USA FOR AFRICA DISBURSES FUNDS
RIAA RESPONDS TO 'EXPLICIT LYRICS' OUTCRY
GUEST EDITORIAL: DAIN ERIC
BEHIND THE BULLETS: METAL ACTS TAKE OVER
On September 10, 1977, Cash Box introduced the unique weekly feature, New Faces To Watch. Debating acts are universally considered the life blood of the recording industry, and over the last seven years Cash Box has been first to spotlight new and developing artists, many of whom have gone on to chart topping successes.

Having chronicled the development of new talent these seven years, it gives us great pleasure to celebrate their success with our seventh annual New Faces To Watch Supplement. We will again honor those artists who have rewarded the faith, energy, commitment and vision of their labels this past year. The supplement’s layout will be in easy reference pull-out form, making it a year-round historical guide for the industry. It will contain select, original profiles as well as an updated summary including chart histories, gold and platinum achievements, grammy awards, and revised up-to-date biographies.

We know you will want to participate in this tribute, showing both where we have been and where we are going as an industry. The New Faces To Watch Supplement will be included in the August 31st issue of Cash Box, on sale August 22nd. The advertising deadline is August 22nd.

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GUEST EDITORIAL

Getting The Most From Video Music

By Dain Eric

Are music videos promotional items or programming that should be charged for? If all record companies follow the CBS lead, how many shows will remain on the air? Are the record companies about to cut off their noses to spite their face? The record company attitude seems to be that we’re in the video business because we have to, not because we want to. And yet, if record companies start looking at ways to make money from video on the retail level instead of from T.V. video outlets, they just might find that they have two profitable industries instead of one.

With VCR sales expected to continue at a feverish pace and stereo finally making an impact in the T.V. marketplace, the long form home video cassette market can only continue to grow. It seems the public is receptive to quality long forms at a retail price of $29.95. Michael Jackson’s Thriller video, or Lionel Richie, with sales in excess of 120,000 units show that there are profits to be made in this market as well as the pre-recorded music industry. The record companies should continue to use the video clip as the promotional item it is, just as the 45 singles continue to work with radio. Use the video clip for promotion to sell long form home video as well as records, and syndicate the long form to Broadcast TV — which constitutes a legitimate piece of programming.

With more and more independent UHF stations going on the air all over the country, the record companies have a unique opportunity to create a new industry as well as a new medium for selling their product both record and video. Many of these stations will air with new polarized antennas and stereo sound making them competitive with VHF stations. Also, don’t expect massive changes if the “must carry” rule is not upheld. A large percentage of cable operators will opt to continue to carry most VHF signals in their market or risk losing yet more subscribers. Many cable subscribers carry cable because it improves their reception of over-the-air broadcast stations they may have had difficulty receiving otherwise.

I know of several examples where the announcement of the CBS charging policy (with the implications of other labels to follow) changed the plans for new UHF station owners away from music video to the more common syndication avenue. Taking a look at the potential future, the long term instead of the short term should be the primary consideration for all parties involved. Help a new industry grow, don’t kill it in its infancy.

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   Weeks on 8/10 chart: 2

3. Power Of Love Hurley Love And The News (Chrysalis VSA 42876)
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4. Never Surrender Corey Hart (Epic A&M-2025)
   Weeks on 8/10 chart: 5

5. You Give Good Love Whitney Houston (Arista As-1-9264)
   Weeks on 8/10 chart: 3

6. Freeway Of Love Aretha Franklin (Capitol A&M-1934)
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7. Everytime You Go Away Paul Young (Columbia 38-0487)
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8. St. Elmo's Fire (Man In Motion)
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9. We Don't Need Another Hero (Thunderdome)
   Tina Turner (Capitol B-8489)
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10. Get It On (Bang A Gong)
    The Power Station (Capitol B-8479)
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11. Summer Of '69 Bryan Adams (A&M 2739)
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12. Who's Holding Donna Now Danzig (Gordy/Motown 173035)
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13. Raspberry Beret Prince And The Revolution
    Prince And The Revolution (Parlophone/Warner Bros. 7-8979)
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14. You Spin Me Round (Like A Record)
    Depeche Mode (Sire 7-92521)
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15. Glory Days Bruce Springsteen (Columbia 38-04824)
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16. People Are People Madonna (Sire 7-92455)
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17. You're Only Human (Second Wind)
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18. Don't Lose My Number Phil Collins (Atlantic 7-8933)
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20. Rock Me Tonight (For Old Times Sake)
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21. Pop Life Prince And The Revolution
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22. Invincible (Theme From The Legend Of Billie Jean)
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23. Dare Me Pointer Sisters (RCA PB-1412)
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24. Freedom Whitney (Wangai 30-05490)
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25. State Of The Heart Rick Springfield (Capitol P-1410)
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26. Cherish MC5 & The Bang
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31. Sentimental Street Night Ranger (Cotone/MCA-2591)
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32. A View To A Kill Duran Duran (Capitol B-8475)
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2. Shame The Motels (Capitol B-5497)
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3. There Must Be An Angel (Playing With My Heart) Eurythmics (RCA P-19-1640)
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4. Live Every Moment Red Speedwagon (Capitol B-6412)
   Weeks on 8/10 chart: 41

5. Would I Lie To You? Eurythmics (RCA P-19-1607)
   Weeks on 8/10 chart: 19

6. When Your Heart Is Weak Cock Robin (Columbia 38-04870)
   Weeks on 8/10 chart: 43

7. Paul Harrisdale (Chrysalis VSA 42860)
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8. Do You Want Crying Katrina And The Waves (Capitol B-6410)
   Weeks on 8/10 chart: 50

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CR50

1. Wild And Crazy Love Mary Jane Girls (Goody/ Motown 178968)
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2. Lay It Down Patti (Atlantic 89548)
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5. Only For Love Limahl (EMI America B-80927)
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6. Every Step Of The Way John Hiatt (EMI America B-6002)
   Weeks on 8/10 chart: 65

7. Spanish Eddie Laura Branigan (Atlantic 7-8531)
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8. I Want It All John Caffrey And The Beaver Brown Band (Scotti Bros/CBS 7-86452)
   Weeks on 8/10 chart: 70

9. Hangin' On A String (Contemptualizing) Van Morrison (EMI America B-6002)
   Weeks on 8/10 chart: 58

10. Summertime Girls Y&T (A&M 35494)
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11. Take Me On A-HA (Warner Bros. 7-92901)
    Weeks on 8/10 chart: 67

12. Oh Sheila Ready For The World (MCA 52630)
    Weeks on 8/10 chart: 68

13. Voices Carry Til Tuesday (Rca 34-04716)
    Weeks on 8/10 chart: 20

14. Sussudio Philip Collins (Atlantic 7-85960)
    Weeks on 8/10 chart: 34

15. Saving All My Love For You Whitney Houston (Arista As-1-9871)
    Weeks on 8/10 chart: 60

16. I Got You Babe UB40 With Chrissie Hynde (A&M 2738)
    Weeks on 8/10 chart: 69

17. Stir It Up Patti Labelle (MCA 53570)
    Weeks on 8/10 chart: 42

18. Love & Pride King Eric (Rca 34-0497)
    Weeks on 8/10 chart: 66

19. The Search Is Over Survivor (Scotti Bros/CBS 7-85481)
    Weeks on 8/10 chart: 36

20. You Look Marvelous Billy Craig (Atlantic 7-2604)
    Weeks on 8/10 chart: 63

21. Find A Way Amy Grant (A&M 2734)
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22. Not Enough Love In The World Don Henley (Denny 7-92002)
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23. Just As I Am Air Supply (Arista As-1-9875)
    Weeks on 8/10 chart: 45

24. Jesse Julian Lennon (Atlantic 7-89329)
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US For Africa Disburses Funds; Launches New Promotions
By Peter Berk

LOS ANGELES — According to USA For Africa executive director Marty Rogol, the charity organization is ready to begin the distribution of $54 million in raised funds. Rogol made the announcement following a USA For Africa board of directors meeting held in Los Angeles last week. As of now, specific plans as to the distribution of $10 million have already been made, with details regarding another $7 million to be considered upon the arrival of additional funds. Additionally, the board of directors will iron out the allocation of a further $17 million during its next meeting, scheduled for late September.

The initial $10 million is designed as an emergency aid for eight of the most seriously affected African nations, including Sudan, Ethiopia, Burkina Faso, Malawi, Niger, Mauritania and Mozambique. The funds will be utilized, according to Rogol, for assistance in the areas of transportation, storage; medical/nutritional supplies, and communication; shelter; and drilling equipment to develop water wells. Private relief agencies represented by InterAction as well as their agencies associated with the United Nations will directly handle the distribution of all goods and services.

Owing to the arrival of $2 million, which has been placed in a "rapid-response emergency fund" which is easily accessible for the purpose of allowing relief, purchasing supplies critically needed medicine and other items. Ninety thousand pounds of an intravenous rehydration solution called "oral rehydration solution" which was purchased with money from this special fund. The solution was shipped July 21. Regarding USA For Africa's efforts to date, the charity's board president Ken Kramer of MCI Inc. said, "The public, which has given so generously to the cause, can be confident that the USA For Africa leadership is doing everything to ensure that this money is spent carefully, efficiently and where it is needed most."

The board of directors, which also ratified the criteria for the consideration of recovery and development projects, will focus on funds for seeds, tools and other key items at its next meeting.

Further Promotions
Concurrent with its disbursal of funds for the famine victims, USA For Africa has launched the next stage of its promotional campaign to raise needed money for the cause. Turning away for the time being from the music industry, the organization has become involved with direct sales, radio and television media in an effort to receive free advertisement space and air time.

The campaign is being coordinated by Los Angeles-based agencies Wells, Rich, Greene/Entertainment, which became involved with USA For Africa after the release of "The Public." The campaign has donated its services ever since. One of the key people involved with the campaign (which is designed to promote the sale of USA For Africa items as well as the cause itself) is Lisa Courtney, the advertising company's associate media director.

still going strong — Howard Rumsey recently conducted an interview with the music industry when the GRP All-Stars performed at Concerts By the Sea in Redondo Beach, California. Joining with Rumsey were Dave Valent (l) and Diane Schuur.
The 'A' TEAM — USA For Africa's board of directors met last week in order to plan the disbursement of relief funds. Pictured at the meeting (l-r) are: Lionel Richie, Jay Coopar, secretary; Kenny Rogers, Marty Rogul, executive director of USA For Africa; Ken Kragen, president; Harry Belafonte, vice president; and new board members: Dr. Irwin Redlener, Marvin Jackson and Dr. Lloyd Greig. Not present are Len Feidmann, treasurer; Michael Jackson; Quincy Jones, vice president and Randall Robinson.

Business Notes

RCA Merges With Bertelsmann, A. G.

LOS ANGELES — RCA Corporation and Bertelsmann, A. G. have announced that they have completed the transaction to merge their worldwide record, music and video businesses into a new enterprise named RCA/Ariola International.

As previously announced, RCA owns 75 percent and Bertelsmann 25 percent of the new enterprise. RCA will control worldwide sales in countries except West Germany, Austria and Switzerland, where Bertelsmann will have 51 percent of the voting shares and operational control. In other European countries, both parties will share equally in important management responsibilities.

The senior management of RCA Records will assume overall worldwide management responsibility for the new enterprise, except in Germany, Austria and Switzerland where the president of the Ariola group of companies will assume management responsibilities.

The record businesses of each company will continue to exercise creative control over their operations, and the familiar trade names and logos of the respective companies will continue to be used on consumer products.

Malrite To Buy 3 ABC/Cap. Cities Stations; Gannett To Buy One

NEW YORK — Malrite Communications is scheduled to buy three radio stations from ABC and Capital Cities Communications, as part of the divestiture of stations required by the FCC pending the merger of the two communications companies. Malrite will pay $75.5 million for KSRR-FM in Houston, an ABC-owned company, and KLAC and KZLA in Los Angeles, both owned by Capital Cities.

The Gannett Company is scheduled to pay $16 million for WTKS-FM in Dallas- Ft. Worth. All the sales are subject to FCC approval.

CMJ Searches For “America's Best”

NEW YORK — CMJ is conducting “America's Best,” a talent search aiming to find “The 10 Most Undiscovered Acts in the U.S.” The search, being conducted through 300 rock radio stations, including college stations, over the next two months, will culminate with an Epic-distributed LP featuring the 10 bands. That LP will contain a ballot for listeners to vote for the “Undiscovered Artists of the Year,” with the winning band being presented with their award onstage at N.Y.'s Beacon Theatre as part of CMJ's “Music Marathon” seminar, scheduled for Nov. 7-10 at the Roosevelt Hotel. Information about the awards and the seminar can be had from CMJ, 834 Willis Ave., Albertson, N.Y. 11507 (516-248-9600).

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

NEW YORK — Marcia Kesselman, Video Shack vice president, advertising & promotion, will be receiving a “Human Rights Award” from the Anti-Defamation League of the B'nai B'rith, Sept. 21 at N.Y.'s Plaza Hotel. “Video Publishing: Dynamics of a Changing Home Market” will be the subject of the Institute for Graphic Communications' next conference, Sept. 15-17 at Monterey, California's Holiday Inn; call them at (617) 267-9425... Relativity Records has signed Tangerine Dream for American release; look for its debut Relativity release — and that company's first CD — “Le Parc.”... Norby Walters has signed Loose Ends, Kashif, Sister Sledge & Lisa Lisa for worldwide representation... “Women's Music Festival '85” will gather female classical players and composers in the Boston area, Oct. 3-9... New on the bookshelves: Elizabeth Garcia's “Julie”, the biography of you-know-who (Ballantine, $6.95)... Martin Williams/Jazz Heritage, a collection of recent writings (Oxford, $17.95)... An Insider's Guide To Making it in the Music Industry, about songwriting, by Mark and Cathy Liggert (Plume, $9.95)... And a revised and enlarged edition of BMI C. Melone's definitive Country Music, U.S.A. (U. of Texas, $24.95, cloth, $12.95, paper)... Sheila Davis, author of The Craft of Lyric Writing, will conduct a one-day “crash course” in lyric writing, Aug. 17 at Atlanta's Georgia State U.; (404) 922-2272 gets info.

EXECUTIVES ON THE MOVE

Atlantic Reorganizes Black Music Division — As part of the reorganization of the Black Music Division of Atlantic Records, three staff members have been promoted to newly-created positions, and a new appointment announced. Patricia Jones, formerly executive assistant, has been named national director of Product Management. Rita Roberts, formerly National Secretaries Promotion coordinator, has been upped to National Marketing manager. Iris Grubman has been promoted from secretary to Marketing coordinator. And, in a new staff addition, Timmy Rogul has joined the division as A&R representative.

Hamby Appointed VP A&R For Epic/Portrait — Larry Hamby has been appointed vice president, A&R west coast, Epic and Portrait Records. In his new position, Hamby will be responsible for bringing new talent to the labels as well as overseeing the creative direction of the current west coast artist rosterers. He will also administer the west coast A&R staff.

RCA Names Naumann, Burruss — Jeffrey Naumann has been appointed manager, National Album Promotions for RCA - west coast. Naumann, based in Los Angeles, will work closely with Andy Allen, RCA’s manager, National Album Promotion east, who is headquartered in New York. In addition, Jim Burruss has been appointed Field Promotion representative, RCA Records, for the San Francisco metropolitan area and surrounding markets.

Drexler Named — Marcy Drexler has been appointed professional manager for the New York staff of the Chappell/Intersong Music Group USA.

United Stations Appoints Werth Senior VP — United Stations Radio Networks have appointed Ron Werth to the post of senior vice president of Research. Werth will officially join the networks on August 19, 1985.

Bonilla Appointed — Capitol Records announces the appointment of Steve Bonilla to the position of national alternative marketing manager for record group services, effective immediately. Bonilla is responsible for all aspects of alternative marketing, which includes college marketing and promotion. His responsibilities also include implementing marketing campaigns for new and developing acts on all labels in the group.

EMI Names Stewart VP Mktxg.

LOS ANGELES — EMI America Records has announced the appointment of Colin Stewart to the position of vice president, marketing for the label.

Reporting directly to label president, Jim Mazza, Mr. Stewart will, in his new position, have overall responsibility for developing marketing plans for EMI and will oversee the Creative Services and Sales Departments.

Mr. Stewart first joined EMI Records in 1976 in the U.K. as Label Manager for the Rocket and Bronze labels. Since 1983, he has been based at the Capitol Tower in Los Angeles, first as director of Business Development and Planning for EMI Music — North America and Japan and, most recently, on attachment to the office of Bhaskar Menon, chairman and chief executive officer of EMI Music Worldwide.

An experienced musician and song

Berg, Wiatt Upped At ICM

LOS ANGELES — Jeffrey Berg has been appointed chairman and chief executive officer and James Wiatt has been appointed president and chief operating officer of International Creative Management, Inc., the flagship talent and literary agency subsidiary of Josephson International, Inc. The announcement was made last week by Marvin Josephson, chairman of the parent company.

Jeff Berg has been president of ICM since 1989. He joined the agency in 1989, following his graduation from the University of California, Berkeley. Jeff Wiatt has been head of the Los Angeles Motion Picture department since 1984. He joined the company as an agent in 1978. Prior to joining ICM, Wiatt worked for FCA Agency.

Berg explained that ICM had grown to the point where another senior executive was needed. "Jim has proven that he is the right person for the job by the way he has run the Motion Picture department. Now we want him to exercise his executive talents over the whole range of ICM's activities."
Rock 'n Roll Hall Of Fame

A Cooperstown For 'Shake, Rattle & Roll' Set

By Lee Jeske

NEW YORK — The Rock and Roll Hall of Fame is an effort to bring together rock history in a serious manner, eventually establishing a permanent museum and research archives that will gather rock music artifacts across time and place, many of which have hitherto been only in private collections or even lost. Such rock research facilities are in place around the United States for jazz, blues, and other forms of pre-rock American music, but, for rock and roll, the Rock and Roll Hall of Fame Foundation intends to change that.

Ertugan, whose Atlantic Records began in the '50s as a rhythm and blues label, was not looking at a huge deficit; you are. His longstanding interest in the history of the music helped lead to the Foundation's establishment. The board of directors, which Ertugan is chairman, is made up of an impressive roster of music industry figures: Walter Yelnickoff, president; CBS Records; Stein, president; Sire Records; Jann Wenner, editor and publisher, Rolling Stone; Allen Grubman, Grubman, Indursky & Schindler; Bob Kravos, chairman; Elektra-Ashley; Jerry Moss, chairman; A&M Records; Neschi Ertugan, president, WEA International; Bob Pittman, chief operating officer, MTV; Guenter Henschel, president, PolyGram Records; Bhaskar Menon, chairman, Capitol-EMI-Mattissippi Records; Mo Ostin, chairman, Warner Bros. Records; Paul Davis, president, Arista Records; David Geffen, president, Geffen Records; Robert Stigwood, chairman, Stigwood Group; Irving Azoff, president, and the like with the single release of the single right then and there.

Working closely with Melendrez, Ray Kennedy, acting managing editor and editorial assistant, were Bob Kravos, chairman; Elektra-Ashley; Jerry Moss, chairman; A&M Records; Neschi Ertugan, president, WEA International; Bob Pittman, chief operating officer, MTV; Guenter Henschel, president, PolyGram Records; Bhaskar Menon, chairman, Capitol-EMI-Mattissippi Records; Mo Ostin, chairman, Warner Bros. Records; Paul Davis, president, Arista Records; David Geffen, president, Geffen Records; Robert Stigwood, chairman, Stigwood Group; Irving Azoff, president, and the like with the single release of the single right then and there.

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ALBUM RELEASES

SHOCK — The Motels — Capitol 12378 — Producer: Richie Zito — List: 8.98 — Bar Coded
Retaining its sound through the writing and lead vocals of Martha Davis, The Motels have employed a new producer (Richie Zito) and have come up with what should be its biggest seller to date. With the first single “Shame,” already taking off, “Shock” has a good introduction into other first rate cuts such as “Hungry,” “Crisis And Whispers” and “Night By Night.”

MAD MAX BEYOND THUNDERDOME — Original Motion Picture Soundtrack — Capitol SWAY 12420 — Producers: Various — List: 9.98 — Bar Coded
While “We Don’t Need Another Hero” speeds to the top of the charts, Tina Turner shines bright on this soundtrack LP “Mad Max Beyond Thunderdome,” in which the Queen of Rock ‘N Roll co-stars with Mel Gibson. Once “We Don’t Need Another Hero” runs its successful course, expect another hot Turner tune in “One Of The Living,” a second single, and the only other Turner vocal on the LP. Side two features instrumentals.

BIG GIRLS DON’T CRY — The Weather Girls — Columbia 39980 — Producer: Hank Medress/ Jeff Kent — Bar Coded
With the substantial vocal talents of Izora Armstead and Martha Wash anchoring this crossover LP “Big Girls Don’t Cry” is the Weather Girls’ strongest effort to date.

CITY LIFE — Boogie Boys — Capitol 12409 — Producer: Ted Currier — David Spradley — List: 8.98 — Bar Coded
On the strength of the single “A Fly Girl” — a hot seller and club player as a 12” — this Boogie Boys debut should inject new life into the rap/hunk music scene.

WAITING FOR THE FLOODS — The Armory Show — EMI America ST-17163 — Producer: Nick Launay — List: 8.98 — Bar Coded
The Armory Show, who have had a series of successful U.K. singles, make their U.S. debut with “Waiting For The Floods.” Reminiscent of Echo And The Bunnymen and U2, the series, textured tracks, with an occasional burst of celebration, make The Armory Show a sure bet among fans of chiming English guitar bands.

PROPAGANDA’S SECRET WISH — Propaganda — ZTT/Island 90288 — Producer: S.J. Lipson — List: 8.98 — Bar Coded
From the label that brought you Frankie Goes To Hollywood comes Propaganda. Another elaborate concept of words, pictures and sounds; executed by the German quartet, realized by Trevor Horn. The sleeve notes alone are entertaining. The music is European on a grand scale with recognizable Horn sonics.

After stints with various American labels, Richman and his band have settled to Twin/Tone, and this release again captures the singer/songwriter’s inimitable style of refreshingly honest music. Unique and always human and accessible, “Rockin’ And Romance” is just that, complete with a sense of humor.

WARREN MILLS — Jive/Arista JL-6388 — Producers: Various — List: 8.98 — Bar Coded
Warren Mills is another newcomer from the urban British music scene. Such veteran artists as Wayne Brethwaite, Billy Ocean and Full Force assisted in producing several cuts here which should gain Mills the popularity that is needed here in the States to break a new artist.

LATELY — Billy Paul — Total Experience/RCA TEL8 5711 — Producers: Various — List: 8.98 — Bar Coded
Billy Paul is back on a new label, and he continues on where he left off with his earlier work singing ballads that will definitely receive heavy album play on B/C radio.

TELEPHONE FREE LANDSLIDE VICTORY — Camper Van Beethoven — Homemade Project 016 — Producer: Camper Van Beethoven — List: 6.75
With a roster which includes Savage Republic, Party Boys and Nied, this latest Independent Project LP from Camper Van Beethoven is eclectic, often folkish, with some pop, and always challenging. Sure to be a college radio favorite, check out “Skidmore Stomp,” “Oh No” and “Vladivostok.”

Appropriately creepy, yet surprisingly listenable, score from George Romero’s latest zombie epic; there’s even a single, “The World Inside Your Eyes.” Jim Blagden, John Harrison, and Spuzty Sparacino did the composing.

RUN FOR YOUR LIFE — The Producers — Marathon 111 — List: 8.98 — Producer: Joe Blaney — The Producers
HOT SPOT — Dazz Band — Motown 6149ML — Producer: Bobby Harris — List: 8.98 — Bar Coded
SILVERADO — Original Motion Picture Soundtrack — Producer: Bruce Boughton — List: 9.98 — Bar Coded
PLAY DEEP — The Outfield — Columbia 40027 — Producer: William Wittman — Bar Coded
BEAST DE RESISTANCE — Street Pajama — Street Pajama 0080 — Producer: Street Pajama — List: 8.98

FLY ON A WIRE — The Effigies — Enigma 72051 — Producer: John Kezdy — Iain Burgess — List: 8.98
ON YOU — Smack — Pink Dust 72060 — Producer: Y.T. Oksala — List: 8.98
THIS IS THE REAL THING — Skool Boyz — Columbia 40045 — Producer: Skool Boyz — Bar Coded
THERE IS NO STOPPING YOUR HEART — Marie Osmond — Capitol 12414 — Producer: Paul Worley — List: 8.98 — Bar Coded

Cash Box/August 17, 10
SINGLE RELEASES

JOHN COUGAR MELLencamp (Rivva 88 094-7)

Lonely Ol' Night (3-44) (Rivva Music/ASCAP) (Mellencamp) (Producer: Little Bastard-Dan Gehman)

Mellencamp's brand of American rock may not have the profundity of the Boss', but it has a human character and rowdy streak which gives it an appeal all its own. "Lonely Ol' Night" is a chugging track which portrays love as the all important link of life, and Mellencamp's vocals have an urgency that lifts the cut to classic form. Look for fast adds on both AOR and CHR out of the box.

JOHN COUGAR MELLencamp

LONELY OL' NIGHT

Survivor (Scotti Bros. ZS4 05579)


This Survivor track is emblematic of the band's strongest point—lush balladry which breaks into hard driving rock 'n' roll marked by clear-toned high harmonies. Already taking off solidly on CHR, this is a mass appeal single guaranteed to play for weeks. The chorus is especially fluid as it breaks back into the soft intro.

X (Elektra 7-69626)

Burning House Ol'Love (2.50) (Eight Twelve Music/BMI) (Cervenka-Do) (Producer: Michael Wagener)

One of the band's most commercial and pure rock entries, "Burning House Ol'Love" establishes John Doe as a true voice in rock music, and the band sounds streamlined and dynamic. Already a hot AOR breaker, look for this cut to continue X's breakthrough success after "Wild Thing."

The O'Jays (Philadelphia Intl. 50013)


Classic O'Jays vocals and a typically sophisticated melody from Gamble & Huff are highlighted by this smooth crooning track. The first release from the affiliation between Manhattan and Philadelphia Intl., look for a fast B/C response to this track.

Andre Cymone (Columbia 38-05435)

The Dance Electric (3:59) (Controversy Music/ASCAP) (Prince) (Producer: Prince-Andre Cymone)

The components here are all Prince, yet Cymone adds his own vocal flavor and musical coloring to this disco-ish track. Nice 70s rhythm guitar work and an insistent rhythm track make this debut single stand out.

MAURICE WHITE (Columbia 38-05571)

Stand By Me (3:46) (RightSong Music — Trio Music — ADT Ent/BMI) (King-Donald-Stoller) (Producer: Maurice White)

This classic tune is an excellent vehicle for former Earth, Wind & Fire vocalist Maurice White, given a lightly melodic and funk treatment the track is made modern once again. Sure to be a B/C breaker and a crossover in the making.

Joe Walsh (Warner Bros. 7-28910)

Good Man Down (4:14) (Wow And Flutter Music/ASCAP/Leadshet Land Music/ BMI) (Walsh-Wachtel) (Producer: Keith Olsen)

A typically hard rocking and humorous outing from Walsh and co-written with Waddy Wachtel, this track from Walsh's latest LP is earmarked for AOR play.

Sylvia Bennett (New York Music Co. 7006)

You're My Fantasy (3:49) (Out of Sight Music/ASCAP) (Batt-Wilson) (Producer: Hal Batt-Frank Wilson)

Process And The Dog Rags (Columbia 38-05468)

Oh Wee (4:04) (Stone City Music/ASCAP) (James) (Producer: Rick James)

Will Rambeaux And The Delta Hurricanes (Monza 8501)

Baby Put Your Gun Down (3:37) (Music Corp. Of America/BMI) (Rambeaux) (Producer: Marty Crutchfield)

Prime Time (Total Experience 2421)

Baby Don't Break My Back (3:59) (Temp Co/BMI) (Taylor-Hamilton-Hayes) (Producer: Jimmy Hamilton-Maurice Hayes-Rudy Taylor)

Tom Petty And The Heartbreakers (MCA 52658)

Rebels (4:12) (Gone Gatox/ASCAP) (T. Petty) (Producers: T. Petty-J. Iovine-M. Campbell)

Another strong outing from Petty And The Heartbreakers. Follows the Petty mold established with "American Girl" and "The Waiting." Petty's urgent vocal and lyrics of alienation should connect with his already faithful following and perhaps attract new members to the fold. Typically strong support from the solid Heartbreakers.

Belouis Some (Capitol B-5492)

Some People (TriTec Music) (3:57) (Belouis Some) (Producer: Steve Thompson-Michael Barbiero-Peter Schwer)

As a follow-up to "Imagination," "Some People" shows strengths of Belouis Some not previously revealed. With more of a soulful dance groove and rich and resonant back-up vocals, this cut should break the British band to a much broader audience.

Weird Al Yankovic (Rock n Roll ZS4 05578)

I Want A New Duck (3:01) (Hufner Music/BMI) (Lewis-Hayes-Yankovic) (Producer: Rick Derringer)

Thanks to Rick Derringer, the music here (to Huey Lewis' "I Want A New Drug") is nearly flawlessly, and Yankovic's lyrics and vocal inflections are inventive and funny.

Dreams So Real (Coyote 8556)

Everywhere Girl (3:50) (Marlet) (Producer: Peter Buck)

Hailing from Athens, GA and with its first product produced by R.E.M.'s Peter Buck, "Dreams So Real" has a head start on exposure, yet the songwriting on this single proves out a pop feel. Excellent vocals and a nice, big product in touch.

Gary U.S. Bonds (Phoenix 001)

Summertime Fun (4:15) (King Kong Music/BMI) (Bonds-Anderson) (Producer: Gary U.S. Bonds)

Party time roots rock made Gary U.S. Bonds famous, and this single captures the spirit perfectly. Given a chance this cut could be a big radio favorite for summer playlists.

The Weather Girls (Columbia CS7-2158)


A smooth island rhythm moves this gentle calypso tune from the Weather Girls "Big Girls Don't Cry" LP, and full-bodied singing carries the tempo. A light, breezy love song with CHR appeal, "Well-A-Wiggy" may be the tune to finally break this act wide open.

Mark Renner (The Gate International TGI 001)

Saints And Sages (Rennert) (Producer: M. Renner)

Promising debut from Mark Renner. Owes a debt to Bill Nelson. A little one-dimensional and underdeveloped, but very interesting and full of potential.

Brenda K. Starr (Mirage 7-99618)


The Outfield (Columbia 38-05447)

Say It Isn't So (3:47) (Warning Tracks Ltd./ASCAP) (Spinks) (Producer: William Wittman)

Sahara Hands (Rianbo 0001)

Optical Illusion (3:25) (Sahara Hands) (Bottomly-Jacobson) (Producer: Sahara Hands)

Goon Squad (Epic 34-05449)

You can hear it in your head, music that became so ingrained that it can psyche of the 1970s that it has now become as American as say, The Eagles, Bread or the back catalogues of Billy Swan. What if members of these legendary acts decided to get together and write and record a CD that might have a lot of egos problems, or, under the guiding force of producer Reggie Fisher, you might have Black Tie.

Black Tie

Black Tie is a supergroup of the Duncan Meiner, Bread's Jimmy Griffen and Billy Swan, three of the music industry's more accomplished musicians and songwriters, whose debut album for Fisher's Bench Records will see a late August release. Richman last released first single, "If You Gonna Make A Fool Of Somebody," has all the earmarks of an adult contemporary hit. The album, entitled "When The Night Falls," includes new music penned by the artists, as well as a variety of cover tunes, from The Beatles' "I'm A Believer" to Buddy Holly's "Learning The Game" (the last song Holly ever recorded).

As for ego clashes, the three members of Black Tie have not only been working together free from conflict, the experience has been positively soulful, at least they've had. "With The Eagles," commented Meiner, "as I think it is with any group, you've got four or five members and each has a voice. He doesn't get to do everything he wants to get to do. What's been nice about this group is that we've all been able to do a lot more. There's a real openness." If anything, Black Tie has been something of a relief to its members chance to write and record in a group.

SCRITTI POLITTI -- Pictured (l-r): David Gamson, Greer, Fred Maher. SCRITTI POLITTI is a black music. "I had come to the conclusion, in England, that I wanted to make music that was in some way influenced by black contemporary dance music," stated Garside. He began sharing these ideas with keyboard player and former Rough Trade label-mate, David Gamson. With Gamson accomplice Fred Maher (Material, Richard Hell, Lou Reed) on drums, the three recorded demos which eventually fell into the hands of Arif Mardin. A producer is important, according to Garside, to the start of a new project. Trevor Horn was the interesting choice from the technological side, but Arif, the experienced soul producer's with New York musician connections won out. This collaboration produced three tracks, two of which were to stunning singles. "Wood Beez (Pray Like Aretha Franklin)" and "Abolute." With musical direction firmly established, Paul Garside, Gamson and Maher finished the record themselves without the aid of a producer. "Scritti politti," interestingly, means (continued on page 4)
Cover Story

Freddie Jackson: Quick Success Is His Lady Now

By Rusty Cutchin

NEW YORK — "We had just hoped that it would be a hit. According to 'Freddie Jackson is saying about "Rock Me Tonight,"' his first single as a solo artist. The record, as it turned out, was an immediate hit with Arab and CHILL programmers and gave Jackson that most elusive prize of prizes: a number one record with his first release. The singer and the producer became another notch, but Jackson knew that the next thing you know it was number one. It was just fantastic. I had no idea." But you can bet there was an idea about success now. Jackson, in the midst of a national tour with his new single "You Are My Lady," has just made strong debuts—on the black/contemporary charts. It may not be easy to duplicate the accomplishments of his first single, but Jackson is ready for the challenge. "The song seems to be doing very well all over the country. We've got a hit on our hands. They've led on the success of the song on the album," he says. In disbelief. "People are sitting in the audience singing along with me. That's a big honor. It's something I've never had before. But I don't go to Capitol and say, 'I'm a lady man and want to make a ladies man record.' I don't want to alienate anybody.

Jackson has completed the video for "You Are My Lady." He will tour with Moore at least through the end of September and will at that point get to enjoy a rest from the concurrent one-nighters and promotional activities he's had since the release of the album. He's already making plans for his next album and his first chance to go out on his own. He says the sudden success hasn't changed things much, except for the kidding he takes about his newfound success. "I'm looking forward to a chance to expand his potential as an actor, and calls." But Jackson, as a former Broadway veteran, "an acting class in itself." He'll turn up on Solid Gold and Dick Clark's summer series later this month.

Starr Team — Producers Richard Schar and Lotti Golden are seen here with Jimmy Page and Black Sabbath's Atlantic recording artist Brenda K. Starr at Baker's Shakedown Studios, where the team produced their debut release, the "Pickin' Up Pieces," a Scher-Golden composition. Seen are (l-r): Schar; Golden; Baker and Starr.

A NOTE FOR MISS LIBERTY — The recording of the official song for the Statue of Liberty/Ellis Island Foundation took place last week at Clinton Recording Studios on Manhattan's west side. The song, "America Is," was written by veteran tunesmiths Hal David and Joe Raposo. B.J. Thomas is the lead vocalist, accompanied by the Harlem Boys Choir. The record was produced by Gary Klein, whose credits include hits by Barbra Streisand and Donna Summer ("No More Tears (For suchen)," Holly Potters ("Here You Come Again") and Glen Campbell ("Southern Nights.") CDS plans to release the song, which will have its first public performance on television this fall.

MTV: MUSIC PUBLISHERS — MTV is profiled in a feature article in Billboard, the music publishing company in collaboration with Warner Brothers Publications, Inc. The first of the series, MTV: Music Television Presents Real Music History, the first of the series release last month. It features music and lyrics to "One More Night," "Three is the Magic Number," and "Smuggler's Blues," among others. The article says that "MTV: Music Television Presents Real Music History" has been successful in introducing music and artists to a new audience.
WGCC says program director David Grossman is looking for an "outrageous/mad morning man." T&R to David Grossman, WGCC Radio, 243 S. Whitney Street, Hartford, CT 06105 EOE/MF... an A type formatted station in Texas is looking for a station manager and sales representatives at the station. Only problem is station is located in the heart of "the more is better" area so no need to apply, females are encouraged. T&R to Paul James, P.O. Box AA, Marshall, TX 75671 EOE/MF... WSVA-AM 550 is looking for a morning personality. The station is located in the heart of the "more is better" area and needs someone with a funny, understanding personality to be their "voice of America." T&R goes to Bob Rail, Gen. Mgr., P. O. Box 752, Harrisburg, VA 22801 EOE/MF... positions are open for a program director and music director. Anyone interested in "rare programming experience," says Harold Handy, 413 Jefferson Street, Lafayette, LA 70501 EOE/MF. Q-104 is accepting tapes for future positions at the station on-air. Send T&R to WQNY, P.O. Box 6478, Ithaca, New York 14851 EOE/MF... WRKZ, Hershey's contemporary country station will be in the market for an on-air program director. Females are encouraged to apply. C&P with a recent photo to Mike McGann, WRKZ Radio, P.O. Box Z, Hershey, PA. No calls please. EOE/MF... Gary James of WARE says, "We are expanding as a company and are looking for new people." T&R to Gary James, WARE, P.O. Box 210, WARE Radio, Ware, MA 1082... WISE needs an aggressive reporter/anchor person. Experience is preferred and minorities are encouraged to apply. T&R to Dick Collum, WIGE, 90 Lookout Road, Asheville, NC 28814 EOE/MF... a top-rated CHR formatted station will be in the market for a personality in mid-September. Send to KBJO Radio, P.O. Box 1725, Lake Charles, LA 70601 EOE/MF... a solid format station has an opening for someone who can handle working part time. One year of experience is required. Send T&R to Christine Ruiz, 605 Mattison Avenue, Ashbury Park, New Jersey 08701... "JOB, an experienced talent for part time shifts and entry level positions for sports engineers T&R to Tom Hennessey, WPOR, 562 Congress Street, Portland, ME 04101 EOE/MF... a news format station in the southern market is accepting resumes and resumes for future positions on air. Send T&R to Red Pillon, KXYE Radio, P.O. Box 170, Lake Charles, LA 75601... The United Stations Radio Network is looking for a high motivated regional manager. Candidate should have at least 5 years of radio network experience. Qualified individual should be willing to send resume in confidence to: United Stations Radio Network, 1440 Broadway, New York, NY 10018; attn: Administration Dept/AR EOE/MF... AM country station WGBE is looking for a personality oriented air talent. T&R to Bob Jones, WOBIE Radio, P.O. Box 871, Charleston, West Virginia 25333. EOE/MF... a night rock is needed at WRG.I. "This is in the nation's third fastest growing market," says Brian Lange, WRGI, 2500 Airport Road, Naples, FL 34109... station is looking for an anchor/reporter. Send T&R to Director, K104-FM, P.O. Box 538869, Grand Prairie, Texas 75053 or call (214) 648-7381. EOE/MF... Q96-FM is still seeking the right person for its morning show. "Candidate must be someone who can fit into an up tempo post format easily," says Neal Hunter, Director, Q96-FM, 5430 Fredericksburg Road, San Antonio, Texas 78229 EOE/MF. KRE in northern California is looking for full and part time announcers for their B/U outlet. Minimum 3-5 years experience is needed for the position. KRE 601 Ash Hurley, 2330 SW 94th Street, CA 94710. No calls please. An east central CHR station is looking for an air talent immediately. T&R to Jeff Daniels, K-K6, P.O. Box 1847, Richmond, IN 47374... wanted: experienced or broadcast-trained announcer for full time opening at small market A/C near Milwaukee. T&R to Chris Harlow, WPLY Radio, P.O. Box 420, Plymouth, WI 53073. EOE/MF... WJAD-FM has an opening for an announcer. "It's a key position and right atmosphere for the right person," T&R to Management, P.O. Box 706, Bainbridge Island 98110 EOE/MF in Santa Barbara is seeking T&R's for future positions at the station. Type of format is AOR. T&R to Rick Williams, P.O. Box 62110, Santa Barbara, CA 93110... KOPA-TM 107.7 FM in Phoenix is now looking for a morning personality. Darryl Lindsey

**AIR CHECK**

Station: WHTZ
Market: New York
P.D.: Scott Shannon

WHTZ-FM, the New York City area CHR station better known as "Z." One Hundred," is one of the nation's leading hit radio stations. With a weekly cume of some three million listeners, the popular dial stop reaches an eastern seaboard market that stretches from New Jersey to Connecticut. Just two years after its switch from WVNJ FM, the station now covers a potential listenership of 15 million people with its 50,000-watt signal.

A major source of success to the station has been the popularity of program operations director and air personality, Scott Shannon, whose morning show music is, "The Morning Zoo," is one of the highest rated hit radio shows in the country. His weekly syndicated show, "Scott Shannon's Rockin' America Top 30 Countdown," goes out to 460 stations nationwide. When not on the radio, Shannon can be seen as one of five on-air personalities for V-191.

Shannon's high profile is in keeping with WHTZ's edge on the market. "We take the personality approach to CHR," said Shannon. "We're much more personality-oriented than most Top 40's." Joining Shannon on "The Morning Zoo" is Ross Brittain. Following Shannon and Brittain is "Skinny" Bobby at midday, with Shadow Shemor on afternoon drive, Jack Da Wek in the evening slot, Hollywood Hamilton from 10 p.m. till 2 a.m. and Dianne Pryor on overnight.

Promotions at WHTZ are geared toward giveaways. "We don't do a lot of advertising," remarked Shannon, "we spend our money on on-air promotions. Currently, promotions at the station focus on Bruce Springsteen tour ticket giveaways in conjunction with New York's Daily News tabloid. Programming at WHTZ is Top 10 oriented, with very few risks as to new and developing artists. Otherwise, we'll go out on a limb," said Shannon, "but not very often. We stick pretty much to local sales and requests. We don't do a lot of guessing."
AIRPLAY

CHANGES — Steve Perun has been promoted to program director of KBEQ, Kansas City. Perun previously served as the station's program consultant. In Providence, Fred Weber has been promoted to a new program director. He is Mike Farrow who comes to the Rhode Island station from WKYE, Johnston. Replacing Farrow as program director of the Johnston station is Jack Michaels. The new program director at KIFK (KIF-FM) in Denver is former production manager Chris Adams. Jack Sibella has been selected as the new general manager for KAES & KOMA, Oklahoma City. John Hiatt has been tapped as the new vice president and general manager of KISS, San Antonio. Hiatt had held a similar position at WWOR, New York. 

LOS ANGELES — The Westwood One Radio Networks announced that it has reached an agreement with the BBC. The BBC is to provide Westwood One a minimum of 80 hours of programming annually, including 26 original rock and pop concert programs. The balance of the material will be drawn from the BBC's extensive archive of concert performances, interviews, and produced specials. Alan Bilyard, head of the BBC's Westwood Service, has this to say about the BBC/Westwood One agreement: "We are confident that the new agreement will bring our programs to vast new audiences at a time when the British rock music enjoys unparalleled prestige throughout the world." Comments Norman Pattiz, chairman and president of the Westwood One Radio Networks: "We've been well aware of the importance of BBC programming on American radio as a competitor for the past 10 years. The advantages of this new distribution agreement to our radio stations and advertisers are obvious. But the real impact will be with the artists. Now, concerts recorded by the BBC or Westwood One in many instances be aired by both. In this case, two plus two clearly equals five." For the past seven years, BBC programs have been distributed in the United States by coast-based program supplier London Wavelength, airing on a syndicated radio network of 50 stations under the title "The BBC Rock Hour." Under the terms of the new BBC/Westwood One agreement, some programming will be marketed as "The BBC On Westwood One" while other material will be included on already existing Westwood One programs.

SELF CONTROL — After her show at Great American Theme Park, Laura Branigan stopped by WPST and was interviewed by DJ Dave Copper. Pictured (l-r): Copper, Branigan.

LOS ANGELES — Robert J. Lobdell, president, Network Radio Association, reports network radio billings in 1985 are increasing at a brisk pace. "Sales for June month revenues are $153,488,565 versus $135,077,310 in the first half of 1984. These sales gains reflect national advertiser confidence in the value of network radio," Lobdell commented. "All indications are that network radio revenue will reach record levels this year." Network radio billings information is compiled by the accounting firm of Ernst & Whinney.

DOWNTOWN AT THE BEACH — Threatening skies and rain did nothing to discourage the 23,000 people who showed up for the second annual Downtown Beach Party held by KZEW and Coors to benefit Muscular Dystrophy. "It's estimated $45,000 was raised. Picture (l-r): forget it.

SPINOFF — Capitol Cities Communications and ABC have begun the first of their spinoffs to slim down to the maximum amount of stations allowed to be owned by one company. Matine Communications will be part of the ABC's new expansion to the West Coast. Matine Communications has agreed to purchase KLAC & KZLA, Los Angeles along with ABC's KSRR, Houston. Also ABC's KTKS, Dallas will be sold to Gannett. The sales are pending FCC approval.

SUFRING BURGERTO AMERICAN — Larry Lujack will now hear exclusively on WLS AM. His airshift will no longer be heard simulcast on WLS-FM. John Gehron, WLS operations director commented, "The move is part of the continued expansion of our AM-FM stations as they develop their own unique identities and audiences." 

DO-IT-YOURSELF RADIO — A series of weekend call-in radio programs aimed at the do-it-yourselfer will start September 7 on the Wide World, a service of AP. "American Know-How" will feature personable, down-to-earth authorities on gardening, pets and personal computers, according to James R. Hood, deputy director of broadcast services for AP.

WAMO MONTH — August 1985 has been proclaimed "WAMO Month" in the city. The proclamation was made by mayor Richard Caliguiri to honor the station on its 25th anniversary. 

WAMO REISSUE — Arbitron has informed its clients that it will reissue the 1984 summer diary. Corning Arbitron Communications. An error in the age/sex weighting method used to produce estimates for the entire study, all state, market and station detail reports will be reissued on August 16. 

EVERYTHING FROM A-Z — For 24 hours on Thursday, each on-air personality at WNEW-FM, New York will play records in alphabetical order by artist during his or her first airshift, beginning with the letter A and going through to Z. The new feature will invite audience participation by having the listeners phone in suggestions for artists and songs. They say that for the letters U, X, Y and Z, solitary titles will be included since groups or solo artists are more scarce. I certainly wouldn't mind hearing from U-2, Z, or ZZ Top. 

Bob Shulman
Rock Radio

Most Added

John Cougar Mellencamp

*Lonely O' Night*

WQFM - Milwaukee - Jerry Gavin
J. COUGAR MELLENCAMP - Lonely O' Night
OUTFIELD - Say It's Not So
COCK ROBIN - When Your Heart Is Weak

WEBN - Cincinnati - Curt Gary
J. COUGAR MELLENCAMP - Lonely O' Night
SURVIVOR - First Night
DIRE STRAITS - So Far Away
NIGHT RANGER - Four In The Morning
HOOTERS - And We Danced
Eddie & The Tide - One In A Million

WYSP - Philadelphia - Mark DiDia
AC/DC - Sink The Pink
J. COUGAR MELLENCAMP - Lonely O' Night

WEZQ - Scranton, PA - Dave London
MR. MISTER - Broken Wings
MARILLION - kayak
X - House Of Love
J. WAITE - Every Step Of The Way
J. COUGAR MELLENCAMP - Lonely O' Night

WZZO - Allentown, PA - Rick Strauss
J. COUGAR MELLENCAMP - Lonely O' Night
B. SPRINGSTEEN - Bobby Jean

WBAB - Babylon, NY - Ralph Tortora
J. COUGAR MELLENCAMP - Lonely O' Night
J. WAITE - Every Step Of The Way
HEART - It Looks Could Kill
MR. SANDMAN - Heaven's In My Heart
M. MCDONALD - No Lookin' Back
DIO - Rock And Roll Children
R. DAVIES - Return To Waterloo
URGENT - Return AC/DC - Sink The Pink

KZAP - Sacramento - Bill Prescott
P. COLLINS - Don't Lose My Number
J. COUGAR MELLENCAMP - Lonely O' Night
M. MCDONALD - No Lookin' Back
R. DAVIES - Return To Waterloo
DIO - Rock And Roll Children
DIRE STRAITS - One World
GODLEY & CREME - Cry
HOOTERS - And We Danced
E. MARTIN - Information
J. WAITE - Every Step Of The Way
MOTLEY CRUE - Smokin' In The Boys Room

KROQ - Pasadena, CA - Larry Grove
CURE - In Between Days
WHAT IS THIS? - I'll Be Around

KGNQ - Portland, OR - Inessa York
STING - Fortress Around Your Heart
T. TURNER - We Don't Need Another Hero (Thunderbome)
GODLEY & CREME - Cry

Comment: Despite comparison with U2, Blue In Heaven should have a hit of its own with the cut “Sometimes.” This is definitely a heavy rotation album.

Strong Adds

Dio - Rock And Roll Children
Outfield - Say It's Not So
Goodnight Lion - Four In The Morning
 Tears For Fears - Head Over Heels

Station Adds

WUG - Athens, GA - Dave Stewart
S. COPELAND - Gong Rock/African Dream
BLUE IN HEAVEN - Sometimes/Julia Cries
RED HOT CHILI PEPPERS - Hollywood/Jungle Men
SLY & ROBBIE - Make Em Move
KATE BUSH - Running Up That Hill

WYNF - Tampa - Ron Diaz
DIG - Rock & Roll Children
TALKING HEADS - And She Was
J. COUGAR MELLENCAMP - Lonely O' Night

WOW - Chattanooga - Dave King
J. COUGAR MELLENCAMP - Lonely O' Night
BOB & ZIP - Just A Big Ego
J. LEDON - Jesus
Eddie & The Tide - One In A Million

KATT - Oklahoma City - Scott Delano
HEART - Never
SURVIVOR - First Night
OUTFIELD - Say It Ain't So
MARILLION - Kayleigh
J. COUGAR MELLENCAMP - Lonely O' Night

KICT - Wichita, KS - Lee Roberts
U2 - Bad
B. DYLAN - When The Night Comes Falling
EDDIE & THE TIDE - One In A Million
DIRE STRAITS - So Far Away
NIGHT RANGER - Four In The Morning
J. WAITE - Every Step Of The Way
CHEAP TRICK - Tonight It's You

Rock Programmer's Pick

Programmer: Dave Stewart
Station: WUG
Market: Athens, GA
Song: “Sometimes”
Artist: Blue In Heaven
Label: Island Records

Future Rock

Are you stuck in a dead-end job selling pet rocks and slide rules over the phone while your friends keep telling you that you should have quit school when you could have made you a star record promoter? Can you accurately guess the record that your favorite radio station is going to play next, and dream about being a music director at a happening major market super station? Did you ever wonder what it takes to make it in the wonderful world of record promotion and music directorships?

Well, what you are about to read can change your dull pathetic little life forever. The Columbus School of Record Promotion and Music Directorship can help you break into those highly exciting professions. No longer do you have to rely on your local radio station for a job cleaning the transmitter dials after midnight, and spend years working your way up to assistant traffic director, just waiting for that big break to propel you into the music department. No longer do you have to spend a lifetime at a local record store stacking return and sending back returned waiting to be discovered by a local record company rep.

The Columbus School of Record Promotion and Music Directorship is staffed by a group of professionals, who after years of training at various companies and radio stations have voluntarily left those high-paying jobs just to train you. All you need to do to enroll now is to take the following aptitude test and be ready to part with your life savings or $500, whichever is greater.

The Aptitude test: To find out if you really have the right stuff to make it in the business, our experts have devised a simple yet highly accurate way of testing your potential. The following list contains 15 simple phrases a promotion person would use to try and get a record played on the air and 15 replies that a music director would have ready to try and keep that record off the air. If you think the phrase should be said by a promotion person mark it PP. If you believe that the statement should be made by a music director mark it MD.

1. PP Play it because it's an upper demo song. MD Play it because it's a hit in Buffalo. 2. PP Play it because it's a great video. MD Play it because power ballads are in this year. 3. PP Play it because it sounds like everything else you're playing. MD Play it because it's the record company's big push record this week. 4. PP Play it because the movie is going to be a big hit. MD Play it because the artist is opening for Ratt in Seattle. 5. PP Play it because Springsteen saw them in Pittsburgh and liked them. MD Play it because we've edited out all the irritants and it's been tested to be simple to say on the air. 6. PP Play it because it sounds great on the radio. MD Play it because it gets great phones. 7. PP Play it because it's been #1 in England for the last five minutes. MD Play it because it appeals to women but won'tolloftheyoungteens. 8. PP Play it or I'll get fired. MD Play it because it's too heavy metal, 9. MD No, because it's too cool, 10. MD No, because it's too pop. 11. MD No, because it's too black sounding and somebody might dance to it. 12. MD No, because there's no room on the playlist. 13. MD No, because it's not mainstream 14. MD No, because it's too derivative. 15. MD No, because it just doesn't fit our sound this week. 16. MD No, because it's too rough and underproduced. 17. MD No, because it's too country. 18. MD No, because it'll never work in this market. 19. MD No, because we played it once and got a negative call. 20. MD No, because our consultant doesn't like it. 21. MD No, just because, that's why, so there!

The answers: 1-15 are all PP. 16-30 are MD. give yourself 1 point for each correct answer. If your score was 1-30 call us immediately because you have a great chance to make it big, if your score was 0, keep your day job. Also if you thought that either a promotion person or music director should be deciding whether to promote or play a record based on the fact that that record contains a lick of the theme from Star Wars, apparently it was an important piece of music all we can say is “Yikes, you have no place in this business.”

The Columbus School of Promotion and Music Directorship is in no way connected to Columbus Broadcasting, Columbus Records or anything reputable whatsoever.

Bob Shulman

Air Check

Station: WSHE
Market: Miami/ Ft. Lauderdale
P.D.: Michael Dalfonzo

WSHE is a survivor in a market that has not been traditionally kind to album rock stations. The station has been bringing rock music to south Florida for over 14 years, and has just achieved the highest ratings in its history. While four stations battle for the pop radio crown, WSHE is now the only album rock station in Miami.

“It's a strange market because of the large ethnic population,” says program director Michael Dalfonzo. “We use as mass appeal radio station and are not selective by any stretch of the imagination,” continues Dalfonzo, “We look for music that is mass appeal, sounds good and is produced well. The sound and production are very important to us. We keep a close eye on record sales and also keep a running tab of library material we play the cream of the crop. We even go all the way back to people like Buddy Holly.”

WSHE has become a very aggressive station when it comes to promotions. In the words of Dalfonzo, “They are heavy and consistent. We look for major promotions. Instead of doing five little rinky-dink ones we will do one big one that means staying away from the grand openings of shopping centers and going for things like free concerts at the beach.” Dalfonzo also credits his station’s high ratings for the station’s fine performance in the ratings. “The average person on our staff has 10-15 years experience. I have a bunch of seasoned pros working here.”

WSHE broadcasts at 103.5 Mhz.
**ARETHA'S FREEWAY — More than 700 people turned out in Aretha Franklin's hometown of Detroit when a major city thoroughfare was temporarily renamed "Aretha Franklin's Freeway of Love." Shown at the ceremony is (left) Horace Sheffield III, administrative assistant to Detroit councilman Mel Ravitz, making the announcement. With him areAretha Franklin and his wife Earline, who represented Aretha.

**Black Contemporary**

**THE RHYTHM SECTION**

**DANCE ACTION — Catching up on the 12-inch scene. Last week saw a number of releases by remarkable artists. The debut of Maurice White, solo artist, is a long overdue event, and though the hope here is that Earth, Wind and Fire will be merely a sideshow of White's new single, "Stand By Me," will remind listeners that his tenor was the cornerstone of the band, notwithstanding Philip Bailey's remarkable contributions. Of course White could not have learned more than the lead vocal, harmonizing, leading, production and bandleader chores. His new single is now E.W.F., but even the average listener may not know it, so faithful to the band's style is White's new treatment. Taking a mid-tempo ballad, originally recorded by Ben E. King, his first solo single, White has crafted a listenable tune that highlights his voice while remaining danceable. According to Columbia, White decided at the beginning of 1984 to make his first solo album. "I'd always had the idea in the back of my mind. I sat down with the guys in the group to let them know what I was planning. It was time for all of us to go for it on an individual basis." While produced, did vocal and rhythm arrangements and played percussion on the single, which features top L.A. session players, including John Robinson (Rufus), Abe Laboriel, Rupert Greenall (The Fox), Greg Philangles, Marlon McCall (Dazz Band), Paul Jackson and Paul- Eric Thomgren at the Hit Factory.

**A DESTINY FOR HITS — Is it a hit? Is it a plan? Is it a ploy? It's Felaabesta, Owest's new English import with some decidedly American involvement. Owest has been steadily expanding its roster with acts like Jack Johnson, Walter Landorf, and the label's new act is no less edgy. Owest's first 12-inch, described as a modern rock and rhythm-oriented group. It's first 12-inch, "Feel It" is a soulful uptempo shuffle with obvious rock underpinnings turned up by the surprise appearance of Steve Wonder and his harmonica player. (Stevie must be feeling really English after performing with Thomas Dolby and Eurythmics.) With Wonderlove contributing background vocals, this record is a unique blend of Britain and Motown. Felaabesta's album "East to West" is scheduled for release August 26.

**RED LABEL LAND — Red Label Records, the Chicago label that tried to bring the Emotions back last year and also has its disc Linda Clifford on its roster, is banking on a new duo for national success and may have found the right combination. Osborne and Gile's 12-inch "Stranger In The Night" is receiving national attention, and the group's credits may explain why. Billy Osborne was raised as a jazz player and backed Wes Montgomery and Jimmy Giuffre before becoming the musical director of Friends of Distinction ("Grazing In The Grass, "Going In Circles"). For 11 years he was a member of I.T.D., with his brother, lead vocalist Osborne. When Jeffrey became a solo artist, Billy became director of talent acquisition for Motown and then a production executive for Red Label, where he worked on the Emotions and Clifford projects. A West Virginia native, Gile was an all American basketball player who decided to follow his father's footsteps into pop music. After college, he became a member of the Gladstones (with Phil Ingram). Later he worked in Michael McDonald's band and became a studio wizard in which he contributed music to the Breakin' and Electric Boogaloosoundtracks. In 1983, playing all the instruments and singing backup. Together, Osborne and Gile have created a soul-pop sound that brings to mind arrangements for the Pointer Sisters and Billy Ocean. With the record the power could turn up into a surprise smash and put Chicago back on the musical map as a pop power.

Other releases of particular note include The Family's "Screams of Passion," featuring the group composed of offshoots from The Time Paul Peterson (vocals), Jellybean Johnson (drums), and Jerome Benton (mirror, presumably). Benton made a splash as Morris Day's sidestick in Purple Rain. The band also includes Susannah Melvin, twin sister of the Revolution's Wendy Melvin. Both women are daughters of former ARAS President Mike Melvin. Select Records, still riding high from the Roxanne Shante and UTFO's follow-up "Leader of the Pack," has released "Romeo (Parts I and II)." With the Righteous Brothers' Hitman Howie Tee and "Rock the World (No Other Girl)" by Mick Jackson.

**EASY PARTNERS — Philip Bailey and Kenny Loggins are becoming the most seen duo since Philip Bailey and Phil Collins. Loggins has received stage with Bailey in Hawaii and in Switzerland. Bailey also contributed vocals on Ruff's "Looking for Love" from the film soundtrack on Warner Bros.

Rusty Cutchin
<table>
<thead>
<tr>
<th>Week On 8/10 Chart</th>
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<th>Week On 8/10 Chart</th>
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<tbody>
<tr>
<td><strong>1</strong> FREEWAY OF LOVE</td>
<td><strong>32</strong> ITCHIN' FOR A SCRATCH</td>
<td><strong>52</strong> I WISH HE DIDN'T TRUST ME SO MUCH</td>
</tr>
<tr>
<td><strong>2</strong> ROCK ME TONIGHT (FOR OLD TIME'S SAKE)</td>
<td><strong>33</strong> THE PLEASURE SEEKERS</td>
<td><strong>53</strong> BAD BOY</td>
</tr>
<tr>
<td><strong>3</strong> I WONDER IF I TAKE YOU HOME</td>
<td><strong>34</strong> TOO MANY GAMES</td>
<td><strong>54</strong> OBJECT OF MY DESIRE</td>
</tr>
<tr>
<td><strong>4</strong> SAVING ALL MY LOVE FOR YOU</td>
<td><strong>35</strong> THINKING ABOUT YOUR LOVE</td>
<td><strong>55</strong> YOU ARE MY LADY</td>
</tr>
<tr>
<td><strong>5</strong> ATTACK ME WITH YOUR LOVE</td>
<td><strong>36</strong> DARE ME</td>
<td><strong>56</strong> IT'S NOT THE SAME GIRL</td>
</tr>
<tr>
<td><strong>6</strong> IT'S OVER NOW</td>
<td><strong>37</strong> HISTORY</td>
<td><strong>57</strong> I'M LEAVING BABY</td>
</tr>
<tr>
<td><strong>7</strong> WHO'S HOLDING DONNA NOW</td>
<td><strong>38</strong> HELLO STRANGER</td>
<td><strong>58</strong> NEW GENRE</td>
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<td><strong>8</strong> STIRR IT UP</td>
<td><strong>39</strong> YOUR LOVE IS KING</td>
<td><strong>59</strong> PARASITE</td>
</tr>
<tr>
<td><strong>9</strong> I WANT MY GIRL</td>
<td><strong>40</strong> I MISS YOU</td>
<td><strong>60</strong> BIT BY BIT (THEME FROM FLETCH)</td>
</tr>
<tr>
<td><strong>10</strong> CHERISH</td>
<td><strong>41</strong> THE DANCE ELECTRIC</td>
<td><strong>61</strong> MAYBE (Featuring K-Dee &amp; Tash)</td>
</tr>
<tr>
<td><strong>11</strong> DANCIN' IN THE KEY OF LIFE</td>
<td><strong>42</strong> I'M LEAVING BABY</td>
<td><strong>62</strong> COME AS YOU ARE</td>
</tr>
<tr>
<td><strong>12</strong> WE DON'T NEED ANOTHER HERO (THUNDERDOME)</td>
<td><strong>43</strong> HOT SPOT</td>
<td><strong>63</strong> I'M A MASHER</td>
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<tr>
<td><strong>13</strong> WILD AND CRAZY LOVE</td>
<td><strong>44</strong> RHYTHM THAT TURNS YOU ON</td>
<td><strong>64</strong> HOLD IT IN</td>
</tr>
<tr>
<td><strong>14</strong> FLY GIRL</td>
<td><strong>45</strong> TELEPHONE</td>
<td><strong>65</strong> THE THINKING MAN'S DREAM</td>
</tr>
<tr>
<td><strong>15</strong> WHEN YOU LOVE ME LIKE THIS</td>
<td><strong>46</strong> YOUR PLACE OR MINE</td>
<td><strong>66</strong> STILL I LOVE YOU</td>
</tr>
<tr>
<td><strong>16</strong> IF YOU WERE HERE TONIGHT</td>
<td><strong>47</strong> CHOOSE ME</td>
<td><strong>67</strong> THE WAY YOU MAKE ME FEEL</td>
</tr>
<tr>
<td><strong>17</strong> MYSTERY LADY</td>
<td><strong>48</strong> STRANGER IN THE NIGHT</td>
<td><strong>68</strong> DON'T YOU WORRY 'BOUT A THING</td>
</tr>
<tr>
<td><strong>18</strong> RASPBERRY BERET</td>
<td><strong>49</strong> GUILE</td>
<td><strong>69</strong> TONIGHT (Remix feat. Lila &amp; The Love Movement)</td>
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<tr>
<td><strong>19</strong> SWING LOW</td>
<td><strong>50</strong> LADY SAYS</td>
<td><strong>70</strong> FOR THE NIGHT</td>
</tr>
<tr>
<td><strong>20</strong> OH SHEILA</td>
<td><strong>51</strong> I'M IN LOVE WITH YOUR LOVE</td>
<td><strong>71</strong> LET'S TAKE IT EASY</td>
</tr>
<tr>
<td><strong>21</strong> ALL OF ME FOR ALL OF YOU (SGA)</td>
<td><strong>52</strong> CHAINSMOKERS</td>
<td><strong>72</strong> I'M A WINNER</td>
</tr>
<tr>
<td><strong>22</strong> POOL LIFE</td>
<td><strong>53</strong> I'M SO SORRY</td>
<td><strong>73</strong> I'M NOT THE SAME (Remix)</td>
</tr>
<tr>
<td><strong>23</strong> BAD BOY</td>
<td><strong>54</strong> I'M NOT THE SAME GIRL</td>
<td><strong>74</strong> I'M A LIE</td>
</tr>
<tr>
<td><strong>24</strong> ALL ABOUT YOU</td>
<td><strong>55</strong> I'M NOT THE SAME MAN</td>
<td><strong>75</strong> I'M SORRY</td>
</tr>
<tr>
<td><strong>25</strong> PAPA'S PRETTY</td>
<td><strong>56</strong> IT'S NOT THE SAME GIRL</td>
<td><strong>76</strong> I'M SO SORRY</td>
</tr>
<tr>
<td><strong>26</strong> PADLOCK</td>
<td><strong>57</strong> I'M NOT THE SAME MAN (Remix)</td>
<td><strong>77</strong> I'M SORRY (Remix)</td>
</tr>
<tr>
<td><strong>27</strong> THE FAT BOYS ARE BACK</td>
<td><strong>58</strong> SANTA CLAUS</td>
<td><strong>78</strong> I'M SORRY (Remix)</td>
</tr>
<tr>
<td><strong>28</strong> YOU GIVE GOOD LOVE</td>
<td><strong>59</strong> YOU ARE MY BABY</td>
<td><strong>79</strong> I'M SO SORRY (Remix)</td>
</tr>
<tr>
<td><strong>29</strong> FIDELITY</td>
<td><strong>60</strong> GIRL</td>
<td><strong>80</strong> I'M SO SORRY (Remix)</td>
</tr>
<tr>
<td><strong>30</strong> FREERIDE</td>
<td><strong>61</strong> I'M NOT THE SAME (Remix)</td>
<td><strong>81</strong> I'M SORRY (Remix)</td>
</tr>
<tr>
<td><strong>31</strong> WISH</td>
<td><strong>62</strong> BABY</td>
<td><strong>82</strong> I'M SORRY (Remix)</td>
</tr>
</tbody>
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**CHARTBREAKER**

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<tr>
<th>Chartbreaker</th>
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<tbody>
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<td><strong>52</strong> I WISH HE DIDN'T TRUST ME SO MUCH</td>
<td><strong>53</strong> BAD BOY</td>
<td><strong>54</strong> OBJECT OF MY DESIRE</td>
</tr>
<tr>
<td><strong>55</strong> YOU ARE MY LADY</td>
<td><strong>56</strong> IT'S NOT THE SAME GIRL</td>
<td><strong>57</strong> I'M NOT THE SAME MAN</td>
</tr>
<tr>
<td><strong>58</strong> IT'S MADNESS</td>
<td><strong>59</strong> I'M NOT THE SAME MAN (Remix)</td>
<td><strong>60</strong> SANTA CLAUS</td>
</tr>
<tr>
<td><strong>61</strong> SANCTIFIED LADY</td>
<td><strong>62</strong> YOU ARE MY BABY</td>
<td><strong>63</strong> GIRL</td>
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<tr>
<td><strong>64</strong> SANTA CLAUS</td>
<td><strong>65</strong> I'M NOT THE SAME MAN</td>
<td><strong>66</strong> I'M NOT THE SAME MAN (Remix)</td>
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<td><strong>67</strong> I'M NOT THE SAME MAN (Remix)</td>
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<td><strong>76</strong> I'M NOT THE SAME MAN (Remix)</td>
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<td><strong>80</strong> SANTA CLAUS</td>
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</tr>
<tr>
<td><strong>82</strong> SANTA CLAUS</td>
<td><strong>83</strong> I'M NOT THE SAME MAN (Remix)</td>
<td><strong>84</strong> SANTA CLAUS</td>
</tr>
<tr>
<td><strong>85</strong> SANTA CLAUS</td>
<td><strong>86</strong> I'M NOT THE SAME MAN (Remix)</td>
<td><strong>87</strong> SANTA CLAUS</td>
</tr>
<tr>
<td><strong>88</strong> SANTA CLAUS</td>
<td><strong>89</strong> I'M NOT THE SAME MAN (Remix)</td>
<td><strong>90</strong> SANTA CLAUS</td>
</tr>
<tr>
<td><strong>91</strong> SANTA CLAUS</td>
<td><strong>92</strong> I'M NOT THE SAME MAN (Remix)</td>
<td><strong>93</strong> SANTA CLAUS</td>
</tr>
<tr>
<td><strong>94</strong> SANTA CLAUS</td>
<td><strong>95</strong> I'M NOT THE SAME MAN (Remix)</td>
<td><strong>96</strong> SANTA CLAUS</td>
</tr>
<tr>
<td><strong>97</strong> SANTA CLAUS</td>
<td><strong>98</strong> I'M NOT THE SAME MAN (Remix)</td>
<td><strong>99</strong> SANTA CLAUS</td>
</tr>
</tbody>
</table>

**ALPHABETICAL LISTING ON INSIDE BACK COVER**
MOST ADDED

Commodores
C. Carlton
F. Jackson

WDAO — Dayton -- Lankford Stevens -- PD
Atlantic Starr
C. Carlton
O'Jays
Starpoint

KSOL — San Francisco — Marvin Robinson -- PD
Bar-Kays
P. LaBelle
Klymaxx
Bad Boys
S. Star
Sheila E
B. Womack
Prince
One Way

WTLC — Indiana — Kelly Carson — PD
J. Holliday
O'Jays
Commodores
Osborne & Giles
H. Johnson
B. Griffith

STATION ADDS

WRAP — Charleston — Rocky Nelson — MD
V. Underwood
Dayton
Emotions
Brass Construction

WLUM — Milwaukee — Miller — PD
F. Jackson
5 Star
Mick Jackson
Harding
Lisa Lisa And The Cult Jam With Full Force
L. Branigan
The Boogie Boys
A. Moyet

WWDM — Sumter — Scotty "B." — MD
Shelia E
One Way
Stars On 45
Atlantic Starr
Shannon
F. Jackson
B. Womack
Pointer Sisters

KWMJ — St. Louis — Mike Stratford — PD
B. Womack
9.5
W. Mills
H. Alpert
Go West

URBAN PROGRAMMER’S PICK

Hardy Jay Lang
WPLZ
Richmond, VA.

Song: "Sunshine"
Artist: Warren Mills
Label: Arista

Comments: "It’s just catching on in this market, but it seems to appeal to the young female demo between 13-20. The record will do well due to the tone set earlier by New Edition. Full Force produced a winner and their talents shouldn’t be underestimated. They seem to be popping up everywhere. Right now a lot of good music is coming from London area such as Loose Ends, Jermaine Stewart, etc . . . . Another record that was mentioned by Lang was ex-Cameo member Charlie Singleton’s single "Make Your Move."

BLK/RBN 08-20-85

SHANNON GOES WILD — Mirage recording artist Shannon stopped by WILD radio in Boston for an on-air interview with Kandie Eastman. (left to right) Angela Thomas, music director; Rita Roberts, Atlantic R&B Promotions; Shannon; Elroy Smith, program director.
HOT NEW SELLER

Rene & Angela
Loose Ends

Skippy White's — Boston — Mark Siegel
Rap 2
F. Jackson
Cameo
L. Vandross
W. Houston

Shazada Enterprises — Charlotte, NC — Jack Gordon
F. Jackson
W. Houston
Kool & The Gang
L. Vandross
Ready For The World

Joe's Swing Shop — Los Angeles — Greta McConnell
F. Jackson
W. Houston
Cameo
R. James
L. Vandross

Mrs. House Of Records — Los Angeles — Robert Palacios
F. Jackson
A. Cymone
Cameo
W. Houston
B. Griffith

Gifts Records And Tapes — Houston — Gil Bullet
H. Johnson
Cameo
Fat Boys
Boogie Boys
Dazz Band

Street Scene — Atlanta — Jay Robinson
F. Jackson
U. T. F. O.
Rap 2
Ready For The World
L. Vandross

Hill's Stereo — Norwalk, CT — Mary Ann Saracino
A. Franklin
S. Turrentine
S. Jordan
S. Star
P. LaBelle

L&M Sound Center — Lumberton, NC — Malcolm McAllum
F. Jackson
Fat Boys
L. Vandross
Cameo
U. T. F. O.

Record And Tape Collector — Baltimore — Cindy Baker
Prince
A. Franklin
P. LaBelle
W. Houston
L. Vandross

STORE REPORTS

Fletcher's One-Stop — Chicago — Ken Fletcher
L. Vandross
W. Houston
F. Jackson
Prince
Wham!

WEBB'S Department Store
Philadelphia — Bruce Webb
Ready For The World
L. Vandross
F. Jackson
W. Houston
R. James

Barney's One-Stop — Chicago — Nellie Thomas
Prince
W. Houston
F. Jackson
Kool & The Gang
L. Vandross

Platter Shack — Orlando — Delia Wiggins
F. Jackson
L. Vandross
The Boogie Boys
Cameo
A. Franklin

Sikhulu's Record Shack — New York — Sikhulu Shange
F. Jackson
L. Vandross
W. Houston

URBAN RETAILER'S PICK

Retailer
Nita Davis
Barney's One-Stop
Market
Chicago

Album: "Only Four You"
Artist: Mary Jane Girls
Label: Gordy/Motown

Comments:
"It's a very good album, a top seller. The current single, 'Wild And Crazy Love,' is getting a lot of airplay, and "In My House" is still getting some play. They were in-store a couple of weeks ago; the promotion was very successful."

WATTS GOES TO COURT — Owest recording artist Ernie Watts is joined by a few friends following one of his four SRO shows at the Palace Court in Hollywood. Watts performed selections from his latest LP, "Musician" which features the single, "Music Prayer For Peace." Also joining Watts for the four shows were keyboardist Don Grusin and vocalist Phil Perry. Shown here, standing left to right: Harold Childs, Qwest president; Steve Campfield, Warner Bros. Records; Harry Gandy, music director, KUTE; Jackie Thomas, Warner Bros. Records; Watts; Pam Robinson, KACE; and Jerry Bowling. Kneeling: Clyde Bakkamo, Warner Bros. Records; and John Brown, Qwest director of A&R.
**Most Active**

- **FREESWAY OF LOVE** (ROCK MIX & EXTENDED VERSION)
- **EVERYTHING I DO** (ROCK MIX & EXTENDED VERSION)
- **DANCE** (ROCK MIX & EXTENDED VERSION)
- **PLAYBOY** (ROCK MIX & EXTENDED VERSION)
- **KNOCK ME OUT** (ROCK MIX & EXTENDED VERSION)

**Club Pick**

**“Sister Fate”** — Sheila E. — (Paisley Park/Warner Bros.)

**RETAILER’S PICK**

**“The Show”** — Doug E. Fresh — (Reality/Fantasy)

**Strong Activity**

- **FREESWAY OF LOVE** (ROCK MIX & EXTENDED VERSION)
- **EVERYTHING I DO** (ROCK MIX & EXTENDED VERSION)
- **DANCE** (ROCK MIX & EXTENDED VERSION)
- **PLAYBOY** (ROCK MIX & EXTENDED VERSION)
- **KNOCK ME OUT** (ROCK MIX & EXTENDED VERSION)

**The Cash Box Top 75 12” Singles Chart** is based solely on actual pieces sold at retail stores.
NO MAN IS GOING TO CHANGE ME — Dakota Staton — GP GDS-5027 — Producer: Ben Arrigo — List: 8.8

The sassy, swinging, Miss Staton, a major Capitol star a couple of decades back, turns in a deliciously bluesy LP that features good tunes (by Van Morrison, Jimmy Van Heusen, Bill Doggett and others), fine singing, and an excellent rhythm section (Brosco Townsend, Dave Jackson, Michael Carvin). There aren’t many singers still around who can put over Walter Bishop’s calypso, “Sex is a Mispronoun” (“the more you miss/ the meaner you get”).

THE BENNY GOODMAN CARAVANS: SING, SING, SING — Benny Goodman — Legend GGJ-1033 — Producer: Wayne Knight — List: 8.8

Another clear sound — Jack Tower orders his band to perform these caravans — highlights those airchecks of two April ’39 editions of “The Camel Caravan,” where Benny Goodman and company hold fourth weekly on America’s airwaves. The band is tight, Goodman is typically excellent, and there are good guest turns from Johnny Mercer and Al Ammons and Meade “Lux” Lewis.


A perky, sunny fusion date from drummer/keyboardist/composer Swanson that is pleasing to the ears and feet. The exceptionally tight band features good work by saxophonist Sonny Firnatre, guitarist Larry Young and leader Swanson.

LONG OVERDUE — Chuck Foster — Sea Breeze SB-2033 — Producer: Chuck Foster — List: 8.8

Foster, a 20-year veteran of studios, big bands, and Vegas show bands, here gets his first chance as a leader — surrounding his lyrical trumpet with such top-bopping colleagues as Pete Christlieb, Frank Strazzeri and Roy McCurdy. A solid, long overdue, mainstream date.

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

FEATURE PICKS

NO MAN IS GOING TO CHANGE ME — Dakota Staton — GP GDS-5027 — Producer: Ben Arrigo — List: 8.8

The sassy, swinging, Miss Staton, a major Capitol star a couple of decades back, turns in a deliciously bluesy LP that features good tunes (by Van Morrison, Jimmy Van Heusen, Bill Doggett and others), fine singing, and an excellent rhythm section (Brosco Townsend, Dave Jackson, Michael Carvin). There aren’t many singers still around who can put over Walter Bishop’s calypso, “Sex is a Mispronoun” (“the more you miss/ the meaner you get”).

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MUCHO MAS

RADIO AND YOUR EARS — Contrary to television, which requires the stationary, attentive visual element, radio can be listened to throughout a house as well as out of it. In our music business, radio is the most effective medium to reach the desired audience. MUCHO MAS devotes part of this week's space to several perspectives of that interesting and often unappreciated industry.

COMMAND IN "LA MIA" — Command Broadcast Associates purchased from EGM Broadcasting Corporation, changing its call letters to "La Mia" ("My Own"). Located in the Fort Worth/Dallas area, with 50,000 watts on the 1540 AM frequency, "La Mia" will undergo a departure from its English-Spanish speaking format which, according to a source connected to the transaction, "did not quite attract the Mexican American population, while scattering away the native Mexican audience."

The new proprietors, who also own the successful WADO-AM in New York, have maintained only one-half of the programming dedicated to Mexican nortena music. The remainder has been set aside for international ballad and tropical (salsa, merengue, cumbia, et al) sounds, marking the production news provided by station's reporters, primarily from Mexico, Puerto Rico and Central America.

If Hispanics is the Name, Radio is the Game — "The Hispanic marketplace is a strong one, 16 million people. Advertisers want to reach it stated Rip R Geschichte, vice president of Radio Sales Development for the Arbitron Ratings Company, in the announcement of special ethnic study Radio Today. The Hispanic Radio Report.

Described as its first comprehensive look at the way unnumbered gente uses the radio, Arbitron characterizes radio as an integral part of daily life in the Hispanic community. Furthermore, the bosting of radio information services even as 40 percent of Hispanics listen to radio each week (two percent higher than the national average), 30 hours a week, which is 20 percent more than the general population's average. The report indebted, in a bit of a surprise — that Hispanic listening is higher on Saturdays from 10 am to 3 pm than it is from 6 am to 9 am weekdays through Fridays, which is peak listening time nationally. Moreover, Hispanic audiences are, on the average, about four years younger than the general population.

Although it must be clarified that this report includes all Hispanics who only listen to Hispanic stations, Arbitron hopes this information could be of additional service to radio stations, programmers, advertising agencies and its clients.

A RATING POINT IN HAND IS BETTER THAN . . . — In spite of this specialized study, MUCHO MAS feels that Arbitron should also be addressing the prevalent dissatisfaction existing in Hispanic radio stations. Various programmers, stations in off-the-record interviews expressed their lack of faith in the questionnaire methodology applied in measuring the Hispanic community, as well as the economic unfeasibility of an Arbitron affiliation (supposedly in the $4,000 to $5,000 per year range) which represents a sizable portion for stations' yearly revenues.

What was once a Catch-22 for radio stations (if a station is not affiliated with Arbitron it cannot use its ratings as a basis to obtain advertising, particularly the high-priced national accounts), it is now being neatly circumvented by station salesmen who show a photocopy of the most desirable ratings to prospective clients with the usual hushed verbal proviso, "We are not subscribed to Arbitron, so you know we can't officially use their figures, but here is the proof."

And, as one radio programmer succintly put it, "there are only four radio stations in New York; therefore, in order to determine how the other stations are doing they have to measure us."

Whereas this mind is not sufficiently acquainted with the process used by Arbitron in measuring the Hispanic audience for Hispanic radio stations, it is obvious the service is losing the potential revenue which could be derived from having more Hispanic radio stations affiliated to the service. Yet, it doesn't make any sense for a station executive to dump a considerable portion of yearly revenues in fees which may not help the station recoup its investment. We sincerely hope that intelligent minds will prevail, and that these facts will develop a mutually satisfying arrangement which will eliminate the methodology and cost-efficieny questions presently existing.

LETS HOME, PLEASE — D'Aldo Romano, CBS Records' vice president, Latin American Operations, announced the signing of Argentinian singer Leonardo Favio to his original record company. Favio achieved his fame during the 60s and 70s with a string of hits like Fuiste mia un verano ("You were mine during a summer") and "Tela ma olvido" ("She packed up forget it"), an international pop, macho tenor, and the then-innovative Argentinian, European-influenced string arrangements, later copied by many successful interpreters. October was given as the release date for Favio's next LP.

MUCHITOS Y MUCHITAS — A famous Spanish proverb says "secreto entre dos no es secreto," as in once two persons know something it's no longer a secret. This seasons' wp is a kind of secret is a transfer of Spanish to radio to stations' Big Four Spanish stations. Although there are more than enough facts, rumors and innuedos for two columns, we have been assured by this particular station's management that we shall have a full account of the facts in time for the next issue's deadline. MUCHO MAS stands by its word.

MAS MUCHITOS, PERO POCAS MUCHITAS — Hello, there, record executives nortena and Tex-Mex music. STOP. Would love to hear from you. STOP. Please send us information. STOP. West 88th St. - Suite E. New York, NY 10024. FINAL STOP.
DOUBLE PLATINUM!
Something to “Shout” about.

TEARS FOR FEARS ON TOUR: 8/24 WINNIPEG, CAN • 8/26 LETHBRIDGE, CAN • 8/27 CALGARY, CAN • 8/28 EDMONTON, CAN • 8/30 KAMLOOPS, CAN • 8/31 VANCOUVER, CAN • 9/2 SEATTLE, WA • 9/3 PORTLAND, OR • 9/5 LAS VEGAS, NV • 9/6 DENVER, CO • 9/11 AUSTIN, TX • 9/12 SAN ANTONIO, TX • 9/14 DALLAS, TX • 9/15 HOUSTON, TX • 9/16 NEW ORLEANS, LA • 9/19 JACKSONVILLE, FL • 9/20 W. PALM BEACH, FL • 9/21 TAMPA, FL • 9/22 GAINESVILLE, FL • 9/24 ATLANTA, GA • 9/25 NASHVILLE, TN • 10/4 TO 10/5 NEW YORK, NY • AND MORE TO COME.
### Executive Monitor

**HBO Premiere Films** has named Steve Ujlaki to the post of vice president. Ujlaki joined HBO two years ago with varied experience in the cable television industry, including producer for Edward R. Pressman Productions and director of development for Newfield Davis Productions. Announced along with the promotion of Ujlaki, Irene Kahn, former director in the HBO Premiere Films department, returns to HBO as vice president. Kahn returns to HBO from D.L. Taffner, Ltd., where she had served as vice president of programming. Also at HBO, Henry McGee has been named vice president in charge of home video acquisitions.

McGee joined HBO's programming department as manager of film acquisition in July, 1979. Before that, McGee served as a general assignment reporter for Newsweek magazine Washington, D.C. bureau, and as urban affairs and United Nations reporter for Newsweek's New York bureau...

**POOR BOYS SHARE THE WEALTH** — in honor of the release of Willie and the Poor Boys' latest home video to stores (the video was previously available only through mail order), music industry notables turned out at a London party. Both the album and video are being marketed for the benefit of the Ronnie Lane Appeal For A.R.M.S. (Action Research into Multiple Sclerosis). Pictured at the party are [I]-Jimmy Page, who plays guitar on the album; Bill Wyman, founder of the group; John Entwistle of the Who, who has cameoed in the video; Kenny Jones of the Who, who performs on the album and in the video; and Paul Rodgers of The Firm, who sings two of the album's songs.

### AUDIO/VIDEO

**TALENT NIGHT** — in their first live appearance of the year RCA recording artist Eurythmics have just joined the roster of talent slated to entertain during the 2nd Annual MTV Video Music Awards (along with such previously announced performers as Sting, Pat Benatar, Daryl Hall and John Oates and John Cougar Mellencamp). And, as if that's not enough, will they be gone by the time the evening is off on for the evening? Corey Hart, you say: Wrong. Joining the aforementioned artists (with the exception of Hart) will be PolyGram's Tears For Fears, whose "Shout" recently went number one on the singles chart. They'll be stopping for their fall U.S. tour to do the show in September 13, and will be hosted by the unstoppable Eddie Murphy. A mad, bad, possibly even dangerous evening is certain to be had by all who attend. My advice is to stay tuned to MTV's coverage of the event. After all, why risk your neck with potentially messy award shows awards? All that teased hair sprinkled with confetti is undoubtedly something to be seen rather than done with.

**DEAN ON VIDEO** — A special package of James Dean titles, including East of Eden (pictorial), Giant, and Rebel Without a Cause, will be released by Warner Home Video Sept. 16.

**RICHMAN** — With MTV former director of talent and artist relations Gail Sparrow serving as vice president of marketing and special projects, the channel has formed through a partnership between Split Screen and the International Talent Group, headed by Wayne Forte and Mike Farrell. Split Screen will handle the distribution of music video product to both television and home video distributors, the representation of artists and management companies in the developing field of corporate sponsorship; and the development of music video campaigns for record companies, management companies, artists and film studios. Aside from work recently completed for Phil Collins' world tour, Split Screen represents such artists as Genesis, Foreigner and Eric Clapton. The company also develops new acts. Neither Split Screen or Screen Link is affiliated in any way withPicture Picture Music International, as erroneously reported. Ocially, I should note anyone who was confused by the August 3 piece. Hope this clears things up a bit.

**VIDEO SOCCER MATCH** — Fairfax High School in Hollywood was the recent site of an industry soccer match, played by teams made up of personnel from two major video production houses, Pendumul Productions and Limelight. Well, despite the cheerleading of Pendulum producer Alexis Omelekchenko, Limelight won, 2-0. The hearty players have been talking of organizing a regular video soccer league and turning the thing into a weekly event. Sounds like a great idea to us. Anyone got room on their team for a video writer?

**VIDEO ACADEMIA** — Those same fellows who began teaching a course in music video at California State University, Los Angeles last year are at it again with a video production workshop at The American Film Institute's Sony Video Center... Professors Alan Bloom and Robert Vianello will offer the workshop Aug 20-22. For registration information, call (213) 462-1965.

**The Release Beat**

August at Walt Disney Home Video includes a wide range of product, from music video to feature films. Disney's "D TV" offers compilation of animators' hits set to hit pop songs of the '60s, entitled Groovin' For A '60s Afternoon, in tunes in all (by the original artists) are included. The tape runs 47 minutes andretails for $9.95. VHS Stores, Beta Hifi. Also from Walt Disney Home Video for August: Volume 2 of Paddington Bear (50 mins., VHS and Beta for $29.95); Volume 4 of Bill Cosby's Picturepages (56 mins., VHS and Beta for $49.95. Comes with special work book); Volume 7 of Five Mile Creek (67 mins., for $49.95); plus five feature films: Davy Crockett and the River Pirates (81 mins., $79.95); The One And Only, Genuine, Original Family Band (110 mins., $99.95); Amy (100 mins., $69.95); The North Avenue Irregulars (99 mins., $99.95); and The Apple Dumpling Gang Returns Again (79 mins., $69.95). Each film is available on VHS and Beta... From Disney's Buena Vista Home Video are three titles this month: Escape to Burma, with Barbara Stanwyck (86 mins., $39.95); Pearl of the South Pacific, with Virginia Mayo (95 mins., $49.95); and Micky and the Bear (57 mins., $69.95 for the two-part package)... **Embassy Home Entertainment's August releases lead off with Mussolini and I, in which an international cast chronicles the fall of Italy's fascist dictator ($50.00). Also from Embassy this month: The Corfu Tragedy (95 mins., $69.95); Antony and Cleopatra (59.95); Hearts and Minds (documentary, $39.95); the remaining volumes (7-13) of Vietnam: The Ten Thousand Day War. Each volume runs 49 minutes ($29.95). At the suggested retail price of $59.95 are three titles from Embassy's Classic Collection: They Are the Dallas, with Barbara Stanwyck; These Three with Mirelle Hopkins and Mirelle Oberon; and Summertime, starring Rossano Brazzi and Katherine Hepburn. Embassy's Children's Theatre Classics: Robinson Crusoe and The Tiger, based on the Jonathan Swift classics; and The Land Of The Lost, Volume 2. Both are priced at $29.95. August 28 marks the date of Embassy Home Entertainment's release of The Sure Thing, a romantic comedy directed by Bob (This Is Spinal Tap) Reiner. With this release, Embassy Home Entertainment embarkson a special promotion that will see 30 EHE titles reduced to approximately half-price.
### The Cash Box Top 200 Albums

**August 17, 1988**

<table>
<thead>
<tr>
<th><strong>#</strong></th>
<th><strong>SONGS FROM THE BIG CHAIR</strong></th>
<th><strong>Weeks On #1 Chart</strong></th>
<th><strong>Weeks On #1 Chart</strong></th>
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<td>1</td>
<td>( \text{Bad} ) ( \text{Smiths} )</td>
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<td>POL</td>
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<td>2</td>
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<td>BROTHERS IN ARMS</td>
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<td>5</td>
<td>THEATRE OF PAIN</td>
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<td>6</td>
<td>BORN IN THE U.S.A.</td>
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<tr>
<td>7</td>
<td>THE DREAM OF THE TURDUS BLUES</td>
<td>5.98</td>
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<tr>
<td>8</td>
<td>INVASION OF YOUR PRIVACY</td>
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<tr>
<td>9</td>
<td>AROUND THE WORLD IN A DAY</td>
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<td>10</td>
<td>GREATEST HITS VOLUME I &amp; II</td>
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<td>11</td>
<td>THE POWER STATION 33</td>
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<td>12</td>
<td>LIKE A VIRGIN</td>
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<td>13</td>
<td>BE YOURSELF TONIGHT</td>
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<td>LITTLE CREATURES</td>
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<td>WHITNEY HUSTON</td>
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<td>MAKE IT BIG</td>
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<td>WORLD WIDE LIVE</td>
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<td>BOY IN THE BOX</td>
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<td>7 WISHES</td>
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<td>FABLES OF THE RECONSTRUCTION</td>
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<td>FLY ON THE WALL</td>
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<td>28</td>
<td>VOICES CARRY</td>
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<td>VITAL SIGNS</td>
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<td>DIAMOND GRAPHIC</td>
<td>30.5</td>
<td>POL</td>
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<td>31</td>
<td>WHO'S ZOOMIN' WHO</td>
<td>9.98</td>
<td>POL</td>
</tr>
<tr>
<td>32</td>
<td>THE NIGHT I FELL IN LOVE</td>
<td>32.21</td>
<td>POL</td>
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<tr>
<td>33</td>
<td>SUDDENLY</td>
<td>34.50</td>
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**Sales Notes**
- Available on Compact Disc
- Platinum (RIAA Certified)
- Gold (RIAA Certified)

**Songs by Popular Artists**
- **YOUQUAHKE**
- **TAO**
- **UNGUARDED**
- **JESSE JOHNSON'S REVUE**
- **BILLY JOEL**
- **EMPIRE BURLEQUE**
- **CONTACT**
- **DEBUT**
- **GIANT**
- **AIR SUPPLY**
- **WIDE AWAKE IN AMERICA**
- **TOUGH ALL OVER**
- **BUILDING THE PERFECT BEAST**
- **WE ARE THE WORLD**
- **SINGLE LIFE**
- **UT.F.O.**
- **BOYS AND GIRLS**
- **SOUTHERN ACCENTS**
- **DREAM OF A LIFETIME**
- **LAMBO COUNTY**
- **PRIVATE DANCER**
- **BEACH BOYS**
- **KATRINA AND THE WAVES**
- **ALL NIGHT LONG**
- **ALF**
- **NERVOUS NIGHT**

**Top 10 Albums**
1. **THE CLASH**
2. **PINK FLOYD**
3. **THE BEACH BOYS**
4. **CATS MEOW**
5. **EAGLES**
6. **THE DOORS**
7. **REO SPEEDWAGON**
8. **THE ROLLING STONES**
9. **THE WHO**
10. **THE BEACH BOYS**

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**Other Notable Releases**
- **69 A VIEW TO A KILL**
- **70 BARKING AT AIRPLANES**
- **71 NIGHTSHIFT**
- **72 VOX HUMANA**
- **73 LONE JUSTICE**
- **74 SPORTS**
- **75 OPEN FIRE**
- **76 7800 Fahrenhiet**
- **77 READY FOR THE WORLD**
- **78 SPILLED GIRL**
- **79 THE CONFESSOR**
- **80 KING OF ROCK**
- **81 AIN'T LOVE GRAND**
- **82 CRAZY FROM THE HEAT**
- **84 A LITTLE SPICE**
- **85 MADONNA**
- **86 VOCALESE**
- **87 PERFECT**
- **88 AGENT Provocateur**
- **89 PATTI LaBELLE**
- **90 GLOW**
- **91 RHYTHM AND ROMANCE**
- **92 TWO HEARTS**
- **93 DON'T SUPPOSE**
- **94 LITTLE BAGGARIDI**
- **95 GO WEST**
- **96 FEAR NO EVIL**
- **97 TOOTH AND NAIL**

**Chartbreaker**
- **98 SHOCK**
- **99 HOLD ME**
- **100 DREAMLAND EXPRESS**

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**Endorsement Section**
- **THE MOTELS**
- **JOHN DERBY (RCA APL-5458)**

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### Synclavier Seminar

New England Digital recently announced its sponsorship of the Fourth Annual Synclavier Summertime Seminar at Dartmouth College in Hanover, New Hampshire August 23-28. Guest lecturers/instructors are scheduled to include: Oscar Peterson, Jack Nitzsche, Danny Jaeger, Trevor Horn, Steve Lipson, Kashif, Brian Banks, Anthony Makkaveli and Ali De Melo. There will be daily small group and private instruction, with the NED staff discussing new Synclavier developments and options such as polyphonic sampling and the velocity/pressure sensitive keyboard. Current owners will have an opportunity to exchange ideas and sound with others in attendance and to hear how prominent Synclavier owners use their equipment to realize and implement their creative ideas.

### Unlimited Potential

Recently introduced from Valley People, Inc., Nashville is the Model 440 Limited/Compressor/Dynamic Sibilence Processor. Designed for use by broadcasters, recording engineers, sound reinforcement pros and musicians, the Model 440 is priced at $599. For info call Norman Baker — president at (615) 383-4737.

### Sports-Taping Season

BASF Systems Corporation recently introduced a colorful new packaging configuration for its regular and High-Grade Beta and VHS videotapes called "Sports 4 Pack." Timed for the summer and fall sports season, the packages feature sports graphics, a handy carrying case and true " impulse" price points, according to Larry Rallo, audio video marketing manager.

"Multiple packs have been selling really well, especially if they're boxed attractively," Rallo said. "A four-pack in particular is ideal for the weekend sports fan who wants to save the 'big game' or to watch auto racing while he tapes a golf match on another channel. For the retailer, too, four-packs will give higher per unit turn." High Grade T-120x and L-72x in the new package are being sold as "the best value for under $30," and regular grade in the same lengths go as "the best value for under $25." "Not only are the package and price right, they can be displayed easily on the shelf, at the checkout counter or stacked in an "island" display at any retail store, large or small," said Rallo. "Also, they tie in nicely with BASF's sports promotions like the Grand Slam Sweepstakes and our Fall Football Super Sweepstakes." The BASF Sports 4-pack in all four versions is available for immediate delivery.

### Quite Powerful

New from JBL, Northridge, CA is the 6290 Dual Monophonic High-Power Amplifier. The amplifier is designed to deliver the output power of complex waveforms required in professional studio settings, and at the same time it's rugged enough to meet the rigorous of sound companies and touring groups. The system features high output power — 600 watts per channel into 4, 8, and 1,000 watts into 8, 4, and 2 ohms, mono-mode. For more info contact Mark Gander, vice president/marketing, JBL Professional, at (818) 893-8411.

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### Technics Dual Cassette Deck

**LOS ANGELES — Technics has introduced a new double cassette deck with high speed dubbing feature. The new unit, Model RS-B33W also features three noise reduction systems for quiet performance.**

For editing, the RX-B33W can be set to run at two times normal speed, enabling user to handle more material in less time. This dubbing editing feature lets users leave master tapes at home while taking dubbed material on the road. To help maintain high performance, this deck employs a 120,000 thread density, AKX heads made of a non-crystalline alloy. These heads have extended high frequency response characteristics and are extremely hard and resistant to wear.

A series playback function provides extended playback of tapes. As soon as the first tape finishes play, the second cassette begins. If two C-90 cassette are being used, up to 1 1/2 hours of uninterupted music can be provided. A synchronization switch is also provided to cue both tapes up properly.

The RS-B33W incorporates the three major noise reduction systems currently available: Dolby B and C, and dbx. These provide virtually complete compatibility for exchanging tapes or playing previously recorded tapes without need for new noise reduction systems. The dbx system offers up to 110 dB dynamic range, making it ideal for recording compact discs.

**TDK Advances 8 mm Technology**

**LOS ANGELES — TDK Electronics Corporation, which produced the first metal particle recording 8 mm cassette, continues advancement of this new format with the introduction of two new 8 mm products. The first of these is the 129-MP 8 mm cassette. This new length joins the other two lengths of metal powder 8 mm cassettes already announced by the company, 30 minutes and 90 minutes, carrying suggested retail prices of $13 and $17,69 respectively.**

Joining the line of 8 mm tape products is the industry's first 8 mm Video Cleaner, the ECL-20. This cassette-type head cleaner is compatible with all standard 8 mm recording heads and has a lifetime of approximately 200 head passes. The product is virtually non-abrasive, according to TDK's engineers.

**TDK's 8 mm 120-MP is made with Super Finovx, the same high-density, supermicroscopic metal powder formulation used in the 30-MP and 90-MP versions.**

Super Finovx was created by TDK's research and development engineers to meet the growing recording and playback requirements of 8 mm video cassette recording.
HOT NEW SELLER

Gary's Records — Virginia
P. Collins
B. Springsteen
Molotov Crue
Dire Straits
U.T.F.O.

RETAIL

Scott Allan & Sonny Dee
The Record Vault
Bethpage, NY

Album: "Nature Of The Beast"
Artist: Maureen Steele
Label: Motown

Comment:
"The 'Boys Will Be Boys' single is doing really well here. The 12" version is getting a good response in the clubs and people are coming in looking for her singles and albums. Her sound is really connecting with a lot of people around here."

SHOP TALK

SAM GOODY, NEW YORK — The 51st Street and Avenue of the Americas Sam Goody Store was the location of a recent WCNX promotion. The classical Philar was promoting the RCA Records release, "In The Pink" by Henry Mancini and James Galway. Classical music's version of the "air guitar" found Galway judging an "air baton" contest in which contestants conducted a blown-up photo of an orchestra to selections from Galway's and Mancini's records. The winner will receive a Classical Music cruise of the Mediterranean. Second prize is a dinner for two, limousine service and tickets to see Galway and Mancini at the Meadowlands. Third prize: a complete autographed record library of the two performers' RCA releases.

BANG YOUR HEAD — Heavy Metal, the music no one in the business seems to like but that no one can afford to ignore, keeps assaulting us. Amid myriad reports of metal's death at radio, one thought was safe to come back in to the record store. What no one recognized, though, was that the giant only sleeps. If he's not staling. The big names in decibel abuse were moving between projects. Bon Jovi, with a vengeance are Motley Crue, Ratt, Scorpions, AC/DC, Bon Jovi, Y&T, Helix, X (?). Dokken, Grim Reaper, Yngwie Malmsteen, Twisted Sister, Loudness and Keel. Responding to this molten madness are retailers who know the failure. And that space Peaches keeps it. "The Record Bar has slashed the price on the most popular heavy metal bands. And Tower Records is-store publication, Pulse, features heavy metal on the cover with 16 pages devoted to HM. Ads from all the major labels and the better indie adorn the section, including an eight-page insert from WEA touting its roster of head bangers."

JAZZ RECORD MART, CHICAGO — Alan Goldsher of the Jazz Record Mart notes the appearance of tenor man David Murray in an in-store performance and autograph session. The rare solo performance of Murray (he usually performs in quartets, octets or big bands), is being sponsored in part to bring attention to a new jazz club in Chicago, One Flight Up. The concert will be held August 23 at the store's 11th W. Grand location.

ELEKTRA RECORDS — Elektra director of creative services Hale Milgram, announces the completion of a new poster for retailers featuring Howard Jones. The poster will be in line with the second leg of Jones' north American tour in September. New materials for X and Guadalcanal Diary are also available from your local WEA branch.

TOWER RECORDS, S. CAL. — Perhaps the two most important events for the music industry over the last four years have been the debut of MTV and the invention of the Walkman. These two events have changed forever the shape of record retailing. In a promotion dubbed "Music On The Move," Tower is exploiting the powerful upsurge of interest in prerecorded cassettes. A third page ad in a recent edition of the Los Angeles Times featured the entire pop cassette catalogs from CBS, RCA, A&M, Arista, Capitol and EMI America on-sale. Summertime is the time for portable music and Tower isn't missing a beat.

Stephen Pagelt

Information for Shop Talk should be sent to Stephen Pagelt, Cash Box, 8636 Sunset Bl. Suite 900, Hollywood, CA 90028.

RETAILER'S PICK

<table>
<thead>
<tr>
<th>Retailer</th>
<th>Store</th>
<th>Market</th>
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<td>The Record Vault</td>
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Album: "Nature Of The Beast"
Artist: Maureen Steele
Label: Motown

Comment:
"The 'Boys Will Be Boys' single is doing really well here. The 12" version is getting a good response in the clubs and people are coming in looking for her singles and albums. Her sound is really connecting with a lot of people around here."

RETAILER PROFILE

Store: Peaches Records
Market: Cincinnati
Manager: Greg Porter

Peaches Records in Cincinnati, located 25 miles from downtown on the northwest side, has been in business for eight years. The 8,000-square-foot store serves mostly an upper middle to upper class clientele. Asked what changes made the biggest impact in the store, Porter said, "I think in his four years with the store, he replied, "Well, I've seen it grow slower?" It's gone from a floor space of 14,000 square feet to its existing 8,000 square feet. We still have that supermarket image but we didn't need enough floor space to hold a three-ring circus."

It isn't because business is bad. Just the opposite. "We still carry the same inventory, if not even larger. It's just that the space is used much more wisely," says Porter. And in that space Peaches keeps it. "The customer expects佩aches keeps it. 'The customer expects the customer to Porter, people have come to expect a vast inventory from Peaches. 'Peaches has such a great name for variety. People know our in-depth store goes pretty deep. We're not just a hits store. That's what makes us different than most of the other stores in this market. The thing that really sets us even further apart is the fact that you can come in and find the obscure albums on the little folk labels, a lot of independent labels, that some other stores may not have even heard of," stated Porter.

A testimony to the strength of Peaches in the areas of non-hit music is the success of two recent in-store appearances. Lonnie Mack, the blues guitarist and John Prine, the folk singer drew heavily to autograph sessions, one being out of his records as close to 300 fans showed up.

The big news around the world in the music business is, of course, the phenomenal growth of CD technology. Retailers across America are experiencing tremendous growth with CD's. At Peaches, Porter reports that CDs have grown from two percent of his business in January to eight percent today. A figure that, he claims, would be much greater if supplies could keep up with demand. "Three months ago they were still in the novelty stage. And now I've got the hardcore customers that are coming in and they say, 'I need a new CD, what should I buy?'", said Porter.

He commented also that he sees strong multiple sales of CDs, some customers getting three or four at a time.

Another big growth area Porter reported was in sales of prerecorded cassettes. Cassettes of hit records have, for a while according to Porter, sold at parity with LPs. Over the past few months Porter notes that cassettes are selling also, while hit cassettes are ahead of LPs. "The hits on tape are naturally outselling LPs three to two, but now catalog is really beginning to move," stated Porter.

Peaches is owned by Albany, NY-based corporation, Transworld, Inc. Except for out-of-stock product, difficult to find independent labels and 12" records, all the records are warehoused out of Albany.
Alabama Sets Mark For Consecutive Number Ones

by Bill Fisher

NASHVILLE — When "Fourty Four Hour Week" hit the top spot on the Aug. 3 Cash Box country singles chart, it became the 17th consecutive number one single for the RCA recording group Alabama. No other act in any format has had such a lengthy, unbroken string of number ones. On Aug. 1, RCA Records/Nashville and the Country Music Association celebrated the group's achievement with a reception and press conference at the Nashville's Vanderbilt Plaza Hotel.

Officials of the CMA and the Country Music Foundation, in addition to RCA executives and a throng of invited guests, watched as the members of the group — Randy Owen, Jeff Cook, Teddy Gentry, and Mark Herndon — accepted a large, commemorative display of all the number ones framed against Rebel flags. The group immediately presented three of the awards to the CMA, the CMF and RCA/Nashville.

Joe Galante, vice president of RCA Records/Nashville, stated, "I don't know there's anything more rewarding than to see a group do ... We're saying this one has ..." Later Galante referred to Alabama's management and promotion operations (headed by Dale Morris and Keith Fowler respectively), saying that together with the band and the label "we have a very successful team ... They care about their fans, and they care about the industry."

The CMA's executive director, Jo Walker-Meador, added her organization's praise for Alabama's achievement and commented, "This is just the type of positive growth that country music is experiencing." In a prepared statement released prior to the press meeting, Walker-Meador was quoted as saying, "For the past three years, Alabama has received one of the Country Music Association's most coveted honors, that of Entertainer of the Year. Their talent, dedication, hard work and unique country sound have brought extraordinary honor and recognition to our industry, and I am very excited about their most recent feat. A country band has accomplished what no other artist has attained.

During the ceremonies, Alabama producer Harold Shedd read the names of the songwriters who wrote each of the group's number one songs, and those who were present joined the band on the dias for photos. Additionally, Galante announced that RIAA tabulations now confirm the albums "Feels So Right" and "Mountain Music" have passed the quadruple platinum mark, and that "The Closer You Get" has attained triple platinum status, making total unit sales for Alabama in excess of 17 million.

The members of Alabama were visibly moved by the outpouring of congratulations, particularly lead vocalist Owen, who commented, "On July the 12th five years ago, we were still working for tips in Myrtle Beach, South Carolina."
<table>
<thead>
<tr>
<th>Name</th>
<th>Chart Position</th>
<th>Weeks On Chart</th>
<th>Peak Position</th>
<th>Week(s) On Top 10</th>
<th>Week(s) On Top 20</th>
<th>Entry Date</th>
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<td>SHE'S COMIN' BACK TO SAY GOODBYE</td>
<td>25</td>
<td>15</td>
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<td>KERN RIVER</td>
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<td>MEET ME IN MONTANA</td>
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<td>10</td>
<td>50</td>
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<td>1985-07-01</td>
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**Chartbreakers:**

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<tr>
<td>HANG ON TO YOUR HEART</td>
<td>73</td>
<td>20</td>
<td>10</td>
<td>50</td>
<td>4</td>
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</tr>
</tbody>
</table>

**Charts:**

- **Top 100 Country Singles**
  - August 17, 1985
WMTZ
94.3 FM

COUNTRY PROGRAMMER’S PICK

Programmer: Dick Deno
Station: WCCN
Market: Neillsville, WI

Song: “Who’s Gonna Fill Their Shoes”
Artist: George Jones
Label: Epic

Comments: “George Jones is extremely popular in this part of the country… I can’t think of another entertainer who could sing that song. It has a tremendous impact, and I think it will be a #1 song — a song people are going to remember for a long time.”

KFDI BUILDING FOR FUNDRAISER — KFDI/Wichita, along with McDonald’s and the Wichita Area Builders Association, will tackle a seemingly impossible task August 17. The undertaking will involve the building of a completely inhabitable house, complete down to the landscaping, in under eight hours. “A House In A Day” is to benefit the Wichita-area Ronald McDonald Houses, which provide lodging to the families of critically-ill children while they are hospitalized. Funds will be generated through the auction of the house. The idea for the unique fundraiser was conceived by KFDI program director John Speer, who commented on the undertaking saying, “The Results are going to be absolutely incredible.”

Byron Wykloop
RAY CHARLES (with Hank Williams, Jr.)
(Columbia 38-05757)
Two Old Cats Like Us (2:34) (WB/Two Sons—ASCAP) (T. Seals) (Producer: Billy Sherrill)
Ray and Hank, Jr. jump, boogie and proclaim their honky-tonk cool, concluding, "their ain't nothing new for two old cats like us." The song is the latest from the "Friendship" album, which has proven to be a monumental release for Columbia and another example of the masterful versatility of Ray Charles. Response to this tune from retail and radio will be immediate.

LEE GREENWOOD (MCA-52565)
I Don't Mind The Thorns (If You're The Rose) (3:21) (Warner-Tamerlane/Duck Songs/Pullman—BMI) (J. Buckingham, L. Young) (Producer: Jerry Crutchfield)
This is a single from the "Streamline" album, which is scheduled for release this week. It's a romantic, pleasan, love song with the kind of sound that brought Greenwood his initial fame. The song builds from a classical piano intro to the Philadelphia Soul climax, and the singer matches that dynamic flow expertly. Greenwood is off the Dixie road with this one, proving again that his strong suit is the big ballad. A fast take-off for the song is certain.

LADY BRODY (EMI-America B-8283)
Brody's best single to date is a self-penned tune that features strong singing and crossover-styled instrumentation.

SHELLY WEST (Viva/Warner Bros. 7-28909)
A straight-ahead country song: undying loyalty and barroom dancing are the lyrical ideas. West shows again that she has one of the best natural voices in the business.

VERN GOSDIN (Complete CP-145)
I Know The Way To You By Heart (2:57) (Blue Lake/Hookit—BMI) (T. Laiolo) (Producers: Vern Gosdin, Robert John Jones)
A perfectly matched song for Gosdin's style, this tune tells of broken hearts and the dreams of someone who has left home.

MEL TILLIS (RCA PB-14175)
California Road (3:35) (Cedarwood—BMI) (S. Weedman) (Producer: Harold Shedd)
Tillis' newest RCA release has a solid hook, a good storyline and one of country's best-loved voices.

TOM JONES (Mercury 884 039-7)
The perennial radio favorite is back with a melodic tune from his soon-to-be-released album.
COUNTRY CMA Names Hosts, 1st Performers

NASHVILLE — The Country Music Foundation's board of trustees has voted RCA recording artist Kenny Rogers as the first recipient of the Roy Acuff Award in recognition of significant contribution to country radio in Nashville. The announcement was made following the recent quarterly meeting of CMF officers and trustees.

Chairman of the CMF board of trustees, Frances Preston, commented, "Kenny Rogers has a long list of accomplishments, and with his success, has made a significant contribution to country music radio. The award will be the first of its kind in Nashville."

The award was created by the Foundation four years ago in honor of Grand Ole Opry star Roy Acuff, to recognize outstanding contributions to country music radio. The awards are open to all members of the country music radio industry. The award includes a $5,000 honorarium, a plaque, and a special presentation at the Foundation's annual awards ceremony.

Halsey Company Bows TV Division

NASHVILLE — The Jim Halsey Co., headquartered in Tulsa, Oklahoma, has expanded its operations to include packaging and production for television projects. The announcement of the new division has been made by the company's senior vice president for television.

According to Potzky, the company will expand the Los Angeles-based television division over the next few years, with major networks, syndicators, and cable systems as targeted customers. Recently, Halsey packaged and produced the special for The Oprah Winfrey Show on the Wembley Country Music Special, for syndication. Projects reported under current development are The Country Review, a syndicated audio show starring The Oak Ridge Boys, a cable special featuring Brenda Lee and Over 100 international music festivals. Halsey also maintains offices in Nashville and London.
Zondervan Music Group Undergoes Major Restructuring


In a corporate meeting of the company's nearly 100 Nashville employees, Jones explained the reorganization as "a well-thought-out concept to streamline the music group's effectiveness in the marketplace, by specifically defining three areas of separate functions and maximizing the music divisions as communicators of the gospel."

The three major divisions now under the overall auspices of The Zondervan Music Group include The Benson Company, which will function as the recorded music division; Zondervan/Singspiration Music, a general print/publication division; and the Zondervan Music Sales Division, responsible for distribution of both printed and recorded music.

William W. Traylor has been appointed executive vice president and general manager of the Benson Company with offices at 365 Great Circle Road in Nashville. Zondervan/Singspiration's new executive vice president and general manager is Philip M. Brewer. Publishing offices will be maintained in both Grand Rapids and in Nashville at the Benson facilities. An executive vice president and general manager for the music sales division has yet to be named. Reportedly under consideration is Wayne Erickson, former Benson Company president.

At the corporate meeting, Jones concluded, "Since the purchase of The Benson Company several years ago by The Zondervan Corporation, there has been speculation as to how these companies can be integrated most effectively to serve the Christian music industry. This new structure, combined with greatly expanded involvement with The Zondervan Family Bookstores and Outlet Centers nationwide, puts us in a position to make major strides in supporting the sales of our artists' records and our composers' songs.

Zondervan operations include 81 family bookstores throughout the U.S. as well as publishing and distribution facilities in several states and overseas.

National Quartet Convention Marks Thirty Year Anniversary

NASHVILLE — The week-long series of concerts known as the National Quartet Convention is scheduled for September 30 through October 5 at Municipal Auditorium in Nashville. This year's event is billed as the NQC's 30th Anniversary Celebration. Stephen Speer, executive director of the event, has announced the general schedule.

In the evenings, concerts will be staged featuring well-known artists in the southern gospel field, including the Kingsmen, the Speer Family, the Florida Boys, The Masters V and The Chuck Waggon Gang. During the days, there will be special seminars on the topics of recording, group management, copyright and publishing. Chapel services will also be held.

This will be a celebrity festival during the week, in addition to several sporting events: the Marvin Norcross Memorial Golf Classic, a celebrity softball tournament and the NQC SK Run. One of the highlights of the convention will be the National Southern Gospel Song Convention. Winners will be announced Saturday night, after competing for over $2,500 worth of prize money and a recording of their songs on RiverSong Records by "a major southern gospel music artist." One of last year's winning songs was the subject of a celebrated concept video by The Speer Family, "City Coming Down." During the day Saturday, the National Talent Search Competition will conclude after non-finalist Hillmen, who will have an opportunity to win a recording deal and a spot on the closing Saturday Night performance.

For details on the convention, contact the NQC office at (615) 320-7000.

GOSPEL PICKS

Greatest Hits — The Jackson Southernaires — Malaco 4400 — Producer: The Jackson Southernaires

SO GOOD — Howard McCray — Good News SPCN 7-01-812010-1 — Producers: Jim & Kathy Howard

Fire on Stage — The Paynes — WindChime WC-5027 — Producers: Ron Drake, Mike Payne, Keith Payne, Mark Payne

In Heavenly Love Abiding — Anne Martindale Williams & Stephen Nelson — Word SPCN 7-01-897310-4 — Producer: Kurt Keller

When You're a Rebel — Altar Boys — Broken SPCN 7-100-302822-X — Producer: B.B. Stone

Glad in the Studio — Members of Glad are shown above listening to playback of their new LP, "Champion Of Love," their sixth album and their first for Milk & Honey Records. Pictured (l-r): guitarist Chris Davis; Tom Beard, keyboards; Bob Kaulin, former Glad member and keyboardist/violinist for the new album; Don Nalle, engineer; Billy Brady, engineer; Ed Nalls, lead vocalist; percussionist and producer. Not pictured: drummer Art Noble.
THE PIER, N.Y.C. — The irony couldn't have been more perfect — Peter Garrett's towering frame, the bulk of the Intrepid, Garrett, Midnight Oil's imposing lead singer-cum-politico, whose anti-nuclear beliefs are so strong he's willing to stand on that — and almost won. Garrett, the lawyer-cum-lyricist whose words make mimicking of the self-serving imperialism and militarism that run rampant through the world. And now Garrett, six-foot-six of anger and declamation on the Pier's stage, passionately haranguing the audience about the world's evils, standing back and forth, jerking like a marionette whose strings have been pulled too tight, playing fingers, throwing elbows and bending knees — all in the shadow of an "overgrown shark" (as he termed it) symbol of military might and prowess. But even the Intrepid seemed to bow its head to the force of the Oil's music. And no wonder.

The term apocalyptic rock/culture has been invented for Midnight Oil. Not only are the themes heavily political and disturbingly well-informed, the music is brash, shouting and geared to throaty any vantage of complacency the lyrics might leave behind. For complacency is something the Oils can't abide. Want to live with your head in the sand like an ostrich? Don't even try it around a Midnight Oil show. This Columbia act is determined to pull the rug out from under its audience's collective feet. And the Oils' immolation is as fearsome as the man who delivers it. "Short Memory," a Gregorian chant gone mad, traces a geopolitical history from Hiroshima to El Salvador, Afghanistan and impending doom. "Best of Both Worlds" does little to settle the mood, with its raw thrusts of near-metallic cacophony and cautionary cynicism. Even the building "Sleeping With The Gods" is softened by crouching it in hypnotic bass and almost—folky guitar. The brooding undercurrents still come through, like tendrils wrapping themselves around your psyche and squeezing far too tight for comfort. But comfort is not what the Oils are about. To settle the mood, with its raw thrusts of near-metallic cacophony and cautionary cynicism. Even the building "Sleeping With The Gods" is softened by crouching it in hypnotic bass and almost—folky guitar. The brooding undercurrents still come through, like tendrils wrapping themselves around your psyche and squeezing far too tight for comfort. But comfort is not what the Oils are about.

Robin J. Schwartz

THE BEVERLY THEATRE, L.A. — As the featured attraction of a recent Sunday evening "KOVO Night" at the Beverly Hills Beverly Theatre, Epic recording act Bang Bang made a shining appearance. Glibbing is in good form and the words of this six-headed made-up young men, who are apparently bent on staking a decidedly American claim to the world of musical hell. As the delightfully produced this was "Help Yourself To My Love," written by Paul Lawrence, a song with his six-piece band G Force, which has been performed all over Los Angeles for the past several months. This song was the result of a mixture from a new line-up, a new sound, a new record, and a new song after a song.

One of the evening's first songs, "G Force," the title track from G's debut LP on Arista, caught the ears and enthusiasm of everyone in the audience. Clearly, from its response to this and other initial tracks of the performance Bang Bang had come to have a good time. An underlying factor where absence of previous was less obvious on Garrett's guitar work was the production and arrangement talents of Kashish, who has produced much of the saxophonist's best work. After this display was "Help Yourself To My Love," written by Paul Lawrence, a song with his six-piece band G Force, which has been performed all over Los Angeles for the past several months.

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out of love will buy it, but then they have to contend with the lyrics of Darling Nikkii! We are not advocating censorship at all, but we are hoping that the industry will monitor itself. This is why we asked several record companies to take the issue under advisement and consider what they could do as responsible manufacturers of consumer products. Previous to Gortkow's response, the PMRC had met with the RIAA president twice before and on its own had contacted several major record labels as well as bringing the issue to the attention of the Senate Communications Committee and holding meetings in Washington, D.C.

While striking down many of the PMRC's requests, including the rating of pop music from a political standpoint. Asked why this political preoccupation consumed him so, Gortkow responded, "I find the whole business of making music interesting from a political point of view. Which is a difficult thing to talk about, because there's almost a new way of talking about politics that has come out of Europe, principally France and Italy, in the last 15 years (which is very, very young for that kind of intellectual discipline) which sort of carves the world up in a completely different way, it prioritizes things differently, it sees where problems and how people works in very different ways. And in accordance with those things, music is an interesting phenomenon, and it doesn't need bourgeois French intellectuals to make it interesting. But there's not a dissenting point of view which is a discussion worth having."

And just how does a high-power political critique of pop music affect the making of a Scritti Politti record? According to Gortkow, not at all. "A lot of people think that it must somehow inform what goes on in the studio, or the way that you sit down to write songs," stated Gortkow. But, his political discussions are separate from his work as a musician. Only when asked to account for pop from the outside does anything "moderate" music interest him.

So, Scritti Politti has settled into this trio, a musical universe of Gamson and Maher in orbit around Gortkow at its axis. "A point worth making, that somehow informs how we've come together, is that we have a shared aesthetic history. We all started off listening to pop music, and that, and then were drawn by the more adventitious elements of pop music to listen to some fairly weird and wonderful and more obscure things," commented Gortkow. And having worked its non-parallel ranges of pop and back again, "Cupid & Psyche 85" is offered as a description of the very center of pop. This week, Scritti Politti releases "Perfect Way," a single which continues the adventure of "Wood Beez" and "Absolute" — an adventure to the heart of pop.

**George G. Levy**

August 2, 1980 — July 26, 1985

To our beloved brother, uncle and from his family of music men.

Lou Levy
Leeds Levy
Michael F. Sukin
Sire's Seymour Stein

While Madonna alone can just about take care of the labels needs for #1s, it is the young bands which give Sire its edge on nearly all competitors, major labels or independent. And again, this edge depends on Stein's street attitude and his track record. "All the great phenomena in music have been ushered in by the independents with very few exceptions. This goes all the way back to labels like King, Imperial, Atlantic, Chess, V-Jay and many others," explained Stein. "When I was a kid, I was a record collector, and the records I liked most were R&B and country. At the time I thought Leonard Choss must have been the greatest genius of all time, because all of my favorite acts were on his label. Then I realized later on, that when I got to know Leonard and his son Marshall, that it was really just one of no one else wanting these acts. That situation just keeps repeating itself and repeating itself." Many labels have passed up bands which Sire signed, and clearly many are watching and learning from his success.

Virgin Secures Top UK Singles Spot

LONDON — Virgin Records has won the coveted top singles spot for the market share survey for the second quarter of 1985, scoring 8.8 percent for the April-June period, followed by Chrysalis' 8 percent and 7 percent for CBS.

In the artist stakes, top selling went to Paul Hardcastle (Chrysalis) with Carter's Phyllis Nelson coming second. Phil Collins was number one in albums with Bruce Springsteen second and Tears For Fears third.

Top singles producers were Paul Hardcastle, Yvonne Desca (Phyllis Nelson) and Chris Hughes (Tears For Fears). Top album producers were Phil Collins, Hugh Padgham, Chris Hughes and Laurie Latman.

In the music publishing sector, Virgin Music narrowly ousted Warner Brothers Music from top corporate spot, which Warners had held consistently since the same quarter of 1983. Warner continues to rule the individual publishing roost with Virgin and Chappell in second and third place, respectively.

21 Records Joins Atlantic/Atco

LOS ANGELES — Atlantic Records and the LeFrak/21 Entertainment Group have signed a long-term distribution agreement for the 21 Records label through the Atco division of Atlantic. The deal was negotiated by Sheldon Vogel, vice chairman of Atlantic Records, and Herb Moelle, executive vice president of the LeFrak Entertainment Company.

In making the announcement, Atlantic president Doug Morris commented: "We welcome 21 Records into the Atlantic/Atco family. It is a privilege for us to be able to distribute the 21 label, and we are looking forward to a long and exciting association."

LeFrak/21 president, Fred Haayen, added "It has always been my goal for 21 Records to create and develop a solidly-financed, successful independent record label with distribution through a major company. With the financial backing of Samuel L. LeFrak, chairman of the LeFrak Entertainment Company, and the capabilities of Doug Morris and the Atlantic/Atco people, I now believe that goal is close at hand."

The first album to be released through the new distribution arrangement between 21 Records and Atlantic/Atco is Records' "Rockorama" by the Dutch rock group Highway Chile. Upcoming artists on the 21/Atlantic/Atco label include Stars On 45, Demis Roussos, Last Tango, Golden Earring, Glover Leron, Clayton Cages, and a special Jim Croce collection.

Rock's Hall Of Fame

(continued from page 9)

MCA Records, Quincy Jones, president, Quincy Jones Productions; David Braun, Wyman, Bautzer, Kuchel & Sibert, Bill Graham, president, Bill Graham Productions; and John Hammond, CBS Records consultant.

The establishment of the permanent Hall of Fame museum is in the future, with New York, Los Angeles, Cleveland, New Orleans and Chicago the front-runners for the museum's site. However, the first members of the Hall of Fame will be inducted in a January black-tie dinner at the New York's Waldorf-Astoria. Three categories have been set up for membership: performers, non-performing professionals (songwriters, producers, disc jockeys, record executives, etc.), and for-both-rock, country and rhythm and blues artists whose music laid the groundwork for rock and roll. In order to be eligible, artists must have released a record at least 25 years ago.

The first inductees will be announced sometime after the summer. Over 100 performers, journalists, producers, etc. are voting in the artists category; there will be 10 artists inducted the first year. A special nominating committee has been set up to elect the non-performing and for-both-section members, with three-to-five figures in each category expected to be inducted at the 36 ceremony. The nominating committee consists of board members A. Ertugan, Stein, Weisser, Krassow, and Hammond, as well as Robert Hilburn, L.A. Times; journalist; Kurt Loder, Rolling Stone senior editor; Norm N. Nite, writer and disc jockey; Nile Rodgers, producer; and Jerry Wexler, producer. Each inductee will receive a specially-designed award at the January dinner.

'Rock and roll will always be, it'll go down in history," sang Danny and the Juniors during the Stone Age of rock. Now, with the establishment of the Rock and Roll Hall of Fame, that history will be gathered and honored under one banner.

IT'S A WRAP — Johnny Winter and the band from his just-completed Alligator album "Serious Business" listen to playbacks at Chicago's Streeterville Studios. The LP is expected to be released in February. Seated left to right: engineer Justin Nielson; Winter; co-producer Bruce Iglauer; Standing left to right: drummer Casey Jones; co-producer Dick Shunnan, pianist Ken Saydak, bassist Johnny B. Gayden.

RECORD PRODUCERS: "CUT YOUR OWN DEAL"

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The list of stars involved with the project reads like a very impressive roll call — Cliff Richard, Sir Laurence Olivier, Dionne Warwick, Ashford and Simpson, and Julian Lennon are among those involved.

The first single from the double album is to be released this week — it is "She's So Beautiful" produced by Stevie Wonder (who plays all the instruments) and sung by Clif Richard.

Cliff Richard is to perform in the stage series. After over 20 years in this industry, he marks this stage debut. He plays a singer who goes in search of "truth" to develop his world. Olivier has directed an ultimate word of truth." His performance includes a new theatrical technique involving holograms.

Dave Clark has been working on Time for the past few years — he always wanted Clift to star in his creation but it took two years before the busy Mr. Richard was available. He is currently on tour in the UK and will begin rehearsals in January. It will be the first time in 20 years that London's Dominic will stage a musical — having recently made itself famous as a rock venue.

The show will be directed and choreographed by Larry Fuller, whose credits include Funny Girl and Evita. EMI will release the concept album some time this year, with its whole extraordinary line-up of superstars.

**TIME TELLERS** — Laurence Olivier is set to be the next star in Dave Clark's production of Time, to open next year in London, where it is booked for the next year and a half.

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**Philharmonic/Player Pact Renewed**

By Chrissy Iley

LONDON — The partnership between "Music For Pleasure," the London Philharmonic Orchestra and Imperial Tobacco is set to continue. John Player announced a new sponsorship contract worth $120,000 over three years. It was signed by Brian Bray, marketing director of Imperial Tobacco, and Malcolm Anderson, general manager of MFP, at a special reception at London's Savoy Hotel.

Guests were invited to celebrate the 15th anniversary of the John Player Master Series sponsorship programme. The first record in the sponsored series was Tchaikovsky's "1812 Overture" and it has proved to be one of the best classical sellers of all time, with sales approaching double six million. The John Player Master Series is now approaching its 70th recording, and total sales have reached 3.6 million.

Bray comments: "We had already sponsored the London Philharmonic for some years, before helping the Master Series in 1970. The orchestra's brilliant performances on our records have set standards which I am sure are survived throughout the world of classical music. We are happy to renew our contract with John Player. The LPO will be making nine new recordings for the Master Series over the next three years."

"We operate a large sponsorship program in sport and the arts because we strongly believe in the benefits of long term support." Bray concluded.

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**CASH COPS CANVAS** — CBS recording artist Johnny Cash recently journeyed to Australia for a series of concerts. During the tour, CBS Records took the opportunity to present Johnny with an original oil painting in recognition of 10-million dollars worth of record and tape sales in Australia. Pictured at the presentation are CBS executives (l-r): John Jackson, international product manager; Johnny Cash; Chris Moss, marketing manager; Viv Hudson, manager, publicly and international relations; Denis Handlin, managing director; and Lou Robbin, Johnny Cash's manager.

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**INTERNATIONAL BESTSELLERS**

**Japan**

1. "Onoechi No Rockabilly Night" — Checkers — CBS Sony
2. "Anata Motto Shirikute” — Hiroko Yashikimaru — Toshiba (E)
4. "Bye Bye My Love” — Southern All Stars — Victor
5. "Tora No Oretta Angel” — Ayumi Namkai-Hamme — EMI
6. "Bentivoglio” — Matsutoshi, Otsu, Satsumi — Toshiba EMI — Fan
7. "Kanashimi Sayonara” — Anarchitetty — Kitty
8. "Dancing Shoes" — Seyeiko Matsui — CBS Sony
10. "MCI” — Mihoko Nakayama — King

**TOP TEN LPS**

1. "Another Mother" — Kyotaka Sugiyama + Omega Tribe — Vap
2. "The 9th Wave" — Seiko Matsuda — CBS Sony
3. "Flag" — Kyoko Koyama — Victor
4. "Be True" — Ayumi Nakamura — Yamaha Bird
5. "Tora Senchi Boy” — Soundview — Vap
6. "Inoue” — Anri — For Life
7. "Tetsuei" — Tetsuei Hayashi
8. "The Dream Of The Blue Turtles” — Sting — Alpha
9. "For Your Love” — Aihy — Canyon
10. "Asu No Tamen” — Chiharu Matsuyama — Alpha

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**Argentina**

**TOP TEN 45s**

1. "El Ponte" — Madonna — Geffen
2. "Don't Be An Angel (playing with my heart)" — Eurythmics — RCA
3. "We Don't Need Another Hero (Thunderdome)" — Tina Turner — Capitol
5. "White Wedding" — Billy Idol — Chrysalis
6. "Foolish Things" — Millie Jackson — Atlantic
7. "Live Is Life" — Opus — Polydor
8. "Holiday" — Madonna — Sire
9. "I Got You Babe" — UB40 — DEP International
10. "Round and Around" — Jake Graham — EMI

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**Time Staging To Be Top '86 Event**

By Chrissy Iley

LONDON — EMI is to launch a huge new musical project, Dave Clark's Time, which is proving to be one of the most exciting musicals ever staged. It will be designed by Cliff Richard and stars in Dave Clark's production of Time, to open next year in London, where it is booked for the next year and a half.
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### Behind the Bullets

Metallic releases suggest the labels are building on a heavy metal foundation. Atlantic has released Huxx, A&M released Y&T. From Polygram comes Yngwie Malmsteen, Heaven’s Night and TNT. Uriah Heep, Warrant and Volta and Victory are recent CBS releases. Atlantic has unleashed Raven, Savage and Slade, RCA has released Combustion and Adam Bomb. From Elektra has come Metallica and Rogue Male. And add to this the insurgency from the independents, who have always had the metal scene with its trends and talent. Combat and Blade have Halloows Eve, Megadeth, Exciter, Lissy Borden, Tyrant, Slayer and Warlock.

Heavy metal shows have no slowing down. With Motley Crue at the bull and all and all, and Scorpions, AC/DC & Grim Reaper in hot pursuit, a safe bet is that molten rock is here to stay.

### 3-For-2 Stock Split Approved By MCA

**LOS ANGELES** — Directors of MCA last week decided to go ahead with a 3-for-2 stock split. At the same time, they announced a quarterly cash dividend of 22 cents per share. For the second quarter of the earnings for the first half of this year were off 25 percent from the previous year’s first half. The second quarter dividend will apply to the common stock in advance of the record date of August 1. The board also decided to set the next quarterly dividend at 17 cents per share for the next three quarters. The company expects a significant rebound in its third quarter earnings, due in great part to the success of the film back to the Future. This Time After That.
Classic Games Spur
Coin-Op Market Rebound

By Jay Carter

Ed Note. Following is Part II of our feature by Jay Carter, focusing on the current market climate, which appears to be reflecting a slow but steady rebound. The first installment of this series dealt predominantly with pinball machines, long a coin-op staple, which experienced hard times but seem to be making a comeback and with it attracting a new generation of players. This week's segment delves further into the diverse roster of coin-op pieces both in the classic vein and in terms of the introduction of imaginative play themes which addressed the fickle nature of the game player.

Down Memory Lane With Skee-Balls, Shuffle Alleys And Bowlers

This trio of coin-operated amusement game classics has shown even a more remarkable resurgence in the total scheme of things as operators look to offer a greater diversity of entertainment options for today's players. These long-time staples have proven their resiliency by rebounding back at a time when they can best be appreciated. It is the simplicity of the play action, as well as the subtlety in mastering the games that appears to transcend a generation of individuals who have been weaned on electronics.

Admittedly, we can now find some digital scoring displays and other cosmetic touches that have ably brought the three into the modern era, but their basic appeal hasn't really changed since they were first introduced. It is the activity in available equipment that has sparked interest now trickling down from manufacturers to distributors and operators, not to mention the players themselves.

For the coming months the trends seem to indicate that, if anything, this broad category of coin-op games will only increase in importance and visibility as a solid performer on location that can deliver steady earnings while gaining a faithful following whether there are prizes attached or just the element of competition to keep the art form alive and well.

In the area of skee-ball, to begin with, there are the conventional variations on the theme led by the standard configuration from a company like Skee-Ball, while other entrants have chosen to open up the medium based on such efforts as Exidy's Whirly Bucket and Tidal Wave, or High Ball from Norton. In addition, one can find more adaptations along the same lines with U.B.I.'s Sportball's Superball models as well as the continuing presence of Melrite's Boom Ball.

Together, these companies and others are leading the way to provide a stream of skee-ball machines that still, and probably always will, have a place somewhere in the overall product mix of leisure time coin-operated

(continued on page 45)
Vending Profits Up In '84 According To NAMA Survey

CHICAGO — Net profits before income taxes edged upward to 1.8 percent in 1984 for American vending companies, from 1.5 percent in 1983. This is the result of the NAMA's Operating Ratio Report of the National Automatic Merchandising Association.

The net profits as a percentage of sales have averaged 7.6 percent for gross sales and were generally higher for companies with total sales under $10 million than for those over that amount.

The report showed that rental payments (commissions) remained steady at 7.2 percent of sales and the rate was lower for the smaller reporting firms.

The NAMA Operating Ratio Report is compiled from profit data submitted to Price Waterhouse & Co. by NAMA member firms. The current report represents total sales of $1,850,663,000 from 146 participating companies, Schreiber said.

He pointed out that net profits for the year reported averaged 6.7 percent of gross sales and were generally higher for companies with total sales under $10 million than for those over that amount.

Total expenses dropped to 53.3 percent of sales from 54.4 percent in 1983 and total payroll expenses were down to 25.1 percent of sales from 26.1 percent.

The report covered 37 different service operations of member firms (non-vending food service operations of member firms — non-vending food service operations). Reporting companies averaged 2.7 percent profit margin for that category in 1984, compared to 1.7 percent in 1983, Schreiber reported.

New Equipment

Wild West Action

CHICAGO — Premier Technology has captured the excitement of the wild west in its latest pinball game, "Bounty Hunter," which debuted August 1.

Scenes from the old west set the stage for the player prepares for the showdown, which begins with the loading of the six-shooter's chamber and this is accomplished by selecting the corresponding lit targets. The chamber rotates by shooting the loop. Shooting the topmost lights in the right direction will empty the chamber. If you have an action-packed western scenario adapted to pinball play, along with the special and extra features of the Wild West concept, with shooting "Cactus Sam" as he pops up as random.

In addition to high scoring action, Bounty Hunter features Premier's new alphanumeric Top Players Display which allows the top five players to enter their initials.

The new model will be available through factory distributors. Further information may be obtained by contacting Premier Technology, 759 Industrial Drive, Bensenville, Illinois 60126.
The current stabilization of retail prices for compact discs would appear to contradict long-term industry projections for a substantially lower rate, predicted by some as likely to dip under 10 dollars for new releases. While the two-year period from fall 1982 to mid-1984 saw the steady decline of CD prices, the past year has witnessed little change. A recent sampling of major retail record store chains across the nation revealed that popular music CDs are generally running between $13.99 and $14.99 a piece, while classical releases usually range from $14.99 to $15.99. The cheapest retail figures were reported in portions of the West Coast and the Southeastern portion of the U.S. Alex Jimenez of the Peaches chain notes that strong competition, particularly in southern Florida, has prompted these comparatively lower prices.

David Robisha of the Strawberries chain attributes the overall stabilization of retail prices to the present problems the industry is experiencing in attempting to meet consumer demand for product. Robisha notes that various surveys have underscored the fact that customers prefer greater supplies and broader inventories of CDs over lower prices. He added that once supply catches up with demand, prices are likely to begin falling again.

While the prognosis appears to foretell no immediate price changes for the future, Jimenez envisions the gradual development and implementation of a multi-tiered pricing scheme. Polydor's "Popular Price Series" points the way for cheaper product geared to a mass market. In addition, it is conceivable that the labels producing CDs could initiate a midline program comparable to that existing for older record albums. The practicalities of the eventual adoption of such a scheme are reflected in the fact that many chains are already offering selected titles of newly released popular music at $12.99. Many stores are offering samplers compiling cuts by various artists together on one disc as low as $8. Department store chains and mail order companies dealing in high volume have brought their retail prices down as low as the $11.99 — $13.50 range. Jimenez feels that audio equipment stores will eventually give away CDs, particularly samplers, as an incentive to stimulate hardware purchases.

The primary question now appears to be whether CDs can compete in the mainstream against vinyl records and cassettes at a higher price level. Are the inherent advantages of the medium (sound quality, convenience, durability, etc.) over its competitors sufficiently pronounced so as to enable it to garner a continually larger share of the market? While most retailers are convinced that the CD will be the dominant format of the future, they are unsure of its ability to attract a mass audience without the initiation of significant decreases in wholesale prices by the record labels.

Frank Hoffmann

The COMPACT DISCOLUMN

The current stabilization of retail prices for compact discs would appear to contradict long-term industry projections for a substantially lower rate, predicted by some as likely to dip under 10 dollars for new releases. While the two-year period from fall 1982 to mid-1984 saw the steady decline of CD prices, the past year has witnessed little change. A recent sampling of major retail record store chains across the nation revealed that popular music CDs are generally running between $13.99 and $14.99 a piece, while classical releases usually range from $14.99 to $15.99. The cheapest retail figures were reported in portions of the West Coast and the Southeastern portion of the U.S. Alex Jimenez of the Peaches chain notes that strong competition, particularly in southern Florida, has prompted these comparatively lower prices.

David Robisha of the Strawberries chain attributes the overall stabilization of retail prices to the present problems the industry is experiencing in attempting to meet consumer demand for product. Robisha notes that various surveys have underscored the fact that customers prefer greater supplies and broader inventories of CDs over lower prices. He added that once supply catches up with demand, prices are likely to begin falling again.

While the prognosis appears to foretell no immediate price changes for the future, Jimenez envisions the gradual development and implementation of a multi-tiered pricing scheme. Polydor's "Popular Price Series" points the way for cheaper product geared to a mass market. In addition, it is conceivable that the labels producing CDs could initiate a midline program comparable to that existing for older record albums. The practicalities of the eventual adoption of such a scheme are reflected in the fact that many chains are already offering selected titles of newly released popular music at $12.99. Many stores are offering samplers compiling cuts by various artists together on one disc as low as $8. Department store chains and mail order companies dealing in high volume have brought their retail prices down as low as the $11.99 — $13.50 range. Jimenez feels that audio equipment stores will eventually give away CDs, particularly samplers, as an incentive to stimulate hardware purchases.

The primary question now appears to be whether CDs can compete in the mainstream against vinyl records and cassettes at a higher price level. Are the inherent advantages of the medium (sound quality, convenience, durability, etc.) over its competitors sufficiently pronounced so as to enable it to garner a continually larger share of the market? While most retailers are convinced that the CD will be the dominant format of the future, they are unsure of its ability to attract a mass audience without the initiation of significant decreases in wholesale prices by the record labels.

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### Two Budget Players Added To Sony's Compact Disc Line Up

LOS ANGELES — Sony continues to broaden its compact disc product line with the introduction of the new CDP-30 and CDP-70 component compact disc players. The two new models represent the thirteenth and twelfth home CD player models that Sony has offered since introducing the industry's first CD player in March 1983. "Sony is taking the opportunity to broaden the compact disc marketplace with two full-featured models at affordable prices," remarked John Brasch, vice president, Sony Consumer Audio Products. "The introduction of the CDP-30 and CDP-70 renews our commitment to the CD format with the broadest line-up of any manufacturer."

**Advanced Digital Technology**

Both the CDP-30 and CDP-70 utilize much of the Sony digital technology found in top of the line Sony home CD players. A miniaturized laser optical pickup is used that incorporates the semiconductor laser, lenses and splitter mirror on a single assembly. A "three spot" laser servo system is used for optimizing laser tracking and superior resistance to shock and vibration. Sony's industry standard CIRC error correction system uses work interleaving and linear interpolation to protect the music from date errors.

"I like the Points West column and the way Cash Box reviews LPs, which is very important in making buying decisions for CML."

Cecilia R. Whitmore, Music Director
WJLB Radio, Detroit, MI

WE TALK TO PEOPLE THAT COUNT
It’s no surprise to us that Kool & The Gang’s latest album, “Emergency,” has just gone platinum. They are THE hottest band of the ‘80’s, with 6 gold albums in a row and 4 platinum. They’ve had an incredible 10 top 40 singles in the first half of the decade. Their first two “Emergency” singles reached top ten on the pop chart, while “Misled” reached Top 3 and “Fresh” went all the way to #1 on the Urban charts. But “Emergency” is still emerging. The third single, “Cherish,” is already Breaker AC, Urban & Pop. It’s on the way to be the third top ten hit single from this fantastic Kool & The Gang album and there’s even more to come!