Ready For The World
The World Is Ready For Them
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ASHER NAMED POLYGRAM PRESIDENT
"NEW TRADITIONALISTS" WIN AT CMA AWARDS
ASCAP, BMI HOLD COUNTRY AWARD CEREMONIES
GUEST EDITORIAL: JEFFREY ABELSON
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GUEST EDITORIAL

The Long-Form Challenge

By Jeffrey Abelson

Much has been said in the last six months of the decreasing excitement in the music-video medium, that... the thrill is gone. Directors losing interest due to more attractive opportunities to explore feature films or commercials; producers losing interest due to their long, hard work rarely rewarded with larger profit margins; label marketing execs, frustrated due to 'expensive' videos not turning out as they expected, becoming more involved in the creative process, alienating many in the creative community, and music-video programs calling it quite due to their inability to pay for play. This chain of events suggests a dimmer picture is replacing the glowing aura of avant-garde recording mediums two years ago.

There are as many solutions as there are people in the industry, but perhaps part of the problem is that there are actually two industries, through not currently viewed as such. Perhaps we should separate the motivations to create 3-minute promotional clips from long form commercial products. In other words, perhaps we should stop questioning whether promotional vehicles are also 'programming,' or whether long-form programs also have 'promotional' value... and give full support to both formats, but treat them separately.

Music videos, are and shall continue to be substantial promotional tools for the exposure and sale of records and recording artists. If they are not worth their cost for the primary function they serve, they shouldn't be made. It's understandable why labels would want to charge television outlets for them, but it seems unforeseen that these clips are thereby recycled, if nothing else, for de facto promotion... creating a mistaken impression about what original conceptual 'long-form' actually could be.

Conventional television (and home video) programs have been, and shall continue to be, entertainment products. They are created as commercial vehicles unto themselves and do not have to be promoted as a promotional adjunct to another product (ie a record). The more we allow clip compilation programs (and concert tapes) to mislead industry pundits analyzing the potential market for visual music "long-form," the more dilute the medium for the industry and the public. Full length visual music programs with original, conceptual content are needed to develop the market, and take the product off promotion.

However, in order to actualize a real long-form business, we must create original, conceptual programs... 30, 60, 90 minutes long... exhibited on national television and deeply promoted to the home video market. We should remove the restrictions imposed upon producers and directors who wish to expand the horizons in this field... by encouraging studios and networks to allocate production financing and end the confusion over how to deal with union and guild realities in an otherwise non-union production environment, and to avoid attempts to "category" dramatic visual music by suggesting that labels not try to justify how a proposed original, conceptual long-form will increase record unit sales instead of using the program as commercial product unto itself... and if unable to finance production themselves, to pave the rights clearance process for those who are.

By imploring music publishers, talent brokers and labor guilds to stop clamoring for their piece of an unbanked home video pie to the point of killing deals. The environment tends to be self-defeating and stifling when it could be stimulating. It only one major corporate entity would act to make a visionary commitment toward helping create a vehicle to serve as the next step forward in this virtually non-existent long-form field... the results would be astounding. By supporting a credible production entity, a programming venture could be born that would combine the best attributes of conventional drama and comedy with the flash and rhythms of rock video; that would possess cinematic value and would attract the leading musical artists and musical filmmakers, as well as their actor/movie director counterparts; that would offer the mass television viewing public more than their MTV alone could provide, but within a format suitable for prime time; and that would give the record and video promo people the ammunition needed to work together to change the face of the sales—rentals home video picture.

If the short-form, promotional format continues to evolve, it will attract continuously new streams of young talented videomakers. Even most "extran" directors and producers still love the format creatively, and they would not fear it entirely if there was a sense that the industry was growing as its own career opportunities grew. Short-form production offers the adrenaline-pumping hit of immediate gratification. But the long term future of a visual music lies in original, conceptual long-form production for television and home video. The thrill in music-video is not gone... it's waiting to pop out of the promotional closet and mesmerize the program—consumming public. There is no lack of creativity enthusiasm or talent either in front of or behind the camera. There is no lack of consumer interest. The question of how to make the long journey safe and profitable is to ask the financing and distribution elements of the entire Home Entertainment spectrum... WHO'LL DARE TAKE THE FIRST STEP??

SINGLES

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Country Single

1. TOUCH A HAND, MAKE A FRIEND

The Royal Boys

MCA

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ROSS MEETS ROYALTY — RCA/EMI recording artist, Diana Ross recently performed at The Royal Albert Hall in London coinciding with her new LP release "Eaten Alive." Thousands of fans attended the concert, as well as greeting Ross at a reception held prior to the show.

Manhattan, Island To Jointly Release, Promote New Grace Jones LP

By Paul Iorio
NEW YORK — Manhattan Records and Island Records will jointly release and promote the new Grace Jones LP, "Slave to the Rhythm," in order to satisfy overlapping contractual agreements. This unprecedented venture will mark the final fulfillment of Jones’ contract with Island and the start of her new contract with Manhattan.

Jones was obligated to release one last single for Island but that single turned into a concept album, according to Stephen Reed, senior vice president of marketing and administration for Manhattan Records. Since she owed an album to Manhattan and a single to Island, Manhattan president Bruce Lundvall and Island Records founder Chris Blackwell agreed to join forces so that Jones could release her single, album and video and still satisfy her contractual commitments.

“The single was an integral part of the album,” says Reed. “You couldn’t release the album without the single. It’s a conceptual piece — it’s not a series of disjointed songs that one could take out and add to and have a similar kind of album.”

Reed says that it “wasn’t either party’s intention to set up a long-term relationship. After this album, Grace will be strictly a Manhattan artist and will have no further relationship with Island.” Indeed, the accent of the Manhattan/Island project is decidedly on Manhattan. Island Records refused to comment on this venture and Reed admits that “most of the promotion will come through Manhattan.”

while calling it a joint effort. "The individual duties are being divided up a bit," he says. "It's up to Island president Charlie Prevost and myself to coordinate it and make sure it runs as smoothly as possible." The "Slave To The Rhythm" seven and 12 inch singles will also be jointly released and promoted, though the single's video will be coordinated through Island's video division. Island refused comment on the video as well.

Jones’ next studio LP is scheduled for release by Manhattan in the late fall, she presently straddles two separate labels. How does she feel about this? "I think she's really excited about it because it gave her a chance to finish the record with Trevor Horn (her producer) that she wouldn't have had the opportunity to do unless the two companies had this arrangement," says Reed. Though he claims the joint project is working well, Reed would not recommend this strategy to other companies because he views it as "a creative way to handle a particular set of circumstances. The creative side was moving smoothly (with Jones) and the business side had problems, so rather

CMA Awards Dominated By "New Traditionalists"

Ricky Skaggs Voted Entertainer Of Year

By Bill Fisher

NASHVILLE — Acts noted for rejuvenating the popularity of traditional sounds in country music won more than half of the awards presented at the Country Music Association’s national televised, 15th annual CMA Awards show, broadcast Oct. 14 from the Grand Ole Opry House. Entertainer of the Year honors went to Ricky Skaggs, the Epic Records singer/multi-instrumentalist whose electrified bluegrass style also brought recognition for his back-up ensemble as Instrumental Group of the Year.

Western dance hall music traditions were represented by MCA’s George Strait, who won the award for Male Vocalist of the Year. Strait also took the Album of the Year award for his gold-selling "Does Fort Worth Ever Cross Your Mind?" Reba McEntire, who has aíoed her music as "down home country," was voted Female Vocalist of the Year for the second straight year.

The seminal bluegrass duo of Flatt & Scruggs was inducted into the Country Music Hall of Fame, and Flatt & Scruggs appeared on the Opry stage to receive a

Asher New PolyGram President

LOS ANGELES — Guenter Henßler, president and chief operating officer of PolyGram Records, will leave his post as of October 21, 1985. Henßler, who has guided PolyGram as president and CEO since 1981, will remain with the company as president of PolyGram Classics, Ltd., PolyGram’s classical music label. He founded during 1980 and 1981. Henßler will be succeeded by M. Richard Asher, former senior vice president of Warner Communications, Inc. Record Group.

The announcement was made by PolyGram International head Jan Timmer, who cited Asher’s experience in the international record business as an added strength in the development of PolyGram to its high position as a player in the world music business. "We are proud that a person of Dick’s caliber and stature will take over the helm at this important stage in the growth of the company’s development,” he said.

Coming on the heels of what Timmer termed “a prolonged period of adversity,”

Behind The Bullets

Kiss, ABC: The Glitter & Glamour of Success

By Stephen Padgett

Two Mercury Records acts are scoring big chart hits this week, Kiss, the perennial glitter metal band is finding life sans the trademark makeup to its liking, its third LP since dropping the costumes is following the other make-up-less records to the top of the charts. Labelmates ABC, the darlings of the British glamour set, is experiencing its strongest chart climb since 92s debut, “The Lexicon Of Love.”

Kiss “Asylum,” a hard-hitting, headbanger LP from Kiss jumps 17 points to 27 bullet this week. The high octane youth appeal is still with Kiss. After an impressive 84 high debut four weeks ago (Cash Box 10/5), "Asylum" has taken huge strides to reach this week’s 27 bullet.

The record is getting strong cross-country support. Top Five reports came in from NRM, Pittsburgh and Great American Music, Minneapolis. Top 10 reports were received from Karma, Indiana and Lieberman, Minneapolis. Top 20 reports flowed in from Turtles, Atlanta, World Of Records, Los Angeles; Harmony House, Detroit; Handieman, Detroit; Mainstream, Milwaukee; Benson, Los Angeles; Greensboro Record Center, North Carolina and Seaport One-Stop, Portland. Top 30 reports were also received from Round-Up Records, Seattle; City One-Stop, Los Angeles and Record Theatre, Cincinnati.

Kiss is not exactly stranger to the singles to charts, but also not a regular with CHR. "Tears Are Falling," the first single from "Asylum" jumps 12 to 75 bullet this week. New adds came in from WKFR, WCAY, WGLC, 95X, Q101, KQ8, WANS, Z93, KSXD and KFRS.

ABC ABC’s third Mercury LP, “How To Be A Zillionaire,” crashes the Top 50. Returning to its “Lexicon Of Love” form, ABC demonstrates that while they may not know how to be zillionaires, they sure do know how to make hits.

GOLD RUSH — Billy Rush (guitarist/producer for Southside Johnny) received a gold album for producing "Love On The Beat." The #1 recording artist in France, Serge Gainsbourg. Presenting the "gold" to Rush are (l-r): Phillippe Lerichomme (Phonogram artist relations), Serge Gainsbourg and Rush.

M. Richard Asher

Timmer noted that he will join the company at a time when its operations have become "strong and streamlined." PolyGram is currently enjoying its most successful year since 1976, according to a corporate press statement. Timmer commended Henßler, his management and staff for that success.

Henßler joined PolyGram in 1968, and was appointed assistant to the president of the newly created PolyGram Corpora-

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CAPITOL, SPARROW PACT — Capitol Records, Inc., and The Sparrow Corporation have entered into a long term distribution and cross-market arrangement, effective immediately. Sparrow's own exclusive distribution within the Christian bookstore market is not affected. Announcement of an agreement was made by Mr. Zimmermann, president, Capitol Records and Billy Ray Hearn, president, Sparrow Corporation. Pictured (l-r) are: Zimmermann; Hearn; Joe Mansfield, vice president national sales; Dennis White, executive vice president, Capitol Records Group Services; Bill Hearn, senior vice president, Sparrow Corporation; and Joe McFadden, director, national sales.

BUSINESS NOTES

Three In MN Plead Guilty To Bootlegging; Four In KY Arrested

NEW YORK — Three men who were arrested on May 18, 1985 at the ARC Recording in St. Paul pleaded guilty on June 10 to violating Minnesota's Anti-Piracy Statute. The men are charged under the state's anti-piracy law, which prohibits the unauthorized reproduction, distribution, sale, loan, or rental of sound recordings. The defendants are Robert Charles Craig of Oak Park, IL; and Jimmy Lee and Terry L. Johnson of Minneapolis, MN. The cases were handled by the Minnesota State Police and the U.S. Attorney's Office. The defendants will be sentenced on June 25.

In a separate case, a fourth defendant, who is a member of a record store chain, was sentenced to eight months in prison for his role in the bootlegging operation. The defendant, who is not identified, was convicted of violating Minnesota's Anti-Piracy Statute. The defendant will be eligible for parole in three months.

Levin Named — Susan Levin has been appointed national manager, secondary & jazz promotion, it was announced by John Belson, president, MCA Records. Levin will be responsible for the national jazz radio and retail promotion and secondary CHR promotion. She will start immediately.

Elia Appointed — Harry A. Elia has been appointed vice president, new business development, Columbia House Division. CBS/Records Group. In this position Elia will be responsible for development of new business areas. In addition he will be responsible for developing the marketing and advertising programs for the Divisions' Music Club.

Hamlin Appointed — Kenny Hamlin has been named national director of sales and marketing for Rhino Records. He was formerly the Los Angeles branch manager for the company.

Leonard Named — Joe Leonard has been named to the newly created position of production manager at the New York City based Relativity Labels. Leonard's duties will include overseeing production schedules and coordinating international aggression. Leonard has been working in the important organization for over a year.

Merit Formed — Three-year-old Merit Music Corp. has formed a separate division, Merit Music International, with music veteran Bob Weiss as president. The announcement was made by president and chairman of the board of Merit Music, David I. Johnson, and Leslie S. Sacks. The division will be responsible for overseeing the international operations of the company's subsidiary, Odeon Records.

Shear Joins — Ruth Shear has joined Richard Lewis Associates as an account executive. The announcement was made by Richard Lewis, president of the Los Angeles-based corporate and entertainment public relations firm. Shear previously served as public relations administrator for IDC Services/Central Casting in the Los Angeles office.

Left Bank Formed — Robert Jason and Gail Kramer, formerly of Martin Kahan Productions, have formed Left Bank Productions, specializing in music video and film production. Working with Left Bank are directors Josh Aronson, Ed Barbini and Michelle Mahler. Left Bank recently completed the video "Change It" for Stevie Ray Vaughan, shot on location in Austin, Texas. The video was directed by John Aronson and lensed by director of photography Scott Helio.

Firms Merge — Bruce E. Collins, Esq. and the Law Offices of Jeffrey E. Jacobson, Esq. have merged to form Jacobson & Collins, Attorneys, a general practice representing the entire creative community. Specializing in entertainment and sports law, copyrights, trademarks and intellectual property, the firm is located at 150 Fifth Avenue, New York, NY 10011. The telephone number is (212) 691-5630.

Gotten Grows — Greg Allioppoulus, formerly vice president of Nancy Hamilton & Associates has joined JoAnn Getten & Associates as senior publicist. Also joining the firm is Virginia Mastroiani, formerly with Nancy Hamilton as well. She is an account executive in the television department.

Changes At Command — Philip Nicholas, president of NMI, Inc. has announced the appointment of Rosella Coleman as the east coast representative and Marsha Johnson as the Great Lakes representative for NMI/Recordvention. NMI/Recordvention (a division of NMI) is a advertising agencies and bookers.

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BMI is Country's first choice!

Single of the Year “Why Not Me”
The Judds

Song of the Year “God Bless The USA”
Lee Greenwood

Entertainer of the Year
Ricky Skaggs

Country Music Hall of Fame
Lester Flatt & Earl Scruggs

Instrumental Group of the Year
Ricky Skaggs’ Band

Vocal Group of the Year
The Judds

Instrumentalist of the Year
Chet Atkins

Music Video of the Year
“All My Rowdy Friends Are Comin’ Over Tonight”
Artist: Hank Williams, Jr.
Producer: Tom Thacker

Congratulations to the winners of the 1985 Country Music Association Awards.

Wherever there's music, there's BMI.
ALBUM RELEASES

Real or imagined, Jim Kerr’s new found vitality as a vocalist gives Simple Minds latest effort “Once Upon A Time” an urgency which makes this a top fall release. Each and every track here has something substantial to offer and with the group’s successful track record commercially and with fringe music fans, Simple Minds are set for major commercial status.

SOUL KISS — Olivia Newton-John — MCA 6151 — Producers: John Farrar — List: 8.98 — Bar Coded
Olivia Newton-John’s commercial track record is undeniable, and “Soul Kiss” should be another retail and radio coup for the vocalist. With fast movers like the title track and bopping cuts like “Queen Of The Publication,” Newton spreads her musical wings a bit, and with help from musicians like Lee Ritenour, Tom Scott and Steve Lukather, look for the highly polished “Soul Kiss” to be a hot seller during the Christmas rush.

Autograph’s good-natured hard rock scored them a surprise smash with its debut last year, and this album should further that initial success. With power chording force, cuts like “That’s The Stuff,” “Paint This Town” and “Blondes In Black Cars” establish Autograph as an AOR force to be reckoned with.

LISTEN LIKE THIEVES — Inxs — Atlantic 81277 — Producer: Chris Thomas — List: 8.98 — Bar Coded
Australia’s Inxs has always had a quirky knack to solidly-rocking material which, given the chance on radio, could be mainstream pop music, and “Listen Like Thieves” is the group’s best work to date. Utilizing Chris Thomas’ production expertise, Inxs shines with guitars wailing and melodies wooring on “Kiss The Dirt,” “This Time,” “What You Need” and the title track.

With “Caravan Of Love” jumping to #17 on this week’s B/C Singles chart, look for the latest Isley, Jasper and Isley effort to do well on both album charts.

Based in Nashville, and the first release from the MTM label, In Pursuit blends the vocal of its three members, Jay Joyce, Emma and Jeff Boggs, around a series of well-arranged and rocking originals. A nice debut which signifies corporate Nashville’s eye on the pop market.

DON’T STAND ME DOWN — Dexy’s Midnight Runners — Mercury 822 985-1 — Producer: Kevin Rowland—Alan Winstanley — List: 8.98 — Bar Coded
The humanity of “Come On, Eileen” is no fluke to starstruck fans of Dexy’s, and this latest LP reconfirms the band as one of the most pleasant surprises in pop music. Kevin Rowland’s songwriting and vocals are as usual, well-complemented by the rich and varied instrumentation of this Scottish group.

BOSTON, MASS. — The Del Fuegos — Slash/Warner Bros. 25339-1 — Producer: Mitchell Froom — List: 8.98 — Bar Coded
With a strong debut in its back pocket, Boston’s Del Fuegos return with this Mitchell Froom — produced effort that kicks in with the first single “Don’t Run Wild” and doesn’t let up. The classic soulfulness of “I Still Want You,” the Stony “Coup De Ville” and the blistering “It’s Alright” make sure you know the Del Fuegos are here to stay.

PICTURE BOOK — Simply Red — Elektra 60452-1 — Producer: Stewart Levine — List: 8.98 — Bar Coded
With Sade establishing U.K.’s lounge/jazz trend in the American marketplace, latest British sensation Simply Red takes it one step further. On cuts like “Sad Ole Red” the group breaks into an authentic jazz swing, and vocalist Mick Hucknall steps out throughout this pop-rock foray with jazzy sophistication.

COMMUNIST MUTANTS FROM SPACE — The Screaming Believers — Big Time 008 — Producer: Bob Allan—Ken Sykes—Paul Hughes — List: 8.98
One of the nice things about the current wave of Australian rock music is that there is not the normal pigeonholing, of “rock,’ ‘punk,’ or ‘pop.’ The bands, whether they be Midnight Oil or the Screaming Believers take the best bits of everything. This LP has thrash rock energy with pub rock savvy — check it out.

CLAWS!! — Various Artists — Throbbing Lobster 6 — Producer: Various — List: no list
Boston’s local bands are chronicled here on another nice collection from Throbbing Lobster. Top cuts from the burgeoning scene are Turbines’ “Reckless,” Last Stand’s “Let Go” and the Prime Movers “True To Me.”

ALIEN SHORES — Platinum Blonde — Epic BFE 40147 — Producer: Eddy Offord, Mark Holmes — List: 8.98 — Bar Coded
Ethereal-nl-tech rock is featured on this debut American pressing from Canada’s Platinum Blonde. A driving, full soar vocal track leads most cuts with power, with churning synthesizer musicianship. Rock radio potential abounding.

RECORDS TO WATCH

Mystery — Rah Band — RCA AFL1 5465 — Producer: Richard Hewson — List: 8.98 — Bar Coded

Take One Live — Stockton’s Wing — Revolving Records 2 — Producer: Bill Whelan — List: no list

I Have A Pony — Steven Wright — Warner Bros. 25335-1 — Producer: William E. McCuen — List: 8.98 — Bar Coded

Fat Is In — Terry Forster and The Lovehandles — The Comedy Works 816 — List: no list

The Joan Collins BEAUTY AND EXERCISE RECORD — Janus 001 — Producer: Jed Kearse — List: no list

Lovin’ Feelings — The Spinners-Mirage 7-90456-1 — Producer: various — List: 8.98 — Bar Coded

Mr. Right — Joe Simone-Compleat 671015-1 — Producer: Skip Scarborough — List: 8.98 — Bar Coded
THE COLOURFIELD (Chrysalis Vs3 42294)
Can't Get Enough Of You Baby (2:20) (Saturday Music/BMI) (Linzer-Randell) (Producer: Wes Ducson)
The Colourfield's debut single is the distinctly 60's sounding track which features Terry Hall's fluid vocals and a mysteriously eerie keyboard line. A well crafted British pop-rocker with American overtones; should be a perfect Rock of the 80's entry.

JESSE JOHNSTON'S REVUE (A&M 2778)
Let's Have Some Fun (4:30) (Crazy People Music-Almo Music/ASCAP) (Johnston) (Producer: Jesse Johnston)
With quavering keyboard chords and a whip-cracking drum beat, Jesse Johnston delivers the fourth single from his debut LP. With a strongly established B/C and crossover following, look for radio to add "Let's Have Some Fun" quickly.

THE ISLEY BROTHERS (Warner Bros. 7-28860)
Colder Are My Nights (4:50) (Killchello Music-ASCAP/Johnny Yuma Music-BMI) (Williams-Leonard) (Producer: The Isley Brothers)
The legendary Isley Bros. are back on the contemporary pop/rock track with this heavily rhythmic single which combines a solid funk groove and instrumentation with string and horn accents and a tropical flavoring.

JAMES TAYLOR (Columbia 38-05681)
Everyday (3:10) (Peer International/BMI) (Pettty-Hardin) (Producer: James Taylor-Peter Asher-Frank Filippetti)
Made famous by Buddy Holly and covered by various artists over the years "Everyday" is a perfect showcase for Taylor's mellow-rocking delivery. Nice melodic changes and a touching sentiment make the first single from Taylor's "That's Why I'm Here" an A/C natural.

THE MINUTEMEN ( SST 5)8
Courage (2:29) New Alliance Music/BMI (Boon) (Producer: The Minutemen)
From the Minutemen's upcoming "Three-Way Tie For Last," "Courage" is another example of the group's hybrid wave-rock; short, but powerful both musically and lyrically. Also includes "What Is It?" and "Stories."

BROTHER JOHNSON (GEORGE JOHNSON) (Qwest 7-28877)
Back Against The Wall (4:05) (Anis Music/ASCAP) (Johnson-Johnson) (Producer: George Johnson)
George Johnson's first solo effort is rooted in the Brother Johnson melding of funk, rock and jazz.

KISS (Mercury 884 141)
Tears Are Falling (3:55) (Kiss/ASCAP) (Stanley) (Producer: Paul Stanley-Gene Simmons)
"Tears Are Falling" is gaining a surprising amount of adds nationally, and look for the single taken from Kiss' "Asylum" LP to be its biggest hit in years. A distinctive chorus hook and a pop arrangement make this track appealing to pop programmers.

ALISON MOYET (Columbia 38-05614)
For You Only (3:57) (J&S-Adm. by Almo/ASCAP) (Moyet-Jolley - Swan) (Producers: Tony Swain-Steven Jolley)
The third single from "Alf" is a light, breezy outing with similar dimensions to both "Invisible" and "Love Resurrection" before it. Sure CHR and, for Yaz's true believers, progressive AOR.

KOOL & THE GANG (De-Lite 884 199-7)
Another strong dance track from Kool & The Gang's power-pack "Emergency" LP; this title cut has a fully charged beat, an AOR hit and listeners out polishing floors in no time. B/C programming with possible CHR appeal.

EVELYN "CHAMPAGNE" KING (RCA JK-14201)
This energized cut from one of dance music's most dynamic singers has all the charging club appeal for which she is known. A strict tempo keeps the singer's fierce vocal in check. A B/C must-add and a sure thing for the clubs.

CHRISTOPHER CROSS (WB 7-28884)
Charm the Snake (3:50) (Pop'n' Roll Music-Song This House Music/ASCAP) (C. Cross-M. Omartian) (Producer: Michael Omartian)
Mellow songwriter Christopher Cross rocks out on this rollicking single. Heavy percussion and a driving back-up chorus give the tune added punch, lead by Cross' sizzling vocal. An AOR cut with possible CHR appeal.

OSBORNE & GILES (RED Label PB-71010)
A superb B/C romance ballad, "I'll Make You An Offer" features a sensuous lead vocal with a soulful chorus. Slow dance music with a passionate mix.

MENUDO (RCA 14207)
XPURTZ (MCA 52696)
BRANDI WELLS (Omni 7-9995)
$ (4:09) (Snoopus Music/BMI) (Barry-Margolis) (Producer: Len Barry-Margolis)
ERNIE WATTS (Qwest 7-28887)
RONNIE & THE URBAN WATCHDOGS (In-Fek-Shus 0001)
Subway Vigilante (3:15) (Gold/Kays Music/ASCAP) (Gold-Kays) (Producer: Rufus White-Thomas Gold)

THE BOX (Atlantic 7-89494)
CHET ATKINS (Columbia 38-05682)
Please Stay Tuned (3:59) (Athenas Music Co./BMI) (Atkins-Yandell) (Producer: David Hungate)
ONE WAY (MCA 52699)
TINY LIGHTS (Ural 001)
Flowers Through The Air (3:20) (Uriel Music/ASCAP) (Coughlin) (Producer: none listed)

Cash Box/October 26, 1985
The ABCs Of “How To Be A Zillionaire”
By Stephen Padgett

The summer of 1962 may well be remembered as the time when new wave (remember that concept?) finally burst onto the scene. And music finally woke up and said, “Well, I Guess We’ll Have To Take It Easy, Hot Stuff.”

But if fall 1962 belonged to one band, Martin Fry and ABC captured the collective youth imagination that year. Stylo, romance and glamour all got it. “The Look Of Love,” ABC’s first and biggest U.S. hit (it peaked Jan. 15, at #9). The Top 10 single was “The Look of Love,” an instant classic that still stands as classic. It’s a timeless anthem, a song that transcends time and place, a song that speaks to the human condition.

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**Cover Story**

**NOW BROTHA JOEY TALKS ABOUT THE FURIOUS PACE NOW!** — Like not since y'know, Saligner did Catcher in the Y'know, flye has any artist or something captured teenage America by the kazoo like Brotha Joey and his ever-rockin' Ramones' y'know. Now the Ramones are puttin' out a whole new brand new album of rockin' Ramones classics. Now it will be out in November. Now it will be produced by John Beauvoir y'know and he did their last single "Bono Goes to Bitburg." How does Joey like working with Beauvoir? "John is a regular kind of a guy. That's a well-built about it, says Joey. And his music, his music is Beauvoir compare to Phil Spector? "Actually I like Phil. He taught a lot," says Joey. Why can't the Ramones keep a drummer? "They burn. It's the furious pace," says Joey. How do they keep their energy level up? "It's just our psychosis," says Joey. What does he think of apartheid? "It's sick-en-ing," says Joey. What does he think of bands who imitate his sound? "It's flattering," says Joey. How did "Bono" come about? "It was an outrage," says Joey. Are the ever-rockin' Ramones becomin'- a dinosaur band? "We're not a dinosaur band," says Joey. "You can only become a dinosaur band after you (long pause) if you're like um we haven't really made you know what I mean? I mean we made it and changed the course of history. I mean we revolutionized rock 'n' roll," says Joey. What's his favorite Ramones classic album? "Too Tough To Die" might be my favorite. "Leave Home" I thought that was a great album. I like 'em all," says Joey. How does he keep his musical integrity? "That's a matter of where he doesn't exist in any business, in any form of art or whatever, y'know, not givin', y'know, not compromising. They definitely respect you because of that, I mean you might not be as rich but at least you'll have your self-respect," says Joey. "You go and stand up. You can't just waxed..." says Joey. "Everyday these days is so superficial, there's no guts, there's no belief, nothing to kind of like give you some insight, something that'll change your thinking or something, y'know what I mean?" says Joey. Now he's working on the new album. Now he's playin' concerts around the northeast. Now next month Warner Brothers is releasing "The Ramones Greatest Hits" which y'know contain "Bono Goes to Bitburg" and a brand new track and about 14 or 15 Ramones classics that have been newly remixed. Now he's working on Little Steven Van Zandt's "Sun City" project too. "The people involved in 'Sun City' are really cool," says Joey. "Sun City" is important because it's a different sort of hunger (than Live Aid), it's freedom and it's the most important thing there is, I mean I guess besides eatin'," says Joey. Stay tuned to your radio for more of the Ramones in the next few months.

**JOE LYNN TURNER ON THE FAST TRACK** — "I'm a car freak," says Joe Lynn Turner. "I've even done the racing track a few times. I had it up to 125... and because of the curve of the track you slide every 10 or 15 feet and you've got to allow for the drift factor. When you're in that fireproof suit and you see people wipe out, you don't think of anything except that your life's on the line." Turner has definitely hit the fast lane with his new solo album "Rescue You" (Elektra) and he draws a parallel between racing and living. "The Race Is On" (from 'Rescue You') is a really light and says Turner. "I used to be a real hard-core guy, too far gone, nowhere to turn, it's straight ahead," Turner says, paraphrasing his lyrics. "Rescue You" has all the markings of a monster hit. Produced by Roy Thomas Baker, Turner has a quick turn-around and an ex-Steve Winwood cohort. Turner himself is no stranger to stardom having been with Ritchie Blackmore's Rainbow, the lead singer and songwriter of such FM radio favorites of his own and that of others. Unfortunately, Turner and his band's past associations mark them unfairly as a heavy metal conglomerate even though he's got the heart, the voice and songwriting talent of a balladeer. Every Christmas I'm singing with my dad. We have a few eggnoggs and we're crooning away. I've always wanted to open a show with 'Amazing Grace.' But then the rockers should get out there so that people know we're not fooling around. We can rock. And evidently they can their first single. "Endlessly," is attracting wide attention and airplay. How does he feel about potential solo superstardom? "Panic." Turner jokes.

**HEALTHY BENEFIT — Richie Havens, Afrika Bambaata, Odetta, Washington Squares, Gil Scott-Heron, Charles Lloyd...**

**JONES-KOCH CONNECTION — RCA recently released the artist Glenn Jones' (i) appeared with N.Y. Mayor Ed Koch (i) at St. Patrick's Cathedral to commemorate "The National Day of Mourning for Victims of Violence." The Reverend the Reverend Sr. Erica Pope."**

**PETE SEEGER AND LARRY HARLOW are performing in a benefit show to help raise money for distribution of the film A Matter of Struggle.**

**EAST COASTINGS — In the unsigned bands department: Louis Louie played Manhattan’s Bottom Line on October 11 in a show that proved them ready for the Manhattan club circuit if not quite yet for vinyl. Syracuse's The Promise played the Bottom Line on October 10 in a show that proved that they are ready for vinyl (great songs) if not yet quite ready for big concert venues.**

Paul L. Iorio

Ready For The World are Ready For The World

**By Lee Jeske**

NEW YORK — "What we're doing is we're just getting the world ready for us," says Melvin Riley, Ready For The World's lead vocalist and songwriter and the man whose princey vocals on "Oh Sheila" helped propel that single to number two on the pop charts. "We're just fresh, new, and we're trying to make a sound and a trend."

Ready For The World hails from Flint, Michigan, just an hour by Chevy or Cadillac or Ford from Detroit, where good musicians have been manufactured for decades of years despite stiff foreign competition.

I'm not sure what it is," says Melvin Riley when asked what it is about Detroit and environs — the air? the soil? the food? — that produce such musically astute individuals. "I just glad it's happening."

About the band — whose self-titled MCA debut LP has already garnered a pair of B/C hits, "Tonight" and "Deep Inside Your Love," in addition to the across-the-board "Oh Sheila" — Melvin Riley, Jr., says: "We started off in Flint, and we were all in different bands. We used to compete with each other in talent shows. Gordon Strozier and I were the founders of the group — we recruited the guys from different bands and formed Ready For The World. We were all just competitions against each other."

If you can't beat them, and sometimes even if you can, sign them up! With Melvin and Gordon, who contributes guitar and background vocals to the band and co-writes a number of the songs, are keyboardist Gregory Potts, bassist John Eaton, and drummers Gerald Valentine and Willie Trippett (everybody except for Valentine vocals).

Melvin says his influences are varied. "I used to listen to older groups when I was young, like the Temptations, Elvis Presley, and James Brown. And as I got older I got into a lot of Prince and then the Time. We get into rock and roll also — we love Van Halen and the Police."
THE JOB MART

WASH-FM in Washington D.C. is looking for a promotions director that has at least five years of experience in radio promotions/advertising. "Planning skills and execution are of the utmost importance," says Tom Durney, Send resume to Tom Durney, WASH Radio, 5151 Wisconsin Ave., NW, Washington, DC 20016. EOE/MF. . . . WTMG in Nashville is looking for a staff for its newly created formatted station. They seek programming, air talent, news people and production people that have a winning team attitude," says Howard Schwartz. Send resumes and air check to Howard Schwartz, WTMG Radio, 50 Music Square W., #309, Nashville, TN 37203. EOE/MF. . . . WKPE has an opening for a very creative copywriter who can also dub in the production area. For further information call station and ask for program director Jack Ailx (617) 771-2998. . . . KRZI in central Texas is looking for air check for air talent, news and production personnel (also females) are encouraged to apply for positions. Send T&R to Jesse Summers, KRZI, P.O. Box 4093, Waco, TX 76714. EOE/MF. . . . WSKY in the mountains of Asheville is looking for a full-time personality to handle the seven — midnight shift, along with a part time job to fill in on weekdays and weekends. "Applicants must be creative and talented," says Tom Cassidy, P.O. Box 2956, Asheville, North Carolina, 28802 EOE/MF . . . WCFR wants someone who can run its news operation," grow with us as we continue our strong news tradition. Reporting, interviewing and on-air experience is required for the job," says Bob Flint. Send T&R to WCFR Radio, Bob Flint, P.O. Box 800, Springfield, VT 05156 EOE/MF. . . . WAGR/WJSK is now accepting tapes for future openings at the station from experienced announcers only. Position will be opening in the future. C&R goes to George Gilpin, P.O. Box 2265, Lumberton, North Carolina 28359. EOE/MF . . . an AOR morning newscast is needed to build a news division from scratch. "It's a challenging position that will offer a great opportunity to whomever will take on the challenge, not to mention financially rewarding," says Greg Stevens, T&R to KCXG, 1060 Farley, K310, Overland Park, Kansas City, MO 66210 EOE/MF. . . . KMKM in Fresno is looking for a qualified news director, along with an experienced account executive. Send information to Bruce Owens president/gm, P.O. Box 67, Fresno, CA 93637 . . . KSTC is accepting resumes for future openings at station. T&R goes to Bruce Gordon, KSTC Radio, P.O. Box 830, Sterling, CO 80751 . . . Also in Fresno for a director, KYNO AM has an immediate opening for a director. "Looking for professionals only," says Tom Maule, T&R to Tom Maule, KYNO AM Radio, 2125 N. Barton Ave., Fresno, CA 93703 EOE/MF. . . . WCVS is looking for a mature afternoon drive personality for its A/C station. T&R to Bob Murray, P.O. Box 2989, Springfield, Ill. 62708 EOE/MF. . . . WJOO/WZWW is seeking a strong morning news anchor that has good delivery and reporting skills. T&R to Peter Zeica, WJOO/WZWW Radio, P.O. Box 2208, Knoxou, IN 46902 EOE/MF . . . KSFO in San Francisco is looking for a evening drive personality. "It's a great city," says Rick Scott. Send T&R to KSFO, 300 Broadway, San Francisco, CA 94133 EOE/MF. . . . WCRZ in Flint is looking for a "conversational morning news announcer, that has good voice and good delivery." Send recent tape and sample news writing to: 101-FM, News Dept., P.O. Box 1080, Flint, MI 48501 EOE/MF . . . WVOI in Toledo is currently seeking tapes and resumes for all shifts, format of the station in urban contemporary. T&R to Robert Holiday, WVOI, 6050 Jackman Road, Temperance, MI 48182. No calls please. EOE/MF. . . . WLKI-FM is looking for a CHR production voice. The salary base is 15K but they are willing to pay more if you're what they are looking for. Send T&R to Gary Osborne, P.O. WLKI Radio, North Wayne Plaza, Angola, Indiana 46703 EOE/MF. . . . KIKI in Honolulu is looking for a knowledgeable program director who is familiar with air work. Send resume to Bobby Christian, 1-94, Butler Square, Minneapolis, MN 55403-1596. No calls please. EOE/MF. . . . KHUG AM is seeking a morning drive personality that has at least two years of experience in radio. No phone calls please. Send T&R to KHUG, Programming Dept., P.O. Box 7, Phoenix, AZ 85755 EOE/MF.

Darryl Lindsey

CHEECH AND CHONG GET KISSED — Cheech & Chong pulled some gags during a recent visit to Radio WLKI-FM in Los Angeles where the comedy team launched it up with Wally Clark, the general manager of the station. (1-11) are: Tommy Chong, Wally Clark, KIIS-FM, Cheech Marin.
"In order to 'reach out and touch' you need a strong hand behind you. We're proud to be a part of the family of ASCAP."

Nick Ashford & Valerie Simpson.
INAUGURAL LINE ONE. — Westwood One officially kicked off its new live, call-in radio program with Columbia recording artist Steve Perry. "Line One" is broadcast every Monday at 11 p.m. EST. Picture at Westwood One's Culver City facility: show hosts Carol Miller and Sky Daniels and Perry.

SIMON SAYS PROMOTE — Chrysalis recording artist Simon F. Stopped by WCKG-FM in Chicago in support of his new LP, "Gun" which features the single, "I Want You Back." The artist was in the middle of an eight city promotional tour, spanning appearances at radio, retail and press outlets. Picture (l-r): Mark Diller, mid-west regional promotion manager, Chrysalis, radio consultant Lee Abrams, Burkhardt/Abrams, Simon F., and WCKG program director Don Davis.

THE NEW F.A.D. — KMET Los Angeles’ Fraser Smith began broadcasting live from Hollywood’s Laugh Factory last week. "Fraze After Dark" (F.A.D.) will now be broadcast Saturday night from 10 pm to 2 am. Picture (l-r): Malina d' Wild Bill, The Fraze, club owner/sidekick Buddy-Buddy, Waitress Patty Melt, Engineer Muddle Mick, and producer Steven Alan Green.

CHANGES — Gloria Briggs has been promoted to director of the ABC FM Radio Network. She will be responsible for the day-to-day activities of the network. Briggs has been manager of station relations since December, 1981. Chicago, Chicago has tapped Jack Silver as assistant program director and Keith Naffley as music director. Both have been with the station since its first days of operation.

AARON'S YOUNG — Paul Young dropped by at ABC Radio Studio 89 recently to tape an interview with ABC rock reporter Ron Elliott. That interview was heard on "The Rock Report" from The Source and ABC Radio Entertainment's "Live From The Hard Rock Cafe."

KKGQ FOR CHARITY — L.A.’s only country music station, KKGQ-FM is presenting an evening of jazz and fusion at Santa Monica’s, At My Place. Warner Bros. recording artist Michael Ruff and Zebra recording artist Pres will perform at the benefit for the Neil Bogart Memorial Laboratory for Children’s Cancer Research on October 26. Speaking of KKGQ, they’ll be officially welcoming their new morning man, Lenny Goldberg, at a bash in Universal City on October 29.

SUNDAY NIGHT SPECIALS — The new season of "Sunday Night Specials" airs in the New York City market at 8 p.m. EST. It is heard in the following markets: New York, Chicago, Los Angeles, Oklahoma City, Philadelphia, Detroit, Denver, and San Francisco.

BURED IN CHICAGO — WLU, Chicago program director Greg Sorensen announced Monday (26) that ABC Chicago, Chicago has added a perpetual weekend syndication entry to Jonathon Brandmeir. Brandmeir now has 15 stations for the weekend show. He draws 16 stations for the weekend show and is syndicated in Munich, West Germany.

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THE BEAT

LABEL HAPPENINGS — Joyce Kennedy’s forthcoming A&M album features such names as Jocelyn Brown, Dobie Gray, Raymond Jones, New York re-mix whiz John “Jellybean” Benitez. Former bandmember and husband in Mother’s Finest, Glenn Merdco and Gary “G.T.” Taylor are also at A&M. Recordings geared Tramaine Hawkins is enjoying her first secular charting single entitled, “Fall Down (Spirit of Love)”. Total Experience Records is looking for producers, and/or writers who have material for a young teenage male singing group that the label has signed. Contact Total Experience Records, 1890 Argyle Avenue, CA 90028, or call (213) 462-6556. "Evelyn "Champagne" King is currently putting finishing touches on her eighth RCA album called "A Long Time Coming. Change is Gonna Come," which took place at Sigma Sound Studios in Philadelphia. Dancehall Afro, who can be seen dancing every week on the syndicated television series "Fame" is in the studio recording her debut album with producers Vince Brantley and Rick Timas, who just finished New Edition’s "Count Me Out". Kashif’s new single from the album entitled "Condition Of The Heart" is a little different from the Kashif-style that is currently heard on Whitney Houston’s third release "Thinking About You.” It is rumored the family that was supposed to fill that void for Motown where the Jackson 5 left off, Dellaire, has disbanded and the Ed Dellaire will go solo... Clarence McDonald who was known for his earlier work with Masters Taylor co-production with his new group The Emotions, is back with ex-guitarist of Earth, Wind and Fire, Al Phillip McKay producing an all-female group named Sass who can be seen now with on the soundtrack the movie that has produced several prominent entertainers such as Sam Harris, Beau Williams, Brown and Durrell Coleman who, by coincidence, had two tracks on his debut LP for Island Records produced by McDonald and McKay.

IT’S COMING TO YOUR TOWN, THE BATTERAM — After the success of Lisa and Cult Jam, the Fat Boys, Whodini and most recently Doug E. Fresh, a new rap sensation is in the making. Hit rap tunes in the past have been based on subjects such as will you report after I take you home. Lisa, Lisa, the pitfalls of friendship, Whodini; and something we all experience: food, the Fat Boys.

Currently sweeping the nation in certain test markets is a 12” dance record that is based upon a very controversial subject rock houses. The song is based upon a tractor type tune, with a 13-foot pole in the front and an iron plate that runs into certain illegal drug houses.

As Toddy Tee, the rapper says in the ‘The Batteram’ song, "They say they’re sick and tired of snatchin down bars, ’cause on the tow trucks, it’s makin’ it hard, so you hear a snatch, you’ll hear a boom, it’s the batteram a honey boat.”

The single was originally reported to be a Respect Me today. That and the single was originally released on the indie Eve Jim ‘Batteram’ has now been picked up by Epic and is in national distribution. Peddie Cooper, business affairs manager for Epic Records got the record’s L.A. Rap division VP of the R&B division, "I had a meeting with Larkin and he said he was interested in signing a rap artist; he was already familiar with ‘Batteram’ because it was already performed a few L.A. clubs.

"Then I spoke to L.G. Davis at Eve Jim, which is Leon Haywood’s label — Haywood is also producer of the song. L.G. apparently requested an unheard of amount from the bidding labels — EMI America and Epic, and both passed. The deal fell through, but then I suggested to Larkin to offer forty percent of the asking price and pay the remainder only if after it moved 125,000 pieces. Davis agreed to that, and three days later, the deal went through.” Epic’s release of the ‘Batteram’ has already sold close to two hundred thousand copies.

With stations KMJ in St. Louis, XHRM in San Diego, WZAK in Cleveland, KDAY and KJLH in Los Angeles, KRNB in Minneapolis and KM1Q in Houston moving up the record in its rotation, the record is making it’s way slowly up the R&B charts. At press time, Larkin told to The Beat by one of the most respected promotion teams in the big city is the way.

REUNION — Evelyn "Champagne" King, who burst to prominence as a teenager with her recording of "Shame," was reunited last week with T.L. The man who produced that now legendary hit for her after discovering Ms. King singing in a Philadelphia studio bathroom she happened to be passing through. The apple, that the record is, "On the lips of everyone in town." SHORT TAKES — Stephanie Mills is forging ahead with her acting career; already she’s planning on making guest appearances on television shows such as "The Love Boat" Nov. 2nd and "Life Goes On" Oct. 31st. Meanwhile, Mills is also gearing up for the release of her debut LP on MCA records Nov. 24th this fall. She is, for the first time, executive producer on the LP. . . . there has been talk that Midnight Starr and The Deele have gone with another label since the exit of Solar Records, and most of its personnel. Sources say we’ll be hearing from the groups real soon.

Darryl Lindsay
MOST ADDED

T. Pendergrass
Total Contrast
Weather Girls
T. Boon
Chi-Lites

WCIN — Cincinnati — Steve Harris — MD
R.J.’s Latest Arrival
Bad Boys
Sheila E.
J. Hammer
R. Parker, Jr.
World Class Wrecking Kru

WDMT — Cleveland — Dean Dean — PD
R. Parker, Jr.
V. Love
Tramaine

WTLC — Indiana — Kelly Carson — PD
Sheila E.
Isley Bros.
R. Lewis
Shannon
Maze
B.B. King
G. Knight & The Pips

K104-FM — Dallas — Terri Avery — MD
W. Houston
E. King
The Jets
Facade
Prince

WJLB — Detroit — Cecelia Whitmore — MD
R. Ayers
Sheila E.
T. Pendergrass
T. Turner

WPAO — Dayton — Lankford Stevens — PD
R.J.’s Latest Arrival
Zapp
W. Houston
E. King
Kool & The Gang
V. Love
P. Laurence
J. Chandler

WNTY — Norfolk — Wynn Evers — PD
Kool & The Gang
T. Pendergrass
P. Austin
The Jets

WAMO — Pittsburgh — Chuck Woodson — PD
T. Turner
Kool & The Gang
P. Laurence
Luschus Daim
Cherrelle

WOKS — Orlando — Rodney Baltimore — MD
Mary Jane Girls
Nicole
Simply Red
Cherrelle

PLATINUM VANDROSS — Epic Records presented Luther Vandross with a special plaque commemorating the artist’s four platinum albums at a party in his honor at New York’s Palladium recently. Pictured (l-r) are: Cecil Holmes, VP, black music A&R, CBS Records; Shep Gordon of Alive Enterprises, Vandross’s management company; Jimi Starks, VP, Black Music national promotion, Epic/Portrait/Associated Labels; Larkin Arnold senior VP, CBS Records; Luther Vandross; Don Dempsey, senior VP & general manager, E/P/A; Walter Winkick, VP, national promotion, E/P/A; Dan Beck, VP, artist development, E/P/A; and Daniel Marcus of Alive.

A Love Bizarre — Sheila E. — Paisley
Park/Warner Bros.
Honey For The Bees — Patti Austin
—Quest/Warner Bros.
Never Feel Like Dancin’ — Teddy Pendergrass — Elektra
Haven’t You Heard That Line Before — Gene Chandler — Fast Fire

STATION ADDS

WDAS-FM — Philadelphia — Joe Tamburro — PD
Lustius Daim
L.J. Reynolds
Kool & The Gang

WRKS — New York — Tony Quarrone — PD
G. Guthrie
The Winans
Kashif
Choice MCs
E. Wilde

WAOX — Atlanta — Larry Tinsley — PD
P. Austin
Tramaine
P. Laurence
Princess
Billy & Baby Gap
The Jets
The System
B.B. King

KSGD — San Francisco — Marvin Robinson — PD
Eurythmics
W. Houston
Prince & The Revolution
Haywood
Staple Singers
Conquest
Newark
S. Hardy

WLLE — Raleigh — Cash Michaels — PD
Sheila E.
Stoke

URBAN PROGRAMMER’S PICK

Song: “Until You Say You Love Me”
Artist: Aretha Franklin
Label: Arista

Comment:
It’s a smooth ballad with an urban approach. With the Queen of Soul you can’t go wrong. We’re one of the first stations in this region to play it as an LP cut.”

Programmer
Don Cody

Station
WGIV

Market
Charlotte

Prince & The Revolution
The Boogie Boys
Nicole

WHUR-FM — Washington, D.C. — Mike Archie — PD
The Winans
N. Hendrix
New Edition
R. Lewis
Isley Bros.
G. Knight
R. MacDonald
T. Boon
One Way
Weather Girls
Prince
J. Johnson’s Revue
Atlantic Starr

WLUM-FM — Milwaukee — Bernie Miller — PD
D. Ross
Staple Singers
N. Rodgers
Kool & The Gang
J. Chandler
Atlantic Starr
Thompson Twins
Dimples

KOKA — Shreveport — B.B. Davis — PD
P. Laurence
C. Khan
R.J.’s Latest Arrival
Tramaine
B. Withers
Trouble Funk
E. King
G. Phililnganes

KJLH — Los Angeles — Doug Gilmour — PD
R. Parker, Jr.
J. Hammer
Zapp
E. Wilde
Pretty Tony
Full Force
Isley, Jasper, Isley

Cash Box/October 26, 1985
19
**HOT NEW SELLER**

- Stevie Wonder — In Square Circle
- Motown

**STRONGEST SALES**

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

**STORE REPORTS**

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

- Sikhulu's Record Shack — New York — Sikhulu Shange
- S. Wonder
- F. Jackson
- P. LaBelle
- R. James
- B. Womack

- Shazza Enterprises — Charlotte — Jack Gordon
- S. Wonder
- F. Jackson
- Starpoint
- Isley, Jasper, Isley
- Ta Mars & The Seen

- Benson's House Of Music — Los Angeles — Robert Palacios
- The Family
- Lisa-Lisa And The Cult Jam
- Sheila E.
- W. Houston
- Rene & Angela

- V.I.P. Records — Inglewood, CA — John Chism
- F. Jackson
- L. Vandross
- W. Houston
- M. Day
- Starpoint

- Street Scene — Atlanta — Jay Robinson
- Rap 2
- Isley, Jasper, Isley

**URBAN RETAILER'S PICK**

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<tr>
<th>Retailer</th>
<th>Store</th>
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<td>Delores Jackson</td>
<td>Barney's One-Stop</td>
<td>Chicago</td>
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**Album:** "In Square Circle"

**Artist:** Stevie Wonder

**Label:** Tamla/Motown

**Comments:**

“The record is doing great. It's in our Top 5 and should be Number One next week. It's getting lots of airplay and lots of requests from the customers. I think the longevity of the LP will be great.”

**ARETHA ZOOMS** — Aretha Franklin is seen picking up a gold record for her current Arista LP "Who's Zoomin' Who?" The album's first single, "Freeway of Love," topped the R&B, pop and dance charts last summer, and the later track has been released as the follow-up single. Pictured are (l-r): Sal Licata, executive vice president and general manager, Arista Records; Aretha Franklin; India Graves, Arista director; Abbey Konowitch, vice president, video & artist development; Arista; Art Kohl, regional marketing director, Arista.

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<th>Turtles — Atlanta — David Coleman</th>
<th>S. Wonder</th>
<th>Miami Vice</th>
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<td>M. Day</td>
<td>F. Jackson</td>
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<td>D. Edwards</td>
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<th>Record Theatre — Cincinnati — Mariann Morgan</th>
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HAPPY HALLOWEEN — All Hallows Eve is upon us and this year's video philes have a choice of watching multiple creature features at home with the VoR, or dressing up and being outrageous at their favorite video club. The former group has now added Count Frankenstein and Dracula (see The Release Beat below), among others, while the second group will have to make do with scaring each other with creative costume and watching their favorite clips (some of the same) of horror icon, just for reasons). Clips by the countless horror teams which we trust are not horrifying include a new one from John St. Elmo's Fire Parr. Parr's new clip is called Love Grammar, from his self-titled LP for Atlantic and not to mingle with a winning streak, he's once again released direct-to-video Unangst (Unangst's most recent production was Fiona's Talk to Me), Love Grammar was shot October 8 at L.A.'s Tony Award-winning show, St. Elmo's Fire, David Foster's "Love Theme From St. Elmo's Fire" has a video, directed by Kelly Reichardt for A-Based Pendulum Productions, produced by Alexis Odelchenko. The video was shot in Southern California locations from Hidden Valley to Hollywood. Remember Walt of Voodoo? This fabled I.R.S. band has a new clip too, called The Far Side of Crazy from their new "Seven Days in Sammys," LP. The clip was directed by Derek Chichikin from Triton/Atlana and Multifried and shot on various California locations (Sammys, incendently, was the original venue that remote desert settlement we now call Las Vegas). The '60s are still very much with us and videos for '80s tunes are too. Ken Walt Productions, known for most of their success with Luke's Fun and Dance Video, has recently completed a video for Lesley Gore's classic "It's My Party." The clip was shot at Integral Productions, Staten Is., New York, and features Gore in two roles: as an anchorman and as the man-stalking Judy J. The stylized conceptual clip is set to Gore's original recording of the tune and is part of a 1-hour program called Deja View. Pat Birch (Garage) choreographed and directed. Also in the '60s vein, comedian Howie Mandel has recorded his variation on the tune that spawned a dance craze in the early '60s. It's called "To the World Barbarians." wrote, "To the World Barbarians," not to be confused with the Orangs ("Wah, Watusi"). Mandel says he's determined to bring the Watusi to new life with his song which was remixed by Jefllybean Benitez, according to his publicists) and he's doing it with a video, shot this week at Warner Bros.' Hollywood studio soundstages. Naturally, the clip will be funny, featuring various stunts. Mandel will dance with three "scarily clad" women. Audio Video was told, which should spice things up a bit. Jerry Kramer is directing. As for longform music video, Duran Duran's Arena video has been set to be released on Thorn/EMI Video in November. The tape features live concert footage, along with a certain amount of intrigue (as the band's and its audiences are pursued by Milo O'Shea, the original Duran Duran character from the film) without any real horror about having their dastardly name used by good guys. Hmm... The tape'll list for $29.95 in Beta and VHS HIFI Digital Stereo. Last week's column reported on Warner Home Video's new Classic Film Series, of which this next title seems in keeping, somehow, with that theme. It's MGM/UA's Holiday Singalong With Mitch (Miller). Surey you haven't forgotten the Sing Along With Mitch TV program. The tape includes such jolly holiday fare as "The Twelve Days of Christmas," "White Christmas" and of course, "Jingle Bells." Which couldn't be a white Christmas without them. The cassette retails for $29.95 in the U.S. LADYWAVE PROMOTION — Warner Home Video is offering a grand prize to the first 100 consumers to display the champagne glass with their purchase of the Video, created by Todd Green from Aroma/ c/o WEA Corp., 111 N. Hollywood Way, Burbank, CA 91505 and win an eight-day trip to London and the castle country of southern England.

Gregory Debrin

The Release Beat

Halloween is the word for Home Video retailers for the latter days of October, and manufacturers eagerly meet the demand. While many of the major labels have Halloween titles ready for this growing sales period, none has quite the horrifying new releases of Warner Home Video, which include a trio of '50s kitch horror titles featuring classic Halloween characters. From Britain's Hammer Films, the trio includes The Curse Of Frankenstein, The Horror Of Dracula, and The Mummy. Each of these titles retails for $59.95. Added to the list, Warner Home Video has The Festering, the 1980 gothic thriller starring Gloria Grahame and John Carradine, also for $59.95. And, over to horror and into the "adult action" genre, the label offers 1983's Hearts and Amour, plus the home video debut of Ladyhawke. Ladyhawke met with mixed reviews upon its release earlier this year, though according to Warner Home Video, the story of White People in America. This next title seems in keeping, somehow, with that theme. It's MGM/UA's Holiday Singalong With Mitch (Miller). Surely you haven't forgotten the Sing Along With Mitch TV program. The tape includes such jolly holiday fare as "The Twelve Days of Christmas," "White Christmas" and of course, "Jingle Bells." Which couldn't be a white Christmas without them. The cassette retails for $29.95 in the U.S.

Gregory Debrin
MOST ADDED

Cory Hart — Boy In The Box — EMI America

STRONG ADDS

Something To Fall Back On — Todd Rundgren — Warner Bros.
Strength — The Alarm — I.R.S.
Separate Lives — Phil Collins & Marilyn Martin — Atlantic
The Boy With The Thorn In His Side — The Smiths — Sire

PROGRAM ADDS

FRIDAY NIGHT VIDEOS — Bette Midler — Program Director — New York City
S. Wonder
T. Turner
Loverboy
g. Hart
g. Jones

NIGHT TRACKS — Bill Brummell — Program Director — Los Angeles
T. Rundgren
Cerrone
Heart
Loverboy
B. Wright
Cock Robin
g. Hart
S.R. Vaughan
g. Khan
g. Coleman
N. Hendrix
R. Springfield
M. Crenshaw
The Alarm
H. Daft

U66 — Steven Leeds — Program Director — New York City
E. Murphy
Wang Chung
g. Hart
M. Crenshaw
g. Khan
The Phynones
The Alarm
T. Rundgren
Cherelle
Men At Work
S. R. Vaughan
The Smiths
D. Coleman

TV 5 — Houston Hit Video — Mike Opekta — Program Director
P. Collins & M. Martin
Cock Robin
R. E. M.
N. Lowe

RADIO 1990 — Nancy Henry — Associate Producer — New York City
Thompson Twins
R. Springfield
D. Bryan
Y. Malmae
Cruzzados

TV2000 — Cynthia Friedland — Producer — New York City
Starship
B. Ferry
Talking Heads
Ready For The World

CATCH 22 — John Frost — Program Director — Anchorage
Night Ranger
Vandenberg
The Alarm
Wang Chung
D. Ross
R. Hine & C. Curnin
April Wine
N. Rodgers

KRLR-TV21 — Bob Bell — Music Director — Las Vegas
Cruzzados
N. Young & W. Nelson
P. Collins & M. Martin
M. Frank
R. Hine & C. Curnin

THE RECORD BUYERS GUIDE — Beth Comstock — Program Director
J. Fogerty
J. Lennon
Night Ranger
Vandenberg
P. Collins & M. Martin
M. Manchester
Ready For The World
B. Dylan
Time Bandits

DANCE TV — Joe Caliro — Producer — Portsmouth, NH
Dream Academy
K. Blow
Full Force
P. Collins & M. Martin
d. Ross
Kaja

TV69 — Thomas Zingale — Program Director
C. Hart
T. Shaw
Phantom, Rocker & Stick
O. N. John
T. Rundgren
The Truth
King
Dream Academy
The Smiths
Night Ranger
Full Force
R. E. M.

VIDEO PROGRAMMER’S PICK

PD
Bob Bell

Program
KRLR-TV21

Market
Las Vegas

Comments:

"A great AOR track from one of LA’s top bands, soon to be discovered nationwide. This could be the record to take what Los Lobos started last year and break it commercially in a big way. This video effectively catches the feeling of the band and the song."

TOP 30 MUSIC VIDEOS

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

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

ROMANCING THE VIDEO — CBS recording act The Romantics recently completed a video for their latest single, "The Test Of Time," produced by PictureVision Inc. The video, which includes simulated concert performances by the group, was shot in New York, directed by Jon Small and Jeff Schock. Pictured during a concert sequence are (l-r): The Romantics’ Coz Canler, Billy Palmer, new drummer David Patrastos and Mike Skill.
HOT NEW SELLER

Miami Vice — MCA

STONGEST SALES

Dire Straits — Warner Bros.
J. Cougar Mellencamp — Ria
S. Wonder — Motown
Tears For Fears — Mercury

STORE REPORTS

World Of Records — Los Angeles
Dire Straits
W. Houston
Miami Vice
Heart

Dire Straits
Miami Vice
B. Springsteen
Tears For Fears
P. Collins

Tower Records — Los Angeles
S. Wonder
Miami Vice
B. Springsteen
Sting

Richman Brothers — Philadelphia
Gre Dire Straits
W. Houston
Miami Vice
S. Wonder
Talking Heads

N.R.M. — Pittsburgh
Miami Vice
J. Cougar Mellencamp
B. Adams
Dire Straits
Kiss

Cavages — Buffalo
Miami Vice
Dire Straits
J. Cougar Mellencamp
S. Wonder
W. Houston

Peaches — Kansas City
Miami Vice
P. Collins
Dire Straits
J. Cougar Mellencamp
W. Houston

Camelot Music — Ohio
Miami Vice
Loveboy
Dire Straits
J. Cougar Mellencamp
Heart

Harmony House — Detroit
W. Houston
Miami Vice
Tears For Fears
P. Collins
Dire Straits

Lieberman — Georgia
J. Cougar Mellencamp
Dire Straits
Miami Vice
W. Houston
B. Springsteen

Handleman — Detroit
B. Springsteen
Miami Vice
Dire Straits
Madonna
Tears For Fears

Peaches — Cincinnati
J. Cougar Mellencamp
B. Springsteen
P. Collins
Heart

Karma — Indianapolis
J. Cougar Mellencamp
Miami Vice
Dire Straits
Loveboy

Mainstream — Milwaukee
M. Day
Miami Vice
Dire Straits
Heart
S. Wonder

Lieberman — Minneapolis
Dire Straits
Loveboy
J. Cougar Mellencamp
B. Springsteen
B. Adams

Benson Records — Los Angeles
Tears For Fears
J. Cougar Mellencamp
Shaliek
W. Houston
Sting

Great American Music — Minneapolis
W. Houston
Miami Vice
Dire Straits
A-Ha
Kiss

Turners — Atlanta
Miami Vice
S. Wonder
Dire Straits
M. Day
Heart

Strawberries — Boston
Miami Vice
Dire Straits
S. Wonder
W. Houston

Musical Sales — Baltimore
S. Wonder
Dire Straits
Miami Vice

Comment: "Anyone who yearns for a record which combines stunning songwriting with the sound of striking freshness may find their ship on this sea. Few artists express emotion as convincingly or rock with such conviction as Mike Scott and The Waterboys. A statement of savage elegance."

RETAILER PROFILE

Chain: Karma Records
Market: Indiana
Co-owner: Dave Crockett

Indianapolis is the NFL’s newest city. The hapless Baltimore Colts relocated their football franchise to the Hoosierland to the delight of Indianapolis’s fertile heartland in hopes of increasing their fortunes. Indiana is also the land of John Cougar Mellencamp, a place where one can still “R.O.C.K. In The U.S.A.” It is also home to an aggressive and successful record retail chain, Karma Records.

The 15-year-old chain will have 16 stores by Thanksgiving. Most are in central Indiana within the Indianapolis metropolitan area. "We are basically free-standing, in strips. Our philosophy is to be the downtown street from the mall," stated co-owner Dave Crockett.

"As a result," Crockett added, "we are a very aggressive, heavily advertised chain. We run a whole lot of advertising and promotions. We are by far the most active chain in the marketplace," Rocker WBGO is the #1 station in the market and Karma advertises heavily with them. WTLC is the strongest B/C in the market and WZPL is a top CHR. All are used extensively. "Probably one of the most important things we’ve done in the last couple of years is that we are the exclusive TickinMaster ticket outlet in Indianapolis as far as record stores go," said Crockett. "It’s really helped us from the standpoint of attracting a wide demographic traffic base to our store. It’s a winner," he added. Every spot that a promoter runs, whether for rock shows or Disney On Ice, runs with a Karma ad on top. Retallers have been hit hard over the last several years as they try to adjust to the product shift away from LPs toward cassettes. "We find that even though the industry has gone so heavily toward cassettes, your freestanding, hip rock and roll record store was slower to react to that. But it’s really now catching up with us. Two years ago we went to open tapes...we put them in long boxes, and our sales have doubled in the last two years in cassettes," Crockett claimed.

CD has, of course, caught everyone flat-footed. The expense of stocking a small chain with a full line of CDs is enormous and was for Karma prohibitive. "We went into it. We started with 100, then we put in 200, then we put 500...Right now we’ve got between 500 and 700 compact discs in a store...But it’s already about nine percent of our business," stated Crockett. A cross promotion with Highland Appliance, a hardware dealer, has helped capture new CD owners. A player purchaser is entitled to one free CD and, for 90 days gets one dollar off. Crockett reports that the promotion has been extremely successful. Marc Freije opened Karma in 1970. Dave Crockett bought in 1972. The two owners have enjoyed steady growth over 15 years to become the 10th largest for in record retailing in Indiana. They hope to be 20 stores strong by the end of 1986.

SHOP TALK

NARM GOES TO ROCKSCHOOL — The high profile being given to a new PBS 8-part rock and roll series called Rockschoo! by a retail tie-in, announced NARM’s “how-to” discussions featuring current hit artists and producers will focus on their work in records. A toll-free number tagged at the end of each show puts viewers in touch with the show’s producers. The viewer will then receive a packet of materials that includes a membership card. The number for NARM is listed. NARM will give the names of participating retailers in that viewers area. NNET will supply P-O-P’s. To get on the list and get further info, dial 608-654-7411 and ask for Paul L. Marley or Pam Cohen. Retailers may also become local underwriters. For info on your local station’s development officer call Denise O’Connor at 212-550-6621.

LICORICE PIZZA, L.A. — Licorice Pizza announced this week the promotion of Steve Ferrio to purchasing director, audio, video and general merchandise. Ferrio is the second longest Licorice Pizza employee, starting in 1974 as a warehouse associate.

KARMA RECORDS, INDIANAPOLIS — Linda Sutton reports that $1,100 was raised to support Farm Aid in a Karma-sponsored charity event. The event took place Sept. 29, and featured a concert by local band Light at the Indianapolis club, The Rogue. Between 450 and 500 attended.

TINA HITS L.A. — Tina Turner performed to sell-out crowds in L.A. and Licorice Pizza was there to cash in on the excitement. “Private Dancer,” Turner’s big comeback LP and the IKE & Tina Turner hits package, “Get Back” are on sale for $5.99. The Mad Max Beyond Thunderdome soundtrack is on sale for $6.99 and Tina Live Heart Album of music on the Private Dancer Tour, the video, can be bought for $16.95. A full page L.A. Weekly ad touted the promotion.

THE WHEREHOUSE, L.A. — The Walkman and other personal cassette players have opened up a burgeoning market for spoken word cassette recordings of books. The Wherehouse chain is making a large investment in the future of this format with full-page ads in local L.A. papers.

4X12 UPDATE — The recent decision by NARM members to proceed with a conversion of cassette packaging to the 4X12/longbox was joined by the suggestion to use a standard sized security strip. The suggestion that electronic or other type of security device be packaged inside the new box drew a positive response from manufacturers but further allowed increased investment in other new technologies that could include some type of security system. A committee was formed to look into the plan and file a report at some later date.

Stephen Padgett
Information for Shop Talk should be sent to Stephen Padgett, Cash Box, 5303 Sunset Bl., Hollywood, CA 90028.

RETAILER’S PICK

Retailer
Michael Tedesco

Store
Moby Disc

Market
Los Angeles

Album: “This Is The Sea”

Artist: The Waterboys

Label: Island

Comment: "Anyone who yearns for a record which combines stunning songwriting with the sound of striking freshness may find their ship on this sea. Few artists express emotion as convincingly or rock with such conviction as Mike Scott and The Waterboys. A statement of savage elegance.”
WHAT'S IN-STORE

CLASSICAL NEWS — At the time no one paid much attention to Anton Bruckner. What with composers like Liszt, Wagner, and Berlioz on the scene it’s no wonder. But today Bruckner’s music is being given the accolades it deserves. CBS Masterworks has recently released the gigantic Symphony No. 3 recorded with great passion by Rafael Kubelik and the Symphonic Orchestra of the Bayerischen Rundfunk (IM 39033). Retailers, if you get sales results from in-store play of Berlioz’ “Symphony Fantastique” or other passionate works, you are sure to do well with this tremendous digital recording. Another CBS Masterworks recording worth noting is award-winning cellist Yo-Yo Ma with violinist Gidon Kremer and Kim Kashkashian (viola) performing Wolfgang Amadeus Mozart’s delicate Divertimento in E-Flat, K-583 (IM 39561). This beautiful trio is one of Mozart’s lesser known works, but has all of the same qualities as his other masterpieces. The performance is super, maybe even another award-winner.

NAMM MTV CAMPAIGN — “If you really love music, play it!” This is the essence of what popular musical artists will be telling young MTV viewers in a series of ads designed to change consumer attitudes and, ultimately, boost sales of musical instruments. The NAMM (National Association of Music Merchants) MTV promotion, which has received considerable industry attention over recent months, is now in its final planning stages. With industry contributions matched by NAMM funds, the total project budget currently stands at approximately $200,000. These funds will be used to: produce two thirty-second commercials; air the commercials on MTV in two selected markets for a period of ten weeks; and evaluate the test results. The first ads produced, using artist spokespersons, could conceivably become part of an ongoing campaign series. Artists are currently being solicited through various NAMM manufacturing members.

SPORTSWEAR IN-STORE — HOBO Clothing Company, a joint venture of the popular musical group The Beach Boys and Moonfire Corporation, recently announced the availability of the Beach Boys apparel and accessories for national licensing and distribution. Sherry Holt, formerly director of design for Ocean Pacific, and senior partner in Moonfire, said that “The Beach Boys by S. Holt” is in the design stage and will be available for Holiday ’85. Holt’s original sportswear designs and accessories will be available for men, women, boys and girls. Corporate offices for the HOBO/Moonfire companies have opened in Los Angeles and New York.

VCR Sales At Record High

LOS ANGELES — Videocassette recorder sales for 1985’s first nine months nearly equal the number of VCRs sold during all of last year, the Electronic Industries Association’s Consumer Electronics Group has reported.

With September sales to dealers topping 1.2 million units, nine-month VCR sales amounted to more than 7.5 million units, up 57 percent over the 4.8 million sold during the same period a year ago. Some 7.6 million VCRs were sold during 1984, and EIA’s Consumer Electronics Group predicts that this year’s total will be 11.5 million.

“...One look, On the outside you’ll see, Just simple ole me, Too proud to cry.”

“Single Again Words/Music by Paty Maharam

Ron Rosenthal
WHAT'S NEW — The "New Music Network Tour," which, thanks to the N.Y. State Council on the Arts, takes experimenting of many musical stripes to upstate New York, has signed up a number of interesting musicians for its fall tour. The Art Ensemble of Chicago, featuring Ira Bloom, Taylor, Jane Ira Bloom, Fattah, and Marlene McCauley, Robert Dick, Alan Feinberg, The Western Wind, and Yulef, Cartwright, Marscay & Moss — not all purveyors of jazz, of course — will be doing their thing in Albany (thursday, Oct. 29), the Hudson in Manhattan (june 17/18). The tour is presented in cooperation with Meet the Composer, that outstanding organization.

HE WAS THERE — If you have a jazz record collection of any size — especially one that includes a number of old Impulse LPs — you are aware of Chuck Stewart, the producer. Chuck Stewart has been photographing jazz musicians — photographing them well, photographing them with the sensitivity of a jazz musician. Chuck Stewart's Jazz Files has just been published and is a treasure-filled collection of some of Stewart's best work, wrapped up with a perspective-setting text by Paul Carter Harrison. I'll say nothing more — the book can only be appreciated with the eyes. (N.Y. Graphic Society Books/Little, Brown and Co., $16.95, paper, $4.00, cloth)

EAST SIDE, WEST SIDE — The place for jazz fans, from Oct. 30-Nov. 3, has to be N.Y.'s Village. Two simultaneous festivals take place - the Berlin Jazz Festival, at that town's impressive Philharmonic Hall, and the more avant-garde-minded Total Music Meeting, at that town's historic Queen at Christmas. What's amazing is that Little is among others, Albert Mangelsdorff/J.F. Jenny-Clarke, Tony Oxley, Pepper Adams, Palle Mikkelborg, Sarah Vaughan, Freddie Hubbard, Woody Shaw, Billy Cobham, Gordon Beck, and Annie Whitehead, while the Total Music Meeting will include among others, Hans Reichel/Kate Tippett, Wolfgang Dauner, Alexander Schlippenbach, Gunter Christoph, Herbert Hoas, and the King Ub Orchestra.

CUBTOWN CONCERTS — Chicago's beloved Jazz Band Mart brings live, breathing musicians in to play amid the vinyl. Lester Bowie kicked off the Sunday evening series a week or so back: look for Bennie Wallace, Billy Bang, Oliver Lake, Leroy Jenkins, Lee Smith, Kahil El Zabar, Famoudou Don Moye and others to follow. The Forum for the Evolution of Progressive Arts, which organizes this series, is located at 1015 W. 22nd St., Chicago. (212-475-6406)

FLIGHTS OF FANTASY — Recording artists of the seemingly thousands of labels that make up the Fantasy Records conglomerate will be on the road in droves in the near future. Aymuth will bring their Brazilian/jazz fusion to Ft. Lauderdale (10/25-26), London (10/29-30), San Joso (11/3), Redondo Beach, CA (11/7-10), and San Francisco (11/15-16). The great Sonny Rollins (who will be featured in an upcoming On Jazz) gots his axe together and brings it to the Ornette Coleman Memorial Tour, (10/12-15). Dave Frishberg, who, with his wife, had just a son, Harry Nicholas, will be bringing his wry ditties to Chicago (10/28-11/2) and San Francisco (11/8); he'll also be in a Sonny Rollins and Ornette Coleman Tour, the Kristoffert Tour, which have been working on a Bill Evans LP to follow the first Monk LP (Landmark) to be performing music from both efforts in San Francisco (10/28).

BOPPING AROUND — Look for the article elsewhere this issue on the Museum of Broadcasting's "Television: An American Experience," a thorough, unfailing and informative look at the history of television. But what we really should be talking about here is the indefatigable master of the vibes, will be swinging his big band through South America, Oct. 30-Nov. 23, on a U.S. Information Agency-sponsored tour. Independent promoter John Gorman has added jazz recce and a live broadcast to the services he and his company offer (213-396-2845) details . . . Aaron Davis Hall, at the City College of N.Y., will hold a benefit, Oct. 28, for The Leonard Davis Band, which provides training and education in the arts, Sharon and Ron Carter will join the Emerson Quartet, DaVol Del Tredici, and others for the gala (212-690-6900 gets info). Another worthwhile cause, the Unitec Negro College Fund, will benefit from a Philip Morris-sponsored, JazzyMobile-produced concert at N.Y.'s Beacon Theatre, Nov. 6; Jimmy Smith/Kenny Burrell/Frank Foster, Jon Faddis/Grady Tate, Mill Jackson/Monty Alexander/Butch Keane/ Washington, and Gloria Lynne and the Earl May Trio will perform . . . The Artists Alliance Inc. will present two multi-media extravaganzas, at N.Y.'s Greenwich House, Nov. 1 & 2, that will feature Akbar Ali, Oliver Lake, Reggie Workman, and a slew of actors and dancers . . . Carman Moore and Ensemble — which includes Camerons, Hare, Leroy Jenkins, and others — will perform a new concert in N.Y. during American Music Week . . . Nov. 4 at Jordon Memorial Church and Nov. 11 at the Public Theatre . . . N.Y.'s Sweet Basil has come up with a rare club booking: the Art Ensemble of Chicago, Brooklyn Bridge and Baden Powell, and warthog to the nitel, Nov. 19-24 . . . Antonio Carlos Jobim, who waited two decades between his last two U.S. engagements, before he sold out Carnegie Hall for a pair of shows earlier this year, will more across town to Avery Fisher Hall for a Dec. 8 performance . . . The management of Monterey Emergencies has announced that this year's headliner, Nov. 25, will feature Freddie Hubbard, Jacques Lousier, Alison Moyet (!), Birelli Lagrene, Dave Brubeck, Al Blakey and the Jazz Messengers, and the Ted Heath reunion turns its house over to the Charlie Byrd sextet if you hurry you can get yourself a good seat for the Mark Wunam Jazz Jamboree, Oct. 24-27, which will feature polished performances by Keith Jarrett, Ira Sullivan/Red Rodney, Arild Anderson/Jon Christensen, the Ganelin Trio, First House, John Taylor, Joe Zawinul, the Last Poets, Cremona, and others.

Starkly, Stinky . . . Cashbox's October 25-27 brings you Abe Moset, Lee Konitz, The Great Giants, Alan Skidmore, Yank Lawson, and many others to Cork, Ireland for the Guinness Jazz Festival, Cheers!

Lee Jeske
NASHVILLE—The American Society of Composers, Authors and Publishers (ASCAP) presented its 23rd annual Country Music Awards on Wednesday, Oct. 18 in Nashville at the Opryland Hotel's Presidential Ballroom. Over 900 people attended the event, which honored the writers and publishers whose songs were ASCAP's most performed country songs during 1984. ASCAP president Hal David and Southern Director Connie Bradley presented the awards.

Saluted as the ASCAP Country Songwriter of the Year was Reid Woodson with five individual awards. Honored as the ASCAP Country Publisher of the Year was Cross Keys Publishing with 12 awards. Hal David was honored along with Albert Hammond for ASCAP's most performed country song of the year, "To All The Girls I've Loved Before," published by Casa David and April Music, Inc. and recorded by Julio Iglesias and Willie Nelson.

Video clips of the five most performed country songs were presented during the ceremony. Those songs, in alphabetical order, are "I Guess I Never Had To Hurt Sober," "Just Another Woman In Love," "Roll On Eighteen Wheeler," "To All The Girls I've Loved Before" and "When We Make Love." In a special presentation, eight ASCAP "standards," which are also among the most performed country songs, were honored. Those songs are "City Of New Orleans," "Don't It Make My Brown Eyes Blue," "Lookin' For Love," "She Believes In Me," "Three Times A Lady," "Without A Song," "You Needed Me" and "You've Really Got A Hold On Me."

Songwriters in addition to Reid who were multiple award winners were Roy Orbison, Earl Thomas Conley, Don Cook, Mack Davis, Bucky Jones, Richard Leigh, Dave Loggins, Sam Lorber, Pat McNamara, Wanda MalLETTE, Franklin Young, Gary Nicholson, Don Frimmer, Tommy Rocco, Patti Ryan, and Troy Seals.


(continued on page 30)

BMI Awards Country Citations

NASHVILLE — Eighty-four writers and 70 publishers of 76 songs were presented with Broadcast Music, Inc. (BMI) Citations of Achievement at the annual awards ceremony of the performing rights organization, which took place Oct. 15 at BMI's Nashville office. BMI president Edward M. Cramer and senior vice-president, performing rights, Frances W. Plaxton presented the awards, which recognize popularity measured by broadcast performances during the year, 1984, to March 31, 1985.

The seventeenth annual Robert J. Burton award for the songwriters and publishers of the most performed BMI country song of the year, was presented this year to Kenny O'Dell and Kenny Hersey for "Highwayman" for the song "Mama Tried." Crazy.

Bob McDill led the list of multiple performances for the songwriters, making him the BMI writer of the year. Writers garnering three citations were Deborah Allen, Steven Anderson, The Hit Factory, Renwal rejects, Tom Shapira, and Rafe Van Hoy. Winners of two citations each were Lewis Anderson, Steve Davis, Larry Gatlin, Barry Gibb, Maurice Gibb, Merle Haggard, Harlan Howard, Dickey Lee, Dennis Morgan, Eddie Rabbit, Tom Schuyler, Eddie Setzer, Even Stevens, Chris Waters and Hank Williams, Jr.


The Top Ten BMI Country Songs (1984):

1. "Highwayman" (BMI, RCA/Curb/Capitol) 1-33866
2. "Greatest Hits" (BMI, Curb/Capitol) 1-33818
3. "Greatest Hits" (BMI, Curb/Capitol) 1-33818
4. "Greatest Hits" (BMI, Curb/Capitol) 1-33818
5. "Greatest Hits" (BMI, Curb/Capitol) 1-33818
6. "Greatest Hits" (BMI, Curb/Capitol) 1-33818
7. "Greatest Hits" (BMI, Curb/Capitol) 1-33818
8. "Greatest Hits" (BMI, Curb/Capitol) 1-33818
9. "Greatest Hits" (BMI, Curb/Capitol) 1-33818
10. "Greatest Hits" (BMI, Curb/Capitol) 1-33818

(continued on page 30)
Thanks to MCA Records Radio & Retail from The Oak Ridge Boys.

"Make My Life With You" #1 in Cash Box

"Little Things" #1 in Cash Box

"Touch A Hand, Make A Friend" #1 in Cash Box

Coming Soon: "Come On In (You Did The Best You Could Do)"

For a very successful 1985.

The Jim Halsey Co. Inc.
3225 S. Norwood
Tulsa, Oklahoma 74135
(918) 663 3663

MCA Records

Kathy Gangwish & Associates Inc.

(816) 931-8000
**COUNTRY RADIO**

**MOST ADDED**

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**STRONG ADDS**

Old School — John Conlee — MCA

Feed the Fire — Keith Stagall — Epic

I Don't Want to Get Over You — The Whites — MCA

It's Such a Heartache — Hillary Kanter — RCA

**STATION ADDS**

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**COUNTRY PROGRAMMER'S PICK**

**Programmer:** Skip Davis  
**Station:** WMMK  
**Market:** Destin

**Song:** "Old School"  
**Artist:** John Conlee  
**Label:** MCA

**Comments:**  
"I'm getting some real good calls ... it's hating home with a lot of people ... It's an excellent song with a fantastic hook."
GRAND OLE OPRY TURNS 60

NASHVILLE — In a special, invitation-only ceremony, WSMS's Grand Ole Opry celebrated its 60th birthday Oct. 12, ending a three-day schedule of festivities associated with the live, weekly radio show, the longest-running program in radio history.

The birthday observances began with a bluegrass concert at Opryland's Afton Theatre, on the afternoon of Oct. 10. The show was hosted, as it is annually, by Bill Monroe. That evening, Charlie Douglas hosted his Music Country Radio Network show from the Opry stage.

On Friday, Oct. 11, the Grand Ole Opry conducted its annual Artist/DJ tape session. About 50 country entertainers participated, answering questions for invited DJs and international radio and television broadcasters. Announcement of the newest inductees to the National Disc Jockey Foundation's Hall of Fame were made on Friday evening during an evening cruise on Opryland's General Jackson showboat. Ramblin' Lou Schriver was elected in the living category; Pappy Wainwright received posthumous election. The Opry birthday itself was observed with the traditional cake-cutting Saturday night. Roy Acuff made his first appearance on the Opry stage, after a period of ill-health, to cut the birthday cake.

Grand Ole Opry general manager Hal Durham has announced that a tape of the entire 60th Birthday show will be aired throughout the world during November over Voice of America radio.

ENTERTAINMENT ARTISTS SIGNS ETC. — The twelve-month-old Entertainment Artists, Inc. booking firm has signed RCA singer/songwriter Earl Thomas Conley. Pictured above after the signing are (seated, l-r): Conley and Dan Wojcik, agency president. Standing (l-r): agent Dan Goodman; Raymon Singer, Entertainment Artists vice-president; Mitch Siris, Conley's road manager; and Fred Conley, Earl's manager.
### Inspirational

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<td>Ozzy Osbourne</td>
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<td><strong>GOD &amp; THE MACHINE</strong></td>
<td>Pink Floyd</td>
<td>Capitol</td>
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<td><strong>STAIRWAY TO HEAVEN</strong></td>
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### Spiritual

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<td><strong>WALK ON THE WATER</strong></td>
<td>Peter Frampton</td>
<td>Columbia</td>
<td>Vinyl</td>
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<td><strong>LIVE AT THE APOLLO HALL</strong></td>
<td>Bobby Womack</td>
<td>Columbia</td>
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### A Tale Of Two Musicians

By Scott Wesley Brown

(Editors Note: Our guest columnist, Sparrow recording artist Scott Wesley Brown, is a noted songwriter and popular performer. Under his own label, I CARE, Records, to his I CARE Ministries organization. The label's first project is the manufacture, distribution and promotion of Valeri Barinov's "The Trumpet Call." Monies generated by the album's sale will be used for I CARE missions in the USSR and other Soviet-allied countries. The first such mission is to be the effort to gain the release of the imprisoned Barinov and to provide aid and support for his family.)

I am Scott Wesley Brown, American Christian artist/songwriter/musician and creator of I CARE, an organization supporting the free and creative expression of faith in the Iron Curtain countries by providing musical instruments, sheet music and related supplies to Christian musicians. In 1983, I made my first journey behind the Iron Curtain. Working with several East European missions, I was able to make contact with various Christian musicians, thus setting up a network for musical distribution. In 1984, I re-traveled to many of the cities I had visited the previous year, and I also visited Czechoslovakia. In 1985, I made my most extensive journey, traveling to Poland, Czechoslovakia and the Soviet Union. In all, I was able to make contact with several hundred Christian musicians.

Now meet Valeri Barinov, Russian Christian musician and producer of the Russian rock musical, "The Trumpet Call," and founder-leader of the unofficial Christian rock group also called Trumpet Call. Barinov has been subjected to sustained harassment by Soviet authorities for seeking official permission for his group to perform publicly. Seized on his way home from church and held against his will for 10 days in a psychiatric hospital, he was then given injections of a drug used for treatment of severe schizophrenia. In November of 1984, Valeri was sentenced to two-and-one-half years in a labor camp.

In the west, Christian musicians create and perform freely and openly, their only boundaries being individual commitment, and belief (and maybe an exclusive writer’s contract). There are no restrictions on the distribution and marketing of their creative efforts. Access to instruments, products and information is as easy as a phone call or short errand.

In Iron Curtain countries, however, government influence makes these freedoms impossible. Rigid regulations for the officially recognized “registered church” make ridiculous demands on pastors: and their congregations and place tight limits on church activity. No Sunday schools, catechetical classes, Bible study groups, prayer circles, youth or women’s organizations are allowed. Congregations are also not allowed to have playgrounds or libraries, and administrative matters are run by the government. Christian charity and social ministries are not allowed.

Giving “material support” to other members of the congregation is prohibited. I CARE, the 16-year-old label, may not be baptized. The government is empowered to possess church buildings and properties at any time. Pastors have only limited opportunities to minister. For example, religious ceremonies in hospitals are allowed only if the patient involved is seriously ill and an isolated room is available for conducting the ceremonies. Finally, a special permit is required for any religious ceremony that is not church premises.

Under these conditions, Valeri Barinov’s persued, fellow Christian musicians create and record on pieced-together, makeshift equipment that is often out of tune and barely functional. There are no stores to pick up a new piece of equipment or a copy of the newest sheet music. Often, instruments and support materials are home-crafted, drumsticks are fashioned from raw wood and picks are cut from pieces of plastic.

I have been amazed at the quality of the music and recordings created on these crude set-ups under such repressive restrictions. It makes me more determined to encourage freedom of expression and training for the many talented musicians and composers behind the Iron Curtain. Through I CARE, we have been able to get instruments, printed music and musical supplies to persecuted Christians such as Valeri, and we have been able to share styles and trends. Every year we take over donated equipment and supplies to these hungry brothers.

There’s the key word: brothers. We are all brothers in the Lord, and we can help these brothers by donating equipment, supplies, and printed music to help them in their creative processes. No guitar is too old, no pick too lowly — all are welcome. Through music we can help spread the Word much further. We can support the free and creative expression of faith in the Iron Curtain countries.

---

**Gospel News and Views**

Elwyn Raymer's

Scott Wesley Brown
Scotti Brothers Launches Film Division

By Peter Berk

LOS ANGELES — Scotti Bros. Entertainment has consummated its longstanding involvement with film and film soundtracks by forming its own motion picture production company. The new division, named Scotti Brothers Productions, will be headed by Lawrence Taylor Mortorff, an entertainment attorney with years of experience in the film arena. Concurrent with the launching of its new production wing, Scotti Bros. last week took over Pickman Film Co., a New York based independent film marketing and distribution company.

Although some comments to the contrary have been changed to Scotti Bros. Pictures Distribution, its founder Jerry Pickman will stay on as president.

Scotti Bros. chairman of the board Anthony J. Scotti, like his brother Ben, is no stranger to the world of motion pictures. In the ’60s, he amassed substantial film expertise in the field of artist development during his tenure at 20th Century-Fox. In 1968, when the Scotti brothers first gained widespread notoriety for their marketing and promotion of film and film soundtracks with the release of “Oliver!” Some may remember this as the first megapicture to have a combined campaign between film and record.

Bowie also announced that the Record Bar group was the latest account signed to carry Dot Product.

25 Years Ago

In Cash Box

October 29, 1960 — Ven deejay Martin Block, familiar for his role as host of “The Make Believe Ballroom” will retire on October 29, it was learned last week.

Ven, comedian George Jessel, will be plugging his new Palette LP, "Mr. Toastmaster General," in each of the cities he happens to be in at any particular time, the label said last week. The use of country recording artists to endorse products has grown into a big business. The latest name to join the roster are Fabon Young, and Carl Smith. Their record single, for Bevis Shell Homes of Tampa, Fla. Nat King Cole looking for his biggest album to date with "Wild Is Love," just out and already on national charts...


Cash Box/October 26, 1985
INTERNATIONAL

Virgin Group Prepares To Go Public
By Chrissy Iley

LONDON — Richard Branson's Virgin Group is raising nearly £15m from a sale of preferred shares in its international record labels to private equity firms.

The deal was put together as a prelude to the group making an offer to go public in the UK. However, this seems to be at least a year away.

The preference shares can be converted into ordinary shares at the time of the float, but the cost of conversion is not yet fixed. An ingenuous formula, devised by Branson himself, allows conversion at a premium, based on the price per share of the public offer, whatever that turns out to be.

Virgin Group has proved very successful — sales for the last year were £153m and profits before tax were £12m. Branson expects this year to exceed £200m.

He comments, "We are not ready to go public yet. We don't want to sell ourselves short; we believe there is tremendous growth potential. Up until now we have done everything but bank borrowing, but this new money will help us with some significant acquisitions. We'll need to comment on what those acquisitions were."

Branson started Virgin as a mail order catalogue for records. Now, as well as the original record label, he has moved into record shops, music publishing, films, books, videos. There are now four record labels, and a jumbo jet which flies from New York to London every day and is known as Virgin Airlines. Virgin has no intention of creating a major air line but should make money this year. It has caused all sorts of bulges in the Virgin balance sheet.

After initial difficulties, the cash flow is now strong and Branson remains the major shareholder, despite recent capital reorganization before the fund raising needed to overcome a £10m bank debt.

Order Named Polydor UK Head
By Chrissy Iley

LONDON — Polydor UK has a new managing director — Richard Ogden. The news was announced by PolyGram's chairman, Maurice Oubrerie last week. Ogden is the director of the International marketing, responsible for overseeing exploitation of UK repertoire for Polydor, Phonogram and Rca.

LONDON — Richard Ogden, who succeeded John Preston, who recently moved to RCA.

Ogden began his career in the music business as a press officer for United Artists in 1971. Two years later he moved to a senior press post with Atlantic, looking after acts like the Rolling Stones. After a year he moved on to start his own publicity company — Heavy Publicity — which specialized in major US acts touring Europe.

By 1977 his career was taking a different turn and he became involved in artist management. After three years to his first Polygram post — head of international marketing. Ogden is delighted with his new position. "I am very pleased to be taking over what is essentially a very well run company with a marketing, sales and promotion force second to none. My priority is to strengthen Polydor UK's A&R presence and to break some of our exciting new signings in early 1986."

Argentina

BUENOS AIRES — During a party at the Buenos Aires Bauem Hotel, local trade paper Persario unveiled its 1985 awards to various local artists in the fields of television, radio, cinema, theater and records. The group and charters winning this year's coveted bronze statuette were Valeria Lynch, Victor Heredia, rock groups Miguel Mateo & Zas and Virus, folk trio Caos Antes, Grupo Cualquier, Alejandro Lerner, Facundo Cabral and Teresa Parodi.

Sraminerca awarded its artist Krón Gioclo one golden record, one platinum record and one double platinum record for the sales of his previous albums ("Pensar en Nada" and "Siete Anos") at the press conference called to unveil his new project, "De Ushuaia a La Quilata," an ambitious three-record set that took nearly three years to develop. The diskery will be releasing the first LP this month, and the second and third volumes will be launched next April. A video recording is also being compiled from 35 hours of taping.

RCA has been holding its yearly Sales and Promotion Convention in Buenos Aires, with joint presentation of RCA and PolyGram (which is distributed by RCA product). Among the topics of the RCA banner for the year-end campaign are Valeria Lynch, Sandra Mihanovich, Camilo Jaramillo of Indios, Manuel Werratt and several regional groups. PolyGram is unveiling a new album by Mercedes Sosa, which was recently returned to Argentina for dates at the Luna Park Stadium; Sergio Denis, Horacio Guaranit and several compilations. Guaranit is coming off of a very successful stint at the Luna, which has a seating capacity of more than 11,000 and was crowded during three evenings.

Corporación Vidal de Aladino Productions reports. It appears that he has started to seek for new kiddie artists, to develop them for the youth market, which has been lacking strong names in recent times. He also represents international product, which is being channelled through CBS.

Miguel Smirnoff

United Kingdom

LONDON — CBS/UK unveiled its forthcoming coming product at its annual sales conference last week. As usual it contained a long list of big names — albums are expected from Sade, Shakin' Stevens, REO Speedwagon, Asa, Dori Jones, The Bangles, King, Eddie Murphy and former Clash member Mick Jones' new band, Big Audio Dynamite.

Bonaire Signs WEADistrib. Deal
By Grant Lawrence

TORONTO — Stan Kulin, president and Rob Roper, A&R manager of WEA Canada, have recently concluded a deal with Bonaire Records. The distribution agreement represents the first activities of the European based label in North America.

Bonaire Records is a newly formed label brought into existence by the efforts of Clive Corcoran and Carl Leathem-Pope. Corcoran, having spent years as a Canadian resident, chose to work in cooperation with WEAD for a long term basis because of WEAD's enthusiasm and their sympathetic approach to artist development.

"We are delighted to be associated with Bonaire Records, especially considering Clive and Carl's extensive experience and the strength of their two new signings. I am looking forward to a long and profitable relationship," says Kulin.

Two debut albums, "Forward Your Emotions," by Canadian group One To One, and the debut album by the U.K. group Strangeways, will be released by Bonaire in the next couple of weeks.
CMJ Presents
The 1985 New Music Awards
Hosted By Cheech & Chong
Special Live Performance By R.E.M. & Special Guests The Del Fuegos
November 9th, The Beacon Theatre, New York City
National Television Broadcast
Complimentary Tickets Available Exclusively To Music Marathon Registrants
Listen To The Stars Come Out

CMJ MUSIC MARATHON
SCHEDULE OF EVENTS

THURSDAY
NOVEMBER 7
COLLEGE RADIO:
Present & Future

8:00 AM - 6:00 PM
- REGISTRATION
10:00 AM
- DIVERSIFYING YOUR SOUND WITH NON-MUSIC PROGRAMMING
11:00 AM
- MAKING MONEY FOR YOUR STATION
12:00 PM
- HOW TO GET AND KEEP LISTENERS
1:00 PM
- INTERNAL OPERATIONS
2:00 PM
- PROGRESSIVE MUSIC PROGRAMMING
3:00 PM
- EXHIBIT AREA SETUP
3:30 PM
- EVERYTHING YOU ALWAYS WANTED TO KNOW ABOUT RECORD COMPANY RELATIONS (BUT WERE AFRAID TO ASK)
3:50 PM
- COLLEGE RADIO: Who's Really Listening?
9:00 PM
- CMJ Showcase at the Ritz
The Damned
The Buzz

FRIDAY
NOVEMBER 8
CMJ MUSIC MARATHON

8:00 AM
- REGISTRATION
- EXHIBIT AREA OPENS
10:30 AM
- KEYNOTE ADDRESS: LAURIE ANDERSON
- KEYNOTE ADDRESS: BOB GUCCIONE, JR.
12:00 PM
- DEBATE: MOGULS vs MAVERICKS
- RHYTHM RADIO PROGRAMMING: Maximizing The Potential
Moderator: Jeff Foss, WRHU-FM
1:30 PM
- PROGRESSIVE ROCK RADIO: Does Anybody Care Anymore?
- MEET THE PRESS—The Role of Rock Journalism
In Artist Development
Moderator: Cary Baker, I.R.S. Records
3:00 PM
- TIP SHEETS AND TRADE MAGAZINES: Who's Tipping Who?
- ALTERNATIVE NETWORKING
4:30 PM
- COLLEGE RADIO: Who's Really Listening?
- URBAN RADIO: Maturation Or Is It In A Rut?
Moderator: "Mr. Bill" Stephan, CMJ
9:00 PM
- SPECIAL MUSIC MARATHON: Showcases at over 15 clubs around New York City (see Club Pass Update)

SATURDAY
NOVEMBER 9
CMJ MUSIC MARATHON

8:00 AM
- REGISTRATION
- EXHIBIT AREA OPENS
9:00 AM
- THE STRUGGLING MUSICIAN
How To Make It On Less Than $10,000 A Day
- NON-ROCK MUSIC:
Jazz, Folk And More
10:30 AM
- MUSIC VIDEOS: Eyes Without A Face
- INDEPENDENT RECORD LABELS: A Question of Survival
12:00 PM
- SUCCESSFULLY MARKETING A NEW ARTIST
Moderator: Scott Byon, CMJ
- REGGAE MUSIC: The Harder It Comes
1:30 PM
- MAJOR RECORD LABELS:
Ivy Towers Too High
Above The Street
Moderator: Robyn Kravit, One Way, Inc.
- NEW MUSIC RADIO: Narrowcasting Or "Apartheid" On The Airwaves?
3:00 PM
- WE THE PEOPLE—MUSIC AND
RADIO'S ROLE IN SOCIETY
Moderator: Mike Harrison, Goodphone Communications
- METAL'S EDGE
4:30 PM
- THE ARTIST ENCOUNTER AND FREE-FOR-ALL
8:00 PM
- THE 1985 NEW MUSIC AWARDS
Hosted by Cheech & Chong
Live Performance by R.E.M.
& Special Guests the Del Fuegos

For more information on Showcasing, Exhibit on Space, Hospitality Suites, Advertising and other Promotional Opportunities, contact: Robert Haber or Joanne Abbot Green.

MAIL TO: CMJ MUSIC MARATHON, 830 Wills Ave., Albertson, NY 11507.
DEADLINE FOR MAIL REGISTRATION: November 1.
REGISTRATION AT THE DOOR (AT THE SAME RATE) BEGINS ON WEDNESDAY, NOVEMBER 6TH.
GILLEY GOLD — CBS artist Mickey Gilley is shown above accepting an award for his "Encore" album, a hits collection which has become the first in a series of CBS "Encore" releases.

OCTAVIAN ARTISTS, MGMT. FORMED

LOS ANGELES — The formation of Octavian Artists Management has been announced by the two principals of that company, Fred Jacobsen of Los Angeles, California and Jim Spencer of Atlanta, Georgia. Offices have been formed in both cities. Dateline Communications has been retained as the public relations firm for Octavian Artists.

The company recently signed the Atlanta based Scallion Sisters and Prov- ince. The Scallion Sisters are currently in negotiation with a number of acts, names to be released pending signing.

Fred Jacobsen, formerly national promotion director for BPI Records, has also been affiliated with PolyGram, Polydor, Columbia, Elektra, Chrysalis, A&M, and BMI. He has also been with the Dallas Cowboys and the Los Angeles Raiders. Jim Spencer was most recently with Tara Records District and BMI. He is currently with Spurrier Records and Alpine Valley Theater. Jim Spe- cner has been with BMI and with the Los Angeles Dodgers. He is currently with BMI.

If you'd like to contact me, call Fred Jacobsen at (213) 439-4000 ext. 203 or Jim Spencer at (404) 456-1234 ext. 202.

Also of note, Octavia Artists is planning to open an office in Philadelphia. The company is also planning to open offices in New York and Los Angeles.

Octavian Arts, MGMT. FORMED
L. Subramaniam: Melding Eastern Classics, Western Classics, And Jazz

By Lee Jeske

NEW YORK — Everything is normal for Lakshminarayana Subramaniam (who is known only as L. Subramaniam — "Mani" to his friends). His "Fantasy on Vedic Chants for Indian Violin and Orchestra" was given four performances in September — including the season opener — by the New York Philharmonic under the baton of Zubin Mehta, with Subramaniam soloing. He spent October touring India — where he's known as one of the finest violinists in the carnatic style of Indian classical music — with a multi-media presentation. He’s preparing for a November appearance with the chamber group of the L.A. Philharmonic, as part of the New American Music Festival, and a command performance in Bangkok before the King of Thailand. And he's ready to release his latest Milestone Jazz LP, "Super Instinct," which features Maynard Ferguson, Larry Coryell, Bud Shank and Alex Acuna.

"I love writing a lot of music," says Subramaniam backstage at Avery Fisher Hall, where he had just finished a difficult rehearsal with the N.Y. Philharmonic. "And I want almost to create a new direction for composition using a lot of Indian elements.

At the rehearsal, the Philharmonic was having trouble with the piece, which, says Subramaniam, "has rasas implied in each sentence." The Philharmonic’s parts were, naturally, written out, but Subramaniam included a long, improvised solo passage for himself. As he played his solo at the rehearsal, the string players of the orchestra stood and craned their necks. When he finished, a gasp was heard and applause filled the empty Avery Fisher Hall. Although the piece was not quite a success — the Philharmonic never seemed to gel with the violinist and his accompanying ghatam, mridangam, and tambura players — the "Fantasy" received a standing ovation at every performance.

A standing ovation for the startling Indian violin playing.

"People are taking Indian classical music seriously now," says Subramaniam. "There are composers and artists who are incorporating the music seriously, as opposed to Indian classical music being associated with yoga and meditation. The audiences are more serious about it, as opposed to going to experience something as part of meditation and all those things."

L. Subramaniam — who’s brother is L. Shankar, another violinist who is breaking down the walls between eastern and western music — came to the United States in 1973. "I was interested in studying composition and western harmony. Basically I came to do my studies and teach Indian classical music," he says.

In India, Subramaniam was hailed for his violin work — he even received the title "Vijn Chakravarti," Emperor of Violinists, from the Governor of Madras (he also holds a medical degree, something, he says his parents — who are also musicians — wanted him to have, though he doesn’t practice medicine). Yet he took the opportunity of a scholarship from the California Institute of the Arts and came to the West. His first introduction to jazz came through a tour he did with George Harrison and Ravi Shankar.

"Tom Scott and other people who were jazz were in the group and so they said, 'Why not play with us?" And then Larry Coryell and Stu Goldberg asked me to compose a piece for their album, and so I slowly was drawn into that area, jazz fusion. Then some friends said, 'Why don’t you do your own album, as opposed to just writing for other people?’ Subramaniam has since recorded several excellent jazz LPs, including one last year with Stephanie Grappelli, the elder master of the jazz violin.

Subramaniam says he doesn’t really approach jazz, western classical music, or Indian classical music much differently — he considers them all of a single fabric. Though there are minor adjustments that need to be made.

"When I play jazz I can just take off in my caddenzas and do something else, and not worry, ‘Oh, if I don’t do this note there’s going to be trouble.’ Here (with the Philharmonic) I have to finalize the ending for the orchestra. If I just end on just one note they won’t come in."

The 38-year-old violinist goes about his merry way: composing for symphonies, organizing gigs, performing carnatic music, working in the theatre (he was the musical advisor for Peter Brook's acclaimed Mahabharat, which was this year's Paris smash). The audiences — their ears expanding — seem to follow. If they like an artist,” he says, “they’ll come and they’ll sit through a whole Indian classical show.”

L. Subramaniam is taking classical music and jazz — and their followers — on a rewarding and enlightening passage to one of the world’s oldest and richest musical heritages. The common denominator is excellence.

NARAS To Sponsor Synth Workshop

The Los Angeles chapter of NARAS is sponsoring a synthesizer workshop, Nov. 1, 2 at A&M Records in Los Angeles. The workshops are being held from 12:30-6:30 Friday and 10-6 Saturday. Top names in synthesizer playing and programming will be on hand to demonstrate and major manufacturers will display their products.

The fee is $40 for both days, $25 dollars for either day with all proceeds going to the NARAS Scholarship Fund. The event is geared toward education. Demo recording for beginning, intermediate and advanced players will be demonstrated. For more info, call the L.A. chapter, 818-843-8525.
Country Music Awards (continued from page 7)

The award was Atkins' eighth in that category. RCA's mother/daughter duo, The Judds, were double winners: their hit "Who's Crying Now" won "Song of the Year," and the act was voted Vocal Group of the Year. MCA artist Lee Greenwood reaped the honors in the "Male Vocalist" category for writing "God Bless The USA," the patriotic tune he recorded which was later praised by President Reagan.

The Vocal Duo of the Year award was given to Anne Murray and Dave Loggins for their hit "Nobody Loves Me Like You Do." The pair was performing during the evening. Murray also co-hosted the program with Kris Kristofferson.

The Horizon Award, which is given for significant career development, went to Capitol recording group Sawyer Brown, and the "Emerging Artist of the Year" award went to country single this year with "Step That Step." The "Music Video of the Year" award, given for the first time this year, was won by Hank Williams Jr. for his All My Rowdy "Friends Are Coming Over Tonight." The expensive, all-star clip which also earned Williams a similar award from the Academy of Country Music earlier in the year.

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AROUND THE ROUTE

By Camille Compasio

AMOA Expo '85 is just a little more than a week — and it's lookin' mighty good! As of early October the exhibit count was at about 431 (with the possibility of more by the time the show opens). The association's block of rooms at the Hyatt were practically sold out and membership pre-registration was a shade above last year at this time. These are all very positive signals, as noted by AMOA's executive director Bill Carpenter. The industry is slowly starting to turn around and this year's convention is expected to exemplify this mood — and, hopefully, give it a little extra push.

There is certainly a great deal of enthusiasm among the major manufacturers. Cash Box has contacted who will be exhibiting at Expo '85, and in many cases introducing new product, which is a key incentive for ops to attend. Likewise, there'll be an outstanding seminar program to further sweeten the pot.

This year's show will run three days — Thursday, Friday and Saturday, October 31-November 2, at the Hyatt Regency in downtown Chicago. AMOA officials advised that the Tobacco Institute and two leading cigarette manufacturers will sponsor social activities (continue on page 42)

NEW KIDS ON THE BLOCK? — The gentlemen pictured (all executives of Game Plan, Inc.) represent 150 years of experience in the coin-op industry! They are (l-r) Ed Cebula, Wendell McAdams, Hugh Gorman and Paul Calamari — and they are all very well known in the trade. "Such an experienced team can only produce positive future results for Game Plan," commented prexy Wendell McAdams. "We have many new projects in motion with ambitious objectives to accomplish." The machine, of course, is the factory's new "Andromeda" pin, which has been making quite a name for itself since its recent release. Incidentally, among the noted companies with which these four men have been affiliated over the years are Chicago Coin, Jennings, Bally, Rock-Ola — and now, Game Plan!
during Expo '85, which is a first in the history of this annual convention. The Washington, D.C. based Tobacco Institute will sponsor a portion of the AMOA 1985 Awards Banquet & Stage Show (11/2); R.J. Reynolds Tobacco Co. will sponsor coffee service at the opening general session on Thursday (10/31) and the educational seminars (11/1-2); Philip Morris USA will sponsor the AMOA President's reception on Wednesday evening (10/30).

A total package! "It has the graphics, the sound, the play action... all of the elements to appeal to the pinball player, plus other touches that will appeal to game players in general." The name of the game is "Cytoples"—and the quote is from Roger Sharp, who designed this new title for Game Plan! Needless to say, the factory is very excited about the new piece! Watch it for CD on NBC. During the weekend of October 29-31, NBC network radio aired "The Legend Of Pink Floyd," marking its first musical content reproduced entirely from compact discs (CD). The network intends to continue to present CD quality music on a regular basis. Programming director Frank Cody stated, "By combining our RCA digital satellite delivery system with the superb audio quality of CD, we will give our audience an awesome listening experience."

The Florida Amusement Vending Association (FAVA) will be holding its first trade show, designed exclusively for the vending industry, at the 20th Anniversary of the American Vending Association and the Independent Vending Operators Network in Orlando, Florida, February 7, 1986 at the Hilton Inn Florida Center in Orlando. This is in addition to their annual state convention for coin-op music and game operators.

Cash Box would like to extend good wishes to Steve Henderson, who formerly headed up the Oklahoma City branch of Southwest Vending, on the opening of his own distribution ship, Operation Distributing Inc. in his hometown of High Point, North Carolina.

CHICAGO — On September 9 in Atlanta, amidst the spectator like atmosphere of a haunted house, Digital Controls Inc. and Taito America debuted their jointventure video game "Ghosts 'N Goblins." Greeted by the likenesses of such ghostly characters as Envy and Lurch, invited visitors filed into Atlanta's Rhodes Hall to learn more about the game which, after producing weekly test earnings consistently in excess of $400, according to company reports, had already been the subject of extensive conversation throughout the industry's formidably rumor mill.

"On the strength of reputation alone, we had already received commitments from more than 1,000 pieces," announced Tom Siemieniec, national sales manager for Digital Controls. By the time the three hour distribution show came to its conclusion, Siemieniec indicated, most of the games available for initial shipments in early October had been sold.

The new dedicated video game, which will carry both the Taito and Digital Controls logos, is a product of the combined efforts of several of the industry's leading companies. The game was licensed from Japanese developer Capcom Co. Ltd., which, on the strength of its hits like "Commando" and "1942," has become one of the industry's most successful game houses. Capcom president Kenzo Tsuchimoto addressed the meeting, touting the success of the game in Japan, explaining that "many companies competed (to license) our games," and emphasizing the firm commitment to the profitability of distributors and operators. "I would like to finish by saying one Japanese phrase," he concluded, through an interpreter. "Mokkari masse, which means 'make money.'"

Several Capcom officials accompanied Tsuchimoto, including marketing director George Nakayama and Mr. H. Oshima, the firm's chief financial officer. "Ghosts 'N Goblins" designers and programmers also accompanied Tsuchimoto.

Mr. H. Saijuna of Taito Japan attended the meeting, as did Mario Martellini and John Dickey of Hantarex, the Italian firm that is manufacturing the monitors, as well as "Ghosts 'N Goblins," and Bill Rickett, president of Dallas-based Dynamo Corporation, which is building the game's cabinets.

"In my fifteen years in this industry, I have never seen a game with better graphics," Siemieniec told the audience. "But that's only one of the reasons the game has people lined up waiting to play it. It's a fresh concept, it's a marriage of some old tenets. And it's got an 'aw-shucks' factor, that persistent challenge that drives a player to conquer one aspect of the game in order to advance to a higher level."

"Ghosts 'N Goblins" represents the first joint venture manufacturing and marketing effort for Taito America and Digital Controls, which, according to officials of the two companies, have been working together throughout the past year to identify appropriate games for joint participation.

"We have a tremendous amount of respect for the position that Taito America and its president Paul Moriarity occupy in this industry and we are very excited that they have asked us to manufacture and market "Ghosts 'N Goblins," said Digital Controls executive vice president Marty Grazman.

The play of "Ghosts 'N Goblins" features Sir Michael, a brave and resourceful knight, who must defeat a variety of ghostly enemies on his way through the six gates guarding the castle of Argon, the Lord of Goblins, in order to rescue his beloved princess. As the knight proceeds through his battles, he acquires a variety of effective weapons, each of which offers him different fighting capabilities.

CARDBOARD BOX

COIN MACHINE

Brady Dist. Opens Branch in Chattanooga

CHICAGO — Brady Distributing Company of Charlotte, North Carolina, has opened a branch office in Chattanooga, Tennessee. The new facilities are located at 3903 Volunteer Drive in Chattanooga.

Manager of the new branch is Dennis Thornton, who has several years' experience in the coin machine business, both on operating and distributing levels. A graduate of Shorter College, in Rome, Georgia, Thornton joined Brady Distributing in February of 1985.

Among the lines being represented by Brady-Chattanooga are Nintendo, Bally Sune, Data East, Atari, Exidy, Sega, Dynamo, Premier, Game Plan, Cinematronics, Kramer and Merit. Negotiations are currently under way for additional product lines.

Digital Controls Promotes Smith

CHICAGO — Digital Controls, Inc. of Norcross, Georgia, announced the promotion of Daniel Smith to the position of marketing representative for its Game Division. Smith will assist sales manager Tom Siemieniec in developing sales of the firm's upright and countertop video game products and oversee production and delivery scheduling.

"We are extremely pleased to be able to move Dan in to game sales," commented Siemieniec. "The popularity of 'Ghosts 'N Goblins' and the anticipated success of other games that we have waiting in the wings made it apparent we had to expand our sales staff. We are very happy we had someone of Dan's capabilities already here and that he was anxious to join our effort."

Smith brings 15 years of accounting and computer sales experience to his new position, including two years of administering his own court sales firm and two years as New Orleans branch sales manager for office equipment manufacturer Moore Systems for Business. Prior to the new appointment Smith worked for two years with the Digital Controls Video Group, conducting sales and field support for the company's videodisc-based computer training systems.

"I'm very pleased to be joining the DCI game sales division," said Smith. "I'm grateful for the opportunity to work in this very interesting and competitive industry."

Smith, 35, is a native of Boston and a graduate of Bentley College there. Currently resides in Lilburn, Georgia with his wife Cynthia and two children, Jeffrey and Stephanie.

The Weekly Trade Journal.
### ALPHABETIZED TOP 100 SINGLES

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POWER WINDOWS: In the tradition of great rock 'n' roll. A superb collection of songs produced by the new creative team of Rush and Peter Collins. Includes the single “The Big Money” and the extraordinary tracks “Marathon” and “Manhattan Project.”

Listen for greatness once again on POWER WINDOWS.
Watch for the video on MTV.
Look for Rush on tour in December.

ALBUM #880 098-1 SINGLE #884 197-7

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