MULTI-PLATINUM AWARDS PRESENTED
ATLANTIC ESTABLISHES VIDEO COMMITTEE
PROFILE RECORDS LOOKS TO 1985
LABELS' COUNTRY DIVISIONS ANNOUNCE 1ST QTR. RELEASES

Boy George Of Culture Club
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The most comprehensive analysis of the year in review and the trade’s most authoritative music/video polls. That’s the double bonus contained in our special year-end issue, which means twice as many impressions for your advertising message.

The CASH BOX editorial and research staffs have been working overtime to produce an informative, entertaining and visually attractive summary of the year in music and home entertainment. Features include indepth articles covering all segments of the industry — from retailing to rack jobbing, from talent to video, from one-stops to radio — plus summaries of all musical categories, and much more.

Add year-end charts for pop, country, black contemporary, jazz, gospel and international artists, as well as videocassettes, music videos and 12” records, and you have a truly dynamic editorial package that is sure to draw attention to your ad.

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ISSUE DATE
DECEMBER 29, 1984

ADVERTISING DEADLINE:
DECEMBER 17, 1984
A Real Gift Of Music

Christmas is a time to give, and one of the most inspiring gifts this holiday season has come from within the international record industry. The Band Aid Ethiopian hunger relief project, begun within the London music community, has brought together noted recording artists from many countries and produced one of the fastest selling records of all-time.

The "Do They Know It's Christmas?"/"Feed The World" single, just released in America on Columbia, has already been selling as fast as it can be stocked in record stores, and all the proceeds will go to feeding the millions starving in the drought-ridden areas of Ethiopia.

It is only such a crisis which could bring together many of the most popular artists and bands for a musical project which is at once selfless in its sense of purpose and social justice while also producing some truly unifying music for people from every part of the world to rally around.

Cash Box salutes the participants of Band Aid for their immediate and effective action to the aid of so many in need.
CARLA OLSON

After many years of paying dues, her band, The Textones, is finally achieving the critical recognition it rightfully deserves for its debut A&M/Gold Mountain LP "Midnight Mission."

ROGER WILLIAMS

MCA is taking 20 of the piano master's greatest songs and releasing them on Compact Disc in early 1985.

MENUDO

The ever changing teenage quintet has just penned a lucrative sponsorship deal with Pepsi-Cola as it continues to pack the house at every concert stop.

EACH AND EVERY WEEK, WATCH FOR HIGHLIGHTS OF THE POP, COUNTRY AND BLACK CONTEMPORARY CHARTS!

*THE REGISTER AND TRIBUNE SYNDICATE, DES MOINES, IOWA
Multi-Platinum Awards Presented

NEW YORK — The Recording Industry Association of America presented their first Multi-Platinum Awards in a Dec. 5 ceremony at Lincoln Center's Library for the Performing Arts. Michael Jackson's "Thriller" was easily the stand-out winner, with 20 million domestic sales certified. Of the 106 records certified, only albums and singles released after 1976 (when the platinum album was introduced) were eligible, an album must have sold 2 million copies to be designated Multi-Platinum, a single 3 million copies. The records will be further certified after each additional million-unit sales level is achieved.

George Benson, the Oak Ridge Boys, Christopher Cross, The Cars' Elliot Easton, and Mickey Mouse (picking up a plaque for Disneyland Records' "Mickey Mouse Disco") were on hand for the ceremony, as were dozens of industry figures. The complete list of RIAA Multi-Platinum Awards is as follows:

Atlantic Establishes Committee Exclusively For Video Creation

LOS ANGELES — Atlantic Records has established a new department for video creation and promotion. announced this week by executive vice president/general manager Dave Glew. Mark Schaulman, Atlantic's vice president of advertising, will be supervising this department, which includes: creative director/advertising & video Gilla Lewis, director of video administration Shari Friedman, and manager of video services Curt Crugger.

The Video Department will serve as the core unit for the creation, development and distribution of Atlantic video releases from promotional clips to long-form programs. The department will oversee all aspects of video production, including creative decisions, budgetary matters, and all legal licenses and clearances.

In the area of promotional videos, the department will collaborate with other departments in the planning of all clips and will oversee the duplication and distribution of completed videos. The national television promotion of Atlantic videos will continue to be overseen by vice president of artist relations & media development Perry Cooper (network, syndication & cable programming) and vice president of singles promotion Sam Kaiser (MTV).

The Video Department will research methods of commercial exploitation of Atlantic video product, including the home video sale market. It will institute various methods of commercial video marketing and distribution, for long-form and compilation videos.

Profile Turns Best Side To Public With 1985 Product

By Rusty Cutchin

NEW YORK — It is a slickly produced album cover, expertly designed and eye-catchy, which will attract the attention of the two all-time music icons, Bing Crosby and Nat King Cole. The cover, which features a portrait of the legendary crooners, is the first in a series of albums being released by the newly formed Playback Records, a joint venture of the two artists and their respective record companies.

The album, "The Best of the Best," features a selection of Crosby and Cole's biggest hits, as well as new material specifically written for the occasion. The project is being produced and directed by Grammy-winning producer Quincy Jones, who has worked closely with both artists on previous projects.

The album is scheduled for release next spring, with a series of promotional events planned to coincide with the release. These will include a series of concerts featuring the two artists, as well as a variety of other events designed to promote the album and the Playback Records label.

Richard Rudolph: Veteran Producer Ventures Forth With A&R Records

By Peter Berk

LOS ANGELES — Although the public spotlight rarely shines his way, Richard Rudolph has nonetheless been greatly responsible for some of the rock world's most popular recordings. As a producer, writer and performer, Rudolph has worked with such notables as Stevie Wonder, Jermaine Jackson and Michael Bublé. Currently, he enjoys the success of Jackson's "Do What You Do," which he produced, and looks with great optimism toward the future and the potential of his new record label, A&R.

Looking back on his career, Rudolph discussed his most prized personal and professional achievements, and the one person around whom they revolve. "How became a record producer was really a combination of necessity and osmosis. My former wife was a singer and a recording artist named Minnie Riperton. I was a prose and poetry writer, we were living in Chicago, and Minnie was in a group called the Rotary Connection. Around that time, the fate of Minnie, and I called Fred Stepney, read some of my work and suggested that I turn to writing lyrics as well.

Rudolph did just that and graduated himself more and more immersed in the music world in general, and his wife's career in particular. He not only wrote lyrics, but was also writing music, producing and also teaching himself to play guitar. The first record I ever played on was a song I wrote with Minnie called 'Loving You,' which became a number one record. After a few years together, the duo turned out a great deal of artistically and commercially successful material which provided a

PLATINUM A PLENTY — The Oak Ridge Boys, George Benson, the Cars' Elliot Easton and Christopher Cross show off their newly minted multi-platinum albums at the RIAA awards ceremony. Pictured (l-r) are: William Golden, Duane Allman, and Joe Bommell of MCA Records recording group, the Oak Ridge Boys; Warner Bros. Records recording artist George Benson; Elliot Easton of Elektra Records recording group, the Cars; and Warner Bros. Records recording artist Christopher Cross.

Label's Country Divisions Plan New First Quarter Releases

By Brenna Davenport-Leigh

NASHVILLE — After a busy fourth quarter highlighted by greatest hits packages and holiday product, the majority of country divisions are gearing up for a full release schedule of album product for the first quarter of 1985. With a strong showing of new album product from top name artists as well as debut LPs from country newcomers, the labels are also launching a few greatest hits packages during this period, compilation LPs, and historic collections.

New product has been slated for such artists as Merle Haggard, The Statler Brothers, The Oak Ridge Boys, Eddie Rabbitt, and Rosanne Cash along with country LPs from new artists such as Sawyer Brown, Kathy Mattea, Keith Stegall, Nettie Lee Jackson, and Lane Brody. Other major album includes greatest hits packages from Bonnie Raitt, John Anderson, The Eagles, Ricky Skaggs doing some country favorites, and live cuts from Merle Haggard, George Strait, Mickey Gilley and Moe Bandy and Joe Stalin.

The CBS group has scheduled a ambitious and busy first quarter, highlighted with numerous mini packages. From Columbia will come a January release of David Allan's "Darlin', Darlin'" and a string of February releases including Chet Atkins' "(Please) Stay Tuned," The Moe and Joe "The Love That Built Bob's," taped from a Memphis club appearance, a new Johnny Cash LP entitled "Living In Color" as well as "Rhythm And Romance" from daughter Rosanne Cash, and a Willie Nelson duet album titled appropriately "Half Nelson." The label will finish out the first quarter with a Moe Bandy album and additions to the Columbia historic collection from Floyd Tillman, Roy Acuff and The Maddox Brothers & Rose.

From the Epic label in January comes various artists package composed of "19 Hot Country Requests of 1983," featuring some of the label's top artists singing their

(continued on page 19)
THE FURS FLY — Columbia Records hosted a party at Manhattan’s Cafe Søjken for the Psychedelic Furs recently, to celebrate the band’s SRO Radio City Music Hall show and successful 70-date U.S. tour. Pictured at the party are (from left, back row) Columbia vice president, product development Arna Andon, Tim Butler of the Furs; Columbia senior vice president and general manager Al Teiler; Richard Buter of the Furs; and Columbia national director, pop singles promotion John Fagot; and front row, John Ashton of the Furs and Columbia vice president, marketing Bob Sherwood.

BUSINESS NOTES

RIAA Announces Nov. Certification

NEW YORK — Stevie Wonder’s soundtrack to The Woman In Red and David Bowie’s “Tonight” LP simultaneously earned RIAA Gold and Platinum albums during the month of November and Disneyland Records’ “Star Wars” became the second singe of 1984 to garner a Platinum award. Other Gold Albums went to Diana Ross’ “Swept Away,” Iron Maiden’s “Power Slave,” Sam Harris’ “Candle,” “Bullfrog and Butterflies,” Sammy Hagar’s “VOA,” George Strait’s “Right Or Wrong,” the Oak Ridge Boys’ “Greatest Hits 2,” Sheena Easton’s “A Private Heaven” and the soundtrack to Teachers. Other gold singles went to Stevie Wonder’s “I Just Called To Say I Love You,” Prince’s “Let’s Go Crazy” and Otaka Khan’s “I Feel For You.”

Video Rewind The Rolling Stones, The Bounty, and Coniah the Destroyed were certified both Gold and Platinum, while Destashaker was certified gold.

Motley Crue Singer Charged

LOS ANGELES — Vincent Neil Wharton, lead singer of the heavy metal band Motley Crue, was arrested on charges of vehicular manslaughter and drunk driving following a car crash December 6 in Redondo Beach, California, which took the life of his musician, passenger Nicholas Dingley, 24.

Two South Bay residents were also injured as a result of the head-on collision when their car collided with Wharton’s after the singer’s sports car spun out of control and wound up facing oncoming traffic. Wharton, who uses the name Vince Neil, was left apparently uninjured, however.

Dingley, who used the name Razzle as a drummer for Hanoi Rocks, was a native of Britain. He was pronounced dead at South Bay Hospital shortly after 7 p.m. on that same night. Wharton, meanwhile, was taken to the Torrance jail, booked and later released on $5,300 bail.

Pioneer Introduces Laservision/CD

NEW YORK — Pioneer Video will introduce a combination LaserVision/compact disc player, the CLD-900, at the Winter Consumer Electronics Show, Jan. 5-8 in Las Vegas. The CLD-200, a front-loading player with a wireless infrared remote control unit, features all of the functions of both LaserVision and Compact Disc players. These include random access by frame and chapter search for videodiscs and track search, index scan, one program selection repeat and forward skip selection for CDs. The player will be available in January at a suggested retail price of $1,200.

EXECUTIVES ON THE MOVE

Coiffs

Coffin Named — Ranson H. Coffin, Jr. has been appointed president, international division of CBS/Fox Video, the new division, chief operating officer and a board member of Agro International, a multinational food product company. Previously, he was president-international division and a member of the board of directors of International Perfumes, Inc.

Baron


A&M Ups Baron — A&M Records has announced the promotion of Diana Baron to the position of associate director of west coast publicity. She had previously served as publicity coordinator at A&M. In her new position, Baron will handle publicity and will help oversee all departmental functions at A&M’s headquarters in Hollywood. Prior to joining A&M, Baron was employed as creative director at Capitol Records and as advertising director for Warner Bros. Records.

Romano Named — Nicholas Carillo, senior vice president for the Latin American Operations of CBS Records International has announced the appointment of D’Aldo Romano as promotion director in Sao Paulo, Brazil, and New York. In this position, Romano will be responsible for marketing and A&R activities for our affiliate companies. He will also develop and coordinate marketing efforts for CBS Records U.S. artists throughout the region.

Sobel Appointed — Ron Sobel has been appointed director, music publishing, RCA Records Division, RCA Inc. (Canada). In addition, Sobel will serve as president of Sunbury-Dunbar Music Ltd. (Canada), a wholly owned subsidiary of RCA Inc. Sobel joins RCA Inc. after having spent two years as director, international product management and administration for RCA Records in New York.

Stewart Appointed — Michael Ostrov has been appointed to the position of associate director, business and legal affairs for MCA Records. In his new position, Ostrov will negotiate contracts with artists, producers, production companies, and associated labels involved with RCA as well as counsel the label on legal matters.

Gonzier Named President — A&M’s Gonzier has been named director of production for CBS/Fox Video. In her new position, Gonzier will be responsible for overseeing all in-house production for CBS/Fox Video’s consumer products. She will continue to report to Executive Vice President administered video for CBS/Fox Video.

Neiderman To Fastfire — Edward G. Roebke, executive vice president and chief financial officer of Fastfire, has been named as fastfire’s new president and chief executive officer.

Kinnear Named — Shari Kinnear has been named regional sales director, Canada for Vastor Video International. Kinnear comes to Vastor from Astral Bellefonte Path, where he served as national sales director of the Classics Public Performance Video division. He later transferred to Astral Video, where he was directly responsible for all sales and production for that division.

Coors Initiates Concert Sponsorship

LOS ANGELES — Adolph Coors Company is set to sponsor a “Coors Concert Sweepstakes” as a promotional tie-in with local promoters and consists of five major concert sponsors.

The series is a conscious effort by Coors to tap the “young adult” market to which many of the bands appeal. In addition, the series is a conscious effort by Coors to tap the “young adult” market to which many of the bands appeal. In addition, the series is a conscious effort by Coors to tap the “young adult” market to which many of the bands appeal.
The phenomenon of the first "Breakin'" LP will be hard to match, Ollie & Jerry and Co. are set to do just that with this soundtrack from the film's sequel to open before Christmas. The title track "Electric Boogaloo" is a more soulful effort than "There's No Stoppin' Us," and on the tracks "Radiation" (from Firefly) and "Believe In The Beat" (from Carol Lynn Townes) this album proves it has no need for the established hits which flashed earlier. Out of the B/C and CHR fare just in time for the holidays.

**ALBUMS**

**BREAKIN' 2 ELECTRIC BOOGALOO**
**Original Soundtrack**
**Polydor 293 695-1 (1-1)** — List: 9.98 — Bar Coded

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**OUT OF THE BOX**

**THE COTTON CLUB**
**Soundtrack**
**LP** — Various Artists — Geffen GHS 24062 E — List: 9.98 — Bar Coded

This collection of some of the greatest jazz tunes from the late '20s and early '30s is primarily a showcase for the sensational sounds of the late Duke Ellington, reinterpreted by Bob Wilber. "Moon Indigo," "Cotton Club Stomp (1 & 2)," and "The Mooche," are just some of the classic tunes that find new life here. Additional material is composed by John Barry is also featured. A completely digital recording, the LP brings the old standards to life, full-bodied flower with the artistry of some of the best jazz musicians in the business.

**CULTURE CLUB**
**Epic 34-04727**

In the wake of the fiery "The War Song" single, Boy George now aims for A/C-CHR hit status with "Mistake No. 3," a lushly orchestrated slow dancing cut which rivals Wham's "Careless Whisper" in its musical togetherness. George's voice throughout is smooth as silk and the background voices recall vintage Hall & Oates. Ethereal in lyrics and musical backing, this latest Culture Club track does hold steadfast to a tender melody which should again vault the group to the top of the charts.

**SHEENA EASTON**
(EMI America B-8523)

"Sugar Walls" is an unusual and fascinating song which again demonstrates Sheena Easton's versatility and willingness to venture into many genres of music. This latest single off her "A Private Heaven" album is particularly noteworthy for its complex, high-tech instrumental tracks. Still, Easton herself is the key ingredient, and as always, she's in top form. All in all, this up-tempo dance song should easily find a strong CHR following.

**FEATURE PICKS**

**2010 — Original Soundtrack LP** — A&M SP 5038 — Producers: C. Huxley, D. Shire — List: 8.98 — Bar Coded

This vibrant score by composer David Shire is a veering, synthesizer update of the original Soundtrack Album. Featuring Artist, the New England Digital Synclavier I, the Yamaha DX-1 and the Roland Jupiter-8, Shire and partner Craig Huxley develop a full synthesizer feel. An upbeat 2010, performed by Police guitarist Andy Summers opens the LP with a less spacey, more action-packed sound than the original 2001 theme. Based on Richard Strauss' Also Sprach Zarathustra, the updated version is ripe for CHR with plenty of dance appeal.

**A TOTAL EXPERIENCE CHRISTMAS**
— Various Artists — Total Experience B-5707 — Producers: Various — List: 8.98

Featuring a host of artists on Total Experience, this first ever group album by the label brings together all the artists on the label's annual Christmas release. Especially nice are the Gap Band's version of "The Christmas Song" and Penny Ford & Oliver Scott's soulful rendition of "Silent Night." A host of originals also fill this yuletide package which is a tribute to the label's growing roster of talented B/C artists.

**WHITE BOY BLUES**
— Clapton, Beck & Page — Compleat 672005-1 — Executive Producers: Jon Tiven — List: 12.98 — Bar Coded

This latest collection of British invasion rock features albums from the Compelat label features blues workouts with three white blues giants of the era: Eric Clapton, Jeff Beck and Jimmy Page. Though the cuts are mostly simple 12-bar blues jams, each showcases some hefty lead playing; formative stuff which pre-dates these artists later work with the likes of Cream, Led Zeppelin and The Jeff Beck Group.

**NAKED PREY**
— Naked Prey — Enigma 1126 — Producer: Dan Stuart — List: 6.98

Combining a psychedeli c sense of lyric imagery with a clearly '60s sense of musical power and energy, Naked Prey's debut LP attempts to the continuing wealth of new music bands making names for themselves around the country. From the ruthless pounding of "Flesh On The Wall" to Van Christian's biting vocals on "Take The Word," Naked Prey performs gut wrenching songs which capture tragic scenes often only heard in country blues odes. Hailing from Arizona, Naked Prey with this LP should gain an enthusiastic new music following.

**LIMBO**
— Phat Phreddie & Thee Precisions — Martian Records LP1715 — Producers: Dan Kessel-David Kessel — List: 8.98

From the start, it's clear this album is not ordinary in any way. By the end, the listener has had a satisfying dose of eclectic music, dominated by jazz and blues. Phat Phreddie, an L.A. club favorite, provides his own unique interpretation of past compositions as well as some new ones, which for the most part work due to his lead vocals and some tremendous musicianship. Most notable is the presence on sax of Steve Berlin, known for his work with Los Lobos and the Blasters and X's drummer D.J. Bonebrake on vibraphone. This up-tempo collection of songs has the free feel of a live performance, which makes it all the more enjoyable.

**POP ART**
— Pop Art — Stonegarden 266 — Producer: Pop Art-Elan James — List: 6.98

From Los Angeles' infamous "valley" comes this intriguing blend of folk textures, British vocal ornamentation and American rock energy delivered by the Steinhardt brothers. Their mildest effort is the most forthright, yet each track sports no-nonsense drumming and Dave Steinhardt's vocals are at once vital if sometimes too obviously reminiscent of Prefab Sprout, Aztec Camera, etc.

**BAND AID**
(Columbia 38-0749)

Do They Know It's Christmas? (3:50) (Chappell Music/ASCAP) (Goldeld-Ure) (Producer: Midge Ure)

This heartfelt single from the British/American collective Band AID is a tribute to each member involved (Bowie, McCartney, Boy George, Sting, many others) and a plea for help for the many people starving in Ethiopia. An inspired song of compassion and desperation, the melody and harmonies of "Do They Know It's Christmas?" are especially effective as the song melts into the B-side "Feed The World." A moving track which has already become the holiday season anthem in the U.K. and should find an open-arms audience in America as well.

**CYNDI LAUPER**
(Producer: Portrait 37-04737)

Money Changes Everything (3:59) (Gray Matter/BMI) (Gray) (Producer: Rick Charette)

While the live version of the song (included here as the B-side) is a vigorous reading of "Money Changes Everything," this studio cut gives the song the edge it deserves. On a theme which Lauper herself probably can relate to, the single is a logical follow-up to the realities of cash and its effects. A hard rocking effort which forgoes any novel vocal twists, "Money Changes Everything" is another solid Lauper cut which should succeed on AOR as well as CHR.

**JOHN FOGERTY**
(Warner Bros. 7-29100)

The Old Man Down The Road (3:32) (Wena haunted Music/ASCAP) (Fogerty) (Producer: Fogerty)

From the first low twang of the guitar and the first growl of the lead vocal, there is no question that John Fogerty has lost none of the agressess rock 'n' roll feel which made Creedence Clearwater Revival the legendary band that it was. Though not of the current pop vernacular, "The Old Man Down The Road" is a hard-hitting roots rocker which wastes no notes and pulls no punches. Taken from the upcoming "Centerfield" Fogerty solo LP, this single should rekindle the fire of enthusiasm in new and old Fogerty fans alike.

**BRONSKI BEAT**
(MCA 52494)

Smalltown Boy (3:59) (Bronski Music Ltd.—William A. Bong Ltd.) (Somerville-Steinbacher-Bronski) (Producer: Mike Thorne)

While this hypnotic slice of realist-romance has already made its run on the charts internationally with good American response in the dance clubs, MCA now releases it to radio with a good chance for a receptive market. Veilley falsetto lead vocal and haunting keyboard line are highlights, but "Smalltown Boy" is propelled by a throbbing dance beat and modern world lyrics which should make it a contender on progressive CHR radio.

**RAY, GOODMAN AND BROWN**
(Panoramic PRI-201A)


This trio, formerly of the Moments, here displays a very rich vocal sound, which is only enhanced by the quality of the song itself. "Who's Gonna Make The First Move" is a gentle, melodic ballad which offers a good, romantic dance tempo and solid instrumental tracks. The simple production, featuring a strong sax part, works well for the song also and allows the deep harmonies to shine through. A definite B/C contender.
Points West

Tis the Season to Be Charitable — While the British Ethiopean hunger relief project Band Aid to this Holiday Season's most commendable charity organization (see this week's Cash Box editorial), there is another more local worthy cause which is both giving and receiving. KPFK's 25th Annual Winterfaires which began Dec. 6 and runs through Dec. 13 is once one of the Los Angeles area's most culturally diverse gatherings (educational and enlightening for you) as well as being one of the best places to spend your holiday dollar (heaven knows these days) in support of KPFK and its eclectic band of listeners/volunteers/participants to present their performance art, music, and political views. Included in the Winterfaires (aside from the daytime gift food booths and roving musicians) was a New Music Night Dec. 12 which included The Minutemen, The Brut, Phat Phreddie and Thiep and a Precision plus readings from John Roth, Jill Frazer and others. Saturday, Dec. 15 hosted a spotlight on the blues with an appearance by The Committee of Concern for Central Americans as well as KPFK and the Winterfaires.

In another excellent charity, a check for nearly one million dollars will be given Dec. 10 by A.R.M.S. of England to fund research by major universities and medical schools into the prevention, causes, treatments and long sought after cure of multiple sclerosis. The $950,000 was raised last year's A.R.M.S. concert tour which featured the MC stricken Ronnie Lane and The Move and featured Jackson Browne, Bonnie Raitt, David Lindley performing and Mike Farrell, Eileen Brennan and Howard Hassenman among the celebrities speaking on the subject of Central American refugees. The event was initiated by The Committee of Concern for Central Americans as well as KPFK and the Winterfairs.

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Jamin the Blues — B.B. King (l) and Stevie Ray Vaughan performed at the recent W.C. Hardy Blues Foundation Awards. The Chasers Bros., Long Gone Miles and others and Thursday, Dec. 13 presented Central American Liberation concert — the highlights of which were the move featured Jackson Browne, Bonnie Raitt, David Lindley performing and Mike Farrell, Eileen Brennan and Howard Hassenman among the celebrities speaking on the subject of Central American refugees. The event was initiated by The Committee of Concern for Central Americans as well as KPFK and the Winterfaires.

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As Ralfi sees it, “The work I do is based on the single idea that children are whole people with their own dignity, and that the education of the child is always positive, it celebrates life. My career is rich and full, and very, very rewarding.”

Azimuth Looks For Acceptance in American/Ethnic Fusion Mks.

by Christopher Pickard

RIO DE JANEIRO — Any group with nine hit albums to its credit, six in the U.S. on the Billboard chart plus one in Canada, could reasonably be considered a part of the “New Face,” yet to the vast majority of the American market, the Brazilian group Azimuth is just that.

Working as a unit for more than 12 years, Azimuth consists of Jose Roberto Bertinom (keyboards, percussion, vocals and percussion) and Ivan Conti (drums percussion and vocals). After working as studio musicians in Brazil with the likes of Episco Gismonti, Ellis Regina, Umar Deodato and Milton Nascimento, Azimuth recorded its first album in 1968, in a studio in Rio. The album was about the Brazilian Formula 1 racing driver, the then world champion, Emerson Fittipaldi. O Fabuloso Fifitaful was followed in 1974 by Limitado Horizon (Limits Of The Horizon) and in 1977 by Agaita Nao Come Moscas (Eagles Don’t Eat Flies).

The members of Azimuth were also lucky to hold an almost parallel position to the members of Tóno in the U.S. in that addition to being a group they were also regarded individually as top session musicians.

Azimuth was to go nearly one-and-a-half-years without a recording contract after 1977 before Milestone picked the trio up in the U.S., helped by a 40-city tour undertaken in support of fellow Brazilian Flora Purim and Bertram’s work in 1978 as rhythm arranger and keyboard player on Sarah Vaughan’s “I Love Brazil” album. Azimuth’s U.S. debut was in 1977. A release of Light As A Feather for Milestone, an album which contained 20 jazz albums, six singles for the group in Britain. Azimuth followed Light As A Feather with more of its blend of samba jazz and funk, with the albums Outrodo, Telecommunication, a top 10 jazz album in the U.S. and Britain’s number one import album for a period of 12 weeks in 1982, Cascades, “Rapid Transit,” and the current chart entry Flame.

Despite this success the members of Azimuth remain in Brazil, at least for the moment and continue to live in Brazil, Rio de Janeiro where their albums are released under a license with A&M Records. Canada took on distribution rights for all of Ralfi’s educational material, an agreement which is still in effect today. However, no matter how it is now distributed, the group has developed a following in its native Canada.

Regarding the material itself, Ralfi felt that the idea was to have a variety of songs from Brazil. “We took a lot of the material I perform on my records and on stage is original, while the rest comes from traditional folk sources, camp songs, and other songs that we especially adapt.”

Though the three-to-seven-year-old age group is his primary target audience, Ralfi said that approval has come from younger and older audiences, including many parents who have complimented him not only for the effect of his music on their children, but for the enjoyment they’ve gotten from it themselves.

Ralfi, whose first early recordings on his Troubadour Records label in Canada, Ralfi’s popularity was given a tremendous boost when the release of his 1979 album, “The World’s On My Shoulder,” the Ralfi’s recent deal with A&M for U.S. distribution, about which he is particularly excited.

As Ralfi sees it, “The work I do is based on the single idea that children are whole people with their own dignity, and that the education of the child is always positive, it celebrates life. My career is rich and full, and very, very rewarding.”

PETER HODEN

Azimuth, the Brazilian group, has been active for more than 12 years. They recorded their first album in 1968, and have since then released numerous albums, including "Outrodo," "Telecommunication," and "Flame." Their music is a blend of samba jazz and funk, and they have also worked as session musicians for various artists. Azimuth's music has been well-received in Brazil, and they have had a following in Canada and the United States. The group continues to perform and record, with a variety of styles and sounds that reflect their rich cultural heritage.
STUDIO PROFILE
Ocean Way Recording

While the dominant trend in the professional recording business in the last year has been towards digital recording, the most important goal of a recording studio is still simply excellence in the product. And though he may be bucking the latest trend, Ocean Way Recording Studios owner Allen Sides feels that he doesn't go necessarily in hand with a list of clients which reads from Lionel Richie to Frank Sinatra to Supertramp to Count Basie (the list goes on), making many record artists agree with him.

"Most of my clients don't prefer it, and over the years I just don't like the sound digital gives you -- especially for the kind of music that people come here for. You lose a lot of the AAR which give the music space and definition. At Ocean Way, what you hear through the monitors is very much like what went in. There aren't 18 amplifiers between input and output to alter the original sound." With two large rooms each complete with two-24 track Ampex ATR-24 recording units and several refined monitor systems and "constantly upgraded" equipment throughout, Ocean Way is one of the leading recording trys in Los Angeles.

The studios were designed by Bill Putnam and Sides took over six years ago, bringing the name Ocean Way from Putnam and finding him from his former facility near the beach in west L.A. "I've been involved with studios since I was 17," Sides says, "and Ocean Way is to me an audiophile's studio. We are constantly modifying and upgrading our equipment and trying to make things better." He still uses almost day and night, Sides' hard work and finely tuned ear is paying off. Says very much involved in Sides' Day's way-to-day workings, but Jay Kauffman is studio manager. Ocean Way Recording Studios are located at 6600 Sunset Blvd., Hollywood, (213) 467-9873.

IN THE STUDIO

WEST COAST
Up at Bear West Studios Frank Feldstein has produced a long string of hits as executive producer and manager. Previously she worked as night manager for The Automatt as well as for Record Plant Studios in San Francisco. She's currently down at Sunset Sound producer David Malloy is working on Dolly Parton's upcoming album. Joey Bogan is engineering for Ronstadt/LeFrak. From CBS artist Julio Iglesias is presently doing vocal overdubs for his Spanish LP. Ramon Arcusa producing with Terry Christian engineering and Stephen Shelton assisting. Warner Bros. artist Jennifer Holiday mixing for the forthcoming LP with producer Tommy LiPuma. Dave Jerden engineering with Stuart Furuzdo assisting. Johnny Mathis is also doing mixdown work with producer Tony Darte. Frank Wolf is at the controls with assistant Bill Jackson... Dan Fogelberg is finishing up his bluesy album. The project is produced by Fogelberg and Marty Lewis, handling engineering are Marty Lewis and Terry Christian... Supertramp is in Los Angeles recording for its next LP, "Brother Where You Bound," the project will be joined this week by red spectacular singer/ songwriter Kerry Gordon who is a featured guest on several tracks which are scheduled for March 1983 release. The LP is currently under plans of replacing Roger Hodgson... across at Skip Saylor Recording singer/comedian Tommy Rock is in mixing a live LP for Steelbridge Records. Tom Greenough is producing with Skip Saylor behind the board... producer Mark Chess is mixing a single on pop group Ragamuffin, Tom McCauley is engineering for the release of producer Andy Dennis Sanda, assisted by Andy D'Addario, behind the board for composer J.A.C. Redford scoring St. Elsewhere.

NASHVILLE
Johnny Cash has been overdubbing on Barbara Mandrell's new album, engineering the project is independent engineer Less Ladd, in the mastering department is Denny Purcell who has just completed the following projects: Johnny Cash's new singles, "I'll Kill Him," "The Three Beals" and artist Tom Ghent, who was previously signed and is who releasing his own album produced by himself featuring "Whiskey, Whiskey."... EAST COAST
Over at Kajem Studios the recording and mixdown of recently signed artist Nick Munday has just completed. Executive producer was Ron Mosley, engineering by Mich Goldfarb... tracks are being cut for reggae artist Dottiera. Producer was Robert Walton and engineering work was handled by Goldfarb... An EP is being completed by The Fugitives, also produced by Goldfarb and engineered by Terry Iwallom, Earl Gifford and Larry Feldman... local rocker Al McKinnon is recording and engineering from Goldfarb.

Please submit all studio listing to: Cash Box, 6363 Sunset Blvd., #930, Hollywood, CA 90028. darryl lindsay

TWO FOR THE SHOW -- After playing to packed houses throughout its semi-regular run at New York's Bottom Line, Laughter Pack, the highly-choreographed and rock and roll legend Elton John's "live" band, is planning the release next year of its new album, "The Pack." In addition, the band will also be performing at The Whisky A Go Go, Los Angeles, 1177 Hollywood Boulevard, LA 90028, in mid-December. The Pack is comprised of keyboardist Paul Hitchcock, lead singer Premium, rhythm guitarist David Egan and baritone singer/keyboardist Doug Steinhafel. The release of "The Pack" is being handled by producer Harold LeVeen and engineer Bob DeMora, lighting designer Pamela Cooper and musical conductor/arranger Jimmy Vivino have also signed on. The producers, who wish to be known as "The Pack," are Allen Pepper, Stanley Martini, Bob DeMora and James Shelley. The recording session took place at Ardent Studios, 2617 Sunset Blvd., Los Angeles, CA 90028. For information contact Ardent Studios at (213) 666-0500. The Pack would be pleased to supply tape!!

MANHATTAN TANIA -- Manhattan Recording president Bruce Lundvall celebrates with Brazilian singer/pianist Tania Maria on her signing to Manhattan Records. Maria is currently on the recording studio and will be starting her debut album for Manhattan.

LITTLE STEVEN'S JERSEY CHRISTMAS -- Little Steven leads "La Bamba" from the Shalamar Christmas album of rock n' roll's more devoted disciples of soul, including Southside Johnny, Brian Setzer, Gary U.S. Bonds, Darlene Love, Paul Shaffer, musicians from the E Street Band and of course La Bamba. Joe Piscopo will host the show. Proceeds will benefit the "Foundation to Find and Protect New Jersey's Children," a nonprofit local organization. The show will be Sunday, December 23 in the Count Basie Theatre at the Monmouth Arts Center, 99 Main Street, Red Bank, NJ. Tickets are $10.

FEMMES BRING CLUB TO TOWN Hall -- On Friday, February 15, the Violent Femmes welcome from New Zealand The Club, to Town Hall in New York. The Maori Club, which shares an interest in ethnic and traditional music with the Femmes, will be performing in America for the first time. It released an album on WEA in New Zealand. The record was certified double platinum and contained an number one single, "Po-E," which was on the charts for eight weeks. An exhibit of Maori (the Indians of New Zealand, of Polynesian extraction) folk art is now at New York's Metropolitan Museum of Art. Femmes bassist Brian Ritchie lived with the Maoris in New Zealand and studied the local music with producer/composer Dalvaius Prime. The Femmes, which began its career skating on the streets of Milwaukee, grew to college radio's number one band in 1983 and toured England, Germany, France, Holland, Scandinavia, Australia and New Zealand in 1984. The Femmes will turn up sooner in L.A., Friday, January 18 at the Beverly Theater.

FOLK LIVES -- Boston's Symphony Hall will host a three-day festival celebrating the past, present and future of acoustic music this December 27, 28 and 29, featuring two of America's most popular recording artists, The Everly Brothers and Bob Dylan. This legendary Club 47, the Cambridge coffee house that was the center of the national folk music revival of the '60s. Performers like Joan Baez, Bob Dylan, Judy Collins and the Byrds have all made their way through the doors of Club 47. The Everly Brothers, who have a history as a vehicle for acoustic music in the '60s and is part of a concentrated effort, including specials on National Public Radio and National Public Television, a series of albums and concert tours, to continue a national Renaissance in acoustic music. On stage will be Tom Rush, The Jug Band (featuring Geoff and Maria Muldaur), Eric von Schmidt, "Spider" John Koerner, Peter Rowan, Jonathan Edwards, Bill Staines and Mimi Farina.

COMPANY NEWS -- The Talent Resource Agency has moved its headquarters to 161 W. 54th Street, Ste. 1203, New York, NY 10019, (212) 757-1216. The booking agency's roster includes the b'fae's, Abbe Bambaaba and Shang, John Cafe, Flipper, The Jim Carroll Band, Albert Collins, Koko Taylor, The Fabulous Nite Brite Son Seals, Allen Toussaint and Suzanne Vega. The company, originally an outgrowth of Singer management, is now an independent firm... Famous Music Corporation, one of the founder of the first recording companies in the United States, has had a number of successes lately. The publishing house's "Holding Out For A Hero," written by Dean Pitchford and Jim Steinman and recorded by Bonnie Tyler, is used as the theme for the new television series "Charlie's Angels," a "family oriented adventure" as the company's "H Establishing a new identity as C.C. La Ron and the Last Supper, who have recently released a new album, "Loving You." the Last Supper have also signed with Vanity/Island/Western Editions, Inc., has had a number of successes lately. The publishing house's "Holding Out For A Hero," written by Dean Pitchford and Jim Steinman and recorded by Bonnie Tyler, is used as the theme for the new television series "Charlie's Angels," a "family oriented adventure" as the company's "H.

GRAB A CAB TO CAB -- Cab Calloway, the man who brought "Minnie the Moocher," "Reefer Man" and his trademark "Presenting the Real Blues" into the public eye, set out on his way to 1985 with a lifetime of music. He has joined the Red Parrot Orchestra under the direction of Joe Cain, this New Year's Eve at The Red Parrot. Tickets are $30 per person and should be purchased in advance. The Red Parrot is located at 617 West 57th Street, New York City. And away we go... Rusty cutchin
# Top 30 Compact Discs

<table>
<thead>
<tr>
<th>Title, Artist, Label, Number, Distributor</th>
<th>Weeks On</th>
<th>12/15 Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 PURPLE RAIN PRINCE AND THE REVOLUTION (Warner Bros. 25110-2) WEA</td>
<td>15.99</td>
<td>1 15</td>
</tr>
<tr>
<td>2 BORN IN THE U.S.A. BRUCE SPRINGSTEEN (Columbia CK 38550) CBS</td>
<td>15.99</td>
<td>2 15</td>
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<tr>
<td>3 LIKE A VIRGIN MADONNA (Warner Bros. 25167-2) WEA</td>
<td>15.99</td>
<td>4 4</td>
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<tr>
<td>4 THE DARK SIDE OF THE MOON PINK FLOYD (Capitol DCP-46001) CAP</td>
<td>21.99</td>
<td>3 15</td>
</tr>
<tr>
<td>5 SHE'S SO UNUSUAL CYNDI LAUPER (Portrait RK 33050) CBS</td>
<td>15.99</td>
<td>5 15</td>
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<tr>
<td>6 HEARTBEAT CITY THE CARDS (Elektra 60296-2) WEA</td>
<td>15.99</td>
<td>5 15</td>
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<tr>
<td>7 PRIVATE DANCER TINA TURNER (Capitol DCP-46041) CAP</td>
<td>21.99</td>
<td>12 12</td>
</tr>
<tr>
<td>8 CAN'T SLOW DOWN LIONEL RICHIE (Motown 6055M) MCA</td>
<td>15.99</td>
<td>8 15</td>
</tr>
<tr>
<td>9 MADONNA (Sire 23067-2) WEA</td>
<td>15.98</td>
<td>13 7</td>
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<tr>
<td>10 CHICAGO 17 CHICAGO (Warner Bros. 25060-2) RCA</td>
<td>15.99</td>
<td>9 15</td>
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<tr>
<td>11 STOP MAKING SENSE TALKING HEADS (Sire 25186-2) WEA</td>
<td>15.99</td>
<td>12 8</td>
</tr>
<tr>
<td>12 BREAK OUT POINTER SISTERS (Planet PCD1-4705A) RCA</td>
<td>15.99</td>
<td>10 9</td>
</tr>
<tr>
<td>13 ELIMINATOR Z.Z. TOP (Warner Bros. 23774-2) WEA</td>
<td>15.99</td>
<td>14 15</td>
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<tr>
<td>14 AJA STEELY DANNY (MCA MCA37124) MCA</td>
<td>15.99</td>
<td>11 11</td>
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<tr>
<td>15 REBEL YELL BILLY IDOL (Chrysalis VK 41450) CBS</td>
<td>15.99</td>
<td>18 5</td>
</tr>
<tr>
<td>16 1984 VAN HALEN (Warner Bros. 23055-2) WEA</td>
<td>15.99</td>
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</tbody>
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# Regional Album Analysis

## National Breakouts

1. DON HENLEY
2. FRANKIE GOES TO HOLLYWOOD
3. DEEP PURPLE
4. POINTER SISTERS
5. BARRY MANILOW
6. MIDNIGHT STAR
7. JACK WAGNER
8. THE KINKS

## Baltimore/Washington

1. DON HENLEY
2. DON HENLEY
3. TWISTED SISTER
4. JACK WAGNER
5. ASHFOUR & SIMPSON
6. THE KINKS
7. TRIUMPH
8. FRANKIE ROGERS & DOLLY PARTON
9. AMADEUS
10. FRANKIE GOES TO HOLLYWOOD

## West

1. FRANKIE GOES TO HOLLYWOOD
2. DON HENLEY
3. DEEP PURPLE
4. POINTER SISTERS
5. BARRY MANILOW
6. MIDNIGHT STAR
7. JACK WAGNER
8. THE KINKS
9. TOTO
10. Kool & The Gang

## Midwest

1. DON HENLEY
2. BARRY MANILOW
3. DEEP PURPLE
4. POINTER SISTERS
5. FRANKIE ROGERS & DOLLY PARTON
6. MIDNIGHT STAR
7. JACK WAGNER
8. THE KINKS
9. TOTO
10. PHILIP BAILEY
THE SONGSTRESS IN ATLANTA — Beverly Glen Music recording artist Anita Baker, recently in Atlanta, GA, stopped by Peppermint. She is a very nice lady and a very talented singer. Pictured are (l-r): Janice Burley of M.S. Distributing promotion; Baker, and Theo Hill, store manager.

WHAT'S IN STORE

CBS MASTERWORKS NEWS — Two of CBS Masterworks recent releases are Wynyon Marsalis (trumpet) and Edna Grubernova (soprano) performing pieces by Handel, Percoll and others with the accompaniment of Raymond Leppard and the English Chamber Orchestra (M 39201). Mercury records, the performing of Mozart's piano Concerti Nos. 6 and 13, the English Chamber Orchestra again supplying the accompaniment (M 39223). Both albums display excellent performances. Marsalis and Grubernova team to show no compensation of a one-hour tape, and Porahia plays Mozart the way it should be played, simply and beautifully. Look for these and other fine record releases from CBS Masterworks.

NO STRINGS ATTACHED — Now from Van Roy Design and Development is a trumpet value cover called Pro Grip. The Pro Grip, which fastens with self-adhesive velcro, eliminates time consuming and frustrating set-up and tear-down. Made of heavy gauge black felt, it enhances the finish on trumpets while protecting the instrument from hand perspiration. Pro Grip also provides comfort for the trumpet player. For info write Van Roy D & D, 8119 Woodley Avenue, Department 20, Van Nuys, CA 91434.

CD NEWS — Compact disc packaging is getting a lot of attention these days, with the pros and cons of the different types of packaging being debated. The new prototype CD packages from Wham! Records and Ivey Hill have been at the center of the controversy because their designs could phase out the plastic cases that are currently prevalent in the business. If the CD is attractive, it may be fast-tracked, which is the case for this latest release. CD packs manufactured by Newport/Island are available in a variety of colors and a white version, as well. They come in a three-inch-wide box, which is a popular size among consumers.

NEW PACKAGING — Mid America Plastics Corp., Reseda, CA recently introduced the Clear Case, a see-thru videocassette rental box for video retail stores. Dealer's cost is as low as $5.50 each. Contact Paul Vogt at 1-800-321-5566.

IN-STORE PROMO — MCA Home Video and Video Concepts have combined efforts to create an in-store promotion that is quite unique. At the request of Video Concepts, MCA has produced a video trailer, specifically for the recording of the Jimi Hendrix, that is designed to generate buyer interest in a series of recent MCA releases, including "Max Mavin's Mindgames" and M. T. 's "Be Somebody, Or Be Somebody's Slave." Claiming to carry a "real" video tape that runs on the store's hook, the display is an attractive intro to potential buyers as it encourages customer participation. While participating in the special claim, the store audience gets a firsthand taste of Mavin's mind — to know." 

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Profile Turns Best Side To Public

(continued from page 7)

signed to another label, already rocking dance and 12-inch charts and bulleted up the R&B charts as 1984 breaks and pop also, for clearly the profile. Profile's president Cory Robbins and vice president Steve Piotnicki are Run-D.M.C., whose self-titled debut album was certified gold, with the group's president saying, "Run-D.M.C." is the only rap LP to ever be certified gold, consider these facts: "It's Like That," the group's biggest single to date sold 240,000 copies. Another Run-D.M.C tune, "Hard Times" sold 140,000. Profile also scored big with Jekyll & Hyde's "Genius Rap" and Sharon Brown's "I Specialize In Love," at 150,000 and 100,000 copies respectively, not bad for what was last year still a twice-year operation. It's no wonder, with figures like these, that Profile has moved into new offices, has taken on two new A&R people and can now secure Bruce Springsteen's art director for Run-D.M.C.

The A&R people are Freddie Bastone and Gary Pini. Bastone, currently a DJ at Manchester's Dancecity, most recently worked with Frank Zappa's Pre-public. He and Pini, who have done several remixes for various labels. Pini operated Black Suit Records. Their job will be to develop new projects for the label. Not necessarily rap projects, but good projects. Meanwhile, Profile is about to launch a new video for its bread and butter product — Run-D.M.C.

"There's more rock and roll on this album," says Robbins of "King of Rock." Run-D.M.C. has captured critical attention with their use of heavy metal-inspired guitars on their "Rock Box" single. There are four cuts with guitars, as opposed to one on the last album. There's a reggae record on it featuring Yellowman as a guest artist. The art director for the album is Andreia Klein, who was art director for the "Born In The USA" album. We have the same producers as on the first album, Aretha Franklin, who recorded "Lady Smith." Profile is even shooting for compact disc pros. Who says rap hasn't arrived? The difference is Robbins or Piotnicki would be recognized in Peoria as the chief developers of the most important trend in black music, the death of disco. Although both might seem more at home on the golf course, they are decidedly no-nonsense when it comes to support of dedication to black music. "I really like rap music a lot," says Robbins, unqualifiedly sincerely. "It is one of my favorite forms of music. Black music is my favorite kind of music." "We were both very heavily into black music," adds Piotnicki, "I'm really an old blues guy. But has always been black music of the fifties," continues Robbins, "Do-wops and R&B groups. To me, rap is an extension of fifties R&B groups that ran on the street corners. Now kids rap on the street corners, and that's how they start. And most of that stuff is independent labels also, like Atlantic, which was an R&B independent label in the fifties." But Profile, which has had more than one stab at the majors since carving their not inconceivable niche out of the market, is not looking for a major label distribution deal. "We just make too much money," says Robbins, with their current indie line-up. Although acknowledg- ing that a major label could be an advantage, he feels that Profile has already accomplished much more.

"I'd love to have the versatility of a label like Atlantic," Robbins adds, "I'd say the label I admire most that's kind of between an independent and a major is Island, because they have all kinds of music within that company. And what's we're trying to do — we're trying to build a more diversified roster. This coming year we'll be trying to do that so it won't just be R&B music, it'll be more music that we find we like. That's pretty much our A&R philosophy anyway. We put out recordings we like, we don't know what's gonna sell. We didn't know what Run- D.M.C. was gonna sell when we put it out." But since they did put it out, the band has been good to Profile, and no matter what new successes are in store for the band, their family have always been on the road. And as expected, Robbins and Piotnicki pooh-pooh any suggestion that this rap is a limited form or due a short life cycle. "It's been going on six years already," says Robbins. "And it's getting bigger," Piotnicki adds, "Every time they say it's going to go away it gets bigger. It's like the blues, and when you look at it that way, six years is a short life."
FILMUSIC

ALL IN THE FAMILY — Famous Music Publishing has been one of the most resilient companies in the industry, having begun some 50 years ago and still going strong. In fact, it may be the only one that has stayed afloat in great part because it has a long association with Paramount and that company’s great success with film soundtracks in the last few years.

The famous Marvin Cane spoke about that aspect of his company recently, “We have always had a great relationship with Paramount. We’re both part of the Entertainment and Communications division of Gulf & Western, which is like being part of a family. Music from films is terribly important to us and represents about 50 percent of our catalog."

In the past, Famous was involved with the publication of music from such Paramount films as Love Story, Romeo and Juliet and The Godfather I and II, as well TV shows from Mission: Impossible to Happy Days to Cheers, among many others. However, as Cane remarked, though those were giant successes as film scores were formerly measured, the trend towards rock music and saleable singles in films has made an incredible difference at Famous.

“Paramount has to be the forerunner of hip motion picture scores,” Cane said, “as evidenced by films like Saturday Night Fever, Grease, Fame and Footloose. Currently, Cane is most excited by the score to Beverly Hills Cop, which features songs by Patti LaBelle, Rick James, the Pointer Sisters and Glenn Frey. The film’s popular tunes, Falling in Love and First Born are also scores which have Cane optimistic. As the film’s LP shows, there is not one, but a whole series of songs on the album, as the music will still be alive.

FLYING DEAL SET — Golden Harvest, an independent production company, and PolyGram Records have joined forces to create and release a soundtrack for the upcoming Broadway film, Flying.

The score will follow such PolyGram success as Flashdance, Karate Kid and Breakin’ (with Breakin’ II forthcoming). Included in the Flying soundtrack will be eight original songs by Ollie Brown, whose recent hit “Breakin’...There’s No Stopping Us” soared up the charts and was part of the platinum LP of that film’s score.

Flying tells the story of the ups and downs of a teenage girl who faces the struggles of a broken home and turns to gymnastics as a result. The film stars Olivia D’Abo and Rita Tushingham.

KEEPING TRACK OF THE SCORES — Grammy award winning composer/producer David Foster is set to write several songs for Columbia Pictures’ film St. Elmo’s Fire, starring Rob Lowe, Ally Sheedy and Emilio Estevez. Foster has written for several films, including Night Shift, Footloose and Urban Cowboy and has been involved with several diverse projects from Chicago’s 17th album to Lionel Richie’s “Can’t Slow Down” LP to the album from Dreamgirls. Atlantic Records will release the St. Elmo’s Fire soundtrack... Singer Lene Lovich will perform an original song called “Breaking All The Rules” for the soundtrack of New World Pictures’ Tuff Turf. Singer Southside Johnny will record the title song to the same film. Bon Jovi joined the line-up of artists signed to the new Jon Bon Jovi album. The group was announced in January...

“Weird Al Yankovic” has written, arranged and performed a video version of “This Is The Life,” the title song from 20th Century Fox’s new comedy Jonny Dangerously, which stars Michael Keaton. The humorous video will be released to all music video outlets soon, while the single is available presently on Scotti Bros. Records and distributed by CBS.

LOOKING BACK — Just a glimpse at some of the soundtracks which were on Cash Box’s album charts 20 years ago this month — West Side Story, Pink Panther, Charade, Bye Bye Birdie, Lawrence Of Arabia, How The West Was Won, Unsinkable Molly Brown, From Russia With Love, Tom Jones and Mondo Cane.

Peter Berk

LOS ANGELES — Since July of this year, over 700 movie theatres in the U.S. and Canada have been offering five-minute mini-concerts in place of the cartoons and other shorts that have traditionally preceded feature presentations. Audiences are being offered an opportunity to hear the music and see the Onto, associated with the show, a week or so before the film. The Police, Van Halen and Tina Turner appearing in place of Daffy Duck. That trend continued this month with the success of the city’s Starlight Drive-In Theatre. The idea is called Concert Cinema, Music Theatre Network (MTN), a company formed by the founders of Radio and Records (R&R) music trade publication and subsidiary businesses, Robert Wilson and Robert Kapaidah. A third partner is O.J. Simpson, who handles advertising for the company. The formula, which involves extensive research of the music buying public, aided by Wilson and Kadaisan’s involvement with the music industry, decided that since they already had a feeling for the music preferences of music people, they would take that knowledge and step further and find out how these same people spent other large amounts of their leisure time. The answer was movies. "We did a study of 16 cities of active music listeners that listen to the radio at least five hours a week and buy at least one piece of product a month," said Kadaisan.

"We found out everything we could about them, what they watch on TV to whether they have a credit card or how often they eat at McDonald’s. We cataloged them into our music listening segments. In addition, we added radio and TV and based on these preferences we found out what they like to do. So we took all this information and discovered that more than half the music listeners go to the movies more than two times a month."

Wilson and Kadaisan ultimately arrived at the notion of providing these movie-going music listeners with music at the movies. In order to do this they found they had to program the music specifically to the movies. "We cannot program Barry Manilow just because the audience can hear the tunes. Likewise we can’t program Van Halen with The Killing Fields," Kadaisan remarked.

The first surprise was some of the movie theatres wanted payment (the original intention was to have theatres buy Concert Cinema as an added attraction), MTN encountered a "multi-plex mentality” that wants staff to turn-over. The theatres wanted compensation for that extra five minutes of filled seats, and so MTN was forced to devise other means of profit. Advertising seemed to be the only alternative, and MTN quickly set about out the sort of advertising that could be incorporated into its programming with a minimum of generic commercial "They must be specifically made for us — it cannot be something that’s on TV all the time or cable and they must be creative.” Consequently, a 10-second spot runs with each Concert Cinema presentation.

Concert Cinema is targeted toward the average movie-going demographic of 12 to 24, which constitutes approximately 55 percent of the population. The targets fluctuate seasonally, however, with older audiences during the Christmas season and younger, "Talking Heads, Van Halen," audiences during the summer.

(continued on page 28)

Cash Box/December 22, 1984
THE FIXX INVADES KISW — During their recent tour, MCA recording artists The Fixx stopped by Seattle’s radio station KISW to talk about their recent album “Phantoms.” (“Phantoms” (l-r)) are Joe Phillips, KISW program director; Jamie West-Oram, The Fixx; Mike West, KISW afternoon personality; Adam Woods, The Fixx; Fred Zehnder, northwest regional promotion director, MCA Records; Gary Crow, KISW afternoon personality.

AIRPLAY

YOU CAN BANK ON IT — Financial institutions have increased their use of radio advertising by approximately 1/3 in the first half of 1984, according to an analysis of figures generated by Radio Expenditure Reports. As a business category, the financial industry spent $36,792 million in radio advertising during the first half of 1984, a figure up 19.6 percent over first half 1983 expenditures of $30.730 million. Credit cards, tax services, trust management and mortgage bankers led the way with a 171.5 percent radio spending increase in the first half of this year. Insurance companies increased radio outlays 38.9 percent from $7.79 million in the first half of 1983 to $10.8 million in the first six months of 1984. Banks and savings and loan associations, traditionally heavy radio advertisers, spent 75 percent above the 1983 pace in the first half of 1984 by committing $18.3 million to radio. Today 77 percent of banks use radio as an advertising vehicle, spending an average of 16 percent of their advertising budgets in the aural medium.

DEES’ 84 FOR ‘84 — “Rick Dees Weekly Top 40” will take a special look at the year over the two consecutive weekends as Dees presents “The Top 84 of ‘84.” A two-part special edition, the show counts down the Top 84, beginning the weekend of December 28-30 and continuing the first weekend of the New Year, January 4-6. Special guests who will appear during the countdown include Cyndi Lauper, Steve Perry, Culture Club’s Boy George and Lionel Richie.

Q107 TOPS NEW YEARS — While the New Year at the White House, Q107 will be two blocks down Pennsylvania Avenue throwing a little intimate party for 50,000 people, with special entertainment from The Four Tops. Q107 and the Mayor’s Committee to Promote Washington are blocking off Pennsylvania Avenue in front of the Old Post Office (now Freer Gallery) to present Washington’s New Year’s Eve celebration. This year’s event will include, of course, the Four Tops, as well as local groups including The Slickie Boys, a popular rock ‘n roll band; jazz from Roy Ayers; Big Band from The Mike Crotty Orchestra, and comedy with Sylvia Tramore. The event will run 8 p.m. through 1 a.m. Q107 will emcee and broadcast live from the party. At the stroke of midnight, a giant “Love Stamp” will drop from the top of the Pavilion tower (this can’t be licked), as the 10 “Congress” bells in the tower ring in the new year.

WLIF AND CHARITY — Actress Sally Struthers joined WLIF-FM 102 last week to kick off the Life Around Baltimore Calendar promotion benefiting the Ronald McDonald House. The Baltimore Ronald McDonald House was built in 1982 to provide inexpensive housing for juvenile cancer patients and their families. WLIF unveiled its 1985 Life Around Baltimore Calendar featuring 14 full-color award-winning photos from the station’s summer photo contest, along with 102 suggestions on ways to enjoy life around Baltimore from FM-102.

GIVING LISTENERS A LIFE — “The LITE-FM Ski Phono,” a hotline for New York and New England ski reports supported by WLTW-FM, New York, is currently issuing daily information updates. By calling (212)382-6061, skiers can hear spokesman Tom Forman give the latest information on snow conditions, trail openings and closings and hours of operation for slopes in New York State and New England.

Multi-Platinum Awards Announced

Pal Benatar, Precious Time (Crestfield)
Black crowns, 1600000, Full of Soul (Bella/Atlantic)
Clay, Heartbreak City (Elektra)
John Cougar Mellencamp, Hud Mutt (RCA/PolyGram)
Hill Indianna, You Don’t Bring Me No Flowers (Columbia)
Earth, Wind & Fire, All ‘N All (ARC/Columbia)
Hill Indianna, You Don’t Bring Me No Flowers (Columbia)
Earth, Wind & Fire, ‘Let’s Go!’ (ARC/Columbia)
Rutledge McCaw, The Well (Warner Brothers)
Lil’ Feat, Capacity (Atlantic)
Moby Grape, Tiny People (Warner Brothers)
Fleetwood Mac, Rumours (Warner Brothers)
Edwin Starr, ‘War’ (ARC/Columbia)
Rutledge McCaw, The Well (Warner Brothers)
Earth, Wind & Fire, ‘Let’s Go!’ (ARC/Columbia)

Alligator Records Changes Distribution

LOS ANGELES — Alligator Records has announced new distribution agreements for Ohio and Michigan. Effective immediately, the entire Alligator label will be represented by Action Music Sales in those markets. Alligator was previously represented by Lakeside Marketing.

Man Curtis Dies At 73

NEW YORK — ASCAP lyricist Mann Curtis (a/k/a Manny Kurtz) died in San Francisco, California on January 6, 1984 at the age of 73. A member of ASCAP since 1936, his credits include such hits as: ”Let It Be Me,” “In A Sentimental Mood,” “Anema e Corni,” ”I’ll Go Woman, Tell Me I,” “With A Hey and a Hi and a Ho Ho Ho,” and “No, No, No.” Curtis received three ASCAP awards for “Let It Be Me,” which was named among ASCAP’s most performed country songs of the year in 1982, 1983 and 1984. His career in music spanned five decades and his chief collaborators were Vic Mizzy, Al Hoffman and Walter Kent. At the time of his death, Curtis had just completed a work on a one-hour animated cartoon special based on one of his original stories.

GOLD CHRISTMAS — Paramount Television’s Solid Gold recently threw a Christmas party for the residents of MacLaren Hall, a Los Angeles 24-hour emergency shelter for victims of child abuse and neglect. Celebrating in the festivities are (l-r): Solid Gold dancers Mark Sellers and “Cooley” Jackson, host Rick Dees and an unidentified bearded gentleman.
## MOST ADDED COUNTRY SINGLES

1. **YOU’VE GOT A GOOD LOVE COMIN’** — Lee Greenwood — MCA — 32 Adds
2. **CRAZY** — Kenny Rogers — RCA — 22 Adds
3. **HALLELUJAH, I LOVE YOU SO** — George Jones with Brenda Lee — Epic — 19 Adds
4. **BIG WOMEN** — Tony McPhee — NSD — 17 Adds
5. ** PICK UP THE PIECES JOANNE** — Max Cooley — 615 — 13 Adds

## MOST ACTIVE COUNTRY SINGLES

1. **WHY NOT ME** — The Judds — RCA — 60 Reports
2. **HOW BLUE** — Reba McEntire — MCA — 59 Reports
3. **ME AGAINST THE NIGHT** — Crystal Gayle — Warner Bros. — 58 Reports
4. **FIRE IN THE NIGHT** — Alabama — RCA — 57 Reports
5. ** THE BEST YEAR OF MY LIFE** — Eddie Rabbitt — Warner Bros. — 56 Reports

### PROGRAMMERS PICKS

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<td>You’ve Got A Good Love Comin’</td>
<td>Lee Greenwood — MCA</td>
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<tr>
<td>Kevin McGee</td>
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<tr>
<td>Skip Davis</td>
<td>WMHK/Destin</td>
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<tr>
<td>Billy Parker</td>
<td>KVOO/Tulsa</td>
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**COUNTRY RADIO**

**THUMBS UP TO WMC** — Good Ol’ Boys

**SYNDICATED SHOW INCREASES AUDIENCE** — The award winning weekly TV show, “This Week In Country Music”, has experienced rapid viewer growth in the past year. Since Oct., 1983 the show has increased the number of TV households from 46,648,000 to 60,336,000 in Oct., 1984 according to the A.C. Nielsen Television Index. This represents a 29% increase and a market coverage of 72%. "This Week In Country Music" features the nation's top ten country singles as compiled by Cash Box.

**THE COUNTRY MIKE**

**COLUMBIA LAUNCHES DIAMOND/GRAY PROMOTION** — Columbia Records has launched a radio and retail promotional effort for Mark Gray's second album, “This Ol’ Piano”. The $300,000 total promotional value of the “Diamond In The Dust” campaign will include each market giving away either a diamond, a trip to Diamondhead, Hawaii, or a diamond hunt in Cancun, Mexico. The promotion will be held in 28 selected markets including San Diego, Chicago, Tampa, Philadelphia, New York, and Austin, TX. The criteria for selection was first where elements of the contest could be corresponded with retail merchants and second where the retail market could support and compliment the increased radio exposure. Coverage is being provided by radio while retailers are giving priority placement to Mark Gray point-of-purchase material. Weisfields and Robinsons jewelers plus Continental, American, and Mexican Airlines are providing the link tying the multi-merchant promotion together.

**WMC/GRAY RECEIVES CUSTOMIZED HOLIDAY AIR PACKAGE** — Artist Karen Taylor-Gray is providing radio stations nationwide with a unique gift for the Christmas holidays. Taylor-Gray has recorded over 185 customized station IDs entitled "The Sights and Sounds of December". This 52 second spot is a simple message of goodwill and cheer performed acapella with a 12 voice accompaniment. Two versions were recorded, one with the customized message and the other with room for the station to fill in its own copy.

**THE WEEK IN COUNTRY MUSIC**

**MULLINS BROTHERS (Door Knob DK)**

**MULLEN BROTHERS** (Door Knob DK 84-226)

**Turn Down Night** (3:16) (Par-Bar—ASCAP) (R. Mullins) (Producer: The Mullins Brothers)

The Mullins Brothers make their debut on Door Knob Records with a top-notch country tune, “Turn Down Night,” written by brother Randall. The easy tempo song rings of slow dancing round a dance floor as a rich, rhythm lead vocal croons of getting the run around on love. The clever lyrics along with a tight production and solid instrumentation all make for fine debut from the Ohio group.

**NEW AND DEVELOPING**

**Betty Caron** is coming back around to you with a great new record

**“Back Around To Me”**

Natl. Promotion by Joe Carroll Bob Wills Ann J. Morton

Produced by Lathan Hudson Dist. by Fischer & Lucas 615-329-2278

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**SINGLES REVIEWS OUT OF THE BOX**

**JANIE FRICKE** (Columbia 38-04731)

**The First Word In Memory Is Me** (3:31)

(irving/Love Wheel—BMI) (P. Rose, M. A. Kennedy, F. Brunch) (Producer: Bob Montgomery)

A soft guitar picking leads Frickie into this tender country tune, “The First Word In Memory Is Me,” which is the second single release from her Top 20 LP of the same title. With her rich voice reeling in emotion, she sings that a new love couldn’t take her place as lovely background vocals and a lush arrangement build with her into the heartbreaking conclusion that someone one has indeed replaced her and she is now just a memory. Should be a strong hit.

**JOHNNY LEE** (Warner Bros. 7-29110)


**JOHN SCHNEIDER** (MCA-52910)


**THE EVERLY BROTHERS** (Mercury 880 423-7)

**The First In Line** (2:59) ( Irving—BMI) (P. Kennerley) (Producer: Dave Edumonds)

**DARRYL CLANTON** (Warner Bros. 7-29185)

**I Forgot That I Don’t Live Here Anymore** (2:59) (Tree/O’Lyric—BMI) (C. Waters, M. Garvin, T. Shapiro) (Producer: Charles E. Howard)

**RHONDA JONES** (Epic 34-04739)

**Smokin’** (2:30) (Chappell/Chriswald/Hopi Sound/MCA—ASCAP) (C. Black, A. Roberts) (Producer: Jim Williamson, Tony Migliore)

**J. C. CUMMINGS** (Viva 7-29108)

**Settin’ The Night On Fire** (2:45) (Senor/Cibie/Welbeck—ASCAP) (J. C. Cummings) (Producer: Snuff Garrett, Steve Dorff)

**WENDEL ADKINS** (Delux DE 1001)

**Don’t Talk To Me** (2:59) (Almo—ASCAP) (M. Jupp) (Producer: Charlie Fields)

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**FL 542**
FEATURE PICKS

THE COMPLETE SAVOY RECORDINGS — "Little Esther" Phillips — Savoy Jazz SACD (JC0116-18). The issue price was $199.50.

Every side that Esther Phillips waxed for Savoy — including six that have never been issued and five that have never appeared on LP — on a double-album chock-full of such early R&B-goodies as "Cupid's Booze," "You Can Bet Your Life Do," and "Oo Papa Do" with the Johnny Otis orchestra at full tilt. The late songbird surely would have liked it.

ART PEPPER QUARTET — Art Pepper — Galaxy GXY-5151 — Producers: Ed Michel, Laurie Pepper — List: 8.90 — Bar Coded

Altoist Pepper was playing like nobody's business before he died — impassioned, world-wide blowing that encompassed styles from swing to avant-garde and rarely struck a false note. This live LP from L.A.'s Malam’s place is a little rough around the edges, but it captures Pepper and his fine band (George Cables, David Williams, Carl Burnett) in a typically swinging mood.

I AM A SINGER — Billy Eckstine — Kimbo KIM 2459 — Producers: Angelo DiPippo, Ben Rizzio — List: 8.98

"He's telling us! After 40 years in the business, Mr. B.'s creamy bass/baritone and dreamland vibrato are still very much in evidence — they don't sound affected by time at all. With romantic singing once again in vogue, it's good to hear that the master is still on the beam, his "As Time Goes By" will melt your heart. Good Angel of Demolitions arrangements, too.

STRAIGHT FROM THE SOURCE — Peto Minger — Spinster SP 0004 — Producer: Calendar Records — List: 8.90

Basie Minger has a warm sound on trumpet and flugelhorn, and he's a fine, swingin' improviser. He can purr and he can bite. Here he leads a polished rhythm section (Gus Catalina, Keter Betts, Bobbritt) through a toe-tapping collection of standards, including a wonderful airy workout on Benny Carter's "When Lights Are Low."
I LOVE A PARADE — It's closing in on "Parade Day" — "Laos Nawls Parade of Stars" day that is, and this week's show is shaping up as one of the strongest yet. Among those scheduled to appear on the December 29 nationally televised telethon from noon to midnight are singers Donna Summer, Lakeside, Evelyn "Champagne" King, Kathy and the Coconuts, Alphonso Robinson, Sammy Davis, Jr., and Mickey Gilley, comedians Bill Cosby, Norm Crosby and Tom Dreesen; magician Harry Blackstone, Jr., and actors Billy Dee Williams, Cicely Tyson, Mr. T and Ned Beatty. Richard Roebling will emcee the show with Charo, and Ed McMahon will man the tote board. Dick Clark Productions has been signed to produce the event. In all, more than 50 nationally prominent entertainers have confirmed appearances on the show. The telethon, which was the first national telethon to benefit education, is also the first national telethon ever aired by a black organization, the United Negro College Fund. The Fund helps support 42 private, historically black institutions and some 45,000 students enrolled at these schools. College Fund institutes have educat ed such outstanding alumni as Tyne Douglas, Lionel Richie, Mayers and Young and Ernest Moral and Pulitzer Prize-winning author Alice Walker.

In a related pre-telethon event, the "Parade of Stars" in conjunction with the New York Negro Business and Professional Women's Club was set to host a gala fundraising event at South Oxford Tennis Club Sunday night.

In related news, Motown has released four new compilation albums offering extended dance versions of recent hits. Beginning this month, JCL plans an extensive seven-figure promotional campaign, using national television, targeted to its optimum market. It will use national cable buys, selective networking and local spots on dance and music-oriented radio programs.


With these releases Jeito, a disc and video production, marketing and distribution firm, moves into full production. The firm, headquartered in Hollywood, is in the process of expanding beyond its original midline base. All JCL music products will be marketed and distributed primarily through rack jobbers and music retailers.

NORTY PARTEYS HEARTY — Norby Walters Associates, the largest booking agency for black artists, played host to some 2,000 well-wishers who jammed New York's Visage for a holiday bash recently. Besides celebrity partners Ben Vereen, Rick James, Rodney Dangerfield, Dave Winfield, Patti LaBelle, Phyllis Hyman, Roberta Flack and Henry Youngman, the agency's own Sherry Lee Walsh (Dreamgirls) performed some new material which filled the club's considerable dance floor. Billed as "New York's Favorite Party," the event, at one of New York's newest and most fashionable spots, lived up to its advance billing — rusty cutchin
**KEEF FOR SADNESS — Executives of Epic/Parlophone/Associated Labels flew to London for the concluding dates of Sade's successful European tour and met the Portrait artist backstage at the Hammersmith Odeon. Pictured from left are LaVerné Perry, EPIA's manager, east coast publicity; Scott Polski, associate director, product management; T.C. Thompson, vice president, national black promotion; Sade, Frank Rand, vice president, east coast, national A&R; Sue Sawyer, associate director, west coast publicity; Susan Blond, vice president, publicity; Bob Feininger, director, east coast A&R.

**ARGENTINA**

BUENOS AIRES — After several weeks of negotiations, Interdisc and EMI renewed the distribution to Mexico, reuniting the latter markets the product recorded and promoted by the label headed by Ruben Aprile, who told Cash Box that he feels very satisfied with the new possibilities opened by the sales structure to be developed and the resources to be applied to the distribution of Cash Box that releases. Interdisc's newest venture is the recently recorded (in New York) album by Alejandro Lerma, whose first two CBS (which sold in excess of 240,000 units during the past year) have also been bought. April plans to ink several top-notch artists in the near future, and devote his efforts to the A&R phase of business.

PolyGram promotion & marketing man Mark Raine is now in charge of Cash Box's promotion in the company's captured 27% of the market during October, according to the official figures recently released by the Chamber of Record Producers, and has plans for ad & promotion campaigns for several albums in the near future, covering the entire country. Among the latest releases is a new LP by Mercedes Sosa, another one by top melodic star Sergio Legnani, and a compilation of his tagged "Estudio Philips" after the successful TV program on ATC.

Distribuidora Belgrano Norte is issuing the new LP by Charly Garcia, one of the top names in the local rock scene, under the SG label, produced by Daniel Grim- lock, who works from the distribution company headed by Vicente Juarez Amorosa. DBN has also signed a distribution agreement with Mordisco, the band headed by Alberto Gonzalez. The latest releases have been rock groups Autobus and Los Enanitos Verdes.

Sicamecra is selling very well the new album by Jose Luis Perales, "Amo- ciendo en ti," and the second LP by Daniela Romo, both have been recent visitors to Argentina and the Mexican chanteuse has established herself as a firm name in the melodic female field, while Perales performed at the Opera Theatre four days and received two double Platinum albums (representing, 120,000 units each) for the sales of his previous efforts.

RCA is planning a big campaign to launch its releases of the Ariola, Columbia Espanola, Motown and Aristas labels, starting January 1. Marketing director Mario Lopez told Cash Box that these repertories will be helpful in the expansion plans of the company, since they feature several well established artists. Nestor Kohlhuber, who was previously promotion manager at Microfon and lately has been in the advertising department, has been appointed label manager for Ariola.

CBS has launched a strong campaign in behalf of the "Victoria" LP, recorded by the Jackson brothers. Since "Thriller" sold more than 550,000 units here, it is expected that the most recent waxing of Michael and his brothers may be well received by the market. On the local side, there will be a strong backing for "The Duckling," the new album cut by Nacha Guevara.

**ITALY**

MILAN — Sandro Coppola announced the signing of a new distribution agreement with Dischi Ricordi, concerning his company's catalogue and Dieta previously distributed by WEA Italia. Coppola recently also bought the recording and music publishing catalog of Sidet.

Graham Johnson resigned from his post of international manager at Ariston to create his own company, Greenline which will operate also in the music publishing and the import-export fields. Johnson announced the signing of license agreements for the Italian market with labels like Sugarhill, Chess and All Platinum.

Claudio Gobbi is the new marketing manager at Durium: he will be coordinator of the A&R and promotion departments.

Tania Sachs resigned from her position of press and promotion responsible at Panoramco: she will be replaced by Stefania Catani under the supervision of Fabrizio La Rosa... Roberto Passato, who has been named A&R head at Ariston, formerly he was responsible for the promotion of the same label.

EBA, the new Association of Music Publishers in Italy besides Aiedam and DGI (Italian section of the official list of its members: Allione, Atlas, Belner, Carisch, spa, Chappell, Come il Vento, C.P. Music, Créatil, DDD, Formenta, Fortissimo, Fox, Francis Day, Getar, Intermedia, Intingles, Los Copains, Peer, Screen Gems, South- ern, Televis and Voce del Padrone.

marco de luigi

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**INTERNATIONAL BESTSELLERS**

**ARGENTINA**

**TOP TEN 45s**

1. El Peccador Original — Inxs — PolyGram
2. Ahora Ti Vuelvo — Pampita — CBS
3. Tentacion — Jose Luis Perales — Music Hall
4. La Noche Y Tu — Steena Easty/Dingoyo — EMI
5. Palabras — Hugo del Rio — EMI
6. De Profecia — Tu Amante — Julio Sandelegi — EMI
7. Self Control — Laura Bragian — WEA
8. Amor Denver — Silvieron/Andrea del Boca — Music Hall
9. Prolibido — Dario Rome — Music Hall
10. TOP TEN LPs

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**UNITED KINGDOM**

**TOP TEN 45s**

1. The Power of Love — Frankie Goes To Hollywood — ZTT
2. She Loves You — booze Blirtter — Sim Diamond — A&M
4. The Riddler — Nik Kershaw — MCA
5. I Feel For You — Chaka Khan — Warner Bros.
6. Teenagers — Shakin' Stevens — EPIC
7. Hard Habit To Break — Chicago — Full Moon
8. Louise — The Human League — Virgin
9. Won't You Come Home — Gandluist — Chrysalis
10. Let It All Blow — Dazz Band — Motown

**TOP TEN LPs**

1. Make It Big — Wham! — Epic
2. The Hits Album — Various Artists — CBS/WEA
3. Hair of Gold — Phil Collins — RCA
4. Welcome To The Pleasuredome — Frankie Goes To Hollywood — PolyGram
6. The Collection — Ultravox — Chrysalis
8. Exit/Stage Right — Scorpions — Atlantic
9. Hat Full Of Hollow — The Smiths — Rough Trade
10. Arena — Duran Duran — EMI

**ITALY**

**TOP TEN LPs**

1. Just Called To Say I Love You — Stevie Wonder — Ricordi
2. Cancils Wham — George Michael — CBS/Epic
4. Love Salvation — Allison Moyet — CBS
5. Forever Young — Alpaville — EMI
6. The War Song — Culture Club — Virgin
7. The Wild Boys — Duran Duran — EMI
8. All Of You — Diana Ross/Jill Eglesius — CBS
9. Ci Vorrrebbe Un Amore — Antonello Venditti — Heinz Music
10. People From Ibiza — Sandy Morton — PolyGram/Mirta
production and sandpaperly horns; that's the feel of it.) For a band whose two releases have largely gone unnoticed, its set of philosophical musings garnered an impressive response. It was a little much like being in a time warp, but it worked well in preparation for what was to come.

robin j. schwartz

BEVERLY THEATRE, LOS ANGELES — A rude audience and minor PA problems were not enough to derail the show with Bruce Cockburn from delivering a trademark set of well-crafted songs here recently.

The Canadian-born guitarist/singer/composer led his band through muscular Stealing Fire Live LP. The heavier, amplified sound of his new, socially aware material took his older audience by surprise. But Cockburn redeemed himself with a good-natured stage delivery and a charming acoustic offering of "Wondering Where The Lions Are".

The singer was ably supported by a four-piece band featuring Hugh Marsden on keyboards, Chip Sharpe (percussion), Mike Poulliot (drums) and Fergus March (stick/bass). There was an apparent deficiency of energy and a sameness to the dynamic of the show from the most, over by moments of brilliance. The real measure of Cockburn's artistry is in the lionhearted force of his lyrics. Few, if any, of Canada's native sons surpass Cockburn for power of the word that he brings to the surface to capture the subtleties of human experience that shape the landscape of human relationships, be they personal or political. Cockburn's fierce and realistic appraisal of the 20th century anxieties is guided by an optimism that is at once authentic and truly spiritual. "You've got to kick at the darkness 'til it bleeds daylight" pleads Cockburn in his current single, "Lovers In A Dangerous Time," and with artists of his sensibilities kicking away at the darkness the light will surely begin to shine.

Much of the evening centered around songs inspired by Cockburn's 1974 trip to Nicaragua. He has since become something of a political activist and his deep-reaching sentiments are powerful voice in his music. The audience was a second again as Cockburn, a self-proclaimed "internationalist," had trouble bringing his "born again" disciples into the realities of world strife and social unrest. However, by the end of the show, Cockburn's self-effacing and genuine persona won over even the most strident fundamentalist and earned the performance standing ovations from the audience.

Highlights of the concert included "Dust and Diesel" from the current LP with its driving rhythms and Fergus March, a reworking of "Joy Will Find A Way" to end the show, and a tender version of "Lord Of The Starfields" for the first encore.

steve padgett

THE RITZ, NEW YORK — From his days as founder of The Babys to his present career as a compelling solo artist, John Waite, who made his name as a rocker, has been a major force on the pop charts. The demands of a grueling tour schedule are bound to take their toll on the band members, but they don't show the strain with the finesse this EMI artist showed at his recent Ritz performance. The signs of fatigue were there — in a more ragged edge to his singing, less oomp to his presence — but Waite's raw power and gutsy emotion transcended that to take command of the packed house. The sold-out show, which included the spincering of a backup band who are regulars with themselves (Alan Childs on drums, Tommy Mandel on keyboards, and ex-Bowie sidemen Earl Slick and Carmine Rojas, respectively, on guitar and bass) it made for a rousing evening.

It was a Tuesday. But the opener "Saturday Night" kicked in with a raucous energy that could've convinced you it was Saturday night. Dreamtime/She's Cool took the audience on a tour of regions unknown, care of a netherworldly guitar line, hard-driving drum thrusts and Waite's gritty vocals. And the impassioned "Euroschild," with its apocalyptic tonal malange, was a veritable frenzy of sound and fury — especially in the closing instrumental, when the band really cracked down and showed their talents.

But it wasn't all storm and drang; the show had its moments of playfulness and humor too. Tommy Mandel sported a fuzzy pink wig for half the set; Alan Childs sported a clown mask and a new outfit; Rojas lofted deceptively against the drum riser in poses that contrasted with his normal bashfulness. Waite, the usual, but now factory-fresh audience, and conducted a call-and-response with the crowd that got lots of response. You could tell these guys knew how to a party, even in the midst of their seriousness.

The set was comprised mostly of cuts from Waite, including the single "Tears" and last summer's practical anthem "Missing You" (which they played an impressive intro of jazz esoterica). From the "Ignition" LP there was "Wild Life" (not to be confused with Bananarama's recent tune of the same name), the hit single "Eyes Of Change." And there were two surprises: "Midnight Rendezvous" — a throwback to Waite's days as a "brat pack" choice — and "It's A Beautiful World" — another side of Waite's urban love warmes this time (for which they played an inspired instrumental). Throughout the evening, Waite held court — not as a aloof ruler, but as an energetic performer dedicated to pleasing his audience. If the Judges were a little frazzled, it didn't seem to matter to the crowd; they were with him all the way.

robin j. schwartz

FAST FRIENDS — When Face To Face composer for Poison's recent, Richard and singer Laurie Sargent apparently impressed Cyndi Lauper. As a result, at Chicago's Polkar Creek, Sargent was in on a new album, heavily-sung "Girls Just Want To Have Fun."
Rudolph Creates A&R Records

(continued from page 3)

wealth of experience and knowledge to Rudolph about all facets of the industry. Working closely with Rippert also helped Rudolph to develop a better understanding of vocalists. "I have a great rapport with vocalists, having spent so much time with them. One of my strengths is an ability to get the most out of artists in the recording studio. Every artist is different, and while there is a common basic approach to producing organizationally, I've found light years of difference between each project. You have to create an environment that's going to be a catalyst for an artist to get the most out of them creatively."

When asked about his accomplishments to date, Rudolph responded, "It's hard to go to school to learn how to do this, it's more of a hands-on proposition. Therefore, every opportunity I've had to be in the studio has been great, because I've always learned something from it and felt that I've accomplished something also. Of course, I'm really proud of all of Minnie's albums and I've worked on, I was greatly pleased also with the album I did with Teena Marie ("Lady T") onMotown which I feel was a springboard for her. She and I became great friends and I've found her to be an incredibly creative person."

"Fight now," Rudolph continued, "I'm working on a phenomenal project with Michael Sembello which is his first album for A&M, and it's turned out to be one of the favorite things I've done. He and Sembello also produced three songs for New Edition's next album, and Rudolph adds, "in fact, a great admirer of Sembello's, stating, "The extent of Michael's musical talents is immense." In addition, Rudolph recently went on a "working vacation" to work with Andy Summers of the Police and Tony

Humor


Azimuth Aims For Int'l Success

(continued from page 10)

would love to record with Wayne Shorter and Sonny Rollins and do an album with Brian Blade and my partner, "I'll be on the track "The Textile Factory." Another group with whom Azimuth would like to record, which will come as a surprise to many, is Journey; they met when they were using the same studios in the U.S.

In March of 1985 Azimuth will be flying to London (it will have a date in London, a place we had never heard of). We turned up expecting to play a club date as second on the bill to David Sanborn and discovered a crowd of 35,000 people, many of whom seemed to have turned up just to see Azimuth. Now how does anybody in Palm Beach get to know about Azimuth?"

Asked if the group not speaking English could manage their changing its live dates in the U.S., Bertram smiles and notes: "After a couple of Scottches you would be amazed how fluent one's English becomes!"

Concert Cinema Comes To Theatres

(continued from page 15)

The latest development is a weekend- only engagement of the British film "A" at late-night weekend cult movies shown at many theatres. Meanwhile, Concert Cinema's "A" poster may show audiences of its own. Kadashan reports instances where ticket buyers were required to pay an extra opening fee for the movie before deciding which one to see. "They'll ask, 'what theatre has Tina Turner or Mavis Stedman,' and that's how the movie they'll go see."

Assembled In Toto — Columbia Records hosted a listening party for Toto in honor of the release of the band's fifth LP on the label, entitled "Isolation." Toasting the release (from left) are Fergie Frederiksen, Toto, Ron Oberman, vice president, Columbia Records; Dave Henschen, A&R, Columbia Records; Steve Lukather, Steve Porcaro, David Paich and Jeff Porcaro, Toto.
AROUND THE ROUTE

by Camille Compasio

CHICAGO — Ralph Lally, president and publisher of Playmeter Magazine, was killed in an auto accident on Monday night, December 10. The accident occurred less than three blocks from the Playmeter office in New Orleans and the driver of the auto, Karen Gray, who is the magazine's advertising manager, suffered minor injuries. Lally, 38, was killed instantly. Ironically, he had just completed deadline on the magazine’s 10th anniversary edition and a few days earlier had celebrated his 38th birthday.

Since its inception, Playmeter had developed into one of the industry’s leading trade publications under Lally’s leadership. News of his death came as a shock to the entire trade.

Private funeral services were held on Wednesday, December 12. Lally is survived by his wife, Carol; two children, Carol Ann, 14 and Leslie 9; his mother, Mildred; two sisters, Millie and Pam and a brother, Jack. His wife, Carol, requested that in lieu of flowers, donations be made to the American Kidney Fund, 7315 Wisconsin Ave., Suite 203E, Bethesda, Maryland 20814.

Premier At Threshold Of Production

CHICAGO — As previously announced Premier Technology Company purchased from Mylar Electronics Inc. certain equipment and parts of its discontinued pinball product line (Gottlieb) when Mylar discontinued operations in Northlake, Illinois (Cash Box, 11/3/84).

Premier, a newly established firm, subsequently hosted an exhibit and displayed product at the recent AMOA convention in Chicago and recently moved into new facilities in suburban Bensenville, Illinois. According to Gil Pollock, a company official, the move is basically completed except for some last-minute final touches.

“We are pleased to announce that we will be shipping product the week of December 17 and that we will be able to provide our distributors with parts orders the week of December 16,” said Pollock. It was noted that the majority of geographic areas have appointed authorized distributors, with only a few areas remaining to be finalized.

“Premier is very fortunate in receiving excellent support from distribution in the form of firm orders,” Pollack concluded. “This enables us to start up production with very nice opening orders on "Touchdown" and "El Dorado." These are both pinball machines. Operators desiring further information regarding parts or availability of equipment may contact Premier Technology Co. at 759 Industrial Drive in Bensenville, Illinois 60106 or phone the new company at 312-350-0400.
MANUFACTURERS' EQUIPMENT

A compilation of music and games equipment (new and used) with approximate production dates included in most cases.

BALLY MACHINE

Bally Grand Slam (4/83)
Goldball (10/82)
X's and O's (1/84)
Kings of Steel

GOTTLEIB (see MYLSTAR)

GAME PLAN

Sharp Shooter II (10/83)
Attila The Hun (2/84)

MYLSTAR

Q*bert's Quest (2/83)
Super Orbit (4/83)
Royal Flush Deluxe (4/83)
Amazon Hunt (5/83)
Rack 'Em Up (7/83)
Ready, Aim, Fire (8/83)
Jack's To Open (11/83)
Alien Star (4/84)
The Games (5/84)
Touchdown (8/84)

WILLIAMS

Defender (2/83)
Warlock (2/83)
Joust, 2 pl. (5/83)
Time Fantasy (4/83)
Firepower II (8/83)
Laser Cue (4/84)
Pennant Fever (6/84)
Starlight (9/84)
Space Shuttle (11/84)

ZACCARIA/BHUZAC

Soccer King
Pinball Champ (5/83)
Time Machine (8/83)
Farfalla (10/83)
Dnvr Riders (6/84)

VIDEO GAMES (upright)

ATARI

Crystal Castles (6/83)
Star Wars (7/83)
Firebox, laserdisc (1/84)
Major Havoc (1/84)
TX-1 (3/84)
1, Robot (6/84)
Return Of The Jedi (9/84)

BALLY/MIDWAY

Bump 'N Jump (2/83)
Journey (4/83)
Mappy (6/83)
Discs of Tron (9/83)
Granny & The Gaucho (10/83)
Astrom Ball, laserdisc (10/83)
NFL Football (12/83)
Spy Hunter (1/84)
Tapper (2/84)
Galaxy Ranger Laser (3/84)
Up 'N Down (4/84)
Two Tigers (7/84)
Big Bat — elec. mech. (6/84)

BALLY SENTE

Chicken Shift (11/84)
Goofie Ghost (11/84)
Hat Trick (11/84)
Off-The-Wall (11/84)
Sente Arcade Computer (SAC)
Snacks 'N Jaxson (9/84)
Snakepit (12/84)
Stocker (12/84)
Trivial Pursuit (12/84)

BHUZAC INTL

Love Meter (5/83)

CENTURI

Gyruss (5/83)
Konami/Centuri Hyper Sports (5/84)
Konami/Centuri Track & Field (11/83)

CINEMATRONICS

Cosmic Chasm (4/83)
Dragon's Lair, laserdisc (7/83)
Space Ace, laserdisc (4/84)

COMPUTER KINETICS

Super Monty Carlo, c.t. (10/83)
You Pick It II, c.t. (1/84)

DATA EAST

Destiny, Non-Video Game (9/83)
Bega's Battle, Laserdisc (9/83)
Karate Champ (9/84)
Tag Team Wrestling (3/84)
Boomer Rang 'R (4/84)
Cobra Command (6/84)

EXIDY

Fax (5/83)
Crossbow (11/83)
Max A Flex (5/84)
Cheyenne (9/84)

FUNAI/ESP

Interstellar Laser (1/84)

GOTTLEIB (see MYLSTAR)

GARCHA/BHUZAC

Soccer King
Pinball Champ (5/83)
Time Machine (8/83)
Farfalla (10/83)
Dnvr Riders (6/84)

INTERLOGIC, INC.

ROC 'N Rope (6/83)

MYLSTAR

Mad Planets (3/83)
Krull (5/83)
Juno First (7/83)
M.A.C.H. 3, Laserdisc (10/83)
Three Stooges (6/84)

NICHIBUTSU USA

Selector (6/84)
Tube Panic (11/84)
Country Girl (9/84)
Roller Jammer (3/85)

NINTENDO

Mario Bros. (8/83)
Donkey Kong II (11/83)
Punch Out (3/84)
VS. Baseball (6/84)
VS. Golf (9/84)
VS. Pinball (9/84)
VS. Tennis (3/84)

SEGAS/GREMLIN

Star Trek (2/83)
Star Trek, cockpit (2/83)
Champion Baseball (6/83)

SIGMA ENTERPRISES

Stinger (12/83)

STERN

Lost Tomb (2/83)
Bag Man (2/83)
Mazer Blazer (3/83)
Cliff Hanger, Laserdisc (9/83)
Goin To Go, Laserdisc (1/84)
Great Guns (1/84)
Super Bagman (5/84)

TAITO AMERICA

Zoo Keeper (4/83)
Basketball Action (7/83)
Change Lanes (7/83)
Ice Cold Beer (11/83)
The 'I'm Star (3/84)
Zeke's Peak (3/84)
10-Yard Fight (4/84)

TECHSTAR

Spirit Casino, c.t. (12/83)

WILLIAMS

Sinistar (3/83)
Sinistar, Cockpit (3/83)
Bubbles (3/83)
Bubble Mini-Uphill (3/83)
Motorace USA (7/83)
Blaster (10/83)
Star Rider, Laserdisc (11/83)
Turkey Shoot (6/84)

ZACCARIA/BHUZAC

Money Money (7/83)
Jackrabbit (2/84)
Shootout Gallery (8/84)

COCKTAIL TABLES

AMSTAR

Phoenix

ATARI

Dig Dug (4/82)

BALLY/MIDWAY

Tron (8/82)
Solar Fox (6/82)
Blueprint (11/82)

CENTURI

Gyruss: (5/83)
Konami/Centuri Circus Charlie (3/84)
Konami/Centuri Track & Field (11/83)

EXIDY

Fax (10/83)

GOTTLEIB (see MYLSTAR)

MYLSTAR

Q*bert (6/83)

SEGA/GREMLIN

Pengo (1/83)
Champion (6/83)

WILLIAMS

Bubbles (3/83)
Motorace USA (7/83)

PHONOGRAPH

Lowen-NSM Consul Classic
Lowen-NSM Prestige ES-2
Lowen-NSM 240-1
Lowen-NSM Satellite 200

POOL, SHUFFLE, TABLE GAMES, ETC.

Bally Midway, 10 Pin Deluxe shuffle alley (4/84)
Coin Computer, V-Back Shuttleboard
Irving Kaye Silver Shadow
Irving Kaye Lion's Head
Dynamo Big D Pool Table (9/83)
Dynamo Soccer Table
Exidy Whirly Bucket (11/82)
Exidy Tidal Wave (10/83)
G.T.I., V-Back Shuttleboard
I.C.E., Chexx
I.C.E., Fire Escape
TS Tournament Eight Ball
U.B.I. Bronco
Valley Tiger Cat Bumper Pool (6/82)
Valley Cougar Cheesehead (9/83)
Valley Cougar Cheyenne "New Yorker" (6/84)
Williams Big Strike Shuffle Alley
Williams Triple Strike Shuffle Alley (11/83)

CONVERSION KITS

(including interchangeable games & enhancement kits)
Atari Pole Position II (11/83)
Atari, Cloak & Dagger (2/84)
Atari, Crystal Castles (3/84)
Atari, Major Havoc (3/84)
Atari, Millipede (3/84)
Bally Midway, Pac-Man Plus (12/82)
Bally Midway, Jr. Pac-Man (12/83)
Centuri, Gutzler
Centuri, Circus Charlie
Centuri, Hyper Sports
Cinematronics, Brix (1/83)
Computer Kinetics, You-Pick-It
Intrepid Marketing, Encore Retro-Kit (1/83)
Data East, Burger Time
Data East, Dump 'N Jump (3/83)
Data East, Multi Conversion Kit
Data East, Cluster Buster (7/83)
Data East, Pro Bowling (7/83)
Data East, Pro Soccer (9/83)
Data East, Boomerang (4/84)
Exidy Hardhat (2/82)
Exidy Pepper II (6/82)
Exidy Retriff
Exidy, Boulder Dash
Exidy, Flop & Flip
Exidy, Astro Chase
Exidy, Bristles
Konami, Gyruss
Konami, Time Pilot
Konami, Time Pilot '84
MyStar/Gottlieb, Royal Flush Deluxe (5/83)
Interlogic Roc 'N Rope (6/83)
Nichibutsu, Rug Rats (3/83)
Nichibutsu, Radical Radial (10/83)
Nichibutsu, Skelagon (10/83)
Sega, Tec/Scan (9/83)
Sega, Monster Bash (11/82)
Sega, Super Zaxxon (1/83)
Steros, Lost Tomb (2/83)
Steros, Pop Flamer (3/83)
Steros, Pop Flamers (3/83)
Steros, Super Draw (7/83)
Steros, Fast Draw (7/83)
Steros, Goal To Go (1/84)
Taito America, Elevator Action (7/83)
Taito America, Exerion
Taito America, Pit 'N Run (6/84)
Taito America, Tin Star (3/84)
Taito America, Zooker (10/83)
Universal, Lady Bug
Universal, Mr. Do Universal, Mr. Do's Castle (11/83)
Williams, Mystic Marathon
Williams, Blaster
EW&F vocalist Philip Bailey heads for new heights with “Easy Lover”—the smash single from his second solo album, “Chinese Wall.”

Produced by friend and collaborator, Phil Collins, the new album features the incredible Philip & Phil duet plus lots of other hit material, including “Children Of The Ghetto” and the haunting title track, “Walking On The Chinese Wall.”

Philip Bailey, “Chinese Wall.”
Monumental new music featuring the hit duet with Phil Collins, “Easy Lover.”
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