henley, Glenn Frey, Timothy B. Schmidt
 PUBLISHERS: Cass County/Red Cloud/Jeddrah
Motown 1969 (c/o MCA) (12-inch version also available, **Motown 4644**)

Sincere reading of the classic Eagles ballad, which lends itself nicely to Alston's passionate vocal.

ANGEE GRIFFIN *Toby* (4:12)
 PRODUCER: Luke Skywalker, Demetrius Manuel
 WRITERS: E. Records, B. Acklin, B. Julio
 PUBLISHERS: Brunswick/Toby, BMI
Luke Skywalker MR-205 (12-inch single)

Strong ballad release from the label merits programmers' attention—now! Griffin's Deniece Williams-ish delivery is soothing. Contact: 305-573-0599.

MIKKI BLEU *Something Real* (4:00)
 PRODUCER: Mikki Bleu
 WRITER: Mikki Bleu
 PUBLISHER: El King, ASCAP
EMI B-50192 (c/o Capitol)

Gingerly-paced R&B ballad in a Freddie Jackson mold serves as the promising debut for the soloist.

GEORGE DUKE *Love Ballad* (4:10)
 PRODUCER: George Duke
 WRITER: Skip Scarborough
 PUBLISHER: not listed
Elektra 7-69296

Stronger single release from Duke's "Night After Night" is a luscious R&B ballad instrumental ripe for quiet storm formatting.

RUSSELL PATTERSON *The Time Is Right* (3:44)
 PRODUCERS: John Robinson, Calvin Gaines
 WRITERS: J. Robinson, R. Patterson, C. Gaines
 PUBLISHERS: Manjac/Unicomp/Evil Eye, ASCAP
Jump Street JS-1023 (12-inch single)

Former Black Ivory member simmers with a weaving midtempo R&B/dance item. Contact: 212-873-1248.

RADIANT *Let's Go All The Way* (4:00)
 PRODUCERS: Mic Murphy, David Frank
 WRITERS: Radiant, M. Murphy, D. Frank, K. Eaddy
 PUBLISHERS: Catch The Glow/SBK April/Science Lab, ASCAP
 MIXERS: Stephen Selzer, The System
Columbia 38-68895 (12-inch version also available, **Columbia 44-68785**)

Busy, groove-laden R&B from the eight-member outfit.

COUNTRY

RECOMMENDED

NEW GRASS REVIVAL *Callin' Baton Rouge* (2:38)
 PRODUCER: Wendy Waldman
 WRITER: Dennis Linde
 PUBLISHER: Dennis Linde, BMI
Capitol B-44357

Revival continues to top the list of tight, punchy, textured bands in country music. Instrument harmony blends to perfection and closely parallels vocal harmonies on this upbeat, bayou-influenced number.

KENNY ROGERS *Planet Texas* (4:51)
 PRODUCER: Jim Ed Norman
 WRITER: John Andrew Parks III
 PUBLISHER: Hila Lou, BMI

NEW AND NOTEWORTHY

IVAN LINS *You Moved Me To This* (3:56)
 PRODUCERS: Stewart Levine, Larry Williams
 WRITERS: I. Lins, B. Russell
 PUBLISHERS: Geffen/Rutland Road/WB, ASCAP/Dinorah/Rashida/Warner-Tamerlane, BMI
Reprise 7-27515 (c/o Warner Bros.)

From his label debut "Love Dance," Brazilian native offers a delicate, easy-tempoed pop number featuring vocal assist from Brenda Russell. A superstar in his native land, Lins has worked with Quincy Jones, George Benson, Dave Grusin, and the Crusaders. The song's endearing appeal could click with AC, pop, and contemporary jazz programmers.

Reprise 7-27690 (c/o Warner Bros.)

This 1989 colorized and synthesized horse odyssey, derivative of the 1949 Vaughn Monroe hit, "Riders In The Sky," unfolds like one of those LSD flashbacks that parents warned their kids about.

JOHNNY LEE *Maybe I Won't Love You Anymore* (2:38)
 PRODUCERS: Mick Lloyd, Mike Daniel
 WRITERS: Buzz Hart, Barbara Hart
 PUBLISHERS: Cookie Jar/Starbound, BMI
Curb CRB-10536 (c/o MCA)

An enjoyable, cleverly-worded backhanded ballad uses negative imagery to promote the positive theme of everlasting love.

LINDA DAVIS *Weak Nights* (3:41)
 PRODUCER: Bob Montgomery
 WRITERS: K. Brooks, M. Fielder
 PUBLISHERS: Tree/Cross Keys, BMI/ASCAP
Epic 34-68919 (c/o CBS)

Davis sounds ineffably forlorn in this quiet, contemplative look at life alone. Persuasive and powerful.

PAL RAKES *All You're Takin' Is My Love* (2:45)
 PRODUCER: Nelson Larkin
 WRITER: Travis Wammack
 PUBLISHER: Snakeman, ASCAP
Atlantic America 7-99214

A bluesy, imploring confessional. Rakes sounds properly low-down and remorseful.

LITTLE JOE WITH WILLIE NELSON *You Belong To My Heart* (2:55)
 PRODUCER: Not listed
 WRITER: Agustin Lara
 PUBLISHER: Not listed
Discos CBS International DBS 81040

A bilingual rendering of the 1945 Bing Crosby/Xavier Cugat hit.

JIMMIE DALE GILMORE *Honky Tonk Song* (3:22)
 PRODUCERS: Bruce Bromberg, Lloyd Maines
 WRITERS: M. Tillis, B. Peddy
 PUBLISHERS: Cedarwood/Tree, BMI
Hightone 510

A rollicking, stomping, kickass romper sees Gilmore giving a summer course in advanced honky-tonk.

TAREVA *The Back Burner* (3:29)
 PRODUCER: Not listed
 WRITERS: Tom Shapiro, Michael Garvin, Tom Shapiro
 PUBLISHERS: Terrace/Cross Keys, ASCAP
White Car WCR-820

Pulsating rhythm and an effectively sultry interpretation of the spurned-woman theme. Contact: 504-292-2400.

CHARLIE LOUVIN WITH ROY ACUFF *The Precious Jewel* (4:15)
 PRODUCER: Hal Wayne
 WRITER: Roy Acuff
 PUBLISHER: Acuff Rose, BMI
Hal Kat HKK-63058

An emotionally true reading of the ancient Acuff dead-sweetheart drupe. Intro drags, but the follow-up compensates for it. Contact: 615-883-6417.

HUNTER CAIN *She's Too Good To Be Cheated* (2:53)
 PRODUCER: not listed
 WRITERS: T. Graham Brown, Bruce Burch
 PUBLISHERS: Ideas of March, ASCAP/Blackwood/Land of Music/April, BMI
Discovery Audio Discs 4587

Traditional country melody backs a

traditional country tear-in-my-beer story. Wailing mood is perfectly coupled with Cain's vocals.

DANCE

PICKS

KRAZE *Let's Play House* (5:20)
 PRODUCER: Kraze
 WRITERS: R. Laurent, M. Laurent, N. Burroughs
 PUBLISHER: CRK, ASCAP
 MIXERS: Mike Costanzo, Craig Kallman
Big Beat BB-0008 (12-inch single)

"The Party" is now in the house so you had better get permission. Act's familiar stamp rings true on this driving club track sure to solidify its presence on the club scene. Contact: 212-691-8805.

STYLE COUNCIL *Promised Land* (7:05)

PRODUCER: Style Council
 WRITER: J. Smooth
 PUBLISHER: Copyright Control
 MIXER: Juan Atkins
Polydor 889 147-1 (c/o PolyGram) (12-inch single)

U.K. act covers Joe Smooth's underground house hit and keeps the positive vibe alive. From its forthcoming greatest hits collection.

GIANT STEPS *Book Of Pride* (6:49)

PRODUCER: Bryan Loren
 WRITERS: Campsie, McFarlane
 PUBLISHER: Almo, ASCAP
 MIXERS: Phil Harding & Ian Curnow, Yo Yo, Keith Cohen & Steve Beltran
A&M SP-12309 (12-inch single)

L.A. & Babyface-ish R&B/pop number has the radio potential in its straight mixes but Harding & Curnow's techno touch will be the one that clicks for clubs.

RECOMMENDED

WOMACK & WOMACK *MPB (Missing Persons Bureau)* (6:43)
 PRODUCERS: Chris Blackwell, Gypsy Wave Power Co.
 WRITERS: Dr. Rue, Gypsy Wave Banner
 PUBLISHER: Gypsy Wave, BMI
 MIXER: Frankie Knuckles
Island 0-96557 (c/o Atlantic)

Song deserved to be a hit last year when it originally surfaced. New Knuckles mixes, however, really pump and will hopefully be the key to the album—"Conscience"—success. R&B radio wake up!

HUBERT KAH *Machine Gun* (5:38)

PRODUCER: Michael Cretu
 WRITERS: Hubert Kemmler, Klaus Hirschburger
 PUBLISHER: not listed
Curb 003 (c/o MCA) (12-inch single)

Spacious, well-produced Europop from the crew that brought you the club hit "Military Drums" a while back.

SEDUCTION *You're My One And Only (True Love)* (6:40)

PRODUCERS: Robert Clivilles, David Cole
 WRITERS: Robert Clivilles, David Cole, Frederick A. Williams
 PUBLISHERS: Robi-Rob/Red Instructional/Free-Dome, ASCAP
 MIXERS: Robert Clivilles, David Cole
Vendetta VE-7021 (c/o A&M) (12-inch single)

Female-sung, Milli Vanilli-ish club number with an R&B/rap rhythmic bed. Could catch on.

M.C. SERGIO *In The Name Of Love* (5:15)

PRODUCER: Todd Terry
 WRITER: not listed
 PUBLISHER: not listed
 MIXERS: Mike Rogers, Todd Terry
Idlers WAR.039-DZ (12-inch single)

Terry doesn't skip a beat on this jammin' hip-house number. Rhythm track is kicking. Contact: 212-979-0808.

JOSE FELICIANO *Never Gonna Change* (8:10)
 PRODUCER: Jose Feliciano
 WRITERS: Jose Feliciano, Susan Feliciano
 PUBLISHERS: Deedee Dyle/BMG, ASCAP
 MIXER: Rusty Garner
EMI V-56135 (c/o Capitol) (12-inch single)

Feliciano is masked here in this pop/dance setting, in what amounts to his sounding like Rick Astley's older brother—we're not kidding.

APRIL *Right On Time* (6:55)
 PRODUCERS: Joe The Irish, Winnie Barbarino, Dr. Woo

WRITER: J. Campbell
 PUBLISHER: Play The Music, ASCAP
 MIXERS: Joe The Irish, Winnie Barbarino, Dr. Woo
Metropolitan MRC-04452 (12-inch single)

Likeable Latin/pop number ready for the hot crossover programmers. Contact: 201-483-8080.

NO FACE *Hump Music* (6:40)

PRODUCER: F. Freaks
 WRITERS: T. Terry, N. Hall, F. Freaks
 PUBLISHERS: Island/Tonk/Secret Affair, BMI
Great Jones GJ-603 (12-inch single)

Some may deem this frank, rude version of Jungle Bros.' "I'll House You" as offensive. Contact: 212-995-7800.

MODERN ROCK

PICKS

PURSUIT OF HAPPINESS *She's So Young* (3:34)

PRODUCER: Todd Rundgren
 WRITER: Moe Berg
 PUBLISHERS: SBK April Canada/Pursuit Of Tunes/SBK April, ASCAP
Chrysalis VS4-43370 (c/o CBS)

Canadian popettes embrace Rundgren's familiar production touches on this charming release from "Love Junk."

RAP

RECOMMENDED

PARTY POSSE *Keep Dancin'* (5:35)

PRODUCER: LaVaba
 WRITERS: LaVaba, T. Lewis, R. Barber, R. Isaacs
 PUBLISHERS: Zomba Enterprises, ASCAP/Willesden, BMI
 MIXERS: LaVaba
Jive 1212-1-JD (c/o RCA) (12-inch single)

Young trio keep the street beat alive with a clean, inoffensive rap production.

D.J. ACE & DAQUAN *Give It Up* (4:01)

PRODUCERS: Steven "Sneezy" Wyche, D.J. Ace
 WRITER: Daquan
 PUBLISHER: Haysar, BMI
 MIXER: Chuck Chillout
Hunsar HS-4042 (12-inch single)

Raw and spacey mix helps this New Jersey-based duo come correct. Contact: 201-343-7071.

SIR IBU OF DIVINE FORCE *I'm The Peacemaker* (3:19)

PRODUCER: Melquan Productions, Dice Squad
 WRITER: A. Ferguson
 PUBLISHERS: Ackee/Yamak-Ka, ASCAP
 MIXERS: Dice Squad
4th & B'Way BWAY-482 (12-inch single)

Old soul riffs form the rhythmic bed form for Ibu's social commentary. Contact: 212-995-7800.

FRESHCO *4 At A Time* (3:15)

PRODUCERS: Jerry Callender, Shawn Conrad
 WRITERS: Jerry Callender, Shawn Conrad
 PUBLISHER: Tee Girl, BMI
 MIXERS: Freshco Crew
Tommy Boy TB-927 (12-inch single)

Psychedelic rhythmic track helps this rapper boast and boast and boast. Contact: 212-722-2211.

POPPA RON LOVE *I'm A Girl Watcher* (4:18)

PRODUCERS: Jason Mizell, Russell Simmons
 WRITERS: R. Killeter, K. Killeter
 PUBLISHER: Sun Coast, BMI
Def Jam 44-68783 (c/o CBS) (12-inch single; 7-inch version also available, **Def Jam 38-68617**)

Sterile rap and reggae fusion from the Def Jam Classics Vol. 1

PICKS: New releases with the greatest chart potential.

RECOMMENDED: Records with potential for significant chart action.

NEW & NOTEWORTHY: Highlights new and developing acts worthy of attention. Records equally appropriate for more than one format are reviewed in the category with the broadest audience. All singles commercially available in the U.S. are eligible for review. Send copies to Bill Coleman, Billboard, 1515 Broadway, New York, N.Y. 10036. Country singles should be sent to Billboard, 49 Music Square W., Nashville, Tenn. 37203.

NEW COMPANIES

Dysharr Music Corporation, formed by Vincent M. Guest and Richard R. Pancoast. The company offers a record production and full commercial publishing division. Currently accepting material in all styles. Dept. 534, P.O. Box 4351, Hollywood, Calif. 90078; 213-281-7332.

The Writers Edge, a magazine/newsletter published by Dysharr Music Corp, exclusively for songwriters. Address: listed above; 213-856-2259.

Bob Cato Design, formed by art director Bob Cato, former art director for such magazines as Harper's Bazaar, Glamour, McCall's, The Jazz Review, Theatre Arts, and Dance Magazine and former VP of creative services at CBS/Columbia. Cato is associated in this new venture with Bruce Coleman. 330 W. 42nd St., 11th floor, New York, N.Y. 10036; 212-947-9869.

Hot Hits, a management, production, and record company, formed by Alan White. Label will release product in the Atlanta region, while seeking national label affiliation for each artist. 3096 Janice Circle, Chamblee, Ga. 30341; 404-452-0494.

Megajam Records Inc., formed by Terry B. Starks. First release is "A

Woman's Touch" by Chris McDaniel. 1639 Madison Ave., Memphis, Tenn. 38104; 901-272-9380.

Opening Line Productions, a full-service music production, talent development, and marketing company, formed by Richard Rosing, Davis Sheils, and Barry Golin. 6017 Bellingham Ave., No. Hollywood, Calif. 91606; 818-763-3742.

The Frairs Company, formed by Steven Thompson and Ana Fearon-Thompson. Company specializes in image consulting for recording artists and fashion models. 304 Newbury St., Suite 326, Boston, Mass. 02115; 617-288-4449.

Sundown Records Inc., an independent record company, formed by Gilbert Yslas and Richard Searles. Company will focus on instrumental music releases. P.O. Box 241, Newbury Park, Calif. 91320; 805-499-9912.

Kendall Energies Inc., a voice-over production company, formed by Charlie Kendall. 1824 Chestnut St., Philadelphia, Pa. 19103; 215-568-6423.

Send information to *New Companies*, *Billboard*, P.O. Box 24970, Nashville, Tenn. 37202.



Monk Business. "Golden Girls" star and jazz fan Bea Arthur, left, greets trumpet great Dizzy Gillespie at an all-star benefit held for the Thelonious Monk Institute, a proposed jazz conservatory, at the Omni Durham and Convention Center in Durham, N.C. (Photo: Thomas Forrest)

CALENDAR

A weekly listing of trade shows, conventions, award shows, seminars, and other notable events. Send information to *Calendar*, *Billboard*, 1515 Broadway, New York, N.Y. 10036.

MAY

May 11-15, American Women In Radio And Television 38th Annual Convention, Waldorf-Astoria Hotel, New York. 202-429-5102.

May 13-14, Video Software Dealers Assn. Mobile Spring Fling, Gulf Shores Resort Hotel And Convention Center, Gulf Shores, Ala. Bob Smith, 205-342-5225.

May 16, International Radio & Television Society Annual Meeting and Broadcaster Of The Year Luncheon, Waldorf-Astoria Hotel, New York. Marilyn Ellis, 212-867-6650.

May 18, The American Society for Technicon-Israel Institute of Technology Dinner in honor of CBS chairman Laurence Tisch, Waldorf Astoria Hotel, New York, N.Y. Barbara Solomon, 212-751-5530.

May 18, Video Software Dealers Assn. Educational Seminar, Stouffer Nashville Hotel, Nashville. Linda Lauer, 609-596-8500.

May 18-19, Cleveland's Music Conference And Showcase: Undercurrents '89, Cleveland Convention Center, Cleveland. 216-467-0300.

May 18-20, T.J. Martell Foundation Charity Weekend, Los Angeles. Jon Scott, 818-883-7625.

May 20, Los Angeles Vocal Registry/National Singers Network/Music Connection Magazine presents: Vocal Faire '89, Pasadena Holiday Inn Conference Center, Pasadena, Calif. Owen Pahl Greene, 213-969-1652.

May 21, Nat'l Academy Of Songwriters Orange County Song Session, Newport Beach Public Library, Newport Beach, Calif. Garth Shaw, 213-463-7178 or 800-334-1446.

May 21, Miller/Vigione Productions' Music Business Monthly Career Workshop, Necco Place, Boston. Julianne Fiore, 617-242-3353.

May 22, Nat'l Academy Of Songwriters Songtalk Seminar: "Rap Misunderstood: From The Streets To The Industry," At My Place, Santa Monica, Calif. Bruce U.R. Walker, 213-463-7178.

May 23, Annual BMI Pop Awards, Regent Beverly Wilshire Hotel, Los Angeles. Ron Shapiro, 213-659-9109.

May 24, Annual BMI Motion Picture/Television Awards, Regent Beverly Wilshire Hotel, Los Angeles. Ron Shapiro, 213-659-9109.

JUNE

June 2, Video Software Dealers Assn. Family Business Seminar, Ambassador West, Chicago. Linda Lauer, 609-596-8500.

June 3-5, Showbiz Expo, Los Angeles Convention Center, a production of Live Time Inc., 213-668-1811.

June 3-6, 1989 International Summer Consumer Electronics Show, Chicago. 202-457-8700.

June 13-15, Ninth International Licensing Show And Merchandising Conference And Exposition, Jacob K. Javits Convention Center, New York. Greg King, 203-259-5734.

June 15, Video Software Dealers Assn. Educational Seminar, Hyatt Regency, Milwaukee. Linda Lauer, 609-596-8500.

June 21-24, Broadcast Promotion And Marketing Executives and Broadcast Design Assn. Seminar, Cobo Center, Detroit. Gregg Balko, 213-465-3777.

June 23-24, Bobby Poe Pop Music Survey, Sheraton Premier, Tyson's Corner, Va. 301-951-1215.

June 27, B'nai B'rith Music & Performing Arts Unit 25th Annual Dinner Dance, Sheraton Centre Hotel, New York. Joe Cohen, 212-582-1116.

June 28, Songwriters Guild Of America Second Annual Aggie Awards, Vanderbilt Plaza Hotel, Nashville. Kathy Hyland, 615-329-1782.

June 28-29, Nat'l Assn. Of Recording Merchandisers/Video Software Dealers Assn. Operations Conference, Hyatt Regency, Deerfield, Ind. Joanna Baker, 609-596-8500.

JULY

July 15-19, New Music Seminar 10, Marriott Marquis Hotel, New York. 212-473-4343.

LIFELINES

BIRTHS

Boy, Travis Ryan, to Eric "Swede" and Linda Gullickson, April 1 in Torrance, Calif. He is a songwriter.

Girl, Andrea, to Eric and Carol DuFaure, April 26 in Paris. He is in charge of media relations at SACEM, the French authors' rights association.

Girl, Rebecca, to Bruce and Maddy Goldberg, April 27 in Los Angeles. He is VP of creative marketing, Premiere Radio Networks. She is VP of development and promotion for Under New Management Inc. there.

Boy, Jacob Sol, to Jim Steinblatt and Mindy Steinberg, April 28 in New York. He is communications coordinator for ASCAP.

Boy, Ryan Jack, to Stan and Nancy Lewerke, April 29 in Los Angeles. He is a former member of the promotion department at Motown Records. She is office manager and assistant to Tom Noonan at Billboard there.

Boy, Adam Vincent, to Dale and Carrie Schudi, May 1 in Minneapolis. She is administrative assistant to Arnie Bernstein, executive VP at Musicland.

Boy, Lukas Buck, to Ricky and Sharon White Skaggs, May 4 in Nashville. He is a country recording artist for CBS/Epic. She is a member of the Word Records trio the Whites.

Girl, Ashley Dana Dreyfus, to Lisa Rothblum, May 4 in New York. She is senior VP of legal affairs/general counsel at PolyGram Records. Father Steve Dreyfus heads an import/export business.

MARRIAGES

Tom Grant to Beverly Vowell, April 14 in Nashville. He is a sing-

er/songwriter. She is GM/paralegal for the Morgan Music Group Inc.

Mark Borchetta to Erica Muhl, April 29 in Los Angeles. He is VP and producer for Kathy Smith Productions and produced her most recent exercise video. She is a classical composer and writer.

Keith Altomare to Elizabeth Hester, May 6 in Los Angeles. He is former national director of sales for I.R.S. Records, and as of May 22 is scheduled to become national sales director at Rhino Records there. She is with Hits magazine there.

DEATHS

Bruce E. Mills, 44, of complications involved with liver disease, April 18 in Mount Holly, N.J. The blind jazz pianist and composer played with several bands during the past two decades, working the jazz clubs and lounges in the Philadelphia area. Mills' first band was the Belmont Five, which he organized in the early '60s. He later worked with the Art Blake and Chuck Mangione bands, and toured South America with Dakota Staton. He is survived by his brother, Eric.

Marderos Mardy Khidirian, 58, of cancer, April 24 in Chicago. He was uncle of Raymond Peck, president of Kiderian Records.

Keith Whitley, 33, of an accidental overdose of alcohol, May 9 in Nashville. The country recording artist recorded for RCA Records and was husband of country singer Lorrie Morgan, who also records on the RCA label. In addition to his wife, Whitley is survived by two children, and his mother. (See separate story, page 6.)

Send information to *Lifelines*, *Billboard*, P.O. Box 24970, Nashville, Tenn. 37202.

MARKET ACTION

BILLBOARD CHARTS THE TOP ENTERTAINMENT STOCKS

COURTESY OF
PAINE WEBBER RESEARCH, 1285 Ave. of the Americas
New York, N.Y. 10019, (212) 713-2000

Company	Sale/ 1000's	Open 5/2	Close 5/8	Change
NEW YORK STOCK EXCHANGE				
CBS Inc.	170.5	195 1/4	192	-3 1/4
Cannon Group	84.9	3 3/4	3 1/2	-1/4
Capital Cities Communications	87	417	415 1/2	-1 1/2
Carolco Pictures	306.7	9 1/4	9 1/4	+1/4
Coca-Cola	2336.8	54 3/4	54 1/4	-1/4
Columbia Pictures	5712.4	18 1/4	20	+1 1/4
Walt Disney	1385.1	85 1/4	84 3/4	-1 1/4
Eastman Kodak	9276.3	46 1/4	43 1/2	-3 1/4
Gulf & Western	2062.1	53	50 1/4	-2 1/4
Handleman	333.8	31 1/4	32 1/2	+1 1/4
MCA Inc.	1146.8	56 1/4	55 1/4	-1/4
MGM/UA	247.8	18 1/4	18 1/2	+1/4
Orion Pictures Corp.	341.5	19 1/4	19 1/2	+1/4
Sony Corp.	214.7	50	51 1/4	+1 1/4
TDK	4.7	66	65 1/4	-1/4
Vestron Inc.	119	5 1/2	5 1/4	-1/4
Warner Communications Inc.	2754	48 1/4	48 1/4	-1/4
Westinghouse	1284	57 1/4	56 1/4	-1/4
AMERICAN STOCK EXCHANGE				
Commtrom	13.5	7 1/4	7 1/4	-1/4
Electrosound Group Inc.	10.1	1 1/4	1 1/4	+1/4
Nelson Holdings Int'l	484.4	3 1/4	3 1/4	+1/4
New World Pictures	83.2	8 1/4	8 1/4	.....
Price Communications	35.4	6 1/4	6 1/4	-1/4
Prism Entertainment	.2	2 1/4	2 1/4	.....
Unitel Video	19.9	13 1/4	13 1/4	-1/4
OVER THE COUNTER				
Acclaim Entertainment		3 1/4	3 1/4	.....
Blockbuster Entertainment		1 1/4	1 1/4	.....
Certron Corp.		1 1/4	1 1/4	.....
Dick Clark Productions		5	5	.....
LIN Broadcasting		95 1/2	97 1/4	+1 1/4
LIVE Entertainment		32 1/4	33 1/4	+1 1/4
Recoton Corp.		6 1/4	6 1/4	.....
Reeves Communications		4 1/4	4 1/4	.....
Rentrak		2 1/4	2	-1/4
Satellite Music Network, Inc.		5 1/2	5 1/2	.....
Scripps Howard Broadcasting		70 1/2	70 1/2	.....
Shorewood Packaging		22 1/2	22 1/4	-1/4
Sound Warehouse		.....	.....	.....
Specs Music		10 1/4	10 1/4	.....
Starstream Communications Group, Inc.		7 1/4	7 1/4	.....
Trans World Music		27 1/4	27 1/4	+1/4
Video Jukebox Network		3 1/4	3 1/4	.....
Wall To Wall Sound And Video		3 1/4	3 1/4	.....
Westwood One		10 1/4	10 1/2	+1/4
LONDON STOCK EXCHANGE (In Pence)				
Chrysalis	208	206	206	-2
Pickwick	218	218	218	.....
Really Useful Group	668	670	670	+2
Thorn EMI	688	705	705	+17

HOT 100 SINGLES SPOTLIGHT



by Michael Ellis

"FOREVER YOUR GIRL" BY Paula Abdul (Virgin) jumps over Jody Watley's "Real Love" (MCA) to hit No. 1, with Abdul's large lead in airplay points overwhelming Watley's small edge on the sales side. Abdul is emerging as a major new artist of 1989, with back-to-back No. 1 singles for her third and fourth releases from her "Forever Your Girl" album after the first two singles failed to reach the top 40. For next week, both Donny Osmond's "Soldier Of Love" (Capitol) and "Rock On" by Michael Damian (Cypress) are within striking distance of the top, but both Abdul and Watley will be in the spirited battle again, as well.

THERE ARE SEVERAL RECORDS on the chart that do not have sufficient total point gains to bullet this week, but are successful in certain markets. "Round & Round" by New Order (Qwest) is top 20 at 10 reporting stations and moves 11-9 at KEGL Dallas; it moves from 71 to 64 on the Hot 100. Sam Brown's "Stop" (A&M) is a smash hit at WAPE Jacksonville, Fla. (5-4), KXX 106 Birmingham, Ala. (No. 3), Y95 Dallas (8-7), and at KZBS Oklahoma City (14-8); nationally, it moves two places to No. 65. "Closer Than Friends" by Surface (Columbia) drops to No. 66 nationally, but it's moving up at many stations, including KDON Salinas (7-2) and KROY Sacramento (15-8), both California, and KIKI-FM Honolulu (10-6). Also doing well in California is "I Like" by Guy (MCA), unbulleted at No. 71 nationally but moving 12-10 at X104 Fresno and 10-8 at FM102 Sacramento. "For The Love Of Money" by the BulletBoys (Warner Bros.) inches up to No. 78 on the Hot 100 but is No. 2 at WROQ Charlotte, N.C., and jumps 26-14 at WQUT Johnson City, Tenn.

THE EIGHT NEW ENTRIES include three artists making their Hot 100 bows. Kevin Raleigh, former member of the Michael Stanley Band, makes his solo bow with "Moonlight On Water" (Atlantic). It's a solid hit already at WKDD Akron, Ohio (5-4), and at both WPHR (19-16) and WRQC (29-20) in his hometown of Cleveland. The other new artists are trios: female trio Pajama Party from New York with "Yo No Se" (Atlantic) and male trio Love And Rockets from England with "So Alive" (RCA). And yet another old record re-enters the chart, this time because it's included on the movie soundtrack "Say Anything" (WTG). "In Your Eyes" by Peter Gabriel, a No. 26 hit from 1986, re-enters at No. 87.

QUICK CUTS: "Good Thing" by Fine Young Cannibals (MCA) just edges out "Satisfied" by Richard Marx (EMI) to win the Power Pick/Airplay this week, although Marx wins the Power Pick/Sales. "Good Thing," by winning the airplay award, has a 59% chance of matching the No. 1 peak of "She Drives Me Crazy" . . . The 40s and 50s are crowded again this week. "Cuddly Toy" by Roachford (Epic) moves only two places to No. 44 despite 16 adds and early top 10 reports at five stations, including Y97 Santa Barbara, Calif. (3-2); and "If You Don't Know Me By Now" by Simply Red (Elektra) moves only three places to No. 53 despite an impressive 37 adds and early jumps of 32-20 at WKEE Huntington, W.Va., and 30-19 at K106 Beaumont, Texas.

HOT 100 SINGLES ACTION

RADIO MOST ADDED

	PLATINUM/ GOLD ADDS 24 REPORTERS	SILVER ADDS 51 REPORTERS	BRONZE/ SECONDARY ADDS 165 REPORTERS	TOTAL ADDS 240 REPORTERS	TOTAL ON CHART
WHAT YOU DON'T KNOW					
EXPOSE ARISTA	11	17	77	105	106
THE DOCTOR					
THE DOOBIE BROTHERS CAPITOL	7	17	79	103	103
GOOD THING					
FINE YOUNG CANNIBALS IRS	6	12	38	56	191
TOY SOLDIERS					
MARTIKA COLUMBIA	8	9	27	44	53
HEY BABY					
HENRY LEE SUMMER CBS ASSOC.	0	10	32	42	47
CRAZY ABOUT HER					
ROD STEWART WARNER BROS.	4	7	28	39	92
IF YOU DON'T KNOW ME . . .					
SIMPLY RED ELEKTRA	2	7	28	37	136
ROOMS ON FIRE					
STEVIE NICKS MODERN	0	9	23	32	118
SO ALIVE					
LOVE AND ROCKETS RCA	3	5	21	29	29
I LIKE IT					
DINO 4TH & B'WAY	2	7	15	24	57

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

DE LA SOUL

"ME MYSELF AND I"

FROM THE ALBUM 3 FEET HIGH AND RISING

The Soul's Gone Gold

- ⑥ * Billboard Black Singles
- ④ * Billboard Black LP Chart
- ④① * Billboard Top Pop Albums
- ②② * Billboard Crossover Singles
- ③ * Billboard Dance Singles
- 5* Billboard 12" Sales
- 12* Gavin Alternative Chart
- 10* DMR Sales Chart
- 6* DMR Club Chart

Video in Full-time MTV Rotation

National Radio: Ed Strickland
National Sales and Distribution: Steve Knutson
Retail and Merchandising: John Monroe
(212) 722-2211

This is the **DA.I.S.Y.** Age.



Peaches Awarded \$2.5 Mil In Case Vs. Trans World

BY MELINDA NEWMAN

NEW YORK A U.S. District Court judge has ordered Trans World Music Corp. to pay \$2.5 million to Peaches Entertainment Corp. for trademark infringement.

The May 5 decision followed an earlier ruling that Trans World, the Albany, N.Y.-based chain, had violated its royalty-free trademark agreement with Peaches in connection with the operation of certain stores in Illinois, Indiana, and Ohio from Aug. 4, 1986, through April 15, 1989 (Billboard, April 1).

The court ruled that Trans World must pay Peaches 3% of the total rev-

The 28 affected stores will soon be named Coconuts

enues received by Trans World from the 28 locations using the Hialeah Gardens, Fla.-based chain's moniker, as well as Peaches' attorneys' fees and expenses during the litigation. Trans World indicated that the amount would be \$2.5 million before taxes.

"We're certainly pleased with the award. We think it's an appropriate resolution to the matter," says Peaches' attorney, Robert S. Churchill of the New York firm Gerstein & Churchill.

According to Prudential-Bache analyst Craig Bibb, the judgment was deemed harsh by Wall Street observers. "We think the amount of the award is inappropriate. The whole thing is kind of a metaphysical question in determining the actual loss of revenue. Peaches is just operating in South Florida, so the affected people are tourists from Illinois, Ohio, and Indiana who go to Florida and go to

buy a tape at Spec's instead of Peaches because they had a bad experience at a Peaches in the Midwest."

"In terms of what the award should be, that's totally up to the judge," Churchill counters. "According to the trademark act, the trial judge always has the discretion to decide because in these types of cases you can almost never determine the precise amount of damages."

The announcement had little effect on Trans World's market performance. "The stock went up half a point after the damages were announced; I would have thought it would have been slightly negative," Bibb says. "The stock has gone up 17% over the last three weeks, and since this is a nonoperating charge, it's viewed totally separately from Trans World trying to get its selling, general, and administrative expenses aligned."

According to a report for the fiscal year ending Jan. 28, Trans World's expenses had been rising quicker than its revenues (Billboard, April 1). "The company has had a propensity for bad news over the last six months and had become a fairly volatile stock. But its top-line growth and expansion and earnings, although less than expected, are very attractive," says Bibb.

Trans World is in the process of changing the name of the 28 affected stores to Coconuts, one of the more than 21 logos owned by the company. "It will all take place very shortly," says Trans World's VP of finance Jim Williamson. He declined to release any information on the cost of changing over the store logos.

In a statement issued by the company, Trans World president Bob Higgins said, "We are happy to get this nonoperating issue behind us so that we can turn our management focus back to our primary mission, operating the business."

BMG, CBS MAKE ALTERNATIVE PLANS

(Continued from page 4)

dergraduate and some graduate student ranks, BMG is targeting sales reps with existing ties to college stations. The BMG plan is also designed to bring in sales reps who may eventually join the company full-time.

"It is kind of a strange situation for distribution to get involved in promotion," concedes LeVine. But he notes that BMG's efforts from a distribution angle will be coordinated with alternative promotion work at RCA and Arista.

LeVine says the need for a distributor-based alternative marketing department arises from changes in the retail environment. The consolidation of retail chains, he notes, has prevented chain stores from responding as quickly as independent dealers to airplay that new acts receive on college or alternative stations. By focusing on small retailers in touch with those stations, he says, "we hope we can be successful in building a larger base for these acts."

MCA TO DISTRIBUTE N.J. INDIE

(Continued from page 6)

Hill Records of Englewood Cliffs, N.J., a company Sylvia Robinson helmed with husband Joseph Sr., filed a multimillion-dollar civil suit in November 1986 against MCA Records and reputed mobster Sal Pisello, claiming MCA and Pisello conspired to financially weaken that label in order to get a lower sale price on the Sugar Hill-owned Chess/Checker/Cadet catalog.

No resolution of that suit has ever been made public.

Rubin says Joseph Robinson Sr., president of Sugar Hill, is not in-

involved in Bon Ami. He could not say whether Sylvia and Joey Robinson had fully divested themselves of Sugar Hill holdings. Sylvia and Joseph Robinson Sr. are separated.

Joseph Robinson Sr. did not return phone calls to his Sugar Hill offices in Englewood Cliffs.

An MCA spokeswoman called the Bon Ami deal "a creative decision. Countries are at war, and then they're friends again. The problems were not with Sylvia and Joe Jr., and we're delighted to be working with them."

FOR WEEK ENDING MAY 20, 1989

Billboard Hot 100 SALES & AIRPLAY™

A ranking of the top 40 singles by sales and airplay, respectively, with reference to each title's composite position on the main Hot 100 Singles chart.

THIS WEEK	LAST WEEK	TITLE	ARTIST	HOT 100 POSITION
1	3	REAL LOVE	JODY WATLEY	2
2	5	FOREVER YOUR GIRL	PAULA ABDUL	1
3	6	SOLDIER OF LOVE	DONNY OSMOND	4
4	11	PATIENCE	GUNS N' ROSES	6
5	4	AFTER ALL	CHER & PETER CETERA	8
6	1	I'LL BE THERE FOR YOU	BON JOVI	3
7	12	WIND BENEATH MY WINGS	BETTE MIDLER	7
8	16	ROCK ON	MICHAEL DAMIAN	5
9	13	ELECTRIC YOUTH	DEBBIE GIBSON	11
10	8	CULT OF PERSONALITY	LIVING COLOUR	16
11	15	EVERY LITTLE STEP	BOBBY BROWN	9
12	2	LIKE A PRAYER	MADONNA	10
13	18	I'LL BE LOVING YOU (FOREVER)	NEW KIDS ON THE BLOCK	12
14	17	CLOSE MY EYES FOREVER	L.FORD/O.OSBOURNE	15
15	9	SECOND CHANCE	THIRTY EIGHT SPECIAL	13
16	7	I KO I KO (FROM "RAIN MAN")	THE BELLE STARS	17
17	10	FUNKY COLD MEDINA	STONE LOC	23
18	14	THINKING OF YOU	SA-FIRE	18
19	26	BUFFALO STANCE	NENEH CHERRY	19
20	20	EVERLASTING LOVE	HOWARD JONES	14
21	25	THROUGH THE STORM	ARETHA FRANKLIN & ELTON JOHN	21
22	31	WHERE ARE YOU NOW?	JIMMY HARNEN WITH SYNCH	20
23	40	SATISFIED	RICHARD MARX	22
24	28	I ONLY WANNA BE WITH YOU	SAMANTHA FOX	31
25	35	CRY	WATERFRONT	24
26	32	VOICES OF BABYLON	THE OUTFIELD	26
27	34	MISS YOU LIKE CRAZY	NATALIE COLE	29
28	38	POP SINGER	JOHN COUGAR MELLENCAMP	27
29	22	SHE DRIVES ME CRAZY	FINE YOUNG CANNIBALS	25
30	37	LITTLE JACKIE WANTS TO BE A STAR	LISA LISA	32
31	27	THE LOOK	ROXETTE	38
32	19	ROOM TO MOVE	ANIMOTION	33
33	—	I WON'T BACK DOWN	TOM PETTY	41
34	—	THIS TIME I KNOW IT'S FOR REAL	DONNA SUMMER	28
35	23	HEAVEN HELP ME	DEON ESTUS	36
36	33	GIRL YOU KNOW IT'S TRUE	MILLI VANILLI	45
37	39	COMING HOME	CINDERELLA	34
38	36	ETERNAL FLAME	BANGLES	51
39	—	BABY DON'T FORGET MY NUMBER	MILLI VANILLI	30
40	30	A SHOULDER TO CRY ON	TOMMY PAGE	39

©Copyright 1989, Billboard Publications, Inc. No part of this publication may be reproduced, stored in any retrieval system, or transmitted, in any form or by any means, electronic, mechanical, photocopying, recording, or otherwise, without the prior written permission of the publisher.

THIS WEEK	LAST WEEK	TITLE	ARTIST	HOT 100 POSITION
1	3	FOREVER YOUR GIRL	PAULA ABDUL	1
2	1	I'LL BE THERE FOR YOU	BON JOVI	3
3	4	ROCK ON	MICHAEL DAMIAN	5
4	5	REAL LOVE	JODY WATLEY	2
5	7	SOLDIER OF LOVE	DONNY OSMOND	4
6	8	PATIENCE	GUNS N' ROSES	6
7	2	LIKE A PRAYER	MADONNA	10
8	11	WIND BENEATH MY WINGS	BETTE MIDLER	7
9	13	I'LL BE LOVING YOU (FOREVER)	NEW KIDS ON THE BLOCK	12
10	6	SECOND CHANCE	THIRTY EIGHT SPECIAL	13
11	14	EVERY LITTLE STEP	BOBBY BROWN	9
12	9	AFTER ALL	CHER & PETER CETERA	8
13	12	ELECTRIC YOUTH	DEBBIE GIBSON	11
14	16	EVERLASTING LOVE	HOWARD JONES	14
15	10	THINKING OF YOU	SA-FIRE	18
16	19	WHERE ARE YOU NOW?	JIMMY HARNEN WITH SYNCH	20
17	25	SATISFIED	RICHARD MARX	22
18	24	BUFFALO STANCE	NENEH CHERRY	19
19	21	CLOSE MY EYES FOREVER	L.FORD/O.OSBOURNE	15
20	18	I KO I KO (FROM "RAIN MAN")	THE BELLE STARS	17
21	27	CRY	WATERFRONT	24
22	15	SHE DRIVES ME CRAZY	FINE YOUNG CANNIBALS	25
23	26	THROUGH THE STORM	ARETHA FRANKLIN & ELTON JOHN	21
24	17	CULT OF PERSONALITY	LIVING COLOUR	16
25	28	VOICES OF BABYLON	THE OUTFIELD	26
26	34	THIS TIME I KNOW IT'S FOR REAL	DONNA SUMMER	28
27	35	BABY DON'T FORGET MY NUMBER	MILLI VANILLI	30
28	33	POP SINGER	JOHN COUGAR MELLENCAMP	27
29	—	GOOD THING	FINE YOUNG CANNIBALS	35
30	—	I DROVE ALL NIGHT	CYNDI LAUPER	40
31	36	DOWNTOWN	ONE 2 MANY	37
32	39	COMING HOME	CINDERELLA	34
33	—	CUDDLY TOY (FEEL FOR ME)	ROACHFORD	44
34	—	MISS YOU LIKE CRAZY	NATALIE COLE	29
35	20	HEAVEN HELP ME	DEON ESTUS	36
36	23	ROOM TO MOVE	ANIMOTION	33
37	22	FUNKY COLD MEDINA	STONE LOC	23
38	40	LITTLE JACKIE WANTS TO BE A STAR	LISA LISA	32
39	31	A SHOULDER TO CRY ON	TOMMY PAGE	39
40	—	GIVING UP ON LOVE	RICK ASTLEY	42

HOT 100 A-Z PUBLISHERS/PERFORMANCE RIGHTS/SHEET MUSIC

TITLE (Publisher - Licensing Org.)	Sheet Music Dist.	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40																				
8	AFTER ALL (LOVE THEME FROM "CHANCES ARE") (Snow, BMI/Pitchford, BMI/Triple Star, BMI) CPP	71	I LIKE (Cal-Gene, BMI/Virgin Songs, BMI/Zomba, ASCAP) CPP	58	SEND ME AN ANGEL '89 (Wheatley, BMI/Australian Tumbleweed, BMI) HL	47	SEVENTEEN (Varseau, BMI/Small Hope, BMI/Dinner Mints, BMI/Virgin Songs, BMI) CPP	88	SHAKE IT UP (Howe's Business, ASCAP/TJT, ASCAP/Phantom, ASCAP)	25	SHE DRIVES ME CRAZY (Virgin, ASCAP) CPP	39	A SHOULDER TO CRY ON (Page Three, BMI/Warner-Tamerlane, BMI/Dorfl, BMI) WBM	43	SINCERELY YOURS (Shaman Drum, BMI)	94	SO ALIVE (Warner-Tamerlane, BMI)	4	SOLDIER OF LOVE (Bajun Beat, BMI/Music Corp. Of America, BMI) HL	95	SOMEBODY LIKE YOU (MCA, ASCAP/Dresden China, ASCAP/Dal Cour, BMI/Orcas, ASCAP) HL/CPP	74	STAND (Night Garden, BMI/Unichappell, BMI) HL	65	STOP (Irving, BMI/Doolittle, BMI/Let's See, ASCAP) CPP	90	STRAIGHT UP (Virgin, ASCAP/Walf, ASCAP) CPP	86	SUPERWOMAN (Kear, BMI/Hip Trip, BMI/Green Skirt, BMI) CPP	18	THINKING OF YOU (Cutting, ASCAP)	28	THIS TIME I KNOW IT'S FOR REAL (All Boys Music, BMI/Sweet Summer Night, ASCAP) CPP	21	THROUGH THE STORM (Albert Hammond, ASCAP/WB, ASCAP/Realsongs, ASCAP) WBM	69	TOY SOLDIERS (Famous, ASCAP/Tika Tunes, ASCAP/Ensign, BMI)	46	VERONICA (MPL, ASCAP/Plangent Visions, ASCAP) WBM	26	VOICES OF BABYLON (Music Corp. Of America, BMI) HL	73	WE CAN LAST FOREVER (Texascity, BMI/Jason Schell, BMI/Irving, BMI) HL/CPP	59	WHAT YOU DON'T KNOW (EMI, BMI/Panchin, BMI)	20	WHERE ARE YOU NOW? (Harnen, BMI/Congdon, BMI/Empire, ASCAP/Jakota, ASCAP)	61	WHO DO YOU GIVE YOUR LOVE TO? (Boom Tat, ASCAP/PolyGram International, ASCAP)	93	WILD THING (Varry White, ASCAP)	7	WIND BENEATH MY WINGS (FROM "BEACHES") (WB Gold, ASCAP/Warner House of Music, BMI) WBM	91	YO NO SE (23 West, BMI/Mister Guy, BMI/Brooklyn Fox, ASCAP)	99	YOU AIN'T SEEN NOTHING YET (Top Soil, BMI/Randy Bachman, BMI) CPP	96	YOU GOT IT (SBK April, ASCAP/Orbisongs, ASCAP/Gone Gator, ASCAP) HL/CPP	98	YOUR MAMA DON'T DANCE (Jasperilla, ASCAP/MCA, ASCAP) CPP

SHEET MUSIC AGENTS

are listed for piano/vocal sheet music copies and may not represent mixed folio rights.

CLM Cherry Lane
CPP Columbia Pictures
HL Hal Leonard
WBM Warner Bros.
MSC Music Sales Corp.

PDS SOFTEN ON DIARY

(Continued from page 16)

music, it's KIIS-FM." WHTZ "Z100" New York is even more overt: On that station, a facetious-sounding announcer declares, "In case you forgot to write it down, the station you've been listening to in the background all weekend long is Z100."

When the fall ratings came back, Arbitron produced figures claiming that the new diary had led to a 2.5% increase in measured midday listenership and that its response rate had held at 45%. Thus far, Arbitron has done no analysis on the effect of the new diary in the winter book, but the response rate is down to 43%, a statistic that Arbitron's VP of radio sales and marketing Rhody Bosley says the ratings service cannot explain yet and is concerned about.

Despite Zapoleon's optimism, Bosley says that Arbitron presently has "no changes [in the new diary] or tests planned at this time—and any change would require a test." Arbitron is studying sample size, which it will discuss at an August advisory council meeting.

Bosley says that, despite the publicity over the new diary, sample size generated the loudest and most voluminous complaints last fall; one major-market GM, WGTR Miami's Michael Disney, referred publicly to Arbitron's research as a "bag of shit."

WGTR PD Bill Wise says that despite his station's winter rebound, "We plan to keep the pressure on. We don't want to bitch just when we have a down book. If the sample's wrong, it's wrong; we'll continue to yell until they increase their sample size."

Wise has an unlikely compatriot in Gary Lewis, VP/GM of album competitor WSHE, who says, "I'm not going to let up; the Miami sample rate has not changed in five years and every day that goes by the problem worsens."

'Cats' Sets London Record For Long Life

LONDON "Cats," the Andrew Lloyd Webber show that opened in 1981 to widespread predictions it would flop, has officially become the West End of London's longest-running stage musical.

The song-and-dance package show, based on the poems of T.S. Eliot, broke the West End record May 12 with performance No. 3,358. Lloyd Webber held the previous London stage musical record with "Jesus Christ Superstar," which closed nine years ago.

"Cats" has been translated into 10 different languages, performed in 13 countries, and is running simultaneously in 10 different locations worldwide. It has even had a short season in Moscow. Gross takings are put at well in excess of \$850 million.

The show has been running on Broadway since 1982, with its successful original cast album released on Geffen Records.

PETER JONES

Younger Deadheads Are Blamed For Recent Incidents

Dead Not Grateful For Troublesome Fans At Concerts

This story was prepared by Chris Morris in Los Angeles and Bruce Haring in New York.

LOS ANGELES Twice in the past month, disturbances and arrests have marred the usually placid atmosphere at Grateful Dead concerts.

On April 29, Deadheads and police clashed at Irvine Meadows Amphitheatre in Irvine, Calif., after about 300 fans without tickets attempted to push their way into the venue. Order was restored when 20 Santa Ana police officers were brought in as reinforcements for the 25 Irvine officers at the scene.

Lt. Mike White of the Irvine Police Dept. says that 77 people were arrested during the Dead's three-day Irvine Meadows stand, April 28-30. Sixteen of the arrests were for assaulting a police officer or trespassing; the rest were on drug-related charges.

White characterized the trou-

blemakers as "younger fans, 17-25 [years old]. There were a few of the original Deadheads, in their 30s and 40s, that were arrested, but they were the minority."

Grateful Dead press representative Dennis McNally says that the band has no formal statement

'There's this group who go to Dead shows just to party'

on the Irvine disturbance. He does note, however, that prior to the shows, the band produced radio public service announcements featuring guitarist Jerry Garcia, who asked fans not to come to the amphitheater if they didn't have tickets.

Irvine City Councilman Cameron Cosgrove, who attended the

concert as an observer, is reportedly spearheading a drive to ban the Dead from the town permanently.

The Irvine incident closely followed a flare-up at the second night of a two-evening stand in Pittsburgh.

On April 3, 23 people were arrested after several thousand young fans without tickets rushed the gate at the Pittsburgh Civic Arena. In the aftermath of the disturbance, J. Paul Martha of the Civic Arena estimated that some 15,000 nonticket-holders had camped outside the facility.

The violence of the Pittsburgh confrontation led to charges of police brutality, and some members of the city police force have been suspended pending an investigation.

Some industry observers lay the blame for recent problems at the Dead's shows on the group's vast new, younger audience, which tuned into the group via

their platinum 1987 album, "In The Dark."

"There's this whole new generation of Dead fans who like the freedom of expression but didn't pay their dues to get there," says Bob Barsotti, who books the group's West Coast concerts for Bill Graham Presents. "There's this whole group of people who go to Dead shows not to see the shows, but to party in the parking lot."

"I think people flock to the shows not because they're fans, but because they revel in the freedom associated with the Dead," says a source at one East Coast concert promoter's office. "Any problems are a combination of the crowds being younger, and the smaller towns the Dead play are a little more uptight."

He adds, "Another big problem is the myth that the Dead are a big druggie band, and that attracts people who want to jump on the bandwagon."

FOR WEEK ENDING MAY 20, 1989

HOT CROSSOVER 30™

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	TITLE	ARTIST
Based on Airplay Reports from Stations Combining Top 40, Dance and Urban Music.					
LABEL & NUMBER/DISTRIBUTING LABEL					
★ ★ NO. 1 ★ ★					
1	2	3	10	EVERY LITTLE STEP	BOBBY BROWN MCA 53618
2	4	5	7	I'LL BE LOVING YOU (FOREVER)	NEW KIDS ON THE BLOCK COLUMBIA 38-68671
3	3	2	10	REAL LOVE	JODY WATLEY MCA 53484
4	1	1	10	LIKE A PRAYER	MADONNA SIRE 7-27539/WARNER BROS.
5	5	6	9	FOREVER YOUR GIRL	PAULA ABDUL VIRGIN 7-99230
6	7	7	7	BUFFALO STANCE	NENEH CHERRY VIRGIN 7-99231
7	6	4	12	FUNKY COLD MEDINA	TONE LOC DELICIOUS VINYL 104/ISLAND
8	9	15	7	ELECTRIC YOUTH	DEBBIE GIBSON ATLANTIC 7-88919
9	8	11	8	CLOSER THAN FRIENDS	SURFACE COLUMBIA 38-08537
10	11	16	5	LITTLE JACKIE WANTS TO BE A STAR	LISA LISA COLUMBIA 38-68674
11	19	21	3	THIS TIME I KNOW IT'S FOR REAL	DONNA SUMMER ATLANTIC 7-88899
12	20	22	4	MISS YOU LIKE CRAZY	NATALIE COLE EMI 50185
13	21	19	6	I LIKE	GUY UPTOWN 53490/MCA
14	10	14	14	THINKING OF YOU	SA-FIRE CUTTING 872 502-7/POLYGRAM
15	23	27	3	BABY DON'T FORGET MY NUMBER	MILLI VANILLI ARISTA 1-9832
16	22	23	4	SOLDIER OF LOVE	DONNY OSMOND CAPITOL 44369
17	16	17	6	I KO I KO (FROM "RAIN MAN")	THE BELLE STARS CAPITOL 44343
18	13	10	10	HEAVEN HELP ME	DEON ESTUS MIKA 871 538-7/POLYGRAM
19	12	8	13	I WANNA BE THE ONE	STEVIE B LMR 74003
20	15	12	19	GIRL YOU KNOW IT'S TRUE	MILLI VANILLI ARISTA 1-9781
21	18	18	4	IF I'M NOT YOUR LOVER	AL B. SURE! WARNER BROS. 7-27556
22	30	—	2	ME MYSELF AND I	DE LA SOUL TOMMY BOY 926
23	27	—	2	ROCK ON	MICHAEL DAMIAN CYPRESS 1420/A&M
24	NEW	1	—	MY FIRST LOVE	ATLANTIC STARR WARNER BROS. 7-27525
25	NEW	1	—	I LIKE IT	DINO 4TH & B'WAY 7483/ISLAND
26	17	9	13	SHE DRIVES ME CRAZY	FINE YOUNG CANNIBALS I.R.S. 53483/MCA
27	14	13	16	SINCERELY YOURS	SWEET SENSATION/ROMEO J.D. ATCO 7-99246
28	NEW	1	—	WIND BENEATH MY WINGS	BETTE MIDLER ATLANTIC 7-88972
29	24	20	11	ALL I WANT IS FOREVER	J.TAYLOR/R.BELLE EPIC 34-68540/E.P.A.
30	NEW	1	—	THIS IS ACID	MAURICE VENDETTA VV 1416/A&M

Products with the greatest airplay gains this week. ♦ Videoclip availability. Billboard, copyright 1989.

Billboard POWER PLAYLISTS

FOR WEEK ENDING MAY 20, 1989

Sample Playlists of the Nation's Largest Crossover Radio Stations

HOT 97 FM P.D.: Steve Ellis

New York

- Jody Watley, Real Love
- Madonna, Like A Prayer
- Pajama Party, Yo No Se
- Debbie Gibson, Electric Youth
- Sa-Fire, Thinking Of You
- Paula Abdul, Forever Your Girl
- Noel, Change
- Bobby Brown, Every Little Step
- Cynthia, Endless Nights
- Donna Summer, This Time I Know It's F
- Neneh Cherry, Buffalo Stance
- Stevie B, I Wanna Be The One
- New Kids On The Block, I'll Be Loving
- Lisa Lisa & Cult Jam, Little Jackie W
- Samantha Fox, I Only Wanna Be With You
- Deon Estus, Heaven Help Me
- Gipsy Kings, Bamboléo
- Ten City, That's The Way Love Is
- Rick Astley, Giving Up On Love
- The Belle Stars, Iko Iko (From "Rain Man")
- Milli Vanilli, Baby Don't Forget My N
- Vanessa Williams, Dreamin'
- Edelweiss, Bring Me Edelweiss
- The Pasadenas, Tribute (Right On)
- Milli Vanilli, Girl You Know It's Tru
- Karyn White, Secret Rendezvous
- Johnny O, Highways Of Love
- Teaz & Pleaz, I Want You
- Dino, I Like It
- Madonna, Express Yourself
- Expose, What You Don't Know
- Real Life, Send Me An Angel '89
- Surface, Closer Than Friends
- Diana Ross, Workin' Overtime
- Alta Dustin, One Man Woman
- Simply Red, If You Don't Know Me By N
- Soul II Soul, Keep On Movin'
- TKA, You Are The One
- Deniz, You Were The One
- Maurice, This Is Acid
- Heartbrake, Never Stop Loving You

San Francisco P.D.: Keith Nafaly

- Paula Abdul, Forever Your Girl
- Bobby Brown, Every Little Step
- Jody Watley, Real Love
- De La Soul, Me Myself And I
- Troop, Still In Love
- Surface, Closer Than Friends
- Guy, I Like
- Neneh Cherry, Buffalo Stance
- Maurice, This Is Acid
- New Kids On The Block, I'll Be Loving
- Donny Osmond, Soldier Of Love
- TKA, You Are The One
- Milli Vanilli, Baby Don't Forget My N
- Lisa Lisa & Cult Jam, Little Jackie W
- Sky, Start Of A Romance
- Karyn White, Secret Rendezvous
- Natalie Cole, Miss You Like Crazy
- Roachford, Cuddly Toy
- Madonna, Like A Prayer
- Vanessa Williams, Darling I
- Soul II Soul, Keep On Movin'
- Stevie B, In My Eyes
- Alexander O'Neal, What Can I Say (To
- Donna Summer, This Time I Know It's F
- Diana Ross, Workin' Overtime
- Expose, What You Don't Know
- Heartbrake, Never Stop Loving You
- Dino, I Like It
- Simply Red, If You Don't Know Me By N
- Waterfront, Cry
- Mica Paris, My One Temptation
- EX EX Swing Out Sister, Waiting Game
- EX EX Chucki Booker, Turned Away
- A Warlike, Toy Soldiers
- A The Jacksons, Notin' (That Compares
- A Seduction, True Love

Power 106 FM P.D.: Jeff Wyatt

Los Angeles

- Bobby Brown, Every Little Step
- Paula Abdul, Forever Your Girl
- Stevie B, I Wanna Be The One
- Jody Watley, Real Love
- Sa-Fire, Thinking Of You
- The Boys, Lucky Charm
- New Kids On The Block, I'll Be Loving
- Michael Damian, Rock On
- Rozette, The Look
- Madonna, Like A Prayer
- Tone Loc, Funky Cold Medina
- Sheena Easton, Days Like This
- Neneh Cherry, Buffalo Stance
- Sweet Sensation (With Romeo J.D.), Si
- Al B. Sure!, If I'm Not Your Lover
- Tracie Spencer, Imagine
- Sa-Fire, Thinking Of You
- Lisa Lisa & Cult Jam, Little Jackie W
- Rob Base & D.J. E-Z Rock, Joy & Pain
- Cherrelle, Affair
- Thelma Houston & The Winans, Lean On
- Neneh Cherry, Buffalo Stance
- Anita Baker, Lead Me Into Love
- Vanessa Williams, Dreamin'
- De La Soul, Me Myself And I
- Kid N Play, Rollin With Kid N Play
- Joyce "Fenderella" Irby, Mr. DJ
- Soul II Soul, Keep On Movin'
- EX EX Atlantic Starr, My First Love
- EX EX Dino, I Like It
- EX EX Donna Summer, This Time I Know It's F
- A Milli Vanilli, Baby Don't Forget My N
- A Simply Red, If You Don't Know Me By N
- EX EX The System, Midnight Special

Washington P.D.: Dave Ferguson

- E.U., Buck Wild
- James "J.T." Taylor & Regina Belle, A
- Bobby Brown, Every Little Step
- Madonna, Like A Prayer
- Surface, Closer Than Friends
- Jody Watley, Real Love
- Anita Baker, Just Because
- New Kids On The Block, I'll Be Loving
- Guy, Piece Of My Love
- 95.5 FM Tona Loc, Funky Cold Medina
- Milli Vanilli, Girl You Know It's Tru
- Natalie Cole, Miss You Like Crazy
- Sweet Sensation (With Romeo J.D.), Si
- Al B. Sure!, If I'm Not Your Lover
- Tracie Spencer, Imagine
- Sa-Fire, Thinking Of You
- Lisa Lisa & Cult Jam, Little Jackie W
- Rob Base & D.J. E-Z Rock, Joy & Pain
- Cherrelle, Affair
- Thelma Houston & The Winans, Lean On
- Neneh Cherry, Buffalo Stance
- Anita Baker, Lead Me Into Love
- Vanessa Williams, Dreamin'
- De La Soul, Me Myself And I
- Kid N Play, Rollin With Kid N Play
- Joyce "Fenderella" Irby, Mr. DJ
- Soul II Soul, Keep On Movin'
- EX EX Atlantic Starr, My First Love
- EX EX Dino, I Like It
- EX EX Donna Summer, This Time I Know It's F
- A Milli Vanilli, Baby Don't Forget My N
- A Simply Red, If You Don't Know Me By N
- EX EX The System, Midnight Special

TOP POP ALBUMS™

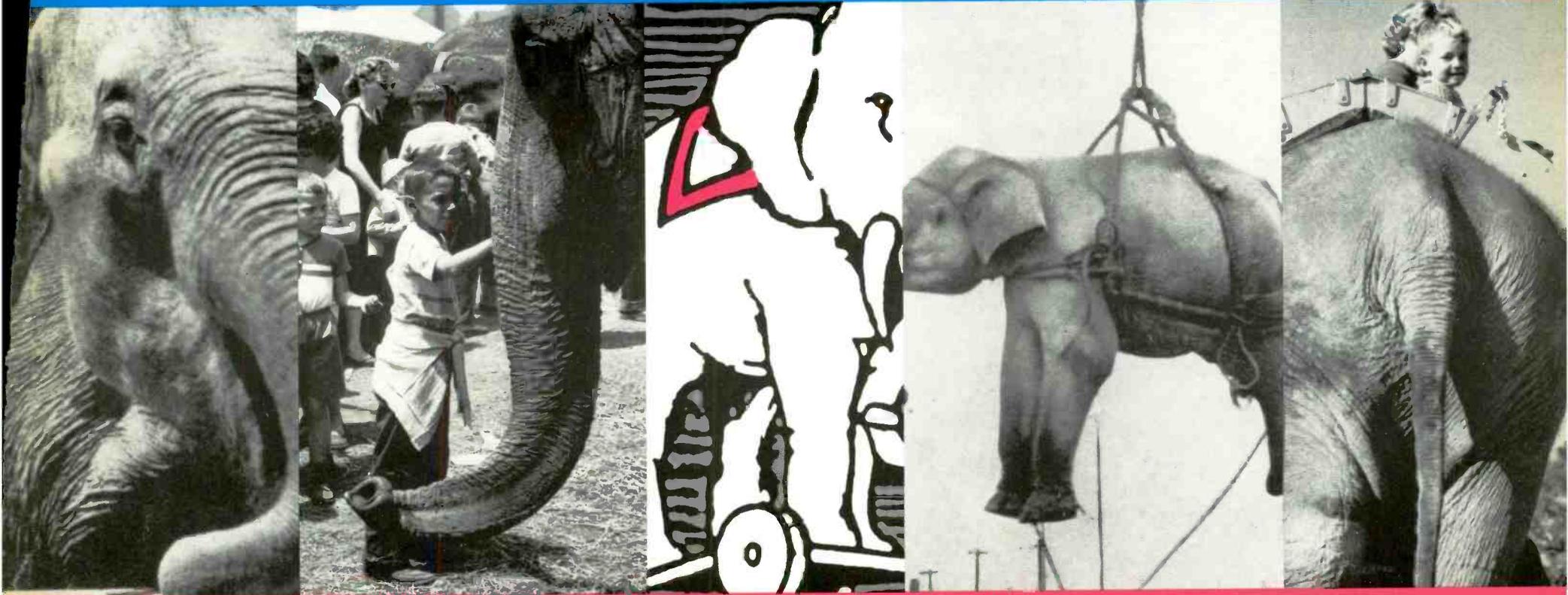
©Copyright 1989, Billboard Publications, Inc. No part of this publication may be reproduced, stored in any retrieval system, or transmitted, in any form or by any means, electronic, mechanical, photocopying, recording, or otherwise, without the prior written permission of the publisher.

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	ARTIST LABEL & NUMBER/DISTRIBUTING LABEL (SUG. LIST PRICE)*	TITLE
★ ★ NO. 1 ★ ★					
1	1	1	7	MADONNA SIRE 25844/WARNER BROS. (9.98) (CD) 5 weeks at No. One	LIKE A PRAYER
2	3	2	14	TONE LOC DELICIOUS VINYL DV 3000/ISLAND (8.98) (CD)	LOC-ED AFTER DARK
3	4	4	11	FINE YOUNG CANNIBALS ▲ I.R.S. 6273/MCA (9.98) (CD)	THE RAW & THE COOKED
4	2	3	23	GUNS N' ROSES ▲ ² GEFEN GHS 24198 (8.98) (CD)	G N' R LIES
5	5	5	44	BOBBY BROWN ▲ ⁴ MCA 42185 (8.98) (CD)	DON'T BE CRUEL
6	9	9	18	SOUNDTRACK ● ATLANTIC 81933 (9.98) (CD)	BEACHES
7	7	7	39	NEW KIDS ON THE BLOCK ▲ COLUMBIA FC 40985 (CD)	HANGIN' TOUGH
8	6	6	38	LIVING COLOUR ▲ EPIC BFE 44099/E.P.A. (CD)	VIVID
9	10	10	44	PAULA ABDUL ▲ VIRGIN 90943 (9.98) (CD)	FOREVER YOUR GIRL
10	8	8	15	DEBBIE GIBSON ▲ ² ATLANTIC 81932 (9.98) (CD)	ELECTRIC YOUTH
11	11	13	33	BON JOVI ▲ ⁴ MERCURY 836 345 1/POLYGRAM (CD)	NEW JERSEY
12	16	19	4	THE CULT SIRE 25871/REPRISE (9.98) (CD)	SONIC TEMPLE
13	12	12	9	MILLI VANILLI ● ARISTA AL 8592 (9.98) (CD)	GIRL YOU KNOW IT'S TRUE
14	13	14	28	TRAVELING WILBURYS ▲ ² WILBURY 25796/WARNER BROS. (9.98) (CD)	TRAVELING WILBURYS
15	15	15	91	GUNS N' ROSES ▲ ⁷ GEFEN GHS 24148 (8.98) (CD)	APPETITE FOR DESTRUCTION
16	17	17	6	JODY WATLEY MCA 6276 (8.98) (CD)	LARGER THAN LIFE
17	14	11	14	ROY ORBISON ▲ VIRGIN 91058 (9.98) (CD)	MYSTERY GIRL
18	87	—	2	TOM PETTY MCA 6253 (9.98) (CD)	FULL MOON FEVER
19	18	18	15	SKID ROW ● ATLANTIC 81936 (9.98) (CD)	SKID ROW
20	20	20	92	DEF LEPPARD ▲ ⁹ MERCURY 830 675 1/POLYGRAM (CD)	HYSTERIA
21	19	16	29	BANGLES ▲ COLUMBIA OC 44056 (CD)	EVERYTHING
22	21	23	35	EDIE BRICKELL & NEW BOHEMIANS ▲ GEFEN GHS 24192 (8.98) (CD)	SHOOTING RUBBERBANDS AT THE STARS
23	22	26	49	MELISSA ETHERIDGE ● ISLAND 90875/ATLANTIC (8.98) (CD)	MELISSA ETHERIDGE
24	23	21	35	METALLICA ▲ ELEKTRA 60812 (9.98) (CD)	... AND JUSTICE FOR ALL
25	33	99	3	GREAT WHITE CAPITOL C1-90640 (9.98) (CD)	TWICE SHY
26	24	24	26	R.E.M. ▲ WARNER BROS. 25795 (9.98) (CD)	GREEN
27	29	29	43	GUY ▲ UPTOWN 42176/MCA (8.98) (CD)	GUY
28	28	28	5	ROXETTE EMI 91098 (9.98) (CD)	LOOK SHARP!
29	26	27	51	ROD STEWART ▲ WARNER BROS. 25684 (9.98) (CD)	OUT OF ORDER
30	25	25	16	ENYA ● GEFEN 24233 (9.98) (CD)	WATERMARK
31	30	33	36	WINGER ● ATLANTIC 81867 (9.98) (CD)	WINGER
32	32	39	25	M.C. HAMMER ● CAPITOL C1-90924 (8.98) (CD)	LET'S GET IT STARTED
33	37	45	6	BONNIE RAITT CAPITOL C1-91268 (8.98) (CD)	NICK OF TIME
34	27	22	27	MIKE + THE MECHANICS ● ATLANTIC 81923 (9.98) (CD)	LIVING YEARS
35	36	36	12	WARRANT COLUMBIA FC 44383 (CD)	DIRTY ROTTEN FILTHY STINKING RICH
36	31	30	32	KARYN WHITE ▲ WARNER BROS. 25637 (8.98) (CD)	KARYN WHITE
37	40	40	13	TOO SHORT JIVE 1149-1-J/RCA (8.98) (CD)	LIFE IS... TOO SHORT
38	41	37	12	N.W.A. ● RUTHLESS 57102/PRIORITY (8.98) (CD)	STRAIGHT OUTTA COMPTON
39	34	35	13	ELVIS COSTELLO WARNER BROS. 25848 (9.98) (CD)	SPIKE
40	45	47	8	DE LA SOUL TOMMY BOY 1019 (8.98) (CD)	3 FEET HIGH AND RISING
41	42	43	24	EAZY-E ● RUTHLESS SL 57100/PRIORITY (8.98) (CD)	EAZY-DUZ-IT
42	35	32	53	POISON ▲ ⁴ ENIGMA C1-48493/CAPITOL (9.98) (CD)	OPEN UP AND SAY... AHH!
43	39	34	29	ANITA BAKER ▲ ³ ELEKTRA 60827 (9.98) (CD)	GIVING YOU THE BEST THAT I GOT
44	55	56	18	SLICK RICK ● DEF JAM FC 40513/COLUMBIA (CD)	THE GREAT ADVENTURES OF SLICK RICK
45	NEW ▶	—	1	THE CURE ELEKTRA 60855 (9.98) (CD)	DISINTEGRATION
46	54	62	44	LITA FORD ● RCA 6397-1-R (8.98) (CD)	LITA
47	43	42	14	TESLA ● GEFEN GHS 24224 (9.98) (CD)	THE GREAT RADIO CONTROVERSY
48	38	31	11	SOUNDTRACK CAPITOL C1-91866 (9.98) (CD)	RAIN MAN
49	44	38	17	COWBOY JUNKIES RCA 8568-1-R (8.98) (CD)	THE TRINITY SESSION
50	50	51	44	CINDERELLA ▲ ² MERCURY 834 612 1/POLYGRAM (CD)	LONG COLD WINTER
51	51	55	5	THE JUDDS CURB 95951-R/RCA (9.98) (CD)	RIVER OF TIME
52	48	48	5	W.A.S.P. CAPITOL C1-48942 (8.98) (CD)	THE HEADLESS CHILDREN
53	53	53	6	THE OUTFIELD COLUMBIA OC 44449 (CD)	VOICES OF BABYLON
54	46	41	31	KENNY G ▲ ² ARISTA AL 8457 (9.98) (CD)	SILHOUETTE

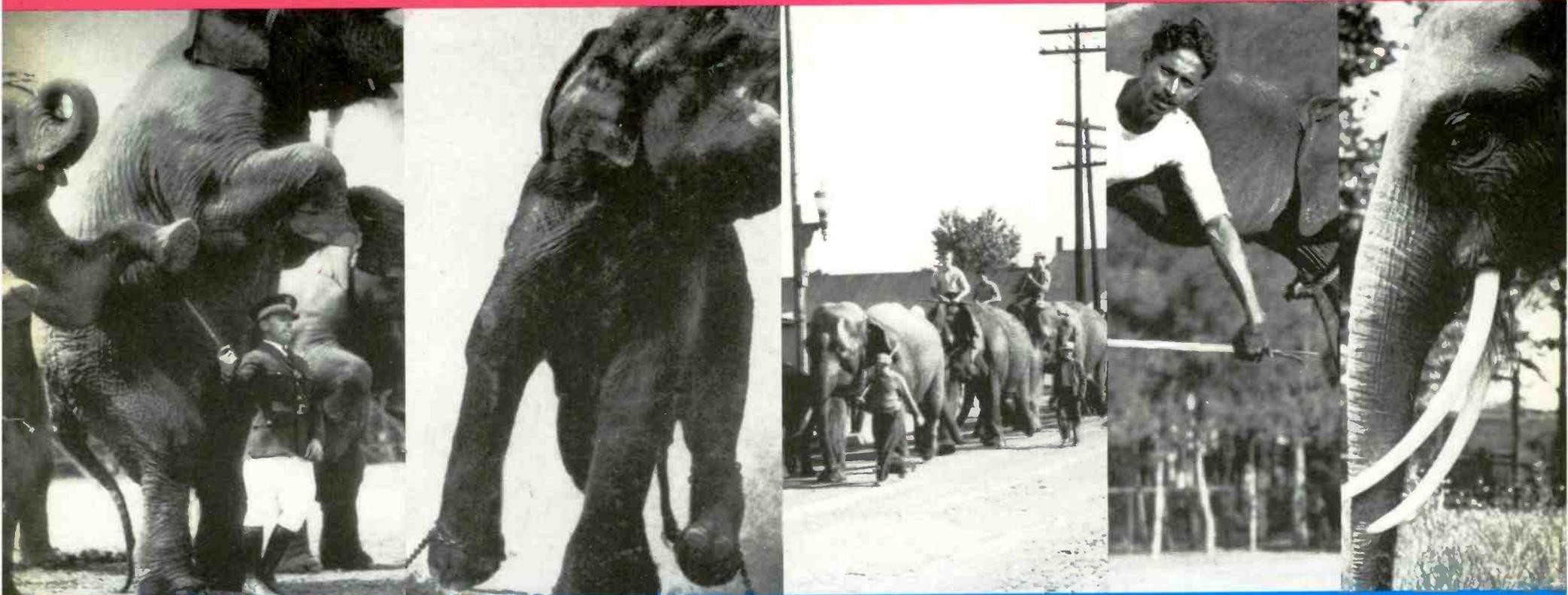
THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	ARTIST LABEL & NUMBER/DISTRIBUTING LABEL (SUG. LIST PRICE)*	TITLE
55	56	58	33	ROB BASE & D.J. E-Z ROCK ● PROFILE 1267 (8.98) (CD)	IT TAKES TWO
56	49	44	10	XTC GEFEN GHS 24218 (9.98) (CD)	ORANGES AND LEMONS
57	57	59	11	SIMPLY RED ELEKTRA 60828 (9.98) (CD)	A NEW FLAME
58	47	46	46	VANESSA WILLIAMS ● WING 835 694 1/POLYGRAM (CD)	THE RIGHT STUFF
59	52	52	6	ANDREAS VOLLENWEIDER COLUMBIA OC 45154 (CD)	DANCING WITH THE LION
60	64	—	2	KINGDOM COME POLYDOR 839 192 1/POLYGRAM (CD)	IN YOUR FACE
61	68	69	31	THIRTY EIGHT SPECIAL A&M SP 5218 (8.98) (CD)	ROCK & ROLL STRATEGY
62	58	50	17	LOU REED SIRE 25829/WARNER BROS. (9.98) (CD)	NEW YORK
63	59	63	15	TANITA TIKARAM REPRISE 25839 (8.98) (CD)	ANCIENT HEART
64	NEW ▶	—	1	RICHARD MARX EMI 90380 (9.98) (CD)	REPEAT OFFENDER
65	63	64	15	SWEET SENSATION ATCO 90917 (8.98) (CD)	TAKE IT WHILE IT'S HOT
66	60	60	15	NEW ORDER QWEST 25845/WARNER BROS. (9.98) (CD)	TECHNIQUE
67	61	54	8	DEPECHE MODE SIRE 25853/WARNER BROS. (15.98) (CD)	101
68	134	—	2	DONNY OSMOND CAPITOL C1-92354 (8.98) (CD)	DONNY OSMOND
69	67	65	6	HOWARD JONES ELEKTRA 60794 (9.98) (CD)	CROSS THAT LINE
70	72	61	13	HANK WILLIAMS, JR. ● WARNER/CURB 25834/WARNER BROS. (9.98) (CD)	GREATEST HITS III
71	71	74	11	TAKE 6 REPRISE 25670 (8.98) (CD)	TAKE 6
72	65	73	32	QUEENSRYCHE ● EMI 48640 (9.98) (CD)	OPERATION: MINDCRIME
73	116	—	2	ERASURE SIRE 25904/REPRISE (6.98) (CD)	CRACKERS INTERNATIONAL
74	NEW ▶	—	1	LOVE AND ROCKETS RCA 9714-1-R (9.98) (CD)	LOVE AND ROCKETS
75	100	143	3	JOE JACKSON A&M SP 5249 (8.98) (CD)	BLAZE OF GLORY
76	69	68	30	BULLETTYOYS WARNER BROS. 25782 (8.98) (CD)	BULLETTYOYS
77	62	57	34	VIXEN ● EMI 46991 (9.98) (CD)	VIXEN
78	73	67	17	RICK ASTLEY RCA 8589-1-R (9.98) (CD)	HOLD ME IN YOUR ARMS
79	75	71	23	GIPSY KINGS MUSICIAN 60845/ELEKTRA (9.98) (CD)	GIPSY KINGS
80	146	—	2	LISA LISA & CULT JAM COLUMBIA OC 44378 (CD)	STRAIGHT TO THE SKY
81	85	88	7	THE NEVILLE BROTHERS A&M SP 5240 (8.98) (CD)	YELLOW MOON
82	110	137	3	SOUNDTRACK WTG SP 45140/E.P.A. (CD)	SAY ANYTHING
83	70	75	26	SAMANTHA FOX ● JIVE 1150-1-J/RCA (9.98) (CD)	I WANNA HAVE SOME FUN
84	76	78	14	THE REPLACEMENTS SIRE 25831/REPRISE (9.98) (CD)	DON'T TELL A SOUL
85	92	101	6	PHOEBE SNOW ELEKTRA 60852 (9.98) (CD)	SOMETHING REAL
86	79	85	33	SA-FIRE CUTTING/MERCURY 834 922 1/POLYGRAM (CD)	SA-FIRE
87	77	80	35	K.T. OSLIN ● RCA 8369-1-R (8.98) (CD)	THIS WOMAN
88	66	49	11	SOUNDTRACK ARISTA AL 8593 (9.98) (CD)	WORKING GIRL
89	106	109	6	INDIGO GIRLS EPIC FE 45044/E.P.A. (CD)	INDIGO GIRLS
90	80	83	26	LEVERT ● ATLANTIC 81926 (9.98) (CD)	JUST COOLIN'
91	96	81	11	SURFACE COLUMBIA FC 44284 (CD)	2ND WAVE
92	98	100	7	EXTREME A&M SP 5238 (8.98) (CD)	EXTREME
93	93	91	41	SOUNDTRACK ▲ ⁴ ELEKTRA 60806 (9.98) (CD)	COCKTAIL
94	83	77	25	JOURNEY ▲ COLUMBIA OC 44493 (CD)	JOURNEY'S GREATEST HITS
95	95	89	11	METAL CHURCH ELEKTRA 60817 (9.98) (CD)	BLESSING IN DISGUISE
96	94	94	7	SOUNDTRACK CYPRESS YL 90125/A&M (9.98) (CD)	DREAM A LITTLE DREAM
97	91	93	11	STEVIE N LMR 5531 (8.98) (CD)	IN MY EYES
98	97	97	23	KID 'N PLAY ● SELECT 21628 (8.98) (CD)	2 HYPE
99	103	103	12	BEBE & CECE WINANS CAPITOL 90959 (8.98) (CD)	HEAVEN
100	81	70	32	WAS (NOT WAS) CHRYSALIS 41664 (CD)	WHAT UP, DOG?
101	86	86	14	ALABAMA RCA 8587-1-R (9.98) (CD)	SOUTHERN STAR
102	84	82	13	EXODUS COMBAT 2001/IMPORTANT (8.98) (CD)	FABULOUS DISASTER
103	89	95	8	DEON ESTUS MIKA 835 713-1/POLYDOR (CD)	SPELL
104	74	66	24	TIFFANY ▲ MCA 6267 (9.98) (CD)	HOLD AN OLD FRIEND'S HAND
105	78	76	30	U2 ▲ ³ ISLAND 91003/ATLANTIC (14.98) (CD)	RATTLE AND HUM
106	102	96	79	GEORGE MICHAEL ▲ ⁷ COLUMBIA OC 40867 (CD)	FAITH
107	172	—	2	BLUE MURDER GEFEN 24212 (9.98) (CD)	BLUE MURDER
108	90	87	8	JULIAN LENNON ATLANTIC 81928 (9.98) (CD)	MR. JORDAN
109	88	72	56	TRACY CHAPMAN ▲ ³ ELEKTRA 60774 (9.98) (CD)	TRACY CHAPMAN

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

OPEN UP YOUR EYES AND HEAR



10.000 MANIACS
BLIND MAN'S ZOO



FEATURING THE SINGLE AND VIDEO "TROUBLE ME."

PRODUCED BY PETER ASHER



MANAGEMENT: PETER LEAK

MANIACALLY GOOD MUSIC... ON ELEKTRA CASSETTES, COMPACT DISCS AND RECORDS.

© 1989 Elektra Asylum Records, a Division of Warner Communications Inc.

MAJOR HITS

ON CURB RECORDS

Shipping Immediately!

"WLD THING"

CRB 10538

by

X

Paramount Pictures
Blockbuster Hit

MAJOR LEAGUE

40 million and still
going strong

Soundtrack also contains
new singles performed by:

BECKETT

"How Can The Girl Refuse"

THE BEAT FARMERS

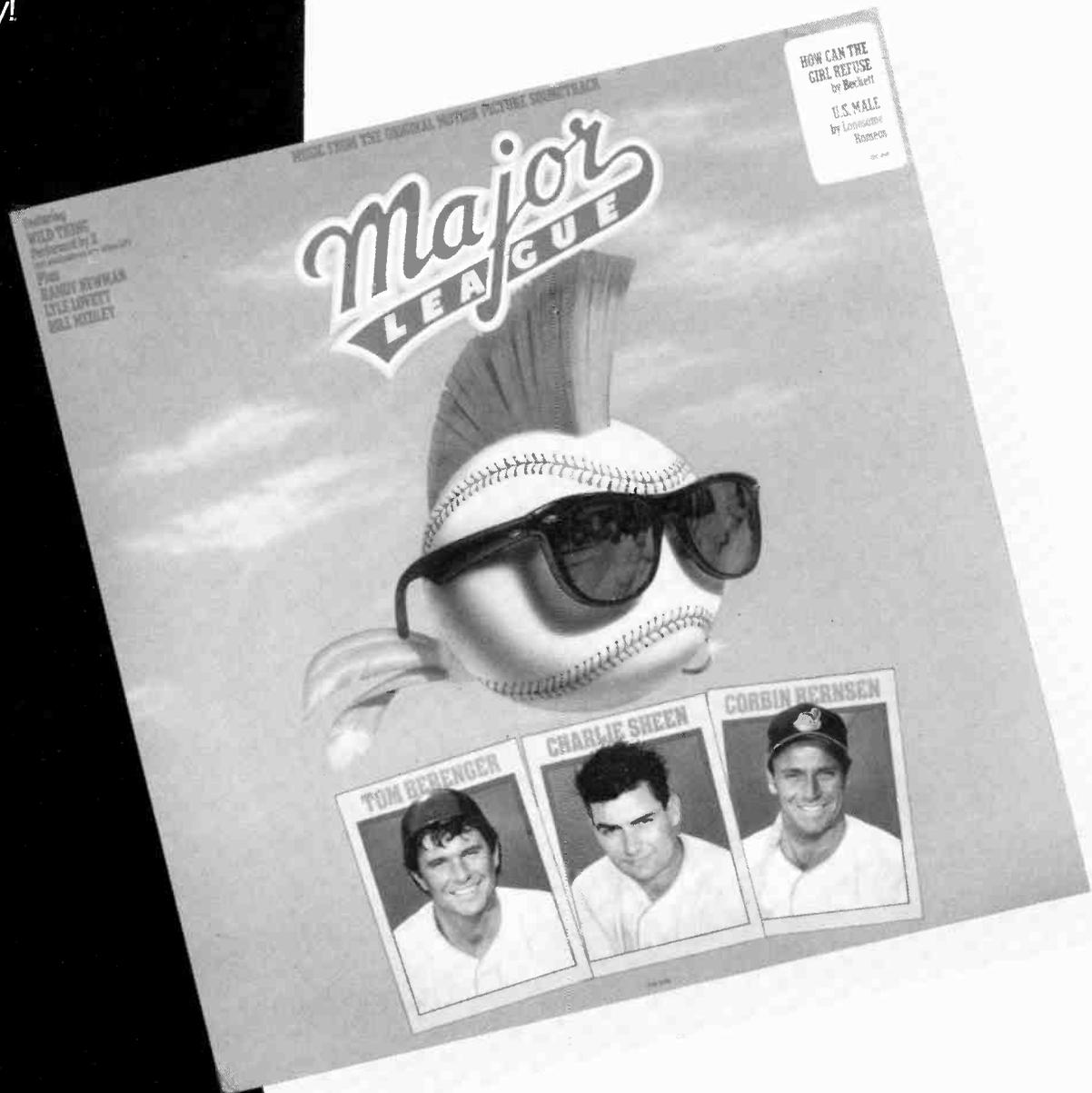
"Hideaway"

THE SNAKES

"Walkaway"

BILL MEDLEY

"Most Of All You"



CRB 10402

ALSO FROM CURB

Billboard

★★★HOT SHOT DEBUT★★★

"Exploding At Radio"

"Send Me An Angel '89"

by

REAL LIFE

7" CRB 10531

12" CRB 10303

AND

LYLE LOVETT

And His Large Band

NOBODY KNOWS ME



CRB i0614



MCA 42263

Available On



Distributed By MCA Distributing

Billboard® TOP POP ALBUMS™ continued

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	ARTIST LABEL & NUMBER/DISTRIBUTING LABEL (SUG. LIST PRICE)*	TITLE
110	99	84	26	THE BOYS ● MOTOWN 6260 (8.98) (CD)	MESSAGES FROM THE BOYS
111	111	131	4	STRAY CATS EMI 91401 (9.98) (CD)	BLAST OFF
112	120	123	4	SARAYA POLYDOR 837-764-1/POLYGRAM (CD)	SARAYA
113	101	90	46	NEW EDITION ▲ MCA 42207 (8.98) (CD)	HEART BREAK
114	114	124	6	TOM TOM CLUB SIRE 25888/REPRISE (9.98) (CD)	BOOM BOOM CHI BOOM BOOM
115	141	144	3	CAROLE KING CAPITOL C1-90885 (8.98) (CD)	CITY STREETS
116	117	171	3	PIXIES ELEKTRA 60856 (9.98) (CD)	DOOLITTLE
117	82	79	14	LYLE LOVETT MCA/CURB 42263/MCA (8.98) (CD)	LYLE LOVETT AND HIS LARGE BAND
118	118	118	3	THE FABULOUS THUNDERBIRDS CBS ASSOCIATED OZ 45094/E.P.A. (CD)	POWERFUL STUFF
119	105	105	9	HIROSHIMA EPIC OE 45022/E.P.A. (CD)	EAST
120	104	106	33	ANTHRAX ● MEGAFORCE/ISLAND 91004/ATLANTIC (9.98) (CD)	STATE OF EUPHORIA
121	NEW ▶		1	ARETHA FRANKLIN ARISTA AL 8572 (9.98) (CD)	THROUGH THE STORM
122	131	140	5	THREE TIMES DOPE ARISTA AL 8571 (8.98) (CD)	ORIGINAL STYLIN'
123	123	138	5	HELLOWEEN RCA 9709-1-R (6.98) (CD)	I WANT OUT-LIVE
124	138	145	4	LEATHERWOLF ISLAND 91072/ATLANTIC (8.98) (CD)	STREET READY
125	NEW ▶		1	DONNA SUMMER ATLANTIC 81987 (9.98) (CD)	ANOTHER PLACE AND TIME
126	112	110	9	ANIMOTION POLYDOR 837 314 1/POLYGRAM (CD)	ANIMOTION
127	107	102	66	BASIA ● EPIC BFE 40767/E.P.A. (CD)	TIME AND TIDE
128	124	128	7	RED SIREN MERCURY 836-776-1/POLYGRAM (CD)	ALL IS FORGIVEN
129	108	104	15	THE FIXX RCA 8566-1-R (8.98) (CD)	CALM ANIMALS
130	139	147	6	JOE SAMPLE WARNER BROS. 25781 (9.98) (CD)	SPELLBOUND
131	159	—	2	DAVID BENOIT GRP GRD 9587 (9.98) (CD)	URBAN DAYDREAMS
132	NEW ▶		1	BARRY MANILOW ARISTA AL 8570 (9.98) (CD)	BARRY MANILOW
133	133	126	9	BOY GEORGE VIRGIN 91022 (9.98) (CD)	HIGH HAT
134	122	122	8	THE RADIATORS EPIC FE 44343/E.P.A. (CD)	ZIGZAGGING THROUGH GHOSTLAND
135	135	136	5	FASTWAY GWR 75411/ENIGMA (8.98) (CD)	ON TARGET
136	115	115	31	SIR MIX-A-LOT ● NASTYMIX 70123 (8.98) (CD)	SWASS
137	121	116	12	GEORGE STRAIT ● MCA 42266 (8.98) (CD)	BEYOND THE BLUE NEON
138	NEW ▶		1	SIMPLE MINDS A&M SP 3927 (9.98) (CD)	STREET FIGHTING YEARS
139	113	113	32	KIX ATLANTIC 81877 (9.98) (CD)	BLOW MY FUSE
140	149	149	4	ANDREW DICE CLAY DEF AMERICAN DEF 24214/GEFFEN (9.98) (CD)	DICE
141	132	132	9	GUADALCANAL DIARY ELEKTRA 60848 (9.98) (CD)	FLIP FLOP
142	125	125	7	THE PROCLAIMERS CHRYSALIS 41668 (CD)	SUNSHINE ON LEITH
143	155	183	4	SARAH MCLACHLAN ARISTA AL 8594 (8.98) (CD)	TOUCH
144	137	98	12	K-9 POSSE ARISTA AL 8569 (8.98) (CD)	K-9 POSSE
145	127	127	8	ALEX BUGNON ORPHEUS 75602/EMI (8.98) (CD)	LOVE SEASON
146	163	—	2	MICA PARIS ISLAND 90970/ATLANTIC (8.98) (CD)	SO GOOD
147	142	148	36	BAD COMPANY ATLANTIC 81884 (9.98) (CD)	DANGEROUS AGE
148	151	135	19	TODAY MOTOWN 6261 (8.98) (CD)	TODAY
149	130	130	88	SOUNDTRACK ▲ ¹⁰ RCA 6408-1-R (9.98) (CD)	DIRTY DANCING
150	129	112	10	THE PASADENAS COLUMBIA FC 45065 (CD)	TO WHOM IT MAY CONCERN
151	109	92	12	CHRIS REA GEFFEN GHS 24232 (9.98) (CD)	NEW LIGHT THROUGH OLD WINDOWS
152	181	—	2	OAKTOWN'S 3-5-7 CAPITOL C1-90926 (8.98) (CD)	WILD AND LOOSE
153	157	—	2	BLACK SABBATH I.R.S. 82002/MCA (9.98) (CD)	HEADLESS CROSS
154	154	160	4	DORO PESCH MERCURY 838-016-1/POLYGRAM (CD)	FORCE MAJEURE
155	126	108	21	THE DEAD MILKMEN FEVER 73351/ENIGMA (8.98) (CD)	BEELEZUBBA

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	ARTIST LABEL & NUMBER/DISTRIBUTING LABEL (SUG. LIST PRICE)*	TITLE
156	143	134	10	TNT MERCURY 836-777-1/POLYGRAM (CD)	INTUITION
157	NEW ▶		1	ATLANTIC STARR WARNER BROS. 25849 (9.98) (CD)	WE'RE MOVIN' UP
158	158	173	3	HOUSE OF FREAKS RHINO 70846 (8.98) (CD)	TANTILLA
159	119	114	9	GARY MOORE VIRGIN 91066 (9.98) (CD)	AFTER THE WAR
160	136	119	7	WENDY AND LISA COLUMBIA FC 44341 (CD)	FRUIT AT THE BOTTOM
161	164	172	5	E.U. VIRGIN 91021 (9.98) (CD)	LIVIN' LARGE
162	NEW ▶		1	WATERFRONT POLYDOR 837-970-1/POLYGRAM (CD)	WATERFRONT
163	156	156	3	MOJO NIXON & SKID ROPER ENIGMA 73335 (8.98) (CD)	ROOT HOG OR DIE
164	170	154	24	FLEETWOOD MAC ▲ WARNER BROS. 25801 (9.98) (CD)	GREATEST HITS
165	176	—	2	FOSTER & LLOYD RCA 9587-1-R (8.98)	FASTER & LOUDER
166	166	197	3	TOMMY PAGE SIRE 25740/WARNER BROS. (8.98) (CD)	TOMMY PAGE
167	140	107	25	SHEENA EASTON ● MCA 42249 (8.98) (CD)	THE LOVER IN ME
168	145	120	15	MIDGE URE CHRYSALIS FV 41649 (CD)	ANSWERS TO NOTHING
169	160	146	49	ERASURE ● SIRE 25730/REPRISE (8.98) (CD)	THE INNOCENTS
170	150	142	24	THE WATERBOYS CHRYSALIS 41589 (CD)	FISHERMAN'S BLUES
171	144	111	31	LUTHER VANDROSS ▲ EPIC OE 44308/E.P.A. (CD)	ANY LOVE
172	190	155	33	THE JEFF HEALEY BAND ARISTA AL 8553 (8.98) (CD)	SEE THE LIGHT
173	177	185	3	THE CONNELLS TVT 2550 (8.98) (CD)	FUN & GAMES
174	153	141	39	THE JUDDS ● RCA/CURB 8318-1-R/RCA (8.98) (CD)	GREATEST HITS
175	175	170	54	AL B. SURE! ▲ WARNER BROS. 25662 (8.98) (CD)	IN EFFECT MODE
176	161	139	8	ROBYN HITCHCOCK 'N' THE EGYPTIANS A&M 5241 (8.98) (CD)	QUEEN ELVIS
177	152	152	6	YELLO MERCURY 836-426-1/POLYGRAM (CD)	FLAG
178	148	129	25	KISS ▲ MERCURY 836 427 1/POLYGRAM (CD)	SMASHES, THRASHES & HITS
179	NEW ▶		1	EARL KLUGH WARNER BROS. 25902 (9.98) (CD)	WHISPERS AND PROMISES
180	198	—	2	SEWINDERS RCA 9663-1-R (8.98) (CD)	WITCHDOCTOR
181	169	177	4	TERRI LYNE CARRINGTON VERVE FORECAST 837 697-1/POLYGRAM (CD)	REAL LIFE STORY
182	195	195	3	VICTORY RAMPAGE 70844 (8.98) (CD)	CULTURE KILLED THE NATIVE
183	167	133	69	TAYLOR DAYNE ▲ ARISTA AL 8529 (9.98) (CD)	TELL IT TO MY HEART
184	171	181	13	SWEET TEE PROFILE 1269 (8.98) (CD)	IT'S TEE TIME
185	197	—	2	CONCRETE BLONDE I.R.S. 82001/MCA (9.98) (CD)	FREE
186	NEW ▶		1	THE GODFATHERS EPIC FE 45023/E.P.A. (CD)	MORE SONGS ABOUT LOVE & HATE
187	168	165	87	MICHAEL JACKSON ▲ ⁶ EPIC OE 40600/E.P.A. (CD)	BAD
188	NEW ▶		1	DION ARISTA AL 8549 (9.98) (CD)	YO FRANKIE
189	186	179	25	JULIA FORDHAM VIRGIN 90955 (8.98) (CD)	JULIA FORDHAM
190	184	150	80	INXS ▲ ³ ATLANTIC 81796 (9.98) (CD)	KICK
191	162	162	8	THE UNTOUCHABLES TWIST 72342/RESTLESS (8.98) (CD)	AGENT DOUBLE O SOUL
192	128	117	51	BREATHE ● A&M SP 5163 (8.98) (CD)	ALL THAT JAZZ
193	NEW ▶		1	ROACHFORD EPIC FE 45097/E.P.A. (CD)	ROACHFORD
194	187	157	43	RANDY TRAVIS ▲ WARNER BROS. 25738 (8.98) (CD)	OLD 8 X 10
195	193	175	28	STEVE EARLE UNI 7/MCA (8.98) (CD)	COPPERHEAD ROAD
196	182	158	27	RATT ● ATLANTIC 81929 (9.98) (CD)	REACH FOR THE SKY
197	188	166	27	HOUSE OF LORDS RCA/SIMMONS 8530-1-R/RCA (8.98) (CD)	HOUSE OF LORDS
198	174	167	26	JOE SATRIANI RELATIVITY 8265/IMPORTANT (6.98) (CD)	DREAMING # 11
199	189	190	44	PUBLIC ENEMY ● DEF JAM FC 44303/COLUMBIA (CD)	IT TAKES A NATION OF MILLIONS TO HOLD US BACK
200	173	182	9	DINO 4TH & B'WAY BWAY 4011/ISLAND (8.98) (CD)	24/7

TOP POP ALBUMS A-Z (LISTED BY ARTISTS)

Paula Abdul 9	Concrete Blonde 185	Fastway 135	INXS 190	Metallica 24	Public Enemy 199	Beaches 6	Too Short 37
Alabama 101	The Connells 173	Fine Young Cannibals 3	Joe Jackson 75	Metal Church 95	Queensryche 72	Cocktail 93	Traveling Wilburys 14
Animation 126	Elvis Costello 39	The Fixx 129	Michael Jackson 187	George Michael 106	R.E.M. 26	Dirty Dancing 149	Randy Travis 194
Anthrax 120	Lita Ford 46	Fleetwood Mac 164	Howard Jones 69	Mike + The Mechanics 34	The Radiators 134	Dream A Little Dream 96	U2 105
Rick Astley 78	Julia Fordham 189	Lita Ford 46	Journey 94	Mili Vanilli 13	Bonnie Raitt 33	Rain Man 48	The Untouchables 191
Atlantic Starr 157	Foster & Lloyd 165	Julia Fordham 189	Journey 94	Gary Moore 159	Ratt 196	Say Anything 82	Midge Ure 168
Bad Company 147	Samantha Fox 83	Julia Fordham 189	The Judds 174, 51	N.W.A. 38	Stevie B 97	Working Girl 88	Luther Vandross 171
Anita Baker 43	Aretha Franklin 121	Julia Fordham 189	K-9 Posse 144	The Neville Brothers 81	Rod Stewart 29	Working Girl 88	Victory 182
Bangles 21	De La Soul 40	Julia Fordham 189	Kid 'N Play 98	New Edition 113	George Strait 137	Working Girl 88	Vixen 77
Rob Base & D.J. E-Z Rock 55	The Dead Milkmen 155	Julia Fordham 189	Kingdom Come 60	New Kids On The Block 7	Lou Reed 62	Working Girl 88	Andreas Vollenweider 59
Basia 127	Def Leppard 20	Julia Fordham 189	Kiss 178	New Order 66	The Replacements 84	Working Girl 88	W.A.S.P. 52
David Benoit 131	Depeche Mode 67	Julia Fordham 189	Kix 179	Mojo Nixon & Skid Roper 163	Roachford 193	Working Girl 88	Warrant 35
Black Sabbath 153	Dino 200	Julia Fordham 189	LeVert 90	Oaktown's 3-5-7 152	Roxette 28	Working Girl 88	Was (Not Was) 100
Blue Murder 107	Dion 188	Julia Fordham 189	Lisa Lisa & Cult Jam 80	Roy Orbison 17	Sa-Fire 86	Working Girl 88	The Waterboys 170
Bon Jovi 11	E.U. 161	Julia Fordham 189	Living Colour 8	K.T. Oslin 87	Joe Sample 130	Working Girl 88	Waterfront 162
Boy George 133	Steve Earle 195	Julia Fordham 189	Love And Rockets 74	Donny Osmond 68	Saraya 112	Working Girl 88	Jody Watley 16
The Boys 110	Sheena Easton 167	Julia Fordham 189	Lyle Lovett 117	The Outfield 53	Joe Satriani 198	Working Girl 88	Wendy And Lisa 160
Breathe 192	Eazy-E 41	Julia Fordham 189	Madonna 1	Tommy Page 166	Simply Red 57	Working Girl 88	Karyn White 36
Edie Brickell & New Bohemians 22	Enya 30	Julia Fordham 189	Barry Manilow 132	Mica Paris 146	Simple Minds 138	Working Girl 88	Hank Williams, Jr. 70
Bobby Brown 5	Erasure 73, 169	Julia Fordham 189	Richard Marx 64	The Pasadenas 150	Sir Mix-A-Lot 136	Working Girl 88	Vanessa Williams 58
Alex Bugnon 145	Deon Estus 103	Julia Fordham 189	Sarah McLachlan 143	Doro Pesch 154	Skid Row 19	Working Girl 88	BeBe & CeCe Winans 99
BulletBoys 76	Melissa Etheridge 23	Julia Fordham 189	Indigo Girls 89	Tom Petty 18	Sick Rick 44	Working Girl 88	Winger 31
Terri Lyne Carrington 181	Exodus 102	Julia Fordham 189		Pixies 116	Phoebe Snow 85	Working Girl 88	XTC 56
Tracy Chapman 109	Extreme 92	Julia Fordham 189		Poison 42	SOUNDTRACKS	Working Girl 88	Yello 177
Cinderella 50	The Fabulous Thunderbirds 118	Julia Fordham 189		The Proclaimers 142		Working Girl 88	
Andrew Dice Clay 140		Julia Fordham 189				Working Girl 88	

BLOCKBUSTER UPBEAT DESPITE WALL STREET HEAT

(Continued from page 1)

not appear to be fazed by Bear Stearns' comment. In fact, chain chairman Wayne Huizenga and his team put on a show that ensured that many of the financial types who attended this meeting would leave giving Blockbuster a big thumbs up.

Aware that many Wall Street analysts remain skeptical over home video's future, Huizenga began his pitch with an endorsement of the industry. He noted that the \$7.9 billion in sales estimated for 1988 represented a growth rate of 700% over five years. He cited projections that hold the business will reach \$8.8 billion in 1989 and \$14.3 billion by 1995. He placed VCR penetration in the range of 60%-63% of U.S. households, forecasting it would be 85% by 1992 and 91% by 1997.

Huizenga also said doomsayers have overplayed the effect such innovations as laserdiscs, high-definition television, pay-per-view, and fiber optics will have on the video market. If laservideo matures into a meaningful category, he said, "rest assured we'll carry those products in our stores."

He said PPV stakes most of its fortunes on sports, concerts, and other big events, and characterized movies as a "fill-in" category for such cable outlets. As such, he believes PPV competes more with arenas and theaters than with a well-run video store. Huizenga also said fiber optics would require phone and cable TV companies to fork over a \$200 billion investment and predicted that such a vehicle could not meaningfully compete with home video "until the middle of next century, if then."

Americans have "\$24 billion invested in VCRs and families continue to invest in the VCR," he concluded.

Having declared the industry sound, Huizenga—with president and chief operating officer Luigi Salvaneschi, senior VP and chief marketing officer Tom Gruber, and chief financial officer Steven Berrard—outlined Blockbuster's 1989 game plan. Among the highlights:

- The company said it will reach 1,000 stores by year's end. Salvaneschi noted the company beat last year's projection by 30 units.

- Salvaneschi also promised the company will roll out an improved service counter with multiple check-out points.

- Berrard said the company has put together nine consecutive profitable quarters. He pledged the company can avoid becoming heavily leveraged by using operating funds to fund 50% of its new-store costs. The remainder of its expansion will come through debt financing, and to that end the company is seeking to increase a \$50 million credit line.

- Gruber reported that Blockbuster is building its third set of TV commercials since adopting the "Wow! What A Difference" jingle a year ago. The new animated spots will begin running in select markets by July. He promised his chain would be the first video web to advertise on national TV.

- The chain is about to test the sale of trademarked Blockbuster merchandise, such as T-shirts and caps. If successful, Gruber says, the product will be made available to all

stores.

But for all of Blockbuster's glitzy presentation, the attention of many here remained focused on an item that wasn't on the agenda—reaction to the Bear Stearns report. Bear Stearns' Lee Seidler and fellow analyst Janet Pegg charged that the 1988 per-share earning of 57 cents claimed by Blockbuster had been inflated by "nonrecurring items" and "fancy accounting," and set up a premise that indicated those earnings had been overstated by 50 cents. (Pegg told Billboard that it was "total coincidence" that the report came out the same day as Blockbuster's meeting.)

Chuck Lewis, Chicago-based managing director for Merrill Lynch Capital Markets, was among the analysts here who took issue with Seidler and Pegg's report.

"I thought it was baloney," said Lewis. "This is a superb management

team. I've worked personally over the years with such entrepreneurs as Fred Smith at Federal Express, John Malone at TCI, and Dean Buntrock at Waste Management, and Wayne Huizenga is very much their equal."

Lewis noted that Blockbuster retains Big Eight accounting firm Arthur Andersen & Co. and said he holds "high confidence in [Blockbuster's] accounting practices. I can't imagine that anything is not on the up and up."

"I'm not concerned," Huizenga told Billboard. "I thought someone would ask a question about that report during the meeting and I wish that somebody had."

"The [Securities and Exchange Commission] approves our accounting. Arthur Andersen approves our accounting, and if this analyst wants to take cheap shots at us, fine."

Like a recent Barron's article, the

Bear Stearns report claimed Blockbuster ended 1988 with a negative capital worth. "When you're growing as fast as we are, you have to borrow money," Huizenga countered. "If we grew on our cash flow, we'd probably have a third the stores we have today. We wouldn't be the industry leader. We wouldn't be in the dominant position. We wouldn't be able to afford the marketing we're doing."

Huizenga says the company has \$135 million in equity and \$25 million in debt. "We've got a \$50 million line of credit; we've got another \$25 million we haven't touched yet."

At the meeting, stockholders approved a proposal to increase the company's stock shares from 40 million to 100 million and a 1989 stock option plan. Huizenga also announced that the board had approved a 2-for-1 split, its third in a short time frame.

PIONEER UNVEILS \$600 CDV PLAYER

(Continued from page 3)

this year could get explosive."

Another new Pioneer unit, the laserdisk-only LD-870, will retail for \$500. By comparison, the laserdisk-only LD838D, which was discontinued in mid-'88, listed for \$550. "We'll most likely sell the LD-870 at \$450," says Lukas.

Also being launched by Pioneer are the higher-end CLD-2070, CLD-3070, and CLD-91 combo models, which retail for \$1,000 and up.

As part of the promotional campaign, purchasers of any new Pioneer combi- or laserdisk player will receive six coupons, each giving a \$5 discount on any videodisk title sold by Warner Brothers, Touchstone, MGM/UA, Paramount, RCA/Columbia, Pioneer Artists, and Nelson. Top executives from each label were present at the Pioneer press conference, including Warner Home Video president Warren Lieberfarb.

"Why does Warner Brothers care whether [a title] is on tape or on disk? Because this technology has a cost superiority over tape that tape will never be able to match. Raw materials cost 70 to 75 cents for a laserdisk, and \$1.30 to \$1.35 for a VHS-120," said Lieberfarb in a speech to the audience. "And we want superior picture and sound, and a product that's sexy to own. Our reasons are multifaceted."

Warner Home Video has been the leader in cutting laserdisk software prices, with some 100 titles pegged at \$24.98 or \$29.98. Most new Warner titles are released on videodisk and tape simultaneously, with the latter version often set initially at \$89.95.

Other labels moving to lure consumers with lower-priced A-title laserdiscs include Paramount, which launches "Coming To America" and "Crocodile Dundee II" laserdiscs this month at \$24.95 each, and Touchstone, which bows "Cocktail" in June at \$29.95. Meanwhile, Pioneer Video Manufacturing has boosted its laserdisc pressing output to 600,000 units per month at its Carson, Calif., plant.

The total universe of videodisk players in the U.S. is estimated at about 350,000, of which 50,000-75,000 are combiplayers.

Pioneer Electronics and Pioneer LDCA software will mount a laserdisc/Surround-sound demonstration theater in six malls in the New York and Los Angeles metropolitan areas

in late summer. The theater will seat up to 50 people at a time. "Once the consumer has that experience of what laserdisc has to offer, then we've got that emotional hook," says Pioneer's Fidler.

"The hardware people are starting to get aggressive and things are heating up. But Pioneer is staying one step ahead of the competition and setting the highway that everyone else will travel," says Image Entertainment president Martin Greenwald. "I think that the big discounters back East will probably be selling this unit [the CLD-1070] for \$449 this year, maybe even \$429, depending on the wholesale price. It's definitely going to broaden the base."

The controversial topic of videodisk rental was posed immediately when the press conference opened to questions from the media. One Pioneer executive said he considered rental "a necessary evil. There will

probably have to be one rental store in each market—because the hardware and software are still priced high."

Another Pioneer sales rep said he feels the Blockbuster chain is "on the verge of testing laserdisc and they will probably rent them."

In the open session, Lieberfarb firmly suggested laserdisc is a sell-through product and not priced for rental.

Rental presents Pioneer with a dilemma, said John English, owner of single store MultiVideo in Bellflower, Calif., and head of the Southern California Video Software Dealers Assn. "If there is to be a rental market, then you have to have simultaneous release—but if you have that, then you risk copying."

Assistance in preparing this story was provided by Earl Paige and Steven Dupler.

Blockbuster Patrons Won't Be 'Tempted' By MCA Vid

BY GEOFF MAYFIELD

FORT LAUDERDALE, Fla. Most Blockbuster Video stores will not be stocking the video of Martin Scorsese's controversial film, "The Last Temptation Of Christ."

At the company's annual shareholders' meeting, held here May 9, senior VP and chief marketing officer Tom Gruber told Billboard the chain's policy had been determined in part by input from Blockbuster's franchisees.

Although not a chainwide ban, family-oriented Blockbuster will not carry the title in any of its company-owned stores. It thus becomes the first major web to take a public stand against the video of the movie that caused a firestorm of controversy last summer during its theatrical run.

"Certainly the majority [of franchisees] said they wouldn't carry it," says Ron Castell, senior VP of programming, communications, and development. "Several said they were going to carry it; several said, 'We'll do what you do [in the corporately owned stores].'"

Castell says the franchisees' response had a bearing on the web's decision to omit the video from its corporate stores, which account for about half of Blockbuster's 700 units. He notes, though, that Blockbuster cannot prevent the franchisees from carrying the MCA Home Video release.

Based on demonstrations that were staged last summer at theaters during initial weeks of the film's run, video stores had anticipated the film's video release would raise the ire of fundamentalists.

Figuring it would be more effective to hit the bottom line at Universal Studios and MCA than it would be to set up picket lines, the Southern Baptist Convention urged its 15 million members last August to boycott "E.T. The Extra-Terrestrial" during the Christmas season (Billboard, Sept. 10). Prior to that stand, some video dealers had already received letters from individual consumers warning they would boycott stores that elect to carry "The Last Temptation Of Christ."

Considering that Blockbuster has repeatedly emphasized "family-oriented" entertainment as the crux of its market positioning, its stance on the Scorsese movie is not surprising. The chain does not carry X-rated fare in any of its company-owned or franchised stores. For the last year, its computer-driven Youth Restricted Program has assured parents that children under 17 cannot rent R-rated or unrated titles that are deemed unsuitable for younger viewers.

MCA will quietly ship "Last Temptation . . ." to stores with little—if any—promotional or publicity fanfare June 29 (Billboard, May 13).

REPORT ADDRESSES EFFECTS OF FREE-TRADE PACT

(Continued from page 1)

first time that a government publication has suggested that the impact of the free-trade deal could be painful.

The 13.7% tariff on vinyl, 11.3% tariff on tapes, and 9.5% tariff on compact disks is being eliminated in 10 equal stages over the next decade. The U.S. tariff—also being eliminated—is 9 cents (U.S.) per square foot of recording surface for tape and CDs and 3.7 cents for other disks.

"With the elimination of tariffs, there will be pressure on U.S. multi-

nationals to reconsider the need to maintain separate production, manufacturing, or distribution operations in Canada," says the five-page report.

The report adds that the elimination of the tariff in the U.S. "would have only limited beneficial effects on the level and nature of Canadian exports." But because imports into Canada now are primarily masters, the Canadian business could expect finished goods to start arriving in

much larger numbers.

The manufacturing sector has been able to develop "largely by pressing and duplicating sound recordings from imported masters for foreign-owned producers in Canada, primarily as a result of high tariffs," notes the report.

"Removal of Canadian tariffs will lead to a shift in the nature of imports away from masters to finished products... The extent of the shift will depend on several other factors, including transportation costs and exchange rates."

Canadian exports of recordings totaled \$12 million in 1986, the last year for which statistics are available. Imports into Canada totaled \$43 million that year.

The industry profile portrays a particularly depressing picture of the Canadian-owned sector. It says such firms "are able to survive largely as a result of government support, regulatory and financial, and by acting as agents for foreign producers of sound recordings."

The federal, Ontario, and Quebec

governments all provide funds to support the Canadian-owned element of the industry. Additionally, Canadian-content quotas are in place for radio and televised music video.

The report notes the free-trade agreement doesn't affect "relatively modest" existing government measures to protect and encourage "a strong Canadian cultural presence in sound recording." But it doesn't indicate if further measures are possible or to what extent existing measures can be strengthened.

"Most companies suffer chronic underfinancing," the report says. "They lack the necessary human and financial resources to take full advantage of market opportunities at home and abroad. The size of most companies restricts the extent to which full-fledged management and technical groups can be financially justified."

The report says Canadian wages in the industry are about 20% lower than those in the U.S., but that Canadian productivity is 30% lower than in the U.S. because of economies of scale.

COUNTRY ARTIST KEITH WHITLEY DEAD AT 33

(Continued from page 6)

played to.

Following two tours of duty with Stanley, Whitley played in other bluegrass groups, including the New Tradition, Country Store, and, finally, J.D. Crowe & the New South.

In 1982, Rounder Records released the New South album, "Somewhere Between," with Whitley doing lead vocals. The project attracted several Nashville labels, including RCA, which ultimately signed Whitley. His first RCA album, "Hard Act To Follow," was issued in 1984.

Critical and chart response to Whitley's first two RCA projects was subdued. However, his second album, "L.A. To Miami," carried the breakthrough song "Miami, My Amy," which reached No. 14 on Billboard's Hot Country Singles chart.

In 1988, RCA bowed Whitley's "Don't Close Your Eyes," which the artist co-produced with Garth Fundis. To date, it has produced three No. 1 singles and reportedly sold nearly 350,000 copies. The last single, "I'm No Stranger To The Rain," stayed at No. 1 for two weeks in April.

Both Whitley and RCA saw the album as the turning point in Whitley's career. RCA Nashville chief Joe Galante told Billboard last year that prior to the recording of "Don't Close Your Eyes," he had given Whitley an ultimatum about his drinking: "It just came down to the point of us having to say, 'Keith, get your life together or go find another home.' To his credit, he did go out and wrestle with the devil, and he won."

AFM INKS AD AGREEMENT

(Continued from page 4)

• The maximum number of commercials allowed from any session that includes acoustic instruments will be determined by the number of hours worked by the musician logging the least amount of time for the session;

• The maximum number of commercials permitted during an all-synthesizer session is eight, regardless of the length of the session.

The agreement, reached one day before the previous contract expired, also will allow commercial producers greater flexibility in adding local information to spots. The new pact, which is subject to a rank-and-file ratification, also increases health benefit payments for musicians by jingle producers and the rates for foreign use of commercials.

The negotiators did not reach agreement on the issue of rates for musicians heard on commercials included in videocassettes. But that disagreement did not prevent both sides from accepting other terms of the new contract.

THOM DUFFY

Whitley is among the Star Of Tomorrow nominees at next month's Music City News awards and was also a finalist at the recent Academy Of Country Music and TNN Viewers' Choice award shows.

He is survived by his wife, Lorrie Morgan, who is a member of the Grand Ole Opry and also an artist on RCA Records, two children, and his mother.

EDWARD MORRIS

VIRGIN MUSIC, METAL BLADE INK LONG-TERM PUB DEAL

(Continued from page 6)

ests. "A number of the young new acts that we were looking at, they were also looking at," he says. "We kept running across them." Metal Blade has been good at getting in on things early, he adds: "We just felt that it was a further extension, and that it would cover the grass-roots area of the metal thing for us."

Other extensions of note for Virgin include the gradual building of a stateside songwriter roster—a virtual necessity, says Griffiths, to adequately compete in the U.S. market.

Writers signed so far have included Ellen Shipley, co-writer of Belinda Carlisle's hit "Heaven Is A Place On Earth," Jon Lind, Alee Willis, Franne Golde, and writer/producer Gene Griffin—who alone has been respon-

SBK LABEL: NO CONTROLLED-SONG CLAUSE

(Continued from page 1)

"When Congress enacted copyright laws dealing with royalties, it set rates unlike any other business," says Bandier. "Other laws, such as those involving rent control, seek to protect you against those who have the economic edge. And record companies have that edge. When Congress began increasing the mechanical rate from 2 cents starting in 1978, record companies found a way to get the money back."

As publishers, Bandier says, he and Koppelman often fought, with only limited success, to protect new writer/artists from what he deems the economic evils of the controlled-composition clause. "Sometimes we were able to get record companies to pay the full mechanical rate on the second or third album."

But, Bandier says, "labels generally treat the controlled-composition clause in a sacrosanct manner. They will only budge, for example, if a performer is willing to make a co-publishing deal with the label."

Bandier, who regards CBS and the WEA labels as prime culprits in getting concessions from new or developing acts, cites another approach that "robs the creative community of a lifeline that creates a record." He says CBS, in addition to demanding a

sible for eight top 10 black singles this year, including Bobby Brown's "My Prerogative." Virgin has also scored recently with dual Paula Abdul hits, "Straight Up" and "Forever Your Girl."

Other well-known artists on the Virgin Music's large roster are Terence Trent D'Arby, Pet Shop Boys, Tears For Fears, Culture Club, Simple Minds, Squeeze, Cutting Crew, and Swing Out Sister. Additionally, Griffiths says he has high hopes for recent debut works by Epic's Indigo Girls and A&M's Greg Alexander.

Virgin Music In America's establishment here, following that of Virgin Records America, continues an overall corporate strategy, Griffiths notes. "If you followed the way Vir-

gin has done it globally, we've always gone in first with the record company, and then, normally about two years later, we've set up publishing companies afterwards. So we now have record companies in all major territories, and we now have publishing companies in all those territories—except Japan. Japan was the last record company to get set up, and it will also be the last publishing company to get set up."

Key to Virgin Music's continued growth, says Griffiths, is a continued concentration on signing new, hot talent. One major motivating factor for that pursuit is the company's relative newness: It is little more than 10 years old, he adds, and owns no songs dated prior to Mike Oldfield's worldwide hit, "Tubular Bells."

Griffiths does not deny that the company may be interested in catalog acquisitions.

"At the right time, we will look at acquisition," he says. "There's no doubt about it. There will come a point in time for us to really make a quantum leap forward in growth. That's what we will have to do."

In the meantime, Griffiths expects 1989 to be a banner year for Virgin Music In America. "Last year we did a lot of signing—a lot of signing—and not that much product came out. And this year, there's a lot of signing, and a mass of product came out. So it's just the tip of the iceberg so far."

Bandier, realizing that other labels within the Capitol-EMI orbit demand controlled-composition clauses, says he will raise the issue when acts signed to the EMI publishing operation are making deals with those labels. As a "stand-alone" company, Bandier says he is not obligated to adopt general policies of labels fully owned by Capitol-EMI. SBK is a partnership between EMI and Bandier & Koppelman.

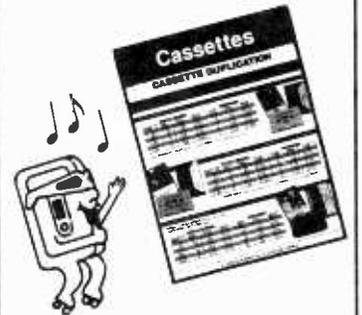
Sales of recordings in the U.S. generate about \$250 million a year in mechanical royalties.

Bandier notes that the controlled composition clause is unheard of in European territories. "The reason we have a British invasion and that such markets as Scandinavia and France are doing so well is that they are not robbing from the poor," he declares.

DISC MAKERS DOES IT ALL...

Let us make Cassette, Record, and Compact Disc manufacturing easy for you.

Complete Manufacturing LP's, CD's, and Cassettes in Convenient, Money-Saving Packages



Packages include all necessary steps. This means all FILM WORK, all PRINTING, as well as all MANUFACTURING. You get the finished product.



COMPLETE GRAPHIC DESIGN DEPARTMENT AVAILABLE for your art design and layout

New York
Philadelphia
Chicago
Puerto Rico

CALL TODAY FOR YOUR COMPLETE PRICE KIT, OR AN IMMEDIATE PHONE QUOTE:

1-800-468-9353

Disc Makers We do it all!

NEW YORK

1650 Broadway, Suite 1010
New York, NY 10019
(212) 265-6662

"There's a rumor going around about a company that designs great record covers & liners, ads, tape labels, catalogs plus 8 other fascinating services."

"To find out more about this rumor call..."



Lee Myles Associates, Inc.

160 EAST 56 St., Dept. A
N. Y. N. Y. 10022 TEL. 758-3232

Serving the graphic needs of the music industry since 1952.

INSIDE
MCA
RECORDS
INSIDE
STORY

Holly Johnson

LOVE TRAIN

UNI-50023

THE HOTTEST RECORD
TO HIT EUROPE IN YEARS.
BLASTING ONTO THE AIRWAVES OFF
HOLLY'S DEBUT MCA ALBUM

BLAST
UNI-303

ENTERING THE U.K. CHART AT #1

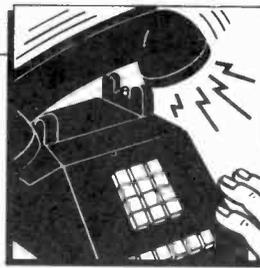
Produced by: Andy Richards and Steve Lovell
Management: Wolfgang Kuhle for Kuhle Management

MCA
RECORDS

©1989 UMT Records, Inc.
MCA RECORDS

SAY IT
WHEN YOU
PLAY IT!

INSIDE
TRACK



Edited by Irv Lichtman

LOOK FOR Bill Berger, executive VP/GM of Island Records, to move over to Arista as executive VP. Although the title is not the same, the talk is that he will fill the position Don Jenner held at Arista before he became president of Columbia Records... After Berger's departure, Island president Lou Maglia says he will get more involved in the day-to-day running of the label. He also expects to lean more heavily on Rick Dutka, VP of business affairs, and Mel Klein, Island's chief financial officer.

FAMOUS MUSIC has acquired publishing rights to many Duke Ellington songs currently held by his son Mercer Ellington, and will receive all others that revert back to Mercer or his family. Famous, the Paramount Pictures' unit headed by Bob Fead, will establish a new unit, Duke Ellington Music, to administer the composer and publishing rights acquired. No purchase price was given.

NOBLE BROADCASTING says it made a firm offer to purchase United Stations and Transtar Radio Network for \$200 million, but those companies have declined the offer. US and Transtar are the two largest privately held radio networks in the country and have been linked since US took over Transtar's national commercial spot sales in late 1987. US announced last year that it was considering "all options," but US' strong showing and Transtar's phenomenal 1988 growth have made sell-offs unlikely in the near future.

GO-VIDEO, GO: The controversial Go-Video dual-well VCR is likely to be available in limited quantities this holiday season, thanks to an agreement reached between Go-Video and D&H Distributing in Savage, Md. D&H, which previously marketed RCA VCRs, has the rights to buy the majority of units made under license by Korean electronics giant Samsung until May 1990. Samsung, in turn, has rights to market the machine, known as VCR-2, in territories other than the U.S. List price is likely to be around \$995. The Go-Video marketing pacts follow settlements in several anti-trust suits against electronics manufacturers that refused to make available to Go-Video parts needed to manufacture the dual-well machine. Samsung was among those sued.

A DEAL? The EMI/Rhino deal to buy Roulette Records from owner Morris Levy has been finalized, Track hears. The price is said to be \$4.5 million. According to Track's previous report, Rhino gets domestic rights to the catalog, EMI the rest of the world.

"SHOCK & ANGER": An album, "Music Of The Intifada," released by Virgin's Venture label in the U.K. and Europe, has drawn sharp criticism from publicist Howard Bloom. Bloom, who has taken strong stands against censorship in the music industry, is not calling for the album's removal from the market, but he has written Virgin owner Richard Branson that the album's liner notes erroneously define Palestinians as "the descendants of all peoples who have lived in the land between the river Jordan and the Mediterranean." This, in Bloom's view, defines him and other Jews as Palestinians, thus implying that Israel, now confronted with a Palestinian uprising, or *intifada*, on the West Bank and Gaza Strip, also belongs to the Palestinians. Track couldn't reach Branson, but Venture GM Declan Colgan says that "it [all] could have been expressed better, and we certainly didn't intend provoking any political controversy or giving offense."

THANKS, A&M: Jukebox operators are, of course, not too thrilled to hear about the end of the era of the 45, but they sure do appreciate A&M's policy of lower prices on vinyl while eliminating any returns. In a letter dated April 28 to members of the Amusement & Music Operators Assn., jukebox committee chairman Jim Hayes urges strong support of A&M's move, noting its "favorable cost-cutting approach." Hayes calls for quantity purchases under this program of "Rock On" by Michael Damian, the current hit, and a new release, "Comin' Down Tonight" by Thirty Eight Special. Included in the

mailing is an "open letter to jukebox operators" in which A&M's Jayne Simon explains the label's policy.

LOOK FOR THE NEXT board meeting of the National Music Publishers' Assn., set for July in New York, to produce a major development of "benefit to all publishers," Track is told.

ASCAP's court-ordered "per program" license is the key topic at a Tuesday (16) California Copyright Conference, starting at the Sportsmen's Lodge in Los Angeles' Coldwater Canyon with a 6:30 dinner. Panelists are Warner/Chappell executive VP and Jay Morgenstern, Media Reports Inc. president/CEO Ron Gertz, and National Communications VP/treasurer William Hoyt.

MIDNIGHT OIL HAS INKED a new worldwide music publishing deal with Warner/Chappell Music, according to Les Bider, president, and John Bromell, managing director of the Australian unit of the company. The group's current Columbia album, "Diesel And Dust," has reportedly sold about 2 million units worldwide.

A BIRTHDAY WITH SOUL: Tommy Silverman had a particularly happy 35th birthday May 10: Two days before, he got the news that his Tommy Boy label scored its first gold album as an independent. In the winner's circle is De La Soul's "3 Feet High And Rising."

DELAY LOSES CASE: A daughter fathered by the late Hank Williams has failed in the 2nd U.S. Circuit Court of Appeals to overturn a lower court's decision that denies her rights to share in the renewals of 60 of the legendary country singer/writer's songs. The court ruled that Cathy Yvonne Stone, born out of wedlock five days after Williams' death Jan. 1, 1953, had delayed too long in bringing her original action in 1985. The court's decision April 21 upheld the lower court's reliance on "laches"—not on a statute of limitations. This means, the court said, that she had "slept on her rights" after she became aware years before of the possibility that she could share in those rights. The plaintiff was raised by parties who did not reveal her paternity to her until the '70s.

SPECIALTY STORES FOR specialty cassette: Honda Martial Arts Distributors in New York will service martial arts stores in the U.S. and abroad with "Tae Kwon Do Karate" by the Spirits, which features writer Remo Capra on lead vocal and keyboard. The album cassette is available in conventional music outlets, too, including Gotham's Colony Records and Doubleday's outlet on Fifth Avenue in New York.

JIM GALLO, formerly director of marketing operations for Atlantic Records, has formed J.C.G. Associates as a label marketing rep. He can be reached at 212-226-2300 or 516-798-3409.

A FLAT IN LONDON: Sleeping Bag Records' U.K. unit is now housed on the second, third, and fourth floors of a building in the Fulham section of London, with a staff of three taking care of the New York-based label's business there. Sleeping Bag Ltd. is distributed in the U.K. by Rough Trade.

AS IT CELEBRATES its eighth anniversary, Profile Records is looking ahead. Label owners Cory Robbins and Steve Plotnicki have opened new offices in London, operated by producer Paul Oakenfold, and plan to open a Los Angeles unit in about two months. The Profile U.K. unit is at 10 Tech West, Warple Way, London W3.

THE WAY THEY WERE: Rodgers & Hart's 1937 hit "Babes In Arms" will receive a concert performance at New York's Avery Fisher Hall June 5 that will include the original libretto and orchestrations by the late Hans Spialek. Track hears Virgin Classics and MCA are interested in rerecording the concert.

CLEVELAND WANTS TO KNOW: Cleveland planners of the proposed \$48 million Rock and Roll Hall of Fame and Museum told members of the New York-based Rock and Roll Hall of Fame Foundation that a formal agreement between them is needed before prospective donors commit to the Cleveland-based project. The May 10 meeting was the first between the two camps since October, and a formal memorandum of understanding is expected within a week. So far, \$16.4 million has been raised for the project.



Personal Management: Peter Shukal, New York • © 1989 Warner Bros. Records Inc.



Available Now

On Warner Bros.

Cassettes,

Compact Discs

and Records

TOP BRASS.

MILES DAVIS

Produced by

Tommy LiPuma,

Marcus Miller,

George Duke,

John Bigham

Executive Producer:

Miles Davis

Watch For Selected Live Dates

(4/2/1-25873)

james

AS REAL AS IT GETS.

INGRAM

executive producers:

James Ingram

and

Thom Bell

management:

Barry Hankerson

(The Midwest Group)



it's real

(4/21-25924)

T H E N E W A L B U M

F E A T U R I N G T H E S I N G L E "i t ' s r e a l"

(4/7-22975)

available now on warner bros. cassettes, compact discs and records

© 1989 WARNER BROS. RECORDS INC.