SEMINAR III

MINNEAPOLIS, MINNESOTA

You Are Cordially Invited

to attend a Cash Box Radio/Retail Seminar

The Seminar will be held Saturday, September 21, 1985 at the
Hotel Sofitel, Salon, 5601 W. 78th Street, Minneapolis, Minnesota.

It begins at noon with cocktails. Lunch will be served beginning at 12:30 P.M. and
will be followed by a presentation of Cash Box’s newly implemented Chart methodology
and editorial changes, and an open discussion concerning ways CASH BOX can be
more responsive to your needs.

No fee or registration is involved.

Please R.S.V.P. for yourself and key members of your staff
to:

Spence Berland
CASH BOX MAGAZINE
6363 Sunset Boulevard, Suite 930
Hollywood, California 90028
(213) 464-8241

If your business is selling, promoting, or playing records we urge you to attend.
This is the third in a continuing series of CASH BOX radio/retail seminars to be held all over
the country, watch for announcements of future seminars in the pages of CASH BOX.

CASH BOX
WE TALK TO PEOPLE THAT COUNT
GUEST EDITORIAL

This Music is Rated R — For Rock and Roll

By Norman Hunter

It is hard to believe that less than a month ago I was assuming someone that there was now a way a rating/rating system would be put into effect in the music industry. I'm still not sure that it will ever happen, but its reality seems a lot more likely all of a sudden. I'll acknowledge up front that I don't have a solution, but I do believe it is an important and perhaps even serious issue that I feel a need to address.

My position is quite simple — anything that might inhibit the free and spontaneous spirit which is rock and roll must be watched very carefully. Since we are still dealing with possibilities, I'm certainly hoping an acceptable solution can be found. As a parent, I certainly understand the concerns of other parents, but we must proceed cautiously. It's only one thing to put notices on cassettes and albums to warn about possibly offending words and quite another to censor ideas. My case in point refers to a recent article in the Wall Street Journal that included a list of songs that might carry an 'X' rating which indicated profane, violent or sexually explicit content. One of the songs listed was "We're Not Going To Take It," by Twisted Sister. Since the song is neither profane nor sexually explicit, I must assume the X is meant to indicate violence.

This is a classic example of someone believing their interpretation of a song should place restrictions on others. I'm sure the people opposed to this song would cite the video to support their claim. My response to that is, "what are we talking about here is music that you hear, not see." I choose to believe that this song is meant to be watched and inspire today's youth to stand up for what they believe in, which is not so dissimilar from the thoughts expressed over 20 years ago by the Who in "My Generation."

I think every generation needs new songs like these, yet these seem to be some of the very ones that could be denied them. Rather than finding out why their children are listening to certain types of music by having open communication with them, some parents could simply attempt to deny their children an opportunity to listen to and enjoy music that has been deemed "morally hazardous" by some other adults.

Something else that caught my eye was the fact that five of the seven songs listed had been major hits. It would seem to me that radio, which is certainly under stricter codes than the music industry, did so in essence, that these songs were acceptable for the general public. So why should the records have a warning?

Well it should be obvious that I've fulfilled my promise and not come up with a solution. That was not my purpose in the first place. What I hope I've done is aid in the process of finding a solution by emphasizing how vital it is that we don't compromise the music. That's what it's all about, for me, anyway.

I encourage the industry to take a stand that will show responsibility not only to the concerned parents, but also to the music that not only gives us all jobs, but allows us to have a great time doing it.

Norman Hunter is manager of pre-recorded product for Record Bar Inc.
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Save the date for . . . .

THE HOTTEST RACE IN TOWN

Night at the Races

The Neil Bogart Memorial Laboratories for Children’s Cancer Research*
*A division of the T.J. Martell Foundation for Leukemia and Cancer Research

Wednesday December 4, 1985

Pavilion Of The Stars, Hollywood Park

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SERVE THE CAUSE ON OCTOBER 5th.

THE T.J. MARTELL FOUNDATION FOR LEUKEMIA AND CANCER RESEARCH INVITES YOU TO JOIN OUR 2nd ANNUAL MUSIC INDUSTRY TENNIS OPEN.

Spend an evening on the courts rubbing elbows with the superstars of the tennis and music world...and enjoy off-the-court refreshments and buffet. There are special door prizes too. All for a tax-deductible donation of $50.00 per person.

The funds raised by this event allow The T.J. Martell Foundation for Leukemia and Cancer Research to continue its lifesaving work.

Join us on the court.
And help serve a very worthy cause.

Saturday, October 5th, 7:30PM
Binghamton Racquet Club
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Honorary Chairman: Arthur Ashe

For ticket or sponsorship information call (212) 975-4783.

THE 2nd ANNUAL MUSIC INDUSTRY OPEN TO BENEFIT THE T.J. MARTELL FOUNDATION FOR LEUKEMIA AND CANCER RESEARCH.

*Open to everyone for a fun-filled evening.
RIAA August Certifications
Houston, Sting, Power Station Debuts Go Platinum


Multi-platinum awards went to: "Sports," Huey Lewis and The News; (6 million), "No Jacket Required," Phil Collins (3 million); and "Songs From The Big Chair," Tears For Fears (2 million).

MG/MUA And Disney Home Video To Launch Extensive Campaigns
By Peter Berk
LOS ANGELES — Hoping video cassettes will serve as an portion of this year’s holiday gifts, both MG/MUA and Walt Disney Home Video are ready to move into the grown up with their multipronged marketing campaigns. In both cases, the idea is to heavily promote the availability of "classic" films on videocassette at a price considerably lower than normal. Both campaigns will wrap up by the end of January.

MG/MUA Home Video
Since it began at the beginning of this year to commemorate MGM’s 50th anniversary, the "Diamond Jubilee Collection" has been one of the most lucrative homevideo campaigns ever. In order to space up the appeal of the campaign as far as possible, further, MG/MUA will be adding 11 new titles to the collection (bringing the total to 29), and lowering the prices from $39.95 to $24.95.

Among the films which have been a part of the campaign since its inception are Gaslight, The Affairs Of Andre, Anna Christie and Dinner At Eight. Joining the list in October will be San Francisco, Possessed, Idol’s Delight, Cabin In The Sky and The Thin Man, among others.

In addition to adding those titles and reducing prices, MG/MUA is offering dealers new packaging of the films, as well as enhanced point-of-purchase materials. Furthermore, the home video company will offer consumers the "Great Diamond Jubilee Sweepstakes," in which customers answering key questions about MG/MUA classic films will have the chance to win such prizes as diamond necklaces and bracelets. The grand prize will be a $12,000 diamond ring. The October promotion will also be supported by extensive trade and consumer advertising, emphasizing the contest.

Commenting about the "Diamond Jubilee Collection," a source close to the campaign said, "In order to give a promotion renewed power, very often it’s necessary to add more product. Cy (Leslie, chairman of the board of MG/MUA Home Entertainment) knows this, and so designed this new twist to the campaign. He knew the promotion, effective as it’s been, could pick up steam if more titles were offered and prices lowered. As an enormous amount of thought to self-through marketing. We’ve done very, very well with that strategy, and the lack of the films we’ve sold are older ones. Cy certainly

(accompanied by page 76)

AC/DC Is Front Page News In Los Angeles
By David Adelson
LOS ANGELES — If you tuned into any local news station or opened any newspaper in Los Angeles last week, chances are you’d be seeing a lot of Atlantic’s AC/DC.

One channel focused in on the Atlantic labels spanning around on a turntable as the words to “Night Prowler,” from the “Highway To Hell,” album blared out. Another channel kept panning in and out of that album’s art, focusing on the horns atop Bon Scott’s head. The L.A. Times gave the band and the album covers two columns, both heartily praising the album. The story included all of the lyrics to “Night Prowler.”

If anything, this manic album went on a killing spree in Los Angeles and San Francisco (he was tagged the “Night Stalker” by an always enthusiastic L.A. press). Well this manic happenings to leave a piece of clothing at the home of one of his victims, 35-year-old Dayle Okazaki. The piece of clothing was a baseball cap with the AC/DC logo on it.

According to the Times, some author- ities made a "tenuous connection" between the Night Stalker and satanic worship since discovery of the cap. The story in the Times read, "In AC/DC stood for, ‘Anti-Christ, Devil’s Child.’ Brian Johnson of AC/DC said in a 1982 interview, ‘I’ve heard some people say there is some sort of devil worship in the band. It’s so silly I’m not going to talk about it anymore. I’m writing about the same things I’ve always written about: fun.’

Nevertheless, AC/DC is keeping a higher profile in Los Angeles than it would if the manic hadn’t dropped his cap at a crime scene. As morbid as it may seem, it’s having its impact at the stores. ‘Yes, it’s going to help sales,’ said Paul Cooper, vice president and general manager, west coast for Atlantic. ‘In a case like this, the company will have no official comment or involvement,’ he added.

Instead a spot check of stores around the city found demand for “Highway To Hell” running far above normal. One store manager complained that it was sorry the

Behind The Bullets — Labels Ready Fall Assault-Summer Slow Down About Over
By Stephen Padgett
Early September is that never, never time between the dying embers of summer’s hit records and fall’s yet-to-ignite heavy weight releases. As the bullets fade on records that have performed excellently in summer’s heat, a whole new crop of contenders wait in the wings for their chance at the fall back-to-school market. And of course, the stakes are big as these will most likely head the Christmas wish lists.

Eight of ten albums in the Top 10 album chart without bullets. Of the top four, four have logged 25 or more weeks on the chart. Tears For Fears "Songs From The Lounge" chart est results show that the week topped the LP chart and spun off two #1 singles (a single, "Head Over Heels," is the high debut this week at #48 bullet and may follow the other two to the top), "Reckless" by Bryan Adams stands at #42, 4 weeks after entering the chart. The Boss, Bruce Springsteen, logs his 65th week in the top ten at the #5 spot. And, finally, Phil Collins’ "No Jacket Required" holds at #7, 26 weeks after its debut.

New Releases
The fall should be kept warm enough as new records, out now or soon to be released, begin heating up the retail arena. Leading the list is this week’s high debut, "Scarecrow," by John Cougar Mellencamp at #83 bullet. Other big contenders are Loverboy and Sheila E., whose new records debut this week at #82 bullet and #89 bullet respectively.

Other artists expected to share in the spotlight this fall are Hall & Orkes, Diana Ross, Pat Benatar, ZZ Top, Rolling Stones, Aerosmith, Yes, Culture Club, Starship, M. McDonald, Kiss, Rush and ABC.

LE BON JOUR — Capitol Recording artist Simon Le Bon (I) of Duran Duran stopped by NBC TV’s Late Night to chat with host David Letterman for a show broadcast September 10. Le Bon has departed from Duran Duran temporarily to join with fellow Duran’s Roger Taylor and Nick Rhodes for their trip project entitled Arcadia. Arcadia’s debut Capitol LP, “So Red The Rose” will feature the single, “Election Day” to be released in late September. The three performers will then resume recording with Duran Duran.

TURNER GRASS CANADIAN GOLD — Tina Turner is soon being presented with six platinum records for sales of "Private Dancer" in Canada by Capitol-EMI president J.D. Evans. Turner’s latest single "We Don’t Need Another Hero" has already surpassed the gold mark in Canada.
THE SECRET OF WHO HE ASSOCIATES WITH — Whit in New York recently for a sold-out performance at Pier 84, Columbia recording artist Paul Young received his first American gold record for his LP "The Secret of Association." Joining in the festivities were (r-f) Ged Dougherty, Paul Young's manager; Arma Andon, vice president, product development, Columbia; Joseph Senkiewicz, vp, international artist development/promotion, CBS Records International; Bob Sherwood, vp, marketing, Columbia; Al Goldfarb, vp, marketing, CBS Records; Paul Young; Paul McCartney, Barny Freidus, vp creative operations, CBS Records International; John Fagot, director, national singles promotion, Columbia; Paul Rappaport, vp, national album promotion, Mickiay Eichner, vp, national A&R, Columbia; Bob Jamison, vp, marketing/sales, Paris, CBS Records International.

BUSINESS NOTES

Vestron Inc. Announces Initial Public Offering

NEW YORK — Vestron Inc. has filed with the Securities and Exchange Commission a registration statement relating to an initial public offering of 10,800,000 shares of common stock. It is anticipated that the initial public offering price will be between $16 and $19 per share. Of the shares being offered, 5,400,000 shares are being sold by the Company and the balance by selling shareholders. The shares will be offered through underwriters managed by Merrill Lynch Capital Markets and Smith Barney, Harris Upham & Co., Incorporated.

Vestron Inc. is one of the largest publishers of prerecorded videocassettes in the United States, marketing primarily recent hit and lesser-known feature films released under its "Vestron Video" and "Lightning Video" trademarks. The Company also markets children's programs, music programs, and programs produced especially for the home video market. A registration statement relating to these securities has been filed with the SEC and Exchange Commission but has not yet become effective. Those securities may not be sold nor may offers to buy be accepted prior to the time the registration statement becomes effective.

464 Record Companies Receive Grammy Awards Entry Forms

NEW YORK — Entry forms for recordings released during the final three months of the Grammy Awards eligibility year (July 1 through September 30, 1985) have been mailed by the National Academy of Recording Arts and Sciences to a total of 464 record companies. In addition, the Academy has mailed special entry forms for commercially released music videos to 48 video companies. October 3 is the date when all company entry forms must be received by the Academy in its national offices. Failure to meet this deadline could result in recordings not appearing on the forthcoming Grammy Awards eligibility lists from which members select nominations.

Individual NARAS members will soon be receiving their entry forms covering the full awards year. The deadline for their return is October 7. Any record or video company, or member, who have not received their entry forms by Wednesday, September 18, or who have any questions regarding the entry procedure, are urged to immediately contact the Academy's awards supervisor, Margaret Leverance, at NARAS, Suite 140M, 303 North Glensco Boulevard, Burbank, CA 91502, (213) 849-1313.

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

NEW YORK — Ticketon has signed an exclusive six year pact with Madison Square Garden to provide complete ticketing service for all of that venue's events . . . 21st Century Sound has been given Bryn Mawr, PA it's first CD-only store . . . The N.Y. International Music & Sound Expo, "the nation's largest public music show" — instruments mainly, will take over the N.Y. Coliseum, Nov. 29-Dec. 1; call them at (914) 723-2581 or (213) 581-0170 for info . . . The NARM Scholarship Foundation has begun to solicit applications for scholarships to be awarded at next year's convention, members have till Oct. 31 to get their applications in . . . Theodore Presser Co. will administer the rental library of MCA Music on an exclusive basis in the U.S. and Canada . . . New on the bookshelves: The New Trouser Press Record Guide by Ira A. Robbins (Charles Scribner's Sons, $24.95, cloth, $13.95, paper), and the paperback version of Rocking America: How the All-Hit Radio Stations Took Over; An Insider's Story by Rick Sklar (St. Martin's Press, $7.95).

EXECUTIVES ON THE MOVE

Rosenblatt To Geffen — Geffen Records has announced that Michael Rosenblatt will join the A&R staff, effective immediately. Prior to his appointment, Rosenblatt was east coast director for A&R for MCA Records, a post he held for two years. For six years previously he had been A&R director at Site Records.

Chertoff Appointed — Chertoff & Gelfand, Inc. have been appointed vice president, executive producer, east coast A&R, Columbia Records, as announced by Mickey Eichner, vice president, national A&R, Columbia Records. Chertoff will be responsible for recommending the signing of artists to the Columbia label, and for the production of selected established and new artists. He has been director, contemporary productions/staff producer, east coast, A&R, Columbia Records since 1980.

Two Upped At CBS Masterworks — Roger Holdredge, vice president, marketing, Associated Press/Records, has announced the appointment of two managers at Masterworks. Each will be responsible for coordinating all sales and marketing efforts for Masterworks product in his region and each will report to Harold Fein, director, marketing, CBS Masterworks. William J. Frohlich has been named manager, marketing, east coast, CBS Masterworks. He was most recently a sales rep in the New England branch, a position he held since 1980. Joseph "Skinz" Grohe has been named manager, marketing, west coast, CBS Masterworks. He has been a sales representative in the Los Angeles branch since 1983.

Cassano Named — MCA Music has announced the appointment of Carol Cassano Ware as director of creative services, west coast. Cassano comes to MCA Music from CBS Records, west coast, where she served for six years as creative director. Prior to that, she was director of professional activities at Jobete Music Company for six years.

Grode Appointed — Lance Grode has been appointed to the position of vice president, business and legal affairs for MCA Records, it was announced by Zach Horowitz, senior vice president of business and legal affairs for the label. In his new position, Grode will have expanded responsibilities in the areas of music publishing and video, in addition to his present responsibilities in the negotiation of contracts in all areas of MCA's record business and the counseling of MCA on legal matters.

Baker Appointed — Joe Jackson, president of Joe Jackson Productions based in Hollywood, California, has announced the appointment of Lyle Baker to the position of executive vice president of Joe Jackson Productions. Baker is in charge of the entire operation of Joe Jackson Management and Productions.

Whiteside Named — Dede Whiteside moves into the newly-created position of executive director of talent marketing & operations for Ford/Conti/Alex Artist Management, after serving as national album & video director for Fantasy Records. She will continue to serve as national album director for Orrin Keepnews' Landmark label out of her new offices in San Francisco.

Malheiro New ME At CSI

LOS ANGELES — Sharon Malheiro, 28, has been named managing editor of Cowles Syndicate, Inc. by syndicate president Dennis R. Allen. Malheiro has been with Cowles Syndicate since 1979, most recently in the position of comics editor.

As managing editor, Malheiro will be responsible for all copy flow and will continue as editor of all comics. She also will coordinate transmission with the press offices in the U.S. and international and will serve as the syndicate's liaison with Greater Buffalo Press. She will continue to report to James B. Conyn, executive editor of Cowles Syndicate, Inc.

Malheiro is a native of Chicago and holds a journalism degree from Drake University.

Cowles Syndicate Inc. distributes comic strips, panels and columns to newspapers worldwide. Its features include The Family Circus, The Amazing Spiderman, The Lewis Grizzled Column and Cash Box

Confidential by George Albert which features industry news, artist photos and weekly music and video charts.

Sharon Malheiro
Johnny Marks Dies At 75

NEW YORK — Composer and lyricist Johnny Marks, who wrote "Rudolph The Red-Nosed Reindeer," and other Christmas favorites, died in New York City Sept. 4, at the age of 75.

"Rudolph The Red-Nosed Reindeer" has sold over 200 million copies worldwide and over eight million copies of sheet music. There have been more than 500 recordings of the song, which was recorded by Gene Autry in 1949. Three of Mr. Marks' other Yuletide songs also sold in millions: "I Believe in Santa Claus," "Joy To The World," "Rockin' Around The Christmas Tree" and "And A Holly Jolly Christmas." Among his other song credits are: "Everything I've Always Wanted," "Address Unknown," "She'll Always Remember" and "Don't Cross Your Fingers, Cross Your Heart."

A writer member of ASCAP since 1939, Mr. Marks also became a publisher member in 1953 and formed his own publishing company, St. Nicholas Music, in 1949. He served on the ASCAP board of directors from 1957 to 1961. He also served on the Society's board of review.

Johnny Marks was born in Mount Vernon, N.Y., November 10, 1909. He received his B.A. from Colgate University in 1931, where he graduated with Phi Beta Kappa honors.

Exec. Go Dinosaur-Hunting And Comes Up With BASS

By David Adelson

LOS ANGELES — In 1974 Jerry Seltzer and Hal Selden decided to go dinosaur hunting. The dinosaur was named Ticketron and the region it ruled was known basically as Northern California.

Seltzer was a longtime Bay Area promoter who has booked one of America's most unique sports, roller derby. It was a suitable profession for Seltzer considering his father Leo invented the sport in 1935.

Seltzer had spent the bulk of his career engineering the sport's well-being across the country. He became familiar with the needs of promoters and the importance of a sound marketing strategy.

In 1973 the International Roller Derby League game was played in 1973, Seltzer and San Francisco attorney Selden set out to form a business that had caused them frustration and headaches throughout their careers — the ticket industry.

"I was one of the first national accounts for Ticketron," said Seltzer, recounting his days with the roller derby. "The trouble was they kind of had the feeling they invented the ticket industry because they brought computers in."

Seltzer was angered at the unresponsiveness and inflexibility of the lone ticket company. He equated their position to that of a "ticket supermarket" as opposed to a "ticket agency."

According to Seltzer, Ticketron's unwillingness to help the promoter sell or promote a show left a void for a company to work with a promoter at isolated offering an outlet for tickets.

"When we came into this industry, we brought this whole new approach," said Seltzer. "We've believed from day one that all the financial resources in the world can't take place of a well-conceived, service oriented operation."

The name of the "service oriented" operation is called BASS (Bay Area Seating Service) and it is now the dominant ticket seller in Northern California. The Oakland based company now represents the majority of venues in Northern California, most on an exclusive basis.

"On the average, BASS represents over 1500 events on a given day. It has 92 ticket centers (92 of them at Record Factory outlets) as well as a charge-by-phone network and a full time sales subscription department."

Part of what Seltzer refers to as the "service" side of his business is the company's "Northern California Entertainment Guide," weekly advertisement. The information guide reaches approximately 60,000 ticket buyers and subscribers.

An interesting side bar to the ascension of BASS is the association the company has with Ticketmaster in Southern California. Ticketmaster's territory was once dominated by a single company (Ticketron) to emerge as the dominant force in ticket services for Southern California.

Seltzer, whose office title at BASS is chairman, also serves as advisor and executive vice president of Ticketmaster of Los Angeles.

BASS has made tickets to Southern California events available to its patrons in Northern California and Seltzer says there's more extensive interlinking in the works.

According to Seltzer, the numbers speak for themselves. He noted that for cooperative ticket sales between BASS and Ticketmaster, the sales ratio goes from 2-to-1 to 8-to-1.

Gregg Perloff of Bill Graham Presents recently explained to Joel Selvin of the San Francisco Examiner/Chronicle some of the problems experienced by the Bay Area's Greek Theatre. The Greek had recently signed an agreement with Ticketron to exclusively sell its tickets, "It has had an impact," said Perloff.

"With BASS, we stay on Ticketron by as much as eight times on events both systems carry, it is easy to understand a promoters reluctance to go with the Greek," wrote Selvin.

Northern California Indie Puts Together Winning Team

By Peter Holden

LOS ANGELES — The days when a group of musicians with a similar musical vision could put together a successful independent label would seem to have passed with the strengthening of the padlock which major labels have on the American record industry. Yet Exit Records, which originates from Sacramento, California, is readily bucking that trum.

Recently brought under the A&M umbrella — in a package deal with Word Records — as well as signing a label-management pact with Bill Graham Productions, this label and its lightly knit group of artists and bands is making a strong bid for commercial success with albums out by Charlie Peacock, the Seventy-Sevens and, most recently, by Vector.

Exit Records is centered around the nucleus of Mary Neely, a former host and creator of a syndicated rock radio show which grew from a one station project to one heard on over 200 stations nationwide. From her experience with local bands on that show she came in contact with Charlie Peacock, the Seventy-Sevens and, most recently, by Vector.

"After doing the show, a lot of musicians began coming around asking me if I felt the same as they did about music. Slowly, I was surrounded by friends and bands

Charlie Peacock

and we began to talk about doing something different." Neely and her group of singers, songwriters and friends helped put together a 24-track studio which was used as a forum for recording and trying out new sounds and songs. "Though we have five bands on the roster right now, we went through quite a few to arrive here," she said. "I think we are all drawn together by a certain desire to communicate above the belt. A lot of rock music appeals to the more elemental natures, and I'd say that we are united in trying to write about things that are perhaps a little less basic. We are reaching for things a little more ethereal, yet at the same time commercially accessible."

Featuring a variety of sounds from the multi-talented wizardry of Peacock to the younger demo appeal of the Seventy-Sevens and the straight ahead rock of Vector, Exit put together a formidable array of talent which led to the link with the management arm of Bill Graham Productions and a spot with A&M. Commenting, "I think they see us as able to somewhat take the place of I.R.S. I have a great respect for that label, and I think that our artists are even more commercial — I hope the sales can prove that out."

Neely added, "being with BGP has really been a help also because they are so

Vector

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With the strong start which “Sister Fate” has achieved on Cash Box’s B/C singles chart, Sheilla E’s follow-up to her smash “Glamorous Life” LP should break out in the urban markets nationally. Sparkling percussion and dynamic arrangements of the single, “A Love Bizarre,” “Toy Box” and the title track are highlights of this LP which provides a faithful of possible DDR hits.

AL JARREAU IN LONDON — Al Jarreau — Warner Bros. 1-25331 — Producer: Tommy LiPuma — List: 8.98 — Bar Coded

Always a spectacular live performer, jazz-pop vocalist Jarreau on this set in top vocal form as his is crack band. Including Jarreau standards such as “Roof Garden,” “We’re In This Love Together” and “Black And Blues,” “In London” should be a strong retail seller, bringing together his disparate audience with this varied and accessible disc.

EAST TO WEST — Feelabellia — Qwest 25324-1 — Producer: Brock Walsh-Glen Ballard — List: 8.98 — Bar Coded

An impressive debut from Feelabellia, which hints at (musically) its influential ties with Stevie Wonder and Wonderlove. U.K. bashed, the band is technically and soulfully astute with great commercial potential.

NICHOLAS TREMULIS — Island 90294-1 — Producer: Craig Williams — The Baddas — List: 8.98 — Bar Coded

Classic soul music clarity has not only influenced modern popsters like Prince and Michael Jackson, but also more traditional (thoroughly derivative) artists like Nicholas Tremulis. A strong debut which owes much to James Brown, the Philadelphians, and others.

IT’LL END IN TEARS — This Mortal Coil — 4AD/Valentino/Atco 90269 — Producers: Ivo-John Fryer — List: 8.98 — Bar Coded

“IT’LL End In Tears” is an already hugely successful record in the U.K. What is actually the 4AD label all-stars. This Mortal Coil has produced a brilliant, song-oriented treasure featuring great performances from Howard Devoto, formerly of Magazine, and Elizabeth Fraser of Cocteau Twins.


Mobile Fidelity Sound Lab’s first Cafe label release is this “live in-studio” LP led by guitarist Robby Krieger with drummer Bruce Gary, bassist Arthur Barrow and keyboardist Don Preston. Fusion impressions, musndering on “Bag Lady,” “Noisuf” and high-powered on “Reggae Funk.”


Thunderous dance-rock from one of the ladies than pioneered the field. “Revolutionary Dance,” “Rock This House” and the balladry of “I Need Love” are highlights of this top displayed Nova Hendryx release.

MOONLIGHT GROCERY — Connie Kaldor — Redwood RR8504 — Producer: Claire Lawrence — List: 8.98

An energetic rock and country flavored outing from a Canadian singer/writer. The feminist message works well because of the universal appeal of the lyrics. Good production and good songs recommend this record to a U.S. audience.

WILD CHILD — The Untouchables — MCA 5394 — Producer: Stewart Levine-Jerry Demmers-Chain Slaggy and Pat Foley — List: 8.98 — Bar Coded

L.A. ska/dance band gone British with Stiff is showcased here with tunes from its debut EP (“What’s Gonna Wrong,” “Foes Yourself”) as well as new material which further the band’s infectious reputation with a blistering live show and a strong regional rep and in the U.K., this could break the band wide open.

ALONG THE AXIS — The Jon Butcher Axis-Capitol 12425 — Producer: Spencer Proffer — List: 8.98 — Bar Coded

With the current popular gaze to the psychedelic of the ‘60s, a long look back at the artistry of Jimi Hendrix seems apropos. Butcher is an admirable song-writer and guitarist, and though this album recalls past heroes, it also establishes Butcher and Axis as a hard rock force in their own right.


The celebrated gloom rock band, long a favorite at the import shops, has their first domestic release via Relativity. “Immigrant” serves as a great introduction to the U.S. for this band. Fans of Danse Society, Dead Can Dance et al will jump on this one right away.

KINGS OF RAP — Various Artists — PRI 9296 — Producer: Various — List: 8.98

A “best of” collection with “Flapping Duke,” “Xroanne, Xroanne” “Five Minutes Of Funk.” Sure to be a hot retail breaker in urban outlets.


Local L.A. magazine Flipside champions the street sounds, and this second compilation disc includes cuts from Naked Raygun, Agent Orange, Plain Wrap and Roach Motel among others.


From the sophisticated school of dance rock which is championed by the System, the textured club cuts and ballads on this Arthur Baker produced LP reveals strong songwriting and irresistible grooves.

CLAN OF XMOX — Xmox — 4AD/Relativity EMG 8037 — Producers: Xmox — List: 8.98

4AD is the label responsible for bringing you Cocteau Twins, Modern English, Colourbox and The Wolfgang Press. This new addition to the line-up is available for the first time in the U.S. through Relativity. Xmox delivers weird and wonderful new noise for a new world.

NICK GILDER — RCA 8051 — Producers: Bill Drescher-Nick Gilder — List: 8.98 — Bar Coded

Gilder’s career has drifted into near anonymity and it’s great to hear the voice of “Hot Child In The City” back in action. Gilder is delivering an American rock and roll sound here, and though his voice has lowered a bit in the intervening years, he seems poised to regain some of his radio dominance. The emotive ballad, “Let Me In,” should garner radio action for Gilder’s comeback.


ONE LIGHT, ONE SUN — Rafl — Shoreline 2028 — Producer: Rafl-Ken Whiteley — List: 8.98 — Bar Coded


FIRST LICKS — Foreplay — USA 15836 — Producer: Val Grant — List: 8.98

EVIL BIRDS — Silver Chalice XE-505 — Producer: Geza X — List: 8.98

CONQUEST — Brass Construction — Capitol 12423 — Producer: Randy Muller — List: 8.98 — Bar Coded

GET IT WHILE ITS HOT — Black Lace — Skull 8330 — Producer: Phil Conlon — List: 8.98

THIS TIME — Dayton — Capitol 12412 — Producer: Ralph H. Harris, Jr. — List: 8.98 — Bar Coded

ALIBI — Vandenberg — Alco 90295-1 — Producer: Jaap Eggermont — List: 8.98 — Bar Coded


THE BEST OF JOSE JIMENEZ — Bill Dana — GNP — Crescendo 7001 — Producer: Bill Dana — List: 8.98 — Bar Coded
SINGLE RELEASES

GLEN FRAY (MCA 52651)
You Belong To The City (4:22) (Red Cloud Music-Night River Pub./ASCAP)
(Frey-Tempchin) (Producer: Glenn Frey)

With Jan Hammer’s theme from Miami Vice already vaulting up Cash Box’s singles chart, Glenn Frey’s single from the soundtrack to the television show is sure to gather widespread radio attention. Infused with the same romanticism and drama which made his “Smuggler’s Blues” so appealing to the show’s producers, “You Belong To The City” is a mid-tempo rocker which features all the gruff power of Frey’s vocal style.

DIANA ROSS (RCA JB-14118)
Jackson) (Producers: Barry Gibb-Michael Jackson-Karl Richardson-Albny Galuten)

This superb dance cut from Ross’ new RCA LP of the same name features the inimitable songwriting magic of Maurice and Barry Gibb, along with Michael Jackson. A searing, synth-driven, “Eaten Alive” matches the talents of these heavyweights with another of Ross’ signature dance vocals. With all the tuneful vitality she is known for, Ross delivers one of her best floor shakers to date, topping herself once again.

JANE WIELDIN (R.I.S. 52674)
(Producers: George Massey-Bill Payne-Russ Kunkel)

The first Go-Go to go solo, Wieldin is a charming singer/songwriter who this understated debut single is charged with pop infectiousness. Sure to be a fast add on new music stations and with the younger demographics, “Blue Kiss” is a streamlined and appealing pop offering.

EDDIE MURPHY (Columbia 38-05609)
Party All The Time (3:58) (Stone City Music/ASCAP) (James) (Producer: Rick James)

Contemporary comedy king Eddie Murphy teams with Rick James on this slick crossover effort. Should get some attention with Murphy’s name spelling popularity, popularity.

GINO VANNELLI (CBS ASS. ZS 05686)
Hurt To Be In Love (3:39) (Black Keys Music) (Vannelli) (Producer: Gino Vannelli-
Joe Vannelli-Ross Vannelli)

A lush ballad with a distinctly European flavor and a resounding keyboard line, “Hurt To Be In Love” is classic Gino Vannelli. Sophisticated and romantic.

R.J. (R.I.S. 52678)
Driver (8:318) (Night Garden/BMI) (Berry-Buck-Mills-Stipe) (Producer: Joe Boyd)

Picked up quickly by AOR when R.J.’s “Fabrics Of The Reconstruction” first came out, “Driver” is a modulating country-folk rocker which features a thoughtful chorus hook and a soaring bridge. One of the album’s best cuts from a band still waiting on a smash single.

THE STAPLE SINGERS (Private) ZS 05656
(Producer: Mike Piccirillo-Gary Gottman)

After the surprising success of the Staples treatment of Talking Heads’ “Slippery People,” the veteran gospel/soul group does a rave-up version of the classic “Are You Ready?” Sure to be a B/C a crossover winner.

CHRIS ISAAK (Warner Bros. 7-28907)
Gone Ridin’ (2:36) (Isaak Music Pub.) (Isaak) (Producer: Erik Jacobsen)

Taken from the motion picture American Flyers, this roots rocker shows off Isaak’s unique musical flair and appeal as both a vocalist and guitar player. Infectious and charming with help from an excellent production.

MELISSA MANCHESTER (MCA 52668)

Bright instrumentation and Manchester’s full-bodied vocal give this dramatic ballad soaring vibrancy. A choice A/C tune, “Just One Lifetime” showcases the singer’s outstanding voice.

CAMEO (Atlanta Artist/Poly-gram 884-010-7)
Single Life (4:29) (All-Seeing-Eye/ASCAP/Larry Junior Music/BMI) (Blackmon-
Jenkins) (Producer: Larry Blackmon)

“Single Life,” which was receiving heavy airplay before its release as a 45, is commercially available as the follow up single to “Attack Me With Your Love.” Should add power to the already number two album set to go one.

NILS LOGFREN (Columbia 38-05598)
Delivery Night (3:45) (Hilmcr/ASCAP) (Logfren) (Producers: Lance Quin-Nils Logfren)

Logfren should be able to cash in on the exposure he is getting as guitarist on the Springsteen tour. He proves here he is still capable of writing and singing in his own right. This tender mid-tempo song of yearning should appeal to a cross section of middle America.

DIMPLES (RCA PB-11415)
Shake ‘Em Down (3:48) (Dat Richfield/Kat Music-BMI /Songs Can Sing-ASCAP)
(Dimples - Wilson-Della) (Songs Can Sing-ASCAP) (Producer: Dimples & Belinda Wilson)

Dimples is coming off of his successful introduction of 9.9 and is now looking for his own top 10 hit. “Shake ‘Em Down” is a new direction in sound and will catch a younger demo. Listen for 9.9 handing background vocals.

JOHNNY MATHIS (Columbia 38-05588)
Just One Touch (4:02) (Welbeck Music/Editions Sunset Pub./ASCAP) (Buchanan-Warren)
(Producer: Denny Diante)

The years come and gone, but Johnny Mathis’ unique vocal talents obviously haven’t. This pop ballad, with its flowing melody and warm lyrics, allows Mathis to again show off the special qualities which have made him such a deservedly durable performer in the ever-changing music industry.

ROGER DALTREY (Atlantic 7-8949-1)
After The Fire (4:36) (Eel Pie Pub.) (Towner: Allen Shulock)
(Producer: Roger Daltrey)

From Daltrey’s upcoming solo LP “Under The Raging Moon,” this Pete Townshend composition is perfect fare for Daltrey’s legendary rock cry. A testament to the resilience of the heart, “After The Fire” is musically compelling for its subtle guitar riffling and Phil Collins-esque drum track. All proceeds from the single go to Band Aid.

BILLY & BABY GAP (Total Experience TES-1-2424-DJ)

SHY TALK (Columbia 38-05576)
Excuse Me (3:40) (Nat Weiss Music/BMI/Priceless Music/PRS/Hallwell Music)
(Price-Garvey) (Producer: Pete Solley)

DENNIS EDWARDS (Motown 1850GF)
(Producer: Dennis Lambert)

MURRAY HEAD (RCA 14152)
Pity The Child (4:55) (MCA Music/ASCAP) (Anderson-Rice-Ulaveas)
(Producer: Benny Anderson-Tim Rice-Bjor Ulaveas)
COLOR HER HERE — "Before joining Color Me Gone, I was in no way acquainted with the so-called new music scene happening in the southeast," says Marti Jones, "but after playing with them for a few weeks, I got a fast crash course. . . everybody knows each other! And, now, everybody in that scene knows her too." Few people had vociferously been advocating about a little act called Color Me Gone — its debut LP was produced by Liam Sternberg and A&M's David Anderle — Jones is now a solo artist, and her A&M debut is yet another fertile offshoot of the rebirth in American music. Produced by Don Dixon and recorded in studio spots from Anne Richmond Boston (Swimming Pool's Gril) and Mitch Easter, "Unsophisticated Time" is an engaging set which spotlights Jones' natural vocal voice and her songwriting abilities. "Color two — its debut LP was produced by Liam Sternberg and A&M's David Anderle — Jones is now a solo artist, and her A&M debut is yet another fertile offshoot of the rebirth in American music. Produced by Don Dixon and recorded in studio spots.
dire straits
number one and still climbing

by david adelson

los angeles — in june of 1977, the name dire straits represented more than just the name of a multi-platinum band from the uk.

for four young men sharing a flat in south london, dire straits was a financial way of life.

it was the summer of '77 that mark knopfler, his brother david, john illisley and pick withers formed what was to be the first incarnation of dire straits. during that time the band scrapped together a demo tape that featured such tunes as, "scred loving," "wild west end," "water of love" and a mark knopfler penned song about a group of veteran musicians relentlessly clinging to their art. he named the song "sultans of swing."

haley delivered the tape to london dj charlie Gillett and unknown to the band, an impressed Gillett played the tape on his "radio london" show.

among several record executives listening to that show was john staisne of phonogram who tracked the band down. there was a bidding war among several labels and staisne emerged with dire straits signed to a worldwide deal. it wasn't long after that a publishing deal with rondon music was signed.

in november of '78, the band released its debut, self titled lp in the u.s. the disc would eventually go gold in many european countries and reach number one in australia. but united states audiences were not as quick to embrace knopfler's sparse, raw melodies. it wasn't until warner bros. released "sultans of swing" as a single that the u.s. consumer began to listen to both the single and the album up the charts.

following successful tours with talking heads, climax blues and styx, the band flew to muscle shoals, alabama to begin work on "communicate." before the release of communiquè in may '79, the first album became a worldwide success. it was at this time that knopfler and

withers collaborated with bob dylan on the latter's "slow train running." it was a relationship that would endure as knopfler would eventually step behind the board to produce dylan's critically acclaimed "infidels."

with "communicate" following in the successful footsteps of the band's debut, a huge european and north american tour was launched that would propel the band even further into the limelight.

in july, 1980, mark knopfler left the group right after the completion of "making moves," the band's third studio lp and the first with producer jimmy lovine. guitarist harl lindos and keyboardist allan clarke were chosen to replace him.

following yet another extensive european tour, the band began to rehearse for its next studio lp, "love over gold." it's at this point that knopfler is enlisted to compose and perform the soundtrack to local hero. he recorded the score just one month before the release of "love over gold." both the soundtrack and dire straits project were critical successes and knopfler opens up a new career for himself in film music.

"being a singer and a songwriter is a very selfish occupation in many ways," said knopfler. "one of the nice things about film music is that it is designed to support and enhance somebody else's vision. that aspect of it appealed to me greatly."

knopfler expanded his experience in film music with scores for david putnam's "cal" and bill forsyth's "comfort and joy. if dire straits ever disbanded, mark knopfler would not be hard pressed for a job.

following a break, dire straits released a four-song ep of dance songs reminiscent of the tunes from every beach party movie ever made. though the sales of the disc never matched those of its predecessors, the project maintained the band's public profile and demonstrated

(continued on page 26)
KRQ - Tucson - Jim Gillie
B. Springston
F. Jackson
Tears For Fears
H. Lewis

KQED - Sacramento - Tom Chase
S. Lewis
P. Young
Tears For Fears
G. Frey

KRO - Oakland - Jimmie Allen
B. Springston
F. Jackson
Teas For Fears
H. Lewis

KWOD - Sacramento - Tom Chase
S. Lewis
P. Young
Teas For Fears
G. Frey

WAVY - Washington, DC - Smokey
Rivers
The Phantom Station
B. Adams
Teas For Fears
G. Frey

KMRV - Colorado Springs - Scott Alexander
C. Hart
Teas For Fears
Heart
G. Frey
D. Ross

WHCD - Boston - Charlie Quinn
S. Wonder
ABG
P. Young
J. Hammar
Starship
B. Adams
G. Frey
Teasing talks

KCIO - New Haven - Stefi Rybak
9:9
Teas For Fears

WFMY - Albemarle - Todd Martin
P. Young
Abbey Road
B. Adams
G. Frey
H. Lewis

KZMO - Madison, WI - Little/Hudson
B. Springston
ABC
D. Henley
B. Adams

WGTZ - Dayton - John Robertson
Godley & Crome
S. Wonder
B. Springston
J. Hammar
B. Adams
Teas For Fears

KTHI - Cincinnati - Jim Fox
C. Blunder
W. Houston
S. Wonder

**THE JOB MART**

**WOKO** in Dover is looking for a fulltime evening personality with experience. Applicant should also have good production skills. Jim Murphy says, “The position will be filled as soon as possible.” C&R to WOKO Radio, P.O. Box 576, Dover, New Hampshire, 03820, 106.7 FM. WOKO is being turned to someone to handle weekend shifts,kiidents are welcome to apply. Send T&R to: Jack Raymond, 762 Water Street, Ft. Myers, FL 33901. - KISS-FM in New York is looking for a production/continuity person. Candidate must have experience in retail sales, 4-track studio operations and voice over capabilities. Send your demo reel and resume with salary requirements to: World Gold, c/o WRKS Radio, 1440 Broadway, 2nd floor, New York, New York 10018. EOE/MF. WQLC needs a morning news anchor/reporter for its growing station. T&R goes to Terri Walker, ND, P.O. Box 885, Morgantown, West Virginia 26505. - WIRX/WBIS Utica’s top-rated news station is looking for a producer. Experience is necessary for the position. Send resumes and salary requirements to: Randolph Gorham, News Director, WIRX/WBIS, P.O. Box 950, Utica, New York 13503. EOE/MF. An entry level producer is needed for KALT/KBLF. Andy Fried says, “It’s low pay, long hours. A good attitude and a T&R to Andy Fried, KALT/KBLF, 2800 E State Ave, Rochester, NY 14609, 716.832.1120. - KQF needs a morning jock. Applicant must also have strong production skills. T&R to: Larry Neal, P.O. Box 398, Gold Hill, OR 97525. - WFAN, a news director is needed over at KXW/KMRV. Send resumes to: Mark Leonard, 2920 E Idaho, Boise, ID 83711. - KCUR/KZLL Thurston’s combo country formatted stations are looking for a jock with production capabilities. Position needs to be filled immediately. Send T&R to: Bob Anthony, 5025 SW 6th St, Oklahoma City, OK 73111. - KWOM needs a sabbatical candidate to fill the position of a KALT/KBLF producer. We’re looking for someone with a mind to produce and a strong work ethic. Please send resume to: Andy Fried, KALT/KBLF, 2800 E State Ave, Rochester, NY 14609, 716.832.1120.

**STATION ADDS**

**WZLD** - Columbus - Hunter Herring
M. Jagger/D. Bowio
Cheap Trick
9:9
A. Adams
Heart
G. Frey
C. Simon
Eddie And The Tide

**WANS** - Greenville - Rod Melts
B. Adams
Heart
G. Frey
M. White
C. Simon

**KKBQ** - Houston - John Lander
M. Jagger/D. Bowio
B. Springston
Cheap Trick
11:00
A-Ha
B. Springston
F. Jackson
Five Star
Klymax

**K-PLUS** - Seattle - Jeff King
J. Hammer
Starship
C. Hart
B. Adams

**AIR CHECK**

Station: KMGG
Market: Los Angeles
P.O.: Ron Rodrigues

KMGG, known as Magic 106.7FM, is a 70,000 watt station serving the Los Angeles and Orange County areas. The station, which has had its current format since early last year, is owned by Emmis Broadcasting. Ron Rodrigues is the program director/operations manager.

Assessing KMGG’s identity, Rodrigues commented, “We consider ourselves an adult contemporary station aiming at the lower end of the A/C spectrum. We seek to play a Top 40-30 to our target group age. That’s where we most efficient. We have a sound that’s brighter than traditional A/C but not quite as musically intense as basic CHR.” While the station is oriented toward current top 40 hits, it also offers listeners a healthy dose of older material as well as particularly colorful air personalities. Please listen to the formats, Rodrigues (who’s been with KMGG for six months) remarked, “Everything’s looking up, including the ratings.”

In terms of programming, Rodrigues said, “It’s a strong believer in the ‘on-the-street’ publicity. To facilitate that, we hire an expert in that area, Paul Sansone. He’s done an incredible job of getting the word out in various ways, from normal Disneyland-type thing to summer beach ‘patrols.’ KMGG also recently began a monthly feature wherein morning personality Robert W. Morgan broadcasts live from a local Denny’s restaurant. Additionally, and perhaps most significantly, Magic 106 has a widespread banner sticker effect by accessing various sticker campaigns which has been in place for about six months already, and which will continue indefinitely. Basically, people’s cars are spotted carrying the station’s sticker are awarded $100. According to Rodrigues, “We’re sticking with this promotion because it’s proven to be a very, very big plus for the station.”

Community involvement is something KMGG pays a great deal of heed to as well. In the upcoming months, the station will coordinate a large-scale Southern California Toys For Tots campaign, and we’re planning a group charitable event which will entail setting up booths at various shopping centers. At these locations, parents can bring their children to have their fingerprints and photographs taken for identification purposes. This way, the child should become missing or abducted, those I.D.s could prove invaluable.”

KMGG’s daily line-up is: Robert W. Morgan and Joni Caryl from 5:30–10 a.m.; Brian Roberts from 10 a.m.–2 p.m.; Charlie Fox from 2–6 p.m.; Laura Tannehill from 6–10 p.m.; Mucho Morales from 10 p.m.–2 a.m.; and Mark Robinson from 2–6 a.m.
CHANGES — A couple of changes at WLAAFM, Chicago. Chuck Crane becomes the new music director of the AM, while Ed Marcin has been named director of advertising and promotion for the FM. . . . Lee Roy Hansen makes the move from San Jose to San Antonio. Hansen is set to program KESI as it changes from AOR to the NOR previously headed by John Sebastian. Hansen previously programmed KBME, KLOS, WABC, San Jose. . . . In other format changes, WXRC, Hickory, NC switches from top to album rock, WCBM Baltimore picks up the Transtal 41 format after dropping R&B, WIBR dropped its longtime country format to promote (its Jan. 1) to the hits of the last three decades, and KRVE, Los Gatos, CA changes from Portuguese to top 40. It will also change call letters to KATD... Jim Price has been promoted to program and general manager of KSDD AM&FM, San Diego. . . . Craig Jackson is now operations manager at WBIF, Boston. Jackson was previously programming WBZZ, Pittsburgh... Barbara McElroy has been promoted to operations manager at WBCS AM&FM, Milwaukee... WNEW-AM has a new general sales manager. He is John Mackin Ahe who comes to the Big Apple from WIP, Philadelphia... In Pittsburgh, Chuck Woodson has taken over the program... duties at WAMO AM&FM... Art Sanders has been named operations director at KGA & KDRK, Spokane... Warren Williams leaves KDKB, Phoenix where he was program director... Paul Frederics is the new assistant program director at KYSS, Kansas City. Frederics was program director at WAXY, Des Moines. . . . Les Holcomb has been programming assistant at KLOS, Los Angeles... Bev Hoerner has been named promotion manager at WMRD, Philadelphia... MUTUAL TO LAUNCH MULTICOM — The Mutual Broadcasting System has set Tuesday, October 1 as the national launch date for Multicom, the country's first nationwide FM Subcarrier network. On that day, the network will be able to broadcast data to any location in the U.S. for the first time. The system is the brainchild of a long-term planning exercise at WSTF, Cocoa Beach, WFBQ, WIBC and WQSE in southern California... Tom Rounds is particularly excited about the not-too-distant possibility that Radio Express products will be on the air in The... DROPPING THE BIG ONES — WENS has dropped its annual "WENS Fireworks Show" on the banks of the White River. Planned was a 5-mile river parade, the world's largest hot air balloon launch and a fireworks show. . . .
FUTUREROCK

I want my... I want my... I want my... It seems that in order to have a hit song these days you need a minimum of melody, a hint of harmony, a bit of a beat, and fabulous clothes. As the Pepsi commercial says, "It's a whole new generation." Television has been partners with rock and roll from the beginning whether it was Elvis on the American Bandstand. But with the advent of MTV the all video channels like 66 in Boston and 68 in New York, and all of the local video showcases, the visual charisma of a musical act has become more important than ever. There have been countless discussions as to whether artists like Cyndi Lauper, Duran Duran, and Madonna could become such mega stars without the help of their videos. No one can deny their ability to communicate on a visual level has made them household names in record time.

While this new avenue of exposure has been a boon to record companies and certain performers, it makes you wonder whether some new artists will be passed over by the record companies regardless of their musical talent because they don't "look the way they all want to know better." Taking this disturbing thought a little further, Futererock wonders what would have happened if video had come of age not in the 80's but at the birth of rock and roll, in 1955. Would some musically significant artists have been left in the dust, while other more marginal characters been propelled to the top? The following is a list of some possible scenarios.

Feel free to disagree or add your own thoughts as to what might have happened to whom.

Elvis — he would have been even bigger, the man defined charisma.

Buddy Holly — great tunes and a great sound, but those teeth and horned rims could have kept him back from being as big as Fabian and Frank Avalon who looked man-va-ulous.

Chuck Berry — was safe America of the 50's ready for some black man touck walk across the screen and sing about sweet little 16? He probably wouldn't have gotten much air time.

Little Richard — if Chuck would have had problems, forget about Little Richard.

The Beatles — Lennon and McCartney wrote and sang such great songs that nothing could have stopped them; their movies only proved that video would have only helped the mop tops, but how much more popular than God can you get?

The Stones — great performers, video would have made them bigger, plus the kids might have even understood the lyrics better by watching those famous lips.

The Monkees — heck, they were a video.

The Archies — since there was no real band there probably wouldn't have been a real video.

The Barbarians — their 1965 androgynous hit "It To Be Or Is It A Girl?" came early. They would have beaten Anni Lennox and Boy George by 20 years.

The Beach Boys — bitchin! They were among the first to sing exclusively about shiny cars and fast girls.

Leslie Gore — could she have been the Madonna of the early 60's?

Yardbirds — great live band; they probably would have gotten the recognition that they deserved.

Dylan vs Donovan — Donovan would have won the battle of the videos; he looked prettier and could drive those 13 year old girls crazy.

Gary Gillett — He was into fashion 15 years too early, could have been a smash.

Nancy Sinatra — could she have been the Madonna of the middle 60's?

Chuckie Checker, Fats Domino, Meatloaf, Barry White — might have had trouble competing with all those stars with the perfectly fit bodies.

Alice Cooper — too 15 years too early, could have been as big as Twisted Sister.

Joe Cocker — Great! Would have fit right in with all those spooky monster motif videos.

IMO they would have been as big as Twisted Sister.

Hendrix — Could have been huge, his antics and abilities were made for video. However, would mraz appeal TV have permitted a powerful black man to sing "Foxy Lady l'm Comin' to git ya."

Motown et al — Again unbelievable great music but would all of those black artists have been welcomed on the screen of middle America?

Peter Frampton — It's hard to say, he was great live but it was a visual, the Sg. Popu! The real deal could really made with video scenes to "feel the way he did" anymore.

Shaun and David Cassidy — I don't even want to think of how big they might have been.

Claudine Longet — Could she have been the Madonna of the late 60s?

Atlanta Rhythm Section, Canned Heat, Cream — It would have been tough for bands who were not known for winning beauty contests.

Steve Dan — Not a chance. They were not known for being the rage of the stage.

Boston — Ditto, I have more than a feeling they would have been ignored.

Ted Nugent — Would have been as big as Twisted Sister.

Kiss — They would have been as big asTwisted Sister.

John Travolta — Could he have been the Madonna of the 70s?

Shubulman

ROCK PROGRAMMER'S PICK

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<th>Programmer</th>
<th>Station</th>
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<td>Roland West</td>
<td>KNAC</td>
<td>Long Beach</td>
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Album: "Virgins And Philistines" various cuts

Artist: The Colourfield

Label: Chrysalis

Comment: "This is a real clean LP not just watered down pop. We're playing 'Punch Up The Daisies' and 'Thinking Of You.' Terry Hall is a great songwriter and I hope this project will last. This is one of my favorite albums of the last few months."
ALEXANDER THE GREAT — Alexander O'Neal, who kicked off his 1985 tour by opening for Shaft & Simpson in Los Angeles will continue on with such performers as Rick James, the Commodores and others. Long time friends Jetty-Johnson, Jerome Benton, Jimmy Jam & Terry Lewis and Sheila E. were spotted in the audience at the L.A. date. Tentative dates for O'Neal's tour are set for September 5th, 6th, 7th in Washington, D.C., the 8th in Cleveland, 9th in Indianapolis, 11th in Ames, Iowa, 12th in Davenport, 13th in Dayton, 14th in Chicago, 15th in Minneapolis, 18th in St. Louis, 20th in Orangeburg, SC, 28th in Janette, LA, 29th in Birmingham, AL. Booking was handled by Norby Walters out of New York.

SUMMERSCAPE '85 — This final event for the summer, SummerScapes '85 an annual program for underprivileged black and inner-city youths placed an event at the Great Western, in Los Angeles, August 31, 1985. The project was spearheaded by singer Jeffrey Osborne along with a host of other celebrities (Dione Warwick, Patrice LaBelle, Arif Jarreau, Janet Jackson, Apollonia, Whitney Houston) performing to free tickets for crowd of over 5,000 teenage kids. Osborne noted, 'I am father of two teenagers and I'm troubled with the rise in drug abuse among our youth. If an event like this can make a difference by reaching out to the kids and teaching them, I'm glad to do it.' Essentially, it was an evening of role models pushing for the message, "We're successful and we've done it by turning away from drugs, not towards us, and you can do it too!"

The Adolph Coors Company, which has underwritten Osborne's U.S. summer tour, sponsored the event. One might think that there would be a contradiction in values here, but regional manager Ron Kirkpatrick says, 'I view this as a perfect marriage of corporate sponsorship with a positive youth outreach activity. We won't be out to show our product and sell beer, in fact, we'll be there to give us in that sense, but we will be highlighting a concern for the betterment of our youth and everyone profits from that.' Closing out the events of the day, all of the arts and other celebrities came to center stage and at exactly 4:30 p.m. re-enacted the hunger theme song "We Are The World," featuring all on stage.

BLACK MUSIC ASSOCIATION (BMA) — The BMA, whose founder is Kenneth Gamble, along with Don Rubin and Jeff Abner who are chairman and president respectively are planning the yearly conference to take place at the Bellevue Stratford Hotel in Philadelphia, October 17 thru the 21. Over the past years the BMA has paid tribute to many such as Miles Davis, James Brown and Count Basie, but this year a different approach will be taken. This year, Philadelphia, the city will be saluted. "Philadelphia is a city that has spawned so many entertainment greats over the years that its story should be told. Please join us again, as we celebrate the historical contributions of a city and its musical culture. Furthermore we ask for your support as we unveil plans for a new National Museum for Music and Hall of Fame," says Gamble, Griffey, Abner and Rebecca Taylor who is the co-chairman of the year. From the proceeds of the event, the BMA foundation will give its first Educational Scholarship to an outstanding youth, to further their scholastic talent in the area of music and culture. For further information call (215) 545-8600 or write the Black Music Association, 1500 Locust Street, Philadelphia, PA 19102.

NEW MUSIC SEMINAR UPDATE — For those of you who are planning to be at this year's 6th annual NMS in New York Sept. 28-28, here are two seminars that are exclusively developed for the next wave radio show "Free Radio" with moderator Watt Love. Panelists include UWS's Jeff Wyatt, WSD's Dean Waddaround, Jeff Abner and USA's Joe Abner. Watt Abner who are co-chairman of the event. From the proceeds of the event, the BMA foundation will give its first Educational Scholarship to an outstanding youth, to further their scholastic talent in the area of music and culture. For further information call (215) 545-8600 or write the Black Music Association, 1500 Locust Street, Philadelphia, PA 19102.

STARPOINT — Pictured from (l-r): Greg Peck, vp of special markets, Renee Diggs lead vocalist Starpoint, Ernest Phillips vocalist/guitarist with Starpoint, and Obie Daniels, director of special markets. They all couldn't be happier due to the current success of their new album Fresh from the Object Of My Desire," which is one of the country's top-12 releases.

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

ALEXANDER O'NEAL — Ex-Time lead vocalist Alexander O'Neal has one the road this fall with his first U.S. tour.

Darryl Lindsey
MOST ADDED

WRKS — New York — Tony
Quartetone — PD
B. Womack
S. Wonder
Fat Boys
Tremeaine

WYLD-FM — New Orleans — Dell
Spencer — PD
D. Edwards
Maze
P. Bryson
Cameo
A. Franklin
Ta Mara & The Seen
H. Harris

WCIN — Cincinnati — Steve Harris —
MD
DeBarge
Isley, Jasper, Isley
A. Franklin
Shelisa E.

WDAQ — Dayton — Lankford
Stevens — PD
Shannon
Family
S. Wonder
A. Franklin
M. Moore
J. Taylor
Latinmore

URBAN PROGRAMMER'S PICK

Programmer
Duff Lindsey
Station
XHRM-FM
Market
San Diego

Song: “Rock The Nation”
Artist: Billy and Baby Gap
Label: Total Experience/RCA

Comments:

“It's a real funky record, and we haven't had one like this in quite a while. Currently
all phone lines (even the business lines) are busy because of listeners calling in to request
the song and to ask who the artist is. On the retail level there's excitement at two key
accounts we call, but it seems to be a record that appeals to the young teenage demo
leaning, toward male 18-34. As far as other new product that's out, Dana's new single
along with Klymaxx's newest is catching on. Many stations were playing "I Miss You"
as an I.P cut but here we never played it until the release. We're approaching it fresh.”

KOKA — Shreveport — B.B. Davis —
MD
Hall & Oates
Cameo
T. Marie
M. Moore
P. Young
C. Lynn
Ta Mara & The Seen
E. Murphy
Isley, Jasper, Isley

K104 — Dallas — Terri Avery —
MD
M. Day
S. Wonder
Madonna
A. Franklin
Isley, Jasper, Isley

WINS — Birmingham — Mychael
Starr — MD
M. Day
C. Singleton
Voyeur
Run DMC
U.T.F.O.

WJXY — Washington, D.C. — Dan
O'Neil — PD
M. Day
C. Carlton
DeBarge
The Deele
Staple Singers

WWDM — Sumter — Scotty B. — MD
A. Franklin
B. Wonder
Hall & Gates
Dazz Band
Cameo
G. Clinton
Bad Boys
D. Coleman
The Givens Family

WLOU — Louisville — Bill Price —
MD
C. Melton
D. Edwards
Loose Ends
Run DMC

A MIDNIGHT STAR SHINES IN HOUSTON — AM Stereo KYOK in Houston, and
Elektra-Asylum Records sponsored a dinner for two, plus limousine service to the
Midnight Star concert. Pictured backstage are (l-r): J. Calloway, Midnight Star; Jay
Michaels, former KYOK personality, now at KMJQ, R. Calloway, Midnight Star; Rene
Escabel, Elektra Records; Tracy Smith, winner; Bobby Jones, winner; and Jeff Cooper,
Midnight Star.
HOT NEW SELLER

The Family

STRONGEST SALES

F. Jackson — Capitol
Cameo — Atlantic Artists/PolyGram
W. Houston — Arista
L. Vandross — Epic

STORE REPORTS

Street Scene — Atlanta — Jay Robinson
Rap 2
F. Jackson
L. Vandross
Ready For The World
U.T.F.O.
LaGreen’s — Detroit — Steve Holsey
F. Jackson
L. Vandross
W. Houston
Run DMC

Radio Doctors — Milwaukee — Paul Kesseci
W. Houston
Cameo
A. Franklin
Con Funk Shun
P. LaBelle

Karma — Indianapolis — Mike Smith
F. Jackson
Cameo
Bar-Kays
Lisa-Lisa And Cult Jam With Full Force
Sade

Scott’s Wholesale — Indianapolis — Cheryl Gregory
F. Jackson
L. Vandross
Fat Boys
Cameo
The Family

L&M Sound Center — Lumberton, NC — Malcolm McCullum
F. Jackson
Fat Boys
Cameo

URBAN RETAILER’S PICK

Retailer
Marc Siegel

Store
Skippy White’s

Market
Boston

Album: “City Life”
Artist: The Boogie Boys
Label: Capitol

Comment:
“The best cut on the album, “You Ain’t Fresh,” should be remixed, made longer and issued as a commercial 12” disc. This cut helps sell the album, but is only 3:50 long. The short version would make a great 7” single.”

SOLD OUT AT THE WILTERN — Capitol recording artist Nickolas Ashford and Valerie Simpson recently completed a two-day sold out concert at L.A.’s Wiltern Theatre in support of their current LP, “Solid.” As part of the festivities, Los Angeles Mayor Tom Bradley proclaimed August 9 Ashford & Simpson Day. The Mayor stated, “Ashford and Simpson are premier songwriters and performers. Their compositions have delighted millions of fans around the world.” Pictured backstage congratulating the duo are (l-r): Ndugu Chanceler (formerly with the Crusaders), Denise Williams, Nickolas Ashford, Dinah, Valerie Simpson, Sam Harris.

Skippy Whites — Boston — Marc Siegel
W. Houston
Cameo
Rap 2
P. LaBelle

Tara One-Stop — Atlanta — Jean Chapman
F. Jackson
Cameo
W. Houston
A. Franklin
Ready For The World

Platter Shack — Orlando — Della Wiggins
B. Womack
F. Jackson
Boogie Boys
Lisa-Lisa And Cult Jam With Full Force
Dazz Band

Record Theatre — Cincinnati — Mari-
anne Morgan
F. Jackson
W. Houston
The Family
Cameo
Loose Ends

Gemini II Records — Chicago — Alon-
zo King
L. Vandross
A. Franklin
P. LaBelle
W. Houston
F. Jackson

Importes Etc. — Chicago — Paul Weisberg
Fuzz Dance
L. Vandross
G. Guthrie
F. Jackson
Prince

Benson’s House: Of Records — Los Angeles — Robert Palacios
W. Houston
Lisa-Lisa And Cult Jam With Full Force
Five Star
Ready For The World
Sade

Believe In Music — Wyoming, MI —
Jim Marcusse
Sugar Sugaree
Sting
A. Franklin
F. Jackson
W. Houston

WJLB SCORES — WJLB recently kicked off its first annual celebrity softball series. The FM 98 “strong song softballers” challenged recording artist and their record companies to play softball. The games are held at various city parks on Saturday afternoons and they are free to the public. Shown from (l-r) WJLB’s John Edwards, John Mason, Russell Taylor of Shannon band, Shannon, WJLB’s Duane Bradley, Atlantic record’s local rep Van James, RJ, WJLB’s Barbara Taylor, WJLB’s Ernest Zeal and the Tune-up Man. (bottom row) Kris McClendon, WJLB’s Gen. Sales Mgr., Sher Leshner.
The Cash Box Top 75 Singles Chart is based solely on actual pieces sold at retail stores.

12" Reviews

CHAKA KHAN (Warner Bros. 0-20397)
(Krush Groove) Can't Stop The Street (6:01) (Hartman-Midnight) (April Music-
Second Nature Music/ASCAP-Blackwood Music-Janiceps Music/EMI) (Producer:
Russ Titelman)

Featuring a thumping intro rap from Nile Rodgers and a dynamic mix from
producer Russ Titelman, this special version is a hallmark Chaka Khan DOR cut
with a solid rhythm line and plenty of gymnastic edits for mixers.

THE KANE GANG (London/Polagram 882 073-1)
Gun Law (6.39) (Brammer-Brewer) (ATV Music/EMI) (Producer: Robin Millar)
(Remix: Joseph Watt)

An airy mix and a sledgehammer drum beat cure this mix of the Kane Gang's
first domestic release. A bitting guitar solo and a glowing vocal chord should
make this track an urban burner.

PAUL YOUNG (Columbia 0-045264)
I'm Gonna Tear Your Playground Down (Ya-Ya Mix) (6:15) (Randall) (CBS
Records) (Producer: Laurie Lathan) (Remix: John Potoker)

A straight-ahead basement mix. The song is derived from the popular
keyboard orchestra and randy vocal of Young's current solo single.

MORRIS DAY (Warner Bros. 2360)
The Oak Tree (7:21) (Ya D Si Dir Music/ASCAP) (Producer: Morris Day)

Featuring a "Hey Jude" hook, this is included on the single edit, and is one
of the songs being considered for a possible reissue. Day's solo debut "The Oak Tree" features a hard rocking breakdown and a
fistfull of vocal hysterics from Day.

COCK ROBIN (Columbia 0-045218)
Run Your Heart Is Weak (KC & King spongeberry) (CBS Inc.) (Producer: Steve
Hallage) (Remix: Ron St. Germain)

A sultry groove highlighted by the lead vocal interplay of Anna LaCazio and
King spongeberry. Also featured some typically tasteful horn play from David
Sanborn.

MOST ACTIVE

CHAKA KHAN
(Krush Groove) Can't Stop The Street
THE KANE GANG
Gun Law
PAUL YOUNG
I'm Gonna Tear Your Playground Down
MORRIS DAY
The Oak Tree
COCK ROBIN
Run Your Heart Is Weak

Strong Activity

Oh Sheila - (MC/A) - Ready For The World
The Show - (Reality/Fantasy) - Don C. Fresh
Dress You Up - (Sire/Warner Bros.) - Madonna
You Are My Lady - (Capitol) - Freddie Jackson

CLUB PICK

Takes A Little Time - Total Contrast
PolyGram
Club: Deja Vu
Disc Jockey: Randy "R.P.M." Miller
Pools: Garden State & Rockpool
Location: Greenbrook, N.J.

Comments:
"This 12" is an import 12", but will soon be released on PolyGram. This record should be a big R&B/Pop crossover hit."

RETAILER'S PICK

Stand By Me - Maurice White - (Columbia)
Soulful Tone Records
Manager: Royce Fortune
Location: Los Angeles

Comments:
"This 12" is a breakout this week. Sales are excellent and now they're pollering for the album."
ONE JAZZ
PASSING ON — Philly Joe Jones, the great drummer of the post bebop era, died August 30 in Philadelphia. Jones was a scintillating accompanist who employed the entire trap kit; his influence is evident in the work of several modern trap players — especially in the magnificent Miles Davis Quintet of the '50s — was a key link between the bebop percussionists and the freer modernists of the '60s. His drum work helped spark groups led by Bill Evans, Gil Evans, Tadd cooler, John Coltrane, and many, many others, and though he had only moderate success as a leader, he did make a splash this decade with his fine ensemble. Dameronia, dedicated to the productions and arrangements of Tadd Dameron. Incredibly — and this is a sad by-product of the jazz life — every memory of that groundbreaking Davis Quintet (and subsequent Sextet), with the exception of the leader, are gone: John Coltrane, Red Garland, Paul Chambers, Elvin Jones, the late Art Blakey, and Charlie Haden. The great players of what they have left are being celebrated by the Joe Jones Memorial Fund, which will open an exhibition of his drum kit and other memorabilia on October 27 at the Jaffe Gallery, 1000 F St. NW. The show will run through November 7. Jones was a giant. His death has left a gap in the jazz world.

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

FEATURE PICKS

I ONLY HAVE EYES FOR YOU — Lionel King's Brass Fantasy — ECM 25034-1

1 PRODUCER: Manfred Eicher, Lionel King — List: 9.98 — Bar Code

A splendid album from a splendid band. Trumpeter, who never slope thinking, has gathered eleven of the best contemporary brass players, plus drummer, Phillip "Mad Dog" Wilson, and has molded them into a delightful ensemble that can whip almost anything into a smile-raising, twirling brass band brand — from the Pretenders' arrangement of the title tune to the sultry, well-rounded originals.

LIVE AT VINE STREET — Dave Frishberg — Fantasy F-9638 — Producer: Dave Frishberg — List: 8.98 — Bar Code

This recording is a wizard of whimsy, he's all born into a kind of great jazz pianist. This LP, his Fantasy debut, features great good dual — from the deftlylvo vocal ditties — "The Sports Page," "You Would Rather Have the Blues," "Long Daddy Green," et al — to the fine pianistics of a solo Johnny Hodges medley, all well-recorded at the popular Hollywood bistro.

MR. BILLY HIGGINS — Billy Higgins — Riza RRI 85-104 — Producers: Billy Higgins, James Saad — List: 8.98

The ebullient veteran drummer has, amazingly, never had an American LP release as Miles Davis. It's long overdue. A powerful trap work, notable as well as fine contributions from bassist Tony Dumas, pianist William Henderson, and saxist Gary Bias. The group's sound can be summed up by the title of the longest track: "Joe Coltrane."

SCRAPPLE TO THE APPLE — 52nd Street — Inner City IC 1165 — Producer: Ray Paskam — List: 8.98

52nd Street is Wendy Simon and Eric Shaw, two masters of vocalise who ease through a hasty slate of standards and more contemporary tongue-tripping divas. A good one for old Lambert, Hendricks & Ross fans. Good support from trumpeter Green, bassist Craig Thomas and reedman Tony Williams, too.

2 AMERICAN EYES — Irene Blum (Palo Alto PA 5030) — List: 21.23

21 HOT HOUSE FLOWERS — (Palo Alto PA 5017) — List: 22.99

23 CROSSING — (ECM 25025-1) — List: 19.7

26 WILD ROMANCE — The West Coast Al (MCA 5905) — List: 23.73

29 WILD ROMANCE — The West Coast Al (MCA 5905) — List: 23.73

30 LOVE AT SWEET BASIL VOL. 1 — DAVE MURRAY BIG BAND (BFC 2432) — List: 29.11

32 SOARING THROUGH A DREAM — FUSION (32) — List: 32.85

33 STREETSWAYS — (ECM 25025-1) — List: 30.24

36 CUNEO DI TERRA — ALL DI MEDLA (MAJOR 480) — List: 32.16

39 SECRETS — FUSION (32) — List: 37.29

41 HIGH CRIME — (MCA 5019) — List: 36.9

43 AUTUMN — GEORGE WYNTON (WINSTON 4412) — List: 37.27

45 MODERN MANNERS — SPECIAL EFX (ESP 8505) — List: 38.21

48 DECEMBER + GEORGE WYNTON (WINSTON 4412) — List: 39.46

49 SPORTIN' LIFE — (Palo Alto PA 5029) — List: 40.22
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<td>DON WAINWRIGHT</td>
<td>48</td>
<td>40</td>
<td>75</td>
</tr>
<tr>
<td>45 BEVERLY HILLS COP</td>
<td>ORIGINAL SOUNDTRACK</td>
<td>37</td>
<td>38</td>
<td>75</td>
</tr>
<tr>
<td>46 DARE TO BE STUPID</td>
<td>WEIRD AL YANKOVIC</td>
<td>46</td>
<td>11</td>
<td>75</td>
</tr>
<tr>
<td>47 VOICES CARRY</td>
<td>T.L. TUESDAY</td>
<td>44</td>
<td>24</td>
<td>75</td>
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<tr>
<td>48 MASK OF DREAD</td>
<td>JOHN WATSON</td>
<td>38</td>
<td>4</td>
<td>75</td>
</tr>
<tr>
<td>49 SINGLE LADY</td>
<td>DAMOIS ELAINE AMOS</td>
<td>43</td>
<td>11</td>
<td>75</td>
</tr>
<tr>
<td>50 LITTLE BAGGARODDIM</td>
<td>UB40</td>
<td>59</td>
<td>6</td>
<td>75</td>
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<tr>
<td>51 VITAL SIGNS</td>
<td>BARRY STRONG (Sire/Ferlin)</td>
<td>42</td>
<td>46</td>
<td>75</td>
</tr>
<tr>
<td>52 PATTI LABELLE</td>
<td>PHILIPPE LECONTE (France)</td>
<td>50</td>
<td>5</td>
<td>75</td>
</tr>
<tr>
<td>53 WIDE AWAKE IN AMERICA</td>
<td>JIMMY HUBBARD (Island)</td>
<td>49</td>
<td>13</td>
<td>75</td>
</tr>
<tr>
<td>54 SHOCK</td>
<td>JOE THE MOTHER (Captain &amp; Tennille)</td>
<td>60</td>
<td>5</td>
<td>75</td>
</tr>
<tr>
<td>55 SHAKEN 'N STIRRED</td>
<td>ROBERT PLANT &amp; THE SENSATIONAL SPACE SHERRY (EMI America)</td>
<td>52</td>
<td>15</td>
<td>75</td>
</tr>
<tr>
<td>56 RHYTHM OF THE NIGHT</td>
<td>DJ HOGGY (Michael Mahogany/3032 MCA)</td>
<td>49</td>
<td>26</td>
<td>75</td>
</tr>
<tr>
<td>57 EMPIRE BURLEQUE</td>
<td>BOB DYLAN (Columbia)</td>
<td>51</td>
<td>13</td>
<td>75</td>
</tr>
<tr>
<td>58 AIN'T LOVE GRAND</td>
<td>NEIL Young</td>
<td>61</td>
<td>6</td>
<td>75</td>
</tr>
<tr>
<td>59 OLD WAYS</td>
<td>Robert Plant (Elektra 60420)</td>
<td>66</td>
<td>1</td>
<td>75</td>
</tr>
<tr>
<td>60 SCARECROW</td>
<td>JOHN COUGAR MCLELLAN</td>
<td>88</td>
<td>105</td>
<td>75</td>
</tr>
<tr>
<td>61 SCORER</td>
<td></td>
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<tr>
<td>62 MACKERVICK</td>
<td>GEORGE THOROGOOD AND THE DESTROYERS</td>
<td>56</td>
<td>51</td>
<td>75</td>
</tr>
<tr>
<td>63 CHARTBREAKER</td>
<td></td>
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</tbody>
</table>

The Cash Box Top 200 Albums Chart is based solely on actual pieces sold at retail stores.
Sixth UCLA Careers Day Set

By Stephen Pegdell

LOS ANGELES - The UCLA professional program in music began nine years ago. On Sept. 21, the 6th annual careers day expo will be held to introduce prospective music industry professionals to the wide variety of careers available in the industry and the diverse courses in music available through the UCLA Extension.

Founder Ned Shankman, an attorney and manager and with Shankman/DeBlasio, started the program out of a perceived need for quality training for music industry professionals. "At the time UCLA was doing a program one day per year called Music Business. This business and I was approached and asked if I wanted to put together an entire Professional Designation Program...and I thought it was a great idea," said Shankman, "because there's just no place in the industry where anybody could go for training.

"We eventually expanded to a full grown program that included engineering, record production, music publishing, publicity, every aspect, and we went to all the record companies and we said, 'Look, we'll train your people for you. You just send up anybody you want here, but, a), could you provide some scholarship money...b), will you help in an employee benefit program, and c) will you provide your own personnel as guest lecturers? Everybody responded fairly well and off we went," said Shankman.

"We have graduated a lot of people who have been successful in the business...At this point, my problem is, UCLA's problem is, they need some more scholarship money. We just recently got a new scholarship from PolyGram Records, NARAS gives us a scholarship, BMI gives us a scholarship. And we're just looking for the record companies and publishing companies to institute an employee reimbursement program," stated Shankman.

The UCLA Extension Recording Arts & Sciences program, as the department is called in need of further support from the industry to continue providing its valuable services to the industry. Shankman is hopeful the industry will respond to his call. In the meantime, Sept. 21 is set aside as "Making Music: Careers In The Music Industry," an all-day intensive introduction to career possibilities. For further information contact UCLA Extension, 213-825-9064.

Sparrow Forms Meadowlark: New Instrumental Label

By Bill Fisher

NASVILL -- Billy Ray Hearn, president of the Chatsworth, CA-based Sparrow Corporation, a Christian music company, has announced plans for the formation of Meadowlark Records, a label devoted to instrumental music and described in a release as "a quieter alternative musical format for the rapidly expanding selective buyer's market." The new label is expected to begin operations late this month, according to Hearn.

Six albums will be issued initially, including a sampler package comprised of music by the label's five premiere artists. The records are to be pressed on premium, KC 569 vinyl, and Meadowlark tapes are to be duplicated on Capitol Magnetic's new Cobalt CS-1 tape. Hearn said that Meadowlark albums and cassettes will sell for a suggested retail price of $8.98.

Sparrow has created a 14 x 12 x 54-inch, four-color floor display for retail display of Meadowlark product.
**HOT NEW SELLER**

<table>
<thead>
<tr>
<th>Label</th>
<th>Artist</th>
<th>Album</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dire Straits</td>
<td>Sting</td>
<td>Dire Straits</td>
</tr>
<tr>
<td>Dire Straits</td>
<td>Dire Straits</td>
<td>City One-Stop — Los Angeles</td>
</tr>
<tr>
<td>Dire Straits</td>
<td>Sting</td>
<td>Los Angeles</td>
</tr>
<tr>
<td>Dire Straits</td>
<td>Dire Straits</td>
<td>Keep</td>
</tr>
<tr>
<td>Dire Straits</td>
<td>Sting</td>
<td>Turtles Records, Atlanta</td>
</tr>
</tbody>
</table>

**STRONGEST SALES**

- Dire Straits — Warner Brothers
- B. Adams — A&M
- Tears For Fears — Mercury
- B. Joel — Columbia

**STORE REPORTS**

- **Handleman Detroit**
  - Detroit
  - Madonna
  - P. Collins
  - Tears For Fears
  - Wham!

- **Tower Records — San Diego**
  - Dire Straits
  - Sting
  - Talking Heads
  - P. Collins
  - Tears For Fears
  - Van Halen

- **Peaches — Cincinnati**
  - Dire Straits
  - B. Springsteen
  - Dire Straits
  - Sting
  - P. Collins

- **Gary's Records — Richmond, VA**
  - Tears For Fears
  - Dire Straits
  - B. Adams
  - Dire Straits
  - B. Joel

- **Karma Records — Indianapolis**
  - Dire Straits
  - Mothly Crue
  - Tears For Fears
  - B. Adams
  - Sting

- **Scott's Wholesale — Indianapolis**
  - Dire Straits
  - B. Springsteen
  - B. Adams
  - P. Collins

- **Radio Doctor — Milwaukee**
  - Dire Straits
  - Tears For Fears
  - B. Joel

- **Richman Brothers — Philadelphia**
  - Dire Straits
  - Ratt
  - Peaches
  - Dire Straits

**RETAILER'S PICK**

<table>
<thead>
<tr>
<th>Retailer</th>
<th>One-Stop Sounding Good</th>
<th>Market</th>
</tr>
</thead>
<tbody>
<tr>
<td>Jeff Jacquin</td>
<td>Los Angeles</td>
<td>Album: &quot;A Secret Wish&quot;</td>
</tr>
<tr>
<td>Artist: Propaganda</td>
<td>Label: ZTT/Islad</td>
<td></td>
</tr>
</tbody>
</table>

**Comment:**

"This record shows that ZTT can still have success after Frankie. What it lacks in vocal quality it makes up for in cinematic grandeur. What can I say, I'm really into this album!"

---

**SHOP TALK**

**TURTLES RECORDS, ATLANTA** — Turtles celebrated two new store openings here, their first downtown location on Peachtree Road at Five Points, and uptown at the corner of Roswell and Wières Roads (see picture). The grand openings signal continued growth for the 48-store, Atlanta-based record chain, one of the south's largest and ranked among the top 15 nationally. Six new Turtles stores are scheduled to open in time for the Christmas buying season; three in Jacksonville, plus one each in Pensacola, Mobile and Macon. Turtles already has 96 Georgia locations, including stores in Atlanta, Savannah, Columbus, Rome, Gainsville and Athens. Last year the chain expanded into Alabama with six stores in Birmingham, two in Montgomery and one in Tuscaloosa. By the end of this year, Turtles is expected to open a total of 54 retail outlets in Georgia, Florida and Alabama.

**WEA CORP.** — Alan Ferszt has been appointed a promotional representative for Warner Brothers Records in the Detroit Sales Office. Mike Spence, vice president Cleveland regional branch manager Warner/Elektra/Atlantic Corp., made the announcement Aug. 23.

**3M CORP.** — George Burr has been named marketing operations manager of 3M's Audio Video Products Division (Consumer), which manufactures audio cassette, video cassettes and floppy disks. At the same time, Robert Y. Kline has been appointed related markets manager, consumer products.

**TOWER RECORDS — Willie Nelson,** shown on the cover of this month's Pulse, the Tower Records house organ. Touted inside the magazine is a complete CD sale, with all pop CDs at $11.99 and all classical CDs at $12.99.

**ROSE RECORDS, CHICAGO** — Renowned cellist Yo-Yo Ma was in Rose Record's Evanston store Sept. 5 to sign autographs. The well received event was the first artist in-store for the Evanston outlet. Elsewhere, the hugely successful Chicago Jazz Festival drew many of jazz's luminous stars. The Modern Jazz Quartet, Basie Orchestra, Stan Getz, Gerry Mulligan, the Illinois Jacquet Big Band and Buddy Rich, to name only a few, were on hand for the city-sponsored, four-day Labor Day weekend fest. As a tie-in to the festival, a commemorative poster with a $15 price tag was given away free to Rose customers who bought $15 or more in jazz records. According to Tom Lapo, "the response has been "wowy!"" — we're surprised at how well the jazz festival shows also. Also, the mass expansion which has been under way is moving "slowly but surely. It will be great when it's finished," said Lopod. They are adding floor number three to two already jammed levels of shopping.

**RETAILER PROFILE**

**Chain:** Gary's Records & Tapes

**Market:** Richmond, VA

**Manager:** Martin Gary

In 1989, Martin Gary's father began selling used tills. As the war approached, the used tills market slowed. But he hung on, and after the war when things picked up, he opened a record store next to a movie house in Richmond. On the eve of Gary's 45th anniversary, there are now seven stores with an eighth on the way. Three stores sell records, one store sells stereo and video hardware and CDs and three stores are Hallmark Card and Gift Stores. All of the stores are in Richmond except two in Petersburg, 40 miles south.

"We're pretty much a full-line store," stated Martin Gary, manager of the chain. "we carry a real good catalog selection except classical." Most of the catalog is in rock, soul and country. "We probably have the best selection of CDs in town. We got involved in CDs when they first came out,primarily as a way to help sell the hardware. We have to carry a good selection, not just in our record stores, but in our stereo stores," stated Gary. Regular sticker price on CDs is $14.98, with an occasional full catalog sale price of $12.99.

Another thing we try and do is help the local bands," said Gary. Gary's stocks local artists and Gary himself produces some bands and owns his own label. "A funny thing is, things I produced in the mid-'80s are starting to have a renaissance, the psychodelic stuff. I keep getting calls every once in a while from people all over the country who want to put out garage and collection," Gary said. "We also deal somewhat in imports," he added, "we seem to be doing a lot with heavy metal imports."

Gary's is an active advertiser. Radio spots go out at least every month, every week in the fourth quarter. "We try to cover all the basics, We try to cover all the basics, We try to cover all the basics. We have a continuous amount of AOR and Top 40 stations. We cover some on the easy listening stations. We find that print works better for middle-of-the-road music than it does for rock for us," stated Gary. Upcoming promotions will include the 45th annual anniversary sale in October, a CD give-away, and a CD giveaway at an AOR station. "We try to tie-in any promotions that we can with concerts, or whatever we can work out," said Gary.
NICE WOOD — Finely matched veneers, high quality materials, sturdy construction and responsive tone characterize Alfred Knight pianos which were given in the United States for the past 230 years. (301) 777-8880.

A BAND OF A DIFFERENT STRYPE — A line of over 1,500 Stryper fans jammed the parking lot at Tower Records in Anaheim, California, recently in anticipation of meeting the band. A Tower Records staffer said it was by far the biggest fan turnout that the store has ever had. Stryper is seen (l-r) Robert Sweet, Tim Gaines, Oz Fox and Michael Sweet — autographing copies of their new single, "Together As One," while NBC Television records the proceedings.

Five Arrested For Selling Counterfeit Product At California Swap Meet

LOS ANGELES — Five persons were arrested at Paramount Swap Meet in Paramount, California on July 20, 1985. Charged with Misrepresentation of Product were: Bernabe Garcia of Los Angeles; Salvador Ramirez, Avisa of Compton, Carlos Fuentes Monreal of Long Beach, Jose Del Carmen Vazquez of Whittier and Estanilo Mandrial Cervantes of Paramount, California.

Arrests were made by the Los Angeles County Sheriff. RIAA Anti-Piracy personnel assisted in the raid and consent searches which resulted in the seizure of 2,613 alleged counterfeit cassette tapes. This raid is one in a series in which RIAA Anti-Piracy Unit personnel have assisted law enforcement at flea markets and swap meets.

TOP 40 COMPACT DISCS

<table>
<thead>
<tr>
<th>Title</th>
<th>Artist, Label, Number, Distributor</th>
<th>Weeks To 9/7 Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>THE DREAM OF THE BLUE TURTLES</td>
<td>STING (A&amp;M CD 3705) RCA 1 7</td>
</tr>
<tr>
<td>2</td>
<td>NO JACKET REQUIRED</td>
<td>PHIL COLLINS (Atlantic 81242-2) WEA 2 19</td>
</tr>
<tr>
<td>3</td>
<td>BORN IN THE U.S.A.</td>
<td>BRUCE SPRINGSTEEN (Columbia CK 36533) CBS 3 53</td>
</tr>
<tr>
<td>4</td>
<td>BROTHERS IN ARMS</td>
<td>DIRE STRAITS (Warner Bros. 25264-2) WEA 4 16</td>
</tr>
<tr>
<td>5</td>
<td>LITTLE CREATURES</td>
<td>TALKING HEADS (Sire 2 5006) WEA 5 5</td>
</tr>
<tr>
<td>6</td>
<td>THE DARK SIDE OF THE MOON</td>
<td>PINK FLOYD (Capitol COP-46001) CAP 7 53</td>
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<tr>
<td>7</td>
<td>SONGS FROM THE BIG CHAIR</td>
<td>TEARS FOR FEARS (Mercury 82-300-2) POL 5 22</td>
</tr>
<tr>
<td>8</td>
<td>BUILDING THE PERFECT BEAST</td>
<td>DON HELONEY (Geffen 24026-2) WEA 9 33</td>
</tr>
<tr>
<td>9</td>
<td>SPORTS</td>
<td>HUEY LEWIS AND THE NEWS (Columbia VK-41412) CBS 10 13</td>
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<tr>
<td>10</td>
<td>RECKLESS</td>
<td>BRYAN ADAMS (A&amp;M CD-5013) RCA 8 32</td>
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<tr>
<td>11</td>
<td>THE UNFORGETTABLE FIRE</td>
<td>U2 (Island 2 9028) CBS 11 5</td>
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<tr>
<td>12</td>
<td>BE YOURSELF TONIGHT</td>
<td>EURYTHMICS (RCA PC-5014-529) RCA 12 8</td>
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<tr>
<td>13</td>
<td>GREATEST HITS VOLUME I &amp; II</td>
<td>BILLY JOEL (Columbia JKI 40219) CBS 25 2</td>
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<tr>
<td>14</td>
<td>LIKE A VIRGIN</td>
<td>MADONNA (Sire 25157-2) WEA 13 42</td>
</tr>
<tr>
<td>15</td>
<td>BEVERLY HILLS COP</td>
<td>ORIGINAL SOUNDTRACK (MCA MCD-5555) MCA 16 20</td>
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<tr>
<td>16</td>
<td>A DECADE OF STEELY DAN</td>
<td>MCA MCD-5570 MCA 14 14</td>
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<tr>
<td>17</td>
<td>CENTERFIELD</td>
<td>JOHN FOGERTY (Warner Bros. 25023-2) RCA 17 30</td>
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<tr>
<td>18</td>
<td>AROUND THE WORLD IN A DAY</td>
<td>THE POLICE AND THE REVOLUTION (Parlophone/Warner/BMG 25266-2) WEA 18 19</td>
</tr>
<tr>
<td>19</td>
<td>WE ARE THE WORLD</td>
<td>USA FOR AFRICA (PolyGram 824 823-2) POL 15 7</td>
</tr>
<tr>
<td>20</td>
<td>BROTHER WHERE YOU BOUND</td>
<td>SUPERTRAMP (A&amp;M CD 5014) RCA 19 13</td>
</tr>
</tbody>
</table>

21 THE WALL | PINK FLOYD (Columbia CK 36183) CBS 21 16 |
22 FABLES OF THE RECONSTRUCTION | R.E.M. (R.E.S. D 5593) RCA 24 2 |
23 CONTACT | POINTER SISTERS (RCA FC-51487) RCA 30 2 |
24 THE SECRET OF ASSOCIATION | PAUL YOUNG (Columbia CK-39967) CBS 23 6 |
25 DREAM INTO ACTION | HOWARD JONES (Epic 2-60939) WEA 20 12 |
26 CAN'T SLOW DOWN | LIONEL RICHIE (Motown 65086) MCA 22 53 |
27 INVASION OF YOUR PRIVACY | RATT (Atlantic-2-81527) WEA 24 4 |
28 DIAMOND LIFE | SAXE (Portrait RK 25941) CBS 22 8 |
29 MAKE IT BIG | WHAMI (Columbia CK-39956) CBS 29 29 |
30 CHRONICLES | CREEDENCE CLEARWATER REVIVAL (Fantasy FC 623-CCHR) IND 15 7 |
31 SHAKEN 'N TIRER | ROBERT PLANT (Es Paranza 2-90065) CBS 26 13 |
32 CALIFORNIA PROJECT | PAPA DOO RUN RUN (Triton CD 70501) IND 27 7 |
33 FRESH AIRE V | MANHEIM STEAMROLLER (American Gramaphone ASCD-385) IND 31 15 |
34 BOYS AND GIRLS | BRYAN FERRY (Warner Bros. 25062-2) WEA 32 11 |
35 PRIVATE DANCER | TINA TURNER (Columbia COP-46001) CBS 36 9 |
36 VOICES CARRY | TIL TUESDAY (Epic RK 39458) CBS 33 7 |
37 VOICES IN THE SKY — THE BEST OF THE MOODY BLUES | THE MOODY BLUES (Threshold BD 155-2) POL 35 29 |
38 WISH YOU WERE HERE | PINK FLOYD (Columbia CK 33453) CBS 39 17 |
39 BEHIND THE SUN | ERIC CLAPTON (Warner Bros. 2-50160) WEA 38 17 |
40 SOUTHERN ACCENTS | TOM PETTY AND THE HEARTBREAKERS (MCA 5486) MCA 37 12 |
The Release Beat

Last month, Warner Home Video released Giant, the George Stevens epic that stars Elizabeth Taylor, Rock Hudson, and James Dean. For September, the label follows up Dean's highly touted performance in Giant with a special three-film package of "The Dean Legacy," namely, East of Eden, Rebel Without a Cause, and Giant. The package goes for $19.95, and will be available September 16 in VHS and Beta Hi-Fi. Stereo. A Vestron VideoVideo label for September comes from Lowery's, a video concert taped live in Vancouver. The Columbia recording artists perform their gotam of hits in VHS HiFi and Beta Hi-Fi for $29.95. RCA Columbia Pictures Home Video has a Page to India, The Slugger's Wife, and Bette's Carmen for September, each in VHS HiFi Dolby stereo and Beta Hi-Fi stereo, with a retail price of $29.95. A Page to India and The Slugger's Wife are closed captioned, and the $29.95 price comes from RCA. Columbia. The video this month include 13 Ghosts, Zombies of Mora Tau, Tatuage Garden, It Came From Beneath the Sea and Return of the Vampire. Each of these retails for $29.95 in VHS HiFi and Beta Hi-Fi stereo. RCA MCA/UA Home Video releases Missing in Action. The Beginning this month. Available in VHS and Beta. $29.95. A special attraction with this release is the promotional price ($19.95) offered by Vertigo. Dealers are encouraged to purchase both titles. Also from MCA/UA for September is Never Underestimate a Woman, starring Melina Mercouri. The film is in black and white and available in VHS and Beta for $19.95. A special attraction with this release is the promotional price offered by Vertigo. Dealers are encouraged to purchase both titles. Also from MCA/UA for September is Never Underestimate a Woman, starring Melina Mercouri.
MOST ADDED

V6 — Roxy Myzal — Producer
Ready For The World
ABC
3.0
The Extremes
The Family

DANCE TV — Joe Calirro — Producer
P. LaBelle
B. Ferry
ABC

NIGHT TRACKS — Bill Brummel — Program Director
J. Cougar Mellencamp
The Gap Band
X
S. Lattisaw
Mastiof
G. Myrick
Shy
Rene & Angela
Adam Ant

ROCK ON CHICAGO — Yas Venson — Producer
9.9
Pointer Sisters
D. Bowie & M. Jagger

RADIO 1990 — Nancy Henry — Associate Producer
P. Young
Sting
Cabinet Voltaire
Mastiof
Holup

HEART LIGHT CITY — Janet Williams — Associate Producer
J. Lamont
M. McDonald
9.9
Statter Bros.
Style Council

TV69 WVEU — Lisa Roach — Playlist Information
Pointer Sisters
P. Collins
Madonna
Dire Straits
Ready For The World
The Gap Band
P. LaBelle
The System
X
B. Womack
Manhattan Transfer
Urgent

U68 — Steven Leeds — Program Director
Saga
K. Mitchell
Supertramp
Cheech & Chong
P. LaBelle
Beat Rodeo
S. Copeland
M. Carl
P. Hitchcock & The Egyptians
B. Womack
The Payolas

STRONG ADDS

Oh Shella — Ready For The World — MCA
Born In East L.A. — Cheech & Chong — MCA
Dare Me — Pointer Sisters — RCA
All Of You For All Of Me — 9.9 — RCA

PROGRAM ADDS

CALIFORNIA MUSIC CHANNEL — Linda DeFilgo — Associate Producer
Supertramp
Midnight Oil
D. Bowie & M. Jagger
M. Steele
Cheap Trick
A. Corley
P. Collins
J. Gafferty

TV69 — Thomas Zinglee — Program Director
The Adventures
Simon F.
N. Mason
9.9
Goon Squad
Urgent
M. McDonald
The Untouchables
Dio
The Outfield
Beat Rodeo

ALL HIT VIDEOS — Chuck Foster — Producer
Cheech & Chong
Cheap Trick
"Weird Al" Yankovic
R.E.M.
Belouis Some

VIDEO PROGRAMMER'S PICK

PD
Linda DeFilgo

Program
CMC

Market
Northern California

Comments:
"I love the simplicity of this wonderful clip. The video goes great with the song. Besides, I'm a sucker for a love song."

PRIVATE PRODUCTION — New York-based Private Music recently completed production for their debut video from recording artist Patrick O'Hearn, entitled Ancient Dreams. Pictured in post-production at IPC in New York are (l-r): Private Music president Peter Bauman; editor Larry Jordan.

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

1. TAKE ON ME A-HA (Warner Bros.)
2. POWER OF LOVE Huey Lewis And The News (Chrysalis)
3. INVINCIBLE (THEME FROM THE LEGEND OF BILLIE JEAN) Pat Benatar (Chrysalis)
4. ST. ELMO'S FIRE (MAN IN MOTION) John Parr (Atlantic)
5. FREEDOM OF LOVE Aretha Franklin (Arista)
6. WE DON'T NEED ANOTHER HERO (THUNDERDOME) Tina Turner (Capitol)
7. YOU WANT CRYING Katrina And The Waves (Capitol)
8. CAN'T GET THERE FROM HERE REM (IRS)
9. SHAME The Motels (Capitol)
10. IF YOU LOVE SOMEBODY SET THEM FREE Sting (A&M)
11. NEVER SURRENDER Corey Hart (EMI America)
12. DANCING IN THE STREET David Bowie And Mick Jagger (EMI America)
13. SUMMER OF '69 Bryan Adams (A&M)
14. NO LOOKIN' BACK Michael McDonald (Warner Bros.)
15. CHERISH Kool And The Gang (De-lite)
16. DON'T LOSE MY NUMBER Phil Collins (Atlantic)
17. BORN IN EAST L.A. Cheech & Chong (MCA)
18. OH SHEILA Ready For The World (MCA)
19. DARE ME Pointer Sisters (RCA)
20. SWEET SWEET BABY (I'M FALLING) Lone Justice (Geffen)
21. LIFE IN ONE DAY Howard Jones (Elektra)
22. WHAT ABOUT LOVE? Heart (Capitol)
23. SEND MY HEART The Adventures (Chrysalis)
24. I WONDER IF I TAKE YOU HOME Lisa Lisa and the Cult Jam with Full Force (Columbia)
25. SHOW Tears For Fears (MCA)
26. STATE OF THE HEART Rick Springfield (RCA)
27. MONEY FOR NOTHING Dire Straits (Warner Bros.)
28. SMOKIN' IN THE BOYS ROOM Motley Crue (Elektra)
29. YOU LOOK MARVELOUS Billy Crystal (A&M)
30. RASPBERRY BERET Prince And The Revolution (Warner Bros.)

THE CASH BOX TOP 30 MUSIC VIDEOS CHART IS BASED ON TELEVISION ROTATION AT VARIOUS STATIONS AND NETWORKS.
Annual Talent Buyers Seminar  
Now ‘Marketplace’

By Bill Fisher

NASHVILLE — October’s Talent Buyers Seminar, an annual CMA-sponsored function for more than a decade, has become the ‘Talent Agents’ Alley’ feature Marketplace (TBM), according to CMA officials. With the theme “Turning Problems Into Opportunities,” TBM will reportedly offer more for registrants to see and do; additionally, more time and space will be provided for actual business dealing during the three-day event, which will be held at Nashville’s Hyatt Regency hotel, Oct. 11-13.

In addition to changes for this year, TBM committee chairman Joe Sullivan (chairman and president of the Sound Seventy Corporation) explained, “The Talent Buyers Entertainment Marketplace is a new event, evolving from the 13-year-old Talent Buyers Seminar, which is designed to meet the specific communication and information needs of promoters, buyers, agents, and representatives of parks, auditoriums, fairs, clubs, and colleges. With TBM, the format of the Talent Buyers Seminar has expanded and been updated to include more events, new activities and more new and developing talent and more chances for participants to speak as well as listen.”

The event, Sullivan said, “If I could see things same one of the reasons that people come to Nashville to this event, we want them to feel comfortable talking business. As an event will be located in individual rooms on a floor of the hotel designed for the Marketplace, said Sullivan, adding that the hours set aside for business and the bookings will be expanded.

The weekend is scheduled to begin with an orientation program led by Jo Walker-Meador, CMA executive director, and an address by Country Music Foundation director William Ivey. Several receptions and informal gatherings are also planned for talent representatives each, leading the talks and answering questions.

Keynote speaker for TBM 1985 will be author and syndicated columnist Lewis Grizzard. Three showcases will be held at the Tennessee Performing Arts Center, primarily featuring newer acts.

Registration for CMA members is $125 advance and $175 after Sept. 16. Non-member registration is $175 advance and $225 after Sept. 16. Information on ‘Marketplace can be obtained by calling the CMA at 615 244-3840. Cable CMA NTS, Telex 78 6528, Nashville, or (414) 930-2445, London.

Gaylord Syndicom Signs Top Markets For FarmAd Segment

By Bill Fisher

NASHVILLE — Representatives for Gaylord Syndicom, a division of Opryland USA, have announced the signing of more than 70 television stations, including 17 of the nation’s top 20 markets, to carry a three-hour, prime time portion of the sold-out, Sept. 22 FarmAd concert in Champagne-Urbana, Jane Dowdren Grams, Gaylord Syndicom’s general manager, stated that the company expected final syndication to reach 125 stations, covering an estimated 90 percent of U.S. television households. The syndicated portion of the concert will be fed live by satellite from 7-10 p.m. CST.

Gaylord’s coverage of the event is in addition to the previously announced, start-to-finish broadcast of the 12-hour event scheduled by The Nashville Network (TNN) and a special radio network of more than 10 stations organized by WSM/Music Country Radio Network. TNN and MCR are also divisions of Opryland USA Inc.

UNIVERSAL APPEAL — Following their concert performance at the Universal Amphitheater in Los Angeles, RCA recording act The Judds were greeted the concert (by (+)-Carbon Schroeder, RCA national promotion manager; Jack Weston, director national country promotion, Bonnie Goldner, promoter promation and trade relations, Joe Galante, division president RCA Nashville.
STATION ADDS


COUNTRY PROGRAMMER’S PICK

Programmer: Jerry Hardin
Station: KRZY
Market: Albuquerque

Song: “This Ain’t Dallas”
Artist: Hank Williams, Jr.
Label: Warner Bros.

Comments: “I think it’s a #1 song... One of the best he’s done in recent years... As far as the lyrics are concerned, it’s a pretty creative song.”

MOST ADDED


KUSA — Georganne Harris — St. Louis E.T. Conley R. Skaggs T.G. Sheppard T.T. Hall L. Brody H. Williams, Jr. L. Greenwood R. Stevens

KROW — Jim Crow — Reno N. Larson J. Buffett J. Glaser D. Rogers B. Bare

WMMK — Skip Davis — Destin J. Stampley W. Nelson G. Strait R. Skaggs M. McDaniel


WRZY — Jerry Hardin — Albuquerque B. Mandrell J. Anderson G. Morris E. Bruce L. Lynn C. Gayle

KFW — Pete Brier — Wichita D. Goodberg M. Gilley B. Mandrell G. Strait

WTDR — Mike Allen — Richmond Bandana Shoppe S. West L. Brody V. Lee


JAIL FOR AIR (WAVE) POLLUTION — That’s Dan Hollander, PD for WDXE in Lawrenceburg, TN, peering through the imposing bars erected by the Lawrence County American Cancer Society chapter. A recent “Jail-A-Thon” raised over $13,000 for cancer research.

THE COUNTRY MIKE

WEDECK TO PRODUCE COUNTRY MUSIC SPECIALS — The Weedeck Radio Network has announced plans to produce two country music specials to be aired in observance of Country Music Month in October. "Celebration" is a series of six 30-minute vignettes which outline the history of some of country music’s top performers. The series was written by country music historian Hugh Cherry and is hosted by Ron Martin. "The Top 100 All-Time Favorite Country Songs" is the second of the country music specials. The material for these shows was selected through a research poll conducted among the listeners of Weedeck’s “Country Report.” "The Top 100" is a six-hour program also hosted by Martin. It contains not only the music, but also interviews and trivia related to the songs, writers and performers. In addition to the October specials, Weedeck has already set plans for its “Christmas in the Country” special which will be hosted by veteran broadcaster Chris Lane.

“BEATIN’ THE STREETS” — WMZO AM-FM/Washington, D. C. has been hitting the streets of our nation’s capital as of late, getting its listeners involved in community activities and concerns. WMZO’s Morning Team of Jim London and Mary Ball hosted their morning shift from RFK Stadium to emphasize the station’s commitment to the “Baseball in Washington” campaign. During the five-hour broadcast, London and Ball conducted interviews with former Washington Senator Chuck Hinson, sports announcer Charlie Brotman, and members of the D. C. Baseball Commission. Vice President/general manager of WMZQ, said of the campaign, “WMZO is committed to local issues and utilizes the Morning Team where we believe it can be of the most assistance...our baseball campaign is just one example of our efforts.” Another cause which has been brought to public attention through the services of the station is the Paul Anderson Youth House. The organization, which provides counseling for troubled youth, has been a project of Washington Redskin head coach Joe Gibbs for several years. WMZO and the North Virginia Builder’s Association have worked together to benefit the charity-funded youth house by building a $250,000 house during a 72-hour construction September 4-6. WMZO was on site during the three days to report building progress.

Byron Wynkoop
LEON EVERETTE (Mercury 884 040-7) Til A Tear Becomes A Rose (3:10) (April/Sailorock — ASCAP) (B. Rice, M. S. Rice) (Producer: Bill Rice)

GAIL DAVIES (RCA PB-14194) Break Away (3:48) (Cross Keys/April/Ides of March — ASCAP) (G. Nicholson, W. Holyfield) (Producers: Gail Davies, Leland Sklar)

HOLLY DUNN (MTM B-72057) My Heart Holds On (3:40) (Lawyer’s Daughter — BMI) (H. Prestwood) (Producer: Tommy West)

LOYD DAVID FOSTER (Columbia 38-05601) I’m As Over You As I’m Ever Gonna Get (2:39) (Combine — BMI; Music City — ASCAP) (A. Smith, B. Burch, G. Dobbins) (Producer: Bob Montgomery)

DENNIS BOTTOMS & THE BOTTOMLAND BAND (Warner Bros. 7-28898) Honky Tonk Heaven (2:38) (Warner House — BMI; Dorsey — ASCAP) (L. Henley, B. Burnett) (Producer: Johnny Slate)


HARLAN’S PARTY — The second annual Harlan Howard Birthday Bash and Guitar Pullin’ was (at press time) set to roll in the parking lot of BMI’s Nashville headquarters (9/5). The first Bash is still talked about as one of last year’s truly memorable gatherings of talent, and this year’s event promises to be an equally momentous occasion. As one might expect of a show put together in honor of a man known as “Mr. Songwriter,” the performance lineup includes the best of Nashville’s writing talent, and the proceeds from ticket sales ($10 apiece) will go to especially worthy organizations: the Nashville Music Association and the Nashville Songwriters Association International. Howard will co-host the party along with Rosanne Cash and Rodney Crowell. Other onlookers and pullers: Karen Brooks, Guy Clark, Roger Cook, Sonny Curtis, Steve Earle, Dick Feller, Rhonda Fleming-Gill, Vince Gill, John Hiatt, Pee Wee King and Redd Stewart, Dave Loggins, Carl Perkins, Chuck and Mike Reid, Tom Schuyler, Billy Joe Shaver and Jerry Jeff Walker.

DOBBIE’S BACK AND CAPITOL/SOUTHERN — At an informal gathering at producer Harold Shedd’s Music Mill studio last week, the staff of Capitol Records/Nashville officially announced the signing of Dobbie Gray to the label. Part of the celebration was a preview of some rough tracks that Gray and Shedd had just put down for the singer’s first Capitol project. “Rough” is a relative term, of course — the songs we heard were excellent, and Gray’s singing sounded as smooth as anyone could ask for, including label president Jim Fogelson, whose normally happy countenance was even brighter than usual as he listened to the playback. Fogelson has quite a bit to be smiling about these days; in addition to Gray, Capitol/EMI America has recently signed the veteran entertainers Don Williams, Bobby Bare, Tanya Tucker and Jerry Reed.

BIG TRAIN TO CHAUFFEUR — Merle Haggard, one of the scheduled Farm Aid performers, is riding to the gig in style: an agreement with Amtrak officials in Washington, D.C. has resulted in what is billed as a Whistle Stop Train Trip. Amtrak is providing Haggard and a reported 250 participating celebrities with the use of a train which will stop at nine different cities on a cross-country route beginning in Haggard’s home town of Bakersfield, CA and including the Farm Aid show Sept. 22. The following day the train tour will conclude in Chicago. Each stop will involve speeches and meetings with local officials. At press time, corporate sponsorship of the train was expected to be announced at a Los Angeles press conference. Twenty farmers from different areas of agriculture have been invited to ride the train with Haggard, who said that not all of the stars who will take part will be aboard for the entire ride. Willie Nelson, Hank Williams, Jr. and Johnny Cash are three of the performers that Haggard says are committed to ride. Said the Hag, “We expect most of the Farm Aid concert performers to join us at Springfield, Missouri, and travel to Champaign with us prior to the events there.” The fourth stop of the train trip will include another farm benefit appearance for Haggard, on the Amtrak 10 in Fort Worth. And if that weren’t enough to keep him busy, a new live album has been planned for the conclusion of Haggard’s fall tour. Sites named for the recording are the Holiday Star Theatre in Merriam, IN and the Nebraska State Fairgrounds in Lincoln. The live LP will be co-produced by Haggard and Bob Montgomery and recorded digitally by “Digital by Dickson,” of New York.

HAIL AND FAREWELL — and a hearty “Toast” to Cash Box/Nashville’s departing multimedia editor, Jerry Kennedy, Trish Williams, Rick Peoples, Bryan Kennedy and Gordon Kennedy have moved to the new WBL building at 54 Music Square East. Their new number is (615) 256-7648.


ROY ACUFF — Columbia Historic Edition FC 39998 — Producers: unlisted A collection of recordings originally made between 1936 and 1951, this album captures the Opry icon at the peak of his recording career. A strong selling point for this LP is that over half of the material is previously unreleased.

MADDOX BROTHERS AND ROSE — Columbia Historic Edition FC 39997 — Producers: unlisted Sessions from the 1950s document the musicianship of the Maddox Brothers and Rose, an act which, in truth, had to be seen to be fully appreciated, since its fame was greatly increased by its on-stage humor. Nevertheless, their energetic blend of traditional country, jazz, swing and rockabilly makes great entertainment.

BILL FISHER

SINGLE RELEASES

OUT OF THE BOX

JANIE FRICKE (Columbia 38-05617) Somebody Else’s Fire (3:12) (Love Wheel — BMI) (M. A. Kennedy, P. Rose, P. Bunch) (Producer: Bob Montgomery) The title cut from Fricke’s latest album has more modern muscle than “She’s Single Again.” Dynamic contrast is an important factor: subdued verses, supported by a soft, syncopated bass line, give way to louder, more intense choruses. The lyrical development follows that gradually building pattern, with the singer first describing the symptoms of a troubled relationship, then concluding, “I can feel you burnin’/But it’s somebody else’s fire.” An excellent song, powerfully sung.

EDDIE RABBITT (RCA PB-14192) A World Without Love (3:51) (Briarpatch/DeB Davé — BMI; Keszoom — ASCAP) (E. Stevens, E. Rabbitt, D. Malloy) (Producer: Phil Ramone) The Phil Ramone touch is evident from Rabbitt’s first notes on this new single from the singer’s as-yet-untilled debut RCA album, due for release this fall. An expanded drum sound and heavier effects on Rabbitt’s voice are the most noticeable changes, but the production is bigger in every way compared to that of the artist’s previous work. The song is a reassuring affirmation of Rabbitt’s proven crossover power.

FEATURE PICKS

RIDIN’ HIGH ON NASHVILLE NOW — Freddy Powers was featured on a recent episode of TNN’s “Nashville Now” singing his new MCA release, “Ridin’ High.” Powers was introduced by his long-time associate, Merle Haggard, whose last four number one singles were either written or co-written by Powers. Pictured on the set (l-r) are: Tommy Cash; Rosey Carter; John McEuen; Powers; Haggard; and guest co-hosts Johnny Cash and June Carter Cash.
Recently, I was recording a session at Capitol, Studio A, using a full complement of strings plus an arco bass. Just prior to the 10 a.m. downbeat while visiting with some of the musicians, my bassist, Bob Stone, said, "Hey, Ralph, I was just thinking about the way into the studio that I first worked for you back in 1946."

According to my calculation that was 39 years ago, but I actually recorded my first gospel record the year before that, in 1945. Those were the days.

Now don't get me wrong...I'm not a nostalgia buff and I wouldn't want to roll back the clock even if I could, but occasionally I look back over my shoulder just to see where I've come from. If you draw a line from where you started (the past), through where you are right now (the present), on to where you are headed (the future), it will show you a lot about where you are going to be (direction) and where you'll arrive (distance).

Well, back in '45 the situation was this. There was only one gospel recording company, to my knowledge. We made 78's and any record that sold over 1,000 units was considered a hit.

The musical bile of rare ran the gamut from violin solos with keyboard accompaniment to small choral groups and orchestras. Then in between we played vocal duets and duets with string backings and male quartets with organ arrangements.

Many of those early recordings were criticized as being neither fish nor fowl. (I guess that meant they couldn't swim or fly.) For about the first three years we recorded without drums. Then for the next couple of years we had a drum in the studio but wouldn't use it, so the only drum sound you'd get on the record would be "leakage" and the mark of a good engineer was to spot how little leakage would end up on the record (mono, of course). Naturally, this caused great frustration among the drummers who played my early dates. The guys in the band used to come to the studio and play the hell out of the drums!

A variety of attitudes. I have heard them say, "OK, let's make some Gospel music."

"The Market" was a phrase foreign to my vocabulary. I didn't know what the market wanted. I only knew what I liked.

Growing up in my dad's church, I heard a lot of music on Sunday that people wouldn't listen to during the week, and I wanted to change that. So, my early experiments were motivated by the hope that a kind of gospel music could be produced using the standards of technical excellence accepted in the secular field. We needed new repertoire, fine artists, creative arrangers and "state of the art" sound reproduction.

Well, here we are 40 years later. We now have the songs, we have the artists, we have the arrangers and producers. We have companies and labels too numerous to list. The diversity of gospel music is in its golden years.

I've been fortunate to be a part of this new gospel music explosion that will eclipse any imagination could conjure up. I have just completed a two-year term as president of the Gospel Music Association, and I can predict a gospel music explosion that will impact the world!
Much Music Gains Acceptance As Canadian Video Channel

By Grant Lawrence

TORONTO — Canada's national music station celebrated its first birthday involved in operations August 31 with very positive results. Much Music's needed subscription level for first year, $1.3 million, was raised to $3.1 million. The project also reported that its financial operations would continue for the next year. The true number of subscribers to channel is 750,000.

We expect to reach the one million level soon, and then level off,” said Martin of Music Programming, John Martin. The project has been the result of a three-year campaign to achieve the accelerated accomplishment,” explained Martin. Eight minutes per hour is the maximum amount of advertising time that the Canadian Radio-Telecommunication Commission allowed, the reason for this, when compared to 12 minutes of conventional television, may be to protect the regionally based broadcasters. In addition the advertisements must have no regional cut-out character.

Much Music “is an unwise decision. People presume we have been here for ever. Catching the show twice in one hour or watching it is the same way our audience is watching more of Much Music than we first anticipated.” A plan to dissipate this problem is the introduction of an eight-hour rotation starting August 31. While next summer the station will move to a new building and a 12-hour schedule, a new way of operating much shows will be added to the program, which will focus on consolidating existing shows and maintaining the format of the service.

One new priority is the news service. The new season will see the introduction of news contacts in Montreal, Toronto, Halifax and Vancouver and a full time assignment editor, Denise Donoh. The project also reported that its financial operations would continue for the next year.

On the day Much Music has been responsible for 12 weekly Saturday night concerts featuring: K.D. Lang, Gowan, Kim Mitchell, Spoons, Doug and the Slugs, and Iggy and the Stooges. Much Music has been accorded the amount expected to be $125,000 and $150,000, for video production grants. The number of video producers is 2.4 percent of Much Music's gross revenue.

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The creative and international departmants were closed last week and the rest of the staff will leave by September 6, the day when the company passes to the control of Jackson. Only a few members of the accounts department will remain, to sort out the transfer over the next month.

The solitary survivor is Bruton Music, the background music library company headed by Robin Phillips with a staff of 40. This will continue as a unit. Although the official statement to this effect is not yet forthcoming, it seems likely that the administration of ATV Music will be undertaken for Jackson by CBS Songs. In that event, it is possible that some redundant ATV staff might be offered posts at CBS because of their familiarity with the catalogue.

Peter Cornish, ATV's managing director, says, “I understand that CBS Songs will operate with substantially increased ATV Musicings in the meantime I hope that anyone interested in our staff will contact me.”

ATV Music was founded in 1969, incorporating Welbeck Music, which was the publishing arm of Pye Records.

United Kingdom

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RCA's artist Valerie Lynch has added a new series of performances to her incredible string of 26 shows at the Ashton Theatre, which started July. The office results from this shten have been very good, and both PolyGram (who had Lynch in his cast previously) and RCA are releasing LPs by her; the RCA waxings, of course, reflect her latest songs and was introduced in Los Angeles a couple of months ago. The PolyGram LP is a compilation of past hits by the lark.

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The creative and international departmen-
AC/DC In The Headlines

(continued from page 7)

capture happened on a Saturday so he couldn’t quickly restock the record.

Stores reporting a sell out of the records were: Tower, Sunset; Music Plus, Hollywood; Target, Los Angeles (Ventura Ave.) among others.

It should be noted that most stores had less than ten pieces of the album in stock and eight of the ten San Fernando Valley locations contacted reported no increase in the sales of the record.

Whether or not the band, the album or the song remain in the headl ine is up to the police and the press, however one thing is certain—it was our weekend in Los Angeles for AC/DC, wherever they might be.

No California Indie Label

(continued from page 9)

One of Gram's management reps, Arnie Postnikoff, remarked, “It is a little unusual that we should handle a label, but it really doesn’t differ dramatically from what we do. Also, we have a good relationship with our independent clients. All the things that we would do with handling Santana and his label Columbia, we also do for this promotion, publicity, etc.—we will handle with Exit and A&M. In many ways we are filling in the blanks for Mary’s label administration. But aside from any financial considerations, the fact of the matter is that we heard a lot of talent coming from the label.

There are some great songs on the albums that are already out, and some of those guys are terrific songwriters. I can’t think of anyone on the roster who is not a little bit rockin on the future.”

While the results from Exit’s first four major releases have been impressive, there may yet be talkied, the product coming from this northern California musical co-op is impressively innovative. It’s a total listen, that’s all. All the people we are involved with have basically come to us. We have had a meeting of heart and mind and things have worked out naturally, though not without a lot of hard work,” Neely concluded.

For Export:

All labels of phonograph records, curricular, curricular; also excels in priced selection of close-outs. Nearly 40 years of experienced selection to importers world wide. Wholesale only. CAMS, EXPORTS, LTD, 1448 Coney Island Avenew, Brooklyn, NY 11206.

FREE CATALOG: New York’s largest and exclusive one-stop shop operating in New York and California. Visit our showroom. Write CAMS, EXPORTS, LTD, 1448 Coney Island Avenue, Brooklyn, NY 11206.
Around the Route
By Camille Compasio
The Hamilton Hotel in suburban Chicago (Itasca, IL) will be the site of this year's annual Rowe International distribs meeting and new product presentation. Event will take place September 19 and 20 — and the bill of fare will include the introduction of the new Rowe R-90 phono, which will reflect some cosmetic changes and an upgraded styling of last year's model.

No sale. Circle International (L.A.) has not been purchased by Betson Pacific. From what we understand, Circle is currently in the process of liquidation. Many of the manufacturers they represented took back the new equipment from them, while most of the used pieces were sold off. It's always sad to pass along this kind of news about such a long established company. At this point, firm's Jerry Monday and Stan Rousso have made no announcement as to their future plans.

Digital Controls and Taito America Corp. are co-hosting a showing on September 9 to introduce "Ghosts 'N Goblins," their first joint venture video game which is licensed from Capcom Co. Ltd. Event is being held at Rhodes Hall in Atlanta.

JAMMA chairman Masaya Nakamura dropped us a note regarding the up-
Cash Box/September 14, 1985

AMOA Sets Full Agenda Of Exhibits & Seminars For Expo '85

CHICAGO — AMOA is gearing up for its 36th annual international exposition, to be held October 31-November 2 at the Chicago Hyatt Regency. Themed "Working for a Better Industry," this year's convention will emphasize the customer relationship between the business and a comprehensive program of educational sessions focusing on management strategies and government issues. Moderators and panelists at the educational seminars will include prominent government officials and industry experts who will discuss practical methods to help operators run their businesses more efficiently.

The lineup of seminars includes the following: a Technical Seminar on Premier pinballs, conducted by the factory's design engineer Adolph Seitz, Jr., Pay Phones, moderated by Richard George (Roy George Music & Vending) and panelled by Marty Segal (Republic Pay Telephone, Inc.) and George Woods (Capital Tel Systems Inc.); Polygraph, featuring a panel of operators reviewing their personal experiences with polygraph testing of employees; Junebox Licensing Procedures & Copyright Agreement, featuring Walter Sampson of the Copyright Clearance Center; and from that office, discussing in layman's terms what the new Copyright Agreement means to the jukebox industry; Excellence in Management: A Lesson for Coin-op Owners, with Dr. C. Joseph Souine of Notre Dame University talking about management strategies for increasing operators businesses; Conversion Kits, featuring Frank Senesky (Alpha Omega Amusements) and focusing on methods for making conversion kits profitable; Cigarette Vending for Profit, with experts from the major cigarette companies and a representative from the Tobacco Institute thoroughly covering all areas of this topic; Standardization of Electronic Games, featuring Todd Erickson (Summit Amusement) hosting an industry forum of manufacturers in a question and answer session; a Technical Seminar on Bally Midway pinballs, with the factory's assistant field manager demonstrating the new Bally pinball; Video Jukeboxes, which will have a five-member panel of manufacturers and programmers discussing this product; RICO (Racketeer Influenced and Corrupt Organization Act), with Dr. Robert Blakey of Notre Dame University fully examining this subject; Get in League with Your Players, which will focus on pool and dart leagues, with Gary Nelson (Jim Fields Vending) and Tami Norberg-Paulson (C&N Sales) discussing this topic; and Building Strong Sales Associations, panel of operators, manufacturers and programmers discussing this product.

In addition to the educational program, AMOA advised that up to this point in time there are more than 150 leading manufacturers who will be exhibiting at Expo '85.

Registration fee for this year's convention is $75 for non-member operators and $100 for all non-member distributors, manufacturers, one-stop, suppliers, etc. The fee covers admissions to the Expo and seminars on all three days of the show.

Further information may be obtained by contacting the AMOA headquarters, 111 E. Wacker Drive, Suite 600, Chicago, IL 60601.

Centuri Earnings Report

"Quarterly sales at Outdoor Sports Headquarters, Inc. were strong, however, a disappointing performance by our Virginia Capes Seafood subsidiary had an adverse effect on earnings," said Centuri board chairman Milton Koffman. "We have recently made several top level management changes at Virginia Capes Seafood, Inc. and anticipate that this will have a positive impact on the performance of that operating unit." Koffman also said the company had made a major investment by purchasing approximately 42 percent of the outstanding common stock of Polomon Products, Inc. of Harrison, New York.

PARTY TIME — Nearly three dozen distributors were on hand July 24 at the Bally Sente open house in Sunnyvale, California to review 13 games from the current "Sente Library" and also get a looksee at what's in the works in software design as well as to enjoy the full hospitality of the Bally Sente people. Factory showcased its newest release "Gimme A Break," a pool game blending authentic graphics, background and game play, along with "Team Hat Trick," a four-player version of the company's highly successful "Hat Trick" hockey game. This variation on the theme is housed in a new cabinet which is slightly higher than cocktail table height and has an overhead canopy to hold the speakers from which the sound effects of cheering (and jeering) crowds, the slam of the puck into the goal, et al are realistically projected. This particular SAC I cabinet will not be available until October of this year. At this affair, Bally Sente used its current rallying phrase "Bally Sente, the All-American game company" to set the mood for the day-long event. Bally Sente contends that it is the only totally U.S. owned video game software design company in the industry today; thus, the entire atmosphere was "All American" complete with red white & blue decorations, a luncheon menu of fried chicken, corn-on-the-cob, biscuits, apple pie la mode, etc. and the original American flag with 13 stars. "We like to think of this as our symbol right now," stated Bernie Powers, director of marketing and sales. "To us it means that Bally Sente has achieved the milestone of designing 13 original games." At the conclusion of the affair, Bally Sente chairman Nolan Bushnell hosted distribs and staff members at a dinner in his chic "Lion and Compass" restaurant located in the heart of the Silicon Valley where a space age theme is the major attraction are (l-r, photo 1) Nolan Bushnell with Ron Carrara, operators manager for Bally Advanced Sales (So. Francisco); (photo 2, l-r) Lou Singer, president of Central Distributing (Omaha) and Morris Pihl, president of Great West Distributors; (photo 3) Bernie Powers demonstrating "Team Hat Trick" as software engineer Lee Acto (with glasses) and vice president of software engineering Ed Rotberg look on; and (photo 4) a table full of Bally Sente people, distribs and guests making a toast at the close of a very successful event.

Around The Route

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coming 23rd annual JAMMA convention, scheduled for October 5-7 at the Hotel Roosevelt/Chicago, Chicago, Ill. Thus far, there will be 47 member firms exhibiting a wide assortment of coin-op amusement equipment and related products, etc. Mr. Nakamura added that in order for U.S. (and overseas) firms to exhibit they must first apply for special membership in JAMMA and, if accepted, must pay an initiation fee of $200 as well as an annual fee of $1000 in order to qualify as exhibitors at the 1985 convention. Besides which, there is a screening process of all machines that are to be displayed.

Traditionally, August is usually the greatest month in coin-op. However, at Betson Pacific in L.A., the tables have completely turned this year. John Lotz tells us that the machine that is riding high is the August 35, with good sales figures in all of their equipment categories — redemption equipment, vending, music, etc. Nice goin'!

Sorry to learn of the death, August 2, of Clint Pierce, one of the industry's pioneer operators. Clint, who was 90 years old when he died, had been actively involved in the business for 70 years. His firm was based in Brodhead, Wisconsin, where he served a four year term as mayor and also held many other civic and community posts. Within the industry, he was a past president of AMOA and was one of the founders (and president for 21 years) of the Wisconsin state association, which is now WAMO. He and his wife, Marie, who worked beside him in their business, were a popular couple at industry trade functions, both locally and on the national level. Clint sold his firm in January of 1985 when he officially retired from the business. Cash Box would like to extend sincere condolences to Marie Pierce, who unfortunately is reported to be in failing health after suffering a stroke this past summer.

New Equipment

Soccer Action

"Kixx," a unique two-four-player soccer game, is the latest release from Innovactive Concepts in Entertainment (ICE), manufacturer of the highly successful "Chexx" hockey game.

"The Kixx games recently shipped to our distributors have been in the field for four to eight weeks," reports Steve Bernstein, vice president of sales and marketing at ICE. "Both the operator response, as well as the revenue figures have been excellent. We are extremely encouraged about the potential for the game.

Commenting further on the new piece, Bernstein said: "We believe a game like Kixx should not be compared to a dedicated video game or conversion kit. We hear over and over again that operators are looking for unique and novel games. We have heard it termed as a "back to basics" philosophy, or a trend of "retro" "arcade" games," he continued. "This theory is supported by the great success we experienced with our Chexx hockey game. The main drawback to Chexx was the amount of time and money the operator needed to spend to maintain the game. With Kixx, we have taken over one year to design what we feel is the ultimate in a four-player video game, with minimal maintenance and no downtime."

The new model is available through factory distributors and further information may be obtained by contacting ICE, 590 Young St., Tonawanda, New York 14150.

Cash Box/September 14, 1985
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