COULD'VE BEEN
Tiffany
MCA - 53211-J

TIFFANY
MCA - 57933-J

LOVE BECOMES ELECTRIC
Strange Advance
Capitol-EMI - B 73041-F

GOOD MORNING VIETNAM
Soundtrack
A&M - SP 9112-4

It’s been a long uphill battle for Supertramp since the hectic days of Breakfast In America, their glory days of pop stardom, but the band that the Canadian music industry takes great pride in breaking internationally is back on the road again.
MUSICACTION receives full programmer support

Many in Canada's English-language recording community are shaking their heads in wonderment over the "spirit of support" their French-language counterparts are receiving from Quebec programmers. Albums by Quebec artists released during 1987 sold more than one million units. Those included Patrick Norman's Quand on est en nuages, which sold more than 500,000 copies; Celine qui va by Majo, with over 175,000 units sold; Pascale Patry's Le Noel des Nuns et Canuts, which topped the 100,000 mark; and Michel Rivard's Le tru dans les marges, now closing in on the 100,000 mark.

During 1987, MUSICACTION had a budget of $2.2 million, most of which came from Ottawa. However, it's expected that during this year the funds will be even larger because of contributions from broadcasters.

In some cases financial support from the latter has doubled. Ted Metropole, for instance, is supporting Quebec's recording industry with $100,000 per year for the next five years.

Michel Gelinas, the Director General of MUSICACTION, points out that "What's amazing is that in one year, regardless of everything else, the Francophone recording industry came up with ten gold albums; 2 single platinum and one double platinum certification, of which MUSICACTION had half. We find this very positive. It does mean that all of this remains a commercial venture. We are indeed an industrial program...we are not a cultural program, so to speak."

Gelinas continues, "Support from radio stations in Quebec was incredible last year. In terms of airplay, out of the Top 20 last year we had 16, as opposed to 9 the year before. Now, if we take a look at the Top 10, FACTOR MPF program sets Feb. 29 deadline

FACTOR is now accepting applications from Canadian-owned and controlled record labels and record production companies for funding under the Multi-Project Funding Program (MPF). The program is designed to support Canadian-owned active labels doing business on a national basis.

Companies may qualify for a line of credit available for the 12 month period from Apr. 1, 1989 to Mar. 31, 1989. This line of credit is available to help finance the production of recording projects. It should be pointed out that FACTOR may fund up to 90 percent of the production costs of a project to a maximum of $50,000 per project.

Feb. 29, 1989 has been set as the deadline for submitting applications.

For more information call The Program Officer, Multi-Project Funding Program, in Toronto (613) 364-8263 or in Vancouver (604) 874-5766.

Westwood One Canada increases use of Seltech

Westwood One Canada will be adding more than 10 hours of programming to the Seltech Satellite System delivery schedule, effective Jan. 1. Randy Timmins of Westwood One Canada explains, "This dramatic increase in the use of Seltech satellite is a direct result of Seltech's increased market penetration and they strong desire to serve their clients, both radio stations and program distributors."

He continues with, "For Westwood One Canada, this is just another step toward servicing radio stations by delivering quality programming on a schedule and at reasonable rates."

Timmins also points out that Westwood One Canada "is a leading radio programming distributor with a mandate of helping stations cut costs, grow local revenues and build overall audience numbers. We are also able to offer advertisers sponsorship benefit like targeted media, sales promotion opportunities, multi-brand marketing capability and enhanced image through program association."

Westwood One Canada is based in Toronto. this jumps from 5 to 10, and let's look at the Top 5. We jumped to 5 in 1987 from three most of the previous year. This means the Top 5 were local titles, "which says nothing for Quebec radio stations. These disc jockeys, music directors and program directors are very supportive. They want Quebec artists to succeed...and that's what's gonna to make MUSICACTION a success story."

Attie's Mair strikes deal with 's Sonet

Alexander Mair, President of Attic Records, sends news from MIDEM that "effective immediately, Sonet will be the exclusive Scandinavian distributor for the Attic label." Negotiations between Dag Haugset, Music Group Chairman and Mair, led to the completion of the deal.

It should be pointed out that Attic was the first and only Canadian music company to receive a 1987 Canada Export Award from their national government for their international licensing success.

In announcing the deal, Mair commented, "I've worked with Gunnar, Dag and the Sonet crew, off and on, for almost 20 years, but this is the first time we have ever had a formal agreement... and I'm sure the deal will benefit everyone involved...with "Attic is pleased to join such fine labels as Chrysalis, Island, Jazz and Muse in the Sonet stable."

Haugseth returned the compliment with, "We have always had a tremendous respect for Alexander Mair and we have followed Attic's progress over the years with much interest. This is the right moment to start building Attic into an important label in Scandinavia."

With a roster of 13 Canadian artists, including Lee Aaron, The Nylons, and Haywire, Attic expects "to substantially increase its penetration in the Scandinavian market," concludes Mair.

WEA Canada introduces CD Super Saver Series

WEA Canada will make 130 compact disc titles available at a reduced price of $19.98 (suggested list), effective Mar. 1st. The program is being tagged as the Super Saver Series and will include such acts as AC/DC, Phil Collins, Chicago, Ry Cordero, Led Zeppelin, Jon Mitchell, and Yes, to name a few.

"WEA's catalogue is among the most extensive in the industry, WEA's Vice President of Sales, Gary Newman, points out, "and many of the titles to be reduced are current ly selling full price items." He concludes with, "The compact disc is the fastest growing configuration in the pre-recorded music industry, and the Super Saver Series will definitely augment that momentum."

Hummel moves from IRS to Toronto Branch - MCA

Circele Hummel has been appointed retail merchandising rep for MCA, and will be based at their Ontario Branch. She began her new duties mid-January.

Hummel was formerly with IRS Records.
Supertramp finally back on track and on the road

Today, Supertramp's John Helliwell com-

A.

Attic's nail strikes deal with Scandinavia's Sonet

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-riday's Top 55

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Alexander Mair, President of Attic Records,
By popular demand...!!

I can't tell you how many people have asked me when RPM will do the SHAM thing again. Three Days In March was one of the most important events of the year, and to answer the many programmers who have been asking — we will be announcing soon, the return of RPM in March of 1989 as part of RPM's 25th Anniversary Celebration. A number of record companies are interested in sponsoring events as part of this celebration and a couple of really big names will be in attendance. (EC: Has it really been 25 years?) There's a lot of excitement in the industry about this already.

It's only a coincidence...!!

No way do I even want to suggest that the scheduling of the Junos for March of 1989 is an attempt to cash in on RPM's 25th Anniversary Celebration, but even as I write, I hear rumours that the Junos are being moved to March. It seems that back when the Junos began, it was decreed that the logical scheduling of the Junos for March of 1989 is already.

No way do I even want to suggest that the return of 3DIM in March of 1989 as part of RPM's Special Projects is an attempt to cash in on RPM's 25th Anniversary Celebration. (EC: It's only a coincidence.)

Pringle not "bitchy" enough...??

Well, a theatre critic from one of Toronto's dailies, thought Peter Pringle's portrayal of Noel Coward lacked the "bitchiness" of the late and great playwright/actor. On the contrary, from Pringle's opening lines, I felt I was in the company of this famous Englishman. Physically, Pringle was almost the reincarnation of the controversial Coward, even down to his phrasing and "sneer" mannerisms. I was never a Coward fan, granted, he was brilliant in his field, but too "left field" for me. However, I do have a couple of criticisms of the show. I would have preferred a setting like the Imperial Room of the Royal York Hotel... and two songs, the only two I remember Coward for, which I believe should have been included: Mad About The Boy and Let's Fall To Love ("Bess do it, birds do it... even teenagers squint to read your poems."). By the way, this is the type of musical drama New Yorkers would love... and I'm sure Donald Tarlton (Donald D. Donald), has plans for an "on" or "off" Broadway production. (EC: The first-nighter audience loved the show.)

Kudos to Gino... the great!!

Is there a greater PR person in Canada than Gino Empry? Who else could have arranged for Fabian to hand me hot dogs at Lou Christie to put it in a bag? Would you like Knowlize Nash to take a dog off the grill or Barbara Hamilton so put mustard on it? Perhaps Craig Russell would hand you the relish. (EC: Would you relish this?) I don't want to sound drop, but here are some of the other people who were out in the cold, selling hot dogs for the Variety Telethon and raising money for needy kids. Patrick McNee, Scott Hyland, Brad Giffin, Rick Turofsky, Tom- my Ambruster, Art Eggington, Brian Robert- son, Laura Robinson and Stephen Mondal from Night Heat, Sonja Smith and C. David Johnson from Street Legal, Les Rubie (Mr. Hall in the lottery promo), the cast from Ashes to Ashes, Lorraine Thompson, Tom Rivers, Dick Smyth, Bob McLean, Jay Nelson and on and on. (EC: And you do go out! They were all there, freezing their buns while warming the hot dogs. It all took place at Shop- sy's at Yonge and Front, where all you radio personalities head for Sunday Brunch as soon as you get into Toronto. (EC: There is no other place!) Gino has done it again and done it with a lot of class. Sam's on the mend...!!

Sam isn't up and around just yet, but he's convalescing nicely at Toronto's Mount Sinai Hospital after a rather delicate operation. He should be back on the tennis courts by sum- mer. Rumour has it that he wants the music industry to sponsor a Sam The Hip Hap Wing... at the hospital. (EC: Sam The Hip Hap...?)
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Jogging

Lost your words? Nothing as simple as helping others. The Boulevard had to like say she had a friend of mine. You talk to her, she has a friend of yours. And she doesn't even want to talk to you.

hugs for the Variety Telethon and raising money for needy kids: Patrick McNe, Scott Hyland, Brad Gaffin, Ricki Turofksky, Tommy Ambrose, Art Egelons, Brian Robert-

son, Laura Robinson and Stephen Mendel from Night Heat, Sonja Smith and C. David Johnson from Street Legal, Les Rube (Mr. Hall in the lottery promo), the cast from 42nd Street, Lorence Thompson, Tom Rivers, Dick Smyth, Bob Mclan, Jay Nelson and on and on. (EC) And you do go out? They were all there, freezing their bums while warming the hams and hot dogs. It all took place at Shop-

ny's at Yonge and Erie, which is one on radio personas head for Sunday Brunch as soon as you get into Toronto. (EC) There is no other place!! Gino has done it again and done it with the help of a lot of class.

Sam's on the mind…!!

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mer. Rumour has it that he wants the music industry to sponsor a Sam The Hip Man Wing… at the hospital. (EC) Sam The Hip Man…!!

YUM BAI YÀ

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Already on:

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CKLS CFCH CKH CKR CHYR CKL

CHFT-FM CKLG CKOR CHED CKS-FM CRFC

CJOM-FM CKDA CKY CHEC KVL-FM CVCM

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MUSIC OF CANADA LTD.
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Compiled weekly from record store, radio station and record company reports.
REFLECTING AND PROJECTING THE EIGHTIES

CDs, touring acts and home videos are priority

Compact discs continue to command the attention of the industry, and, over the next week or so, we will hear of a major acquisition in this field that will make headline news.

As the importance and popularity of compact discs grow, there will be more pressure brought to bear to have the software price reduced, and in some cases, this is now being done. However, as Ross Reynolds cautions in his message that follows: "We shouldn't over-react and prematurely kill black vinyl." There are still a few million households where the turntable is "king" and it will take a few years yet to convert these people to the "silent" of the compact disc.

The home video market has never looked better as our constituents indicate, but video sell-through is finally growing, which could create yet another plus for this entertainment field.

At one time, in Canada, there were only a handful of managers. We can now boast a very large number of "highly professional" managers, and they are successfully shaping their acts for the international arena.

Over the next few weeks we will get closer to these people, many of whom represent acts commanding attention, not only in Canada but in the U.S. as well as the European market.

Touring and where to tour is very important in maintaining an image for our new and established artists, and Balmar, representing Anne Murray and Frank Mills, is a leader in established acts. Balmar's Leonard Rambou touches on the importance of touring.

The "record freak" still prefers to collect LPs

Ross Reynolds
Executive Vice President & General Manager
MCA Records (Canada)

Year-end comments from the industry clearly indicate that optimism is a pre-requisite for being involved in the record business.

At the risk of being repetitive, 1987 was another very good year for MCA, with a nice growth of over 20 percent from 1986. This growth has been consistent, so that over the past four years, our sales have more than tripled. During this time the company has progressed from waiting for the next Olivia Newton-John album to consistently being represented at the top of the charts. Also, we have more strong product in each area of music from urban contemporary, through pop, to new age. We are particularly pleased with our country product and our growing ability to handle it.

Obviously, this sales growth has been very gratifying, but it is even more exciting to have seen a group of MCA veterans combine with a number of new people to develop into the best team that I've ever worked with.

With the "what have you done for me lately" nature of our business, a good year always raises the question of how to top it. I am very optimistic that we will grow again in 1988. There are 1988 releases scheduled for almost every one of our major artists. In addition, a number of our developing acts are being set up to become major soloists in the coming year. Also, we see significant sales potential in the February release of the Vancouver band, BLVD.

The consumer response to our efforts to make CDs more affordable has been extremely favorable. I anticipate that our CD penetration will continue to grow as the appetite of newly acquired CD machines needs to be satisfied. While the decline of the LP has been well documented, we shouldn't over-react and prematurely kill black vinyl.

Our figures indicate that the "record freak" still prefers to collect LPs.

In short, 1988 will be a very exciting year for Balmar Ltd.

Balmar sets pace with U.S. & Canadian tours

Leonard T. Rambou
President, Balmar Ltd.

1987 was another successfuf and productive year for Balmar Ltd. Anne Murray performed her first-ever coast-to-coast Canadian tour with Ford of Canada as her first corporate sponsor. Highlights of her touring year include six SRD nights at Toronto's O'Keefe Centre, a sold-out concert at New York City's Radio City Music Hall and a crowd of 17,500 that greeted her at the State Fair in Columbus, Ohio. Anne's current album, Harmony, went gold here in Canada and in the U.S. album casings and record sales increased, resulting in the following RIAA certifications: 36 gold, 5 platinum and one triple platinum record.

Frank Mills released an adventurous project - Transitions - which brought him more in line with the synthesized world of new age music, as well as garnering him a U.S. signing with Capitol Records. Frank successfully appeared in forty-one concert dates throughout the country in 1987 and both television network Christmas specials were repeated this past December.

THE EIGHTIES continues on page 14

SIBBERRY'S SIMULTANEOUS SINGLE

This week sees the simultaneous release in the United States and Canada of the new single from Jane Siberry's Duke Street album, THE WALKING. The single, INGRID AND THE FOOTMAN, has been edited to 3:36 from its original 7:00 minute length. Our guess: a major hit is on the way.

American and European concerts will follow a Canadian tour which starts in early March. Jane Siberry, like so many other distinctive Canadian songwriters, is a member of CAPAC which provides a wide and diverse repertoire of music for all Canadian broadcasters.

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**HIT BREAKERS**

**ROBIN RAM**
- Blow Up Your Video
- Sunrise Oshawa
- Heat Seeker

**CARYN HANLEY**
- Heat Seeker
- Stewards Duncan
- Sam's Yonge St.

**STEWART DUNCAN**
- Sells: Yonge St.
- David Lee Roth
- Lover

**Tiffany**
- Blanche Rhymes
- Showdown at Big Sky
- Pump Up the Volume

**Foreigner**
- Rockin Robin
- I Need A Man
- Crying

**George Harrison**
- Need You Tonight
- IS THIS LOVE
- BLACK AND BLUE

**Bruce Springsteen**
- The Time of My Life
- Backstreets
- weary

**Elton John**
- Pop Goes The World
- Candle In The Wind
- Faith

**John Mellencamp**
- Cherry Bomb
- Bomber
- Casual

**Jode Watley**
- You're My Girl
- I Need A Man
- What Have I Done

**Prince**
- When Doves Cry
- Little Red Corvette
- Purple Rain

**Rush**
- Never Take The Place
- The Box
- Tom Sawyer

**The Bangles**
- Pop Goes The World
- Crying
- Pump Up The Volume

**The Alarm**
- Backstreet Girls
- Southern
- Sleep Talker

**M.A.R.S.**
- Pop Goes The World
- Pump Up The Volume
- I Melt With You

**Mozz**
- She's Like The Wind
- Crying
- Never Take The Place

**Paul Janz**
- No Profit
- Black and Blue
- Walk On

**Paul McCartney**
- Backstreet Girls
- You're My Girl
- I Melt With You

**Japan**
- Need You Tonight
- IS THIS LOVE
- BLACK AND BLUE
<table>
<thead>
<tr>
<th>Track</th>
<th>Artist</th>
<th>Song</th>
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<tr>
<td>1</td>
<td>Michael Jackson</td>
<td>NEED YOU TONIGHT</td>
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<tr>
<td>2</td>
<td>Michael Jackson</td>
<td>WAY YOU MAKE ME FEEL</td>
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<tr>
<td>3</td>
<td>George Harrison</td>
<td>TUNNEL OF LOVE</td>
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<tr>
<td>4</td>
<td>Bruce Springsteen</td>
<td>SAY YOU WILL</td>
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<tr>
<td>5</td>
<td>Foreigner</td>
<td>WHAT HAVE I DONE</td>
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<td>6</td>
<td>Pet Shop Boys</td>
<td>NEVER TAKE THE PLACE</td>
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<td>7</td>
<td>The BANGLES</td>
<td>BLACK AND BLUE</td>
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<td>8</td>
<td>The Alarm</td>
<td>HAZY SHADE OF WINTER</td>
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<td>9</td>
<td>Jody Watley</td>
<td>THERE'S THE GIRL</td>
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<tr>
<td>10</td>
<td>Eric Carmen</td>
<td>HUNGRY EYES</td>
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<td>11</td>
<td>J. D. Souther</td>
<td>I NEED A MAN</td>
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<td>12</td>
<td>Paul Janz</td>
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<td>13</td>
<td>The Box</td>
<td>CONNECT ME</td>
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<td>14</td>
<td>The Alarm</td>
<td>I GET WEAK</td>
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<td>15</td>
<td>Eurythmics</td>
<td>THERE'S THE GIRL</td>
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<td>Eurythmics</td>
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</table>

**Notes:**
- The track listing includes a variety of artists and songs.
- The top 30 songs are featured.
- Artists include Michael Jackson, George Harrison, Bruce Springsteen, and many others.
- The tracks are from the album *Midnight Oil*.
- The image features a black and white photo of a building.
- The text is in English.
THE SISTERS OF MERCY

THIS CORROSION
From the album
FLOODLAND
(24 22321/4)
7” and 12” produced by Jim Steinman

- Single entered U.K. charts at no. 7
- Album entered U.K. charts at no. 9
- No. 9 MOST ADDED – The Gavin Report

MARKETED BY
MUSIC OF CANADA LTD.
Compiled weekly from record store, radio station and record company reports.
### Country Singles

<table>
<thead>
<tr>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
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<tbody>
<tr>
<td>I WANT A LOVE LIKE THAT</td>
<td>Loretta Lynn</td>
<td>Capitol</td>
</tr>
<tr>
<td>GIVE IN</td>
<td>Dwight Yoakam</td>
<td>MCA</td>
</tr>
<tr>
<td>TURN IT LOOSE</td>
<td>Ray Price</td>
<td>Capitol</td>
</tr>
<tr>
<td>ONE NIGHT GONE</td>
<td>Lee Roy Roger</td>
<td>Capitol</td>
</tr>
<tr>
<td>GOMAYO GONE</td>
<td>Charley Pride</td>
<td>Columbia</td>
</tr>
<tr>
<td>I'M TIRED</td>
<td>Mel McDaniel</td>
<td>Curb</td>
</tr>
<tr>
<td>WHAT I TELL THE NIGHT</td>
<td>Merle Haggard</td>
<td>Capitol</td>
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<tr>
<td>DAY AFTER DAY</td>
<td>Dusty Springfield</td>
<td>MCA</td>
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<tr>
<td>WHERE THE NIGHTS GO</td>
<td>Ronny Cox</td>
<td>MCA</td>
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<tr>
<td>I PREFER THE MOONLIGHT</td>
<td>Rosemary Clooney</td>
<td>Capitol</td>
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<tr>
<td>DON'T MESS WITH MY HEART</td>
<td>Reba McEntire</td>
<td>MCA</td>
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### Adult Contemporary

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<thead>
<tr>
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<tr>
<td>THAT'S WHAT LOVE IS ALL ABOUT</td>
<td>The Judds</td>
<td>RCA</td>
</tr>
<tr>
<td>DANCING ON A NEW DAY</td>
<td>John Mellencamp</td>
<td>RCA</td>
</tr>
<tr>
<td>POSITIVE</td>
<td>John Mellencamp</td>
<td>RCA</td>
</tr>
<tr>
<td>BASIC FACT OF LOVE</td>
<td>Elton John</td>
<td>MCA</td>
</tr>
<tr>
<td>CAN'T KEEP A MAN  AWAY</td>
<td>George Jones</td>
<td>MCA</td>
</tr>
<tr>
<td>CANDY GIRL</td>
<td>Ace Frehley</td>
<td>CAPITOL</td>
</tr>
</tbody>
</table>

**Country Brief:**

John Mills gets RDR push

Latest to the Roadrunner roster is John Mills with his debut single, Alone With The Night, one of his own originals. The session was produced by Andy Thompson at Northernumberland 29 Studios. Joe Wood, of RDR Promotions, is granting his promotion at both the country and A/C markets, and he's already received favourable comments from both markets.

**Mercury Records:**

The Mercury Canada's free Press Kit for the Imperial Hotel Country and Adult Contemporary markets, available on a subscription basis for a US$100 per year subscription.

**The Voyager:**

Title song from "THEDO MASSOP'S" album

**VOYAGER**

Crafted for today's Radio

Record distributor code: A&M - W

**Here Comes...**

"The Next Single"

**COMES..."**

by Andy Thompson

Top Ten

John Mellencamp on Johnson's Big Sky label with his latest release, "The Voyager," which features the singles "I'm Only Sleeping," "The Night Before," and "The Night Before." The album was produced by Jeff Lynne and engineered by Elliot Scheiner.


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Country

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Lang & Prophet get CJOC nod

New to the CJOC rathsnightis lineup is Ronnie Prophet's Five In The Feeling and Tune Into My Wave by K.D. Lang. Music Director Brian Erickson is also giving priority play to Carroll Baker's Chafer's Moon, Highway To Heaven by the Stoker Brothers, Bruce Golden's The Three Broken Hearts and Patricia Conroy's My Heart's On Fire, to name just a few. Also looking good at the station is Wheels by Restless Heart, Tennessee Flat

HERE COMES...

THE NEXT SINGLE

(heavy guitar)

THE VOYAGER

Title song from "THEO MASSOP'S" album

Crafted for today's Radio

Available On: Moonshadow Records

The debut album from...

Vic Levac & Wildfire

Top Box by Rosanne Cash, and Michael Johnson's Cryin' Shame.

Rita MacNeil added to BX-93 playlist

Although Rita MacNeil's latest single, Leave Her Memory, isn't being pushed to country stations, the country-flavoured keyboard work has obviously caught the attention of BX-93 Music Director Dave Collins. The song, a MacNeil original, produced by Ralph Dillon, is added to the station's playlist this week.

Olov pushing new Mattson single

Larry Mattson makes a very strong bid for the charts with his latest Olov single, Candlelight & Wine. Mattson returned to the business last year, after a lengthy absence and made his presence known with the release of Without You, followed by Poor Hard Workin' Man and a Christmas single, The Spirit

Mercey Bros forced for RYH's Imperial Room

The Mercey Brothers, a household name in Canada's country/pop field, will be playing the Imperial Rooms of Toronto's Royal York Hotel from Feb. 15 through 20. It's a rare occasion for a Canadian country act to play this prestigious room. It was only in recent years when publicist Gino Emery was able to open the room to this "fun" type of entertainment, pulling good houses for dates by Carroll Baker and by Ronnie Hawkins.

The Mercey Brothers, have been an integral part of Canada's country music scene for almost 25 years. The band went through a personnel change a few years ago and Larry and Lloyd, the two remaining brothers, put together a dynamic vocal harmonizing group, injected with a wealth of new writing talent. The combination of their new sound and material has guaranteed this Elmlra, Ontario band, a greater acceptance by country programmers and a never-ending journey up the charts.

The Mercey Brothers have just come down off the charts with their Top 10 single, Raised By The Radio. They are currently working on their next single, Straight To Your Heart, which will be released in time for Valentine's Day, and their Imperial Rooms opening. They are also putting together their next L.P. titled Last and Greatest - Volume II. The Mercey Brothers recently finalized a distribution deal with Electric Distributors, and expect to be much more visible in the stores with their product.

More on the Mercey Brothers next week with comments on their Imperial Room date.
THE EIGHTIES continued from page 7
What's in store for '88? A new album from both Anne and Frank and increased touring outside of Anne. A possibility exists for a TV special for Anne and a second Christmas album is under discussion. We look forward to another successful year at radio and retail for both artists.

Home video rental is stronger than ever
Barry Stafford
President, B + Video Distributors
The Home Video Rental industry is stronger than ever, and if recent figures are any indicator, there is no way but up.
In 1987, 41 percent of Canadian households had VCRs with projections that by 1995 this number would reach 85 percent. The trend is for not only new releases but for a wide range of programming to meet consumer demand. B + Video Distributors is Canada's leading Adult Alternative product distributor, and I see indications of increased interest in good quality, low price product, which will broaden the market. I am happy to see that the retailers are finally responding to the consumer. Everything rented, if made available to the customer.
He is the one who makes the ultimate decision, and retailers are telling me, more and more, that their customers rent not only the new releases, but other types of programming as well. This should be encouraging news for all involved in the Home Video Industry: studios, distributors, retailers and consumers.

Video sell-through significant in growth
Randy Lecours
Director of Sales, MCA Records Canada
In 1987, we at MCA Records Canada experienced our most successful year ever, as did another area of our business, Home Video.
Last year, we saw a tremendous growth in video with the acquisition of many new labels such as Virgin Vi- sion, Family Home Entertainment and I.V.E.

Our ongoing relationship with Capitol and our own MCA/Universal also provided many first-rate releases. Video sell-through saw significant growth due to the vast expansion of our lower priced catalogue as well as an ever increasing account base. In 1988, I see the sell-through market becoming increasingly important to our overall business with more and more record accounts being actively involved.

This area of our business is clearly the future of video, and MCA/Universal plan to continue being the leader in this field.

NEXT WEEK
Our continuing series on The Eighties.

COVER continued from page 3
Come Of The Century she had been lost.
"It wasn't a commercial movie really, and we knew this. But we were also apprehensive about touring, so we delayed recording for a little while. Just to see how things were going to happen... and we actually started to get a good reaction from the album. So we went out on the road, but we didn't do any of Roger's numbers, yet we found we had sufficient to satisfy the crowds anyway.
One of the more positive aspects to come out of Hodgson's leaving the group was the greater influence both Hellawell and keyboardist Rick Davies could exert on the new songs and their respective arrangements. Even though some of these songs have a jazzy, Latin feel, perhaps also leaning towards R&B, the latest albums haven't sold anywhere close to previous releases. "Breakfast In America was our biggest selling album... the biggest selling album in the world in 1979, and yet it would have been silly of us to presume that we could keep that standard of sales," Hellawell remarks. "We didn't anticipate the next album selling that much.
"But when you talk about declining popularity, that is just a fact of when you have an album that big, it's all over the radio, and everybody knows it. Obviously there's going to be a lot more people wanting to see you, but they want to see the new songs preceding it we had built up quite a following; now I think we've kept that following. We played a lot of new fans then, but some of them just dropped away, because they're only there for one album."

The band, currently on tour across Canada and on release with their new single (the title track, Free As A Bird), they'll now be very respected for their musicianship, but at Hellawell says, their hands aren't in the clouds. Perhaps now, too, with that attitude, their fans will be treated to those characteristic and entertaining shows.

One of the more positive aspects to come out of Hodgson's leaving the group was the greater influence both Hellawell and keyboardist Rick Davies could exert on the new songs and their respective arrangements.
CLASSIFIED

ARE YOU OFFERING EMPLOYMENT?

HELP WANTED ADS of 25 words or less are offered on a one time basis FREE OF CHARGE. Free ads must be mailed or received by RPM before 3/15 for possible February editorial release. ALL ADS and HELP WANTED ADS of 25 words or less, and all replies to ads will be charged at our usual price of $1.00 per word (minimum $5.00 service charge for receiving a box number), $1.50 per word for the first 10 words. Make cheque or money order payable to RPM, and box number (if included in ad) must be the address shown. Write to: RPM, Box 7436 (in the address shown).

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Special opportunity to work with master producer, completely familiar with rap, R&B, hip hop, rock, jazz and pop concert material. This is a part-time, freelance assignment. Experienced FM/3rd market writer-producer preferred. All applications will be considered. Send resume to Robert C. Redford, RPM Magazine, P.O. Box 40, Edmonton, Alta. T6E 4T1.

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For Newspaper Service in South Central Ontario radio stations. Must be experienced broadcast journalist. If you are a self-starter and have a mature voice, send tape and resume to John Ferguson, News Director, CJBO Radio, P.O. Box 314, Belleville, Ont. K8N 3R9.

JOCKS

Top rated country AM station is looking for talented announcers. Send resume and tape to Program Director, 600 CRN Radio, Box 904, Regina, Saskatchewan.

CLEARANCE OF DELETES

Record deletes . . . some cassettes. Mainly classical: piano, cello, harp, violin, vocal child's and some comedy - at delete prices. 416-226-9608

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Randy Lennox
Director of Sales
MCA Records Canada

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COVER continued from page 3

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One of the more positive aspects to come out of Hodgson's leaving the room was the greater influence both Hellwell and keyboardist Rick Davies could exert on the new songs and their respective arrangements. Even though some of these songs have a jazzy, Latin feel, perhaps leaning towards R&B, the latest album hasn't sold anywhere close to previous releases.

"Breakfast In America was our biggest selling album, the biggest selling album in the world in 1979, and yet it would have been silly of us not to promote that we could keep that standard of sales," Hellwell remarks. "We didn't anticipate the next album selling that much.

"But when you talk about declining popularity, that is just a fact of what you have an album that big, it's all over the radio, and everybody knows it. Obviously there's going to be a lot more people wanting to see you, but throughout the years preceding it we had built up quite a following, now I think we've kept that following. We gained a lot of new fans then, but some of them just dropped away, because they're only there for one album."

The band, currently on tour across Canada and on release with their new single (the title track, Free As A Bird), hope they'll now be respected for their musicianship, as Hellwell says, their heads aren't in the clouds. Perhaps now, with that attitude, their fan will be treated to those charismatics and entertaining shows. Supertramp were once known for, but somehow lost along the way.

Admitting to making mistakes, Hellwell concludes, "We're never really satisfied with our albums, but I think we're very pleased with the last album overall. We've retained our sense of musicianship, and we had a policy right from Crime Of The Century that we would never support anyone . . . we would always do concerts and it cost us earlier financial success.

"We went against the wishes of the music industry people, but we stuck to our guns, because we felt it was right for us, and in the long run, it's worked. Sure, we made mistakes, but it seems to the way we have to go, and do things our way."
IN STORES FEBRUARY 8th

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