

CASHBOX

November 2, 1985

T.M.

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ZZ Top

Turning Up The Heat With "Afterburner"
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KRAGEN LAUNCHES "HANDS ACROSS AMERICA"

DURAN DURAN, CULTURE CLUB IN CONCERT PROJECT

CBS SELLS TERRE HAUTE CD PLANT INTEREST



IT'S ZERO HOUR
THEIR MISSION
TO BOLDLY GO
WHERE NO MAN
HAS GONE
BEFORE

CASH BOX

THE INTERNATIONAL MUSIC / COIN MACHINE / HOME ENTERTAINMENT WEEKLY

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GUEST EDITORIAL

Corporate \$\$\$\$ Aid Artists & Promoters — Manufacturer's Next?

By Rip Pelley

Many years have passed since the American consumer tuned in the radio to laugh at a young comic who identified himself as "Bob Pepsodent Hope." While Hope's middle name may have changed from "Pepsodent" to "Texaco," consumers have never changed their willingness to identify products with the celebrities who endorse them.

Currently, the advertising industry, facing audience slippage and fragmentation in network television advertising, has turned to event sponsorship and targeted consumer marketing campaigns to further reach today's mobile consumer. As an example, Chevrolet, who enjoyed a banner year in 1984, recently shifted \$54 million away from the networks to take advantage of new targeted marketing mediums. While some of these programs include sports, local government and dealer tie-ins, many incorporate the artists and media of today's music industry.

Event sponsorship in the music industry had its beginnings with the two to three day music festivals. As the sponsorship dollars provided the extra edge to those promoters in protecting their profit margins, many venues and promoters have since followed suit and are offering advertisers "presents" status in their concert advertising, venue signage and printed tickets. Today most concert promoters have year long agreements with sponsors for a concert series program. To date, the primary sponsors of these type of programs have been the beer and automobile companies.

Over the last several years, many advertisers have tapped the recording industry talent base for use in commercial endorsements. Last year's Olympic athletic shoe commercial, "I Love LA," by Randy Newman, commanded as much discussion as the Olympic's themselves. Recent motor scooter ads featured Devo, Grace Jones and Adam Ant; beer companies have used Eddie Rabbitt, The Who, and Kool & the Gang to sell their product, and a major clothing manufacturer inked Elton John to a long term agreement.

Tour sponsorships have enjoyed equal success, with alcoholic beverage companies retaining Phil Collins, Fleetwood Mac, Toto, and Chicago, while the automobile companies have sponsored the tours of Rick Springfield, Hall & Oates, The Beach Boys and Linda Ronstadt. The now famous Michael Jackson sponsorship along with Lionel Richie, Duran Duran, Rod Stewart and Julio Iglesias have skyrocketed brand awareness and sales for soda pop manufacturers.

With the onslaught of major tour sponsorships and MTV as a major media outlet, advertisers have realized the advantages of association

with major music stars. Many potential sponsors are still fence sitting because of the usual expensive fees inherent with these type of programs. Although these fees are usually justified, most advertisers cannot afford the high ticket sponsorship.

In order to fill the void for these types of companies, record manufacturer's can tap these organization's products and retail outlets for use in national and local new release campaigns. In turn, the advertiser can participate in the airtime generated by these promotions, as well as potential exposure through retail record outlets.

As an example, Advanced Marketing recently created a promotion for a Paul Young concert appearance in Los Angeles. Haagen Dazs Ice Cream Shoppes donated \$500 in gift certificates for a radio giveaway and placed a 2' x 3' Paul Young Poster, sniped with concert & LP information, in all 40 greater Los Angeles retail outlets. Columbia Records provided 60,000 \$1 off coupons on the LP that were given away in the ice cream stores and were redeemable at all Southern California Music Plus stores. While a normal ticket and album giveaway might have generated \$7,500 in airtime, the added punch of gift certificates and discount coupons increased the promotion value to \$20,000. Additionally, the added impressions of 3,000 people per store per week benefitted both the label and promoter and put the final touches on what could have been a typical album/ticket



Rip Pelley is president of Advanced Marketing, an independent event marketing and promotion organization based in Tarzana, California. He is a thirteen year veteran of the music industry.

promotion.

While the above mentioned contest ran in one market, these types of promotions can be used in conjunction with a national concert tour. Since many record companies make "courtesy" advertising buys in cities where their major acts are appearing, these promotions could be substituted and be more effective and less costly than the purchase of spots. Additionally, similar promotions tying in a major artist's release with corporate prizes could generate over \$250,000 worth of media time in 20 markets. And, with the added punch of an advertisers retail outlets, cross merchandising campaigns could offer incredible exposure for a record manufacturer's product.

Certainly this is only one area in which the recording industry could be involved in corporate tie-in promotions. With escalating costs in music video production, advertisers subsidies could hold down that bottom line.

Regardless of the future direction of corporate sponsorships and promotions tied to the music industry, they provide an excellent opportunity to expose product without the expense.

TOP POP DEBUTS

SINGLES

49

SMALL TOWN — John Cougar Mellencamp — Riva

ALBUMS

84

LISTEN LIKE THIEVES — INXS — Atlantic

POP SINGLE

#1

PART-TIME LOVER
Stevie Wonder
Tamla/Motown

WINNER'S CIRCLE

Cash Box research from both radio and retail activity indicates the following record exhibits Top Ten potential.

#1

MIAMI VICE
Original Soundtrack
MCA Records

B/C SINGLE

#1

PART-TIME LOVER
Stevie Wonder
Tamla/Motown

B/C ALBUM

#1

ROCK ME TONIGHT
Freddie Jackson
Capitol

COUNTRY SINGLE

#1

SOME FOOLS NEVER LEARN
Steve Wariner
MCA Records

COUNTRY ALBUM

#1

GREATEST HITS VOL. 2
Ronnie Milsap
RCA

JAZZ

#1

SKIN DIVE
Michael Franks
Warner Bros.

MUSIC VIDEO

#1

SAVING ALL MY LOVE FOR YOU
Whitney Houston
Arista

COMPACT DISC

#1

BROTHERS IN ARMS
Dire Straits
Warner Bros.

12" SINGLE

#1

THE SHOW/LA-DI-DA-DI
Doug E. Fresh and the Get Fresh Crew
Reality/Danya/Fantasy



TOP AFTERBURNER





CASH BOX TOP 100 SINGLES

THE CASH BOX TOP 100 SINGLES CHART IS BASED ON A COMBINATION OF RADIO AIRPLAY AND ACTUAL PIECES SOLD AT RETAIL STORES.

November 2, 1985

	Weeks On 10/26 Chart		Weeks On 10/26 Chart		Weeks On 10/26 Chart
1 PART-TIME LOVER STEVIE WONDER (Tamla/Motown 1808TF)	3	9			
2 "MIAMI VICE" THEME JAN HAMMER (MCA 52666)	4	9			
3 TAKE ON ME A-HA (Warner Bros. 7-29011)	1	15			
4 MONEY FOR NOTHING DIRE STRAITS (Warner Bros. 7-28950)	2	17			
5 HEAD OVER HEELS TEARS FOR FEARS (Mercury 880 699-7)	7	8			
6 SAVING ALL MY LOVE FOR YOU WHITNEY HOUSTON (Arista AS1-9381)	5	12			
7 WE BUILT THIS CITY STARSHIP (Grunn/RCA FB-14170)	11	9			
8 YOU BELONG TO THE CITY GLENN FREY (MCA 52651)	12	8			
9 OH SHEILA READY FOR THE WORLD (MCA 52636)	6	16			
10 CHERISH KOOL & THE GANG (De-Lite/PolyGram 880 869-7)	8	18			
11 I'M GONNA TEAR YOUR PLAYHOUSE DOWN PAUL YOUNG (Columbia 36-05577)	13	9			
12 LOVIN' EVERY MINUTE OF IT LOVERBOY (Columbia 38-05569)	14	11			
13 SEPARATE LIVES (LOVE THEME FROM WHITE NIGHTS) PHIL COLLINS AND MARILYN MARTIN (Atlantic 7-89498)	21	5			
14 LAY YOUR HANDS ON ME THOMPSON TWINS (Arista AS1-9396)	18	7			
15 BE NEAR ME ABC (Mercury 880 626-7)	17	11			
16 BROKEN WINGS MR. MISTER (RCA PB-14136)	25	7			
17 ONE NIGHT LOVE AFFAIR BRYAN ADAMS (A&M AM-2770)	19	8			
18 WHO'S ZOOMIN' WHO ARETHA FRANKLIN (Arista AS1-9410)	22	6			
19 NEVER HEART (Capitol B-5512)	23	8			
20 FORTRESS AROUND YOUR HEART STING (A&M AM-2767)	10	11			
21 I'M GOIN' DOWN BRUCE SPRINGSTEEN (Columbia 38-05603)	9	9			
22 YOU ARE MY LADY FREDDIE JACKSON (Capitol B-5495)	28	9			
23 ONE OF THE LIVING TINA TURNER (Capitol B-5518)	29	5			
24 AND WE DANCED HOOTERS (Columbia 38-05568)	26	13			
25 BOY IN THE BOX COREY HART (EMI America B-8287)	27	8			
26 DANCING IN THE STREET MICK JAGGER/DAVID BOWIE (EMI America B-8288)	15	10			
27 SLEEPING BAG ZZ TOP (Warner Bros. 7-28884)	36	3			
28 LOVE THEME FROM ST. ELMO'S FIRE DAVID FOSTER (Atlantic 7-89528)	31	11			
29 ALIVE & KICKING SIMPLE MINDS (A&M/Virgin AM-2738)	38	3			
30 SO IN LOVE ORCHESTRAL MANOEUVRES IN THE DARK (A&M/Virgin AM-2746)	33	9			
31 ELECTION DAY ARCADIA (Capitol B-5501)	42	2			
32 SOUL KISS OLIVIA NEWTON-JOHN (MCA 52685)	35	5			
33 PERFECT WAY SCRITTI POLITTI (Warner Bros. 7-28849)	39	8			
34 GIRLS ARE MORE FUN RAY PARKER JR. (Arista AS1-9352)	37	5			
35 WRAP HER UP ELTON JOHN (Geffen 7-28873)	49	2			
36 THE NIGHT IS STILL YOUNG BILLY JOEL (Columbia 38-05657)	40	5			
37 LONELY OL' NIGHT JOHN COUGAR MELLENCAMP (Riva/PolyGram 880 984-7)	16	12			
38 WINNER'S CIRCLE SISTERS ARE DOIN' IT FOR THEMSELVES EURYTHMICS AND ARETHA FRANKLIN (RCA PB-14214)	46	3			
39 I MISS YOU KLYMAXX (Constellation/MCA 52606)	44	6			
40 DRESS YOU UP MADONNA (Sire 7-28919)	30	12			
41 RUNNING UP THAT HILL KATE BUSH (EMI America B-8285)	45	9			
42 SUNSET GRILL DON HENLEY (Geffen 7-28906)	20	10			
43 ST. ELMO'S FIRE (MAN IN MOTION) JOHN PARR (Atlantic 7-89541)	34	19			
44 FOUR IN THE MORNING (I CAN'T TAKE ANY MORE) NIGHT RANGER (MCA 52661)	24	11			
45 COMMUNICATION THE POWER STATION (Capitol B-5511)	32	9			
46 LIKE TO GET TO KNOW YOU WELL HOWARD JONES (Elektra 7-69598)	47	6			
47 WE DON'T NEED ANOTHER HERO (THUNDERDOME) TINA TURNER (Capitol B-5491)	41	18			
48 STAND BY ME MAURICE WHITE (Columbia 38-05571)	48	8			
CHARTBREAKER					
49 SMALL TOWN JOHN COUGAR MELLENCAMP (Riva/PolyGram 884 202-7)			DEBUT		
50 PARTY ALL THE TIME EDDIE MURPHY (Columbia 38-05609)	61	5			
51 AMERICA PRINCE AND THE REVOLUTION (Paisley Park/Warner Bros. 7-28999)	58	3			
52 AND SHE WAS TALKING HEADS (Sire 7-28917)	57	6			
53 OBJECT OF MY DESIRE STARPOINT (Elektra 7-69621)	60	6			
54 THE WAY YOU DO THE THINGS YOU DO/MY GIRL DARYL HALL/JOHN OATES (RCA PB-14178)	43	10			
55 TONIGHT SHE COMES THE CARS (Elektra 7-69589)			DEBUT		
56 BURNING HEART SURVIVOR (Scotti Brothers/CBS Z54 05663)			DEBUT		
57 DO IT FOR LOVE SHEENA EASTON (EMI America B-8295)	71	2			
58 WALK OF LIFE DIRE STRAITS (Warner Bros. 7-28878)			DEBUT		
59 I'LL BE GOOD RENE & ANGELA (Mercury 884 009-7)	64	5			
60 AFTER THE FIRE ROGER DALTRY (Atlantic 7-89491)	62	7			
61 YOU'RE A FRIEND OF MINE CLARENCE CLEMONS AND JACKSON BROWNE (Columbia 38-05660)	82	2			
62 EMERGENCY KOOL & THE GANG (De-Lite/PolyGram 884 199-7)	76	2			
63 TO LIVE AND DIE IN L.A. WANG CHUNG (Geffen 7-28891)	69	4			
64 HURTS TO BE IN LOVE GINO VANNELLI (CBS Associated Z54 05586)	70	5			
65 WEIRD SCIENCE QINGO BOINGO (MCA 52633)	51	10			
66 BORN IN EAST L.A. CHEECH & CHONG (MCA 52635)	54	7			
67 THE OAK TREE MORRIS DAY (Warner Bros. 7-28899)	73	4			
68 TEARS ARE FALLING KISS (Mercury 884 141-7)	75	3			
69 TONIGHT IT'S YOU CHEAP TRICK (Epic 34-05431)	52	14			
70 CRY GODLEY & CREME (Polydor 881 786-7)	50	15			
71 ALL OF ME FOR ALL OF YOU 9.9 (RCA PB-14082)	53	10			
72 TARZAN BOY BALTIMORA (Manhattan/Capitol B50018)	80	3			
73 CONGA MIAMI SOUND MACHINE (Epic 34-05457)	81	3			
74 DON'T LOSE MY NUMBER PHIL COLLINS (Atlantic 7-89536)	59	16			
75 QUE TE QUIERO KATRINA AND THE WAVES (Capitol B-5528)	77	3			
76 CHARM THE SNAKE CHRISTOPHER CROSS (Warner Bros. 7-28854)	85	2			
77 EVERYBODY DANCE TA MARA & THE SEEN (A&M AM-2768)	88	2			
78 TOO YOUNG JACK WAGNER (Qwest/Warner Bros 7-28931)	87	2			
79 HOLD ME LAURA BRANIGAN (Atlantic 7-89496)	79	3			
80 FREEDOM POINTER SISTERS (RCA PB-14224)			DEBUT		
81 SUN CITY ARTISTS UNITED AGAINST APARTHEID (Manhattan/Capitol B50017)			DEBUT		
82 HOME SWEET HOME MOTLEY CRUE (Elektra 7-69591)	89	2			
83 SHOCK THE MOTELS (Capitol B-5529)	90	2			
84 REMO'S THEME (WHAT IF) TOMMY SHAW (A&M AM-2773)	84	3			
85 FREEDOM WHAM! (Columbia 38-05409)	55	15			
86 C-I-T-Y JOHN CAFFERTY AND THE BEAVER BROWN BAND (Scotti Brothers/CBS Z54 05452)	56	13			
87 POWER OF LOVE HUEY LEWIS AND THE NEWS (Chrysalis VS4 42676)	63	19			
88 EVERY STEP OF THE WAY JOHN WAITE (EMI America B-8282)	65	13			
89 YOU WEAR IT WELL EL DeBARGE with DeBARGE (Gordy/Motown 1804GF)	66	10			
90 WELCOME TO PARADISE JOHN WAITE (EMI America B-8278)			DEBUT		
91 BLUE KISS JANE WIEDLIN (I.R.S./MCA 52674)	74	5			
92 KAYLEIGH MARILLION (Capitol B-5493)	78	4			
93 ALL FALL DOWN FIVE STAR (RCA PB-14108)	92	8			
94 EYE TO EYE GO WEST (Chrysalis VS4 42803)	83	4			
95 THE SCREAMS OF PASSION THE FAMILY (Paisley Park/Warner Bros. 7-28953)	86	6			
96 DARE ME POINTER SISTERS (RCA PB-14126)	67	17			
97 I GOT YOU BABE UB40 WITH CHRISSIE HYNDE (A&M/Virgin AM-2758)	68	14			
98 POP LIFE PRINCE AND THE REVOLUTION (Paisley Park/Warner Bros. 7-28998)	72	15			
99 FREEWAY OF LOVE ARETHA FRANKLIN (Arista AS1-9354)	91	20			
100 INVINCIBLE (THEME FROM THE LEGEND OF BILLIE JEAN) PAT BENATAR (Chrysalis VS4 42877)	93	18			

ALPHABETICAL LISTING ON INSIDE BACK COVER

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ARTIST DEVELOPMENT IN PROGRESS, FROM COLUMBIA RECORDS.

Produced by Rick Chertoff for Uncle Webb Productions.

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SUN REUNION ROCKS — Four of rock 'n' roll's true pioneers — Johnny Cash, Jerry Lee Lewis, Roy Orbison and Carl Perkins — recently completed recording a new album at the studio in Memphis where each got their initial start in music. Produced by Chips Moman, "The Homecoming Sessions" — as they've been dubbed by the artists — have yielded a number of new songs by each artist, as well as a cover tune or two. The tracks were recorded both at Sun Studio and at American Studio in Memphis, whose larger size was needed to accommodate the special guests on the final song recorded, John Fogerty's "Big Train From Memphis." Pictured during the sessions (l-r) are: Carl Perkins, Jerry Lee Lewis, Roy Orbison and Johnny Cash.

USA For Africa Turns To U.S. Hungry With 'Hands Across America'

By Lee Jeske
NEW YORK — If "Hands Across America," the latest charity project of USA For Africa, is successful, next May some six to ten million Americans, who will have paid from \$10-35 for the privilege, will stand in an unbroken human chain from New York City to Los Angeles and sing "We Are The World" and "America, The Beautiful."
It'll be the "world's largest participatory event ever, for any reason," said Brian G. Dyson, president of Coca-Cola USA — a sponsor of the event — at a N.Y. press conference last week, and nobody disagreed.

"Hands Across America" will take place Sun., May 25, 1986 at 3 p.m. (EDT). Those interested in standing in the line, which should take 1,300 people per mile for the entire 4,000 mile route, will pay \$10, \$25, or \$35 (the varying prices are due to premiums — radios, tee-shirts, sun visors — available) to USA For Africa, which will then distribute the money to aid the hungry and homeless in the United States. The event, it is estimated, will cost \$18.8 million to organize — which should be covered by sponsors — and is expected to take in between \$50- and \$100 million. A toll-free number, 1-800-USA-9000, is currently open to accept donations.
"It's a super-mega event," said Ken Kragen, USA for Africa president, at the press conference to announce the event.



EVEN STEPHENS — ASCAP president Hal David (c) presenting special ASCAP medallions to Stephen Albert (l) and Stephen Sondheim (r) in honor of the Pulitzer Prizes they won this year. Albert was awarded the 1985 Pulitzer Prize in drama for his musical *Sunday In The Park With George*.

Dr. J. Larry Brown, of the Harvard School of Public Health, pointed out that some 20 million Americans go hungry sometime each month. "We have a problem of epidemic proportions," he said, one that is "excessive and growing, not diminishing."
Marty Rogol, USA for Africa's executive director, said that \$100 million could feed every hungry American for three days. However, he said, "we're going to spend it right, we're not going to spend it unnecessarily fast."

(continued on page 45)

Behind The Bullets — Stand By Your Band! Labels See Fruits Of Patience

By Stephen Padgett
More often than not, if an act fails to deliver a hit on their first or second try, a label gets very cold feet. The support for that artist dries up. Options are not renewed. "Throwing good money after bad," or so goes the conventional wisdom.
Three labels are experiencing the fruits of their patience. When convention might have dictated otherwise, A&M, Capitol and Elektra have stood by five of their artists. OMD, Squeeze, Kate Bush, Marillion and The Cure are all scoring the biggest U.S. hits of their careers. Long after others might have cut their losses and dropped these acts, their labels hung on.
In every case, critical or even international success did not translate into winning U.S. sales. Until now. Kate Bush, whose "Hounds Of Love" LP is at 36 bullet, is best among them. But none are below 70 bullet, where "The Head On The Door" by The Cure jumps from 83 this week.

Kate Bush
"The Hounds Of Love" turns in another great week at retail. Top Five reports for the EMI America LP are in from Tower Records, Campbell; Camel Records, Huntington Beach, CA and The Harvard Coop, Boston. The record is Top Ten at Tower Records, Los Angeles, San Francisco and San Diego and Kemp Mill in Washington, D.C. Top 20 reports came in

The Black Music Association Puts The Heat On Congress

By David Adelson And Darryl Lindsey

LOS ANGELES — Following the drafting of a stern anti-ratings resolution at the recent Black Music Association (BMA) meeting in Philadelphia, the organization has announced it expects the first members of the House Of Representatives to officially come out in opposition to the Parents Music Resource Center (PMRC).

To date, no member of the House or Senate has taken an official stand against record ratings. The BMA resolution, passed unanimously at the recent meeting, is in effect forcing members of the house who look to the BMA for support, to take a public stand on the issue.

According to the resolution, which was sent to every member of the Black Congressional Caucus, "Be it resolved that the officers of the Black Music Association urge its membership to withdraw all its support of those legislators who have shown apathy by their silence on this very significant issue until further notice."

The resolution also notes that the BMA

is often, "solicited with regularity by legislators for sponsorship, to produce funds and gratuitous performances."

According to a spokesperson for the BMA, "a non-commitment by legislators on this issue is not good enough. We're looking for total support from the legislators that look to us for support."

Though there was no official confirmation, the BMA expects Representative William Gray (D-Pennsylvania) to be the first member of Congress to officially come out against record ratings. Gray has solicited extensive BMA support in the past and represents the Philadelphia district where the organization is headquartered.

This action marks the first time a music industry group has been able to apply pressure on members of the House on the ratings issue. Los Angeles Mayor Tom Bradley has thus far been the highest elected official to take a stand against record ratings.

A letter from Gold Mountain Records president Danny Goldberg was sent with the resolution to House members.

Fox Named Cash Box Director Of Media Communications

LOS ANGELES — George Albert, president and publisher of *Cash Box* Publications, has announced the appointment of Jimi Fox to director of media communications. He will be based in the Los Angeles office.

Fox is a broadcast industry veteran. He has created and executed winning formats for such stations as TEN-Q, B-100, KCBQ, NOVENTA-FM90, KUPD and KRIZ. Besides being a published author, Fox produced the award winning "Ultimate Radio Bootleg" record series. He has been nominated in the CLIO competition for station jingles and is the recipient of



Jimi Fox

over 50 gold and platinum record awards. He was most recently director of broadcast instruction for Los Angeles Broadcasters.

According to Fox, "George Albert and I have had a long, outstanding friendship and I look forward to once again working with him and the entire *Cash Box* staff. It's a thrill to have the opportunity to contribute to the continued expansion and growth of the magazine."

George Albert commented, "Jimi's experience and knowledge are well documented by his many successes in the industry. In every endeavor, regardless of what area of the industry, he has succeeded tremendously. I know he will be an enormous asset to our constantly expanding radio, video and news coverage."

from Licorice Pizza, Los Angeles; Tower Records, Sacramento; J&R, New York and Musical Sales, Baltimore. Turtles, Atlanta; Richman Brothers, Philadelphia; Seaport One-Stop, Portland; Homer's, Omaha and Great American Music/Wax Museum, Minneapolis all report the album Top 30 or better. The first single from "The Hounds Of Love" is "Running Up That Hill," which posts its ninth week on the chart at 41 bullet.

OMD & Squeeze
Two A&M acts are staging strong chart climbs. "Crush" by OMD, in its 16th week on the chart, jumps five from 47 to 42 bullet. Close on its heels is "Cosi Fan Tutti Frutti," the first album by the reformed Squeeze. Chris Difford and Glen Tillbrook, the main songsmiths for Squeeze, had released a duet album last year. The new Squeeze takes its new album to 43 bullet this week.

Marillion & The Cure
Fans of the old Genesis sound find Marillion irresistible. Their third Capitol LP, "Misplaced Childhood," takes an 11 point leap this week from 72 to 61 bullet. The fifth LP (excluding a couple of EPs) from The Cure is called "The Head On The Door." It is their debut release for Elektra, who is making a considerable commitment to this heretofore cult band. The album jumps from 83 to 70 bullet this week.



THAT'S WHY THEY'RE THERE — James Taylor (l) was greeted by CBS Records group president Walter Yetnikoff (r) following one of Taylor's sold-out concerts at Radio City Music Hall recently.



THOMAS TAKES FLIGHT — Celebrating Philip Michael-Thomas' signing to the new Spaceship/Atlantic label, the artist and fellow industry members gathered recently for a gala party in Miami. Pictured (l-r) at the festivities are Atlantic executive vice president/general manager Dave Glew, Atlantic executive vice president/general manager of black music operations Hank Caldwell; Thomas; attorney Allen Jacobi; and Atlantic vice president Tunc Erim.

BUSINESS NOTES

Barry Manilow Pacts With RCA

NEW YORK — Barry Manilow will release his first new pop album in three years. "Manilow," this month as part of an exclusive, long-term worldwide recording agreement with RCA Records, it was announced last week by Jose E. Menendez, executive vice president, operations for RCA/Ariola International, and Garry Kief, president of Stiletto. The multi-platinum artist's new studio album will be preceded by the single "In Search of Love" in mid-October, marking Manilow's first pop single for retail since 1983. Collaborating on the album with Manilow are highly regarded producers George Duke, Bob Gaudio and Howie Rice.

RCA has also unveiled plans for Manilow to record greatest hits albums sung in Portuguese and Spanish in a marketing effort directed at further expanding the singer's global success in these foreign territories.

Manilow commented, "There is a high level of enthusiasm at RCA about my music and the new album and I've no doubt that our relationship will be a highly creative one. This is a very exciting time in modern music and I know that together with RCA we will begin to hit some new strides."

In announcing the agreement, Jose E. Menendez said, "Barry Manilow has achieved an immense international success with worldwide record sales of more than 50 million. We are excited to be working with Barry and his management team to add another dimension to this success story. We are planning an aggressive worldwide effort and we are proud that he will be recording for RCA."

RCA Reports Higher Third Quarter Sales And Earnings

NEW YORK — RCA Corporation had higher sales and earnings for third quarter and first nine months of 1985. Earnings for the three months ended September 30, 1985 rose 20 per cent to \$93.9 million, equal to \$1.10 per common share, as compared to \$78.0 million, or 74 cents per share for the same period last year. Sales increased to \$2.2 billion from \$2.1 billion a year ago.

Third quarter results include a gain of \$92.6 million, after taxes, from the sale of The Hertz Corporation. Also included is a provision of \$140 million, or \$81 million after taxes (equal to 94 cents per share), to restructure certain of RCA's electronics and communications businesses.

Net income for the first nine months of 1985 rose 15 per cent to \$274.7 million, or \$3.03 per share, from \$238.2 million, or \$2.27 per share in the same 1984 period. Sales reached \$6.4 billion, as compared to \$6.2 billion a year earlier.

In the Entertainment segment, NBC set new third quarter sales and earnings records. Records and Video had higher revenues, mainly reflecting the merger with Ariola Records. However, earnings were lower because of "softness in record club operations." This was somewhat offset by higher earnings from RCA's joint venture with Columbia Pictures to distribute home video cassettes.

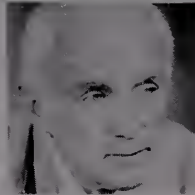
T-I-C-K-E-R-T-A-P-E

NEW YORK — The Music and Performing Arts Unit of B'nai B'rith will host "An Evening with Robert Summer" at its monthly meeting, Nov. 4, at N.Y.'s Sutton Place Synagogue; the president and chief executive officer of RCA/Ariola Int'l will discuss "The Future is Now — The Future is Tomorrow" . . . The second annual N.Y. International Music and Sound Expo, which will feature the participation of more than 150 manufacturers and suppliers of instrumental and electronic equipment, will take place Nov. 29-Dec. 1 at the N.Y. Coliseum; (212) 581-0170 gets details . . . "A Tribute to Aaron Copeland" will take place at the Felt Forum on the eve of that composer's 85th birthday, Nov. 13; it's the last presentation for the year in the "NatWest Arts in the Garden" series . . . The Red Hot Chili Peppers have signed an exclusive agreement with the Willard Alexander Booking Agency . . . Ken Kragen, president of USA for Africa, received the U.N. Peace Medal in a ceremony at the D.C. headquarters of the World Bank, Oct. 23 . . . Songwriters Expo '85 will bring together those who write the songs, Nov. 16-17 at Pasadena City College; info can be had by calling (213) 939-EXPO . . . John Denver was awarded the President World Without Hunger Award, for his charitable work . . . *Goodtime Kings: Emerging African Pop* by Billy Bergman sorts out the juju and the highlife (Quill, \$7.95).

EXECUTIVES ON THE MOVE



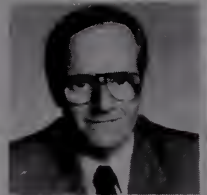
Harbough



Teifer



Banyai



Becker

Harbough Named — Lorie Harbough has been named as talent acquisition consultant at MCA Music. She comes to the company from CBS Songs, west coast, where she served for two years as creative manager. Prior to that, she worked at United Artists Music as administrator for the creative department for four years.

Teifer Appointed — Veteran country music publishing executive Jerry Teifer has joined Acuff-Rose/Opryland Music as assistant general manager. Teifer was formerly vice president and general manager of ATV Music Inc., a position he had held since 1976.

Banyai Appointed — Frank F. Banyai has been appointed to the newly created position of vice president of administration and international operations for Jobete Music Company, Inc. it was announced by Lester Sill, president of the publishing company. Prior to the appointment, Banyai was a consultant to Warner Bros. Inc., and formerly served as vice president international for United Artist Music.

Becker Promoted — George N. Becker has been appointed director, financial analysis and budgets, CBS Records. He will be responsible for overseeing all financial planning and budgeting functions for the division, including the development of the operating and capital budgets full year forecasts; financial analysis of marketing and pricing strategies, artist contracts, product lines and sales forecasts. He has been director, marketing finance and administration, for the division since 1978.

Borchetta Joins — Scott Borchetta has joined the staff of the MTM Music Group as associate national promotion director. Borchetta comes to MTM from Mike Borchetta Promotions, where he was also involved in national promotion. Prior to that, the L.A. native was promotion coordinator with Jammer Records.

Wolfe Promoted — Noel C. Bloom, chairman of the board of the NCB Entertainment Group, has announced the promotion of Sharon Wolfe to the position of senior vice president of the entertainment conglomerate. In her new capacity, Wolfe will be responsible for the organizational development and administrative functions of the NCB organization, as well as the group's real estate ventures.

Berchin Named — Sondra Berchin has been appointed vice president of business affairs for the MCA Home Entertainment Group; it was jointly announced by Gene Giaquinto, president of MCA Home Video, Inc., and Charles F. Engel, president of MCA Pay TV Programming, Inc. Berchin will be responsible for all negotiations and other legal aspects concerning the acquisition of product and talent for the Group. A graduate of UCLA Law School, Berchin was a partner at the Beverly Hills law firm of Rosenfeld, Meyer and Susman before coming to MCA. Prior to that, she worked as a law clerk for U.S. Supreme Court Justice Thurgood Marshall.

Ravich Appointed — AKG, Akustische u. Kino-Gerate, Vienna, Austria, has announced the appointment of S. Richard Ravich to the post of vice president and general manager of AKG Acoustics, Inc., located in Stamford, Connecticut. Prior to this promotion, Ravich served as vice president of marketing. Previously, AKG was a division of North American Philips Corporation, New York, through which AKG-manufactured products were distributed. As of January 1, 1985, AKG began independent operations and maintains its own distribution network in the U.S.

Washburn Appointed — Philip Nicholas, president of NMI, has announced the appointment of Kent Washburn to the position of corporate vice president. "In addition to serving in that capacity," stated Nicholas, "Ken will continue to function as the chief administrative officer for Command Records and will oversee operation of our publishing division, Highest Praise Publishing."

Fisher Opens Office — Doris Fisher Music Corp. just opened a branch office in Los Angeles and has acquired the administrative rights to the Allan Roberts catalog most of which were co-written with her.

Rothfeld Joins — David Rothfeld has rejoined Vanguard Records as vice president in charge of operations. Rothfeld worked in a similar capacity at the label from 1982-84. Prior to that, he spent 23 years as vice president of Home Entertainment at Korvettes. At the same time, he also did a weekly musical commentary program on New York's classical outlet WQXR-AM/FM. Rothfeld served as the first chairman of the board of the T.J. Martell Foundation; in addition, he was the first recipient of the UJA's Music Industry Man of the Year award.

Weinman, Dolly Promoted — Benjamin S. Weinman has been appointed assistant controller for PolyGram, Inc. He is promoted from manager, financial accounting systems development, a position he held since joining PolyGram in March of this year. In his new position, Weinman will be responsible for the payroll, accounts payable and accounts receivable functions. Dorothy Dolly has been promoted to the position of manager of payroll. She was previously assistant supervisor of payroll, Dolly has been with PolyGram six years.

Jayson Appointed — Eric Hauenstein, president of TransCOM Communications, Inc., operating general partner of TransColumbia Communications, Ltd., has announced the appointment of Charles Jayson Brentlinger to the position of director of engineering. Brentlinger will direct the technical operations and staff of the company's radio stations, and supervise proposed construction at the company's facilities. Brentlinger is the first person to be named to this new position. He is also vice president of Klein Engineering Broadcast Consultants.

Brady Promoted — Joseph Brady has been promoted to the position of vice president at Vestron Video. Brady takes the title in addition to that of controller of Vestron Video. Mr. Brady joined Vestron Video in 1984 as assistant controller and was promoted to controller in early 1985. He came to Vestron from Peabody International Corporation where he most recently worked as the manager of corporate accounting. Previously, Brady was the audit supervisor of Coopers and Lybrand.

GOD BLESS THE USA

**MCA MUSIC SALUTES
LEE GREENWOOD
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THE COUNTRY MUSIC ASSOCIATION'S
SONG OF THE YEAR,
"GOD BLESS THE U.S.A."**



MCA MUSIC

"God Bless the U.S.A." on MCA Records, Produced by Jerry Crutchfield.



MCA MUSIC

MCA Records 52386



CMJ Music Marathon

&

The 1985 New Music Awards



Hosted By Cheech & Chong

Special Live Performance By R.E.M. & Special Guests The Del Fuegos

November 9th, The Beacon Theatre, New York City

National Television Broadcast

Complimentary Tickets Available Exclusively To Music Marathon Registrants

Listen To The Stars Come Out

CMJ MUSIC MARATHON SCHEDULE OF EVENTS

THURSDAY NOVEMBER 7

COLLEGE RADIO: Present & Future

8:00 AM - 6:00 PM

- REGISTRATION

10:00 AM

- DIVERSIFYING YOUR SOUND WITH NON-MUSIC PROGRAMMING

11:00 AM

- MAKING MONEY FOR YOUR STATION

12:00 PM

- HOW TO GET AND KEEP LISTENERS

1:00 PM

- INTERNAL OPERATIONS

2:00 PM

- PROGRESSIVE MUSIC PROGRAMMING

3:00 PM

- EXHIBIT AREA SET-UP

3:30 PM

- EVERYTHING YOU ALWAYS WANTED TO KNOW ABOUT RECORD COMPANY RELATIONS (BUT WERE AFRAID TO ASK)

9:00 PM

- CMJ SHOWCASE AT THE RITZ
The Damned
The Blow Monkeys

FRIDAY NOVEMBER 8

CMJ MUSIC MARATHON

8:00 AM

- REGISTRATION
- EXHIBIT AREA OPENS

10:30 AM

- KEYNOTE ADDRESS: LAURIE ANDERSON
- KEYNOTE ADDRESS: BOB GUCCIONE, JR.

12:00 PM

- DEBATE: MOGULS vs MAVERICKS
- RHYTHM RADIO PROGRAMMING:
Maximizing The Potential
Moderator: Jeff Foss, WRHU-FM

1:30 PM

- PROGRESSIVE ROCK RADIO:
Does Anybody Care Anymore?
- MEET THE PRESS—
The Role Of Rock Journalism
In Artist Development
Moderator: Cary Baker, I.R.S. Records

3:00 PM

- TIP SHEETS AND TRADE MAGAZINES:
Who's Tipping Who?
- ALTERNATIVE NETWORKING
Moderator: Lenny Kaye, musician, journalist, musicologist

4:30 PM

- COLLEGE RADIO:
Who's Really Listening?
Moderator: David Scharff, Alco Records

- URBAN RADIO:
Maturation Or Is It In A Rut?
Moderator: "Mr. Bill" Stephney, CMJ

9:00 PM

- Special Music Marathon
Showcases at over 15 clubs
around New York City (see Club Pass Update)

SATURDAY NOVEMBER 9

CMJ MUSIC MARATHON

8:00 AM

- REGISTRATION
- EXHIBIT AREA OPENS

9:00 AM

- THE STRUGGLING MUSICIAN:
How To Make It On Less Than
\$10,000 A Day
- NON-ROCK MUSIC:
Jazz, Folk And More

10:30 AM

- MUSIC VIDEOS:
Eyes Without A Face
- INDEPENDENT RECORD LABELS:
A Question of Survival
Moderator: Kim Freeman, Billboard

12:00 PM

- SUCCESSFULLY MARKETING A NEW ARTIST
Moderator: Scott Byron, CMJ
- REGGAE MUSIC:
The Harder It Comes
Moderator: Amy Wachtel, Night Nurse, CMJ

1:30 PM

- MAJOR RECORD LABELS:
Ivory Towers Too High
Above The Street
Moderator: Robyn Kravitz, One Way, Inc.
- NEW MUSIC RADIO:
Narrowcasting Or "Apartheid" On The Airwaves?

3:00 PM

- WE THE PEOPLE—MUSIC AND
RADIO'S ROLE IN SOCIETY
Moderator: Mike Harrison, Goodphone Communications
- METAL'S EDGE

4:30 PM

- THE ARTIST ENCOUNTER AND
FREE-FOR-ALL

8:00 PM

- THE 1985 NEW MUSIC AWARDS
Hosted by Cheech & Chong
Live Performance by R.E.M.
& Special Guests the Del Fuegos



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Card Number _____

American Express Signature _____

CBS Sells Terre Haute Interest; Eyes Own CD Facility

By Peter Holden

LOS ANGELES — CBS Inc. has sold its half interest in the Digital Audio Disc Corp. (DADC) which runs the only Compact Disc manufacturing plant in Terre Haute, Ind. to the Sony Corporation of America. The two companies had initiated and owned the Terre Haute plant through the joint CBS/Sony Group and the move gives full control to Sony.

An agreement has been made with CBS which gives the record company "top priority" over the next two years for all of Terre Haute's product with an option for extension, but a spokesman for CBS commented to *Cash Box*, "We are now considering an approach to insure the production of the company's discs for future projects, and one of the possibilities is that we will build our own plant." Speculation has been that CBS is considering expanding its Carrollton, Ga. pressing plant and cassette facility but no confirmation of that has been made as of yet.

DADC will soon be taking orders for outside custom pressing though Sony's Fred Wallstrom told *Cash Box*, "the number of back orders is still so great that it will be a few months before we will be able to actively deliver on outside orders."

The Terre Haute plant is currently producing 1,000,000 CD's monthly with a goal of 25,000,000 annually by the end of the next year.

While CBS remarked that "we will continue to have available to us the majority of the compact discs that are produced in the factory — a sizable portion of the total output," Wallstrom stressed that "at this time CBS is now a customer of Sony just like anybody else." While under terms of the original agreement, CBS was in charge of all CD orders at the plant, Sony is now in the process of setting up its own sales staff.

Speculation that CBS was interested in selling its half in DADC-worth an estimated \$10,000,000 — due to a takeover bid from Ted Turner was fervently denied by the CBS spokesman who commented, "there is no accuracy to that at all," and added "this just gives us the opportunity to establish our own manufacturing facility."

The stock sale which occurred last week is simply a shift in ownership and in no way affects the plant itself. Vice president and general manager Jim Frische will continue running the Terre Haute facility and will report to Sony head Michael P. Schulhof.

First 8mm Titles Released By Sony

By Gregory Dobrin

LOS ANGELES — Sony Video Software Co., makers of such home video music programming as the trademarked "Video 45" series, has entered into the 8mm video format with the release of 15 titles. Calling the new line "Video 8," Sony is the first major home video manufacturer to offer what is widely considered the homevideo format of the future.

According to Andy Schofer, director of marketing at Sony Video Software's New York headquarters, Sony will make an aggressive move into the 8mm market over the next five years, with a total of 30 titles scheduled for release before the end of 1985. "8mm is definitely going to be the strong, tape-based format in five years," Schofer told *Cash Box*.

Backing up that claim, Sony Video Software has already signed agreements with seven national video distributors to handle the new product line. Those national distributors include Capitol Records, Artec, Sound Video, ZBS, Source Video, Star Video and Video Products Distributing.

Of the 15 titles slated for release by the end of the month, 10 of them are music, including David Bowie's *Jazzin' For Blue Jean*; Devo's *We're All Devo*; Duran

Duran, *Dancing On The Valentine*; Sheena Easton; Lionel Hampton, *Live Hamp*; and Tina Turner's *Private Dancer*, *The Video 45*, and *Tina Turner Live*, *The Private Dancer Tour*. The five remaining titles are family and children's programming.

The only other company to have announced plans to release 8mm product to the home video market besides Sony is reported to be International Video Entertainment, a Woodland Hills, CA-based manufacturer. Industry sources speculate, however, that widespread adoption of the format by major suppliers is likely within the near future.

8mm is generally considered more desirable than VHS or Beta because of its small size — roughly that of an audio cassette. "Miniaturization is the way the whole electronics industry goes," said Schofer. "The compactness of the cassette makes it feasible to pop it into one of the new miniature camcorders, allowing you to take pictures with a pocketbook size camera."

According to Schofer, Sony feels that 8mm will replace VHS and Beta in the marketplace. "Longterm, it will definitely replace them," he said.



MULLING IT OVER — A special barbeque was held at Universal Studios' Colonial Circle on Columbus Day to celebrate the home video release and book publication of Martin Mull Presents *The History of White People in America*, a mock-documentary about middle-American stereotypes. Pictured at the event (l-r) are: Cast Member Fred Willard; Jane Ayer, director of public relations for MCA Home Video; Charles Engel, president of MCA Pay TV Programming and Universal Pay TV Programming; Mull; Allen Rucker co-writer and producer of the show; and Jerry Sharell, senior vice president of MCA Home Video.

Duran Duran/Culture Club To Team For 'Super Concert One'

By Lee Jeske

NEW YORK — Duran Duran, Culture Club, and a still-to-be-named act will perform in "Super Concert One," the initial offering from Trans World Concerts, which intends to air two to three concerts a year over pay-per-view cable and closed circuit television. The concert, which will originate from Anaheim Stadium on Dec. 27, will air in 3,000-seat venues around the U.S., at a price of \$10-12 per ticket, to a potential three million pay-per-view homes, at a price of \$12-15 per connection, and, either live or tape-delayed, to dozens of foreign commercial and government-owned television networks. Brad Borison and David Bergere, partners in Trans World, estimate a potential viewing audience of 250 million, including the 50,000 expected at Anaheim Stadium.

Pay-per-view and closed circuit transmission of rock concerts has been done before, by the Who and the Rolling Stones, but has never succeeded financially. Borison and Berger feel the more youth-oriented nature of Duran Duran and Culture Club will ensure the success of the venture. At a press conference at New York's Palladium last week — attended by four members of Duran Duran (guitarist Andy Taylor was missing) and Culture Club — Borison and Berger, who have never produced a rock concert before, stressed that this was not a charity event.

"We're not out here to compete with Live Aid," said Berger, "we're out there to do a show with new technology and make a buck at it."

"We do this for a living," said Duran's Simon Le Bon in response to an enquiry about the profit motive.

"Super Concert One" will be transmitted by PROSTAR Satellite Systems, which has done numerous boxing cards via closed circuit. Frank Russo of Concerts East will be the U.S. site promoter, Tom Hulett of Concerts West will act as Trans World's U.S. consultant, and Danny O'Donovan will produce the live television show. Ticket plans are expected to be announced shortly, as is the name of the third band to participate in the "three-hour" concert.

"We are in contact with every major band in the world today," said Borison about Trans World's plans for this and future events.

The concert will feature one set from each band, and will close with a jam

session between all participants and hoped-for guests. Boy George said that Culture Club's set would include material from their next LP, due in January, and Le Bon said that Duran Duran would be performing older material in addition to numbers recorded by Power Station and Arcadia. Asked whether this was the wave of concert-going in the future, Duran's John Taylor said, "I don't think this will ever be a replacement for live music and live tours." Duran Duran also announced that they'd be going into the studios next May — after a long hiatus — and may take to the road before the end of '86. Culture Club won't be touring before next summer, so "Super Concert One" will have the extra cachet of having two non-touring bands performing live, something that Borison says is necessary "so the viewership is there."

There will, of course, be "Supert Concert One" merchandise for sale — at the venues and through retail outlets.

"We're shooting for the sky," said Berger, in response to a question about profits, not satellite feeds.

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WHAT'S LOVE GOT TO DO WITH THE LIMELIGHT? — Tina Turner is seen celebrating her recent MTV Award for Best Female Performance at the new Chicago Limelight with Peter Gati, owner of the nightclubs in New York, Chicago and London — which is set to open mid-December — and John Parr (l).

ALBUM RELEASES

AFTERBURNER — ZZ Top — Warner Bros. 1-25342 — Producer: Bill Ham — List: 8.98 — Bar Coded

ZZ Top's sound has gone through many changes since its first big smash "Tush," but the essential components are the same: Billy Gibbons' slushy and soulful guitar leads, a wry sense of humor in songwriting, and a straight ahead boogie pulse. Though drummer Frank Beard has, in the last two albums, been reduced to something of a drum machine, he still breaks loose on some tracks here, and on the whole, "Afterburner" takes up where "Eliminator" left off with a lot of heat to spare.



WORKIN' IT BACK — Teddy Pendergrass — Asylum 60447-1 — Producer: Teddy Pendergrass — List: 8.98 — Bar Coded

Teddy Pendergrass' second LP since his debilitating accident proves that the man is still fully in control vocally. The first single "Never Felt Like Dancin'" is a sultry club track while "Workin' It Back" is filled with classic Pendergrass ballads as well. Sure to be a big retail mover and to have extensive album play on black radio, "Workin' it Back" is a sure hit.



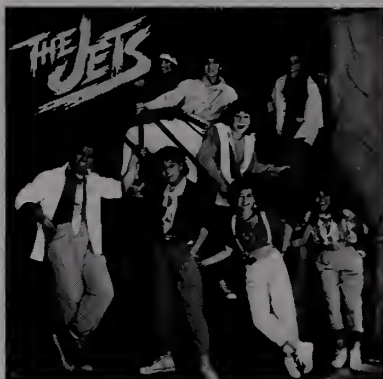
POWER WINDOWS — Rush — PolyGram 826 098-1 — Producer: Peter Collins — Rush — List: 8.98 — Bar Coded

Rush is another of the few bands which ascended during and lived through the music revolution of the late seventies and has come out as tight and inspired as ever. "Power Windows" retains the sound which this Canadian progressive metal group forged over its lengthy career, with Geddy Lee's howling vocals leading the way and Neil Peart's drumming crashing in on the music constantly. Stronger attention to the "single" form is apparent, and with "Big Money" leading the way, the band's idealistic songwriting may continue to find a wider audience.



THE JETS — MCA 5667 — Producer: various — List: 8.98 — Bar Coded

Made up of eight kids from the Polynesian island Tonga who have now relocated to Minneapolis, the Jets get some help from people like Jerry Knight, Aaron Zigman, and David Rivkin and come up with another in a long line of fresh B/C product from MCA. While the first single "Curiosity" is still taking off, the debut is chocked full of possible club and urban radio singles with crossover potential.



GETTIN' AWAY WITH MURDER — Patti Austin — Qwest 1-25276 — Producer: Jimmy Jam-Terry Lewis-Monte Moir-Tommy Lipuma-Russ Titelman — List: 8.98 — Bar Coded

This Quincy Jones protégé is now in full bloom, and "Gettin' Away With Murder" is a vocal tour de force. From the pop "Talkin' About My Baby" which features an all-star cast (as do most of the nine cuts here) the crossover title track and the sweetly engaging "The Heat Of The Night," Austin is powerful, gentle and soaring, and surely set to be one of the top vocalists in the business.

STAGES — Triumph — MCA 2-8020 — Producer: Triumph — List: 10.98 — Bar Coded

Highlights from Triumph's last three major tours with capture the Canadian power trio's molten pop with live intensity. Also includes two new studio cuts.

TWITCH — Aldo Nova — Portrait 40001 — Producer: Aldo Nova — List: 8.98 — Bar Coded

With the single "Tonight (Lift Me Up)" gaining substantial rock radio airplay veteran guitarist Aldo Nova seems to again break into the commercial big leagues. Inviting rock songwriting and some nice playing highlights of this disc.

45 reviews

THIS IS BIG AUDIO DYNAMITE — Big Audio Dynamite — Columbia BFC 40220 — Producer: Mick Jones — No List — Bar Coded

The first post-crash Clash members to emerge with new music are Topper Headon and Mick Jones. Jones debuts here with his new band, Big Audio Dynamite. The music is adventurous and ambitious. It combines elements of Clash-like politico-rock and African dub.

VIRGINS AND PHILISTINES — The Colourfield — Chrysalis 41480 — Producer: Hugh Jones — List: 8.98 — Bar Coded

Nicely varied in texture and attack, "Virgins And Philistines" is marked by Terry Hall's vocals and songwriting, but the album works from the '60s pop of "Can't Get Enough Of You Baby" to the acoustic modernity of "The Colourfield" and the sympathetic cover of the Roches' "Hammond Song." A strong new music entry.

THAT'S WHY I'M HERE — James Taylor — Columbia 40052 — Producer: James Taylor-Frank Filipetti — List: no list — Bar Coded

James Taylor's music has evolved into the timeless. Still mellow, still beautifully melodic and ingeniously lyrical, Taylor has refined his music to artful songwriting, and from the engaging title track to the first single "Everyday," Taylor makes a good-natured references to his own successes and failures, always with a pleasing familiarity.

ROCKY IV — Original Motion Picture Soundtrack — Various Artists — Scotti Bros. SZ 40203 — Producers: Various — List: 8.98 — Bar Coded

Rocky Balboa is back, and he's brought a knockout collection of driving, intense cuts with him. Included on this latest "poptrack" are songs from James Brown and Survivor, whose "Burning Heart" is the album's first single. The group's song from *Rocky III*, "Eye Of The Tiger," is also featured, an added bonus on this powerhouse soundtrack.

DEL AMITRI — Chrysalis 41499 — Producer: Hugh Jones — List: 8.98 — Bar Coded

American debut from this U.K. band which forges a folk-rock amalgam much like that of Aztec Camera. Heady lyrics with a strong poetic flair and resonant acoustic instrumentation make this disc a new music favorite.

GOLDEN EMPIRE — Ike & Tina Turner — Striped Horse C-2001 — Producer: Ike Turner

Much of the material on this album was previously unreleased, and probably should have remained that way. Die hard fans will treasure the rough production sounds here however, featuring Ike and Tina at their grass roots R&B best.

THE LIVES OF LHASA — Various Artists — Lhasa 001 — Producer: David Yuratch — List: no list

From the cabaret-rock of the Fibonaccis to the soul-bursting spoken word reading of Henry Rollins, "The Lives Of Lhasa" is just that: many of the artists who frequent L.A.'s Lhasa Club in their finest hour. A nice eclectic sampler.

FALL FOR THE SKY — Bel-Fores — Drop 003 — Producer: Jim Hill — List: 6.98

Sure, the Edge's guitar style is heard throughout the Bel-Fores' debut, but the soul and heart of Cynthia Isabella's vocals and the consistent material make this five-song EP one to look for.

SURPRIZE! — Ralph MacDonald — Polydor 827 078-1 — Producers: Ralph MacDonald-William Salter-William Eaton — List: 8.98 — Bar Coded

ROAR — Tabu 40093 — Producers: Raul Rekow-Chester Thompson-Alex Ligertwood-Orestes Vilato-Armando Peraza-Rafael Cornejo — List: 8.98 — Bar Coded

SMILE — Jeff Tyzik — Polydor 827 272-1 — Producer: Jeff Tyzik — List: 8.98 — Bar Coded

SONGS YOU KNOW BY HEART — JIMMY BUFFETT'S GREATEST HIT(S) — Jimmy Buffett — MCA 5633 — Producers: Norbert Putnam-Don Gant-List: 8.98 — Bar Coded

FIRST CHUD — Bill Spooner — Ralph 8550 — Producer: Bill Spooner — List: no list

THE NEW ZAPP IV U — Zapp-Warner Bros. 25327-1 — Producer: Roger Troutman — List: 8.98 — Bar Coded

CHA CHA WITH MR. FLOURIDE — Alternative Tentacles 36 — Producer: Klaus Flouride — List: no list

CITY OF REFUGE — Panlolo — Resistance 01868 — Producer: Phillip Drucker — List: 8.98

WARNING OF DANCER — Omen — Enigma/Metal Blade 72068-1 — Producer: Brian Slagel-Omen — List: 8.98 — Bar Coded

PACIFIC METAL PROJECT — Various Artists — Restless 72075-1 — Producer: Various — List: 8.98 — Bar Coded

TROUBLE IN THE STREETS — Black Sheep — Enigma 72071-1 — Producer: Willie Basse — List: 8.98 — Bar Coded

SINGLE RELEASES

STING (A&M 2787)

Love Is The Seventh Wave (3:45) (Reggatta Music-Illegal Songs/BMI) (Sting) (Producer: Sting-Pete Smith)

The lilting rhythmic push and tropical melodic line of "Love Is The Seventh Wave" recalls Police-like efforts, but Branford Marsalis' soprano sax coloring and the overall blending of instruments make this another appealing Sting solo success. Jazz accents and changes make the single, but Sting's skill at catchy chorus hooks retains the song's commercial touch.



DIRE STRAITS (Warner Brothers 7-28878)

Walk Of Life (4:07) (Chariscourt adm. by Almo/ASCAP) (M. Knopfler) (Producer: M. Knopfler-N. Dorfsman)

This single was in fact the first release from the enormously successful "Brothers In Arms" LP. "Money For Nothing," and its obvious MTV appeal, changed the course of the album and became Dire Straits' first #1 hit single in this country. Now they re-release this single which should keep the fire burning. A light sound is balanced by a meaningful lyric and wrapped in trademark Knopfler guitar accents.



JOHN COUGAR MELLENCAMP (Riva 884 202)

Small Town (3:42) (Riva Music/ASCAP) (Mellencamp) (Producer: Little Bastard-Don Gehman)

The second single from Mellencamp's riveting "Scarecrow" LP is a rocking homage to the small town of the artist's life and the small towns of America. Infectious, meaningful and especially topical at this time with so much attention being given to America's roots and the strife currently besieging the farm community. Sure to be a powerful CHR breaker with an anthemic slant, look for "Small Town" to continue Mellencamp's commercial force.



THE POINTER SISTERS (RCA JK-14224)

Freedom (4:18) (Golden Torch Music Corp./ASCAP) (D. McHugh) (Producer: Richard Perry)

"Freedom" is a smooth, sensuous ballad from RCA's sisters of fast-footed pop. Unlike their other soulful crossovers, this tune has a drowsy tempo with a moody chorus. A drastic departure from such highly danceable hits as "Neutron Dance" and "I'm So Excited," "Freedom" showcases the Pointer Sisters versatility with less frenetic material. CHR stations should take notice as the sisters continue to mine gold.



THE CARS (Elektra 7-69589)

Tonight She Comes (3:53) (Lido Music ASCAP) (Ocasek) (Producer: The Cars-Mike Shipley)

Taken from the Cars' "Greatest Hits" release this previously unreleased track captures the group's technologically astute and emotionally problematic songwriting perspective. With an airy arrangement showing off vocal embellishments and guitar/synth lines, Ric Ocasek's lead vocals prove out that the band is still a leader in commercial modern music.

AL GREEN (A&M 2786)

Going Away (3:34) (Al Green Music/BMI) (Green) (Producer: Willie Mitchell)

Green's first release after his label signing with A&M is still grounded in a religious context, but the delivery is pure Al Green soul. With signature horns fills, wailing vocal lines and sparse Stax arrangement, this single could be a commercial rebirth for Green, and could further the cause of religious music on pop radio.

PETE TOWNSHEND (Atco 7-99590)

Face The Face (4:23) (Eel Pie Pub./BMI) (Townshend) (Producer: Chris Thomas)

This playful upbeat track from Townshend's upcoming "White City" LP is in a contemporary mode, with strong emphasis on a high energy marching drum groove and playful vocal mix. Could be a strong rock radio add for one of rock's living legends.

MICHAEL McDONALD (Warner Bros. 7-28847)

Lost In The Paradise (3:48) (Genevieve Music-McWalker Music/ASCAP) (McDonald-Walker) (Producer: Michael McDonald-Ted Templeman)

McDonald's languorous voice is given more room to breathe on this ethereal ballad. Straightforward arrangement and a beautiful lyric provide substance while McDonald's voice provides the color and style for radio to pick up on.

LISA LISA and THE CULT JAM with FULL FORCE (Columbia 38-05669)

Can You Feel The Beat (3:48) (Mokojumbi Music/BMI) (Full Force) (Producer: Full Force)

Full Force's patented dance sound gives Lisa Lisa another well-molded track on which to deliver her sultry vocals. Incessant beat and a rhyming lyric makes this one a sure bet for B/C radio and club play.

MARSHALL CRENSHAW (Warner Bros. 7-28865)

Little Wild One (No. 5) (3:51) (Colgems-EMI Music-House of Greed Music/ASCAP) (Crenshaw) (Producer: T-Bone Burnett-Marshall Crenshaw-Larry Hirsch)

The first single from Marshall Crenshaw's "Downtown" LP is an understated rock burner which features typically sumptuous guitar parts, Buddy Holly-like simplicity and an effervescent chorus melody. Crenshaw is a craftsman as a songwriter, and "Little Wild One" is finely honed with an injection of innocent rock fervor.

THE UNTOUCHABLES (MCA/Stiff 52725)

I Spy (For The F.B.I.) (3:20) (Trio Music Co.-Brian Bert Pub./BMI) (Wyllie-Kelly) (Producer: Jerry Dammers)

Evolving from heavily ska-influenced local L.A. favorites, the Untouchables have been forged into an infectious and unstoppable R&B dance force. Though this single from the "Wild Child" LP doesn't capture the band's live intensity, "I Spy" is refreshing in its stripped down and horn-punctuated soul beat.

BOBBY WOMACK (MCA 52709)

Let Me Kiss It Where It Hurts (3:59) (ABKCO Music-Ashtray Music/BMI) (Womack) (Producer: Bobby Womack-James Gadson)

An emotional ballad worthy of Womack's legendary voice, "Let Me Kiss It Where It Hurts" should gain fast adds on B/C radio.

GLADYS KNIGHT AND THE PIPS (Columbia 38-05679)

Til I See You Again (5:16) (Blackwood Music-Henry Semay Pub./BMI-April Music/ASCAP) (M. Morrow-B. Sigler) (Producers: Knight-Dees-Knight)

A moving, gospel tinged ballad, "Til I See You Again" is filled with the legendary emotional power of this enduring act. A surging chorus backs Knight's dynamic lead vocal, aided by sparkling orchestral instrumentation.

REAL LIFE (MCA 52712)

Face To Face (3:46) (Australian Tumbleweed Music/BMI) (D. Sterry-R. Zatorski) (Producer: Peter Henderson)

This energized single from Curb Records' Real Life has sharp hooks and a danceable, infectious rhythm, which signals future club success for these already established alternative radio favorites.

BILLY CRYSTAL (A&M 2774)

I Hate When That Happens (4:00) (We're Closed Music-Coney Island Whitefish-Space Potato Music/ASCAP) (Crystal-Guest-Nichtern) (Producer: Bob Tischler)

BILLY BURNETTE (MCA/Curb 52710)

Who's Using Your Heart Tonight (3:53) (Billy Beau Music-Tapadero Music/ASCAP-BMI) (Burnette-Cropper) (Producer: Richard Podolor)

SPACE MONKEY (MCA 52623)

Come With Me (3:36) (Copyright Control) (Goodchild) (Producer: Adrian Lee)

THE VOLTAGE BROTHERS (MTM 72060)

I Think I Miss You (After All) (3:23) (Uncle Artie Music/ASCAP) (Scott-Smith) (Producer: Tommy West)

LAVA & THE HOT ROCKS (Rampart 006)

Baby We're Through (2:32) (Faro Music/BMI) (Gonzalez) (Producer: Joint Effort)

LEON MOSES (CBA Ass./Catawaba ZS4 05674)

She's Too Serlous (4:02) (Danrick Pub./BMI) (Moses-Jamerson-Mack-Burton) (Producer: L. Moses-S. Mack-A. Jamerson)

PAT BOHN & THE STINGERS (Killer Bees 85225)

Killer Bees Gone Mad (Mendocino Co./BMI) (Bohn-Holden-Johnson) (Producer: Steve Barncard-Philo Hayward-Randy Johnson)

JIMMY CASTOR (CBS Ass./Catawaba ZS4 05676)

Godzilla (3:45) (Sheli Music Pub./BMI) (Castor Lewittes) (Producer: J. Bonnefond, K. Stubbs J. Castor)

SHIRLEY EIKHARD (Eika 4504)

Always Someone Else (3:05) (Canvee Music/ASCAP) (Eikhard) (Producer: Shirley Eikhard, Peter Goodale)

RICH DODSON (Marigold 728)

Your Own Klnda Music (3:33) (Sleepy Cat Music/ASCAP) (Dodson) (Producer: Rich Dodson)

POINTS WEST

FLEETWOOD MAC IS BACK — That's right, the band you never thought would make it past its domestic squabbles did, and is currently in an L.A. studio working on its first LP in three years. Though guitarist/songwriter/producer **Lindsey Buckingham** is still working on his upcoming solo effort for Elektra, he is also working together with the band's longtime engineer/producer **Richard Dashut** on the new Warner Bros. disc. Though no info is available as to song titles, etc. expect it to be ready in early '86.

TROUBLE IN CLUB LAND — For various reasons, but the reality is that there are increasingly few venues for good original music in the Los Angeles area. **Madame Wong's East** — long a musical hot spot, especially for the up-and-comers, officially shut its doors last month; **Al's Bar** was closed to rock music last summer after becoming one of the consistently jumping places in town and the **Club Lingerie**, the city's longest running club, has been once again limited by the Fire Marshall as to its capacity, a move which puts into question its life span. Yet there are few or none new clubs to take the baton. Various sources around town attribute the decline of the scene in L.A. to the lack of good new bands, jaded audiences and harassment from various city offices, but the question is, what to do? Rumors of legal funds to either help bail club owners out of trouble or simply to educate them have been rumored though nothing concrete has been set up. More immediately, **Curt Fisher** explained his predicament as owner of the Lingerie: "I really don't feel the Fire Dept. is out of hand, we just happen to be one of many buildings around town which does not comply with the code that would allow the attendance we would like. We can hold out financially until the beginning of next year, but our options are: moving to another location, going to two shows a night, or making the necessary renovations. None of these look too good, but at this time we are just waiting it out."



OBEY BRINGS JUJU JUBILEE — Nigeria's top juju star Chief Commander Ebenezer Obey played a riotous engagement at the Palace last week.

BENEFIT — Monday, October 28, **KKGO**, L.A.'s all-jazz station and the **Music Industry Network** are presenting a benefit concert for the **Neil Bogart Memorial Laboratory for Children's Cancer Research** at At My Place on Wilshire Blvd. Featuring **Michael Ruff** and **Perri** and **Rodger Layng** as emcee, the benefit is for a good cause and will have some great entertainment. Network's **David Epstein** said, "We chose this particular Foundation because it has close ties with the music industry and has an excellent record of using 97 percent of its funds for direct research and treatment of children's cancer in Los Angeles."

BUZZSAW BANDS WHIRL INTO TOWN — Two 'must-sees' are coming around soon: **Husker Du**, Minneapolis' other superstars will be at Palo Alto's Keystone (10/29), the Stone (10/30), Charlie's Obsession in L.A. (11/1), while Boston's **The Lyres**, featuring Jeff "Monoman" Conolly will be at S.F.'s I-Beam (10/28), UCSB (10/30), the Lingerie (11/1) and the Golden Bear (11/3).

ROCKET CALLS THE SERIES — **Rocket Kirchner** and his band, a trio of roots rockers from ol' St. Lou released a four-cut 7" entitled "Missouri Drivers License" recently and seemed to have either a dose of good luck or ESP going for them. With cuts like "Westbound 70" and "St. Louis Rocks," there probably isn't more of a topical disc out considering the World Series participants. Though Kirchner didn't go so far as to call the winner of his home state, he did tell *Points West* "the **Royals** and the **Cards** both got into this thing to help support my record," and who knows? Anyway, Kirchner is a hell of a guitar player and the songs are a lot of fun.

FRANZINE DEBUTS — Long the source of the real insiders info, fanzines are an integral part of the music industry chain of gossip, and L.A. just got a hold of a new one last week. *An-Aesthetic* is now on the stands with pieces on everyone from the **Long Ryders** to the **Minutemen**, **Billy Bragg**, **Yo** and **Camper Van Beethoven**. The mag also held a coming out party October 20 at the Anti-Club. Hosted by the publishers **Randy Bookasta** and **Josh di Donata**, the evening featured **Pop Art**, **Bay of Plgs**, the **Last**, **Lucinda Williams**, **Mojo Nixon** and others.



SCOTT GLISTENS — Mike Scott leads *The Waterboys* in an upcoming *Roxy* gig.

CLOSE TO THE EDIT — Capitol's latest Duran spin-off and supergroup, **Arcadia** has already released a strong cut "Election Day" and the upcoming long-player features such musicians as percussionist **David Van Tiegheam**, bassist **Mark Egan** who has played with **Miles Davis** and **Pat Metheny** among others, sax player **Andy McKay** from **Roxy Music**, **Talking Heads** percussionist **Rafael de Jesus** and Japanese guitarist **Masami**. . . **Toots & The Maytals** will be together with **Yellowman** Nov. 16 at the Wiltern Theatre. . . This is the venue's first reggae show. . . L.A.-based **Jeff Scott** has signed with Epic and is finishing up his debut for the label with producer **Bill Pfordresher** and engineer **Brad Gilderman**. . . the **Waterboys** will be at the *Roxy* for a close-up look at one of music's brightest hopes, Nov. 9.

Peter Holden

NEW FACES TO WATCH

It's clearly worked before, as the Osmonds, Lennons, Jacksons, Pointers and many others, could readily attest to. Now, another promising, sibling-based group has emerged on the music scene. Going by the name **Fury**, Brian and Robbie LaBlanc are winning fans with their debut album (named after the band) on The New York Music Group label. The two brothers have forged a sound which blends diverse elements of pop, rock and metal into a remarkably cohesive whole. The first single from the album, a churning, free-flowing and melodic cut titled "Keep On Dreamin'" amply demonstrates the level of skill these young musicians have already attained.



Fury

Long before they made strides toward launching a serious career in music, both LaBlancs devoted whatever free time they could find toward furthering their respective talents. Through the years, Brian evolved into the primary songwriter of the two and became proficient as a bassist. Robbie took to the guitar and developed a powerful singing voice. Though each had interests far removed from music, the allure of working together in a musical capacity finally became too strong to resist. Rejections followed, but both brothers by then had come to feel a passion for their work which no setbacks could obliterate.

After several minor successes in their native Connecticut, "It all came together for us when Felix Cavaliere (a noted producer who brought another set of brothers to the top as the Young Rascals) heard and liked our music in a club," Brian LaBlanc recalled. The producer was impressed with the two brothers enough to encourage them to form a band, and so **Fury** was born. Along with The New Music Group's president Sid Bernstein, Cavaliere helped **Fury** not only record its first album, but played a significant role in defining the new band's identity.

When asked who he considered his musical heroes to be, LaBlanc said, "I always loved the Beatles, especially their two-part harmonies. I like Foreigner, Toto, Hall and Oates. . . With **Fury**, we wanted to concentrate on harmonies, like these groups. Also, I

feel it's very important to write solid melodies. As Paul McCartney said, if you can sit down, play a tune on just the acoustic guitar, and still make it sound good, then you've got a strong song."

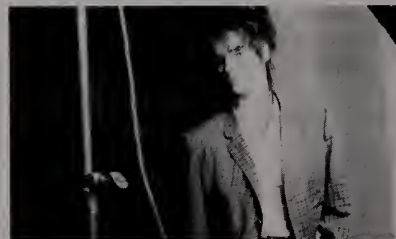
Asked how he and his brother feel about working so closely and constantly with each other, LaBlanc commented, "We go through our ups and downs, like any brothers. Generally, though, what's on my mind is on his mind. We bicker, of course, but that's only natural I think. Overall, it's really a positive experience. From a creative point of view, I tend to write all my songs with Robbie's voice, which is fairly high, in mind. I can't even sing a lot of my own songs. The whole combination works well, I feel."

After "Fury" was recorded in the first half of this year, its band members (including drummer Nick Mangini, keyboardist Joe Menona, and lead guitarist Nick Moroch) shot two videos, and devoted endless hours to preparing for upcoming tour dates. Now, after the release of "Keep On Dreamin'," and prior to the release of the second single, a gentle ballad called "In Her Arms," **Fury** is in a nerve-racking 'wait and see' position. Obviously, several high-profile and key members of the music community have already evidenced their support of this new band. Now, it's up to pop music listeners whether the LaBlanc brothers can become the latest family success story in the entertainment arena.

Sheena Easton Breaks Into Dance With 'Do You'

By Gregory Dobrin

LOS ANGELES — EMI America's Sheena Easton does not take kindly to being pigeonholed: "A lot of people try to classify an artist -the media, the industry, the public. You sing a couple of ballads and all of a sudden you're the ballad queen," Easton told *Cash Box*. "It's really hard to convince people that I'm not any one thing, that I do all sorts of things. I'm a pop singer, and "hello out there," I really do do dance stuff, I'm looking for dance songs, don't just send me ballads."



SHEENA EASTON — With her new, Nile Rodgers-produced album, Easton hopes to break the dance music barrier once and for all.

Her new album for EMI, with the provocative title "Do You" includes the kind of music Easton has been looking for. It is the sixth EMI LP for the 26-year-old, Scottish-bred recording artist, one which she hopes will give her increased credibility as a singer of dance music. With the help of producer extraordinaire, Nile Rodgers, her latest release is certainly her most danceable album to date.

Easton's pursuit of a broader musical image began to pay off with her last album, "A Private Heaven," for which she finally began to receive more dance material from songwriters. With "Do You," an even larger amount was submitted. "I think "Sugar Walls" and "Strut" did a lot for that," she said. "They locked into people's brains that "Yeah, this girl can do dance, she can do funky, she can do uptempo, aggressive, spikey stuff. Let's get it to her."

The dance orientation of Sheena Easton's new album is the latest progression in a career that has done nothing but progress since she first burst onto the

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Cover Story



That Lil' Ol' Band From Texas Turns On The Afterburner

By Stephen Padgett

"That lil' ol' band from Texas," whose history is articulated in tamales, tush and tenderloin jumped into power rotation (and Texas-scale popularity) on MTV with 1983's "Eliminator" LP. And now, ZZ Top is about to turn on the "Afterburner" (its new Warner Brothers LP) for a relentless stampede on the holiday record buyer.

ZZ Top is guitarist Billy Gibbons, Dusty Hill on bass and drummer Frank Beard. Together they have rocked in Texas roadhouses and international concert halls. Since 1969 they have sloshed their way knee deep in beer and brawling right into the video generation limelight. The remarkable thing is, they look and sound pretty much the same as they did in the early seventies when London Records signed them and released "ZZ Top's First Album" to an underwhelmed and unsuspecting world.

Gibbons, Hill and Beard are now on their fifteenth year together. They met as members of rival bands in late sixties Texas club land. Billy Gibbons, playing in the Houston psychedelic band Moving Sidewalks — they opened for the Doors and Hendrix — teamed up with Dallas-based blues rockers Hill and Beard who were in American Blues. The power trio went on to redefine southern fried boogie and for their first years together were the club draw in Texas.

Their play-hard, stand-back-boys music grew in notoriety and popularity. "ZZ Top's First Album" was followed by "Rio Grande Mud" and then "Tres Hombres." The latter spawned ZZ's first hit single, "La Grange," which set the stage for their next album, "Fandango." It was the "Fandango" LP that contained the little rock and roll anatomy study "Tush," a single which perhaps more than any other captures ZZ Top's world view in a nutshell.

In 1976, ZZ Top took its hell-raising Texas sideshow on a now legendary world

tour. The enormous Texas-shaped cactus-laden stage was in itself eye-catching. The real live buffalo, coyote, rattlesnake, longhorn steer and buzzards were simply ZZ over the Top.

The band fell strangely quiet in 1977. There were no records and no tours. By the time it was announced that ZZ Top had signed to Warner Brothers, people were beginning to wonder if "that lil' ol' band from Texas" had migrated to the great waterhole beyond. But the first Warner waxings, "Deguello" and "El Loco," found the band back in stride, having never missed a beat.

It should have surprised no one that a band with as distinct and colorful a visual image as ZZ Top would find acceptance in the video age. But the times, they had a-changed. Butt-rocking seemed as remote to the 1983 high-tech synthetic dance craze as a tobacco chewing cow puncher was unlikely to turn up on Beverly Hills' Rodeo Drive. One quickly learns, however, to never underestimate ZZ Top.

"Eliminator" was released to almost universal public acceptance. It was WEA's top seller in 1983, at 3 million in U.S. sales alone. The videos for *Gimme All Your Lovin'*, *Sharp Dressed Man* and *Legs* were among MTV's most popular that year. Anyone with a sense of humor, regardless of musical camp, was cajoled to crack at least a moment's smile at the sight of Billy and Dusty (and their belly-length beards) rocking back and forth.

And now, it seems that ZZ is off to an even quicker start with the release of "Afterburner," their ninth career LP. The first single, "Sleeping Bag," was the *Cash Box* Chartbreaker high debut three weeks ago at 46 bullet (*Cash Box* 10/19). The album, which was released on Oct. 28, should post an equally impressive debut on next week's LP chart. No matter what side of the fence you are on *vis a vis* Texas and its "lil' ol' band," when it comes to ZZ Top, the whole world is Texan.

EAST COASTINGS

HELLO CRUEL WORLD — Elvis Costello has just completed a new album for Columbia slated for January release. The as-yet untitled LP was produced by **T-Bone Burnett** (fresh from **Marshall Crenshaw's** latest) and features — get this — ex-Elvis Presley sidemen **Ronnie Tutt** and **James Burton**. What next? **Nick Lowe** might produce Elvis again. "Elvis wanted to do a real quick one like the old style we used to do," Lowe told *East Coastings*.

THE GREYING AND GREENING OF NICK LOWE'S FIRE AND NONCHALANCE — **Nick Lowe** brought his **Cowboy Outfit** to New York October 19 for one private and one public performance at the Ritz. Physically Lowe looked like hell, grey and tired and fishy, but his music sounded as fertile and green as a Sunday in the park. Indeed Lowe's new Columbia LP, "The Rose of England," is his strongest work since 1979's "Labor of Lust," which is saying a lot and a little.



THEY DO THE BRIDE — Nick Lowe (r), touring behind his new Columbia LP in N.Y., is pictured with Huey Lewis (l) who produced Lowe's "I Knew the Bride" single.

A lot because "Labor" was a great one, and a little because his follow-ups have not been so great. Lowe believes his current bandmates **Paul Carrack**, **Martin Belmont** and **Bobby Irwin** have greater range than his former cohorts in **Rockpile**. "The Cowboy Outfit is more my band whereas Rockpile was more **Dave Edmunds'** band. And we've got keyboards whereas Rockpile was an all guitar group. (Keyboardist) Paul (Carrack) is a big part of the band." The Cowboy Outfit does sound tighter than Rockpile, having honed their "fire and nonchalance" in the smithy of pubs and clubs throughout Europe.

"We work bloody hard on the road," says Lowe. "Rockpile never rehearsed very much. We did quite a lot of bum gigs." Lowe's chief ambition today is achieving musical simplicity. "The beat is the most important bloody thing. And the vibe. You can meet plenty of people who profess to be into that, but when they get into the studio their bottle goes and they worry about their guitar strings, and they've got so many gadgets it's like a Christmas tree," says Lowe. ("Their bottle goes" is a British expression meaning 'they lose their nerve; back down.')

Lowe works a timeless genre, a neo-classical pop-in-a-cuisinart mix that he believes gets better as you get older. Not like heavy metal which I think at 50 years old, with your shirt split to the navel, squeezed into tight trousers, desperately trying to hide a bald spot, is ridiculous." Much of his music has endured, particularly his Elvis Costello productions. Lowe recalled a little-known story about first meeting Costello: "He used to come to see the band I was in, **Brinsley Schwarz**. One night after the gig, he was in the pub across the road from the Cavern in Liverpool. I'd seen him at so many shows that I figured I'd say hello and buy him a drink . . . Then I lost touch with him until he brought a tape into Stiff and **Jake Riviera** got very excited about it. I didn't think it was very good at first. His songs were too complicated and there were too many words and there were about five songs in every song. But it was on the second day in the studio when we cut "Alison" that I suddenly felt, hell, this guy has got something really special." Lowe claims that the much spoken-about angeriness of that time was somewhat "hammed up" and that Elvis has mellowed in recent years. "I, on the other hand, have always been mellow," says Lowe. "Just like a smelly old cheese."

OFF BOWERY — **Buster Poindexter** and his **Banshees of Blue**. For the uninitiated, that's what **David Johansen** calls his lounge lizard act. At the Bottom Line October 16 he scratched, sniffed, prowled and growled through material from **Oscar Brand** to **Louis Armstrong** like a boozy, brain-damaged jazzbo. He was great. You could almost smell the dry cleaning bills and hear the clink of VIP-room ice cubes. **Robert Christgau** said it first: Poindexter should open as a warm-up band for David Johansen. I'd trade **Springsteen** tix for that.

WOMACK'S BACK — Why didn't **Bobby Womack** play more of his new album at his October 18 Beacon Theatre show? "So Many Rivers" (MCA) is a hot LP even if the single, "I Wish He Didn't Trust Me So Much," has a disconcertingly confused point of view. Yeah the show often sizzled but it was a fried sizzle, not a flame broiled one. "I like my music just like my lovin'," said Womack in concert, "slow and easy. The slower you do it, the longer it's gonna last." Whether people hang around for it, though, is another matter.

NEW VIDEOS — MTV screened several new videos October 17. Most striking was a segment from **Andy Warhol's Fifteen Minutes** program (actually a half hour) in which interviews with actress **Phoebe Cates** at ages 16, 18 and 22 are juxtaposed in a highly engaging study of character development. MCA recording artist **Charlie Sexton's Beat's So Lonely** video played up this 17 year old's **Matt Dillon** good looks in star black and white. Also notable was the **Cruzados' Motorcycle Girl** video which simply and refreshingly shows the band giving a performance in a bar.

COASTING AWAY — Atlantic recording artist **Ratt** packed the Meadowlands Arena October 18 and celebrated afterward with a hot party at A Dish of Salt. **Ahmet Ertegun** spoke briefly to attendees that included **Andy Warhol** and the **Tubes**, saying that Ratt's success was a long term thing . . . **Pat Irwin** says his band, the **Raybeats**, is working on a new LP with composer **Phillip Glass**.



BACKSTAGE KING — Epic recording artist Paul King (c) of King is greeted backstage at the Ritz by Epic sr. VP/general mgr. Don Dempsey (l) and Ron McCarrell, Epic marketing VP.

Paul Iorio

MOST ADDED



STRONG ADDS

- Walk Of Life — Dire Straits — Warner Bros.
- Tonight She Comes — The Cars — Elektra
- Burning Heart — Survivor — Scotti Bros.
- Say You Say Me — Lionel Richie — Motown

STATION ADDS

- KEGL — Dallas — Joe Folger**
E. John
J. Cougar Mellencamp
Cars
Survivor
'Til Tuesday
- Q101 — Meridian — Tom Kelly**
Marillion
Ta Mara & The Seen
J. Cougar Mellencamp
C. Clemons & J. Browne
J. Cafferty & The Beaver Brown Band
L. Richie
Survivor
- WBBQ — Augusta — Bruce Stevens**
G. Vannelli
J. Wagner
J. Cougar Mellencamp
Dire Straits
Ta Mara & The Seen
Pointer Sisters
Survivor
L. Richie
- KHFI — Austin — Waylon Richards**
Scritti Politti
C. Clemons & J. Browne
Dire Straits
Artists United Against Apartheid
J. Cougar Mellencamp
Cars
Survivor
Pointer Sisters
- WXKS — Boston — Sonny Joe White**
C. Clemons & J. Browne
Cars
Survivor

Artists United Against Apartheid
Sheila E.
L. Richie

WNYS — Buffalo — Bill Todd
Dire Straits
L. Richie
Survivor
Cars

WTIC-FM — Garry Wall
Starship
J. Cougar Mellencamp
Klymaxx

WBLI — Long Island — Bill Terry
E. John
S. Easton
Starship
Survivor
L. Richie

WCAU-FM — Scott Walker
G. Vannelli
S. Easton
C. Clemons & J. Browne
J. Cougar Mellencamp
Artists United Against Apartheid

KLUC — Las Vegas — Bill Richards
E. John
J. Cougar Mellencamp
Artists United Against Apartheid
C. Clemons & J. Browne

KWSS — San Jose — Dave Van Stone
Starpoint
E. Murphy
J. Cougar Mellencamp
Cars

FM102 — Sacramento — Rick Gillette
Arcadia
Kool & The Gang

K-PLUS — Seattle — Jeff King
F. Jackson
Starpoint
G. Vannelli
Baltimore
Miami Sound Machine
Ta Mara & The Seen
J. Cougar Mellencamp
Dire Straits
Cars
Pointer Sisters
L. Richie
Widow
Y&T
'Til Tuesday

WHYT — Detroit — Gary Berkowitz
Simple Minds
Ta Mara & The Seen
C. Clemons & J. Browne
Artists United Against Apartheid
The Outfield
Survivor

WGCL — Cleveland — Tom Jeffries
E. Murphy
R. Daltrey
Kool & The Gang
Dire Straits
J. Cougar Mellencamp
Cars

THE JOB MART

WDXI/WJHR is currently in the market for an A/C and country personality who's very strong in the studio doing production. T&R should go to **Phil McKay**, P.O. Box WDXI, Jackson, TN 38303 . . . **WGBR** is seeking a morning talent that is humorous and friendly. T&R to Programming, WGBR/WEQR, P.O. Box 207, Greensboro, N.C. 27533 EOE/MF . . . **WFKX** has an immediate opening for air talent that can also handle production work in the studios. Send resume to **J. Michael Pruet**, P.O. Box 2763, Jackson, TN 38303 . . . country formatted stations **KCUB/KIIM** in Arizona is looking for experienced news directors/anchors. The position requires that applicant must be able to deliver ideas authoritatively and have the ability to be flexible. Send writing samples to **Dave Nicholson**, KCUB Radio, P.O. Box 50006, Tucson, AZ 85703. No calls please EOE/MF . . . **WCSI** is looking for an A/C type morning personality with production skills. The position is available immediately if you have what they are seeking, no beginners need apply, experienced jocks only. T&R to **Mike King**, WCSI, P.O. Box 709, Columbus, IN 47202. EOE/MF . . . **Magic 107 WSJM** in Michigan is looking for a news director for the station. It's a leading station in the market and they're currently seeking someone who can grow with them. T&R to **Gayle Olson**, GM, P.O. Box 107, Benton Harbor, St. Joseph, MI. 49085 EOE/MF . . . **KLUC** in Las Vegas is seeking a production director. Person must be able to write and produce hot commercials for the leading CHR station in the market. Send the best samples of work to, program director, KLUC Radio, W. Hacienda, Las Vegas, Nevada 89118 EOE/MF . . . Air shifts will soon be available at one of GA hot formatted CHR stations. Send resumes to **Lee Zapls**, 1729 Superior #401, Cleveland, OH 44114. EOE/MF . . . **WCNV** Radio is looking to expand its station, they're looking for experienced morning personalities and announcers. The format of the station is country. T&R is **George Dennos**, WCNV, P.O. Box 522, Amherst, VA 24521 EOE/MF . . . **WOHO** is looking for an experienced team player for their night time air slot, format of the station is soft A/C. T&R to program director, P.O. Box 7581, Toledo, OH 43616. EOE/MF . . . **WLJE** Radio is looking for a sales person with PBP capabilities. Position could be sales or sports only if applicant is experienced. T&R to **WLJE**, 2755 Sager Road, Valparaiso, IN. EOE/MF . . . or call station at (219) 462-8125 . . . **KMEL** in San Francisco is looking for a production director who will walk the extra mile to produce award winning radio spots. No beginners please, experience is a must. T&R along with your samples to, **Steve Rivers**, 2300 Stockton St., San Francisco, CA 94133 EOE/MF . . . **KNFO** is looking for a morning personality who is very aggressive on air. The station is a "country formatted FM'er in one of the greatest markets," says **Don Moore**. T&R to **95FM**, 1512 Lake Air, Waco, TX 76710, or (817) 776-3900. EOE/MF . . . **Z103FM** is looking for the right sales person for their established account list. Applicant must have at least two years of experience in radio time sales. Call **Gary Exline** or **Al Zar** at (417) 624-1025. EOE/MF . . . **WXTQ** is looking for a CHR rocker, one year of experience is needed for the position along with having production skills. Send C&R to **Dan Whitaker**, Rock 105, Drawer C, Athens OH 45701. No calls please EOE/MF . . . AM adult contemporary is looking for great voices. Send photo, tape and resume to **Richard W. Fatherley**, 1001 Fillmore, Topeka, LX Kansas 66604. No calls please. EOE/MF . . . up in the state of Washington, **KJRB** is looking to rebuild its solid gold hits formatted station. They're currently seeking an uptempo afternoon drive talent with at least two years of experience behind her/him. T&R goes to **Jon Robbins**, KJRB Radio, P.O. Box 8007, Spokane, WA 99203. No calls. EOE/MF. **WMNB** is looking for tapes for future openings at the station. Slots that are available are midday and night, production is a must. T&R to **WMNB** Radio, P.O. Box 707, North Adams, MA 01247. EOE/MF.

Darryl Lindsey



ROCKIN' ROBIN — Columbia recording artist Cock Robin opened a recent Bryan Adams show at Madison Square Garden and were greeted backstage by label executives. Pictured from left are **Jim Del Balzo**, local promotion manager, Columbia; **Paul Rappaport**, VP, album promotion, Columbia; **Bob Wilcox**, VP, product marketing, west coast, Columbia; **Al Teller**, president, CBS Records Division; **Anna LaCazio** of Cock Robin; **Mickey Eichner**, VP, national A&R, Columbia; **Louis Molino III**, Peter Kingsbery and **Clive Wright** of Cock Robin; group manager, **Jay Landers**; **Ron Oberman**, VP, west coast A&R Columbia; and **Linda Kirishjian**, manager, national album promotion, Columbia.

POP PROGRAMMER'S PICK

Programmer
Bob Spencer

Station
WCIR

Market
Beckley

Song: "Wrap Her Up"
Artist: Elton John
Label: Geffen

Comments:
"I think it's a very good mass appeal record. Elton John is strong with the upper demographic audience, and George Michael appeals to the younger audience. A definite number one record."

DEBORAH ALLEN □ LEWIS ANDERSON
 □ SCOTT ANDERS □ MAX D. BARNES □
 LANE BRODY □ JAN BUCKINGHAM □ PAT
 BUNCH □ JOEY CARBONE □ BRUCE CHANNEL
 □ TOMMY COLLINS □ STEVE DAVIS □ JAMES
 TERRY DOTSON □ HOLLY DUNN □ JIM DUNNE □
 JIMMY FORTUNE □ JERRY FULLER □ MICHAEL
 GARVIN □ LARRY GATLIN □ BARRY GIBB
 □ MAURICE GIBB □ GERALD GOFFIN □
 MARK GRAY □ □ LEE GREENWOOD
 MERLE HAGGARD □ GARY HARRISON
 □ HARLAN HOWARD □ WAYLON JENNINGS □
 SAMMY JOHNS □ ROBERT JOHN JONES □
 CRAIG KARP □ MURRY KELLUM □ MARY
 ANN KENNEDY □ PAUL KENNERLEY (PRS)
 FRED KOLLER □ TIM KREKEL □ SONNY
 LEMAIRE □ DICKEY LEE □ JOHNNY LEE □
 □ AMANDA McBROOM □ □ BOB McDILL □ □
 ROY MARCUM □ J.D. MARTIN □ □ DAN
 MITCHELL □ JOHN MOFFAT □ DENNIS
 MORGAN □ BILL MONROE □ MICHAEL
 MARTIN MURPHEY □ VAN MORRISON □
 ROGER MURRAH □ FRED NEIL □ KENNY O'DELL
 J.P. PENNINGTON □ RAY PENNINGTON □ DOLLY
 PARTON □ LEON PAYNE □ □ PAM PHILLIPS
 SANDY PINKARD □ FREDDY POWERS □ EDDIE
 RABBITT □ SHERIL D. RODGERS □ PAM ROSE
 BEVERLY ROSS □ DON ROTH □ DWAIN H.
 ROWE □ JOHNNY RUSSELL □ TROY SEALS
 THOM SCHUYLER □ RANDY SCRUGGS

EDDIE SETSER □ DARLENE
 VAN STEPHENSON □ TOM
 □ JEFFERY DAVID STEVENS
 HAROLD TIPTON □ RAFAE VAN
 □ CHRIS WATERS □ □ HANK
 WILLIAMS □ MARK WRIGHT
 ANDERSON □ SCOTT ANDERS
 JAN BUCKINGHAM □ PAT BUNCH
 CHANNEL □ TOMMY COLLINS
 DOTSON □ HOLLY DUNN □ JIM
 □ JERRY FULLER □ MICHAEL
 BARRY GIBB □ MAURICE GIBB □
 LEE GREENWOOD □ □ MERLE HAGGARD □ □ GARY HARRISON
 HARLAN HOWARD □ □ WAYLON JENNINGS □ SAMMY JOHNS □ □
 □ ROBERT JOHN JONES □ □ MURRY KELLUM □ □ CRAIG KARP
 □ □ MARY ANN KENNEDY □ PAUL KENNERLEY (PRS) □ □ □ FRED
 KOLLER □ □ TIM KREKEL □ SONNY LEMAIRE
 DICKEY LEE □ □ AMANDA McBROOM □ BOB
 MARCUM □ □ J.D. MARTIN □ DAN MITCHELL
 □ □ BILL MONROE DENNIS MORGAN □ VAN
 MICHAEL MARTIN MURPHEY □ □ ROGER
 NEIL □ □ KENNY O'DELL □ DOLLY PARTON
 J.P. PENNINGTON □ RAY PENNINGTON □ PAM
 PINKARD □ EDDIE
 D. RODGERS □ PAM
 □ DWAIN H. ROWE
 TROY SEALS □ □
 DARLENE SHAFER
 VAN STEPHENSON
 STEVENS □ □ □ □

SHAFER □ WHITEY SHAFER
 SHAPIRO □ EVEN STEVENS
 MEL TILLIS □ DAN TYLER
 HOY □ BILLY JOE WALKER □
 WILLIAMS JR. □ □ □ LEONA
 DEBORAH ALLEN □ LEWIS
 MAX D. BARNES □ LANE BRODY
 JOEY CARBONE □ □ □ BRUCE
 STEVE DAVIS □ JAMES TERRY
 DUNNE □ JIMMY FORTUNE □
 GARVIN □ LARRY GATLIN □ □ □
 GERALD GOFFIN □ MARK GRAY
 GARY HARRISON
 SAMMY JOHNS □ □
 MURRY KELLUM □ □ CRAIG KARP
 □ □ □ FRED
 JOHNNY LEE □ □
 McDILL □ □ ROY
 JOHN MOFFAT □ □
 MORRISON □ □ □
 MURRAH □ FRED
 LEON PAYNE □ □
 PHILLIPS □ SANDY
 POWERS □ SHERIL
 ROSS □ DON ROTH
 THOM SCHUYLER
 □ EDDIE SETSER
 TOM SHAPIRO □
 □ JEFFERY DAVID
 □ DAN TYLER □ □

HAROLD TIPTON □
 □ RAFAE VAN HOY □
 BILLY JOE WALKER
 CHRIS WATERS □
 HANK WILLIAMS JR.
 LEONA WILLIAMS
 MARK WRIGHT □
 □ DEBORAH ALLEN
 LEWIS ANDERSON
 SCOTT ANDERS □
 □ MAX D. BARNES
 LANE BRODY □ JAN
 BUCKINGHAM □ □
 PAT BUNCH □ JOEY
 CARBONE □ BRUCE
 CHANNEL □ □ □ □
 TOMMY COLLINS □
 □ □ STEVE DAVIS
 HOLLY DUNN □ □
 □ □ JAMES TERRY
 DOTSON □ □ □ JIM
 DUNNE □ □ JIMMY
 FORTUNE □ JERRY
 FULLER □ LARRY
 GATLIN □ MICHAEL
 GARVIN □ □ BARRY
 GIBB □ □ MAURICE
 GIBB □ □ GERALD
 GOFFIN □ □ □ LEE
 GREENWOOD □ □

Congratulations to the winners of the 1985 BMI Country Awards.



Wherever there's music, there's BMI.

Commentary

The Big Bucks Boom of Broadcasting

By Jimi Fox

LOS ANGELES — STOP the presses, halt the trains, ground the planes, turn off the T.V. and turn down the radio. INVESTORS gather around, that's right your eyes are not deceiving you — INVESTORS gather around! Are you and your friends looking at a cash build-up that if not invested and put to work will become a victim of the TAXMAN? 'Ouch!' A painful and unsavory thought indeed.

Let's see what may be around to invest in. How about buggy whips? Naw — not in great demand. Watermelons? Naw — too many insecticide crazed farmers on the loose. Central California bee hives? What! and wait for the Killer Bee revolt? What about Mexican cheese? Let's skip that topic altogether. Real Estate? Not real stable — lacks consistent growth. How about broadcast properties? — BINGO! Thanks to the F.C.C. and deregulation, this area previously isolated to the wealthy is now open for purchase to anyone. Broadcast properties' profit margin, when operated successfully, exceed far above the average corporate profit margin of two and one half per cent per annum. This does not include current and future resale value which is excitingly encouraging. Extremely conservative estimates for this broadcasting boom period are projected for at least 10 years. In that window period, look for vast ownership changes and going public — thus bringing owners

HUGE PROFITS

However, before you whip out that checkbook or kangaroo skin wallet, I caution you that considering this as a "Get Rich Quick Scheme" is profoundly unwise. This is an investment for the folks who have vision, are shrewd, wise and yet not cheap. This is for those who are willing to commit and maintain consistency once the target audience is established, maintain a level of lean active smart financial support. Not — RAPE, PLUNDER and WHORE the facility for *personal greed*. To me, broadcasting is divided into two categories: Marginal winners, (where even losers qualify), and GIANT WINNERS. Marginal winners are driven by greed! Giant winners are driven by service to the community and the "win, win" philosophy.

The first step in buying a station is contacting reputable brokers and inquiring about what they have available. A note on brokers — they will always be eager to assist you in every way possible and befriend you. However, remember that the bottom line motivation for brokers in moving any property is that juicy, deli-

ciously dangling commission. Therefore to protect your interest, retain an experienced full service media consultant. The consultant will ask tough questions, inspect signals, equipment, digest and interpret station profiles, (including year-end and current financials) breakdown and compare rate cards, do employee breakdowns, as well as research and interpret contributions to the local economy, major employers, unemployment, living conditions, major advertisers, population growth, present and future projections. The consultant will listen to the marketing pinpointing programmable voids or address a competitive target that will lead to broadcasting success. In short, great media consultants will leave no stone unturned.

Next step is to go and see the station. Here it is wise to have the broker present as a buffer between you and the seller. Soon after your initial contact, make friends with the seller. Successful transactions require pleasant personality encounters and openmindedness and understanding of the "BIG PICTURE," along with firm resolutions filled with logic and wisdom in the spirit of "win, win" negotiations. Don't be patronizing, but don't be intimidated. Have your media consultant snoop around town and conduct full-scale research. They can be less conspicuous than yourself and for the most part are more aware of where to ask questions and which questions.

In negotiations — search out input from your broker and consult with your media consultant. Contingencies, concessions, moratoriums and deferments may all become logical pieces of the puzzle. More often than not, negotiations will be time-consuming, frustrating and ordinarily disastrous should personalities clash. Keep cool and think "win, win." You want to buy — they want to sell. Upon reaching a verbal agreement have the broker, then and there, draft a written agreement, to be replaced by a formal contract, and support that with a goodfaith check on the spot.

Next step, retain an F.C.C. attorney, parley with your media consultant — he should know who is good in this area. Also retain a local attorney to clear title, (where land and buildings are involved). The key to attorneys is that there are two kinds: "dealbreakers" and "deal makers." The latter is obviously the better choice.

Finally, what makes investing in broadcasting more appealing every day — is that many more banking institutions are conveying support toward the fundamentals of the broadcasting business as being strong. Recently Carrol Hight of the Bay Bank, Boston, Mass. noted, "It's a good business to be in. The risks can be identified, quantified and managed."

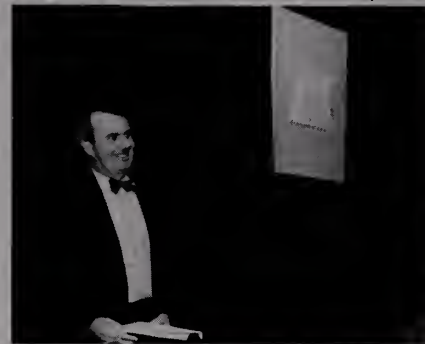
So if you and your friends are protectively hovering over cash you need to invest and avoid having your cash run a fowl by the giant swooping TAXBIRD, think broadcasting and join others who are smiling and counting their ever-increasing returns. Become a part of the new rewarding long term investment and enjoy "the Big Bucks Boom of Broadcasting!"



PLAY IT AGAIN, JAMES — James Taylor was honored with a "Million-Air" award from BMI for his "Don't Let Me Be Lonely Tonight" topping one million airplays on radio and television. Pictured are (l-r): manager Peter Asher; Taylor; and Bobby Weinstein, BMI assistant vp.

AIRPLAY

MORNING VIBRATIONS IN L.A. — Signed, sealed and delivered at 9:35 a.m. Tuesday, October 22. Dave Hull inked a contract with RKO's Los Angeles radio outlet KHJ and will begin November 4 as morning drive personality from 5 a.m.-9 a.m. In exclusive comments to *Cash Box* the "Hullabalooer" said, "I'm real excited. At 9:36 a.m. while the ink was drying on the contracts-they (KHJ) had me cutting station promos. The whole aim is to make the morning fun, to relay information and fun to the people, to get the people through the early morning traffic crunch. I'm going to be a little more off the wall compared to your typical formula talent. We will also be using the KHJ mobile studio alot, going to various locations, doing the show and in between sets I'll be pouring coffee and mingling with the audience.



OZ IS GOOD — Charles Osgood of CBS News was one of the many speakers at New York State Broadcasters Association's 31st annual meeting in Albany, New York.

In short we'll all be having a good time in the mornings!" One interesting note is that in the beginning of the Dave Hull Story in Ohio, his Station gopher and man for all seasons was young Rick Scarry, who now is program director at KHJ, Los Angeles. Most recently Hull had been doing mornings on oldies station KRLA, Los Angeles . . . Speaking of KRLA, the big question is: Are Al Davls and the Los Angeles Raiders looking for another radio facility and is KRLA delighted that the Raiders are contemplating such a move or is it just lip service. It will be interesting to see as this story unravels and if it is true, who will be jockeying for position to pick-up the rights to broadcast Raider Football in the future? . . . ATTENTION KABC,

Los Angeles: WABC, New York has turned thumbs-down for not one, not two-but three of ABC's "Talkradio" bicoastal-based, satellite-delivered service. The fatal blow takes place on November 1 when Michael Jackson (2-4 p.m.) Monday thru Friday and psychologist Dr. Toni Grant (4-6 p.m.) Monday thru Thursday and Dr. David Viscott, who is heard on Friday in place of Grant will vanish from the WABC air-waves. A point to be considered here is if an alleged flagship station cancels a program what is the message to affiliates? Security! I'm afraid not. Bob Grant currently heard weeknights on WABC, New York from 9 p.m.-midnight is slated for the 2-6 p.m. slot beginning November 4. The rest of the schedule is up in the air (excuse the pun) and only time will tell. Meanwhile across the street sources indicate that WMCA-AM, New York's other talk station is curiously investigating and considering carrying both Jackson and Dr. Toni Grant. I can't wait to hear the outcome as the "New York Talking Chairs" spin. James E. Duffy, president, communications, ABC Broadcasting group has been officially acclaimed the 1985's "Communicator of the Year" by the New York State Broadcasters Association. *Cash Box* congratulations to Mr. Duffy, who initiated the new program "Television and You." This presentation was made at NYSBA's 31st annual fall meeting in Albany, New York at the Americana NYSBA, which boasts a membership in excess of 300 members, also highlighted their three-day event with speakers like Steve Karmen "The Jingle Man," Charles Osgood, CBS News and numerous others. Seminars covered areas like "Broadcaster Burn-out," "Humor in Radio Promotions," "Everything You Always Wanted To Know About Selling Radio," and countless other sessions. Finally before we leave New York and head elsewhere, *Cash Box* congratulations to Quincy McCoy who returns to the Metromedia fold as WNEW-AM, New York promotion director. In 1983-84 McCoy had served as assistant program director at Metromedia's WASH-FM, Washington D.C. station. In making the announcement Vicki Callahan, vice president, and general manager told *Cash Box*, "I'm very pleased to have Quincy with us. He's a talented young man and will bring a new creativity and excitement to our promotional activities." As we depart New York-wave bye to our Lady Liberty . . . On the subject of that



GLEE FOR DONNA AND LEE! — Lee Harvey of ZFB Radio, Bermuda, breaking in new talent Donna Garraffa and her tune . . . "Midnight Hunger."

in-famous statue; vice president and general manager John Cravens of KSRR/97 ROCK, Houston spear-headed a highly successful "Houston Run for Liberty" raising money for the restoration of the great statue. The event drew well over 3,000 runners. Participants in the promotion qualified for a 1986 Plymouth Turismo. Staying on the theme of worth while activities; *Cash Box* salutes Gary Berkowitz, program director of 96/WHYT, Detroit and their community project for "Missing Children." 96/WHYT is displaying pictures of missing children on the back side of their weekly 96/WHYT "Hot Hit Survey." Top music retailers from all over the metropolitan area will display and distribute over 20,000 hot hit surveys with the picture of two missing children each week. Each picture will be accompanied by a complete description of the child, the date they were reported missing and a toll-free number for those individuals who have information that could lead to the whereabouts and recovery of the child. Berkowitz is also supporting the project by bolstering the station's hourly PSA's urging both children and adults to pick-up the survey. What a great way to serve the public and increase station involvement and visibility. **Good Going Gary!** Back in Orchid Heaven U.S.A. Steve Amar, program director of KHTY-Y97, Santa Barbara checked in to inform us that over 9,000 tunes without a single commercial break has been played. This event began September 26 and the goal is to play 10,097 tunes. The audience participates by naming the exact day and time number 10,097 will be played, the winner will be flooded with free cash.

Jimi Fox

THE BEAT

SOLAR HEAT — This column would like to clear up any misconception caused by last week's use of the term "exit" in reference to Solar Records and two of its acts. **Dick Griffey** and Solar Records are very much alive and doing business at his building in Hollywood. In addition, we have been informed that there is no truth to our claim that **Midnight Star** and **The Deele** will be recording for other labels. We apologize for any misunderstanding that may have occurred.

STREET TALK — Warner Bros. recording artist **Chaka Khan** is riding high these days; presently Khan is the only urban contemporary female artist to have album cuts on three major motion picture/television soundtracks: *Miami Vice*, — "Own The Night," *White Night* — "The Other Side Of The World," and *Krush Groove* — "Can't Stop The Street."



THE EXPERIENCE — Veteran act *The Gap Band* recently aired live on ABC's entertainment show called 330. Captured in this shot showing serious mutual admiration for each other are **Robert Wilson** and **Judy Landers**.

Khan is gearing up for her next solo album with producer **Arif Mardin** at Minot Studios in New York . . . Hush Productions is back to try it one more time. Their new female artist is **Marlissa Morgan**, and she will have her first single released on Nov. 1st. Morgan is Capitol's female version of **Freddie Jackson** and the song is a cover of a popular **Prince** tune "Do Me Baby." It's a ballad that is destined to take Capitol back to the number one position where for the last couple of weeks Jackson had a tight grip. Handling the producing duties was none other than producer/writer/singer/artist extraordinaire **Paul Laurence**.

RAPPIN' TO THE BEAT — **Rappin' Duke** and J.W.P. Records are making an offer that retailers can't resist. It's

basically a promotion to help push the sales of the released **Rappin' Duke** album. As **Rappin' Duke**, **Shawn Brown** explains, "Amigos, You've been real good to the Duke, and I'm much obligated to return the favor. So check this out, J.W.P. Records and myself **Rappin' Duke** are gonna give, \$1,000.00 to some lucky pilgrim or pilgrimette for writing a rap to our track. 'Rappin' To The Beat,' which can be heard on my LP "Que Pasa?" Along with the 1,000 dollars amigos, we're gonna let you record it on JWP Records and put it on the market." An entry blank with information concerning the contest can be found in the sleeve of the "Que Pasa?" album that's manufactured and marketed by J.W.P. Records and tapes.

INDUSTRY UPDATES — Our long overdue congratulations go out to programmer **Chris Turner**, who's leaving **WOWI** in Norfolk to program **WTMP** in Tampa. **Jay Vance** is currently handling Turner's duties. Also **Charles Mitchell** at Ft. Lauderdale's **WRBD** has been promoted to the position of program director up from assistant music director. Mitchell comments, "It's been a great pleasure working with the staff and management throughout my last 2½ years here at **WRBD**, and I look forward to many more" . . . veteran promotion executive **Richard Mack** who once wore V.P. stripes at CBS, a giant step from his military stripes, now serves as president of his own New York-based CBS distributed label **Catawba Records** and V.P./G.M. of **Sound Of The Orient Records** has begun to create a lot of excitement with the new **Jimmy Caster**, (of the **Bertha Butt** fame single) "Godzilla," on **S.O.T.O.** records as well as **Leon Moses'** new single "She's Too Serious." Look for major happenings from **Catawba** and **S.O.T.O.** records.

BLACK MUSIC ASSOCIATION — This year's **BMA** conference in Philadelphia brought together recording artists, record labels, radio, video and retail personnel, press and politics. Such topics as **The Evils of Apartheid**, **Record Censorship** and **Making Money Through Royalties** were covered.

Even though attendance was low, those who were there furthered their networking, through informative questions and answers sessions concerning the problems of black music. One topic that was paid a great deal of attention was apartheid. It was brought up by keynote speaker **Randall Robinson** of **TransAfrica**. What was said, was that black radio is a medium that can most inform its listeners to the evils of apartheid, being that radio is one of the most important mediums to urban neighborhoods. Another interesting subject that was brought up by **Kenneth Gamble**, founder of the **BMA** is that a lot of R&B product is being played and sold in Africa with the prices of albums going as much as \$24.99, and a lot of writers including **Gamble** himself, have not received any royalties as of yet.



NEW COLLECTION — **Otis Stokes** and **Randy Jackson**, both presently in the studio with their respective projects, compared notes at *Ma Maison* during a luncheon to view the new **Jean-Claude Jitrois** collection. Pictured here are **Gloria Blackburn**, owner of **Jean-Claude Jitrois**, **Jackson** and **Stokes**, wearing a **Jitrois** jacket.

TA MARA AND THE SEEN — **A&M** records invited the press and radio to an exclusive party at **A&M** studios, the studio where history was made when 45 superstars gathered to record "We Are The World." It was a chance for the industry to see the talent that **Jesse Johnson** developed in Minneapolis at his **Jungle Love** studios. Even though it took almost a year before Johnson was able to polish off his other commitments — getting his solo career off to a resounding success, **Ta Mara And The Seen** has all of his time, the results of which can be heard on the latest single release "Everybody Dance."

Darryl Lindsey

TOP 75 ALBUMS

Title, Artist, Label, Number, Distributor	Weeks On Chart	Weeks On 10/26 Chart
★ = Available on Compact Disc ■ = Platinum (RIAA Certified) □ = Gold (RIAA Certified)	10/26 Chart	10/26 Chart
1 ROCK ME TONIGHT ■ FREDDIE JACKSON (Capitol ST 12404)	1 27	
2 WHITNEY HOUSTON ★■ (Arista AL8-8212)	2 29	
3 IN SQUARE CIRCLE STEVIE WONDER (Tamla/Motown 6134TL)	5 4	
4 SO MANY RIVERS BOBBY WOMACK (MCA 5617)	4 9	
5 READY FOR THE WORLD (MCA 5594)	3 24	
6 SINGLE LIFE ★ CAMEO (Atlanta Artists/PolyGram 824 546-1)	6 18	
7 THE NIGHT I FELL IN LOVE ★■ LUTHER VANDROSS (Epic FE 39882)	7 32	
8 PATTI LABELLE (Philadelphia Int'l/CBS FZ 40020)	8 14	
9 WHO'S ZOOMIN' WHO ★□ ARETHA FRANKLIN (Arista AL8-8286)	9 16	
10 STREET CALLED DESIRE RENE & ANGELA (Mercury/PolyGram 824-6071 M-1)	10 20	
11 MAURICE WHITE (Columbia FC 39883)	13 7	
12 COLOR OF SUCCESS MORRIS DAY (Warner Bros. 1-25320)	17 3	
13 THE FAMILY (Paisley Park/Warner Bros. 25322-1)	11 10	
14 AS THE BAND TURNS ATLANTIC STARR (A&M SP-5019)	16 26	
15 BANGING THE WALL ★ BAR-KAYS (Mercury/PolyGram 824 727-1)	12 10	
16 EMERGENCY ★■ KOOL & THE GANG (De-Lite/PolyGram 822 943-1 M-1)	14 48	
17 SHEILA E. IN ROMANCE 1600 (Paisley Park/Warner Bros. 25317-1)	19 8	
18 RESTLESS ★ STARPOINT (Elektra 9-60424)	15 11	
19 CITY LIFE THE BOOGIE BOYS (Capitol ST 12409)	18 12	
20 CONTACT ★■ POINTER SISTERS (RCA AFL 1-8056)	20 15	
21 THE FAT BOYS ARE BACK THE FAT BOYS (Sutra 1016)	21 12	
22 LOVE FOREVER O'JAYS (Philadelphia Int'l./Manhattan ST 53015)	23 9	
23 AROUND THE WORLD IN A DAY ★■ PRINCE AND THE REVOLUTION (Paisley Park/Warner Bros. 25286-1)	22 21	
24 9.9 (RCA NFL 1-8049)	24 13	
25 CARAVAN OF LOVE ISLEY, JASPER, ISLEY (CBS Ass. BF2 40118)	34 3	
26 SAY YOU LOVE ME JENNIFER HOLLIDAY (Geffen GHS Warner Bros. 24073)	26 9	
27 JESSE JOHNSON'S REVUE ★□ (A&M SP 6-5024)	25 33	
28 LUXURY OF LIFE 5 STAR (RCA NFL 1-8052)	31 13	
29 CAN'T STOP THE LOVE □ MAZE featuring FRANKIE BEVERLY (Capitol ST 12377)	27 34	
30 LISA LISA AND CULT JAM WITH FULL FORCE (Columbia BFC 40135)	28 10	
31 MIAMI VICE ORIGINAL TELEVISION SOUNDTRACK (MCA 6150)	36 4	
32 EATEN ALIVE DIANA ROSS (RCA AFL1-5422)	37 4	
33 TA MARA & THE SEEN (A&M SP 6-5078)	44 4	
34 MODERN MAN CHARLIE SINGLETON (Arista AL 8-8389)	35 7	
35 SUDDENLY ★■ BILLY OCEAN (Jive/Arista JLB-8213)	32 70	
36 A.C. ANDRE CYMONE (Columbia FC 40037)	29 8	
37 ELECTRIC LADY ★ CON FUNK SHUN (Mercury/PolyGram 824 345-1 M-1)	30 26	
38 AMERICA KURTIS BLOW (Mercury/PolyGram 826 141-1)	42 4	
39 WE COME IN PEACE WITH A MESSAGE OF LOVE CURTIS MAYFIELD (CRC 2001)	39 6	
40 KRUSH GROOVE MUSIC FROM ORIGINAL SOUNDTRACK (Warner Bros. 1-25295)	52 3	
41 ALEXANDER O'NEAL (Tabu/CBS FZ 39331)	38 30	
42 DIAMOND LIFE ★■ SADE (Portrait/CBS 39581)	40 37	
43 A LITTLE SPICE ★ LOOSE ENDS (MCA 5588)	33 25	
44 HOW COULD IT BE EDDIE MURPHY (Columbia FC 39952)	49 3	
45 COOLIN' OUT DENNIS EDWARDS (Gordy/Motown 6148GL)	43 14	
46 RHYTHM OF THE NIGHT ★□ DeBARGE (Gordy/Motown 6123GL)	41 33	
47 GLOW RICK JAMES (Gordy/Motown 6135 GL)	45 26	
48 WATCHING YOU WATCHING ME ★ BILL WITHERS (Columbia FC 39887)	48 16	
49 TELL ME TOMORROW ANGELA BOFILL (Arista AL8-8396)	56 3	
50 SEX AND THE SINGLE MAN RAY PARKER, JR. (Arista AL8-8280)	55 2	
51 ONLY FOUR YOU ★ MARY JANE GIRLS (Gordy/Motown 6092GL)	50 35	
52 SIX SILVER STRINGS B.B. KING (MCA 52675)	57 3	
53 GETTIN' AWAY WITH MURDER PATTI AUSTIN (Qwest/Warner Bros. 1-25276)	DEBUT	
54 PRIVATE PROPERTY CARL CARLTON (Casablanca/ PolyGram 422 822 705-1 M-1)	59 3	
55 I REALLY WANT YOU SMOKE CITY (Epic BFE 40066)	61 2	
56 MEMBERS ONLY BOBBY BLAND (Malaco-7429)	DEBUT	
57 DURELL COLEMAN (Island/Atlantic 7-90293-1)	54 8	
58 STRANGER IN THE NIGHT OSBORNE & GILES (Red Label/ Capitol ST-73103)	64 2	
59 MEETING IN THE LADIES ROOM KLYMAXX (Constellation/MCA 5529)	58 46	
60 HOT SPOT DAZZ BAND (Motown 6149ML)	46 11	
61 WRAP YOUR BODY ONE WAY (MCA 5552)	51 15	
62 FULL FORCE (Columbia FC 40117)	62 2	
63 MR. WRIGHT BERNARD WRIGHT (Manhattan/ Capitol ST-53014)	DEBUT	
64 DARK GABLE DIMPLES (RCA AFL 1-5482)	DEBUT	
65 QUE PASA? RAPPIN' DUKE (JWPLP-6969)	DEBUT	
66 KING OF ROCK ★□ RUN D.M.C. (Profile PRO 1205)	65 44	
67 DARYL HALL & JOHN OATES LIVE AT THE APOLLO WITH DAVID RUFFIN & EDDIE KENDRICKS (RCA AFL 1-7035)	67 6	
68 DANCIN' IN THE KEY OF LIFE STEVE ARRINGTON (Atlantic 7-81245-1)	66 30	
69 U.T.F.O. (Select SEL 21614)	47 23	
70 SOME OF MY BEST JOKES ARE FRIENDS GEORGE CLINTON (Capitol ST-12417)	53 17	
71 AL JARREAU IN LONDON (Warner Bros. 25331)	60 6	
72 THE DREAM OF THE BLUE TURTLE ★ STING (A&M SP 3750)	72 16	
73 SONGS FROM THE BIG CHAIR ★■ TEARS FOR FEARS (Mercury/PolyGram 824 300-1)	70 10	
74 THE VISION HOWARD JOHNSON (A&M SP-4982)	63 11	
75 NO JACKET REQUIRED ★□ PHIL COLLINS (Atlantic 7 81240-1)	75 24	

THE CASH BOX TOP 75 BLACK CONTEMPORARY ALBUM CHART IS BASED SOLELY ON ACTUAL PIECES SOLD AT RETAIL STORES.

TOP 100 BLACK CONTEMPORARY SINGLES

THE TOP 100 BLACK CONTEMPORARY SINGLES CHART IS BASED ON A COMBINATION OF RADIO AIRPLAY AND ACTUAL PIECES SOLD AT RETAIL STORES.

November 2, 1985

	Weeks On 10/26 Chart		Weeks On 10/26 Chart		Weeks On 10/26 Chart
1 PART-TIME LOVER STEVIE WONDER (Tamla/Motown 1808TF)	1	9			
2 YOU ARE MY LADY FREDDIE JACKSON (Capitol B 5495)	2	13			
3 I WISH HE DIDN'T TRUST ME SO MUCH BOBBY WOMACK (MCA 52624)	3	13			
4 I'LL BE GOOD RENE & ANGELA (Mercury/PolyGram 884 009-7)	4	9			
5 THE OAK TREE MORRIS DAY (Warner Bros. 7-28899)	8	8			
6 STAND BY ME MAURICE WHITE (Columbia 38-05571)	6	12			
7 SINGLE LIFE CAMEO (Atlanta Artists/PolyGram 884-010-7)	7	10			
8 WHO'S ZOOMIN' WHO ARETHA FRANKLIN (Arista ASI-9410)	11	7			
9 CARAVAN OF LOVE ISLEY, JASPER, ISLEY (CBS ASS. ZS4 05611)	17	7			
10 THE SHOW DOUG E. FRESH and THE GET FRESH CREW (Reality/Dana/Fantasy D-242)	10	10			
11 EVERYBODY DANCE TA MARA AND THE SEEN (A&M AM 2766)	16	8			
12 SILVER SHADOW ATLANTIC STARR (A&M AM 2766)	12	11			
13 YOU WEAR IT WELL EL DeBARGE with DeBARGE (Gordy/Motown 1804GF)	15	8			
14 OH SHEILA READY FOR THE WORLD (MCA 52636)	5	16			
15 THE SCREAMS OF PASSION THE FAMILY (Paisley Park/Warner Bros. 7-28953)	9	15			
16 HARD TIMES FOR LOVERS JENNIFER HOLLIDAY (Geffen/Warner Bros. 7-28958)	13	12			
17 WAIT FOR LOVE LUTHER VARNDROSS (Epic 34-05610)	20	5			
18 EATEN ALIVE DIANA ROSS (RCA PB-14181)	22	6			
19 MAKE YOUR MOVE ON ME BABY CHARLIE SINGLETON (Arista ASI-9386)	19	9			
20 TRAPPED COLONEL ABRAMS (MCA 52638)	21	11			
21 ALL FALL DOWN FIVE STAR (RCA PB-14108)	18	15			
22 OBJECT OF MY DESIRE STARPOINT (Elektra 7-69621)	14	15			
23 "MIAMI VICE" THEME JAN HAMMER (MCA 52666)	31	6			
24 PARTY ALL THE TIME EDDIE MURPHY (Columbia 38-05609)	28	8			
25 COOLIN' OUT DENNIS EDWARDS (Gordy/Motown 1805GF)	29	9			
26 THE DANCE ELECTRIC ANDRE CYMONE (Columbia 38-05436)	23	14			
27 (KRUSH GROOVE) CAN'T STOP THE STREET CHAKA KHAN (Warner Bros. 7-28923)	36	8			
28 SOMEBODY TOOK MY LOVE DURELL COLEMAN (Island/Atlantic 7-99605)	34	6			
29 FALL DOWN (SPIRIT OF LOVE) TRAMAINÉ (A&M AM 2763)	44	5			
30 I WANT TO FEEL I'M WANTED MAZE featuring FRANKIE BEVERLY (Capitol B 5510)	30	8			
31 YOU LOOK GOOD TO ME CHERRELLE (Tabu/CBS 34-5608)	40	6			
32 GIRLS ARE MORE FUN RAY PARKER, JR. (Arista ASI-9352)	39	4			
33 DON'T SAY NO TONIGHT EUGENE WILDE (Philly World/Atlantic 7-99608)	41	4			
34 YOUR PLACE OR MINE BAR-KAYS (Mercury/PolyGram 880-966-7)	24	14			
35 I CAN'T BELIEVE IT MELBA MOORE (Capitol B-5520)	43	7			
36 BABY I'M SORRY R.J.'S LATEST ARRIVAL (Atlantic 7-89510)	42	7			
37 JUST ANOTHER LONELY NIGHT THE O'JAYS (Philadelphia Int'l./Manhattan 50013)	25	12			
38 A LOVE BIZARRE SHEILA E. (Paisley Paisley/Warner Bros. 7-28890)	51	3			
39 THIS IS FOR YOU THE SYSTEM (Mirage/Atlantic 7-99607)	52	4			
40 CURIOSITY THE JETS (MCA 52682)	54	4			
41 SHE'S NOT A SLEAZE PAUL LAURENCE (Capitol B-5507)	46	6			
42 STOP PLAYING ON ME VIKKI LOVE (4th & Broadway/Island 418)	49	7			
43 SAY I'M YOUR NO. 1 PRINCESS (Next Plateau 50035)	58	5			
44 SPEND THE NIGHT WITH ME RICK JAMES (Sturdy/Motown 1806GF)	48	7			
45 SHAKE 'EM DOWN DIMPLES (RCA PB-14157)	45	7			
46 WHO DO YOU LOVE? BERNARD WRIGHT (Manhattan B50011)	56	5			
47 CHERISH KOOL & THE GANG (De-Lite/PolyGram 880 869-7)	26	16			
CHARTBREAKER					
48 COUNT ME OUT NEW EDITION (MCA 52703)			DEBUT		
49 THINKING ABOUT YOU WHITNEY HOUSTON (Arista ASI-9412)	66	3			
50 HARD CORE REGGAE THE FAT BOYS (Sutra SUS 147)	50	6			
51 HONEY FOR THE BEES PATTI AUSTIN (Qwest/Warner Bros. 28935)	64	3			
52 NEVER FELT LIKE DANCIN' TEDDY PENDERGRASS (Elektra 7-69595)	61	3			
53 ONE OF THE LIVING TINA TURNER (Capitol B 5518)	62	3			
54 EMERGENCY KOOL & THE GANG (De-Lite/PolyGram: 884 199-7)	77	2			
55 ARE YOU READY STAPLE SINGERS (Private I/CBS ZS4 05565)	55	8			
56 SEDUCTION VAL YOUNG (Gordy/Motown 1795GF)	70	3			
57 MORE THAN FRIENDS, LESS THAN LOVERS ONE WAY (MCA 52699)	63	5			
58 ROCK THE NATION BILLY & BABY GAP (Total Experience/RCA TES-2424-AS)	59	6			
59 BIG BOSS MAN B.B. KING (MCA 52675)	68	4			
60 I MISS YOU KLYMAXX (Constellation/MCA 52606)	32	15			
61 SAVING ALL MY LOVE FOR YOU WHITNEY HOUSTON (Arista ASI-9361)	27	4			
62 STAND UP HOWARD JOHNSON (A&M AM 2752)	33	14			
63 ALL OF ME FOR ALL OF YOU 9.9 (RCA PB-14082)	35	20			
64 POP LIFE PRINCE AND THE REVOLUTION (Paisley Park/Warner Bros. 7-28998)	37	14			
65 IF LOOKS COULD KILL (D.O.A.) NONA HENDRYX (RCA PB-14168)	74	3			
66 I'M GONNA TEAR YOUR PLAYHOUSE DOWN PAUL YOUNG (Columbia 38-05577)	65	6			
67 MORE THAN YOU CAN HANDLE LUSHUS DAIM & THE PRETTY VAIN (Conceited/Motown 1801MF)	75	3			
68 SKOOL-OLGY (AIN'T NO STRAIN) ROSIE GAINES (Epic 34-05589)	69	5			
69 IT DOESN'T REALLY MATTER ZAPP (Warner Bros. 7-28879)	76	3			
70 SLIP N' SLIDE ROY AYERS (Columbia 38-05613)	80	2			
71 THE WAY YOU DO THE THINGS YOU DO/MY GIRL DARYL HALL/JOHN OATES (RCA PB-14178)	53	7			
72 ALICE, I WANT YOU JUST FOR ME! FULL FORCE (Columbia 38-05623)	87	2			
73 ALWAYS AND FOREVER NICOLE (Portrait/CBS 37-05434)	85	2			
74 TELL ME TOMORROW ANGELA BOFILL (Arista ASI-9414)	82	3			
75 YOU ARE THE ONE STROKE (Omni/Atlantic 7-99583)	83	3			
76 HAVEN'T YOU HEART THAT LINE BEFORE GENE CHANDLER (Fast Fire 7003)	84	2			
77 JAM MASTER JAMMIN' RUN DMC (Profile-Pro 5080)	47	8			
78 WE DON'T NEED ANOTHER HERO (THUNDERDOME) TINA TURNER (Capitol B-5491)	38	17			
79 GOTTA BE A WINNER HUEY "BABY" HARRIS (Profile Pro-5075)	57	7			
80 SOMEONE ELSE'S GIRL LEGACY (Private I/CBS ZS4 05630)	88	2			
81 COULD IT BE LOVE LONNIE HILL (Urban Sound 785)	89	2			
82 PUT US TOGETHER AGAIN THE SPINNERS (Mirage/Atlantic 7-99604)	90	2			
83 YOU AIN'T FRESH THE BOOGIE BOYS (Capitol B 5522)	DEBUT				
84 MR. DEE JAY THE CONCEPT (Tuckorwood 000)	DEBUT				
85 GIVE IT UP EVELYN "CHAMPAGNE" KING (Private I/CBS ZS4 05627)	86	2			
86 RAP IS HERE TO STAY SPIDER D (Profile-Pro 7078)	DEBUT				
87 THE SHOW STOPPA SUPERNATURE (Pop Art 1413)	DEBUT				
88 YOUR PERSONAL TOUCH EVELYN "CHAMPAGNE" KING (RCA JK-14201)	DEBUT				
89 TELL ME WHAT (I'M GONNA DO) CON FUNK SHUN (Mercury/PolyGram 88)	DEBUT				
90 STILL SMOKIN' TROUBLE FUNK (Island/Atlantic 7-99613)	DEBUT				
91 HOT SPOT DAZZ BAND (Motown 1800MF)	60	14			
92 EYE TO EYE GO WEST (Chrysalis VS4 42903)	71	9			
93 PRIVATE PROPERTY CARL CARLTON (Casablanca/PolyGram 880 949-7)	67	10			
94 AMERICA KURTIS BLOW (Mercury/PolyGram 884-079-7)	73	5			
95 FLY GIRL THE BOOGIE BOYS (Capitol B 5498)	72	18			
96 MYSTERY LADY BILLY OCEAN (Jive/Arista JS1-9374)	78	17			
97 DREAMS SMOKE CITY (Epic 34-05448)	79	6			
98 BRAND NEW BEAT KOKO-POP (Motown 1803MF)	81	4			
99 DARE ME POINTER SISTERS (RCA PB-14126)	91	16			
100 I'M LEAVING BABY CON FUNK SHUN (Mercury/PolyGram 880 914-7)	92	17			

ALPHABETICAL LISTING ON INSIDE BACK COVER

MOST ADDED



STRONG ADDS

Your Personal Touch — Evelyn King — RCA
Emergency — Kool & The Gang — Delite/PolyGram
Thinking About You — Whitney Houston — Arista
Honey For The Bees — Patti Austin — Qwest/Warner Bros.

STATION ADDS

WAMO — Pittsburgh — Chuck Woodson — PD
 Prince
 Ready For The World
 A. Bofill
 Isley Bros.
 E. Wilde

WEDR — Miami — George Jones — PD
 J. Vogel
 R. Gilliam
 LA Dream Team
 Kool & The Gang
 P. Blake
 J.M. Silk
 Starpoint
 Alisha
 New Edition
 Lushus Daim

WGCI — Chicago — Graham Armstrong — PD
 New Edition
 The System
 V. Love
 Princess
 Kool & The Gang
 B. Wright
 M. Moore

WHRK "K97" — Memphis — Jimmy Smith — MD
 Pointer Sisters
 P. Austin
 Kashif
 Eurythmics/A. Franklin
 New Edition

Isley Bros.
 Miami Sound Machine

KMJQ — Houston — Ron Atkins — PD
 P. Austin
 Super Nature
 R. Gilliam
 G. Guthrie
 Lushus Daim
 Kool & The Gang
 E. King
 New Edition
 LL Cool J

WJLB — Detroit — Cecilla Whitmore — PD
 D. Edwards
 T. Pendergrass
 P. Austin
 The Concept
 Princess
 Tramaine
 The Winans

WQMG — Greensboro — Doc Foster — PD
 D. Moore
 Spyder D.T. Lee
 Princess
 Fresh
 Gordon
 Sheila E
 Con Funk Shun
 Shannon
 Full Force
 A. Bofill
 Nicole Osborne & Giles Tramaine

WPAL — Charleston — Don Kendricks — PD
 Lisa Lisa and Cult Jam with Full Force
 G. Knight & The Pips
 Sheila E
 Choice MCs
 D. Davis
 G. Guthrie
 Con Funk Shun
 Weather Girls
 Kool & The Gang
 Kashif

WRAP — Norfolk — Chester Benton — PD
 W. Houston
 V. Young
 Lushus Daim
 Zapp
 J. Johnson's Revue
 B.B. King

KRNB — Memphis — Jerry Mason — PD
 Mary Jane Girls
 The Temptations
 Zapp
 W. Houston
 A. Franklin & Eurythmics

KHYS — Port Arthur — Doug Davis — MD
 P. Austin
 W. Houston
 R. Ayers
 E. King



READY FOR KDAY — Ready For The World were welcomed by KDAY, when the group stopped by the station during a recent visit to Los Angeles. The band has been touring nationally supporting its gold debut self-titled MCA Records album. Shown at KDAY **knelling** (l-r): John Eaton, Melvin Piley and Willie Triplett of Ready For The World. **Standing** (l-r): Gordon Strozier of Ready For The World; George Lakes, Hi Point Enterprises; Sara Melendez, west coast regional R&B promotional manager, MCA Records; Don Tracy, KDAY; Gregory Potts of Ready For The World.

Slave
 Spyder D.
 Grandmaster Melle Mel
 New Edition
 Ready For The World
 Con Funk Shun
 J. Kennedy
 V. Young
 T. Turner
 Sheila E
 T. Lee

KJLH 102.3 — Los Angeles — Doug Gilmour — PD
 W. Houston
 Princess

WTLC — Indianapolis — Kelly Carson — PD
 New Edition
 Taka Boom
 Osborne & Giles
 9.9
 C. Davis
 B. Withers
 E. King
 K. Blow
 Haywood

WUSL "Power 99" — Philadelphia — Jeff Wyatt — PD
 D. Edwards
 Stroke
 Boogie Boys
 E. Wilde
 New Edition
 Kool & The Gang
 Five Star
 The Jets
 E. King
 Super Nature

WUFO — Buffalo — Jeff Grant — PD
 The Jets
 T. Turner
 Ray, Goodman & Brown
 L. Hill
 The Winans
 R. Ayers
 Bar-Kays
 Isley Bros.

Sun City
 A. O'Neal

K104-FM — Dallas — Terri Avery — MD
 Klymaxx
 Full Force
 Boogie Boys
 K. Loggins/DeBarge
 J. Kennedy

WLOU — Louisville — Bill Price — MD
 Prince
 Mary Jane Girls
 Choice MC's
 Con Funk Shun
 N. Hendryx
 U.T.F.O.

WXYV — Baltimore — Mark Williams
 Tramaine
 Atlantic Starr
 W. Houston
 Sheila E
 V. Young
 P. Laurence
 S. Namre
 P. Austin
 New Edition

WWDM — Sumter — Scotty B. — MD
 New Edition
 Full Force
 Trouble Funk
 Boogie Boys
 The Jets
 V. Love
 B. B. King
 Cherrelle
 Choice MC's
 T. Lee
 G. Howard

WNOV — Milwaukee — Rob Hardy — PD
 E. King
 S. Arrington
 Isley Bros.
 W. Mills
 K. Blow
 Kashif
 Princess

URBAN PROGRAMMER'S PICK

Programmer	Station	Market
Brute Bailey	WDJY	Washington, D.C.

Song: "Mr. Dee Jay"
Artist: The Concept
Label: Tuckwood

Comments:
 "When I received it in the mail I played it and the request lines immediately lit up. The record really brings into focus what D.J.'s do everyday, plus it's very entertaining and people like it."

BLACK/URBAN RETAIL

HOT NEW SELLER



Stevie Wonder — In Square Circle — Motown

STRONGEST SALES

F. Jackson — Capitol
S. Wonder — Tamla/Motown
W. Houston — Arista
B. Womack — MCA

STORE REPORTS

Joe's Swing Shop — Los Angeles — Greta McDonnell
F. Jackson
Atlantic Starr
The Family
B. Womack
Cameo

Barney's One-Stop — Chicago — Nellie Thomas
F. Jackson
W. Houston
P. LaBelle
B. Womack
Ready For The World

Fletcher's One-Stop — Chicago — Ken Fletcher
S. Wonder
P. LaBelle
F. Jackson
L. Vandross
B. Womack

Platter Shack — Orlando — Della Wiggins
Isley, Jasper, Isley
F. Jackson
Sheila E.
M. White
B. Womack

Sikhulu's Record Shack — New York — Sikhulu Shange
S. Wonder
P. LaBelle
B. Womack
F. Jackson
W. Houston

Webb's Department Store — Philadelphia — Bruce Webb
Atlantic Starr

B. Womack
F. Jackson
M. White
W. Houston

Skippy White's — Boston — Marc Siegel
F. Jackson
S. Wonder
P. LaBelle
Krush Groove
Rene & Angela

Shazada Enterprises — Charlotte — Jack Gordon
F. Jackson
Atlantic Starr
B. Womack
S. Wonder
Cameo

Street Scene — Atlanta — Jay Robinson
Rap 2
F. Jackson
L. Vandross
S. Wonder
U.T.F.O.

Karma Records — Indianapolis — Mike Smith
W. Houston
Cameo
F. Jackson
A. Franklin
The Family

Gil's Records And Tapes — Houston — Gil Bultron
P. Austin
A. Bofill
J. Holliday
A. Franklin
P. LaBelle

V.I.P. Records — Inglewood, CA — John Chism
F. Jackson
L. Vandross
Rene & Angela
C. Singleton
P. Austin

Believe In Music — Wyoming, MI — Jim Marcusse
M. Day
Miami Vice
Starpoint
E. Murphy
Power Station

Delicious Records — Inglewood, CA — Tommy Johnson
Isley, Jasper, Isley
Atlantic Starr
Maze
W. Houston
Rene & Angela

Scott's Wholesale — Indianapolis — Cheryl Gregory
M. Day
E. Murphy
S. Wonder
W. Houston
P. LaBelle



QWEST WELCOMES BATTLE — Qwest Records recently signed Hinton Battle, a two-time Tony Award winner who is also currently starring in The Tap Dance Kid. Battle's credits include Dream Girls, Sophisticated Ladies and Dancin'. Shown welcoming Hinton Battle to the label (l-r) are: Harold Childs, Qwest president; Battle; and John Brown, vice president A&R, Qwest.

Massachusetts One-Stop — Boston — Ron Heaps
Cameo
C. Mayfield
S. Wonder
P. LaBelle
Rene & Angela

Brown Sugar Records — New Orleans — Dallas Washington
S. Wonder
F. Jackson
L. Vandross
Cameo
Ready For The World

Greensboro Record Center — Greensboro — Susie Chandler
Atlantic Starr
C. Mayfield
P. LaBelle
Sheila E.
K. Blow

Record Boutlque — Winston-Salem — Archie Torain
S. Wonder
F. Jackson
B. Womack
W. Houston
L. Vandross

Hill's Stereo — Norwalk, CT — Mary Ann Saracino
A. Franklin
F. Jackson
S. Wonder
W. Houston
P. Austin

Importes Etc. — Chicago — Paul Weisberg
S. Wonder
Ta Mara & The Seen
Fuzz Dance
P. Austin
Sheila E.

LaGreen's — Detroit — Steve Holsey
S. Wonder
P. LaBelle
W. Houston
F. Jackson
B. Womack

Record Theatre — Cincinnati — Marianne Morgan
M. White
S. Wonder
M. Day
B. Womack
W. Houston

Music Master — Chicago — Yvonne Mason
S. Wonder
F. Jackson
P. LaBelle
L. Vandross
B. Womack

H&W One-Stop — Dallas — Walter Jackson
Bar-Kays
B. Womack
Isley, Jasper, Isley
One Way
D. Edwards

Tara One-Stop — Atlanta — Jean Chapman
F. Jackson
Ready For The World
B. Womack
S. Wonder
W. Houston

Jones & Harris — Richmond, CA — Robln Harris
W. Houston
F. Jackson
M. Day
S. Wonder
L. Vandross

Tower Records — Sacramento — Jeanie Banvaar
S. Wonder
F. Jackson
Five Star
M. Day
W. Houston

The Warehouse — Culver City, CA — Arnold Turner
S. Wonder
F. Jackson
Miami Vice
W. Houston
Ta Mara & The Seen

Fortune Records — Inglewood, CA — Tommy Johnson
F. Jackson
W. Houston
S. Wonder
B. Womack
Cameo

L&M Sound Center — Lumberton, NC — Malcolm McCallum
F. Jackson
Atlantic Starr
Ready For The World
S. Wonder
W. Houston

URBAN RETAILER'S PICK

Retailer	Store	Market
Sikhulu Shange	Sikhulu's Record Shack	New York

Album: "So Many Rivers"
Artist: Bobby Womack
Label: MCA

Comments:

"'So Many Rivers' is the album of the late '80s. We have gotten so much response here it is unbelievable. It's a winner; it crosses over from young to old. The strongest cut is 'I Wish You Didn't Trust Me So Much.'"

TOP 75 12" SINGLES

	Weeks On 10/26 Chart		Weeks On 10/26 Chart		Weeks On 10/26 Chart
1		THE SHOW/LA-DI-DA-DI (EXTENDED VERSION)/6:40 & 4:40 DOUG E. FRESH AND THE GET FRESH CREW (Reality/Danya/Fantasy D242)	1	27	SAY I'M YOUR NUMBER ONE (EXTENDED VERSION) PRINCESS (Next Plateau NP50035)
2		DRESS YOU UP/SHO-O-BEE-DOO (REMIX & INSTRUMENTAL)/6:15 & 4:36 MADONNA (Sira/Warner Bros. 0-20369)	2	28	HEAD OVER HEELS (EXTENDED VERSION) TEARS FOR FEARS (Mercury 890-929-1)
3		THE OAK TREE (EXTENDED VERSION & INSTRUMENTAL)/9:06 & 4:32 MORRIS DAY (Warner Bros. 0-20379)	3	29	ALL OF YOU FOR ALL OF ME (REMIX VERSION)/4:57 & 7:05 9.9 (RCA W14083)
4		OH SHEILA (EXTENDED VERSION & INSTRUMENTAL)/6:46 & 4:00 READY FOR THE WORLD (MCA 23572)	4	30	SILVER SHADOW (EXTENDED VERSION) ATLANTIC STARR (A&M SP 12148)
5		TRAPPED COLONEL ABRAMS (MCA 23568)	5	31	RUNNING UP THAT HILL (EXTENDED VERSION) KATE BUSH (EMI-America V-7865)
6		OBJECT OF MY DESIRE (EXTENDED VERSION)/5:40 STARPOINT (Elektra 0-66891)	6	32	HARD TIMES FOR LOVERS (EXTENDED DANCE REMIX)/7:00 & 6:45 JENNIFER HOLLIDAY (Gaffan/Warner Bros. 020368)
7		I'LL BE GOOD (SPECIAL MIX & INSTRUMENTAL)/7:25 & 5:25 RENE & ANGELA (Mercury/PolyGram 884009-1)	7	33	THE DANCE ELECTRIC/RED LIGHTS (LONG VERSION)/5:31 & 4:57 ANDRE CYMONE (Columbia 44-05249)
8		FALL DOWN (SPIRIT OF LOVE) TRAMAINÉ (A&M SP-12146)	8	34	DANCING IN THE STREET (EXTENDED DANCE MIX & DUB)/4:40 & 4:41 DAVID BOWIE & MICK JAGGER (EMI-America V-19200)
9		SINGLE LIFE (EXTENDED VERSION)/6:30 CAMEO (Atlantic Artists/PolyGram 884 010-1)	9	35	FLY GIRL/CITY LIFE (EXTENDED VERSION)/4:36 & 5:46 THE BOOGIE BOYS (Capitol V-8645)
10		PART-TIME LOVER (SPECIAL REMIX)/6:20 STEVIE WONDER (Tamil/Motown 4548TG)	10	36	YOU AIN'T FRESH (MORNING DEW MIX)/4:22 & 7:53 BOOGIE BOYS (Capitol V-15207)
11		BE NEAR ME (MUNICH & ECSTASY MIX)/5:48 & 4:45 ABC (Mercury/PolyGram 884-052-1)	11	37	STAND UP/SO TUFF (SPECIALLY REMIXED VERSION)/6:26 & 4:50 HOWARD JOHNSON (A&M SP-12137)
12		NEEDLE TO THE GROOVE/JAMMING ON THE GROOVE (CLUB & DUB VERSION)/8:27 & 4:45 MANTRONIX (Sleeping Bag SLX-00015X)	12	38	SOME PEOPLE (EXTENDED VERSION) BELOUIS SOME (Capitol V-8649)
13		MIAMI VICE THEME (EXTENDED REMIX)/8:52 JAN HAMMER (MCA 23575)	13	39	STAND BY ME (EXTENDED VERSION) MAURICE WHITE (Columbia 44-05262)
14		WHO'S ZOOMIN' WHO (DANCE MIX)/8:38 ARETHA FRANKLIN (Arista ADI-9411)	14	40	EYE TO EYE (REMIX) GO WEST (Chrysalis 4V9-42900)
15		POP LIFE/HELLO (FRESH DANCE MIX)/6:16 & 6:36 PRINCE AND THE REVOLUTION (Paisley Park/Warner Bros. 0-20357)	15	41	YOU & ME (EXTENDED VERSION)/6:15 THE FLIRTS (CBS Associated 429-05284)
16		(KRUSH GROOVE) CAN'T STOP THE STREET (EXTENDED DANCE MIX & INSTRUMENTAL)/5:15 & 6:01 CHAKA KHAN (Warner Bros. 0-20367)	16	42	DARE ME/I'LL BE THERE (EXTENDED & INSTRUMENTAL VERSION)/6:16 & 4:21 POINTER SISTERS (RCA PW 14127)
17		YOU WEAR IT WELL (CLUB & DUB MIX)/6:55 & 5:06 EL DABARGE with DeBARGE (Gordy/Motown 4545GG)	17	43	LOVER COME BACK TO ME (EXTENDED REMIX)/5:50 DEAD OR ALIVE (Epic 49-05278)
18		EATEN ALIVE (HOT EXTENDED DANCE MIX)/5:51 DIANA ROSS (RCA PB-14183-1)	18	44	DON'T STOP THE DANCE/SLAVE TO LOVE (REMIX SPECIAL)/5:52 & 5:57 BRYAN FERRY (Warner Bros. 0-20385)
19		THE SCREAMS OF PASSION/YES (EXTENDED VERSION)/6:45 & 4:27 THE FAMILY (Paisley Park/Warner Bros. 0-20360)	19	45	THE FAT BOYS ARE BACK (EXTENDED VERSION & INSTRUMENTAL)/6:10 & 5:42 FAT BOYS (Sutra SUD 034)
20		PARTY ALL THE TIME (INSTRUMENTAL VERSION)/7:04 EDDIE MURPHY (Columbia 44-05280)	20	46	HONEY FOR THE BEES (EXTENDED VERSION)/6:40 & 5:30 PATTI AUSTIN (Qwest/Warner Bros. 0-20361)
21		CONGA (EXTENDED VERSION & INSTRUMENTAL)/6:00 & 4:52 MIAMI SOUND MACHINE (Epic 49-05253)	21	47	PERFECT WAY (WAY PERFECT MIX)/5:26 SCRITTI POLITTI (Warner Bros. U-20363)
22		EVERYBODY DANCE/LOVELY HEART (EXTENDED VERSION)/5:41 & 4:47 TA MARA & THE SEEN (A&M SP-12149)	22	48	I WONDER IF I TAKE YOU HOME (RAP, CULT JAM DUB & EXTENDED VERSION)/12:09 & 6:04 LISA LISA AND CULT JAM with FULL FORCE (Columbia 44-0520)
23		I'M GONNA TEAR YOUR PLAYHOUSE DOWN (SPECIAL YA YA MIX)/6:15 PAUL YOUNG (Columbia XSM 174580)	23	49	SEDUCTION (EXTENDED MIX) VAL YOUNG (Gordy/Motown 4544GG)
24		ALL FALL DOWN (EXTENDED VERSION) FIVE STAR (RCA PW-14109)	24	50	BABY TALK (SPECIAL REMIX)/6:45 ALISHA (Vanguard SPV 89)
25		STOP PLAYING ON ME (EXTENDED MIX) VIKKI LOVE (4th & B'way/Island 416)	25	51	BAD BOYS (VOCAL & DUB MIX)/5:54 BAD BOYS featuring K. LOVE (Starlite/Fantasy D-240)
26		YOU ARE MY LADY (SPECIAL THEME VERSION)/4:42 & 4:35 FREDDIE JACKSON (Capitol V-8650)	26	52	PICKIN' UP THE PICES (EXTENDED VERSION & DUB MIX)/6:38 & 6:26 BRENDA K. STARR (Mirage/Atlantic 0-96873)
53		THE SHOW STOPPA (IS STUPID FRESH)/5:42 SUPERNATURE (Pop Art PA 1613)	DEBUT	54	I MISS YOU (EXTENDED VERSION & INSTRUMENTAL)/5:56 & 5:32 KLYMAXX (Constellation/MCA 23587)
55		FREEWAY OF LOVE (ROCK MIX & EXTENDED REMIX)/4:40 & 6:26 ARETHA FRANKLIN (Arista ADI-9355)	45	56	SISTER FATE/SAVE THE PEOPLE (EXTENDED VERSION)/5:45 & 6:26 SHEILA E. (Paisley Park/Warner Bros. 0-20359)
57		SHOUT (U.S. & U.K. REMIX)/8:02 & 7:41 TEARS FOR FEARS (Mercury/PolyGram 890-929-1)	46	58	TOO TURNED ON (EXTENDED & DUB VERSION)/6:17 & 3:00 ALISHA (Vanguard SPV-82)
59		HELLO STRANGER (EXTENDED VERSION)/5:50 CARRIE LUCAS (MCA 23589)	49	59	HELLO STRANGER (EXTENDED VERSION)/5:50 CARRIE LUCAS (MCA 23589)
60		ONE LOVE (EXTENDED VERSION) JANICE CRISTIE (Supertronics RY-009)	DEBUT	61	I WANT MY GIRL (EXTENDED VERSION)/4:46 JESSE JOHNSON'S REVUE (A&M SP-12144)
62		THE POWER OF LOVE (JELLYBEAN REMIX & INSTRUMENTAL)/7:10 & 4:12 HUEY LEWIS & THE NEWS (Chrysalis 4V9 42889)	57	63	ANGEL/INTO THE GROOVE (EXTENDED DANCE MIX)/6:15 & 4:40 MADONNA (Sira/Warner Bros. 020335)
64		CHERISH (REMIX)/FRESH/MISLED (SPECIAL MIX)/5:40 & 6:10 KOOL & THE GANG (De-Lita/PolyGram 880947-1)	58	65	BITE IT (EXTENDED & DUB VERSION)/3:35 & 5:06 U.T.F.O. with FULL FORCE (Satec FMS 6226)
66		WEIRD SCIENCE (EXTENDED DANCE VERSION)/6:36 OINGO BOINGO (MCA 23574)	59	66	WEIRD SCIENCE (EXTENDED DANCE VERSION)/6:36 OINGO BOINGO (MCA 23574)
67		THE ROOF'S ON FIRE (SCRATCHIN' & JIVIN')/3:16 & 3:13 ROCK MASTER SCOTT AND THE DYNAMIC 3 (Reality/Fantasy D 239)	61	68	DON'T LOSE MY NUMBER (EXTENDED VERSION)/6:32 PHIL COLLINS (Atlantic DMD 872)
69		GOOD-BYE BAD TIMES (EXTENDED VERSION & INSTRUMENTAL)/6:30 & 5:20 PHILIP OAKY & GIORGIO MORODER (A&M SP-12141)	62	70	EIGHT ARMS TO HOLD YOU (BONUS BEAT & DUB)/6:45 & 3:00 GOON SQUAD (Epic 49-05247)
71		STIR IT UP (EXTENDED VERSION & EDIT)/7:13 & 5:25 PATTI LABELLE (MCA 23567)	63	71	STIR IT UP (EXTENDED VERSION & EDIT)/7:13 & 5:25 PATTI LABELLE (MCA 23567)
72		INVINCIBLE (REMIX & INSTRUMENTAL)/5:29 & 4:23 PAT BENATAR (Chrysalis 4V942878)	64	72	INVINCIBLE (REMIX & INSTRUMENTAL)/5:29 & 4:23 PAT BENATAR (Chrysalis 4V942878)
73		RASPBERRY BERET/SHE'S ALWAYS IN MY HAIR (NEW MIX)/7:25 & 6:46 PRINCE AND THE REVOLUTION (Paisley Park/Warner Bros. 0-20355)	65	73	RASPBERRY BERET/SHE'S ALWAYS IN MY HAIR (NEW MIX)/7:25 & 6:46 PRINCE AND THE REVOLUTION (Paisley Park/Warner Bros. 0-20355)
74		YOU SPIN ME ROUND (LIKE A RECORD) (MURDER MIX) MISTY CIRCLE (EXTENDED VERSION)/8:00 & 9:10 DEAD OR ALIVE (Epic 49-05206)	66	74	YOU SPIN ME ROUND (LIKE A RECORD) (MURDER MIX) MISTY CIRCLE (EXTENDED VERSION)/8:00 & 9:10 DEAD OR ALIVE (Epic 49-05206)
75		ONE LIFE/IT'S THE WAY YOU DO IT (VELVER SPIKE MIX)/6:05 & 4:02 LAID BACK (Sira/Warner Bros. 0-20358)	67	75	ONE LIFE/IT'S THE WAY YOU DO IT (VELVER SPIKE MIX)/6:05 & 4:02 LAID BACK (Sira/Warner Bros. 0-20358)

THE CASH BOX TOP 75 12" SINGLES CHART IS BASED SOLELY ON ACTUAL PIECES SOLD AT RETAIL STORES.

12" REVIEWS

ARCADIA (Capitol 5209)
Election Day (8:39) (Arcadia) (no publisher listed) (Producer: Arcadia)
 Highlighted by an extended Grace Jones rap and scattered sonic effects and edits, this "Consensus Mix" is a more atmospheric version of Arcadia's debut song. More substantial than Duran offerings, "Election Day" should be a big club hit.

ROCHELLE (Warner Bros. 0-20376)
My Magic Man (6:27) (Henry) (King Henry I-Currier Music/ASCAP) (Producer: Ted Currier-Gary Henry) (Remix: The Latin Rascals)
 Rochelle's latest effort features four distinct mixes, and this "Samurai Mix" is the most energetic from Tony Moran and Albert Cabrera. An insistent bass/drum pattern propels this track which should continue the artist's appeal with club jocks.

LOOSE ENDS (MCA/Virgin 23596)
Tell Me What You Want (6:08) (McIntosh-Shell-Nichol) (Virgin Music-Brampton Music-Street Angel Music/ASCAP) (Producer: Nick Martinelli)
 A strong 7", this extended mix works off of the tropical flavoring of the cut, adding percussion and bottom. Should be another club favorite for the British band.

NEW EDITION (MCA 23595)
Count Me Out (6:25) (Brantly-Timas) (New Generation Music/ASCAP) (Producer: Vincent Brantly-Rick Timas)
 From the team which gave New Edition "Cool It Now," comes this first single from the teen-group's upcoming "All For Love" LP. Reminiscent of previous New Edition hits though with fuller production, "Count Me Out" is guaranteed to be a club hit.

PHYLLIS NELSON (Carrere 4Z9- 05268)
I Like You (7:20) (Nelson) (no publisher listed) (Producer: Yves Dessca) (Remix: Shep Pettibone)
 One of the most sensual voices in dance music, Phyllis Nelson shines more brightly with each release and this thumping cut makes good use of synth and piano fills before returning to Nelson's rich vocal line.

MOST ACTIVE



STRONG ACTIVITY

The Show/La-Di-Da-Di — (Reality/Fantasy) — *Doug E. Fresh*
Part-Time Lover — (Gordy/Motown) — *Stevie Wonder*
The Oak Tree — (Warner Bros.) — *M. Day*
Fall Down (Spirit Of Love) — (A&M) — *Tramaine*

CLUB PICK

"I Like You" — Phyllis Nelson (Carrere/CBS)
 Pool: Direct Hit
 Disc-Jockey: Mike Arato
 Location: New York City
Comments:
"It was released recently but it is one of the most talked about records. Very strong club response."

RETAILER'S PICK

"We Built This City" — Starship — (Grunt/RCA)
 Store: The Record Vault
 Managers: Scott Allan & Sonny Dee
 Location: Beth Page, N.Y.
Comments:
"Based on the strength of the 7" single, the 12" should be a top seller. Early sales are excellent."

TOP 40 ALBUMS

★ AVAILABLE ON COMPACT DISC

	Weeks On 10/19 Chart	Weeks On 10/19 Chart
1 SKIN DIVE MICHAEL FRANKS (Warner Bros. 25275-1)	1 21	
2 AL JARREAU IN LONDON ★ (Warner Bros. 25331)	4 7	
3 DANCING IN THE SUN GEORGE HOWARD (TBA TB205)	3 27	
4 BLACK CODES (From The Underground) WYNTON MARSALIS (Columbia FC 40009)	8 4	
5 ALTERNATING CURRENTS ★ SPYRO GYRA (MCA 5606)	5 19	
6 MAGIC TOUCH ★ STANLEY JORDAN (Blue Note BT 85101)	5 34	
7 OASIS JOE SAMPLE (MCA 5481)	7 11	
8 HARLEQUIN ★ DAVE GRUSIN & LEE RITENOUR (GRP 1015)	2 30	
9 MAISHA SADAO WATANABE (Elektra 60431-1)	9 16	
10 ATLANTIS WAYNE SHORTER (Columbia FC 40055)	12 6	
11 VOCALESE ★ THE MANHATTAN TRANSFER (Atlantic 81266-1)	10 13	
12 DIGITAL WORKS ★ AHMAD JAMAL (Atlantic 81258)	15 7	
13 YOU'RE UNDER ARREST ★ MILES DAVIS (Columbia FC 40029)	11 23	
14 WHITE WINDS ★ ANDREAS VOLLENWEIDER (CBS FM 39963)	14 37	
15 SODA FOUNTAIN SHUFFLE ★ EARL KLUGH (Warner Bros. 25262-1)	13 28	
16 AMERICAN EYES RARE SILK (Palo Alto PA 8086)	16 30	
17 JUST FEELIN' McCoy TYNER (Palo Alto PA 8083)	17 13	
18 HIGH VISIBILITY VICTOR FELDMAN'S GENERATION BAND (TBA TB208)	18 13	
19 OPENING NIGHT ★ KEVIN EUBANKS (GRP A-1013)	19 14	
20 FABLES JEAN LUC PONTY (Atlantic 81276)	27 2	
21 WILD ROMANCE HERB ALPERT (A&M SP-5082)	21 10	
22 WARNING BILLY COBHAM (GRP-A-1020)	25 4	
23 SOARING THROUGH A DREAM AL DI MEOLA (Manhattan ST-53011)	24 9	
24 SPECTRUM AZYMUTH (Milestone M 9134)	DEBUT	
25 JUNGLE GARDEN DAVE VALENTIN (GRP 1016)	20 18	
26 SLOW MOTION ANDY NARELL (Hip Pocket HP-105)	DEBUT	
27 STRAIGHT TO THE HEART ★ DAVID SANBORN (Warner Bros. 25150-1)	23 29	
28 GRAVITY KENNY G & G FORCE (Arista ALB-8282)	22 25	
29 STAND UP STEVE MORSE BAND (Elektra 60448)	33 2	
30 DECEMBER ★ GEORGE WINSTON (Windham Hill/A&M WH-1025)	30 52	
31 MUSICAN ERNIE WATTS (Qwest/Warner Bros. 25283)	26 16	
32 NEW FACES ★ DIZZY GILLESPIE (GRP 1012)	31 16	
33 HOT HOUSE FLOWERS ★ WYNTON MARSALIS (Columbia FC 39530)	29 57	
34 CHAMPION JEFF BERLIN & VOX HUMANA (Passport PJ 88004)	DEBUT	
35 AUTUMN ★ GEORGE WINSTON (Windham Hill/A&M WH-1012)	36 34	
36 SKY DANCE RODNEY FRANKLIN (Columbia FC 39962)	28 21	
37 SILENT WITNESS SKYWALK (Zebra ZR 5004)	32 13	
38 20/20 GEORGE BENSON (Warner Bros. 9 25175-1)	34 40	
39 LIVE AT SWEET BASIL VOL. 1 ★ DAVID MURRAY BIG BAND (Black Saint BSR 0085)	38 18	
40 STREETSHADOWS DAVID DIGGS (TBA 207)	35 31	

THE CASH BOX TOP 40 JAZZ ALBUM CHART IS BASED SOLELY ON ACTUAL PIECES SOLD AT RETAIL STORES.

FEATURE PICKS

THE HIGHEST STANDARDS — David Lahm — Plug 7 — Producer: Barry Rogers — List: 8.98

An impressive effort from pianist Lahm and his ready-to-bop ensemble of John D'earth, David Friedman (who joins Lahm for some duets), Mike Richmond, Bob Moses, and, for a quicky appearance on harmonica, Michael Moriarity. Not only are the standards of the players high, but they are playing standards ("You and Night and the Music," "Out of This World," "You Go To My Head," et al) of the very highest order. A good straight-ahead date.

PORTRAIT OF A PIANO — Sir Charles Thompson — Sackville 3037 — Producers: John Norris, Bill Smith — List: 9.98

More like "Portrait of a Pianist" — an elegant, understated swing pianist who quietly works over, for the most part, a slate of standards (including his own "Robbins Nest") that soothes the ears and warms the heart. Solo pianist with a lovely champagne fizz.

STATE OF THE ART — Jimmy McGriff — Milestone M-91355 — Producer: Bob Porter — List: 8.98 — Bar Coded

For those who love a churning, chugging organ playing pieces with names like "Cheestack" and "Slow Grindin'," McGriff's funky keys are well complemented by such like-minded party music mavens as Lonnie Smith, Melvin Sparks and Bernard Davis. Producer Bob Porter, who has helped keep this sound alive, once again proves that soul/funk jazz lives.

NIGHTFALL — David Lanz — Narada LP-1006 — Producers: Paul Speer, David Lanz — List: 9.98

Romantic, frequently staid, solo piano pieces by an ivory tickler who fits into the "new age" mold like a greased paw in a silk glove. Not quite jazz — sort of frilly neo-classical romanticism, but very evocative of, as the titles indicate, "Nightfall," "Leaves on the Seine," "Water From the Moon" and the like.

ON JAZZ

MUSEUM SOUNDS — New York's Museum of Broadcasting, which does for the likes of Ed Sullivan, Edward R. Murrow and Buffalo Bob Smith what New York's Museum of Modern Art does for the likes of Vincent Van Gogh, Jasper Johns and Mark Rothko, will dedicate two months — from November 15 to January 30 — to "Jazz On Television," an exhibit of over 50 programs that "give a historical perspective on how two 20th century art forms, jazz and television, have accommodated each other over the years."

The exhibit has been curated by David Chertok, the doyen of jazz film collectors, and will feature, in addition to the screenings, a quartet of seminars: "History of Jazz: Highlights" (11/18), "The Sound of Jazz," a screening and discussion of the finest jazz television show of all time (11/19), "Jazz Musicians" (11/20) and "The History of Jazz On Television" (11/22).

Jazz and television have been uneasy bedfellows — the demanding rigors of television contrasting with the loose, improvised quality of jazz. Yet some outstanding programming has been achieved, both in full-length shows and through guest appearances on various variety programs. "Jazz On Television" will emphasize full jazz shows, both from the U.S. and abroad and will bring back such short-lived ventures as Ralph J. Gleason's *Jazz Casual* series and *The Nat King Cole Show*.

The programs, which are coordinated into two hour segments, will be as follows: "Produced By Robert Herridge" (includes *The Sound of Jazz*, *The Sound of Miles Davis* and *Jazz From Sixty-One*, (11/15&16, 1/8&9), "The Jazz Special: *The Timex All-Star Jazz Show I*" (11/19), "The Jazz Special: *The Times All-Star Jazz Show II*" (11/20&21), "The Jam Sessions: *Art Ford's Jazz Party*" (11/22&23, 1/7), "Swing Into Spring with Benny Goodman" (11/26, 1/29&30), "A Survey Of Styles: *The Subject Is Jazz*" (11/27, 1/10&11), "A Salute To Duke" (includes *On The Road with Duke Ellington* and *A Drum Is A Woman*, (11/29&30, 1/15&16), "Produced by Ralph Gleason" (includes segments from *Jazz Casual*, 12/3, 1/17&18), "West Coast Jazz I: *Jazz Scene, U.S.A.*" (12/4&5, 1/14), "West Coast Jazz II: *Frankly Jazz*" (12/6&7), "The Blues on Foreign Television" (12/10, 1/23&24), "Jazz On Foreign Television I" (12/11&12, 1/24&25), "Jazz on Foreign Television II" (12/13&14, 1/21), "The Chicago Style" (12/17), "Jazz Reunions" (including two episodes of *Soundstage* — *Dizzy Gillespie's Bebop Reunion* and *Sing Me A Jazz Song*, (12/18&19), "Jazz Singers" (includes two episodes from the *Nat King Cole Show* and an *Ella Fitzgerald* special, (12/20&21, 1/28), "Jazz and the Arts" (four episodes of *Camera Three*, (12/25&26), "A Salute to Louis Armstrong" (12/27&28), "The Local Series: *Dial M For Music*" (12/31, 1/2) and "The Jazz Documentary" (1/3&4).

The West 53rd Street Museum of Broadcasting — just a song away from 52nd Street, "Swing Street" — will attempt to prove that music television didn't always mean MTV.

NAJE NEWS — The National Association of Jazz Educators Conference, which, as we've noted before, will take place at the Anaheim Marriott January 9-12, has lined up a number of interesting clinicians and soloists. Louie Bellson, Richie Gole, Joyce Collins, Jon Faddis, Steve Houghton, Lanny Morgan, Tito Puente, Ward Swingle, Bill Watrous and Ernie Watts will be on hand. There will also be performances from *Maiden Voyage*, Stacy Rowles, Supersax, Dave Frishberg and many others.

FOUR AND MORE — The Blue Note, that extra-classy jazz joint in Greenwich Village, recently threw themselves a fourth anniversary bash. Carmen McRae was the centerpiece of the evening and she has never sounded more relaxed. Throughout her first set, she called up a panoply of talented guests — Jon Hendricks, Jon Faddis, Paul West, Paquito D'Rivera, Joe Newman and Barry Harris — and even introduced a promising young singer, Vanessa Rubin. Ted Curson, the trumpeter and *compere* extraordinaire, handled the jam session chores early and late in the evening (he normally leads a wee-hours jam at the club) and did a fine job of getting them on and getting them off. Upcoming Blue Noters include the MJQ (10/29-11/3), Wayne Shorter (11/5-10), Phyllis Hyman (11/12-17), and throughout December, such big bands as Woody Herman, Buddy Rich and Lionel Hampton. Kudos to all concerned.

BOPPING AROUND — *Swing to Bop: An Oral History of the Transition In Jazz in the 1940s* by Ira Gitler, attempts to let the musicians who were involved in the bebop era tell their own tale of that musical evolution (Oxford, \$22.50) . . . Doctor Jazz Records has had its distribution pact with CBS renewed for another three years; they're readying 11 releases by year's end . . . "300 Years of Black Classical Music" is the name of a Brooklyn Philharmonic program that will present works by such black "classical" composers as Ignacio Neves, Chevalier de St. George, Joseph White, Howard Swanson, Noel de Costa and Undine Smith Moore. Lukas Foss and Tanla Leon will conduct, Max Roach will solo on da Costa's "Primal Rites," and it can all be heard at Brooklyn's Prospect Park Picnic House (11/3) and the Great Hall at Cooper Union (11/5) . . . Kit McClure's swinging all-woman big band raises the roof at NY's Joanna Restaurant every Monday night . . . "Jazz in the Conservatory" brings James Williams (11/7), the Hollyday Bros. (11/14), Rebecca Parris (11/21), and Tanya Hart (12/5) to Boston's Marriott at Copley Plaza . . . Jack Reilly's "Requiem Mass for Mixed Chorus, Soloists, and Jazz Quartet" will find Sheila Jordan, Harvie Swartz, Ronnie Bedford, Bob Hanlon and the Jersey City State Concert Choir — not to mention Jack Reilly — in St. Peter's Church, November 8 . . . Anybody who is interested in the music of New Orleans — and who isn't? — should make themselves aware of *Wavelength*, a hell of a magazine that documents the many sounds of the Crescent City with wit and style.

Lee Jeske



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7:00 pm - 9:00 pm — Cocktail Party

SATURDAY, NOVEMBER 16th

Registration 10:00 am - 12 Noon
General Session 9:00 am - 10:00 am
Workshop I & II 10:30 am - 12:00 Noon
Lunch 12:00 Noon - 1:30 pm
Combined Workshop 1:30 pm - 3:00 pm
Cocktail Party 6:00 pm - 8:00 pm
Award Banquet 8:00 pm - 11:00 pm

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CASH BOX TOP 100 ALBUMS

THE CASH BOX TOP 200 ALBUMS CHART IS BASED SOLELY ON ACTUAL PIECES SOLD AT RETAIL STORES.

November 2, 1985

★ = Available on Compact Disc
 ■ = Platinum (RIAA Certified)
 □ = Gold (RIAA Certified)

		9.98	Weeks On 10/26 Chart
1	MIAMI VICE	ORIGINAL TELEVISION SOUNDTRACK (MCA-6150) MCA	2 4
2	BROTHERS IN ARMS ■■	DIRE STRAITS (Warner Bros. 25264-1) WEA	1 23
3	SCARECROW ★	JOHN COUGAR MELLENCAMP (Riva 824 865-1) POL	3 8
4	IN SQUARE CIRCLE	STEVIE WONDER (Tamla/Motown 6134) MCA	5 4
5	SONGS FROM THE BIG CHAIR ★■	TEARS FOR FEARS (Mercury 824 300-1 M-1) POL	4 32
6	WHITNEY HOUSTON ★	(Arista AL8-8221) RCA	6 32
7	BORN IN THE U.S.A. ■■	BRUCE SPRINGSTEEN (Columbia QC 38653) CBS	7 72
8	HEART ■	(Capitol ST-12410) CAP	9 17
9	THE DREAM OF THE BLUE TURTLES ★■	STING (A&M SP 3750) RCA	8 18
10	HUNTING HIGH AND LOW	A-HA (Warner Bros. 25300) WEA	10 17
11	LOVIN' EVERY MINUTE OF IT	LOVERBOY (Columbia FC 399 53) CBS	12 8
11	RECKLESS ★■	BRYAN ADAMS (A&M SP-5013) RCA	11 49
13	NO JACKET REQUIRED ■■	PHIL COLLINS (Atlantic 81240-1) WEA	13 35
14	GREATEST HITS VOLUME I & II ★	BILLY JOEL (Columbia 40121) CBS	14 16
15	READY FOR THE WORLD	(MCA 5594) MCA	16 19
16	ROCK ME TONIGHT ■	FREDDIE JACKSON (Capitol ST 12404) CAP	17 25
17	LITTLE CREATURES ★□	TALKING HEADS (Sira 25305-1) WEA	21 19
18	ASYLUM	KISS (Mercury 826 099-1) POL	27 5
19	EMERGENCY ★■	KOOL & THE GANG (De-Lita 822 943-1) POL	20 29
20	THEATRE OF PAIN ★	MOTLEY CRUE (Elektra 60418-1) WEA	18 17
21	LIKE A VIRGIN ★■	MADONNA (Sira 25157-1) WEA	15 39
22	WHO'S ZOOMIN' WHO ★□	ARETHA FRANKLIN (Arista AS 8286) RCA	25 15
23	MAKE IT BIG ★■	WHAM! (Columbia FC 39595) CBS	19 39
24	SACRED HEART	DIO (Warner Bros. 25292-1) WEA	22 10
25	THE SECRET OF ASSOCIATION ★□	PAUL YOUNG (Columbia BFC 39957) CBS	26 24
26	NERVOUS NIGHT ★	HOOTERS (Columbia BFC 39912) CBS	24 25
27	SOUL TO SOUL	STEVIE RAY VAUGHAN AND DOUBLE TROUBLE (Epic FE 40036) CBS	31 6
28	WORLD WIDE LIVE ★□	SCORPIONS (Mercury 824 344-1) POL	23 17
29	DARYL HALL & JOHN OATES LIVE AT THE APOLLO with DAVID RUFFIN & EDDIE KENDRICK ★	(RCA AFL1-7035) RCA	29 7
30	KNEE DEEP IN THE HOOPLA	STARSHIP (Grun/VCA BXLI-5488) RCA	44 4
31	BACK TO THE FUTURE ★□	ORIGINAL SOUNDTRACK (MCA 6144) MCA	28 14
32	INVASION OF YOUR PRIVACY ★■	RATT (Atlantic 81257-1) WEA	30 20
33	HOW TO BE A ZILLIONAIRE	ABC (Mercury 824 904-1) POL	41 5

		9.98	Weeks On 10/26 Chart
34	BOY IN THE BOX □	COREY HART (EMI America 17161) CAP	33 16
35	AROUND THE WORLD IN A DAY ★■	PRINCE AND THE REVOLUTION (Paisley Park/Warner Bros. 25286-1) WEA	32 26
36	HOUNDS OF LOVE ★	KATE BUSH (EMI America 17171) CAP	50 4
37	ST. ELMO'S FIRE ★	ORIGINAL SOUNDTRACK (Atlantic 81261-1) WEA	37 18
38	NO LOOKIN' BACK ★	MICHAEL McDONALD (Warner Bros. 25291-1) WEA	34 10
39	HERE'S TO FUTURE DAYS	THOMPSON TWINS (Arista 8276) RCA	56 4
40	MASK OF SMILES	JOHN WAITE (EMI America ST 17164) CAP	36 11
41	COLOR OF SUCCESS	MORRIS DAY (Warner Bros. 25320) WEA	59 2
42	CRUSH	ORCHESTRAL MANOEUVRES IN THE DARK (A&M/Virgin SP 5077) RCA	47 16
43	COSI FAN TUTTI FRUTTI	SQUEEZE (A&M 50850) RCA	49 7
44	BE YOURSELF TONIGHT ★■	EURYTHMICS (RCA AJL 1-5429) RCA	38 24
45	STANDING ON THE EDGE ★	CHEAP TRICK (Epic FE 39592) CBS	46 12
46	BUILDING THE PERFECT BEAST ★■	DON HENLEY (Geffen GHS 24026) WEA	42 47
47	THE FAT BOYS ARE BACK	THE FAT BOYS (Sutra 1016) IND	35 12
48	LITTLE BAGGARIDDIM	UB40 (A&M/Virgin SP-6-5090) RCA	40 13
49	CONTACT ★■	POINTER SISTERS (RCA AFL 1-8056) RCA	39 14
50	WELCOME TO THE REAL WORLD	MR. MISTER (RCA NFL1-8045) RCA	61 11
51	SHEILA E. in ROMANCE 1600	(Paisley Park/Warner Bros. 25317) WEA	45 8
52	MARCHING OUT	YNGWIE J. MALMSTEEN'S RISING FORCE (Polydor 825 733-1) POL	53 10
53	THE POWER STATION ★■	(Capitol SJ-12380) CAP	43 30
54	THE FAMILY	(Paisley Park/Warner Bros. 25322) WEA	48 10
55	7 WISHES ★□	NIGHT RANGER (MCA 5593) MCA	55 22
56	EATEN ALIVE ★	DIANA ROSS (RCA AFL1-5422) RCA	65 3
57	FLY ON THE WALL ★□	AC/DC (Atlantic 81263) WEA	52 16
58	MAURICE WHITE	(Columbia FC 39883) CBS	69 6
59	UNDER A RAGING MOON	ROGER DALTRY (Atlantic 81269) WEA	80 4
60	SO MANY RIVERS	BOBBY WOMACK (MCA 5617) MCA	66 9
61	MISPLACED CHILDHOOD	MARILLION (Capitol ST-12431) CAP	72 9
62	LISA LISA AND CULT JAM WITH FULL FORCE	(Columbia BFC 40135) CBS	51 10
63	THE NIGHT I FELL IN LOVE ★■	LUTHER VANDROSS (Epic FE 39882) CBS	54 31
64	FABLES OF THE RECONSTRUCTION ★	R.E.M. (IRS-5592) MCA	57 19
65	HOW COULD IT BE	EDDIE MURPHY (Columbia FC 39952) CBS	76 3
66	"YOUTHQUAKE"	DEAD OR ALIVE (Epic BFE 401190) CBS	60 18
67	DREAM INTO ACTION ★	HOWARD JONES (Elektra 60390-1) WEA	63 30

		9.98	Weeks On 10/26 Chart
68	MAVERICK ■	GEORGE THOROGOOD AND THE DESTROYERS (EMI America ST-17143) CAP	68 38
69	SPORTS ★■	HUEY LEWIS AND THE NEWS (Chrysalis FV 41412) CBS	71 100
70	THE HEAD ON THE DOOR	THE CURE (Elektra 60435) WEA	83 7
71	DIAMOND LIFE ★■	SADE (Portrait BFR 39581) CBS	62 36
72	HOLD ME	LAURA BRANIGAN (Atlantic 81265) WEA	70 13
73	PRIVATE DANCER ★■	TINA TURNER (Capitol ST-12330) CAP	74 73
74	BANGING THE WALL ★	BAR-KAYS (Mercury 824 727-1) POL	75 10
75	OLD WAYS	NEIL YOUNG (Geffan GHS 24068) WEA	58 10
76	THE HISTORY MIX VOL. I ★	GODLEY & CREME (Polydor 825 981-1) POL	64 11
77	SINGLE LIFE ★	CAMEO (Atlantic Artists 824 546-1) POL	67 18
78	PATTI LABELLE	(Philadelphia Int'l/CBS FZ 40020) CBS	73 14
79	CITY LIFE	THE BOOGIE BOYS (Capitol SF-12409) CAP	78 10
80	JESSE JOHNSON'S REVUE ★□	(A&M SP 6-5024) RCA	79 34
81	7800 FAHRENHEIT ★	BON JOVI (Mercury 824 509-1) POL	77 26
82	MAHVELOUS!	BILLY CRYSTAL (A&M 5096) RCA	92 8
83	DARE TO BE STUPID ★	"WEIRD AL." YANKOVIC (Rock 'n' Roll Records FZ 40003) CBS	81 18

CHARTBREAKER

84	LISTEN LIKE THIEVES	INXS (Atlantic 81277) WEA	DEBUT
85	RESTLESS ★	STARPOINT (Elektra 60424) WEA	94 9
86	SOUL KISS	OLIVIA NEWTON-JOHN (MCA 6151) MCA	DEBUT
87	VOCALESE ★	THE MANHATTAN TRANSFER (Atlantic 81266-1) WEA	88 13
88	SHOCK	THE MOTELS (Capitol SJ-12378) CAP	85 12
89	GO WEST ★	(Chrysalis FC 41496) CBS	89 30
90	SOLDIERS UNDER COMMAND	STRYPER (Enigma 72077) IND	99 5
91	RHYTHM ROMANCE	THE ROMANTICS (Nemperor/CBS FZ 40106) CBS	96 7
92	MADONNA ★■	(Siro 23867) WEA	87 111
93	BOYS AND GIRLS ★	BRYAN FERRY (Warner Bros. 25082) WEA	93 20
94	SUDDENLY ★■	BILLY OCEAN (Jiva/Arista JL8-8213) RCA	82 60
95	A CAPPELLA	TODD RUNDGREN (Warner Bros. 25128) WEA	104 5
96	AIN'T LOVE GRAND	X (Elektra 60430) WEA	86 13
97	MAD MAX-BEYOND THUNDERDOME	ORIGINAL SOUNDTRACK (Capitol SWAV-12429) CAP	97 12
98	TOUGH ALL OVER ★	JOHN CAFFERTY AND THE BEAVER BROWN BAND (Scotti Bros. FZ 39405) CBS	84 22
99	UNGUARDED □	AMY GRANT (A&M SP 5060) RCA	90 21
100	FACE VALUE ★■	PHIL COLLINS (Atlantic 16029) WEA	100 53

MOST ADDED



Glenn Frey — You Belong To The City — MCA

STRONG ADDS

Men Without Shame — Phantom, Rocker & Slick — EMI America
 I Spy (For The F.B.I.) — The Untouchables — Stiff/MCA
 Part-time Lover — Stevie Wonder — Motown
 One Of The Living — Tina Turner — Capitol

PROGRAM ADDS

VIDEO 22 — Linda Rosenfield — Music Director — Los Angeles

INXS
 R. Daltrey
 AC/DC
 Menudo
 OMD
 J. Wiedlin
 Untouchables
 Space Monkey
 G. Frey
 T. Rundgren

DANCE TV — Joe Caliro — Producer — Portsmouth, NH

R. Springfield
 G. Frey
 Untouchables
 G. Clinton
 Katrina And The Waves
 T. Turner

TV69 WVEU — Lisa Roach — Playlist Information

T. Turner
 K. Bush
 Talking Heads
 G. Frey
 Wang Chung
 Cruzados
 UB40
 Katrina And The Waves
 T. Rundgren
 The Alarm
 N. Hendrix
 T. Shaw

VIDEO MUSIC MACHINE — Paul

Friday — Director
 S. Wonder
 Starship

M. Crenshaw
 Y. Malmsteen
 T. Turner
 Talking Heads
 R. Daltrey

TV69 — Thomas Zingale — Program Director

The Producers
 The Alarm
 Sheila E.
 C. Kahn
 J. Butcher Axis
 Phantom, Rocker & Slick
 T. Shaw
 Cruzados
 J. Waite
 C. Hart
 S. Wonder
 G. Frey

RADIO 1990 — Nancy Henry — Associate Producer — New York City

Phantom, Rocker & Slick
 Men At Work
 Black And Blue
 H. Jones
 J. Geils Band

FRIDAY NIGHT VIDEOS — Bette Hislger — Program Director — New York City

G. Frey
 Miami Sound Machine
 S. Wonder
 Aids Benefit

NIGHT TRACKS — Bill Brummell — Program Director — Los Angeles

Talking Heads
 Katrina And The Waves
 K. Bush
 'Til Tuesday
 Shy Talk
 J. Wiedlin
 C. Sexton
 N. Gilder
 Squeeze
 UB40
 G. Frey
 S. Wonder

TV 5 — Houston Hit Video — Mike Opelka — Program Director

Sheila E.
 G. Frey
 C. Kahn
 K. Rogers
 The Jets
 Black And Blue

CATCH 22 — John Frost — Program Director — Anchorage

Heart
 P. Collins & M. Martin
 Phantom, Rocker & Slick
 D. Coleman
 Talking Heads
 N. Hendrix
 M. Crenshaw
 Gap Band
 Kix
 B. Nelson
 M. Franks
 Girls School

TOP 30 MUSIC VIDEOS

1	SAVING ALL MY LOVE FOR YOU	Whitney Houston (Arista)	3	6
2	FORTRESS AROUND YOUR HEART	Sting (A&M)	4	6
3	TAKE ON ME	A-HA (Warner Bros.)	2	19
4	PERFECT WAY	Scritti Politti (Warner Bros.)	9	6
5	OH SHEILA	Ready For The World (MCA)	1	9
6	BE NEAR ME	ABC (Mercury)	7	5
7	DANCING IN THE STREET	David Bowie and Mick Jagger (EMI America)	5	10
8	BROKEN WINGS	Mr. Mister (RCA)	10	5
9	THE WAY YOU DO THE THINGS YOU DO	Daryl Hall/John Oates (RCA)	6	7
10	CHERISH	Kool And The Gang (De-lite)	11	9
11	STAY UP LATE	Talking Heads (Sire)	17	3
12	RUNNING UP THAT HILL	Kate Bush (EMI America)	15	4
13	EVERY STEP OF THE WAY	John Waite (EMI America)	18	2
14	THE OAK TREE	Morris Day (Warner Bros.)	21	3
15	VANZ CAN'T DANZ	John Fogerty (Warner Bros.)	14	3
16	DARE ME	Pointer Sisters (RCA)	8	8
17	YOU BELONG TO THE CITY	Glenn Frey (MCA)	DEBUT	
18	SO IN LOVE	Orchestral Manoeuvres in the Dark (A&M)	20	4
19	SHAME	The Motels (Capitol)	12	12
20	HEAD OVER HEALS	Tears For Fears (Mercury)	16	5
21	POWER OF LOVE	Huey Lewis And The News (Chrysalis)	13	15
22	MONEY FOR NOTHING	Dire Straits (Warner Bros.)	19	8
23	SEPERATE LIVES (LOVE THEME FROM WHITE NIGHTS)	Phil Collins and Marilyn Martin (Atlantic)	DEBUT	
24	STAND BY ME	Maurice White (Columbia)	25	2
25	AND WE DANCED	Hooters (Columbia)	27	5
26	WE BUILT THIS CITY	Starship (Grunt)	DEBUT	
27	DON'T STOP THE DANCE	Bryan Ferry (Warner Bros.)	29	2
28	DRESS YOU UP	Madonna (Sire)	22	7
29	INVINCIBLE (THEME FROM THE LEGEND OF BILLY JEAN)	Pat Benatar (Chrysalis)	23	13
30	I'M GONNA TEAR YOUR PLAYHOUSE DOWN	Paul Young (Columbia)	24	4

THE CASH BOX TOP 30 MUSIC VIDEOS CHART IS BASED ON TELEVISION ROTATION AT VARIOUS STATIONS AND NETWORKS.

VIDEO PROGRAMMER'S PICK

PD	Program	Market
Roxy Myzell	V66	Boston

Video: Don't Run Wild
 Artist: Del Fuegos
 Label: Slash/Warner Bros.

Comments:

"They're one of Boston's new breed of up and coming bands. This is their first video and I hope the nation will pick up on them. The video was shot in Boston."



BURNING UP THE HIGHWAY — On location in Southern California's Hidden Valley for David Foster's "Love Theme For St. Elmo's Fire" video shoot, L.A.-based Pendulum Productions director Tony Greco is pictured lining up a shot with Foster and production crew. Pictured (l-r): Greco; Foster (in car); and crew.

Photo Credit: Marcy Rosen

AUDIO/VIDEO

NOT JUST AN IDIOT BOX, ANYMORE — It's frightening to look at young kids as they watch tv, their eyes bulging, mouths open — an overall vacancy to their faces. Critics call television "the plug-in drug," and when I see children with that fixed mindless expression glued to reruns of some severely violent program (which is a little like saying "slightly pregnant"— violence is *always* severe, *especially* on tv) my first inclination is to switch the nasty thing off.

The fact that network programming capitalizes on the very worst aspects of humanity is nothing new. The fact that much of the violence in our streets is directly related to the influence of lessons taught by television programming is one which hasn't been proven succinctly enough on paper to satisfy the corporate giants (who feed enough "how to" programming such as "how to murder" and "how to steal"— into society's collective consciousness to keep us up to our ears in criminal inspiration for eons.) There is a parallel here with the tobacco industry — which leads us into corporate social responsibility, and that's another story. The story here is not programming that eats away at the core of society, like violence (some of you may be thinking, "what about sex?") How can you even begin to compare the two? The story here is about programming that teaches other lessons. For instance, let's take another look at that google-eyed kid, glued to the set. What if, rather than being taught how to knock off a bank, he was learning how to spell? Granted, there are plenty of children's programs that try to teach such things. And while there are a multitude of home videos on the market produced especially for children, there is a scarcity among them of tapes that teach basic skills while they entertain (or vice versa). Recently, a company called **Concord Video**, of L.A., came to the attention of Audio/Video, and after screening one of the company's tapes, the cockles of my video heart were warmed. The tape I viewed was a math primer, but it's just one of 16 titles in a series of educational children's videocassettes entitled "Fun Learning." Administered by Concord's animated logo character, Harmony Heart, the series serves kids from 3 years old on up, with age brackets listed on the outside of each package. The math tape, for instance, is recommended for ages 3-8. Even so, the narration doesn't talk down to the young ones. It's pleasantly witty, often droll, and the lessons taught are crisp and fun looking (some of the tapes in this series have already won awards, by the way, as children's programming). There's nothing babyish about Concord's math tape, and it might teach your kid how to work with numbers, rather than a knife or a gun.

HOME VIDEO REVIEW: STAR SIGNS '86 — This new release from **MCA Home Video** exemplifies the many uses of the VCR. With a year's worth of astrological predictions in weekly installments, *Star Signs '86* could prove very handy to those who read horoscope listings. There are separate cassettes for each sign of the zodiac, each cassette running approximately an hour in length. The weekly segments, however, last about a minute each, which makes for convenient Monday morning viewing before embarking on an otherwise uncharted path, so to speak. And while *Star Signs '86* is probably the ultimate in brief horoscope readings, astrologer **Lynne Palmer's** apparent unease with the video camera is equally uncomfortable for the viewer. Nevertheless, for those who don't question the validity of such things, *Star Signs '86* makes good use of a good idea. Suggested retail price is \$19.95, Beta HiFi Mono and VHS HiFi Dolby B Mono.

Gregory Dobryn

The Release Beat

Yes, Virginia, **Paramount Home Video** proves the existence of Santa Claus in a special Christmas offer. Released with more than enough advance notice for the holiday season are *The Trolls and the Christmas Express*, *Yes, Virginia, There Is A Santa Claus* and the reissue of *Mister MaGoo's Christmas Carol*. Each title is fully animated and retails for a suggested \$14.95. Accompanying this release will be a p.o.p. counter card which reads "Holiday Gifts \$14.95." Also from Paramount Home Video, *Rustlers Rhapsody*, which has barely cooled its guns from its theatrical run, comes to home video with the list price of \$79.95; \$29.95 laserDisc. **Marilu Henner** and **Andy Griffith** join **Tom Berenger** in this send-up of wild west themed movies... From **Pacific Arts Video Records** comes a documentary on the lost art of the news reel. *Yesterday's Witness* is narrated by **Lowell Thomas** and features interviews with several legendary news reel announcers and cameramen. The tape, which runs just under an hour, lists for \$24.95. Also from PAVR is *The Secret Adversary*, the London Weekend Television pilot which marks part 10 in PAVR's *Partners In Crime* series. Suggested retail is \$59.95... **MCA Home Video** has your future. *Star Signs '86* is a yearly horoscope forecast — individual tapes for each sign — presented by astrologer **Lynn Palmer** (see review above). Suggested retail is \$19.95. Also from MCA, a special **Alfred Hitchcock** promotion which includes a life-size stand-up of Alfred Hitchcock (in profile) with titles of 11 Hitchcock videocassettes displayed. The titles promoted are: *Psycho*, *The Birds*, *Vertigo*, *Frenzy*, *The Trouble With Harry*, *Rope*, *Rear Window*, *The Man Who Knew Too Much*, *Topaz*, *Torn Curtain* and *Family Plot*. Also from MCA **Richard Pryor's Brewsters Millions** and **Lana Turner** in *Imitation of Life*. *Brewsters Millions* lists for \$79.95; *Imitation of Life* lists for \$59.95. Other titles from MCA include Hitchcock's *Saboteur*, *The Red Light Sting*, *Grambling's White Tiger*, *Adventures of Huckleberry Finn*, *Cheech and Chong: Get Out Of My Room* and *Jose Jose En Acapulco*.



TIME WARP — USA Network's *Night Flight* program will feature a special one-hour celebration of the 10th anniversary of *The Rocky Horror Picture Show*, debuting Nov. 1 at 11 p.m. (ET).

TOP 40 VIDEOCASSETTES

	Weeks On Chart		Weeks On Chart
1	10/26	THE BREAKFAST CLUB MCA Dist. Corp. 80167	1 7
2	3	AMADEUS Thorn/EMI/HBO Video TVA 2997	3 4
3	2	THE KILLING FIELDS Warner Home Video 11419	2 8
4	4	THE SURE THING Embassy Home Entertainment	4 7
5	5	DESPERATELY SEEKING SUSAN Thorn/EMI/HBO Video TVA 2992	5 8
6	7	A PASSAGE TO INDIA RCA/Columbia Pictures Home Video	7 6
7	16	POLICE ACADEMY 2, THEIR FIRST ASSIGNMENT Warner Home Video 20020	16 3
8	9	FRIDAY THE 13TH, PART V - A NEW BEGINNING Paramount Home Video 1823	9 3
9	8	THE KARATE KID RCA/Columbia Pictures Home Video 60406	8 23
10	6	A SOLDIERS STORY RCA/Columbia Pictures Home Video 60408	6 14
11	25	MISSING IN ACTION 2 - THE BEGINNING MGM/UA Home Video MB 800658	25 3
12	12	THE PURPLE ROSE OF CAIRO Vestron Home Video 7082	12 7
13	13	RUNAWAY RCA/Columbia Pictures Home Video 60469	13 14
14	14	STARMAN RCA/Columbia Pictures Home Video 20412	14 19
15	15	TURK 182 CBS/Fox Video 7082	15 7
16	22	PORKY'S REVENGE! CBS/Fox Video 1463	22 3
17	19	THE SLUGGER'S WIFE RCA/Columbia Pictures Home Video 60486	19 5
18	10	MRS. SOFFEL MGM/UA Home Video MV 800600	10 19
19	11	STICK MCA Dist. Corp. 80139	11 10
20	17	THE TERMINATOR Thorn EMI Video TVA 2535	17 27
21	20	THE FLAMINGO KID Vestron Home Video VA 5072	20 15
22	23	MISSING IN ACTION MGM/UA Home Video MV 800557	23 21
23	18	FALCON & THE SNOWMAN Vestron Home Video VA 5073	18 14
24	21	BLOOD SIMPLE MCA Dist. Corp. 80190	21 10
25	24	PARIS, TEXAS CBS/Fox Video 1457	24 5
26	26	PINOCCHIO Walt Disney Home Video 239V	26 13
27	32	PLACES IN THE HEART CBS/Fox Video 6836	32 14
28	28	INTO THE NIGHT MCA Home Video 80170	28 14
29		GOTCHA! MCA Home Video 80188	DEBUT
30	30	THE MEAN SEASON Thorn/EMI/HBO Video TVA 2981	30 13
31	29	TUFF TURF New World Video #501	29 10
32	27	A NIGHTMARE ON ELM STREET Media Home Entertainment M 790	27 15
33	31	PROTOCOL Warner Home Video 11454	31 19
34		HEAVENLY BODIES Key Video 6844	DEBUT
35	34	MICKI & MAUDE RCA/Columbia Pictures Home Video 20456	34 22
36	36	2010 THE YEAR WE MAKE CONTACT MGM/UA Home Video MB 800 591	36 19
37	35	THE RIVER MCA Dist. Corp. 80160	35 19
38	39	THE COTTON CLUB Embassy Home Entertainment 1714	39 24
39	38	DUNE MCA Dist. Corp. 80161	38 23
40	37	CITY HEAT Warner Home Video 11433	37 23

THE CASH BOX TOP 40 VIDEOCASSETTES CHART IS BASED SOLELY ON RENTALS AT VARIOUS RETAIL OUTLETS.

TOP 15 MUSIC VIDEOCASSETTES

1	PRINCE AND THE REVOLUTION LIVE! Prince And The Revolution (Warner Music Video 38102)	1 12
2	TINA LIVE-PRIVATE DANCER TOUR Tina Turner (Sony Video 97W 50090)	2 11
3	MADONNA Madonna (Warner Music Video 3-38101)	3 16
4	WHAM! THE VIDEO Wham! (CBS-Fox Video Music 3048)	5 16
5	RATT THE VIDEO Ratt (Atlantic Video 50101)	4 7
6	SADE: DIAMOND LIFE VIDEO Sade (CBS-Fox Video Music 7091)	6 11
7	WORLD WIDE LIVE Scorpions (MusicVision 6-20412)	9 3
8	WE ARE THE WORLD - THE VIDEO EVENT USA For Africa (MusicVision 6-20475)	7 16
9	U2 LIVE AT RED ROCKS U2 (MCA Dist. Corp. 80067)	11 16
10	DANCE ON FIRE The Doors (MCA Dist. Corp. 80157)	8 11
11	THE HEART OF ROCK'N'ROLL Huey Lewis And The News (Warner Home Video 30409)	DEBUT
12	JUDAS PRIEST LIVE Judas Priest (Media Home Entertainment M450)	12 3
13	PRIVATE DANCER Tina Turner (Sony Video 97W50066-7)	10 16
13	ALL NIGHT LONG Lionel Richie (MusicVision 6-20420)	13 16
15	ANIMALIZE LIVE UNCENSORED Kiss (MusicVision 6-20445)	14 15

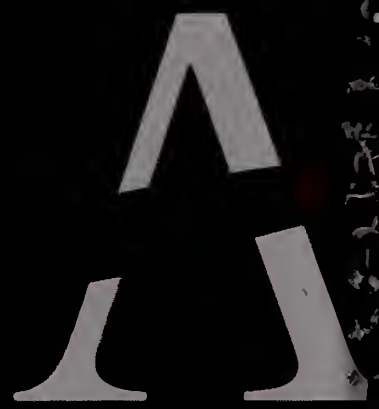
THE CASH BOX TOP 15 MUSIC VIDEOCASSETTES CHART IS BASED ON ACTUAL PIECES SOLD AT RETAIL STORES

CASH BOX

WE TALK TO
PEOPLE THAT COUNT

DURAN DURAN.

New 60-minute music video



MONEY MONEY.

a Holiday sell-out at \$29.95!

PELITA

STARRING DURAN DURAN



Thorn EMI/HBO Video is pleased to announce the videocassette release of "Arena," the newest long-form music video smash from Duran Duran. Duran Duran sells. Their first two videos sold over 125,000 cassettes and this one will be a winner too—just in time for holiday sales.

Combining great music and scenes from the movie "Barbarella," Duran Duran's third hit video, "Arena," plays out a wild drama in which Duran Duran's namesake and alter ego sets out to destroy both band and audience so he can take control. "Arena" captures the true spirit of this rock group phenomenon with ten live in-concert performances and never-before-seen footage of the "Wild Boys."

Make sure you order enough to meet the demand—"Arena"/Duran Duran on stereo hi-fi/digital audio videocassette. Your customers will clamor for more. Remember, Duran Duran is a proven video winner!

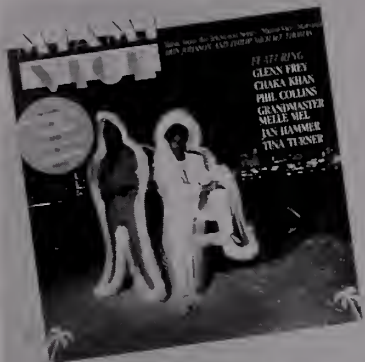
For the distributor nearest you call 1-800-648-7650.

**ANOTHER THORN EMI/HBO
HIT VIDEOCASSETTE.**



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HOT NEW SELLER



Miami Vice — MCA

STRONGEST SALES

Dire Straits — Warner Bros.
J. Cougar Mellencamp — Riva/
PolyGram
Talking Heads — Sire
Kate Bush — EMI America

STORE REPORTS

N.R.M. — Pittsburgh
Miami Vice
J.C. Mellencamp
Heart
Dire Straits
Waterboys

G.A.M. — Minneapolis
J.C. Mellencamp
Miami Vice
Dire Straits
W. Houston
Ready For The World

Musical Sales — Baltimore
Rush
Dire Straits
Miami Vice
S. Wonder
Scorpions

Record Bar — S.C.
Miami Vice
Dire Straits
Loverboy
Ready For The World
Heart

Tower Records — Fresno
ABC
Heart
Dire Straits
Loverboy
M. Day

Homer's — Omaha
UB40
Sting
INXS
Nick Lowe
Dire Straits

Tower Records — San Diego
Miami Vice
Dire Straits
W. Houston
Talking Heads
A-Ha

Tower Records — Sacramento
W. Houston
Dire Straits
J.C. Mellencamp
Miami Vice
Sting

City One Stop — Los Angeles
Miami Vice
Dire Straits
B. Springsteen
F. Jackson
W. Houston

Wherehouse Ent. — Los Angeles
Miami Vice
B. Springsteen
W. Houston
F. Jackson
Dire Straits

Kemp Mill — Washington D.C.
S. Wonder
Miami Vice
J.C. Mellencamp
Talking Heads
Sting

Scotts — Indianapolis
Miami Vice
J.C. Mellencamp
W. Houston
S. Wonder
Heart

J & R Music World — New York
Sting
Talking Heads
Dire Straits
W. Houston
Miami Vice

Harvard Coop — Boston
Dire Straits
S. Wonder
Talking Heads
Kate Bush
W. Marsalis

Record Theatre — Cincinnati
Miami Vice
M. White
S. Wonder
M. Day
B. Springsteen

Seaport — Portland
J.C. Mellencamp
Miami Vice
Dire Straits
Heart
S. Wonder

Greensboro — N.C.
Loverboy
Tears For Fears
Dire Straits
Sting
P. Young

Camel Records — Los Angeles
Thompson Twins
Kate Bush
The Cure
Oingo Boingo
Scritti Politti

SHOP TALK

Because of the great number of retailers who do a business in import records, *Cash Box* will be reviewing, from time to time, a selected number of import releases. Below is the latest installment.

IGNITE THE SEVEN CANNONS — Felt — Cherry Red B-RED 65 — Producer: Robin Guthrie

From those good folks at Cherry Red, another Felt album. Rolling acoustic guitars, airy textures and cameos from Cocteau Elizabeth Frazer. A lovely record, richly deserving wider attention.

HEAVEN IN A WILD FLOWER (AN EXPLORATION OF. . .) — Nick Drake — Island Records ILPS 9826 — Producer: Joe Boyd

Drake commanded a meager but faithful following from '68-'72. His three-LP output was tragically limited by his untimely death in 1974. In the intervening years his influence on contemporary music grew. The success of The Dream Academy and Cocteau Twins has ignited renewed interest in his brief, brilliant career. This LP, a "greatest hits" of sorts, forms a nicely joined introduction to this beautiful, sensitive musician whose work is sadly under appreciated.

ARTIFICIAL INTELLIGENCE — John Cale — Beggars Banquet BEGA 68 — Producer: John Cale

Another cool collection of Cale concoctions. Strong, moody and impassioned. For Cale fans and would-be converts — dark in places, but accessible.

12"s

BIRTHDAY GIRL — Microdisney — Rough Trade RTT185 — Producer: Jamie Lane

"Birthday Girl" is a beguiling tragedy set in a deceptively pleasant tune frame. The jagged story of a boy's dubious birth and his troubled later life slides down easy given the melodic Microdisney touch. Available through Rough Trade in San Francisco, 415-621-4307.

ASK THE LORD — Hipsway — Mercury MERX195 — Producer: Gary Langan

Not exactly spiritual deliverance here. The Gospel-ey intro gives way to a gritty musical soul search: "I asked the Lord, and He said, 'No/I said 'Why Lord?'" The record suggests there may be more to come from Hipsway.

A BAD TOWN — The Big Sound Authority — MCA BSAT2 — Producer: Greg Walsh

The Big Sound Authority is a purveyor of rally music. If you like The Alarm, The Faith Brothers or Wahl, or you want your hopes and aspirations lifted, The Big Sound Authority is for you. This five-track 12" is a bargain, too!

FORBIDDEN FRUIT — The Blow Monkeys — RCA PT 40334 — Producer: Peter Wilson

The Blow Monkeys made quite an impressive debut last year with "The Man From Russia" single and its LP, "Limping For A Generation." Dr. Robert, the lead voice and writer for The Blow Monkeys, combines a rare and interesting vocal quality with a sardonic, wierd angle on his subject. Here, the age old theme of love you should not touch gets the Dr. Robert treatment. A limited number of these 12's come with a bonus 12" featuring Eek-A-Mouse.

RETAILER PROFILE

Chain: Great American Music/Wax Museum
Market: Minneapolis/St. Paul/St. Cloud/Omaha
President: Ira Heilicher

When the company he worked for was sold to another company, Ira Heilicher had a decision to make. He took six months off to decide whether he wanted to be in the music business or find another line. "Choosing to be back in the business, the obvious way to go for me was retail," stated Heilicher, president and founder of Great American Music.

In August, 1977, the first Great American Music store, a 2,000 square-footer, opened its doors. In 1981, Great American Music acquired two Record Bar stores in huge regional malls. Later that year they bought the six-store Wax Museum chain. Earlier this year, Great American Music made its first foray out of Minnesota when they opened a store in Omaha, NE. Most recently, a 1,600 square foot wax museum on the University of Minnesota campus was closed and reopened as a 6,000 square foot outlet. This brings the total number of stores up to 16. There are 14 in the Twin Cities, one in St. Cloud and one in Omaha.

"We beat the competition with spread," Heilicher commented in reference to his retailing philosophy. "That's the only thing that can make you different than the other guy today. In all the research studies, the first three decisions made in consuming records are, 1) location, 2) spread and, 3) price," he stated. According to Heilicher, Great American Music/Wax Museum beats all comers on #2 and #3.

"We are the dominant retailer of CDs in town. Everybody else is looking at our backs on that issue," boasted Heilicher. Chainwide, the new configuration accounts for about 16 percent of his overall volume. If hardware sales predictions hold true through Christmas, 1986 will prove to be an enormous gold mine for CD software retailers.

Video sales is another hot item with Great American Music/Wax Museum. "We are the biggest retailer of video, not rental, but for sale. At this stage in the game, we do not rent video. Already one and a half percent of our business is sale," stated Heilicher.

"We are unique when it comes to advertising because we are broadcast television," Heilicher said. When the business first started, advertising was heavily slanted in a print direction. In today's MTV-conscious market, consumers are accustomed to seeing music on the tube. TV now accounts for the bulk of Heilicher's advertising. "Normally, what our formula is is we are two weeks on and two weeks off, so in other words, once a month," stated Heilicher. The sales advertised are generally themes, or what Heilicher calls, "excuses for sales." For example, at tax time he runs the I.R.S. Sale, or "The Incredible Record & Tape Sale."

RETAILER'S PICK

<u>Retailer</u>	<u>Store</u>	<u>Market</u>
Sam Gennaway	Camel Records	Huntington Beach, CA.

Album: Pink Opaque
Artist: The Cocteau Twins
Label: Relativity

Comments:

"A great new band with a hazy casual sound. This collection of singles and other material should wet America's appetites for this band."



SOFTWARE ANTHOLOGY -- Les Crane, former TV talk-show host and now president of computer Software Country, is shown here holding Software Golden Oldies, Vol. 1, a software anthology featuring the original, uncut versions of Adventure, Eliza, Pong and Life. Available for IBM-PC and compatibles and the Apple family, the classic software compilation includes a 42-page book that includes program explanations and excerpts from some of the most highly regarded books on computer programs. This treasure chest of software history is priced at \$29.95. Please contact Larry Jenkins of The Group at (213)657-2211 for more info.

Dove Incorporated Signs Distrib Pact

LOS ANGELES — Newman Communications, Inc., has announced the signing of a major new contract to distribute Books-on-Cassette by Dove Books-on-Tape, Inc. of Beverly Hills, California. The three-year contract calls for the release of between 75 and 100 books-on-cassette, beginning in November, 1985.

Dove's emphasis is on bestsellers, and initial titles include Sidney Sheldon's *If Tomorrow Comes*; Peter Ueberroth's *Made In America*; Norman Cousins'

Anatomy of an Illness; Helen Gurley Brown's *Having It All*; John Mack Carter's *Starting at the Top*; Jacqueline Susann's *Valley of the Dolls*; Steven Bach's *Final Cut*; David Halberstam's *The Amateurs* and many others.

Readers include Paul Scofield, James Earl Jones, Jason Robards, Lee Remick, Julie Harris, Jeremy Irons, Susan Strasberg, Juliet Mills and Robin Leach. In addition, a number of titles will be read by the authors.

WHAT'S IN-STORE

QUALITY MID-LINES -- JCI recently announced the expansion of their popular "Baby Boomer Classic" line to include four more album collections from the '60s, available now. The albums and cassettes, which retail for \$5.98, feature original artists and are recorded from the original mastertapes on premium vinyl and high quality chrome tape. Featuring classic hits of the '50s and '60s in the media samplers of the varied pop scene, the "Baby Boomer Classics" line highlights the musical forces that occurred during that period. JCI's initial May release of ten albums of '60s classics found an overwhelming endorsement among music retailers, with total acceptance from both music retailers and rack jobbers for a product aimed at filling the musical desires of the nostalgic "baby boom" generation. JCI released four additional albums in July that immortalized the great sounds of the '50s. The four newest compilations capturing the varied musical styles of this decade are "Pop Sixties," including hits by **Dion** and **The Everly Brothers**; "More Rockin' Sixties," with rockers from **The Box Tops** and **The Monkees**; "More Electric Sixties," featuring **Jimi Hendrix**, **Cream**, **Steppenwolf** and **The Yardbirds**; and "More Mellow Sixties," with selections by **Procul Harum** and **The Lovin' Spoonful**. Commenting on the new releases, JCI president **David Catlin** said "the 'Baby Boomer Classics' provide the history of two important musical eras while meeting the demand of record retailers through the country for quality mid-line product."



CD Storage — Sound Accessories Corporation (SAC), North Hollywood, has unveiled a portable compact disc carrier (CD-15). The carrier, which folds for easy storage when not in use, holds up to 15 CDs and carries a \$9.95 retail price.

For info call (213) 271-5131.

WIRELESS GUITAR — Nady Systems, Inc. recently introduced the **Nady Lighting wireless guitar**, the first production guitar in the world to have a built-in wireless transmitter. The instrument can be used with any of the popular Nady VHF wireless receivers; the retail price is \$1,500. The Lighting has a strat-style body of alder with a through-body neck of maple — a great combination of woods for strength and lightness. As were the classic instruments of the past, each Lighting is hand-made. The guitar's fingerboard is made of ebony, with jumbo frets and distinctive mother-of-pearl inlays in the shape of lightning bolts. Unique to the Lighting is its transmitter is powered by two 9V alkaline batteries which fit neatly into a bay with a hinged cover and magnetic latch. The batteries can be charged in seconds with using tools. Nady's 501 VHF receiver, included with the standard Lightning wireless guitar systems, delivers clear, crisp audio with tonal quality equal to hardware. System range is 200 feet under adverse conditions, and up to 1,500 feet line-of-sight. The receiver is AC powered and plugs directly into a mixing board or amplifier. For more info call (212) 986-6668.

Ron Rosenthal

TOP 40 COMPACT DISCS

Title, Artist, Label, Number, Distributor	Weeks On Chart	10/26	Chart
1 BROTHERS IN ARMS ★ DIRE STRAITS (Warner Bros. 25264-2) WEA	15.98	1	23
2 BORN IN THE U.S.A. BRUCE SPRINGSTEEN (Columbia OK 39653) CBS	15.98	2	60
3 NO JACKET REQUIRED PHIL COLLINS (Atlantic 81249-2) WEA	15.98	3	26
4 LITTLE CREATURES TALKING HEADS (Sire 2-25305) WEA	15.98	4	12
5 THE DARK SIDE OF THE MOON PINK FLOYD (Capitol CDP-46001) CAP	---	5	60
6 GREATEST HITS VOLUME I & II BILLY JOEL (Columbia J2K 40121) CBS	---	6	9
7 SONGS FROM THE BIG CHAIR TEARS FOR FEARS (Mercury 824 300-2) POL	---	7	29
8 SPORTS HUEY LEWIS AND THE NEWS (Chrysalis VK 41412) CBS	---	9	20
9 RECKLESS BRYAN ADAMS (A&M CD-5013) RCA	---	8	39
10 THE DREAM OF THE BLUE TURTLES STING (A&M CD 3750) RCA	---	11	14
11 WHITNEY HOUSTON (Arista JRCD-8221) RCA	---	18	6
12 BE YOURSELF TONIGHT EURYTHMICS (RCA PCD1-5429) RCA	---	10	14
13 SCARECROW JOHN COUGAR MELLENCAMP (Riva 824 865) POL	---	21	2
14 CHRONICLES CREEDENCE CLEARWATER REVIVAL (Fantasy FCD 623-CCR2) IND	15.98	12	8
15 LIKE A VIRGIN ★ MADONNA (Sire 25157-2) WEA	15.98	15	49
16 BACK TO THE FUTURE ORIGINAL SOUNDTRACK (MCA MCAD-6144) MCA	---	20	3
17 7 WISHES NIGHT RANGER (MCA MCAD 5593) MCA	---	16	7
18 THE SECRET OF ASSOCIATION PAUL YOUNG (Columbia CK-39957) CBS	15.98	13	13
19 BUILDING THE PERFECT BEAST DON HENLEY (Geffen 24026-2) WEA	15.98	14	40
20 THE UNFORGETTABLE FIRE U2 (Island 2-90231) WEA	15.98	17	12
21 THE WALL PINK FLOYD (Columbia C2K 36183) CBS	---	19	23
22 PRIVATE DANCER TINA TURNER (Capitol CDP-46041) CAP	---	24	57
23 A DECADE OF STEELY DAN (MCA MCAD-5570) MCA	---	23	21
24 HARLEQUIN DAVE GRUSIN & LEE RITENOUR (GRP 1015) IND	15.98	25	6
25 ATLANTIC SOUL CLASSICS VARIOUS ARTISTS (Warner Special Product 2-27601) WEA	---	27	2
26 FLASH JEFF BECK (Epic EK 39483) CBS	---	22	5
27 FRESH AIR III MANNHEIM STEAMROLLER (American Gramophone AGCD-365) IND	15.98	29	5
28 MAKING MOVIES DIRE STRAITS (Warner Bros. 3480) WEA	---	DEBUT	
29 THICK AS A BRICK JETHRO TULL (Chrysalis VK 41003) CBS	---	31	2
30 HOUNDS OF LOVE KATE BUSH (EMI America 17171) CAP	---	DEBUT	
31 CONTACT POINTER SISTERS (RCA PCD1-5487) RCA	---	26	9
32 ONE SIZE FITS ALL THE NYLONS (Open Air/Windham Hill OAO 301) RCA	---	DEBUT	
33 WHO'S ZOOMIN' WHO ARETHA FRANKLIN (Arista ARCD-8286) RCA	---	32	5
34 NERVOUS NIGHT HOOTERS (Columbia CK 39912) CBS	---	28	3
35 DIAMOND LIFE SADE (Portrait RK 39581) CBS	---	37	26
36 ALTERNATING CURRENTS SPYRO GYRA (MCA MCAD 5606) MCA	---	DEBUT	
37 WORLD WIDE LIVE ★ SCORPIONS (Mercury 824 344-2) POL	15.98	DEBUT	
38 DIRE STRAITS (Warner Bros. 2-3266) WEA	---	36	3
39 WISH YOU WERE HERE PINK FLOYD (Columbia CK 33453) CBS	---	35	24
40 MAKE IT BIG WHAM! (Columbia CK 39595) CBS	---	38	36

★ INDICATES FULL DIGITAL RECORDING

TOP 75 ALBUMS

Title, Artist, Label, Number, Distributor	Weeks On Chart	10/26 Chart
1 GREATEST HITS VOL. 2 RONNIE MILSAP (RCA AHL1-5425)	1	28
2 FIVE-O ★ HANK WILLIAMS, JR. (Warner Bros. 1-25267)	3	25
3 PARTNERS IN RHYME THE STATLER BROTHERS (Mercury 422-824 420-1)	2	26
4 RHYTHM AND ROMANCE ★■ ROSANNE CASH (Columbia FC-39463)	4	19
5 GREATEST HITS ★ GEORGE STRAIT (MCA-5567)	5	32
6 ANYTHING GOES GARY MORRIS (Warner Bros. 1-25279)	6	9
7 HIGHWAYMAN W. NELSON, K. KRISTOFFERSON, J. CASH, W. JENNINGS (Columbia FC 40056)	7	24
8 40 HOUR WEEK ★■ ALABAMA (RCA AHL1-5339)	8	38
9 PARTNERS, BROTHERS AND FRIENDS THE NITTY GRITTY DIRT BAND (Warner Bros. 1-25304)	10	10
10 SOMETHING SPECIAL GEORGE STRAIT (MCA 5505)	13	7
11 HOWARD AND DAVID THE BELLAMY BROTHERS (MCA/Curb-5586)	11	15
12 STREAMLINE ★ LEE GREENWOOD (MCA 5622)	16	6
13 THE FORESTER SISTERS THE FORESTER SISTERS (Warner Bros. 1-25314)	17	6
14 LAST MANGO IN PARIS □ JIMMY BUFFETT (MCA-5600)	9	15
15 ME AND PAUL WILLIE NELSON (Columbia FC 40008)	12	32
16 TURN THE PAGE WAYLON JENNINGS (RCA AHL1-5428)	14	14
17 RESTLESS HEART RESTLESS HEART (RCA CPL1-5369)	15	28
18 STEP ON OUT THE OAK RIDGE BOYS (MCA 5555)	18	31
19 KENTUCKY HEARTS EXILE (Epic FE 39424)	20	55
20 THERE'S NO STOPPING YOUR HEART MARIE OSMOND (Capitol/Curb ST-12414)	23	6
21 KERN RIVER MERLE HAGGARD (Epic FE 39602)	19	29
22 SAWYER BROWN SAWYER BROWN (Capitol/Curb ST 12391)	21	38
23 WHO'S GONNA FILL THEIR SHOES GEORGE JONES (Epic FE 39598)	28	6
24 WON'T BE BLUE ANYMORE DAN SEALS (EMI-America ST-17166)	39	5
25 WHY NOT ME □ THE JUDDS (RCA/Curb AHL1-5319)	26	51
26 MY TOOT-TOOT ROCKIN' SIDNEY (Epic B5E-40153)	22	14
27 TOKYO, OKLAHOMA JOHN ANDERSON (Warner Bros. 1-25211)	25	15
28 RADIO HEART CHARLY McCLAIN (Epic FE 3987?)	24	21
29 GET TO THE HEART BARBARA MANDRELL (MCA 5619)	37	4
30 SOMEBODY ELSE'S FIRE JANIE FRICKE (Columbia FC-39975)	29	15
31 GREATEST HITS ★ LEE GREENWOOD (MCA 5582)	27	26
32 SOUTHERN PACIFIC SOUTHERN PACIFIC (Warner Bros. 25206)	33	6
33 TRYIN' TO OUTFRAN THE WIND JOHN SCHNEIDER (MCA 5583)	34	26
34 HIGH COUNTRY SNOWS DAN FOGELBERG (Full Moon/Epic FE 39616)	31	22
35 HAVE I GOT A DEAL FOR YOU REBA McENTIRE (MCA 5585)	35	10
36 GREATEST HIT ★ BARBARA MANDRELL (MCA 5566)	32	32
37 FRIENDSHIP RAY CHARLES (Columbia FC 39415)	36	65
38 ONE GOOD NIGHT DESERVES ANOTHER STEVE WARINER (MCA 5545)	40	38
39 LET IT ROLL MEL McDANIEL (Capitol-EMI ST-12402)	38	34
40 LIVIN' ON THE EDGE T. G. SHEPPARD (Columbia FC 40007)	41	19
41 TIME STOOD STILL VERN GOSDIN (Compiat 671012-1)	39	22
42 HALF NELSON WILLIE NELSON (Columbia FC 39990)	54	3
43 NOBODY WANTS TO BE ALONE CRYSTAL GAYLE (Warner Bros. 1-25154)	44	30
44 DON'T CALL HIM A COWBOY CONWAY TWITTY (Warner Bros. 9-25207-1)	42	30
45 #1'S EDDIE RABBITT (Warner Bros. 1-25278)	43	17
46 SHAKIN' SAWYER BROWN (Capitol/Curb ST-12438)	60	2
47 REAL LOVE DOLLY PARTON (RCA AHL1-5414)	45	38
48 MAYBE MY BABY LOUISE MANDRELL (RCA AHL1-5454)	46	22
49 HANG ON TO YOUR HEART EXILE (Epic BFE 40000)	DEBUT	
50 MEMORIES TO BURN GENE WATSON (Epic BFE 40076)	52	3
51 THE BALLAD OF SALLY ROSE EMMYLOU HARRIS (Warner Bros. 9-25205-1)	47	36
52 TILL I MADE IT WITH YOU MAC DAVIS (MCA 5590)	48	8
53 STAND UP MEL McDANIEL (Capitol ST-12437)	DEBUT	
54 LOVE IS WHAT WE MAKE IT KENNY ROGERS (Liberty LO51157)	49	29
55 JUST A WOMAN LORETTA LYNN (MCA MCA-5613)	DEBUT	
56 THE THINGS THAT MATTER VINCE GILL (RCA CPL1-5348)	51	14
57 HEART OVER MIND ★ ANNE MURRAY (Capitol SJ-12363)	50	54
58 I HAVE RETURNED RAY STEVENS (MCA MCA-5635)	DEBUT	
59 LANE BRODY LANE BRODY (EMI-America ST-17160)	53	8
60 HE THINKS HE'S RAY STEVENS RAY STEVENS (MCA 5517)	55	51
61 DOES FORT WORTH EVER CROSS YOUR MIND □ GEORGE STRAIT (MCA 5518)	56	54
62 TREADIN' WATER EARL THOMAS CONLEY (RCA AHL1-5175)	57	54
63 TWO HEART HARMONY THE KENDALLS (Mercury 824-250-1 M-1)	58	27
64 ONE STEP CLOSER SYLVIA (RCA AHL1-5413)	59	35
65 BLUE HIGHWAY JOHN CONLEE (MCA 5521)	66	51
66 COUNTRY BOY ★ RICKY SKAGGS (Epic FE 39410)	61	55
67 FEELS SO RIGHT BRENDA LEE (MCA 5626)	62	4
68 PLAIN DIRT FASHION NITTY GRITTY DIRT BAND (Warner Bros. 9-25113-1)	65	65
69 MY KIND OF COUNTRY REBA McENTIRE (MCA 5516)	63	51
70 THE BEST OF REBA McENTIRE REBA McENTIRE (Mercury 824-342-1 M-1)	64	33
71 ATLANTA BLUE ★ THE STATLERS (Mercury/PolyGram 818-652-1)	67	78
72 MAJOR MOVES HANK WILLIAMS, JR. (Warner Bros./Curb 9-25088-1)	68	72
73 KEITH STEGALL KEITH STEGALL (Epic AL 39892)	69	20
74 YOU'VE GOT A GOOD LOVE COMIN' LEE GREENWOOD (MCA 5488)	71	72
75 WHOLE NEW WORLD THE WHITES (MCA/Curb MCA-5562)	74	30

CMA Elects Directors, Gives Special Awards

By Bill Fisher

NASHVILLE — At the 27th annual Country Music Association membership meeting, held Oct. 16 at Opryland Hotel, the organization elected 17 new directors and changed its bylaws in order to create two new membership categories: Radio and Television/Video. The CMA also presented several special awards at the meeting, which was attended by members from throughout the world.

The new CMA directors and their representative categories are: Bill Hudson, Bill Hudson & Associates, Nashville (Advertising Agency); Steven Greil, Greilworks, Nashville (Artist Manager/Agent); Randy Owen, Alabama, Ft. Payne, AL (Artist/Musician); Al Snyder, WTKC, Lexington, KY (Broadcast Personality); Gary Morris, Nashville (Composer); Leonard Rambeau, Balmur, Ltd., Toronto (International); Ed Konick, Country Song Round-up, Derby, CT (Publication); Bill Lowery, The Lowery Group, Atlanta (Publisher); Hal Durham WSM, Nashville, and Bill Sherard, WPKX, Alexandria, VA (Radio); Joe Galante, RCA Records, Nashville (Record Company); Jim Powers, Handleman Co., Troy, MI (Record/Video Merchandiser); Jerry Garren, Helen Cornelius Enterprises, Nashville (Talent Buyer/Promoter); Lloyd Werner, Group W, Stamford, CT (Television/Video). Newly elected directors-at-large are: Connie Bradley, ASCAP, Nashville; Irving Waugh, Irving Waugh Productions, Nashville; and E.W. Wendell, Opryland USA, Inc., Nashville.

Directors who are now serving the second year of their terms are: Dennis Brown, Joe Brown Enterprises, Honolulu; David Conrad, Almo-Irving Music, Nashville; C. Paul Corbin, The Nashville Network, Nashville; Jerry Flowers, The Jim Halsey Co., Nashville; Lon Helton, Radio & Records, Los Angeles; Rhubarb Jones, WYAY, Atlanta; Brenda Lee, Nashville; Sam Marmaduke, Western Merchandisers, Inc., Amarillo, TX; Bob Montgomery, Writers House Music, Nashville; Dennis Morgan, Nashville; Jim Ed Norman, Warner Brothers Records, Nashville; Dianne Petty, SESAC, Inc., Nashville; Don Romeo, Don Romeo Agency, Omaha, NE; Janice Wendell, Eric Ericson & Associates, Nashville; and Roy Wunsch, CBS Records, Nashville. Lifetime CMA board members are: J. William Denny, Nashville Gas Co., Nashville; Ralph Peer II, Peer-

Southern Organization, Los Angeles; Frances Preston, Broadcast Music Inc., Nashville; Wesley Rose, Acuff-Rose/Opryland Publications, Inc., Nashville; and Lou Talbot, Precision Record Pressing, Nashville.

A special President's Award was given to Willie Nelson in recognition of both his contributions to country music and his organization of the FarmAid benefit concert. In making the presentation, CMA president Dick McCullough called Nelson "a standard by which others are measured." The President's award is given solely at the discretion of the CMA president; it has been presented eleven times in 27 years. Rick Blackburn, CBS Records, Nashville, accepted the award on Nelson's behalf, saying, "Willie was very humbled by this commendation, but he said we would be remiss if we didn't acknowledge country music entertainers everywhere who came forward to give of their time and their money to make FarmAid a reality."

The founding president of the CMA, Connie B. Gay, presented the Founding President's Award to Jim Halsey of The Jim Halsey Company, based in Tulsa, Oklahoma. Halsey heads a talent agency that is widely-known and well-respected in the country music industry, with an artist roster that includes The Oak Ridge Boys, The Judds, Tammy Wynette, Lee Greenwood and many others. The Founding President's Award is given annually to an individual, not currently serving on the CMA board of directors, who, in the judgment of the board, has contributed the most to the CMA during the year.

Tom Thacker, producer, and John Goodhue, director, were given special plaques for their work on the first CMA-Awarded music video, Hank Williams, Jr.'s *All My Rowdy Friends Are Coming Over Tonight*. Plaques were also presented to Brent Maher, producer of the CMA Single of the Year, "Why Not Me," and to Jimmy Bowen and George Strait, co-producers of the Album of the Year, "Does Fort Worth Ever Cross Your Mind." The winners of the CMA Broadcast Personality of the Year Awards (Gerry House, WSIX; Stan Davis, WWVA; Marvin McClanahan, KIRX) were also recognized, and Harry "Hap" Peebles of the Harry Peebles Agency in Kansas City was lauded as the first recipient of the SRO Award, presented to the outstanding talent buyer or promoter of the year.



WILLIE ON DISPLAY — On Oct. 15 more than 500 industry leaders, artists, songwriters and media reps attended the grand opening of "The Willie Nelson Exhibit," presented by Wrangler Brand, at the Country Music Hall of Fame and Museum. Pictured above during an earlier, private visit (l-r): William Ivey, Country Music Foundation executive director; Connie Nelson; Willie Nelson.

TOP 100 COUNTRY SINGLES

November 2, 1985

Weeks
On
10/26 Chart

Weeks
On
10/26 Chart

Weeks
On
10/26 Chart

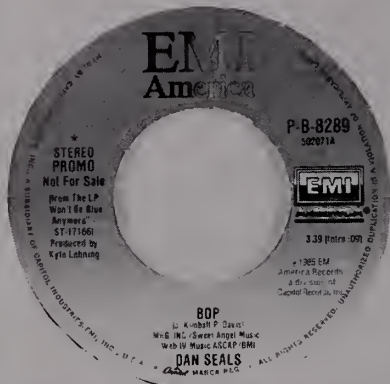
- 1 **SOME FOOLS NEVER LEARN**
STEVE WARINER (MCA 52644) 2 15
- 2 **CAN'T KEEP A GOOD MAN DOWN**
ALABAMA (RCA PB-14165) 3 11
- 3 **TOUCH A HAND, MAKE A FRIEND**
THE OAK RIDGE BOYS (MCA 52646) 1 14
- 4 **WHO'S GONNA FILL THEIR SHOES**
GEORGE JONES (Epic 34-05439) 4 14
- 5 **I'LL NEVER STOP LOVING YOU**
GARY MORRIS (Warner Bros. 7-28947) 7 11
- 6 **A LONG AND LASTING LOVE**
CRYSTAL GAYLE (Warner Bros. 7-28963) 6 13
- 7 **TOO MUCH ON MY HEART**
THE STATLER BROTHERS (Mercury 884 016-7) 11 11
- 8 **ANGEL IN YOUR ARMS**
BARBARA MANDRELL (MCA 52645) 9 11
- 9 **HANG ON TO YOUR HEART**
EXILE (Epic 34-05580) 10 12
- 10 **I WANNA SAY YES**
LOUISE MANDRELL (RCA PB-14151) 12 11
- 11 **I DON'T MIND THE THORNS (IF YOU'RE THE ROSE)**
LEE GREENWOOD (MCA 52656) 14 10
- 12 **THIS AIN'T DALLAS**
HANK WILLIAMS, JR. (Warner Bros./Curb 7-28912) 16 9
- 13 **I WANNA HEAR IT FROM YOU**
EDDY RAVEN (RCA PB-14164) 5 13
- 14 **TWO OLD CATS LIKE US**
RAY CHARLES (with HANK WILLIAMS, JR.) (Columbia 38-05575) 18 10
- 15 **YOU'VE GOT SOMETHING ON YOUR MIND**
MICKY GILLEY (Epic 34-05460) 17 11
- 16 **LIE TO YOU FOR YOUR LOVE**
THE BELLAMY BROTHERS (MCA/Curb MCA-52668) 19 9
- 17 **NOBODY FALLS LIKE A FOOL**
EARL THOMAS CONLEY (RCA PB-14172) 22 8
- 18 **YOU MAKE ME FEEL LIKE A MAN**
RICKY SKAGGS (Epic 34-05585) 21 8
- 19 **YOU MAKE ME WANT TO MAKE YOU MINE**
JUICE NEWTON (RCA PB-14139) 8 16
- 20 **DONCHA**
T. G. SHEPPARD (Columbia 38-05591) 23 9
- 21 **THE CHAIR**
GEORGE STRAIT (MCA 52667) 24 7
- 22 **DESPERADOS WAITING FOR A TRAIN**
JENNINGS, NELSON, CASH, KRISTOFFERSON (Columbia 38-05594) 25 8
- 23 **STAND UP**
MEL McDANIEL (Capitol B-5513) 26 8
- 24 **MEET ME IN MONTANA**
MARIE OSMOND (DUET WITH DAN SEALS) (Capitol B-5478) 13 16
- 25 **SOMEBODY ELSE'S FIRE**
JANIE FRICKE (Columbia 38-05617) 30 7
- 26 **ME AND PAUL**
WILLIE NELSON (Columbia 38-05597) 29 8
- 27 **I'M GONNA LEAVE YOU TOMORROW**
JOHN SCHNEIDER (MCA 52648) 15 13
- 28 **THING ABOUT YOU**
SOUTHERN PACIFIC (Warner Bros. 7-28943) 20 13
- 29 **IN ANOTHER MINUTE**
JIM GLASER (MCA/Noblevision MCA-52672) 33 7
- 30 **LOST IN THE FIFTIES TONIGHT (IN THE STILL OF THE NIGHT)**
RONNIE MILSAP (RCA PB-14135) 27 18
- 31 **HAVE MERCY**
THE JUDDS (RCA/Curb PB-14193) 40 5
- 32 **BREAK AWAY**
GAIL DAVIES (RCA PB-14184) 38 6

- 33 **BETTY'S BEIN' BAD**
SAWYER BROWN (Capitol/Curb B-5517) 41 5
- 34 **MORNING DESIRE**
KENNY ROGERS (RCA PB-14194) 43 3
- 35 **IF THE PHONE DOESN'T RING, IT'S ME**
JIMMY BUFFETT (MCA 52664) 39 7
- 36 **I FELL IN LOVE AGAIN LAST NIGHT**
THE FORESTER SISTERS (Warner Bros. 7-28988) 28 19
- 37 **LOVE TALKS**
RONNIE McDOWELL (Epic 34-05404) 31 16
- 38 **AMBER WAVES OF GRAIN**
MERLE HAGGARD (Epic 34-05659) 49 5
- 39 **A WORLD WITHOUT LOVE**
EDDIE RABBITT (RCA PB-14192) 47 3
- 40 **THEY NEVER HAD TO GET OVER YOU**
JOHNNY LEE (Warner Bros. 7-28901) 45 5
- 41 **HOME AGIN IN MY HEART**
THE NITTY GRITTY DIRT BAND (Warner Bros. 7-28897) 52 4
- 42 **NEVER BE YOU**
ROSANNE CASH (Columbia 38-05621) 50 5
- 43 **I'LL STILL BE LOVING YOU**
JOE STAMPLEY (Epic 34-05592) 44 6
- 44 **ONLY IN MY MIND**
REBA McENTIRE (MCA 52691) 55 5
- 45 **IT'S TIME FOR LOVE**
DON WILLIAMS (MCA 52682) 54 4
- 46 **I KNOW THE WAY TO YOU BY HEART**
VERN GOSDIN (Compleat CP-145) 34 9
- 47 **IF IT WEREN'T FOR HIM**
VINCE GILL (RCA PB-14140) 32 16
- 48 **RIVER IN THE RAIN**
ROGER MILLER (MCA 52663) 51 6
- 49 **WITH JUST ONE LOOK IN YOUR EYES**
CHARLY McCLAIN (with WAYNE MASSEY) 35 18
- 50 **TIL A TEAR BECOMES A ROSE**
LEON EVERETTE (Mercury 884 040-7) 53 6
- 51 **AMERICAN FARMER**
THE CHARLIE DANIELS BAND (Epic 34-05638) 58 4
- 52 **GET BACK TO THE COUNTRY**
NEIL YOUNG (Geffen 7-28883) 61 3
- 53 **MEMORIES TO BURN**
GENE WATSON (Epic 34-05633) 62 3
- 54 **SHE TOLD ME YES**
CHANCE (Mercury 884 178-7) 60 3
- 55 **UP ON YOUR LOVE**
KAREN TAYLOR-GOOD (Mosa NSD/M-111) 59 6
- 56 **THE LEGEND AND THE MAN**
CONWAY TWITTY (Warner Bros. 7-28866) 66 2
- 57 **TWO HEART HARMONY**
THE KENDALLS (Mercury 884 140-7) 63 4
- 58 **SHE'S COMIN' BACK TO SAY GOODBYE**
EDDIE RABBITT (Warner Bros. 7-28976) 37 18
- 59 **OLD SCHOOL**
JOHN CONLEE (MCA 52695) 68 2
- 60 **LOVIN' UP A STORM**
BANDANA (Warner Bros. 7-28939) 46 8
- 61 **THE NIGHT HAS A HEART OF ITS OWN**
LACY J. DALTON (Columbia 38-05644) 69 3
- 62 **I FEEL THE COUNTRY CALLIN' ME**
MAC DAVIS (MCA 52669) 70 4
- 63 **I DON'T WANT TO GET OVER YOU**
THE WHITES (MCA 52697) 73 2
- 64 **FEED THE FIRE**
KEITH STEGALL (Epic 34-05643) 72 2
- 65 **IF IT AIN'T LOVE**
ED BRUCE (RCA PB-14150) 36 14
- 66 **I TELL IT LIKE IT USED TO BE**
T. GRAHAM BROWN (Capitol B-5524) 78 3
- 67 **IT'S SUCH A HEARTACHE**
HILLARY KANTER (RCA PB-14185) 76 2

- CHARTBREAKER**
- 68 **BOP**
DAN SEALS (EMI-America B-8289) **DEBUT**
 - 69 **RUNAWAY GO HOME**
LARRY GATLIN AND THE GATLIN BROTHERS (Columbia 38-05632) 67 5
 - 70 **HEART OF THE COUNTRY**
KATHY MATTEA (Mercury 884 177-7) 83 2
 - 71 **(BACK TO THE) HEARTBREAK KID**
RESTLESS HEART (RCA PB-14190) **DEBUT**
 - 72 **JUST IN CASE**
THE FORESTER SISTERS (Warner Bros. 7-28875) **DEBUT**
 - 73 **TOKYO, OKLAHOMA**
JOHN ANDERSON (Warner Bros. 7-28916) 42 12
 - 74 **BABY'S EYES**
LANE BRODY (EMI-America B-8283) 48 8
 - 75 **MY HEART HOLDS ON**
HOLLY DUNN (MTM B-72057) 57 5
 - 76 **LONELY TOGETHER**
A. J. MASTERS (Bermuda Dunas C 111) 84 3
 - 77 **WHAT HAPPENED TO THE GIRL (THAT WILLIO AND HOOLIE KNEW)**
FERNANDO 100% MARVELOUS and HALF NELSON (NLT-FL 1987) 81 3
 - 78 **BURNED LIKE A ROCKET**
BILLY JOE ROYAL (Atlantic-America 7-99599) **DEBUT**
 - 79 **BETWEEN BLUE EYES AND JEANS**
CONWAY TWITTY (Warner Bros. 7-28966) 56 18
 - 80 **LOVES BEEN HELL ON ME**
TERRY STAFFORD (Player int'l. PI-115) 82 2
 - 81 **DRINKIN' AND DREAMIN'**
WAYLON JENNINGS (RCA PB-14094) 64 20
 - 82 **KERN RIVER**
MERLE HAGGARD (Epic 34-05426) 65 18
 - 83 **SHOOTIN' FROM THE HEART**
FREDDY WELLER (Evergreen EV-1036) 71 3
 - 84 **LATE MOVIES AND MEMORIES**
GEARY HANLEY (Kansa KA 624) 88 2
 - 85 **SWEET GERALDINE**
JIMMY WINDROW (Hilton HR 2010) 86 2
 - 86 **SHE'S GOT THE RHYTHM (AND I'VE GOT THE BLUES)**
BUCKEYE (NSD 205) 89 3
 - 87 **YOU'RE GONNA MISS ME WHEN I'M GONE**
JUDY RODMAN (MTM B-72054) 74 14
 - 88 **AN OFFER I COULDN'T REFUSE**
SAMMI SMITH (Stap One SOR-347) 75 4
 - 89 **HEART DON'T DO THIS TO ME**
LORETTA LYNN (MCA 52621) 77 16
 - 90 **USED TO BLUE**
SAWYER BROWN (Capitol B-5477) 79 20
 - 91 **THE WORLD IS ROUND**
DOUG PETERS (Comstock COM 1789) **DEBUT**
 - 92 **HOLDIN' THE FAMILY TOGETHER**
THE SHOPPE (MTM B-72056) 80 8
 - 93 **QUIET NIGHTS OF QUIET STARS**
TONY ALAMO (Alamo 333) 94 3
 - 94 **REAL SOON**
MARTY CRAWFORD (Spectrum of Sound) **DEBUT**
 - 95 **I'VE GOT THE HEART FOR YOU**
KEITH WHITLEY (RCA PB-14173) 85 7
 - 96 **THE HAIRCUT SONG**
RAY STEVENS (MCA 52657) 87 6
 - 97 **MODERN DAY ROMANCE**
NITTY GRITTY DIRT BAND (Warner Bros. 7-29027) 90 22
 - 98 **DOWN IN THE FLORIDA KEYS**
TOM T. HALL (Mercury 884 017-7) 91 11
 - 99 **BLUE HIGHWAY**
JOHN CONLEE (MCA 52625) 92 18
 - 100 **I'M LOOKIN' FOR SOMEONE LOOKIN' FOR LOVE**
BOBBY G. RICE (Door Knob DK 85-234) 93 6

ALPHABETICAL LISTING ON INSIDE BACK COVER

MOST ADDED



STRONG ADDS

(Back to the) Heartbreak Kid — Restless Heart — RCA
 Just In Case — The Forester Sisters — Warner Bros.
 Burned Like A Rocket — Billy Joe Royal — Atlantic-America
 Heart of the Country — Kathy Mattea — Mercury
 Old School — John Conlee — MCA

STATION ADDS

KKYX — Jerry Kling — San Antonio
 L. Lynn
 K. Stegall
 K. Mattea
 The Forester Sisters
 The Whites
 T. Gibbs
 Restless Heart
 B.J. Royal

KIKK — Joe Ladd — Houston
 L. Everette
 D.A. Coe
 D. Seals
 H. Kanter

WJLM — Dave Hurst — Roanoke
 T. Roe
 L. Lynn
 L. Dewitt
 D. Seals
 B.J. Thomas
 Restless Heart
 The Forester Sisters

WNWN — Denny Bice — Kalamazoo
 The Forester Sisters
 D. Seals
 M. Osmond
 R. Miller
 Restless Heart
 T.G. Brown

WCMX — Jeff Gill — Leominster
 G. Watson
 Chance
 J. Conlee
 K. Stegall
 The Whites

Restless Heart
 M. Dillon
 G. Catalina

WDSY — Mary Jo Kacsan — Pittsburgh
 Restless Heart
 D. Seals
 G. Strait

KBRQ — Jim Stricklan — Denver
 The Forester Sisters
 L.J. Dalton
 S. Curtis
 Charlie Daniels Band
 W. Stewart/J. Paycheck
 K. Mattea
 J. Tucker
 L. Lynn
 J. Taylor

WDZQ — Dan Jensen — Decatur
 M. Davis
 The Kendalls
 L.J. Dalton
 E. Rabbitt

WLWI — Greg Mazingo — Montgomery
 C. Twitty
 K. Stegall
 L.J. Dalton
 The Whites
 J. Rodman
 K. Mattea
 T. Gibbs
 J. Conlee
 The Forester Sisters

KFH — Pete Brier — Wichita
 D. Seals
 D. Williams
 The Forester Sisters
 The Whites
 R. Cash

KUSA — Georganne Harris — St. Louis
 C. Twitty
 J. Conlee
 K. Stegall
 K. Mattea
 Restless Heart
 T. Gibbs
 B.J. Royal

KRZK — Jessica James — Branson, MO
 Restless Heart
 M. Dillon
 D. Peters
 S. Lehman
 A.J. Masters
 M. Crawford
 Mogollon

KRYS — Joey Garcia — Corpus Christi
 N. Young
 D. Seals
 The Forester Sisters
 C. Twitty
 Restless Heart

KFRD — Bill Ingram — Rosenberg
 C. Twitty
 K. Rogers
 The Judds



BMI FAMILY — Following the BMI country awards in Nashville Oct. 15, some of the award winners and attendees gathered in the office of senior vice president Frances Preston for the traditional "family photo."

KFDI — Gary Hightower — Wichita
 L. Lynn
 D.A. Coe
 L. Dewitt
 R. Cash
 The Forester Sisters
 K. Taylor-Good
 S. Smith

WMML — Joe Davis — Mobile
 T. Stafford
 R. Miller
 The Kendalls
 C. Twitty
 A.J. Masters
 M. Dillon
 Chance
 D. Houston
 S. Lehman

KVOX — Scott Winston — Moorhead
 E. Rabbitt
 J. Lee

WDXE — Dan Hollander — Lawrenceburg
 D.A. Coe
 K. Mattea
 M. Dillon
 D. Peters
 M. Crawford

WTSO — Pat Martin — Madison
 The Forester Sisters
 B.J. Thomas
 K. Mattea
 Restless Heart

THE COUNTRY MIKE

KFH MAKES CHANGES — KFH/Wichita has made a few changes in personnel and air shifts recently. **Larry Rust**, formerly with KWKH/Shreveport, has joined the KFH staff. Part-timer **Tom Jordan** has been promoted to the position of promotions director. Both Rust and Jordan serve on the air. Along with these changes comes a revised on-air lineup. The revamped schedule is **Dave Richard** from midnight to 5:30 a.m., **Casey Jones** from 5:30-9 a.m., **Chuck "Sugarbear" Robson** from 9 a.m. to noon, **Tom Jordan** from noon to 3 p.m., **Pete Brier** from 3-6 p.m., **Larry Rust** from 6-11 p.m., and "Solid Gold Country" overnight.

WMZQ SPREADS "SUNSHINE" — WMZQ-AM-FM/Washington D.C. has joined with the Washington Metropolitan Bowl America centers in a fundraising event



KEYE-FM MINNEAPOLIS — St. Paul is using its current bumper sticker campaign to encourage its listeners not to drink and drive and to take action by calling the Highway Patrol when they spot a driver under the influence. More than 250,000 stickers have been distributed. Pictured receiving a commemorative sticker are (l-r): Chief Roger Ledding of the Minnesota Highway Patrol and K102 vice president and general manager Gary Swartz.

benefitting The Sunshine Foundation, a nonprofit organization whose sole purpose is to raise funds to grant a "dream" to a terminally or chronically ill child. The fundraising endeavor will involve 14 Bowl America Centers. On November 16, "Special-Celebrity" teams, including the **Washington Redskins**, the **Hogettes**, members of the **Baltimore Orioles** and the U. S. Senate Staff Bowling team will be at one of the bowling centers with a WMZQ personality. The three-hour event is expected to involve over 2,000 combined participants at the 14 centers. WMZQ vice president/general manager **Frank Byrne** commented on the benefit saying WMZQ has always been committed to the needs of the community and charitable organizations working within the community. The Sunshine Foundation's special attention to families with terminally and chronically ill children is something we firmly uphold as the local communities unite under a common goal-helping one another. Plans for making the benefit an annual event are under way.

Byron Wynkoop

COUNTRY PROGRAMMER'S PICK

Programmer Dave Hensley
Station WMTZ
Market Augusta

Song: "Everything Is Changing"
Artist: Johnny Paycheck
Label: AMI

Comments

"I consider this one of the best Paycheck records ever. It has style and class . . . all the things that last."

ALBUM RELEASES

OLD FLAME — Juice Newton — RCA
AHL1-5493 — Producer: Richard Landis

In addition to the number one hit "You Make Me Want To Make You Mine" and the current single, "Hurt," this album contains eight other songs marked by that unique earnestness which is Juice Newton's calling card. The familiar, bright-sounding acoustic guitar embellishes the instrumentation on several cuts, and the album has a remarkably unified sound, considering that the credits list almost as many recording locations as songs. There is not a bad cut here — the variety of material is truly exceptional, from the strongly country "Let Your Woman Take Care Of You" to the innovative cover of "Stuck In The Middle With You."



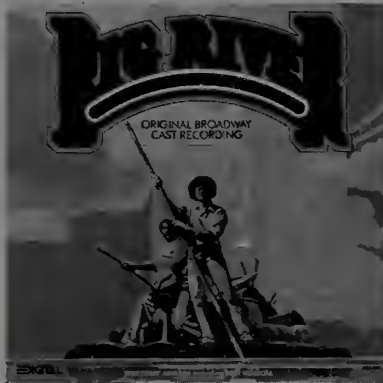
ME AND THE BOYS — The Charlie Daniels Band — Epic FE 39878 — Producer: John Boylan

After a lengthy absence, The Charlie Daniels Band is back with an album which has strong potential for success with country buyers, and which may do well in areas where the faintly glowing embers of "southern rock" can still be found and fanned. There are the expected topical cuts ("American Farmer," "M.I.A."), but the best songs are those which focus on the CDB's accomplished musicianship (augmented only by background vocalists and a carefully used synthesizer) and the singing of Charlie Daniels — "Still Hurtin' Me," "Talkin' To The Moon" and "Drinkin' My Baby Goodbye," for example.



BIG RIVER — Original Broadway Cast Recording — MCA-6147 — Producer: Jimmy Bowen

As the first Broadway cast album ever released out of Nashville, "Big River" is in a position to open a lot of doors for country songwriters and producers and the Nashville music scene in general. Happily, the album is more than capable of doing those things; the performances are excellent, the production is first-rate, and Roger Miller's songs are purely delightful. "Big River" the cast album passes the ultimate test with flying colors: it makes you want to see "Big River" the play.



FEATURE PICKS

SONGS YOU KNOW BY HEART — JIMMY BUFFETT'S GREATEST HIT(S) — Jimmy Buffett — MCA-5633 — Producers: various

The oblique reference to "Margaritaville" in this album's title is Buffett-style humor, all right. Actually, several of the other songs here — including "Changes In Latitudes, Changes In Attitudes" and "Come Monday" — were also hits, however minor. The real point of the album title is found in the first half: "Songs You Know By Heart." Buffett fans do tend to memorize their favorites (the better to bellow each word during semi-conscious singalongs), and songs such as "Why Don't We Get Drunk" and "A Pirate Looks At Forty" are genuine classics for the artist's loyal parrotheads and coral reefers, besides being tangible samples from one of the most colorful imaginations in American music.

GREATEST HITS, VOLUME II — T.G. Sheppard — Warner/Curb 1-25329 — Producers: various

This collection goes all the way back to "Devil In The Bottle" and includes "One Owner Heart," "Slow Burn," "I Feel Like Loving You Again," "Tryin' To Beat The Morning Home" and even the duet with Clint Eastwood, "Make My Day," surely an ironic inclusion for a less than fully-loaded album.

ON THE AIR — Hank Williams — Polydor 422 827 531-1 Y-1 — Producer: Bob Pinson

A compilation of live radio appearances made by Williams from 1949-1952, "On The Air" was produced in association with the Country Music Foundation, as was the earlier "Rare Takes And Radio Cuts" album. Including two cuts from Grand Ole Opry shows, one from a 1949 show on Shreveport's KWKH and several from the "Health and Happiness" series, this collection represents a significant era in country music history and will be a must for scholars and collectors.

SINGLE RELEASES

OUT OF THE BOX

STEVE WARINER (MCA-52721)

You Can Dream Of Me (3:55) (Steve Wariner/Siren Songs—BMI) (S. Wariner, J. Hall) (Producers: Tony Brown, Jimmy Bowen)

"You Can Dream Of Me," the first single from Wariner's new "Life's Highway" album, has the kind of refreshing, melodic guitar lines that characterize all of his music. The song is about a man and a woman who — while dreaming of each other — are both "already taken." Wariner's vocal performance is superior as usual, and after the across-the-board number one "Some Fools Never Learn," programmers will be quick to add this one.



MARIE OSMOND (Capitol B-5521)

There's No Stopping Your Heart (2:51) (Mother Tongue—ASCAP; Flying Cloud—BMI) (M. Brook, C. Karp) (Producer: Paul Worley)

The vitality of Marie Osmond's new album is perhaps best represented by this, the title cut, a love song with high, clear harmonies and a driving drum track, both of which focus attention on the hook. "There's No Stopping Your Heart" has the advantage of being preceded by "Meet Me In Montana," a number one hit. This song, faster and more rockish, is an excellent follow-up.



FEATURE PICKS

JOHN ANDERSON (Warner Bros. 7-28855)

Down In Tennessee (3:20) (April/Ides Of March—ASCAP) (W. Holyfield) (Producers: John Anderson, Lou Bradley, Jim Ed Norman)

"Down In Tennessee" is a slow, sad song about a lost love that uses both the emotional and the geographical connotations of the word "down" to tell its story. Anderson's vocal has a sincerely hurting tone, and the instrumental arrangement is dynamically varied, complementing the words very well.

GLEN CAMPBELL (Atlantic America 7-99600)

It's Just A Matter Of Time (2:26) (Eden/Times Square—BMI) (C. Otis, B. Benton, B. Hendricks) (Producer: Harold Shedd)

Glen Campbell uses a good measure of low blues on this re-working of a 1970 number one by Sonny James. It's a good sound, and Campbell should have a solid hit with this Harold Shedd production.

SOUTHERN PACIFIC (Warner Bros. 7-28870)

Perfect Stranger (4:06) (That's What She Said/Long Tooth—BMI) (T. Goodman, J. McFee) (Producers: Jim Ed Norman, Southern Pacific, Brad Hartman)

This song about a woman's venture into a singles bar has good vocals, a strong country beat and bass line, and fine guitar work by John McFee. Southern Pacific has proven to be one of the most versatile of the current crop of new bands, and this single should get a lot of spins.

MARK NESLER (Permian P-82013)

Let's Make A Memory (3:34) (Banjo Man—BMI) (M. Nesler) (Producer: Jerry Crutchfield)

Mark Nesler has a fine voice with a tone similar to Haggard's and diction similar to John Conlee's. Produced by the noted Jerry Crutchfield, "Let's Make A Memory" is a good, mid-tempo song that could do well on any country playlist.



SURROUNDED BY STARS — Is Connie Bradley, southern director of ASCAP. Pictured (l-r) at the ASCAP country music awards Oct. 16, are: Randy Owen, Teddy Gentry, Bradley, Eddy Raven, Ronnie Milsap and Jeff Cook.

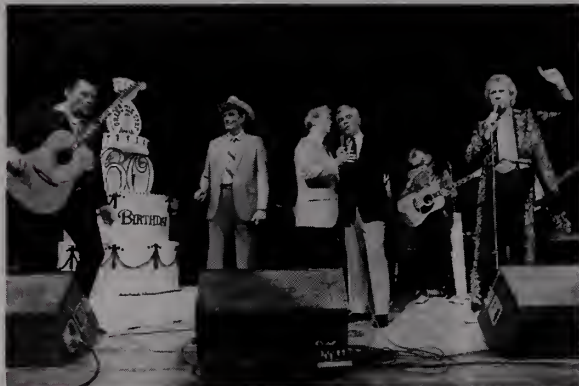
Country Music Week '85



Row 1 (photo 1): Backstage at the Grand Ole Opry House during the CMA Awards show, CBS executives gathered to congratulate Ricky Skaggs, the CMA Entertainer of the Year. Left to right are: John Kotecki, VP, national sales, New York; Skaggs; Rick Blackburn, senior VP and general manager, Nashville; and Paul Smith, senior VP and general manager, marketing, New York. **(Photo 2):** Chet Atkins (l), who won



his eighth Instrumentalist of the Year Award at the CMA show, introduces Earl Scruggs, who, along with his late partner Lester Flatt, were inducted into the Country Music Hall of Fame. **(Photo 3):** At the Grand Ole Opry Birthday Show Oct. 12, some of the performers who witnessed the traditional cake-cutting onstage were (l-r): Charley Pride, Jeanne Pruett, John Conlee, Grandpa Jones and Jim Ed Brown.



Row 2 — (Photo 1): Leading the audience in singing "Happy Birthday" during the Opry Show were (l-r): Stonewall Jackson, Charlie Walker, Roy Acuff, Nashville mayor Richard Fulton and Porter Wagoner. **(Photo 2):** Kenny O'Dell, the 1985 winner of BMI's Robert J. Burton Award for the Most Performed Song of the Year, "Mama He's Crazy," is pictured at BMI's Oct. 15 awards ceremonies. (l-r): BMI senior vice president Frances Preston; O'Dell; and Naomi and Wynonna Judd. **(Photo 3):** BMI Country



Publishers of the Year were Tree Publishing Co., Inc. and Warner Bros. Music Group, with eight citations each. Pictured during the awards presentation are (l-r): Frances Preston, senior VP, BMI; Tim Wipperman, VP and general manager, Warner Bros. Music Group; Buddy Killen, president of Tree Publishing; Chuck Kaye, chairman of the board, Warner Bros. Music; Donna Hilley, executive vice president of Tree Publishing; and BMI's vice president, Nashville, Roger Sovine.



Row 3 — (Photo 1): At the ASCAP Country Awards on Oct. 16, Mike Reid was named the ASCAP Country Songwriter of the Year. Pictured (l-r) are: Hal David, ASCAP president; Ronnie Millsap, who "discovered" Reid; Mike Reid; and Connie Bradley, ASCAP southern director. **(Photo 2):** ASCAP's Publisher of the Year honor went to Cross Keys Publishing. Pictured (l-r) are: Hal David, ASCAP president; Donna Hilley, vice president, Cross Keys Publishing; and Buddy Killen, president, Cross Keys



Publishing. **(Photo 3):** At the Nashville Songwriters Association International (NSAI) Hall of Fame induction ceremonies during Country Music Week, Bob McDill was named to the Association's roster of all-time great songwriters. Pictured (l-r) are: Jack Clement, publisher; Maggie Cavender, NSAI executive director; McDill; and Thom Schuyler, NSAI president.



Row 4 (Photo 1): Another songwriting great inducted into the NSAI Hall of Fame during Country Music Week was rock 'n' roll legend, Carl Perkins. Pictured (l-r) at the ceremony are: Perkins; songwriter Harlan Howard; Maggie Cavender, NSAI executive director; and Thom Schuyler, NSAI president. **(Photo 2):** At the 1985 SESAC Award Dinner on Oct. 17, one of the songs honored was "Smokin' In The Rockies," written by Frank Dycus and recorded by Sawyer Brown. Pictured during the ceremonies



(l-r) are: Jerry Crutchfield of Musicor Music/MCA Inc., the new publishing home for Dycus; Frank Dycus; SESAC vice president Diane Petty; Pat Higdon of Musicor/MCA; and Everett Zinn, Golden Opportunity Music. **(Photo 3):** Pictured left to right, SESAC's Vincent Candilor presents writers Rae Serrano and LeRoi Evans with motion picture awards for the movie Beat Street at SESAC's awards dinner.

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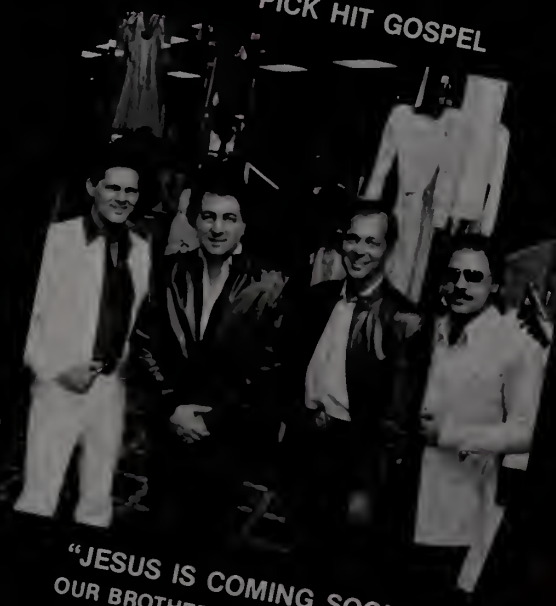
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TOP 30 ALBUMS

Inspirational

	10/26 Weeks
1 UNGUARDED AMY GRANT (Myrrh 7-01-680606-5) Open	1 24
2 MEDALS RUSS TAFF (Myrrh 7-01-679206-4) Open	2 16
3 LET THE WIND BLOW THE IMPERIALS (Myrrh 7-01-682006-8)	3 30
4 CHOOSE LIFE DEBBIE BOONE (Lamb And Lion LLR 3008)	4 26
5 SEVEN DAVID MEECE (Myrrh 7016812065)	5 14
6 BEAT THE SYSTEM PETRA (Starsong 7012057881)	6 32
7 SONGS FROM THE HEART SANDI PATTI (Impact RO3884) None	7 48
8 COMING ON STRONG CARMAN (Myrrh 7016807061)	8 32
9 ON THE FRITZ STEVE TAYLOR (Sparrow SPR-1105) Open	9 14
10 COMMUNICATION DEGARMO AND KEY (Benson 01073)	10 33
11 SHEEP IN WOLVES CLOTHING MYLON LEFEVRE & BROKEN HEART (Myrrh 7-01-6790-06-1/ Word) Open	12 11
12 LOOK WHO LOVES YOU NOW MICHELLE PILLAR (Sparrow SPR 1095) Title Cut	11 38
13 HE HOLDS THE KEY STEVE GREEN (Sparrow SPR 1104)	13 12
14 WHAT A WAY TO GO BILLY SPRAGUE (Reunion SPCN 701008124) Open	14 32
15 HOTLINE WHITEHEART (Home Sweet Home 7010001391) Open	16 12
16 POWER OF PRAISE PHIL DRISCOLL (Sparrow SPR 1102)	17 14
17 MICHAEL W. SMITH 2 MICHAEL W. SMITH (Reunion 000412-9) "Hosanna"	15 82
18 BENNY FROM HERE BENNY HESTER (Word SPCN 9-01-638357-3S)	19 8
19 KINGDOM OF LOVE SCOTT WESLEY BROWN (Sparrow 1081) Open	18 52
20 I'VE JUST SEEN JESUS LARNELLE HARRIS (Impact RO 3732) Open	20 14
21 HAVE YOURSELF COMMITTED BRYAN DUNCAN (Light LS 5871/ Lexicon)	21 6
22 DON'T HIDE YOUR HEART SHEILA WALSH (Sparrow 1101)	22 6
23 BY HIS SPIRIT SILVERWIND (Sparrow SPR 1097)	23 6
24 JESUS IS COMING SOON OUR BROTHERS KEEPERS QUARTET (Alamo 1942)	25 4
25 STRAIGHT AHEAD AMY GRANT (Myrrh 675706-4) "Angels"	26 88
26 THE WONDERS OF HIS LOVE PHILIP BAILEY (Myrrh SPCN 7-01-679609-X) "No Wise Cast You"	24 38
27 ART OF THE STATE A.D. (Kerygma KRR5401)	27 14
28 ALLIES ALLIES (Light/Lexicon 5864) Open	28 2
29 SHAKE ME TO WAKE ME STEVE CAMP (Sparrow SPR 1103)	29 2
30 MORE THAN WONDERFUL SANDI PATTI (Impact R3818) Open	30 123

Spiritual

	10/26 Weeks
1 BLESSED THE WILLIAMS BROTHERS (Ma'a-co 4400)	1 26
2 LOVE ALIVE III WALTER HAWKINS (Light LS 5857) "Battle's Over"	2 38
3 I GIVE MYSELF TO YOU THR RANGE ALLEN GROUP (Myrrh 7-01-678406-1)	3 14
4 TOMORROW THE WINANS (Light 5857) "Secret Place"	4 42
5 HEAVY LOAD REV. MARVIN YANCY (Nashboro NA 8656)	5 32
6 MAKING A WAY THE TRUTHETTES (Malaco 4397)	6 14
7 CHOSEN VANESSA BELL ARMSTRONG (Onyx 3825) "What He's Done"	7 48
8 NO TIME TO LOSE ANDRAE CROUCH (Light LS 5863) "Right Now"	8 60
9 UNSPEAKABLE JOY DOUGLAS MILLER (Light 5876)	10 14
10 I AM GOING ON COMMISSIONED (Light 5861)	12 14
11 MADE IN MISSISSIPPI JACKSON SOUTHERNAIRS (Malaco 4372) "No Tears In Heaven"	11 58
12 I WANT TO KNOW WHAT LOVE IS NEW JERSEY MASS CHOIR (Pre-lude PRL 14113)	9 14
13 DEDICATED NICHOLAS (Command CRN 1003)	15 9
14 LIVE AT THE WASHINGTON TEMPLE C.O.G.I.C. TIMOTHY WRIGHT (Gospearl PL-16021)	16 10
15 ANGELS WILL BE SINGING EDWIN HAWKINS & THE SEMINAR MASS CHOIR (Birthright BRS 4045) Open	13 56
16 DeLEON DeLEON RICHARDS (Word 7-01-686406-2)	14 31
17 WE SING PRAISES SANDRA CROUCH (Light-5825) Open	17 108
18 HUMBLE THYSELF MATTIE MOSS CLARK (DME 7772)	18 32
19 SAILIN' SHIRLEY CAESAR (Myrrh SPCN 7-01-673206-1) Open	19 88
20 THE WONDERS OF HIS LOVE PHILIP BAILEY (Myrrh 701679606-X)	20 32
21 ROUGH SIDE OF THE MOUNTAIN REV. F.C. BARNES & REV. JANICE BROWN (Atlanta International 10059) Open	21 132
22 REV. CHARLES NICKS PRESENTS REV. CHARLES NICKS & THE WOLFERINES CHOIR (Sound Of Gospel SOG 145)	24 4
23 WHAT HE'S DONE FOR ME REV. CLAY EVANS (Savoy SL 14762) "God Said He Would"	23 56
24 PERFECT PEACE KEITH PRINGLE (Onyx RO 3784) Open	22 42
25 HAVE MERCY EDWIN HAWKINS (Light 5887) Open	25 4
26 LIVE IN ATLANTA JAMES CLEVELAND & THE GMWA (Savoy 7090) Open	26 4
27 TRUST IN GOD AL GREEN (Myrrh SPCN 7-01-678306-5) Open	27 52
28 GREATEST HITS JACKSON SOUTHERNAIRS (Malaco 4402) Open	DEBUT
29 WHEN THE GATES SWING OPEN OTIS CLAY (Jewel 1200)	29 4
30 MIRACLE "LIVE" REV. MILTON BRUNSON/THOMPSON COMM. CHOIR (Myrrh 6763)	30 32

GOSPEL PICKS

ACTION — Steve Archer — Home Sweet Home SPCN 7-01-0002398 — Producers: Skip Conte, Chris Christian, Keith Thomas

THIS IS MY STORY — Vernessa Mitchell — Command CRV 1004 — Producer: Kent Washburn

BETTER IN PERSON — The Kingsmen — Benson RO3898 — Producers: Eldridge Fox, Jim Hamill, Wayne Hilton

JEFF BENWARD — Jeff Benward — Communication 7-01-450030-9 — Producer: Fletch Wiley

GOSPEL COLUMN

TWENTY YEARS OF LIGHT — In 1965, a gentleman in Nashville named Don Light realized that gospel artists needed and deserved the same kind of agency representation afforded to acts on the secular side of the music industry. He acted on that idea, establishing the country's first booking agency for gospel artists, Don Light Talent. The agency celebrated its twentieth anniversary in late September with a dinner at the Vanderbilt Plaza Hotel in Nashville which was attended by more than 150 gospel artists, industry associates and guests. A variety of speakers reminisced about the early days, and a gallery of press clippings and photos chronicling the agency's growth also brought back memories for many of those present, including **Rusty Goodman** and **William Lee Golden**, members of the groups



SMITH JOINS WORD — Debbie Smith Atkins, formerly with the Benson Company, has joined the publishing staff of Word, Inc./Nashville as a general professional manager. Pictured (l-r): Word executive director Neal Joseph, and Smith.

which were Don Light Talent's first clients — **The Happy Goodman Family** and **The Oak Ridge Boys**. "I think the most significant aspect of our twenty years in the booking business is our long-term relationships that we have shared with our clients," commented Light. "Many of the artists and groups that we represent have been with us ten years or longer, and for the music industry that's almost unheard-of." Word Records vice-president **Ken Harding** presented Light with a plaque in commendation of his agency's service to gospel music, and the celebration was concluded with music by **The Masters V**, who called **Ray Stevens** from the audience to play piano on a rendition of "Turn Your Radio On."

ZONDERVAN/BENSON — Following the major re-structuring of the Zondervan Music Group (see *Cash Box*, issue of Aug. 17, 1985, page 37), the company's sales division held its first national sales conference in Nashville during the last week of September. The meeting served to introduce Zondervan's plan to combine the sales teams of The Benson Company and Zondervan/Singspiration, and also to introduce new Benson product, Zondervan/Singspiration printed music and distributed label product. Regional VP's and other administrators and representatives were introduced at the meeting, which took place at The Benson Co. headquarters. **Bob Jones**, president of the Zondervan Music Group, is still acting vice-president of the sales division until another individual is named. Other members of the re-organized sales staff include **Jerry Park**, VP, sales, southern region; **Jack Menard**, VP, sales, northern region; **Irma Rudat**, VP, sales administration and customer service; and **Mike Gay**, director of sales promotion.

MYRRH TOURS — Myrrh/LA artists **Randy Stonehill** and **Leslie Phillips** began their joint, "Common Vision" tour Oct. 31. Prior to the performance kick-off date, Stonehill and Phillips participated in a ten-city, pre-concert promo tour involving luncheons with regional youth leaders, bookstore owners and radio personnel. The tour itself will cover 40-plus cities in North America, and it marks the first time that Myrrh/LA has joined forces with artist management (Burkhart/Abrahms, Ray Ware Artist Management) and booking (Street Level Artist Agency) to support a big national tour. Commented **Melissa Helm**, director of marketing, "This is the first time our record label has been so intimately involved in a tour... artist development involves the total artist, including performance, so we are encouraging our artists at this point with a tour-support structure that allows them to put on a solid, well-executed concert." Stonehill's latest album, "Love Beyond Reason," was released this summer; Phillips' newest is "Black And White In A Grey World," just released... Another Myrrh artist, **Leon Patillo**, just finished the first phase of his "Love Around The World" tour with a concert in Nashville Oct. 28. The album for which the tour is named is scheduled for release Nov. 15; meanwhile, Patillo will be playing dates in Australia, New Zealand, Manila, Singapore, Hong Kong and Hawaii (Nov. 7-Dec. 7). Beginning Jan. 31, 1986, the tour is set to cover the East and West coasts of the U.S. plus Canadian dates until the end of May. Then, if all goes according to plan, it's off to Europe in August and September.

Bill Fisher



DON LIGHT TALENT — The nation's first gospel music booking agency, Don Light Talent, celebrated 20 years in the business at a dinner Sept. 25 in Nashville. Pictured above at the affair (l-r): Ed Harper of Don Light Talent; Steve Wariner, an MCA Records artist managed by Don Light; Rusty Goodman, of The Happy Goodman Family, one of the original acts signed by Don Light; Don Light; Les Beasley of The Florida Boys and Herman Harper of Don Light Talent.

FILMUSIC

SING, STING, SING — Sting is in more films than the MGM lion these days. Eastwood, Redford . . . watch out, there is a *new* matinee idol in your midst. He's already reached the highest plateaus of the *music* world, and what's more, he's a pretty good actor. Although *The Bride* was hardly a monster hit, a lot of people recently saw Sting give a well crafted performance in *Plenty*. Now, the seemingly inexhaustible musician/actor is back, though not in a dramatic context, in his latest picture, *Bring On The Night*. Actually, the A&M Films/Samuel Goldwyn feature is a rockumentary about the formation of Sting's new band. The film was directed by **Michael Apted** (*Coal Miner's Daughter*) and its executive producers were A&M Records (and Films) president **Gil Friesen**, and executive v.p. of A&M Films, **Andrew Meyer**. **David Manson** produced. The grand and supremely elegant Chateau du Courson in the countryside just north of Paris was the setting in the movie for a complete concert by Sting, et al. The band consists of **Branford Marsalis** on sax; **Omar Hakim** on drums; **Darryl Jones** on bass; **Kenny Kirkland** on keyboards and **Dolette McDonald** and **Janice Pendavlis** providing background vocals. The 97-minute film was shot just over a week before the band's first tour concerts earlier this year, and revolves around the chart-topping music from Sting's recent solo album, "The Dream Of The Blue Turtles." Regarding the feature, Sting commented, "We wanted to make a film about the beginning, the formation of a group of musicians from different areas. Other movies, like *The Waltz* or *Let It Be*, have been about the last days of a band; I wanted to make a movie about a band starting off." And just how *did* the band start off? Sting put out an open invitation to members of the American jazz community in January of this year, and a slew of top artists quickly responded. Soon after, the current band members were chosen, and then the blue turtles started dreaming. According to director Apted, "I wanted the people who see this film to feel like they know more than a concert audience; cinema can give them the inside story . . ."



BRING ON STING — Film audiences will once again get to see Sting on screen, though in a purely musical capacity this time, in the upcoming feature documentary, *Bring On The Night*.

ROCKY ROAD TO SUCCESS — How many midnight shows? Who knows. How many cultlike followers? Haven't got a clue. How many years? Ten, Yup, it's been a whole decade since the debut of *Rocky Horror Picture Show*, that bizarre, funny, wacky, absurd and very musical homage to and parody of horror films. The picture has thus become the longest continually-running movie ever, and its 10th anniversary, not surprisingly, will be celebrated in high style. This Halloween (on the 31st) at New York City's Beacon Theatre, *Rocky Horror* fan club founder **Sal Piro** will be master of ceremonies for a gala evening of omnisexual clothing, raucous singing and uncontrolled rejoicing. On hand will be some of the movie's stars, including **Richard O'Brien**, **Little Nell**, and **Jonathan Adams**. Piro, by the way, has seen the film 862 times (although he's probably in the middle of number 863 as I'm writing this). That's about 86 'odd' times a year since 1975. The film has now topped the \$60 million profit mark, thanks in great part to the original push given it by producer **Lou Adler** (and 20th Century Fox). It was his idea to screen the film on Friday and Saturday nights at the stroke of midnight (beginning in 1976). Over 900,000 cast LPs have been sold in the U.S., and over a million others have been purchased in other countries around the world (the LP was first released on Adler's Ode Records, and is now available on Jem Records). Those with the energy to "drag" themselves to the Beacon in order to do the 'time warp' again should contact the theatre immediately . . .

HERE'S MIKE — Among the more talented composers making a noteworthy contribution to film music these days is **Mike Barone**, who's perhaps best known for his 16-year-long work as an arranger and composer for **The Tonight Show Orchestra**. Barone's music has also been performed by such artists as **Terry Gibbs**, **Al Hirt** and **Herb Alpert**. A piece he wrote called "Themes and Variations" was commissioned and performed by **The New American Orchestra** earlier this year, and at the same time, the Foundation for New American Music awarded Barone the first annual Shelly Manne award. Over the years, Barone has been delving more and more into TV and film composition, and has composed and/or arranged for such programs as *Dynasty* and *Falcon Crest* and such features and *Rocky III*, *Private Benjamin* and *For Your Eyes Only*. Furthermore, he's a top-notch trombonist. "I have been influenced quite a bit by the work of composers such as **Jerry Goldsmith**, **Lalo Schiffrin** and in particular, **Henry Mancini**," he said. "I find the opportunity to write for a large orchestra . . . very satisfying. Being able to write in any style and orchestrate for any format allows me to pursue a variety of projects."

BRAVO, J.K. — The Academy of Motion Picture Arts and Sciences, with its typical flair for sophistication and elegance, hosted a special evening last week (October 21) to commemorate the 100th birth date of **Jerome Kern**. Co-hosted by **Arthur Hamilton** and **Gene Barry**, the event offered a skillful, consistently entertaining and rich blending of live performances and film clips revolving around the amazingly durable songs Kern wrote. Among those who took to the stage were **Dudley Moore** (who abandons his humorous persona when he plays the piano — he's quite a serious and talented musician); **John Green**; **Lalo Schiffrin**; **Henry Mancini**; **Ellsabeth Welch**; **Barry** and **Allan Jones**. Classic film clips featured **Fred Astaire**, **Ginger Rogers**, **Irene Dunne** and **Paul Robeson** among others. All in all, it was the kind of fittingly grand tribute only the Academy does so well, and Jerome Kern more than deserved it.

ODDS AND ENDS — TV music again—**Clarence Clemons**, the saxophonist for **Bruce Springsteen** and the **E Street Band** (which, of course, just finished a 15-month world tour) has joined the ranks of musicians turned actors. As usually happens in such cases, the musician is hired to play a musician, and in this case, Clemons was hired to play a sax teacher for a November episode of *Diff'rent Strokes*

Peter Berk



UP WHERE THEY BELONG — Gregory Hines and Mikhail Baryshnikov do what they do best in a scene from Columbia Pictures' *White Nights*.

Music Plays Key Role In Taylor Hackford's *White Nights*

By Peter Berk

LOS ANGELES — In a sense, director Taylor Hackford has been responsible for more hit songs than most musicians. After all, his most recent film, *Against All Odds*, gave us the Oscar-nominated Phil Collins title song, and that was on the heels of his previous feature, *An Officer and A Gentleman*. Now, before the film has even been released, the love theme from *White Nights* ("Separate Lives," performed by Collins and Marilyn Martin) is already closing in on the Top 10. Understandably, then, Atlantic Records executives are confident their label's soundtrack to the film has a shot at being one of the year's most popular releases. Beyond its inclusion of "Separate Lives," the *White Nights* soundtrack also features cuts from such artists as David Foster, Chaka Khan, Nile Rodgers and Lou Reed.

Unlike so many recent examples, however, pop songs weren't merely thrown in to promote this film and its soundtrack. Hackford himself has always shown a flair for utilizing contemporary music in his work, and was heavily involved in concert promotions and teaching courses on rock music long before his directing days. His love of the music world became readily apparent with the release of his first feature film, *The Idolmaker*. In *White Nights*, Hackford found himself with a story which not only suggested the presence of pop songs, but to a large extent, demanded it.

In the film, Mikhail Baryshnikov plays a ballet dancer who crashes in Siberia, years after defecting from his native land. There he meets up with Gregory Hines, who had fled his native America in order to protest the Vietnam War. Elaborating on the film, Hackford told *Cash Box*, "This is the most advanced of the films I've done, musically speaking. I had two of the best dancers in the world, but they are from completely different dance disciplines. I wanted to have a synthesis of the two styles. I decided on contemporary songs for that reason."

During the course of the film, dancing (Twyla Tharp was the choreographer) and music play a significant role, acting as the universal languages through which east confronts west. For Hines' character, hearing pop songs represents a reminder of the western society he left behind and increasingly misses. According to Hackford, "The music makes him rediscover his culture, re-examine his past and it provides a venue for the dancing in the film. Music is truly a vital dramatic catalyst in *White Nights*. I'm first and foremost a

director, and I wouldn't destroy a scene just to throw a hit song in. The music has to suit the drama, and not vice versa. I don't think audiences will feel these songs are out of place."

In order to put together the song score for *White Nights*, Hackford brought in noted producer Phil Ramone, and with him began to choose the artists and songs most appropriate for the movie. The end result was 10 songs, written and/or performed by some of the most respected people in the music arena, including David Pack, James Newton Howard, Robert Plant, Sandy Stewart, Jenny Burton, Michael Colombier (who provided the orchestral score as well as the song, "People On A String"), John Hiatt, and those already mentioned. Additionally, Lionel Richie was asked to contribute a "brotherhood ballad title song" for the film, and he obliged with "Say You Say Me," which will be featured on his next album (but not on the Atlantic soundtrack).

With the exception of Robert Plant's "Far Post," all the songs in *White Nights* were written specifically for the project. One of the most challenging portions of the film musically was a key tap dance sequence during which Hines' eruptive emotional state is dramatized through choreography. 'Temp' tracks were used while the scene was shot and David Foster had the unenviable task of matching the complex timings tap for tap in a new piece. He eventually wrote and performed an instrumental work appropriately named "tapDANCE," which Hackford called "an amazing composition by a superb composer."

"Separate Lives," Hackford mentioned, was written by Stephen Bishop a couple of years ago when *White Nights* was in the planning stages. Bishop had expressed to Hackford his interest in writing title songs for films at the time, and coincidentally, both his *Tootsie* theme and "Against All Odds" were nominated in the Academy Awards best song category soon after. As the *White Nights* project trudged along, "I begged Steven not to give the song away, but I knew I had no legal or financial hold on it," Hackford recalled. Anxious to have the song covered, Bishop interested Phil Collins in "Separate Lives" for his "No Jacket Required" album. Later, though, Collins had to drop that idea. Thus, when *White Nights* was finally under way, Hackford approached Bishop again and easily lured back Collins, who (with Marilyn Martin) recorded what has become the director's latest hit single.



NEW YORK'S FINEST — Manhattan's cable-tv show *Crashing New York* recently interviewed three of the city's top DJs, *Shep Pettibone*, *Bruce Forrest* and *Randy Murray*, on the hows and whys of the 'DJ' proliferation. Seen after the taping are (l-r): *Randy Murray*, *The Funhouse*; *Shep Pettibone*, *KISS-FM*; *Gloria Frye*, host of *Crashing New York*; *Bruce Forrest* from *Better Days* and *Jon Goldwater*, producer, *Crashing New York*.

CMJ's Music Marathon To Feature Performance, Discussion and Awards

By Paul Iorio

NEW YORK — New music aficionados should gear up for schmooze overload when the second new music convention in two months, CMJ's fifth annual Music Marathon, begins its three-day run November 7 at the Roosevelt Hotel. The Music Marathon's mix of panels and performances will culminate November 9 with a New Music Awards ceremony at which R.E.M. and the Del Fuegos will perform.

The focus of the CMJ Music Marathon is on "developing artists, and adventurous media forms which are not afraid of taking chances on these artists," says Bob Haber, CMJ president and Marathon executive co-producer. (CMJ, which stands for College Media Journal, is a subsidiary of College Media, Inc.) To that end, the first day's panels are devoted exclusively to college radio panels with names like "Making Money for Your Station" and "Progressive Music Programming." The following days' panels will address various topics, with Lenny Kaye moderating a discussion on alternative networking and Laurie Anderson and Bob Guccione, Jr. giving the keynote addresses on the second day. In addition there will be a "Moguls versus Mavericks" debate which Haber says will set a "conversational tone" for the convention. The panels will close late Saturday afternoon with what is termed "The Artists Encounter and Free For All," essentially an artists panel. "We're trying to call the artists panel what it is," says Haber.

The Marathon's performance showcases will feature some of the most notable new music bands in America. R.E.M., who will begin a U.S. tour November 2, will perform during the year's awards presentation at the Beacon Theatre. The Del Fuegos, on tour in support of their "Boston, Mass." LP, will also perform at the awards ceremony which will be hosted by Cheech and Chong. Stanley Jordan and Run-D.M.C. will also be at the presentation but it is not certain whether they will perform. Among the nominees in the 27 award categories are Bruce Springsteen and Sting for best male solo artist, R.E.M. and U2 for group of the year, and T-Bone Burnett and Don Dixon for best producer. R.E.M., who won last year's best group of the year award, have been nominated in six categories this year. The awards presentation will be videotaped for television broadcast later this season.

In addition to the awards night extravaganza, 15 New York area clubs will host performances November 8 by bands that include the hard-core Raunch Hands and Dead Milkmen, the folk-pop Smithereens, Robyn Hitchcock, Tupelo Chain Sex and Joey Ramones' brother's band the Rattlers. These are the emerging bands Haber's organization champions. As Haber notes, "Roxanne" by the Police was a top three record in the alternative media as early as 1978, a year before it broke on progressive radio and four years before they broke through on commercial radio. College radio has become a springboard, and a record that stays on the Top 10 on the college charts for six or more weeks almost always reaches and climbs the commercial charts."

25 Years Ago In Cash Box

November 5, 1960 — **Sonny Bono**, former A&R man for Specialty, now with California Record Distributors, and promoting "The Scratch" by **Ty Terrell** on Lute Records . . . **Elroy Face** and **Hal Smith**, two Pittsburgh Pirate players who helped beat the Yankees in the 1960 World Series, have been teamed on a Robbee Records LP, "2 Bucs At The Holiday" . . . Warner Bros. records surprised at the reaction from adults to the new **John Ralft** package, "Songs The Kids Brought Home From Camp" . . . We take wholehearted objection to **Si Fisher's** dissertation on the mating of jazz and classics which appeared in WHAT-FM's October listening guide. Fisher refers to this mating as "The Shotgun Wedding" (the title of the article) points to **John Lewis**, **Bill Russo** and **Gunther Schuller** as the "Tireless Trio" in this forced and unwanted marriage . . . and refers to what **Ornette Coleman** and **Cecil Taylor** are doing as the right direction. . . . The Record Industry Association of America has launched an investigation into the unauthorized taping of phonograph records for background music purposes . . . France: Well again after her long and serious illness, **Edith Piaf** is readying a new recording session. Further success is Edith's reply to her close call with the Grim Reaper! . . . "The Queen — A Dream Comes True" by **Kitty Wells** "Every woman, when a girl, dreams of one day being a Queen. So when that dream comes true, even though it's only a title, it fulfills that desire. In a sense, that is what Country Music has meant to me. When the powers-that-be bestowed upon me the title: "Queen of Country Music," it was as though the little girl had found her throne, her royal robes and her subjects who loved her. It's a wonderful feeling" . . . **Pat Boone** appeared on **Wink Martindale's POP** show to sing his new sides, "Alabama" and "Dear John" . . . **Domenico Modugno**, in the States promoting his new Decca release, "Si Si," dropped up to The Cash Box office to find out the latest developments of his record.



Boone



Piaf

WCI Posts Record Third Qtr. Earnings From Film & Record Divisions

NEW YORK — "Warner Communications Inc. reported strongly improved third quarter earnings partially as a result of the record third quarter performances of both its Filmed Entertainment and Recorded Music divisions," according to Steven J. Ross, chairman and chief executive officer of WCI. "Operating income from WCI's broadcast and cable communications division as well as reduced corporate overhead and interest expense also contributed to the company's positive third quarter results."

Third quarter income from continuing operations of \$34,060,000, or \$.50 per share, nearly tripled over 1984's comparable income from continuing operations of \$11,862,000, or \$.17 per share. Net income of \$34,060,000 in the third quarter increased 40% over \$24,362,000, or \$.36 per share, in the third quarter of 1984. Net income in the third quarter of 1984 included a \$12.5 million extraordinary tax benefit resulting from WCI's share of Warner Amex' operating loss carryforward. Revenues of \$560,521,000 for the quarter represent a 4% increase over

revenues of \$540,856,000 in the third quarter last year.

WCI reported income from continuing operations and net income of \$84,068,000, or \$1.22 per share, for the nine months ended September 30, 1985. These figures compare to a loss from continuing operations of \$8,179,000, or \$.20 per share, and a net loss of \$382,397,000, or \$6.32 per share, in the first nine months of 1984. Nine month revenues of \$1,590,847,000 are up 7% over comparable 1984 revenues of \$1,488,142,000.

The 1985 nine-month results include an after-tax gain in the second quarter of approximately \$8,200,000 on the sale of 20% of WCI's stake in Hasbro, Inc. The 1984 figures reflect a loss of \$386,718,000 on discontinued operations and a \$12.5 million tax benefit resulting from Warner Amex' operating loss carryforward.

Operating income from WCI's Recorded Music and Music Publishing division was up 4% to \$23.6 million, a new third quarter mark, while nine-month earnings of \$78.0 million represent a 36% increase over 1984's comparable results.

CCR Video Keeps Rolling On

By David Adelson

LOS ANGELES — To say that the video industry was once a boom area would certainly be an understatement. Throughout the 1970s anyone with a line of credit and a working knowledge of video equipment soon found themselves in the video production business. As with every boom, there comes a period of "bust" and by the early 1980s, many of these video companies were folding. One company that rapidly expanded during the boom years and was able to survive during "a period of consolidation," was CCR Video. CCR



can claim victory in a field that has claimed many casualties.

"In the last year we consolidated all of our operations in California and totally dropped out of New York," said CCR's president and chief executive officer, Rick Melchior. "We now have three, 45-foot trucks and a complete post production facility based in Los Angeles.

The trucks Melchior refers to contain a total of 14 Fernseh CCK-40 studio cameras, 12 Sony BVH-1100 VTRs with slo-mo, three Yamaha 32 x 4 audio consoles and a host of other top of the line equipment. The company also has a 32-foot truck that is ideally suited for smaller three camera productions.

CCR is currently enjoying a brisk business in both the television production and post production areas. It has done music videos for such clients as Kenny Loggins, Dan Fogelberg, Motley Crue, Commodores, Michael McDonald and Spyro Gyra. However, according to Melchior, home video continues to be the area that shine brightest for the future.

"The thing I like about home video is that it allows you to develop projects and put them into the marketplace and let the marketplace decide whether it's good or bad." "With syndication or network you have a select group of people decide. If *Jane Fonda's Workout* would have been a TV Special, it's likely no one would have done it. With home video, the marketplace dictates."

Melchior first joined CCR in 1983 and spent 14 months there in various capacities. He left the company for a short period of time in 1984, returning in the latter part of that year as president.

The company became a publicly traded company in 1983 and has added several new services including the new ZAP logging and retrieval systems

CCR will continue to invest in and update its mobile fleet and is currently designing a separate computer graphics suite.

Gallup To Rotate Indie Chart Input

By Chrissy Iley

LONDON — Gallup — the body that organizes the UK chart — has revived its policy for the indie section. They intend to expand and constantly rotate the indie section of the chart panel. This is to ensure that eventually all indie shops in the UK are eligible for the panel. From now on they will have an opportunity of making chart returns via Dataport, and/or be on the chart check panel.

At present, indie shops account for just under half the chart returns panel. Gallup's practice is now to "get Dataports on the move," says chart manager Godfrey Rust. Each week one or two indie shops will be rested and the same number of new shops will be added to the panel and will receive Dataports so they can make returns. Within 18 months a complete

change of panel will have taken place and thereafter rotation of the indie list will continue."

It has long since been Gallup's intention to expand the indie section of the chart as it is so essential to breaking new artists. In the past year they have been working on checking shops for eligibility and now that they have expanded the number of panel shops the time is right to rotate them.

Eighty percent of known indie dealers regularly supply to Gallup but Gallup's main worry now is that there may be several hundred small shops dealing only with independent distributors that are as yet unknown to them. Gallup has currently intensified its efforts to contact these shops.

Capitol Canada Ltd. Makes Changes

By Grant Lawrence

TORONTO — Roel Kruize, vice-president and managing director — Record Division, of Capitol Records EMI of Canada Limited, announced a large number of organizational changes within his division. Kruize has held his new position for seven months. The personnel changes reflect an effort to adapt to the needs of the industry and to reach a new level of optimal overall efficiency.

Many of the key roles of the marketing program have been filled internally. Al Andruchow, director of Sales, is appointed vice president of Sales and reports directly to Kruize. Peter Gourley has

moved to director of Marketing from the previous position of National Marketing director; he will also report to Kruize. Sara Norris will be assisting Gourley in her new position as product manager, National Division. Gourley and Norris will serve as the primary liaisons with EMI-U.K.

Rob Brooks is appointed to the position of Marketing Services manager, responsible for stock control, components management and the tape library. Filling the National Artist & Media Relations manager position is the newly appointed Rhonda Ross. Ross reports to Olie Kornelsen, National Promotion manager.

United Kingdom

LONDON — Thorn EMI put a stop to the rumours this week by making a declaration that EMI Music is not for sale. However the group confirmed that its other leisure divisions — Screen Entertainment in particular — is open to offers. Group chairman Sir Graham Wilkins caused the confusion last week via a comment that he doubted whether the group should be in entertainment at all. A statement issued this week stressed he was not referring to the EMI Music division. The statement went on, "Although from time to time approaches are made by third parties expressing interest in acquiring sectors of the group's business, Thorn EMI is not discussing and has no plans to discuss the sale of any part of its worldwide music operations with any other organization.

Paul Hardcastle is following up his enormous hit "19" with a track called "Just For Money." After researching his subject matter — *The St. Valentine's Day Massacre* and *The Great Train Robbery* — for several weeks, Hardcastle set about finding the right voices to play the various

parts. Two of his all-time heroes — Bob Hoskins and Lord Olivier — accepted the challenge. Apparently when Olivier heard "19" he expressed that he would like to be involved in a similar kind of pop record. He has obviously taken a renewed interest in the music scene since he took the part in Dave Clarke's *Time* musical.

Having recorded the very distinctive voices of Hoskins and Olivier, Hardcastle is left with a potpourri of noises and voices which chronicle the two infamous crimes in question and leaves a haunting note of the things some people will do . . . just for money.

The incredibly successful company Amstrad has plans to introduce a compact disc player, with radio, twin cassette players and conventional turntable all included, for an unbeatable price of \$299 retail.

Amstrad boss Alan Sugar says "CD is the future for sound reproduction — but until now it was only affordable by the rich. Once people can afford the hardware



DOUBLE PLATINUM ANIMAL — CBS Records Canada recording artist Gowan was visited by CBS executives prior to a performance in Toronto. During the visit Gowan was presented with a double Platinum plaque for sales in Canada of his latest album, "Strange Animal." Pictured are (l-r): Bernie DiMatteo, president, CBS Records Canada; Al Teller, senior vice president and general manager, Columbia Records; Joe Senkiewicz, vice president, international artist development and promotion, CBS Records International; Gowan; Mel Phillips, director, promotion, CBS Records International; and Allen Davis, President, CBS Records International.

and hear the difference, higher sales will bring the price of discs down."

These new CD players are bound to bring a timely boost to CD production and, in fact, may be the key to the industry really taking off.

Chrissy Iley

Argentina

BUENOS AIRES — Sandra Mihanovich will be appearing this week at the Opera Theatre as part of the launching campaign for her new album, the first one for RCA after the signing of a new contract with the diskery. The LP was recorded in Brazil with top musicians from that country, and it will be promoted and released in several other Latin American countries. Mihanovich's records are produced by Ricardo Kleinman; she previously recorded for Microfon, with very strong sales for her three previous efforts.

Artist impresario Daniel Grinbank is staging his "Rock and Pop Festival," loosely blueprinted after the successful "Rock in Rio" festival held last Summer in Brazil. International artists Nina Hagen, INXS and John Mayall have been scheduled, along with several of the top local names, like Charley Garcia, Los Abuelos de la nada, Soda Stereo, Virus and Miguel Mateos with Zas; it will be held at the Velez Sarafiel Stadium, a soccer field with a seating capacity exceeding 35,000 people, and it has been promoted through TV, outdoor advertising and Grinbank's own FM radio "rock and Pop."

Still more artistic action is provided by

the comeback of melodic chanter Fernando de Madariaga, who is offering two dates at the Astros Theatre. Fernando was widely successful some years ago and has returned to the scene with an LP cut recently for CBS, which has met good sales. It is interesting to mention that, although there seems to be a consistent market for melodic music in this country, there are few stars and most of the hits come from other Spanish-speaking countries.

The second volume of "Musica Total" is being released promptly by PolyGram, after sales of the first volume exceeded the 30,000 unit level. The title is taken from the highly rated TV program on Channel 2, which has pioneered video clips airings on local television, and the marketing concept is based on one of the shortcomings of this market; there are no 12" singles; thus, the LP is formed with a compilation of extended versions of rock hits, and the idea has been accepted by the teen market. Although Channel 2 airs from the city of La Plata, forty miles to the south of Buenos Aires, it captures a share of the audience with programs like this one and reruns of old serials like *The Streets of San Francisco* and *Baretta*.

A visit to Argentina of rock chanter Roque Narvaja is being reported by manager and impresario Fernando Iborra. Narvaja was one of the members of the first wave of local rock and rock, and then established himself in Spain, with frequent visits to Argentina. His latest album, released by EMI, has been selling fairly well after a strong hit on Discosa.

Miguel Smlrnoff

INTERNATIONAL BESTSELLERS

Argentina

TOP TEN 45's

- 1 Do They Know It's Christmas? — Band Aid — PolyGram
- 2 Los Muchachos de Hoy — Luis Miguel — EMI
- 3 Diario de Una Mujer — Mari Trini — Music Hall
- 4 Cuatro Estrofas — Alejandro Lerner — Interdisc
- 5 Hombre Lobo en Paris — La Union — WEA
- 6 Smalltown Boy — Bronski Beat — PolyGram
- 7 Some Guys Have — Rod Stewart — WEA
- 8 Contractura — Metropolis — Interdisc
- 9 I Want Rock — Twisted Sister — WEA
- 10 Supernatural Love — Donna Summer — WEA

TOP TEN LPs

- 1 Para Cantarle a La Vida — Valeria Lynch — RCA
- 2 Coraje — Victor Heredia — PolyGram
- 3 20 Great Hits — Creedence Clearwater Revival — Interdisc
- 4 Rockas Vivas — Miguel Mateos — Music Hall
- 5 Por Amor Al Arte — Dyango — EMI
- 6 Libra — Julio Iglesias — CBS
- 7 WEA Originals — Various Artists — PolyGram
- 8 Musica Total — Various Artists — PolyGram
- 9 Amores de Mi Vida — Fernando de Madariaga — CBS
- 10 El Regalao — Piero — CBS

—Prensario

Italy

TOP TEN 45's

- 1 Into The Groove — Madonna — WEA/Sire
- 2 Part Time Lover — Stevie Wonder — Rocprdo/Motown
- 3 L'Estate Sta Finendo — Rigueira — CGD
- 4 Live Is Life — Opus — CGD
- 5 Money's Too Tight — Simply Red — WEA
- 6 If You Love Somebody Set Them Free — Sting — PolyGram/A&M
- 7 Maria Magdalena — Sandra — Virgin
- 8 19 — Paul Hardcastle — RCA/Chrysalis
- 9 Dancing In The Street — D. Bowie & M. Jagger — CBS
- 10 Cenerentola — Martinelli — Many Rec.

TOP TEN LPs

- 1 La Vita E' Adesso — Claudio Baglioni — CBS
- 2 Like A Virgin — Madonna — WEA/Sire
- 3 The Dream Of The Blue Turtles — Sting — PolyGram/A&M
- 4 Cosa Succede In Clita — Vasco Rossi — Carosello
- 5 Scacchi E Tarocchi — Francesco De Gregori — RCA
- 6 Asia Non Asia — Pooh — CGD
- 7 In Square Circle — Stevie Wonder — Ricordi/Motown
- 8 Born In The U.S.A. — Bruce Springsteen — CBS
- 9 Kalwanna — Edoardo Bennato — Ricordi
- 10 Festivalbar '85 — Various Artists — CGD

—Musica E Dischi

United Kingdom

TOP TEN 45's

- 1 The Power Of Love — Jennifer Rush — CBS
- 2 Trapped — Colonel Abrams — MCA
- 3 Take On Me — A-Ha — Warner Bros.
- 4 Miami Vice Theme — Jan Hammer — MCA
- 5 Alive & Kicking — Simple Minds — Virgin
- 6 Gambler — Madonna — Sire
- 7 St. Elmo's Fire — John Parr — London
- 8 If I Was — Midge Ure — Chrysalis
- 9 Lean On Me — Red Box — Sire
- 10 Slave To The Rhythm — Grace Jones — Island

TOP TEN LPs

- 1 Hounds Of Love — Kate Bush — EMI
- 2 The Gift — Midge Ure — Chrysalis
- 3 Like A Virgin — Madonna — Sire
- 4 Brothers In Arms — Dire Straits — Vertigo
- 5 In Square Circle — Stevie Wonder — Motown
- 6 Vital Idol — Billy Idol — Chrysalis
- 7 The Head On The Door — The Cure — Fiction
- 8 Mad Not Mad — Madness — Zirjazz
- 9 Misplaced Childhood — Marillion — EMI
- 10 Here's To Future Day's — Thompson Twins — Arista

—Melody Maker

Street Level

A Customer Survey

By Jude Lyons

Location: The WIZ
Broadway & 96th St, N.Y.C.
Day: September 25, 1985
Time: Noon



Name: Mohammed Salim
Age: 26
Number of Purchases Per Month: Four
Titles Purchased: "Ship Ahoy," The O'Jays
Configuration: Album
Comments: "I love music and heard this band on KISS FM and on 104. Don't forget 104 — I listen to them all the time."

Name: Walter Tartt
Age: 37
Number of Purchases Per Month: Two or Three
Titles Purchased: "The Band," soundtrack to *Miami Vice*
Configuration: Albums
Comments: "I heard *Miami Vice* on TV of course and I liked it and I bought The Band for nostalgia."



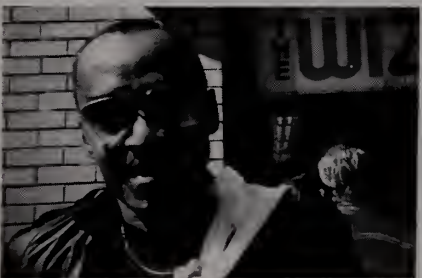
Name: Sandra Johnson
Age: 37
Number of Purchases Per Month: Six
Titles Purchased: "Emergency," Kool & The Gang
Configuration: Album
Comments: "I like the music . . . it's real nice."

Name: George Lopez
Age: 30
Number of Purchases Per Month: 12
Titles Purchased: None
Comments: "I wanted to buy the new Heart album, but this store is priced too high."



Name: Gregg Reiff
Age: 14
Number of Purchases Per Month: Not many
Titles Purchased: "Sussudio," Phil Collins; "Make It Big," Wham!
Configuration: Various
Comments: "I heard their music on WPLJ and I wanted to buy it to have at home."

Name: Ezduio Menaye
Age: 13
Number of Purchases Per Month: First record ever bought
Titles Purchased: "Around The World In A Day," Prince
Configuration: Album
Comments: "I heard Prince's music at a friend's house. I wanted my own copy of his latest album."



Name: Carl Lauer
Age: 36
Number of Purchases Per Month: "Very rarely do I buy records."
Titles Purchased: Claudio Abeto
Configuration: Compact Disc
Comments: "I bought it for the composer because I'm familiar with his music."

RIAA Reports Industry Unit Shipments Decline For First Half of 1985

NEW YORK — Total industry unit shipments of recordings declined 4.3 percent in the first six months of 1985, according to figures released by the RIAA. The dollar volume of U.S. manufacturers net shipments of pre-recorded records and tapes rose slightly by .1 percent for the first six months of 1985, over a comparable period last year, calculated at suggested retail list price. Unit shipments of compact discs rose dramatically by 391 percent, while

the dollar volume of the newest configuration went up by 314 percent. LPs, EPs, single records and eight-tracks declined. There were 299.2 million total units shipped through the first half of 1984, a decrease of 4.3 percent. Calculated at suggested retail list price, six-month 1985 shipments were valued at \$1.931 billion, compared to \$1.929 billion for the comparable period last year, representing virtually no change.

Laser Disk Video Jukebox Unveiled By Video Networks

By Paul Iorio

NEW YORK — The first coin-operated video jukebox that incorporates laser disk and robotic technology was unveiled by its developer, Videobox Networks, Inc., in a presentation at Private Eyes on October 8. The video jukebox stores more selections with greater quality than conventional video jukeboxes and allows custom programming based on consumer preference. "This video jukebox jumps generations ahead of any other model on the market," says Justin Korn, president of Videobox Networks.

"We've solved a lot of problems with this product," says Korn, "particularly the quality problem with tapes and the breadth of selections available." He claims that the laser disks begin at a much higher quality standard than tapes and that this quality does not diminish after "thousands and thousands of plays." "Tape begins at a much lower quality standard than the laser disk and it only takes 10 or 15 repeats for this quality degradation to become noticeable," says Korn. Laser disks can also store more than five times as many selections as the largest capacity audio jukebox, with up to 1,000 programs available to the consumer.

"This is really an extension of the MTV phenomenon. MTV is a limited form of



VIDEO JUKEBOX UNVEILED — Videobox Networks, Inc. president Justin Korn (c) unveils a laser disk video jukebox at Private Eyes while Atlantic Record's Ahmet Ertegun (l) looks on. The man (far r) and woman (far l) are unidentified.

broadcasting . . . but with Videobox the consumer can choose what they want. What we are doing is providing a video library of hits that the consumer can access. By having this library we're allowing each location to program what its consumers really want," says Korn. Presently the video jukebox is in use at Tower Record branches in Washington, D.C. and New York. "We are beginning to place them in Manhattan and other locations," he says.

AFM Comes Out Against Censorship

NEW YORK — "Censorship is not the answer to the record lyric problem," says Victor W. Fuentelba, president of the American Federation of Musicians. "If there are problems with the lyrics of certain songs or with the manner in which some songs are presented, the dictates of the marketplace will likely prove far more effective than anything else. That also applies to labeling."

On the other hand, Fuentelba, who heads the world's largest union of performing artists, says pornography is

unnecessary to sell records. "It's certainly the wrong approach to stardom," he says, "and no substitute for talent and musicianship. In fact, once you get past shock value, there is nothing."

As a parent himself, Fuentelba says he can understand the concerns of parent groups, but does not believe restrictions on creative expression will protect or strengthen anybody's moral values.

"Industry problems usually are best dealt with by the industry itself," he says.



OCTAVIAN SIGNS SCALLIONS — It was celebration time at the Purple Parrott in Atlanta recently following the signing of the Scallion Sisters by Octavian Artists Management. Pictured toasting the occasion (l-r) are: (top row) Jim Spencer; Scott Sanders; Anne MacDonald; Missy Speert. (Bottom row) Carolyn Bennett; De Vogue; Cindy Diamond; Fred Jacobsen.

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Hands Across America

(continued from page 7)

As can be expected, celebrities will be involved. The initial co-chairpersons of the event are Bill Cosby, Kenny Rogers, and Pete Rose, though Kragen promises "thousands and thousands of celebrities on the line. Who knows who you'll be standing next to in the line." MTV has committed to help organize and promote the event, and plans are currently in the works for various related projects, products, and promotions.

"Hands Across America" will be coordinated from a national headquarters office in L.A. The route has been divided into 200 20-mile segments, which will be further divided into one-mile segments. Local community organizations will be enlisted to fill specific miles, and donees

will be given a specific mile in which to stand. Coca-Cola, the initial sponsor — other sponsors are being sought — will utilize its entire network of distributors and bottlers to help get the word out. (Ironically, "We Are the World" was penned by Lionel Richie, who Kragen manages, and Michael Jackson, both Pepsi endorsers.)

Ken Kragen, when asked whether Americans might be suffering from "compassion fatigue," said that he felt the uniqueness of the event would overcome any such syndrome. And Bill Cosby, in taped remarks, hit on a theme that is going to be emphasized in promoting the event.

"Now it's time for Americans to help Americans," he said.

Sheena Easton

(continued from page 14)

charts with her 1981 hit, "Morning Train." In less than five years, Easton has done more in the way of keeping her music fresh than most singers with twice her tenure have attempted. From the plaintive innocence of "Almost Over You" to the unmitigated sexuality of "Sugar Walls," Easton's artistic evolution has been continuous.

Her choice of Nile Rodgers as producer was the result of her ongoing admiration for his work with such artists as Madonna,

David Bowie and Duran Duran. "I really became a major fan of his as a producer when he produced the David Bowie album," Easton explained. "When I heard 'Let's Dance,' I freaked. The first album I ever bought in my life was David Bowie . . . and I've always been a big fan and pursued his career. When I heard the Nile Rodgers album I said 'wow,' it wasn't just David's talent that made that album so good, it was Nile's production that lifted those songs and made them unique . . ."

Rodger's production of the "Like A Virgin" LP for Madonna was what ultimately prompted Easton to collar him for her next record. His work with The Thompson Twins only furthered that desire. "When I heard Madonna's album," she commented, "there was a lot on it that I wished I had done, a lot of sounds that I wanted for my next album. When I heard what he did with the Thompson Twins, there was lot on that I felt I could . . . tie in with the feel I had originally admired on David's album."

To get the sound she was after, Easton said she would have to battle the preconceptions the public had about what Sheena Easton "should" be, despite her past efforts never to be pinned down. It's a battle she's prepared to fight, and with the help of Midas touch producer Rodgers and a fiery new single, "Do You Do It For Love," her chances of winning are good as gold.



STARRY, STARRY DAY — Over 200,000 people recently filled the streets at 53rd and Fifth Avenue in response to the music of R&B group Star. The band was there to help promote Bridge Publication's new release, The Invaders Plan, volume one of 10 Mission Earth volumes. The event was part of the "New York Is Book Country" street fair.

American Music Gets Its Own Week

NEW YORK — Music of every sort — and all of it American — will be celebrated throughout the United States during November 4-10 as part of the first annual "American Music Week." Sponsored by the American Music Center in conjunction with the 20th anniversary of the National Endowment for the Arts, "American Music Week" will feature over 300 events of jazz, ethnic, classical and experimental music occurring in forty states, Washington, DC and Puerto Rico.

"American Music Week" was conceived to generate more performances of American music and greater awareness and appreciation of this music by the general public. The project has been extremely successful in both of these goals. More than 700 American works, including over 50 premieres, will be performed during the festival. Live concert attendance is expected to exceed 150,000; the national audience for radio and television events

is expected to be more than 12 million. Thirty-five symphony orchestras, 90 chamber music groups and over 70 universities and schools will participate. Events will include the New York Philharmonic's Celebration of Aaron Copeland's 85th Birthday, broadcast on "Live from Lincoln Center;" the 10-day experimental music festival, New Music America, in Los Angeles; and city-wide festivals in Boston, Memphis, and Orono, Maine. The Public Broadcasting System will air "Gospel at Colonus" and National Public Radio will broadcast a concert by the Denver Chamber Orchestra.

And the Arts and Entertainment Cable Network will program a variety of music events as well.

A special "American Music Week" magazine, featuring a listing of all events as well as articles on many facets of American music is available from the American Music Center.



LOVELESS SIGNS — Broadcast Music Inc. recently signed singer/songwriter Patty Loveless as a writer affiliate. Loveless is a newly-signed MCA Records artist whose first release, "Lonely Days, Lonely Nights," is scheduled for Oct. 21. Pictured above (l-r): BMI vice-president Roger Sova; Patty Loveless; Tony Brown of MCA Records.

AROUND THE ROUTE

By Camille Compasio

CHICAGO — Capcom Co. Ltd. of Japan has opened a U.S. office in Sunnyvale, California. **George Nakayama** is president of the new branch and **Paul Jacobs** is director of sales and marketing. Both gents, by the way, at one time held presidential posts at Universal USA. The new operation, which is housed at 1283-C Mountainview-Alviso Rd., is currently in the process of being decorated and outfitted with office equipment, phones, etc. Firm will concentrate mainly on sales and service in the states. "We will continue to license product for the U.S. market and will also sell some product ourselves, in this market," stated Jacobs. As a matter of fact, Capcom plans to present a new product at AMOA Expo '85. Jacobs had just returned from the JAMMA convention in Japan when we spoke with him and he told us that the show was very successful for Capcom — and their cocktail party at the new Tokyo Hilton International was very well attended, drawing a big crowd and quite a number of American and European trade people. We're all curious about what's coming next from Capcom, considering their outstanding string of licensed hits, such as "Commando," "1942" and "Ghosts 'N Goblins!"

How's business at Atlas Distg. Inc.? Well, for openers, Williams "Comet" and Sega's "Hang On" and "Ride On" are doing "super," according to company exec **Jerry Marcus**. Kits are still moving well, he added, with emphasis on The Shanghai Kid, Tank

(continued on page 47)



CONGRATULATIONS — Laniel Automatic Machines of Montreal, Canada, was recently honored by Bally Sente Inc. of Sunnyvale, California for "excellent sales performance" on behalf of the Bally Sente "Hat Trick" video hockey game. The factory's director of marketing and sales **Bernie Powers** (r) was in Montreal to present an appropriately inscribed plaque to **Jean Coutu** (l) vice president of Laniel. "Considering the 20% taxes and the devalued Canadian dollar — factors which represent a 50%-plus increase in costs over those for a U.S. distributor — Laniel's sales efforts were remarkable," said Powers. "And, Laniel was not just a sales leader in Canada, but they were close to the top among all Sente distributors." Coutu modestly stated, "We are proud of this award" and went on to note that Hat Trick continues as a top seller and a top earner in locations even after nine months of collections! The two gentlemen are pictured in front of Sente's new "Gimme A Break" pool table and point-of-purchase display located on the Laniel showroom floor.

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COIN MACHINE

AROUND THE ROUTE

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III and Russian Attack. Also selling is Temple of Doom in both dedicated and kit versions, along with pool tables.

Pinball Expo '85, originally aimed at pinball collectors, has been attracting some interest in the coin-op trade, beyond that of the numerous industry people who will be on the dais for the various panels and seminars. Speakers include **Bob Breither** (Seeburg), **Paul Calamari** (Game Plan), **Wendell McDams** (Game Plan), **Steve Kordek** (Williams), **Norm Clark** (Flipper Ltd.), **Wayne Nevens** (Gottlieb) author-designer **Roger Sharpe** and another latest addition to this lineup is **Steve Epstein** of the famed Broadway Arcade in New York City. Event is being held November 22-24 at the O'Hare/Kennedy Holiday Inn in Rosemont, Illinois. For further info contact **Rob Berk**, 2671 Youngstown Road S.E., Warren, Ohio 44484 or phone 216-369-1292.

On Monday morning, October 28, groundbreaking ceremonies took place in Wood-dale, Illinois where Konami will be constructing their new facilities — and the space will be more than ample to satisfy present and future plans. While the firm will continue with kits, which have done very well for them, their next move will be into dedicated games — so keep your eye on Konami! Newest member of the executive team, by the way, is **Steve Kaufman**, who was recently named vice president. Kaufman, who was with the Stern organization a few years back and is well known in the trade, has already relocated his family to the Chicago area. He's very excited about what's on the planning board at Konami and invites everyone attending AMOA Expo '85 to be sure and stop in at their booth . . . Welcome back to Chicago Steve!

Seeburg Expands Distrib Coverage

CHICAGO — Bob Breither, director of marketing for Seeburg Phonograph Corp., announced that S.O.S. Distributing of Denver, Colorado, has been appointed an authorized Seeburg distributor for the Rocky Mountain region. S.O.S., located at 975 E. 58th Avenue, Unit F, is piloted by two young veteran Seeburg advocates, according to Breither.

"Jim Francis and Scott Tompkins are two knowledgeable music men who rank high in the area of service, parts availability and product sales knowledge," said Breither.

He further advised that, "The southeast portion of Texas will now be covered by Wild Distributing of 1005 Taft in Houston, Texas. This father-and-son team will round out the coverage necessary in the great state of Texas.

"With Game Sames of San Antonio, headed by C.W. Hardwick, serving the southwest portion of Texas and the veteran organization of O'Connor Distributing in the north portion of Texas, all Texas Seeburg operators will have the support and service necessary for the factory/distributor relationship," he concluded.

Bally Sente Honors Betson

CHICAGO — Betson Enterprises of Moonachie, NJ was recognized for excellent sales performance on behalf of "Hat Trick", the hockey video game designed by Bally Sente Inc., in Sunnyvale, California. Dave Meyers, sales manager for Betson, credited the game's longstanding popularity as the force behind the outstanding performance of his sales team. "This game ranks among the Top 10 ever since its introduction in late 1984," he explained. On the other hand, Bernie Powers, Bally Sente's director of marketing and sales, recognizes Betson, a top producer in his company's distributor network, as "aggressive" and "tenacious" in its sales efforts. "A fine reputation and their commitment to being a top revenue-producing office in our nationwide system really pay off," said Powers.

Powers added that the recognition was also a launching pad for Bally Sente's imminent introduction of "Team Hat Trick" — the four-player version of the hockey game. Team Hat Trick will be one of the several new Sente games featured at the upcoming AMOA show



in Chicago. "In this adaptation, the game is housed in a specially designed, four-player-type cabinet with an overhead marquee being the source for the background sounds," he noted. "Test marketing in progress right now indicates enthusiasm is high for a version which allows for greater social interaction."

Powers is pictured (center) presenting an appropriately inscribed walnut plaque to (l-r) Dave Meyers and Betson's executive vice-president Joe Cirillo.



ANOTHER HIT! — Capcom Co. Ltd. president Kenzo Tsujimoto (photo 1): poses with his smash hit game "Ghosts 'N Goblins" during a recent meeting in Atlanta when the game was introduced to American distributors. DCI, Inc. of Atlanta and Taito America are joint venturing the manufacture and marketing of the game in North America. Another highlight of the event was the golf tournament featuring members of the Capcom and DCI staffs. Capcom's marketing director George Nakayama scored a hole-in-one and received an appropriately inscribed plaque for his accomplishment (photo 2, l-r) presented to him by Taito America president Paul Moriarty!

Farmer and Rudowicz Join Intermark

CHICAGO — Two prominent industry executives, Charles H. Farmer and Michael R. Rudowicz, have been selected to manage the new Amusement Division of Intermark Gaming International, Inc. (Scottsdale, Arizona), as announced by company president John Walsh.

Farmer, appointed as president of the new subsidiary, was formerly president of Bally Distributing Corp., from 1981 through September of 1985. His responsibilities included the operation of Bally's 19 distribution offices. In addition, from 1981 through 1983, Farmer served as president of Bally's Pinball Manufacturing Division.

Prior to joining Bally, Farmer was the founder and president of Central Ohio Sales, a mid-west distributor of coin-operated amusement and gaming equipment. He holds a B.A. degree in journalism from Ohio State University.

Rudowicz, who was named vice president-marketing of Intermark's Amusement Division, formerly served as vice president sales and marketing for Bally Distributing Corp. From 1979 to 1983, before joining Bally, he served as general manager of Rowe Interna-

tional, Inc., where his responsibilities included full operational and financial accountability for several company owned distributor offices throughout the United States. His additional management and sales experience includes a position as regional sales manager (southern and central New Jersey) of Motorola Communications and Electronics, Inc. Rudowicz received his bachelor of science degree in business administration from the University of Hartford.

Intermark Gaming International, Inc. located at 7898 E. Acoma Drive in Scottsdale, Arizona, designs and manufactures microprocessor controlled gaming devices, the first of which was a "talking" video poker machine. The new Amusement Division will allow Intermark to position itself in the expansive market for coin-operated non-gambling devices.

Walsh also announced that Michael Stone, who had been chosen as marketing director of Intermark Gaming International, will no longer be joining the company. Mahlon Barber, executive vice president will temporarily assume those responsibilities.



Rudowicz



Farmer

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Coin Machine



Williams Holds 4-State "Comet" Service Schools

CHICAGO — In a whirlwind tour of 4 states, 5 cities and 6 distributorships during the period of September 6-13, Tom Cahill, customer service manager of Williams Electronics Games, Inc., conducted service schools on the set-up, repair and maintenance of Williams' pinball machines, with special emphasis on "Comet," the factory's latest model. Attending these sessions were pinball

game operators as well as distributor personnel.

During this tour, Cahill visited Dunis Distributing in Portland, Oregon, where 22 people attended the school; Music Vend in Seattle, Washington, which drew an attendance of 27; Calendar Industries in Honolulu, Hawaii, which drew an attendance of 26; and

C.A. Robinson in Los Angeles, California, which brought in the biggest crowd of 181. In addition, Cahill conducted classes for in-house distributor repair personnel on the proper use of Williams' new System 9 electronics at Beston Pacific and Bally Advance in San Francisco, California.

All of the sessions were very well received and, as Cahill noted, participants left the

meetings feeling they had gained a valuable hands-on education.

Pictured in the accompanying photos are (photo 1) Tom Cahill, conducting the class at Music Vend (Seattle) and (photo 2) some of the attentive students who were present at The Dunis Distg. (Portland) school.

Nomac Launches Four-State Dart Tourney

CHICAGO — Nomac, Ltd., manufacturer of Pub Time Darts, recently announced a \$20,000 Four-State Soft Tip Championship tourney for players in Minnesota, Wisconsin, Illinois and Indiana. The tournament will take place during the period of November 1-3, 1985 at an as yet undetermined site in Chicago. Event has been scheduled in conjunction with this year's AMOA Exposition.

Players may qualify at the location level and the qualifying kits, at a purchase price of \$50 each, will be available through the following operators: Dave Marik, Rockford Star Games (northern Illinois); Mike Kelly, Northgate Amusement (southern Illinois); Sam Westgate, Williams Enterprises (southern Illinois); Sam Westgate, Williams Enterprises (Indiana); Rollie Beach, Beach Distributing Co. (Minnesota) and Video Doctors,

Inc. (Wisconsin). For every kit purchased through a state association, Nomac will give \$10 to that association in acknowledgement of their support of this project.

Each qualifying kit contains all of the material necessary for running the four weeks of qualifying certificates to be awarded to the top players.

There will be three categories of competition: Men's Doubles, Men's Singles and Women's Doubles and the operator has the option of selecting the particular category of play for each kit that is purchased.

Further information about the tournament may be obtained by contacting Nomac Ltd., 901 Armstrong St., Algonquin, Illinois 60102 or phoning the toll free number 800-323-0449. Illinois residents may call the company at 650-6166.

Henderson Heads Home . . . Opens Operators Distg. Inc.

By Frank Manners

Anyone who bought a seat for the roller coaster ride the coin-op games industry has taken the past few years knows that the ups and downs have probably caused more discomfort for the distributors than any other segment of the business. Even a number of the largest distributing chains, with substantial cash backing, have been unable to keep their heads above water. It seems strange, then, that one of the most experienced distributing people in the industry decided to pick 1985 as the year to open his own distributing company. Strange, that is, until Steve Henderson tells you why he has recently opened Operators Distributing Inc. in his hometown of High Point, North Carolina.

In many ways, the beginning of 1985 was possibly one of the worst times in the history of the industry for distributors. To Steve Henderson, a ten-year veteran, that signaled opportunity. "I asked operators why they weren't buying through their local distributors like they did in the past and I got some very interesting answers," Henderson said.

Henderson knows plenty of operators who will give him answers. He started in the industry in route service in 1975 for J.H. Matthews of High Point. In 1980 he moved to Raleigh to work with Palmetto State Distributing. Then, in 1983, he left North Carolina to open a Shreveport, Louisiana branch of Dallas based Southwest Vending. Henderson later took over the Oklahoma City branch of Southwest Vending, and managed most of the company's distributor operations from there.

"In order to recover from the losses they were suffering from bad accounts, distributors were increasing their prices," Henderson continued. "Operators I talked with told me they felt it was necessary to find other sources to buy from."

"The point is, they hadn't stopped buying equipment. They just weren't buying it from the traditional distributor network any more."

In fact, Henderson discovered, the only operators who were making money were the ones who were buying new equipment.

"They were buying. They were just doing it very carefully," he explained. "They waited for test earnings reports and talked to other operators. They bought kits, too, to upgrade old inventory. And they learned to be just as selective about kits as they were about dedicated games."

Armed with that kind of information, and believing that the industry was well on its way to emerging from its recession, Henderson returned home from Oklahoma City in January to start up Operators Distributing, Inc. By May, his philosophy of offering only well tested games at fair prices was producing so well he was able to move to newer and larger facilities.

"I figured if I could survive the first year, I'd have made it through the tail end of the industry depression," he concluded. "I guess it helps that I know so many of the operators in North Carolina. Most of them are more than my customers, they're my friends."

Operators Distributing Inc. covers the states of North Carolina, South Carolina and Virginia; and represents several of the industry's major lines.

Game Plan Names Two New Distributors

CHICAGO — Over the past few weeks Game Plan, Inc. of Addison, Illinois announced a number of new distributor appointments, in line with the company's current effort to further strengthen its distributors network.

Brady Distributing Company has been named to represent Game Plan in the eastern Tennessee marketing area. Brady recently expanded its distributing territory with the opening of a new facility in Chattanooga, Tennessee (see separate story.)

In commenting on the expansion move

Game Plan officials stressed their delight over the opportunity to have their product line represented by the Brady organization in the states of Virginia, North and South Carolina and now eastern Tennessee. Brady Distributing headquarters are located in Charlotte, North Carolina.

Mountain Coin and its multi-branch distribution network has been appointed to represent the Game Plan product line in the states of Colorado, Utah, Arizona, New Mexico and Iowa.

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EDITORIAL

Seems Like Old Times

Here we are at the opening of another annual AMOA convention. The stage is set at the Hyatt Regency Chicago where there will be upwards of 430 exhibits showcasing an abundant array of coin-op amusement/entertainment equipment in all categories, along with related products and services.

There is an enthusiasm for this show which is reminiscent of the "good old days" of the not so distant past when exhibitors went all out to fill the hall with as many new products as they could get ready for introduction at this major industry event.

The trade's period of recession is showing some signs of reversal. A turnaround is starting to occur and, even at this very early stage, a much more positive attitude seems to be prevailing. The consensus right now is that AMOA Expo '85 will do much to further uplift the industry's spirits.

Remember the days (not that far in the past) when manufacturers hosted elaborate parties during AMOA to the point where there were so many held during a brief period of time

that it was really difficult to attend them all? Well, while the recession put a stop to "elaborate" we are certainly seeing a renewal of the party spirit this year. There are a number of social events being hosted — many at the same time on the same night. Isn't this another good sign?

It is now up to the operators to come out and take full advantage of what AMOA Expo '85 has to offer. In addition to the exhibits, which are the big draw, AMOA will present a very comprehensive program of seminars. The subject matter is tailored to the needs of today's operator.

This year's show is being administered by AMOA's new management firm, Smith Bucklin — who came aboard rather late into preparations for Expo, but being a professional and highly reputable organization, managed to come through beautifully.

AMOA Expo '85 has so much going for it. Seems like old times, doesn't it?

See you at the Show!

Camille Compasio

NEW EQUIPMENT

Countertop Poker

"Pacer Poker," a new counter top poker game from Digital Control, is being introduced by the firm at this year's AMOA convention. Named after its designer Michael Pace, co-founder of Digital Controls and designer of the world renowned "Little Casino," "Pacer Poker" is a skill based, mechanical draw poker game.

"Pacer Poker is the result of what we have learned through five years of servicing the countertop poker market," observed Tom Siemieniec, DCI's national sales manager. "We believe this game will dominate the amusement poker market."

Unlike video poker games that have computers pick the cards for the player, Pacer Poker lets the player use skill to determine his or her hand by anticipating the roll of the deck. However, even though Pacer Poker allows for leisure play, the reel will stop on its own if a player waits too long to pick a card.

Pacer Poker is not a gambling device and is designed to be legally operated in any U.S. jurisdiction, according to DCI. The game awards points to winning hands, never credits, and its skill factor allows it to be operated



legally in areas where some amusement only video games have been disallowed.

The model's contemporary wood grain cabinet and sleek metal front plate are designed to attract player attention. It is compact in size and takes up less bar space than earlier video poker models. Bright, flashing lights are a further enhancement and also make game instructions easy to read. A variety of musical themes and electronic sounds accompany play.

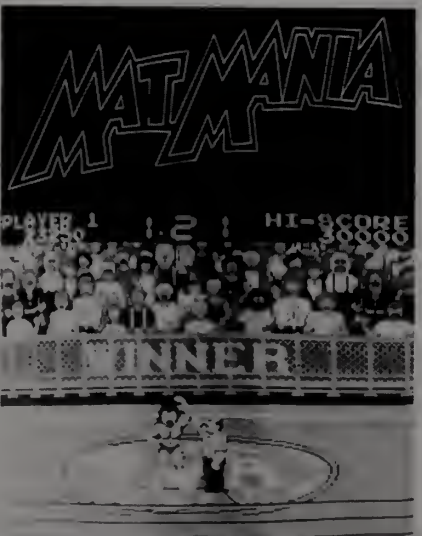
Built for reliability, Pacer Poker features 18-gauge steel construction, 1/4 inch tempered glass and is impervious to liquids. Each reel is driven by its own stepper motor and controlled by a single 6809-based-processor printed circuit board.

Pro Wrestling Kit

CHICAGO — "With all the hype and interest in professional wrestling, our new 'Matmania' kit is sure to attract players and keep them coming in an effort to wrestle their way to the championship," says Joe Kaminkov, marketing director of Memetron, Inc. in describing the firm's newest conversion kit.

"Matmania" offers the ultimate challenge — a match of wits and skill featuring all the classic ring techniques used in today's professional wrestling arenas. Events are introduced by a ringside announcer and player one or two alternate to battle each of five awesome opponents for up to three minutes. Timely use of the joystick and buttons maneuvers the player into position and activates all the standard as well as many spectacular moves including Sunset Flip, Rolling Sole-Butt, Pile Driver, Lariat, Plunger and more — everything designed to weaken the enemy and gain a three second pin-fall win. The player can also throw his opponent out of the ring and win the match by preventing his return up to a count of 20.

After each win, the player takes on a new opponent for another period of three minutes.



Should all comers be defeated, the player earns the right to wear the "Championship Belt" and proceeds to another in defense of his crown. Realistic sound effects of hits, moves, countdown and crowd cheers add to the excitement of play.

AMOA EXPO '85

EXHIBIT HOURS & EVENTS

Wednesday, Oct. 30
3 pm-8 pm

Registration Open (Grand Ballroom Foyer)

Thursday, Oct. 31

8 am-5:30 pm
9 am-11:30 am
11 am-Noon

Registration Open (Grand Ballroom Foyer)
AMOA General Session (Regency Ballroom A/B)
Special *Distributors Only* Exhibit Hour (Columbus Wacker Hall, Grand Ballroom)
Ladies Brunch (Regency Ballroom C/D)
Ribbon Cutting Ceremony for Opening of Exposition Hall (Columbus Wacker Hall, Grand Ballroom)
Exhibits Open (Columbus Wacker Hall, Grand Ballroom)

11:30 am-2 pm
Noon

Noon-6 pm

Friday, Nov. 1

8 am-6 pm
8:30 am-Noon

Registration Open (Grand Ballroom Foyer)
Concurrent Education Seminars:
Technical Seminar-Premier Pinball (Haymarket-W. Tower)
Pay Phones (Toronto-W. Tower)
Polygraphs (Water Tower-W. Tower)
Conversion Kits (Acapulco-W. Tower)
Excellence In Management (Buckingham-W. Tower)
Polygraph Test Demonstration (Water Tower-W. Tower)
Cigarette Vending For Profit (Gold Coast-W. Tower)
Special *Distributors Only* Exhibit Hour (Columbus Wacker Hall, Grand Ballroom)
Exhibits Open (Columbus Wacker Hall, Grand Ballroom)
AMOA Brunch & Business Meeting (Regency A/B - W. Tower)

9 am-10 am

10 am-6 pm
11:30 am-1 pm

Saturday, Nov. 2

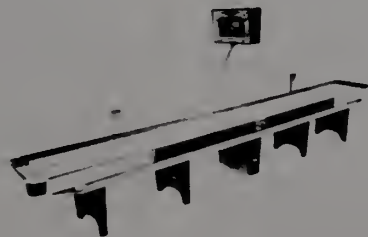
8 am-4 pm
8:30 am-Noon

Registration Open (Grand Ballroom Foyer)
Concurrent Education Sessions:
Technical Seminar Bally Midway Pinballs (Haymarket-W. Tower)
Pay Phones (Water Tower-W. Tower)
Jukebox Licensing Procedures & Copyright Agreement (Columbian-W. Tower)
Video Jukeboxes (Gold Coast-W. Tower)
RICO-Racketeer Influenced & Corrupt Organizations Act (Toronto-W. Tower)
Excellence In Management (Haymarket-W. Tower)
Get In League With Your Players (Columbian-W. Tower)
Exhibits Open (Columbus Wacker Hall, Grand Ballroom)
Education Seminar-Building Strong State Associations (Acapulco-W. Tower)
AMOA Cash Bar Reception (Regency Ballroom Foyer)
AMOA Awards Banquet & Stage Show (Regency Ballroom)

10 am-4 pm
1:30 pm-3:30 pm

6 pm-7 pm
7 pm-11:30 pm

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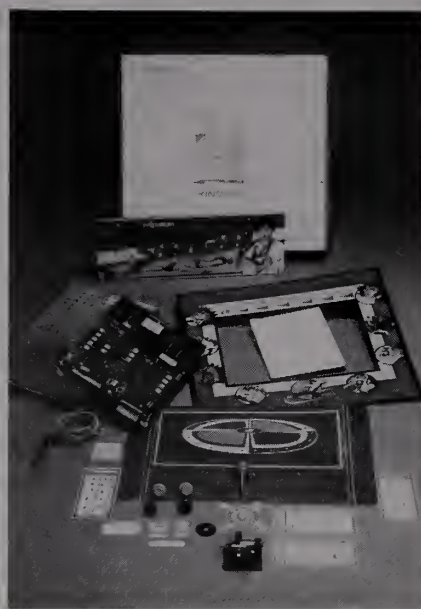
Cash Box Spotlight On New Equipment

Fight It Out

CHICAGO — "It's a lean, mean fighting machine!" says Joe Kaminkow, marketing director of Memetron, Inc., in describing "The Shanghai Kid," Memetron's newest video game 'King Kit' conversion package.

The game offers players a different kind of challenge in a world of fast paced tournament competition as they kick, slam, claw and power punch their way to victory against the enemy and the clock. Wrestling, kick-boxing and martial arts techniques combine for an exciting hand-to-hand fighting game in a colorful arena setting. Skilled, successful maneuvers of the joystick and the punch and kick buttons advance the Shanghai Kid to new arenas and tougher adversaries. Realistic sound effects include "count down" by announcer/referee, hits, kicks and crowd cheers.

The Shanghai Kid is a Data East USA, Inc. 1985 copyright under exclusive license to Memetron. Complete with "everything the operator needs to turn idle games into profit-producing money makers," the kit includes main printed circuit board, PC board cage (FCC required), connecting wiring harness, plexi marquee and CRT, control panel overlay and stickers, drilling template, joystick star, buttons, play instructions stickers and



instruction manual.

Additional information about the new kit may be obtained by contacting Memetron, Inc., 2350 Brickvale Drive, Elk Grove Village, IL 60007.

Let's Play Golf!

"Realistic," "challenging," "pleasantly competitive" are a few comments recorded at test sites for "Sente Mini-Golf," the new Bally Sente miniature golf game in video game format. Production is under way and shipment to the company's nationwide network of distributors will begin soon. Bally Sente's director of marketing and sales Bernie Powers has a positive outlook that the one-to-four-player, top down, electronic miniature golf game is going to be another high revenue earner for the Sunnyvale, California subsidiary of Bally Manufacturing Corp.

"It has strong familiarity that will draw players from every age group," according to Powers. "There aren't too many of us who haven't participated in the real-life game because walk around courses have been a recreational choice since 1929 when they were first invented in Chattanooga, Tennessee. We all remember the windmills, traps, trick doors and water holes that both challenged and entertained us," he continued. "That same enjoyment can be found in our video game version." Sente Mini-golf is available in upright as a one-to-four-player and in cocktail style cabinet as a one-or-two-player.

Here's how the game plays. One to four players may participate. There are 18 challenging holes and a tee-select switch allows the player to select one tee-off position for each hole. The controls consist of a track ball by which the player directs and "hits" the golf ball. Each player starts with three holes and



additional holes are earned by shooting below par on any hole. The scores are recorded not only in bonus points but also as a comparison to par.

The game has an operator adjustable feature which allows add-a-coin options for the players to continue playing the game. This option, when provided, allows play continuation once throughout each game for each player, and it is disabled on the last four holes.

The Sente Mini-Golf SAC also premieres a new program in conjunction with Video Operators Childrens Alert Line (V.O.C.A.L.). Pictures and descriptions of two missing children are featured in the attract mode graphics.

'Role-playing' Vid

CHICAGO — Atari Games Corporation announced the release and immediate availability of "Gauntlet" a revolutionary, new role-playing video game which allows up to four players to play at the same time. The new model has demonstrated one of the highest test earnings records of any game ever produced by the firm.

Shane Breaks, senior vice president of Atari Games, says "You can join in at any time without interfering with the other players or waiting for a game to finish. There's no 'dead' time. It's always on the move, always playing, always earning."

In the game theme each player chooses one of four characters: Thor the Warrior, Thyra the Valkyrie, Merlin the Magician or Questor the Elf and each character has unique capabilities. Thor is good at hand-to-hand combat; Thyra has strong armor; Questor the fastest speed and Merlin the strongest magic.

Endless challenges are offered as players work together or alone to destroy waves of attacking monsters, as well as compete for food, treasure and magic potions. Players must also explore each maze to find the exit to the next level. Playing cooperatively affords the best chance of survival.

How long a player lasts depends on his "health." Health is lost by contact with the monsters and as a function of elapsed time; and contact be regained by consuming "food" found on the screen or by depositing more coins. Players can also collect treasure for extra points.

There are over 100 different mazes in the game and if a player survives long enough,

mazes are repeated in a different order to provide uninterrupted entertainment. Gauntlet uses audio cues and unique video messages to encourage players to add more coins to continue play. Voice is also used for special instructions to the player and to increase player identification with the character he is playing.

Capitalizing on a current craze, this new game incorporates many of the attractive characteristics of today's popular fantasy role playing games.

Gauntlet is available through Atari's distributor network.



War-time Action

CHICAGO — Data East USA, on a non-stop hit streak with its two previous pieces, "Karate Champ" and "Kung-Fu Master," is about to make it three in a row with its latest entry "Commando." The new model was revealed at the firm's recently held distributors meeting and by all indications is earmarked for hit status.

This all new, action packed game takes the player on a secret mission behind enemy lines. As a highly trained "Commando," the player must face all types of terrain and obstacles combatting enemy troops at every turn.

The enemy is found in bunkers, on bridges, and attacks by vehicle and foot from all angles, constantly taxing the player's reaction and cunning to the limit. The player controls the route and the first power and becomes a hero as he penetrates enemy headquarters and frees the captives. The battle is fierce and strategic, the graphics realistic and the fire power



explosive to make for an exciting and challenging play experience.

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ALPHABETIZED TOP 100 SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

After The (Eel Pia)60	Every Step (House of Cerds adm. by Walk On Moon—BMI)88	Never (Mekiki edm. by Arista/Strange Euphoria/Know—ASCAP)19	Stend By (Rightsong/Trio adm. by Unichappel/ADT Enterprises—BMI)48
Alive & Kicking (Colgems-FMI—ASCAP)29	Everybody Dance (Crazy People/Almo—ASCAP)77	Object Of (AdeKeyode/Philesto/Herrindur/Keith Diamond/Willesden—BMI)53	Sun City (Not Listed)48
All Fall (Blue Mer/Virgin—ASCAP)93	Eya To Eye (ATV—BMI)94	Oh Sheile (Ready For The World/Excalibur Lace/Trixie Lou—BMI)9	Sunset Grill (Cass County/Kortchmar—ASCAP)42
All Of Me (Dat Richfield Kat—BMI/Songs Can Sing—ASCAP)71	Fortress (Megnetic rep. by Regetta/Illegal edm. by Atlantic—BMI)20	One Night (Adems Communications/Calyпсо Toonz—PROC/Irving—BMI)17	Teke On Me (ATV—BMI)3
America (Controversy—ASCAP)51	Four In (Kid Bird/Rough Play—BMI)44	Ona Of The (Mekiki edm. by Ariste—ASCAP)23	Terzen Boy (Screen Gems—BMI)72
And She (Index/Bleu Disque edm by WB—ASCAP)52	Freedom (Golden Torch—ASCAP)80	Pert-Time (Jobete/Bleck Bull—ASCAP)1	Tears Are (Kiss—ASCAP)68
And We Denced (Dub Notes/Human Boy—ASCAP)24	Freedom (Cheppell—ASCAP)85	Party All (Stone City—ASCAP)50	The Night (Joel Songs—BMI)36
Be Near (Neutron/10 adm. by Nymph—BMI)15	Freeway (Gretitude Sky/Polo Grounds—BMI)99	Perfect Way (Jouissance/WB—ASCAP)33	The Oak Tree (Ye D Sir—ASCAP)67
Blue Kiss (Kirsch Kett/I before E—ASCAP)91	Girls Are (Raydiola—ASCAP)34	Pop Life (Controversy—ASCAP)98	The Screams (Controversy—ASCAP)95
Born In (Bruce Springsteen/Los Guys—ASCAP)86	Head Over (Virgin. adm. by Nymph—BMI)5	Power Of (Hulex/Red Admiral—BMI)87	The Way You (Jobete—ASCAP)54
Boy In (Liesse—ASCAP)25	Hold Me (Keela/Dill Dough Beer—ASCAP)79	Que Te (Cerbert/Megasongs—BMI)75	To Live (Chong edm. WB—ASCAP)63
Broken Wings (Warner-Temlerlane/Entente—BMI)16	Home Sweet (Warner-Temlerlane/Nikki Sixx/Vince Neil/Tommy Lee—BMI)82	Remo's Theme (Tranquillity Bese edm. by Almo—ASCAP)84	Tonight It's (Adult—BMI/April—ASCAP)69
Burning Heart (Holy Moley/Rude—BMI/WB/Easy Action—ASCAP)56	Hurts To Be (Black Keys—BMI)64	Running Up (Colgems—EMI—ASCAP)41	Tonight She (Lido—ASCAP)55
C-I-T-Y (John Cafferty—BMI)86	I Got You (Cotillion/Chris Marc—BMI)97	Seving All (Prince Street—ASCAP/Screen Gems/EMI—BMI)6	Too Young (Foster Frees/Gerden Rake/Oremwood—BMI/April/Stephen A. Kipner—ASCAP)78
Chern The (Pop 'n' Roll/See This House—ASCAP)76	I Miss (Spectrum VII—ASCAP)39	Separate Lives (Stephen Bishop/Gold Horizon—BMI/Pun Music—ASCAP)13	Welk of (Cheriscourt edm. by Almo—ASCAP)58
Cherish (Delightful—BMI)10	I'll Be Good (A La Mode—ASCAP)59	Shock (Clean Sheets/Neurp Songs—BMI)83	We Built (Little Mole/Zomba/Petwol/Intersong—ASCAP/Tuneworks adm. by Arista—BMI)7
Communication (Bungalow edm. by Ackee/Tritec/Virgin—ASCAP)45	I'm Goin' Down (Bruce Springsteen—ASCAP)21	Sisters Are (RCA/Blue Network—ASCAP)38	We Don't (Irving—BMI/Myaxe-PRS)47
Conga (Foreign Imported—BMI)73	I'm Gonne Tear (Irving—BMI)11	Small Town (Rive—ASCAP)49	Weird Science (Music Corp. of America/Maestro—BMI)65
Cry (Man-Kan—BMI)70	Invincible (Makiki/Arista/Rare Blue—ASCAP)100	So In (Virgin—ASCAP/Chansma/Unichappel—BMI)30	Welcome To (House of Cards adm. by Walk On Moon—BMI)90
Dancing In The Street (Jobette/Stone Agete—ASCAP/BMI)26	Keyleigh (Marillion/Chappell—ASCAP)92	Soul Kiss (Music Corp. of America/Fleedledele—BMI)32	Who's Zoomin' (Gratitude Sky—ASCAP/Bellboy—BMI)18
Dere Me (WB/Rob Montgomery/Restless Heart—ASCAP)96	Like To (Howard Jones/Werner Bros. adm by Warner-Temlerlane—BMI)46	St. Elmo's Fire (Gold Horizon/Foster Frees—BMI)43	Wrap Her (Intarsong—ASCAP)35
Do It (Maz Appeal—ASCAP)57	Lonely Ol' (Riva—ASCAP)37		You Are My (Stone Jam/Burnin' Bush—ASCAP)22
Don't Lose (Phil Collins/Pun/Warner Bros.—ASCAP)74	Love Theme (Gold Horizon/Foster Frees—BMI)28		You Belong (Red Cloud/Night River—ASCAP)8
Dress You (House Of Fun—BMI)40	Lovin' Every (Zomba—ASCAP)12		You Wear (Jobete—ASCAP)89
Election Day (Not Listed)31	"Miami Vice" (MCA—ASCAP)2		You're A (Gratitude Sky—ASCAP/Polo Grounds—BMI)61
Emergency (Delightful—BMI)62	Money For (Chenscourt LTD. adm. by Almo/Virgin—ASCAP)4		

ALPHABETIZED TOP COUNTRY SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

A Long (Almo/Prince Street—ASCAP/Screen Gems/EMI—BMI)6	Heart Don't (Songcastle/Lionsmate/MCA—ASCAP)89	Lie To (Rare Blue/Bellemy Bros./Steeple Chase—BMI/ASCAP)16	Somebody Else's (Love Wheel—BMI)25
A World (Briarpatch/Debdave—BMI/Kazzoom—ASCAP)39	Heart Of (Sheddhouse—ASCAP/Screen Gems—EMI/Moon and Sters—BMI)70	Lonely Together (Desert Sands—BMI/Desert Breeze—ASCAP)76	Stand Up (Old Friends/Crosskeys/Tree—BMI/ASCAP)23
Amber Waves (Mt. Shasta—BMI)38	Holdin' The (Collins Court—ASCAP)92	Lost In (Lodge Hall/Two Sons/Warner Bros—ASCAP/LLEE—BMI)30	Sweet Gereldine (Little Amber—BMI)85
American Farmer (Hat Bend—BMI)51	Home Again (W/E/A/Mopega/Screen Gems/EMI/Moon And Sters—BMI)41	Love Talks (Cross Keys—ASCAP/Tree/O'Lyric—BMI)37	The Chair (Tree/Larry Butler—BMI)21
An Offer (Andite/Simonton—BMI/Southwing—ASCAP)88	I Don't Mind (Werner Tamerlane/Duck Songs/Pullman—BMI)11	Loves Been Hell (Gypsy Rose—BMI)80	The Haircut (Ray Stevens/Michael Nuen—BMI)96
Angel (Song Tailors—ASCAP/I've Got The Music—BMI)8	I Don't Want (Tree/Rockin' R/Posey—BMI)63	Lovin' Up (Dejemus/Stan Cornelius—ASCAP)60	The Legend (Tree—BMI/Cross Keys—ASCAP)56
Baby's Eyes (Ei Body—BMI)74	I Feel (Lenders-Roberts—BMI)62	Me And Peul (Willie Nelson—ASCAP)26	The Night (Algae—BMI/Cross Keys—ASCAP)61
(Beck To The) Heartbreak (WB Gold—ASCAP/Werner House—BMI)71	I Fell (Lynn Schawn/Guyesta—BMI)36	Meet Me In Montana (Web IV—BMI)24	The World Is Round (Doug Peters—BMI)91
Betty's Bein' (Tall Girl—BMI)33	I Know (Blue Lake/Hookit—BMI)46	Memories To Burn (Tree—BMI/Cross Keys—ASCAP)53	They Never (Rick Hall—ASCAP)40
Between Blue (Hall-Clement/Lionel Delmore—BMI)79	I Tell It (Tree/Cross Keys BMI/ASCAP)66	Modern Day (Golden Bridge/Mote—ASCAP)97	Thing About You (Gone Gator—ASCAP)28
Blue Highway (Cross Keys/Oven Bird—ASCAP)99	I Wenne Hear (Silver Rein/Dejemus—ASCAP)13	Morning Desire (Leeds/Patchwork—ASCAP)34	This Ain't Dalles (Bocephus—BMI)12
Bop (MHG/Sweet Angel/Web IV—ASCAP/BMI)68	I Wanna Say (Werner-Tammerlane/Three Ships—BMI)10	My Heart (Lawyer's Daughter—BMI)75	'Til A Tear (April/Shellowfork—ASCAP)50
Breek Away (Cross Keys/April/Ideas of March—ASCAP)32	I'll Never (MCA—BMI/Leeds/Patchwork—ASCAP)5	Never Be (Gone Gator—ASCAP)42	Tokyo, Oklahoma (Cedartown/John Anderson—BMI)73
Burned Like (Garwin/Blue Moon/Femous—ASCAP)78	I'm Gonna (Chappell—ASCAP/Unichappel—BMI)27	Nobody Falls (April/New and Used—ASCAP/Bleckwood/Land of Music—BMI)17	Too Much On (Statler Brothers—BMI)7
Can't Keep (Sabal—ASCAP)2	I'm Lookin' (Door Knob—BMI)100	Old School (MCA/Don Schlitz—ASCAP)59	Touch A Hand (Irving/East/Memphis—BMI)3
Dasperados Weiting (Cheppell, World Song—ASCAP)22	I've Got (Meke Belivius/WB—ASCAP)95	Only In My (Jeck end Bill/Rebe McEntire—ASCAP)44	Two Heart (Neshlon—BMI/Dejamus—ASCAP)57
Doncha (Rick Hall—ASCAP)20	If It Ain't (Benjo Man/Music Corp. of America—BMI)65	Quiet Nights (Duchess—BMI)93	Two Old Cats (WB/Two Sons—ASCAP)14
Down In The Florida (Hallnote/Unichappel—BMI)98	If It Weren't (Benefit/Monster Beach/Atlantic—BMI)47	Reel Soon (Southern Artist—ASCAP)94	Up On Your Love (Music City—ASCAP)55
Drinkin' And (WB/Two Sons—ASCAP/Blue Lake—BMI)81	If Tha Phone (Coral Reefer/Willin' Devid/Blue Sky/Rider/Coconutley—ASCAP/BMI)35	River In (Tree/Roger Miller—BMI)48	Used To Blue (Montage—ASCAP/Captain Crystal—BMI)90
Feed The Fire (Diro/19 Street—BMI/Alebema Band—ASCAP)64	In Another (Tree/Cross keys—BMI/ASCAP)29	Runaway Go Home (Larry Gatlin—BMI)69	What Happened (Dele Morris/Baray—BMI/Pigskin—ASCAP)77
Gat Back (Silver Fiddle—ASCAP)52	It's Such (Debdave—BMI/Mellven—ASCAP)67	She Told Me (Courtland/Artin—BMI)54	Who's Gonne (WB/Two Sons—ASCAP/Trae—BMI)4
Hang On (Tree/Pacific Island—BMI)9	It's Time (Hell-Clement/Herdscufflo—BMI)45	She's Comin' (Debdave/Briarpatch—BMI)58	With Just One (Tepedero/Little Shop of Morgansongs—BMI)49
Have Mercy (Irving—BMI)31	Just In Case (Peficif Island/Tree—BMI)72	She's Got (Peso/Wellet—BMI)86	You Meke Me (Hell-Clement/Ricky Skaggs/Welk—BMI)18
	Kern River (Mt. Shasta—BMI)82	Shootin' From (Young World/Maple Hill/Hall-Clement—BMI)83	You Meke Me Want (Leeds/Patchwork—ASCAP)19
	Late Movies (Tom Tefte/Bug—BMI)84	Some Fools Never (Sweet Babi—BMI)1	You're Gonna Miss (Lewyer's Daughter—BMI)87

ALPHABETIZED TOP B/C SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

Alice, I Want (Forceful—BMI)72	Girls Are More (Reydiole—ASCAP)32	Mr. Dee Jay (Not Listed)84	Stand Up (Hojo/Irving—BMI/Almo/Crimson—ASCAP)62
A Love Bizarre (Sister Fete—ASCAP)38	Give It (WB Music Corp/Walpergus (Admin. by WB Music Corp.—ASCAP/Sin-Drome—BMI)85	Mystery Lady (ZOMBA Enterprise/Willesden)95	Still Smokin' (Hugabut—ASCAP)90
Always And (Rodsongs (PRS)/Almo Music Corp.—ASCAP)73	Gotta Be A Winner (Pro-toons—BMI)78	Naver Felt Like (Not listed)52	Stop Playing On Me (Not listed)42
All Fell Down (Blue Mer/Virgin—ASCAP)21	Herd-Core Reggae (Amber Pass/Kuwa—ASCAP/Fools Pray—BMI)50	One Of The Living (Mekiki adm. by Ariste—ASCAP)53	Someone Else's Girl (National League/Ritesonian/ASCAP/American League/Total Imege—BMI)80
All Of Me For All (Dat Richfield Kat—BMI/Songs Can Sing—ASCAP)63	Hard Time (Bleck Lion/RC Songs/Metek—ASCAP)16	Oh Sheile (Ready For The World/Excalibur Lace/Trixie Lou—BMI)14	Tell Me What (Bee-garmeine—BMI)89
America (Kuwa—ASCAP)94	Haven't You Heerd (Cachand—BMI)76	Object Of (AdeKeyode/Philesto/Harrindur/Keith Diamond/Willesden—BMI)22	Tell Me Tomorrow (Random Notes/April/Chappell & Co./Devid Lasley—ASCAP)74
Are You Ready (Hexagram/Modern—BMI)55	Honey For The Bee's (J&S/Almo Corp.—ASCAP)51	Part-Time Lover (Jobete/Bleck Bull—ASCAP)1	The Oak Tree (Ye D Sir—ASCAP)5
Baby I'm Sorry (Arrival—BMI)36	Hot Spot (Jobete/Dazzberry Jem Music—ASCAP/Stona Diamond/Ba Dazzled—BMI)91	Party All The Time (Stone City—ASCAP)24	The Show (Kejee/Merk of Aries—BMI)10
Big Boss (Conrad Music e Division of Arc/CBS Unart Cetelog—BMI)59	I'll Be Good (A La Mode—ASCAP)4	Private Property (Music Minded—BMI)93	The Show Stopper (Pop Art—ASCAP)87
Brand New Buet (Jobete Co./Koko Pop Co.—ASCAP)98	I'm Gonne Tear Your (Irving—BMI)66	Put Us Together (Off Beckstreet/Beck Mec/Ruzem—BMI)82	The Screams of Pession (Controversy—ASCAP)15
Can't Stop (Stone City Adm. by Netional League—ASCAP)27	I Can't Believe (Stone Jams/Burnin' Bush—ASCAP)35	Rap Is Here (Pro-muse/Spido—BMI)86	The Way You Do (Jobeta—ASCAP)71
Caravan Of Love (April/Iji—ASCAP)9	If Looks Could Kill (Eet Your Heart Out Music—BMI)65	Rock The Netion (Tamp Co.—BMI)58	Thinking About (Kashif/The New Music Group/MCA Music—BMI)49
Charish (Delightful—BMI)47	I Miss You (Spectrum VII—ASCAP)60	Seving All My Love (Prince Street—ASCAP/Screen Gems EMI—BMI)61	This Is For (Science Lab/Green Star—ASCAP)39
Coolin' Out (Jobete/Wese/Nannacub—ASCAP/Tuneworks—BMI)25	I Want To Feel (Amazement—BMI)30	Sey I'm Your No. 1 (Terrace—ASCAP)43	Trepped (Moonwalk—ASCAP)20
Could It Be (Hills Hideaway/Veriana—BMI)81	I'm Leaving Beby (Bee Garmeine—BMI)100	Seduction (Stone City/Netional Leagua—ASCAP)56	Weit For Lovs (Uncla Ronnie's/April/Dillerd—BMI)17
Count Ma Out (New Generation—ASCAP)48	It Doesn't Reelly (Troutman's/Seje—BMI)69	Sheka 'Em Down (Pet Richfield/Ket Music—BMI/Songs can sing)45	We Don't Naad (Irving—BMI/Myaxe—PRS)78
Curiosity (Almo/Crimson/Irving—BMI)40	I Wish He Didn't Trust (Pee Pod/Pess It On/Skrebua/Lags—ASCAP)3	Sha's Not (Stone Jem/Burnin' Bush—ASCAP)41	Who Do You Love (Bernard Wright/Mchoma—BMI)46
Dence Electric (Controversy—ASCAP)26	Jem Mester Jemmin' (Pro-toons/Rushgroove—ASCAP)77	Slip n' Slide (Mtume Publishing—ASCAP)70	Who's Zoomin' Who (Gratitude—ASCAP/Ballboy—BMI)8
Dere Ma (WB/Bob Montgomery/Restless Haart—ASCAP)99	Just Another Lonely (Downstairs/Pieno—BMI)37	Silver Shadow (Almo/Jodewey—ASCAP)12	You Ain't Fresh (Lifo/Yeldarps—BMI/ASCAP)83
Don't Say No (Philly World Music—BMI)33	Meke Your Move (Wun Tun—ASCAP)19	Single Life (Lerry Jr.—BMI/All Seeing Eye—ASCAP)7	You Are My Lady (Stone Jam/Burnin' Bush—ASCAP)2
Eaten Alive (Gibb Brothers adm. by Unichappel/Mijec-adm. by Wernar Bros.—BMI)18	Miami Vice Theme (MCA—ASCAP)23	Skool-ology (Big Train—ASCAP)68	You Are The One75
Dreams (Merie—BMI)97	Mind Gemas (Stone City/Adm. by National League Music Co.—ASCAP)56	Somabody Took (Ackee/Upward Spiral/Security Hog—ASCAP)28	You Look Good (Flyte Tima Tunas—ASCAP)31
Emergency (Delightful Music Ltd.)54	More Than Friends (Duchess MCA/Perk's—BMI)57	Spend The Night (Stone City/Adm. by Netional League Music—ASCAP)44	You Wear It Well (Jobete—ASCAP)13
Evarybody Denca (Crazy People/Almo Corp.—ASCAP)11	Mora Then (Jobete Co./R.K.S. Music & Concaited Inc./edmin. by Jobete Co.—ASCAP)67	Stend By Me (Rightsong/Trio/ADT ENT/BMI)6	Your Personal Touch (Werner-Tamerlend Pub. Corp.—Song-A-Tron—BMI)88
Eya To Eya (ATV Music Group—BMI)92			Your Place (Bar-Kays/Warner-Tammerlane—BMI)34
Fall Down (Almo/IPM—ASCAP)29			
Fly Girl (Lifo/Yeldarps—BMI/ASCAP)95			

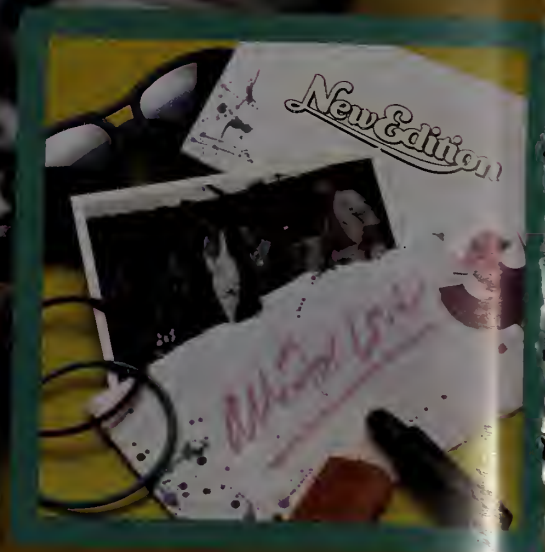
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