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KRAKEN LAUNCHES “HANDS ACROSS AMERICA”
DURAN DURAN, CULTURE CLUB IN CONCERT PROJECT
CBS SELLS TERRE HAUTE CD PLANT INTEREST
IT'S YEAR THREE OF THEIR MISSION: TO BOLDLY GO WHERE NO ONE HAS GONE BEFORE.
GUEST EDITORIAL

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

By Rip Pelley

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

Currently, the advertising industry, facing audience attrition and fragmentation in network television advertising, has turned to event sponsorship and targeted consumer marketing campaigns to further reach today's mobile consumer. As an example, Chevrolet, who enjoyed a banner year in 1984, recently shifted $54 million away from the networks to take advantage of new target marketing mediums.

While some of these programs include spots, local government and dealer tie-ins, many incorporate the artists and media of today's music industry.

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

Over the last several years, many advertisers have tapped the recording industry talent base for use in commercial endeavors. Last year's Olympic size ad commercial, "I Love LA," by Randy Newman, commanded as much discussion as the Olympics themselves. Recent motor scooter ads featured Duvo, Grace Jones and Adam Ant; issue entertainment with Elton John & Kool & The Gang to sell their product, and a major clothing manufacturer inked John John to a long term agreement.

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

With the onslaught of major concert sponsors, the record industry, and MTV as a major media outlet, advertisers have realized the advantages of association with major music stars. Many potential sponsors are still fence sitting because of the usual expensive fees inherent with these type of programs. Although these fees are usually justified, most advertisers cannot afford the high ticket sponsorship.

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

As an example, Advanced Marketing recently created a promotion for a Paul Young concert appearance in Los Angeles. Haagen Dazs Ice Cream Shoppers donated $100 in gift certificates for a radio giveaway and placed a 2’ x 3’ Paul Young Poster, signed, with concert & LP info in all 40 greater Los Angeles retail outlets. Columbia Records provided 60,000 $1 off coupons on the LP that were given away in the ice cream stores and were not promotable at all Southern California Music Plus stores. While a normal ticket and album giveaway might have generated $7,500 in airtime, the added pump of gift certificates and discount coupons increased the promotion value to $20,000. Additionally, the added impressions of 3,000 people per store per week benefited both the label and promoter and put the final touches on what could have been a typical album/ticket promotion.

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

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

Regardless of the future direction of corporate sponsorships and promotions tied to the music industry, they provide an excellent opportunity to expose product without the expense.
<table>
<thead>
<tr>
<th>Title of Song</th>
<th>Artist</th>
<th>Peak Position</th>
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<tr>
<td>WRAP HER UP</td>
<td>ELTON JOHN (Geffen 7-28973)</td>
<td>49 2</td>
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<tr>
<td>THE NIGHT IS STILL YOUNG</td>
<td>BILLY JOEL (Columbia 38-6557)</td>
<td>40 5</td>
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<td>LONELY OL’ NIGHT</td>
<td>JOHN COUGAR MELLENCAMP (Sire/Polysign 696-94-7)</td>
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<td>WINNER’S CIRCLE SISTERS ARE DOIN’ IT FOR THEMSELVES</td>
<td>EURYTHYMICS and ARETHA FRANKLIN (RCA 91-14214)</td>
<td>46 3</td>
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<td>I MISS YOU</td>
<td>KLYMAX (Convoluto/NCA 52002)</td>
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<tr>
<td>RUNNING UP THAT HILL</td>
<td>KATE BUSH (EMI America 6-4208)</td>
<td>45 9</td>
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<td>SUNSET GRILL</td>
<td>DON HENLEY (Capitol 7-29096)</td>
<td>20 10</td>
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<td>ST. ELMO’S FIRE (IN MOTION)</td>
<td>JOHN TRAVOLTA (7-95454)</td>
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<td>FOUR IN THE MORNING (I CAN’T TAKE ANYMORE)</td>
<td>NIGHT RANGER (MCA 51961)</td>
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<td>COMMUNICATION THE POWER STATION</td>
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<td>LIKE TO GET TO KNOW YOU WELL</td>
<td>HOWARD JOHNSON (Elektra 7-9599)</td>
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<td>WE DON’T NEED ANOTHER HERO (THUNDERDOME)</td>
<td>TINA TURNER (Capitol B-2461)</td>
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<td>MAURICE WHITE (Columbus 38-0571)</td>
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<td>CHARTBREAKER</td>
<td>SMALL TOWN</td>
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<td>PARTY ALL THE TIME</td>
<td>GEORGE MICHAEL (Columbia 7-29065)</td>
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<td>TALKING HEADS</td>
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<td>OBJECT OF MY DESIRE</td>
<td>CHER (MCA 51951)</td>
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<tr>
<td>THE WAY YOU DO THE THINGS YOU DO MY GIRL</td>
<td>DAVID HALL/HALL/GATES (RCA 14175)</td>
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<tr>
<td>TONIGHT SHE COMES TO THE CAR</td>
<td>(Epic 7-6568)</td>
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<td>BURNING HEART</td>
<td>(Capitol 9-5260)</td>
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<td>DO IT FOR LOVE</td>
<td>SHEILA-E (EMI America 8-9296)</td>
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<td>WALK OF LIFE</td>
<td>DIANE WARREN (Warner Bros. 7-28728)</td>
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<td>I’LL BE GOOD</td>
<td>ANNE MURPHY (Sony 909 299-7)</td>
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<td>AFTER THE FIRE</td>
<td>RODGAR DAVIES (J-79491)</td>
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<td>YOU’RE A FRIEND OF MINE</td>
<td>DIANE WARREN (Capitol 9-65664)</td>
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<td>SO IN LOVE</td>
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<td>BILL BLACK (Epic 29050)</td>
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<td>WEIRD SCIENCE</td>
<td>ONGO BOINGO (MCA 52693)</td>
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<td>BORN IN EAST L.A.</td>
<td>CHEGOS &amp; HUGGS (MCA 52603)</td>
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<tr>
<td>THE OAK TREE</td>
<td>MORRIS DAY (Warner Bros. 7-29065)</td>
<td>73 4</td>
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<td>TEARS ARE FALLING</td>
<td>JIMMY BARNES (EMI America 91-14214)</td>
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<td>TONIGHT IT’S YOU</td>
<td>CHEAP TRICK (Epic 34-54345)</td>
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<td>CRY</td>
<td>GEORGE CLOONEY (Polydor 611 76-2)</td>
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<td>ALL OF ME FOR ALL OF YOU</td>
<td>(Mercury 91-14214)</td>
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<td>CHARM THE SNAKE</td>
<td>CHRISTOPHER CROLL (Warner Bros. 7-14214)</td>
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<td>EVERYBODY DANCE</td>
<td>TA MARA &amp; THE SEVEN</td>
<td>88 2</td>
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<tr>
<td>TOO YOUNG</td>
<td>JACK WILLIE (Decca/Warner Bros. 7-29097)</td>
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<tr>
<td>HOLD ME</td>
<td>LURISA/BRIGITTE (Capitol B-5260)</td>
<td>79 3</td>
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<tr>
<td>SHOCK</td>
<td>THE MELOTS</td>
<td>89 2</td>
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<tr>
<td>REMO’S THEME (WHAT IF)</td>
<td>TOMMY (Epic AM-2768)</td>
<td>84 3</td>
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<tr>
<td>FREEDOM</td>
<td>WHAM! (Capitol 9-5260)</td>
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<td>IC-1-1</td>
<td>JOHN CAFERTY AND THE BEADERS</td>
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<td>POTTER OF LOVE</td>
<td>HUEY LEWIS AND THE NEWS</td>
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<tr>
<td>EVERY STEP OF THE WAY</td>
<td>JOHN WAITE (EMI America 8-882)</td>
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<tr>
<td>YOU WEAR IT WELL</td>
<td>L. DORAN</td>
<td>66 10</td>
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<tr>
<td>WELCOME TO PARADISE</td>
<td>JOHN ORTIZ (EMI America 91-14214)</td>
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<td>BLUE KISS</td>
<td>JANE WEDDIN</td>
<td>74 5</td>
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<tr>
<td>KAYLEIGH</td>
<td>AMARILLION (B-5260)</td>
<td>78 4</td>
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<tr>
<td>ALL FALL DOWN</td>
<td>FIVE STAR (RCA 14106)</td>
<td>92 8</td>
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<tr>
<td>EYES TO EYE</td>
<td>GO WEST (MCA 5260)</td>
<td>83 4</td>
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<tr>
<td>THE SCREAMS OF PASSION</td>
<td>THE SQUEEZE (EMI America 7-8953)</td>
<td>86 6</td>
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<tr>
<td>DARE ME</td>
<td>POINSETTERS (RCA 14106)</td>
<td>67 17</td>
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<tr>
<td>NO YOU DON’T</td>
<td>CHESLOUSA (EMI America 8-9296)</td>
<td>72 15</td>
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<tr>
<td>FREEDOM OF LOVE</td>
<td>ARETHA FRANKLIN (Atlantic 91-14214)</td>
<td>91 20</td>
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<tr>
<td>INCINNIBLY (THEME FROM THE LEGEND OF BILLIE JEAN)</td>
<td>PAT BENATAR (Chrysalis 40520)</td>
<td>93 18</td>
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</tbody>
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**ALPHABETICAL LISTING ON INSIDE BACK COVER**
After six months, Hooters have an album that's exploded past 700,000 units and on its way to platinum. Two singles and videos getting massive exposure on radio and MTV™ ("And We Danced" and "All You Zombies"). And a sound that's so distinctive, they're already being booked as concert headliners!

Hooters have come a long way in a short time. And this is just the beginning!
Hooters: "Nervous Night."

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☐ RACK JOBBER
☐ PUBLISHER
☐ RECORD COMPANY
☐ RADIO

☐ ARTIST
☐ JUKEBOXES
☐ AMUSEMENT GAMES
☐ VENDING MACHINES
☐ RADIO SYNDICATOR
☐ RADIO CONSULTANT
☐ INDEPENDENT PROMOTION
☐ INDEPENDENT MARKETING
☐ OTHER:

CASH BOX

RETAILER VIDEO DEALER ONE-STOP DISTRIBUTOR RACK JOBBER PUBLISHER RECORD COMPANY RADIO ARTIST JUKEBOXES AMUSEMENT GAMES VENDING MACHINES RADIO SYNDICATOR RADIO CONSULTANT INDEPENDENT PROMOTION INDEPENDENT MARKETING OTHER:

CASH BOX

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

By Lee Jeske

NEW YORK — "If 'Hands Across America,' the latest charity project of USA, For Africa is successful, next May some six to ten million Americans, who will have paid from $10 to $35 for an album, will stand in an unbroken human chain from New York City to Los Angeles and sing "We Are The World" and "America, The Beautiful."

It'll be the 'world's largest participatory event ever, for any reason," said Brian G. Dyson, president of Coca-Cola USA — a sponsor of the event — at a N.Y. press conference last week, and nobody disagreed.

"Hands Across America" will take place Sun., May 25, 1986 at 5 p.m. (EDT). Those interested in standing in the line, which should take 1,300 people per mile for the entire 4,000 mile route, will pay $10, $25, or $35 (the varying prices are due to premiums — radios, tee-shirts, sun visors — available to USA For Africa, which will then distribute the money to the aid of hunger and homeless in the United States.

The event, it is estimated, will cost $18.8 million to organize — which should be covered by sponsors — and is expected to take in between $50- and $100 million. A toll-free number, 1-800-USA-9000, is currently open to accept donations.

"It's a super-mega event," said Ken Kragen, USA for Africa president, at the press conference to announce the event.

Even Stephens — ASCAP president Hal David (c) presenting special ASCAP medallion to Stephen Sondheim (r) in honor of the Pulitzer Prizes they won this year. Albert was awarded the 1985 Pulitzer Prize in drama for his musical Sunday in The Park With George.

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

The Black Music Association Puts The Heat On Congress

David Adelson
And Darryl Lindsey

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

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

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

The resolution also notes that the BMA is often, "solicited with regularity by legislators for sponsorship, to produce funds and gratuitous performances."

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

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

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

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

Jimi Fox

Cash Box/November 2, 1985
THOMAS TAKES FLIGHT — Celebrating Philip Michael Thomas' signing to the new Spaceship/Atlantic label, the artist and fellow industry members gathered recently for a gate party in Miami. Pictured (l-r) at the festivities are Atlantic executive vice president/general manager Dave Glow, Atlantic executive vice president/general manager of black music operations Hank Caldwell; Thomas; attorney Allen Jacob; and Atlantic vice president Tunc Erini.

BUSINESS NOTES

Barry Manilow Pacts With RCA

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

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

Manilow commented, "There is a high level of enthusiasm at RCA about my music and I am very, very pleased that our relationship will be a highly creative one. This is a very exciting time in modern music and I know that together with RCA we will begin to hit some new strides."

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

RCA Reports Higher-Third Quarter Sales And Earnings

NEW YORK — RCA Corporation had higher sales and earnings for the third quarter and first nine months of 1985. Earnings for the three months ended September 30, 1985 were $3.03 per share, as compared to $2.27 a share in the same period last year. Sales increased to $8.5 billion from $7.3 billion last year.

Fourth quarter results include a gain of $92.6 million, after taxes, from the sale of RCA's jet aircraft and marine businesses, and an after-tax gain of $43.4 million, or $0.54 per share, from the sale of the high-technology businesses. RCA also reported an after-tax gain of $25 million, or $0.31 per share, for the year ended December 31, 1984, from the sale of the jet aircraft and marine businesses.

Operating income for the third quarter was $36.5 million, or $0.45 per share, compared to $32.7 million, or $0.40 per share, in the third quarter of 1984. Operating income for the first nine months was $100.8 million, or $1.25 per share, compared to $88.2 million, or $1.07 per share, in the first nine months of 1984.

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

NEW YORK — The Music and Performing Arts Unit of Bhai Bhith will host "An Evening with Robert Summer" at its monthly meeting, Nov. 4, at N.Y.'s Sutton Place Synagogue. The president and chief executive officer of RCA/Ariola Int'l will discuss "The Future is Now — The Future is Tomorrow." The second annual N.Y. International Music and Sound Expo, which will feature the participation of more than 150 manufacturers and suppliers of instrumental and electronic equipment, will take place Nov. 1-3 at the N.Y. Coliseum; (212) 581-0170 gets details. "A Tribute to Aaron Copeland" will take place at the Fifth Forum on the eve of that composer's 85th birthday, Nov. 13. It's the last presentation for the year in the "NatWest Arts in the Garden" series. The Red Hot Chili Peppers have signed an exclusive agreement with the Willard Alexander Booking Agency. Ken Kragen, president of USA for Africa, received the U.N. Peace Medal at a ceremony at the D.C. headquarters of the World Bank, Oct. 23. Songwriters Expo 85 will bring together those who write the songs, Nov. 16-17 at Pasadena City College; info can be had by calling (213) 959-EXPO. John Denver was awarded the President World Without Hunger Award, for his charitable work... Goodtime Kings: Emerging African Pop by Billy Borgman sorts out the juju and the highlife (Outil, $7.95).

“God Bless the U.S.A.” on MCA Records, Produced by Jerry Crutchfield.
CMJ Music Marathon &
The 1985 New Music Awards
Hosted By Cheech & Chong
Special Live Performance By R.E.M. & Special Guests The Del Fuegos
November 9th, The Beacon Theatre, New York City
National Television Broadcast
Complimentary Tickets Available Exclusively To Music Marathon Registrants
Listen To The Stars Come Out

CMJ MUSIC MARATHON
SCHEDULE OF EVENTS

THURSDAY
NOVEMBER 7
COLLEGE RADIO:
Present & Future

8:00 AM - 6:00 PM
• REGISTRATION

10:00 AM
• DIVERSIFYING YOUR SOUND WITH NON-MUSIC PROGRAMMING

11:00 AM
• MAKING MONEY FOR YOUR STATION

12:00 PM
• HOW TO GET AND KEEP LISTENERS

1:00 PM
• INTERNAL OPERATIONS

2:00 PM
• PROGRESSIVE MUSIC PROGRAMMING

3:00 PM
• EXHIBIT AREA SET-UP

3:30 PM
• EVERYTHING YOU ALWAYS WANTED TO KNOW ABOUT RECORD COMPANY RELATIONS (BUT WERE AFRAID TO ASK)

9:00 PM
• CMJ SHOWCASE AT THE RITZ
  The Damned
  The Blow Monkeys

FRIDAY
NOVEMBER 8
CMJ MUSIC MARATHON

8:00 AM
• REGISTRATION
• EXHIBIT AREA OPENS

10:30 AM
• KEYNOTE ADDRESS: LAURIE ANDERSON
  KEYNOTE ADDRESS: BOB GUCCIONE, JR.

12:00 PM
• DEBATE: MOGULS vs MAVERICKS
  RHYTHM RADIO PROGRAMMING:
  Maximizing The Potential
  Moderator: Jeff Foss, WRHU-FM

1:30 PM
• PROGRESSIVE ROCK RADIO:
  Does Anybody Care Anymore?
  MEET THE PRESS—
  The Role Of Rock Journalism
  In Artist Development
  Moderator: Cary Baker, I.R.S. Records

3:00 PM
• TIP SHEETS AND TRADE MAGAZINES:
  Who's Tipping Who?
  ALTERNATIVE NETWORKING
  Moderator: Lenny Kaye, musician, journalist, musicologist

4:30 PM
• COLLEGE RADIO:
  Who's Really Listening?
  Moderator: David Scharff, Atco Records

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

10:30 AM
• MUSIC VIDEOS:
  Eves Without A Face
  INDEPENDENT RECORD LABELS:
  A Question of Survival
  Moderator: Kim Freeman, Billboard

12:00 PM
• SUCCESSFULLY MARKETING A NEW ARTIST
  Moderator: Scott Byron, CMJ

1:30 PM
• MAJOR RECORD LABELS:
  Ivory Towers Too High
  Above The Street
  Moderator: Robyn Kravitz, One Way, Inc.

3:00 PM
• WE THE PEOPLE—MUSIC AND RADIO'S ROLE IN SOCIETY
  Moderator: Mike Harrison, Goodphone Communications

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, Exhibition Space, Hospitality Suites, Advertising and other Opportunities, contact: Robert Haber or Joanne Abbot Green (516) 248-9600.
CBS Sells Terre Haute Interest; Eyes Own CD Facility

By Peter Holden

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

An agreement has been made with CBS which gives the record company top priority" over the next two years for all of Terre Haute's product with an option or extension, but a spokesman for CBS commented to Cash Box, "We are now considering an approach to insure the production of the company's discs for future projects, and one of the possibilities is that we will build our own plant."

Speculation has been that CBS is considering expanding its Carlin, Ga., pressing plant and cassette facility but no confirmation of that has been made as yet.

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

First 8mm Titles Released by Sony

By Gregory Dobrin

LOS ANGELES — Sony Video Software Co., makers of such home video music programming as the trademarked "Video" which gives the record company top priority over the next two years for all of Terre Haute's product with an option or extension, but a spokesman for CBS commented to Cash Box, "We are now considering an approach to insure the production of the company's discs for future projects, and one of the possibilities is that we will build our own plant."

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

By Lee Jeske

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

Brad Borison and David Berger, partners in Trans World, estimate a potential viewing audience of 250 million, including the 50,000 expected at Anaheim Stadium.

Pay-per-view and closed circuit transmission of rock concerts has been done before, by the Who and the Rolling Stones, but has never succeeded financially. Borison and Berger feel the more youth-oriented nature of Duran Duran and Culture Club will ensure the success of the venture.

At a press conference at New York's Palladium last week — attended by four members of Duran Duran (guitarist Andy Taylor was missing) and Culture Club — Borison and Berger, who have never produced a rock concert, were told that this was not a charity event.

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

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

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

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

The concert will feature one set from each band, and will close with a jam session between all participants and hoped-for guests. Boy George said that Culture Club's set would include material from their next LP, due in January, and Le Bon said that Duran Duran would be performing older material in addition to numbers recorded by Power Station and Arcadia.

Asked whether this was the wave of concert-going in the future, Duran's John Taylor said, "I don't think this will ever be a replacement for live music and live tours." Duran Duran also announced that they'd be going into the studios next May — after a long hiatus — and may take to the road before the end of '86. Culture Club won't be touring before next summer, so "Super Concert One" will have the extra cachet of having two non-touring bands performing live, something that Borison says is necessary "so the viewership is there."

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

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

What's Love Got To Do With It? — Tina Turner is seen celebrating her recent MTV Award for Best Female Performance at the new Chicago Limelight with Peter Gatlin, owner of the nightclubs in New York, Chicago and London — which is set to open mid-December — and John Parr (l).
SINGLE RELEASES

STING (A&M 2781)

Love Is The Seventh Wave (3:45) (Reggaetta Music-Illegal Songs/EMI) (Sting) (Producer: Sting Pete Smith)
The lifting rhythmic push and tropical melodic line of “Love Is The Seventh Wave” recalls Polio-like efforts, but
Stanford Marsalis’s soprano sax coloring and the overall blending of instruments make this another appealing
Sting solo success. Jazz accents and changes make the single, but Sting’s skill at catchy
chorus hooks retains the song’s commercial touch.

JOHN COUGAR MELLENCAMP (Rive

Small Town (3:42) (Riva Music/ASCAP) (Mellen camp) (Producer: Little Bastard-Don Gehman)
The second single from Mellen camp’s
twisting “Scarredown” LP is a rocking
homage to the small town of the artist’s
and the small towns of America.
Infectious, meaningful and especially
topic at this with so much attention
being given to America’s roots and the
strife currently besieging the farm
community. Sure to be a powerful CHR
breaker with an anthemic slant, look for
“Small Town” to continue Mellen camp’s
commercial force.

THE CARS (Elektra 7-65699)

Tonight She Comes (3:53) (Lido Music ASCAP) (Ocasey) (Producer: The Cars-Mike Shipley)
Touted in the Cars’ “Greatest Hits” as the previouly unreleased track
captures the group’s technologically astute and emotionally
powerful songwriting perspective. With an airy arrangement showing off vocal
embellishments and guitar/lyrithms, Ric Ocasey’s lead vocals prove out the band
is still a leader in commercial modern music.

AL GREEN (A&M 2796)

Going Away (3:34) (Al Green Music/BMI) (Green) (Producer: Willie Mitchell)
Green’s first release after his label signing with A&M is still grounded in a religious
core, but the delivery is pure Al Green soul. With signature horns fills, wailing
vocal lines and sparse Stax arrangement, this single could be a commerical rebirth
for Green, and could further the cause of religious music on pop radio.

PETE TOWNSHEND (Atco 7-99590)

Face The Face (4:23) (Eel Pie Pub/BMI) (Townshend) (Producer: Chris Thomas)
This playful upbeat track from Townshend’s forthcoming “White City” LP is in
a contemporary mood, with strong emphasis on a high energy marching drum
groove and playful vocal mix. Could be a strong rock radio add for one of rock’s
living legends.

MICHAEL MCDONALD (Warner Bros. 7-28847)

Lost In The Paradise (3:46) (Genevieve Music-Mc-Walker Music/ASCAP)
(McDonald-Walker) (Producer: Michael McDonald-Ted Templeman)
McDonald’s languorous voice is given more room to breathe on this ethereal ballad.
Straightforward arrangement and a beautiful lyric provide substance while
McDonald’s voice provides the color and style for radio to pick up on.

LISA LISA AND THE CULT JAM WITH FULL FORCE (Columbia 38-05669)

Can You Feel The Beat (3:48) (Mokojumbli Music/BMI) (Full Force) (Producer: Full Force)
Full Force’s patented dance sound gives Lisa Lisa another well-molded track
on which to deliver her sultry vocals. Incessant beat and a rhyming lyric makes
this one a sure bet for R&B radio and club play.

MARSHALL CRENSHAW (Warner Bros. 7-28865)

Little Wild One (No. 5) (3:51) (Collgems-EMI Music-House of Greed Music/ASCAP)
(Crenshaw) (Producer: T-Bone Burnett-Marshall Crenshaw-Larry Hirsch)
The first single from Marshall Crenshaw’s “Downtown” LP is an understated
rock burner which features typically sumptuous guitar parts, Buddy Holly-like
simplicity and an effervescence chorus melody. Crenshaw is a craftsman as a
songwriter, and “Little Wild One” is finely honed with an injection of
innocent rock forer.

THE UNTOUCHABLES (MCA/Stiff 52725)

I Spy (For The F.B.I.) (3:20) (Trio Music Co.-Brian Port Pub/BMI) (Willie-Kelly)
(Producer: Jerry Dammers)
Evolving from heavily ska-influenced local L.A. favorites, the Untouchables have
been forged into an infectious and unstoppable R&B dance force. Though this
single from the “Wild Child” LP doesn’t capture the band’s live intensity, “I Spy”
is refreshing in its stripped down and horn-punctuated soul beat.

BOBBY WOACK (MCA 52709)

Let Me Kiss It Where It Hurts (3:59) (ABKCO Music-Ashtray Music/BMI) (Womack)
(Producer: Bobby Womack-James Gadson)
An emotional ballad worthy of Womack’s legendary voice, “Let Me Kiss It Where
It Hurts” should gain fast adds on B/G radio.

GLADYS KNIGHT AND THE PIPS (Columbia 38-05679)

Til I See You Again (5:16) (Blackwood Music-Henry Samay Pub/BMI-April Music-
ASCAP) (M. Morrow-B. Sigler) (Producers: Knight-Dees-Knight)
A moving, gospel tinged ballad, “Til I See You Again” is filled with the legendary
emotional power of this enduring act. A surging chorus backs Knight’s dynamic
lead vocal, aided by sparkling orchestral instrumentation.

REAL LIFE (MCA 52712)

Face To Face (3:46) (Australian Tumblewood Music/BMI) (D. Sterry-R. Zatorski)
(Producer: Peter Henderson)
This energized single from Curb Records’ Real Life has sharp hooks and a
danceable, infectious rhythm, which signals future club success for these already
established alternative radio favorites.

BILLY CRYSTAL (A&M 2774)

I Hate When That Happens (1:00) (We’re Closed Music-Becky Island Whitefeath-
Space Potato Music/ASCAP) (Crystal-Guest-Nichtern) (Producer: Bob Tischler)

BILLY BURNETTE (MCA/Curb 52710)

Who’s Using Your Heart Tonight (3:53) (Billy Beau Music-Tabadero Music/ASCAP-
(BMI) (Bumme-B-Cropper) (Producer: Richard Podolor)

SPACE MONKEY (MCA 56263)

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

THE VOLTAGE BROTHERS (MTN 72060)

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

LAVA & THE HOT ROCKS (Rampart 006)

Baby We’re Through (2:25) (Faro Music/BMI) (Gonzales) (Producer: Joint Effort)

LEON MOSES (CBA Ass/Catawaba ZS 05674)

She’s Too Serious (4:02) (Darrick Pub/BMI) (Moses-Jamerson-Mack-Burton)
(Producer: L. Moses-S. Mack-A. Jamerson)

PAT BOHN & THE STINGERS (Killer Bees 85225)

Killer Bees Gone Mad (Mendocino Co./BMI) (Bohn-Holden-Johnson)
(Producer: Steve Barnard-Phil Howard-Randy Johnson)

JIMMY CASTOR (CBS Ass/Catawba ZS 05678)

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

SHIRLEY EIKHARD (Eika 4504)

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

RICH DODSON (Marigold 728)

Your Own Kinda Music (3:33) (Sleepy Cat Music/ASCAP) (Dodson) (Producer: Rich
dodson)
FLEETWOOD MAC IS BACK — That’s right, the band you never thought would make it past its domestic squabbles did, and is currently in an L.A. studio working on its first LP in three years. Though guitarist/songwriter/producer Lindsey Buckingham is still working with his upcoming solo LP, Buckingham is also working together with the band’s longtime engineer/producer Richard Dashut on the new Warner Bros. disc. Though no info is available as to song titles, etc., expect it to be ready in early 1981.

TROUBLE IN CLUB LAND — For various reasons, but the reality is that there are increasingly few venues for good original music in the Los Angeles area. Madame Wong’s East — long a musical hot spot, especially for the up-and-comers, officially shut its doors last month; Al’s Bar was closed down for legal music license issues; and even the popular club for becoming one of the consistently jumping places in town and the Club Lingering, the city’s longest running club, has been once again limited by the Fire Marshall as to its capacity, a move which puts it in question its future. Yet there are few or none new clubs to take the baton. Various sources around town attribute the decline of the scene in L.A. to the lack of good new bands, jaded audiences and harassment from various city offices, but the question is, what to do?

Rumors of legal funds to either help ball club owners out of trouble or simply to educate them have been rumored though nothing concrete has been set up. More recently, Curt Fonger, manager of the office of the Fire Dept. is out of hand, we just happen to be one of many buildings around town which does not comply with the code that would allow the audience we would like. We can hold out financially until the beginning of next year, but our options are: moving to another location, going to shows a night or making the necessary renovations. None of these look too good, but at this time we are just waiting it out.

BENEFIT — Monday, October 2, KXKG, L.A.’s all-jazz station and the Music Industry Network are presenting a benefit concert for the Neil Bogart Memorial Laboratory for Children’s Cancer Research at My Place on Wilshire Blvd. Featuring Michael Ruff and Perri and Rodger Layng as emcee, the benefit is for a good cause and of course, great entertainment. Network’s David Epstein said, “We chose this particular Foundation because it has close ties with the music industry and has an excellent record of using 97 percent of its funds for direct research and treatment of children’s cancer in Los Angeles.”

BUZZSAW BANDS WHIRL INTO TOWN — Two “must-sees” are coming around soon; Husker Du, Minneapolis’ other superstars will be at Palo Alto’s Keystone (10/29), the Stone (10/30), Charlie’s Obsession in L.A. (11/1), while Boston’s The Lyres, featuring Jeff “Monoman” Connelly will be at S.F.’s l-Beam (10/28), UCSB (10/30), the Lingerie (11/1) and the Golden Bear (11/2).

ROCKET CALLS THE SERIES — Rocket Kirchner and his band, a trio of roots rockers from orf St. Louie released a four-cut 7" entitled “Missouri Drivers License” recently and seemed to have either a dose of good luck or ESP for going with them. With cuts like “Westbound 70” and “St. Louis,” there probably isn’t a topic of disc out considering the World Series participants. Though Kirchner didn’t go so far as to call the winner of his home state, he did tell Points West “the Cards are better than the Mets. I hope they don’t get the power to help support my record,” and who knows? Anyway, Kirchner is a hell of a guitarist and a songwriters are a lot of fun.

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

CLOSE TO THE EDIT — Capitol’s latest Duran spin-off and supergroup, Arcadia has already released a strong cut “Electoral Day” and the upcoming long-player features such musicians as percussionist David Van Tighem, bassist Mark Egan who has played with Duran Duran, and most known for this thing to help support my record,” and who knows? Anyway, Kirchner is a hell of a guitarist and a songwriters are a lot of fun.

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

Miles Davis and Pat Metheny among others, sax player Andy McKay from Roxy Music, Talking Heads percussionist Rafael de Jesus and Japanese guitarist Masami... Toots & The Maylins will be together with Yellowman Nov. 16 at the Wiltern. The date also features the LA-based first reggae show. The Waterboys will be at the Roxy for a close-up look at one of music’s brightest hopes, Nov. 9.

NEW FACES TO WATCH

It’s clearly worked before, as the Orchestral Manoeuvres in the Dark, New Order, Jacksons, Runners and many others, could readily attest to. Now, another promising, sibling-based group is touring the country on the music scene. Going by the name Fury, Brian and Robbie LaBlanc are winning fans with their debut album (named after the band) on The New York Music Group label. The two brothers have forged a sound which blends various elements of pop, rock and metal into a remarkably cohesive whole. The first single from the album, a shrill, furious and melodic cut titled “Keep On Dreamin’” amply demonstrates the level of skill these young musicians have already attained.

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

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

When asked who he considered his musical heroes to be, LaBlanc said, “I always loved the Beach Boys, especially their two-part harmonies. I like For- gigner, Toto, Hall and Oates... With Fury, we hoped to duplicate some of those harmonies, like these groups. Also, I

Sheena Easton Breaks Into Dance

With ‘Do You’

By Gregory Dobrin

LOS ANGELES — EMI America’s Sheena Easton does not take kindly to being pigeonholed: “A lot of people try to classify an artist -the media, the industry, the public. You sing a couple of ballads and all of a sudden you’re the ballad queen,” Easton told Cashbox. “It’s really hard to please people. I’ve got one thing, that I do all sorts of things. I’m a pop singer, and also, hello there.”

“I really do dance stuff, I’mohan for dance songs, don’t just send me ballads.”

Sheena Easton’s new album for EMI, with the provocative title “Do You” includes the kind of music Easton has been looking for. It is the sixth EMI LP for the 26-year-old, Scottish-bred recording artist, one who has already embodied her increased credibility as a singer of dance music. With the help of producer extraordinare, Nile Rodgers, her latest release is certainly her most danceable album to date.

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

The dance orientation of Sheena Easton’s new album is the latest progression in a career that has done nothing but progress since she first burst onto (continued on page 15)
HELLO CRUEL WORLD — Elvis Costello has just completed a new album for Columbia slated for January release. The as-yet-untitled LP was produced by T-Bone Burnett (fresh from Marshall Crenshaw's latest) and features — get this — ex-Eels Plessy sidemen Ronnie Tull and James Burton. What next? Nick Lowe might produce Elvis again. "Elvis has agreed to do a real quick one like the old style we used to do," Lowe told East Coastings.

THE GREYING AND GREENING OF NICK LOWE'S FIRE AND NONCHALANCE — Nick Lowe bounded through the Dallas-Love Field North Texas Fair this month, and one public performance at the Ritz. Physically Lowe looked like hell, grey and tired and fishy, but his music sounded as fresh as and tender as a Sunday in the park. Lowe was backed by an LP, "The Rose of England," is his strongest work since 1979's "Labor of Lust," which is saying a lot and a little. A lot here, though, and a little because his follow-ups have not been so great. Lowe believes his current bandmates Paul Carrack, Martin Belmont and Bobby Irwin have greater range than his former cohorts in Rockpile. "The Cowboy Outfit is my more band whereas Rockpile was more Dave Edmunds. Band. And we've got keyboards whereas Rockpile was an all-guitar group. (Keyboardist Paul (Carrack) is a big part of the band."

THEY DO THE BRIDE — Nick Lowe is touring behind his new Columbia LP in November with help from a producer produced Lowe's "I Knew the Bride" single.

"We work bloody hard on the road," says Lowe. "Rockpile never rehearsed very much. We did quite a lot of bum gigs." Lowe's chief ambition today is achieving musical simplicity. "The beat is the most important bloody thing. and the vibe. You can't hide your own humanity's pop into the studio their bottle goes and they worry about their guitar strings, and they've got so many gadgets it's like a Christmas tree," says Lowe. "Their bottle goes" is a British expression meaning they lose their nerve, back down. Lowe works a timeless genre, a neo-classical pop-like-culinary mix that he believes gets better as you get older. Not like heavy metal which I think at 50 years old, you've still got to split to the navel, squeezed into tight trousers, desperately trying to hide a bald spot, is ridiculous. Much of his music has endured, part of many of his Elvis Costello productions. Lowe recalled a little-known story about first meeting Costello: "He used to come to see the band I was in, Brinsley Schwarz. One night after the gig, he was in the pub across the road from the Tavern in Liverpool. I'd seen him at so many shows that I figured I'd say hello and buy him a drink … Then I lost touch with him until he brought a tape into Stiff and Jake Riviera got very excited about it. I didn't think it was very good at first. His songs were too complicated and there were too many words and there were about five songs in every song. But it was on the second day when the band came to cut "Allon" that I suddenly felt, hell, this guy has got something really special." Lowe claims that much spoken-about anorexia of that time was something "hammered up" and that Elvis has mollified in recent years. "I, on the other hand, have always been mellow," says Lowe. "Just like a really old cheese."

OTHER SIDES OF NICK LOWE — "Busting The Blue" was the second single to come from the Nick Lowe album "Cruising For A Bottle of Blue. For the uninformed, that's what David Johansen calls his lounge lard act. At the Bottom Line October 16 he scratched, snuffled, prowled and growled through material from Oscar Brand to Louis Armstrong like a boomy, brain-damaged tenor sax. You could almost smell the dry cleaning bills and hear the clink ofVIP-room ice cubes. Robert Christgau said it first: Poiridexer should open as a warm-up band for David Johansen. I'd trade Springsteen for this."

BACKSTAGE KING — Epic recording artist Paul King (c) of King is greeted后台 at the Ritz by Epic Sr. VP general mgr. Don Dempsley (l) and Ron McCormar, Epic marketing VP.

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

By Stephen Padgett

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

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

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

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

In 1976, ZZ Top took their hell-raising Texas sideshow on a now legendary world tour. The enormous Texas-shaped cactus-laden stage was in itself eye-catchy. The real live buffalo, coyote, rattlesnake, longhorn steer and buzzards were simply ZZ over the Top.

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

It should have surprised no one that a band with as distinct and colorful a visual image as ZZ Top would find acceptance in the video age. But the times, they had a-changed. fluctuating as remote to the 1963 high-tech synthetic dance craze as a tobacco chewing cow puncher was unlikely to turn up on Beverly Hills' Rodeo Drive. One quickly learns, however, to never underestimate ZZ Top.

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

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

WDXI/WJHR is currently in the market for an A/C and country personality who's very strong in the studio doing production. T&R should go to Phil McKay, P.O. Box WDXI, Jackson, TN 38303 ... WGBR is seeking a morning talent that is humorous and friendly. T&R to Programming, WGBR/Welor, P.O. Box 207, Greensboro, N.C. 27453 EOE/MF ... WFX has an immediate opening for air talent that can also handle production work in the studio. Send resume to Jim Michael Pruit, P.O. Box 2763, Jackson, TN 38303 ... country formatted stations KCUB/KIM in Arizona is looking for experienced news directors/anchor. The position requires that applicant must be able to deliver ideas authoritatively and have the ability to be flexible. Send writing samples to Dave Nicholson, KCUB Radio, P.O. Box 50006, Tucson, AZ 85703. No calls please EOE/MF ... WCSI is available immediately if you have what they are seeking, no beginning need apply, experienced jocks only. T&R to Mike King, WCSI, P.O. Box 709, Columbus, IN 47201. EOE/MF ... WCBM in Michigan is looking for a producer for the station. It's a leading station in the market and they're currently seeking someone who can grow with them. T&R to Gayle Olson, GM, P.O. Box 107, Benton Harbor, St. Joseph, MI. 49085 EOE/MF ... KLUC in Las Vegas is seeking a production director. Person must able to write and produce hot commercials for the leading CHR station in the market. Send the best samples of work to, program director, KLUC Radio, W. Hacienda, Las Vegas, Nevada 89116 EOE/MF ... Air shifts will soon be available at one of GA hot formatted CHR stations. Send resumes to Lee Zepps, 1729 Superior #401, Cleveland, OH 44114. EOE/MF ... WCVN Radio is looking to expand its station, they're looking for experienced morning personalities and announcers. The format of the station is country. T&R is George Denhos, WCVN, P.O. Box 525, Amherst, VA 24511. EOE/MF ... WHO is looking for an experienced team player for their night time air slot, format of the station is soft A/C. T&R to program director, P.O. Box 7601, Toledo, OH 43616. EOE/MF ... WLJ Radio is looking for a sales person with PBP capabilities. Position could be sales or sports only if applicant is experienced. T&R to WLJ, 2755 Sager Road, Valparaiso, IN. EOE/MF ... or call station at (219) 482-1125 ... KMET in San Francisco is looking for a production director who will walk the extra mile to produce award winning radio spots. No beginners please, experience is a must. T&R along with your samples to, KMET Radio, Steve Kravis, 2300 Stockton St., San Francisco, CA 94131 EOE/MF ... KNSF is looking for a morning personality who is very aggressive on air. The station is a "country formatted FM'er in one of the greatest markets," says Don Moore. T&R to 95FM, 1512 Lake Air, Waco. TX 76710, or (817) 776-3900. EOE/MF ... Z96FM is looking for the right sales person for their established account list. Applicant must have at least two years of experience in radio time sales. Call Gary Exline or Al Zart at (417) 624-1025. EOE/MF ... WXTO is looking for a CHR rocker, one year of experience is needed for the position along with having production skills. Send resume to Dan Whakaker, Rock 105, Drawer C, Athens OH 45701. No calls please EOE/MF ... AM adult contemporary is looking for great voices. Send photo, tape and resume to Richard W. Fatherey, 1001 Fillmore, Topeka, KS 66604. No calls please. EOE/MF ... in the state of Washington, KJRB is looking to rebuild its solid gold hits formatted station. They're currently seeking an up-tempo afternoon drive talent with at least two years of experience behind her or him. T&R goes to Son Robbins, KJRB Radio, P.O. Box 8007, Spokane, WA 99203. No calls. EOE/MF. WMNB is looking for tapes for future openings at the station. Slots that are available are midday and night, production is a must. T&R to WMNB Radio, P.O. Box 707, North Adams, MA 01247. EOE/MF.

Darryl Lindsey

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**ROCKIN' ROBIN** — Columbia recording artist Cock Robin opened a recent Bryan Adams show at Madison Square Garden and were greeted backstage by label executives. Columbia's Brian Deluca, president of promotion, said that the promotion effort was focused on the market and that the show was well-received by the fans. The group is a favorite among the younger audience, and their music has been well-received by critics as well. The tour continues throughout the country, and fans can look forward to more exciting shows. For more information, visit the Columbia Records website or contact your local music store.

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**POP PROGRAMMER'S PICK**

<table>
<thead>
<tr>
<th>Programmer</th>
<th>Station</th>
<th>Market</th>
<th>Console</th>
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<td>Bob Spencer</td>
<td>WCHR</td>
<td>Beckley</td>
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**Song:** "Wrap Her Up"  
**Artist:** Elton John  
**Label:** Geffen

Comments: "I think it's a very good mass appeal record. Elton John is strong with the upper demographic audience, and George Michael appeals to the younger audience. A definite number one record."
Congratulations to the winners of the 1985 BMI Country Awards.
LOS ANGELES—STOP the presses, haul the trains, ground the planes, turn off the T.V. and turn down the radio. INVESTORS gather around: that's right your eyes are not deceiving you — INVESTORS gather around. Are you and your friends looking at a poster that it is not involved and I put to work will become a victim of the TAXMAN!” Ouch! A painful and unsavory thought indeed.

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

HUGE PROFITS

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

The first step in buying a station is contacting reputable brokers and inquiring of Peter Asher, Harvey, a note on brokers — they will always be eager to assist you in every possible and befriended you. However, remember that this bottom line motivation for brokers in moving any property is that juicy, deli-

cuously dangling commission. Therefore to protect your interest, retain an experience full service media consultant. The consultant will watch the competition, inspect signals, equipment, digest and interpret station profiles, (including year end and current financial analyses) and compare rate cards, do employee breakdowns, as well as research and interpret contributions to the local economy, the competition, consumer living conditions, major advertisers, population growth, present and future projections. The consultant will listen to the marketing pinpointing programmable voids or address a competitive target that may exist. Great media consultants will leave no stone unturned.

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

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

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

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

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

PLAY IT AGAIN, JAMES — James Taylor was honored with a "Million-Air" award from BMI for his "Don't Let Me Be Lonely Tonight" topping one million airplays on radio and television. Picture are (l-r): manager Peter Asher, Harvey, a note on brokers — they will always be eager to assist you in every possible and befriended you. However, remember that this bottom line motivation for brokers in moving any property is that juicy, deliciously dangling commission. Therefore to protect your interest, retain an experience full service media consultant. The consultant will watch the competition, inspect signals, equipment, digest and interpret station profiles, (including year end and current financial analyses) and compare rate cards, do employee breakdowns, as well as research and interpret contributions to the local economy, the competition, consumer living conditions, major advertisers, population growth, present and future projections. The consultant will listen to the marketing pinpointing programmable voids or address a competitive target that may exist. Great media consultants will leave no stone unturned.

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

STREET TALK — Warner Bros. recording artist Chaka Khan is riding high these days, presently Khan is the only urban contemporary female artist to have album cuts on the Top 10 R&B/Disco charts. "Taureau\'s Night," "White Night" — The Other Side Of The World," and "Krush Groove - Can\'t Stop The Street."

Khan is gearing up for her next solo album with producer Arif Mardin at Minot Studios in New York. Hush Productions is back to try it one more time. Her new female artist is Marston Morgan, and she will have her first single released on Nov. 1st. Morgan is Khan\'s female version of Freddie Jackson and the song is a cover of a popular Prince tune "Do Me Baby." It\'s balled that is destined to take Capitol back to the number one position where for the last couple of weeks Jackson had a tight grip. Handling the producing duties was none other than producer/writer/singer/artist extraordinare Paul Laurence. "Rappin\' To The Beat — Rappin\' Duke and J.W.P. Records are making an offer that retailers can\'t resist. It\'s basically a promotion to help push the sales of the released Rappin\' Duke album. As "Rappin\' Duke," Shawn Evans explains, "Amigos, You\'ve been real good to the Duke, and I\'m much obligated to return the favor. So check this out, J.W.P. Records and myself Rappin\' Duke are gonna give, $1,000.00 to some lucky pilgrim or plumber for writing a rap to our track. "Rappin\' To The Beat," which can be heard on my LP "Que Pasa?" Also with the 1,000 dollars amigos, we\'re gonna let you record it on JWP Records and put it on the market. An entry blank with information concerning the contest can be found in the sleeve of the "Que Pasa?" album that\'s manufactured and marketed by J.W.P. Records and tapes.

INDUSTRY UPDATES — Our long overdue congratulations goes out to programmer Chris Turner, who\'s leaving WOW! in Norfolk to program WTMP in Tampa. Jay Vance is currently handling Turner\'s duties. Also, the famous Michael Street at WBBM has been promoted to the position of program director up from assistant music director. Mitchell comments, "It\'s been a great pleasure working with the staff and management throughout my last 2 years here at WBBM, and I look forward to many more" ... veteran promotion executive Richard Mack who once wore V.P. stripes at CBS, a giant step from his military stripes, now serves as president of his own New York-based CBS distributed independent tapes and P.G.V.P.G. of Sound Of The Orient Records has begun to create a lot of excitement with the new Jimmy Caster, (of the Bertha Butch fame single) "Godzilla," on S.O.T.O. records as well as Leon Moses new single "She\'s Too Serious." Look for major hits from both Caster and Moses on P.G.V.P.G.

BLACK MUSIC ASSOCIATION — This year\'s BMA conference in Philadelphia brought together recording artists, record labels, radio, video and retail personnel, press and politics. Such topics as The Evils of Apartheid, Record Copyright and Marketing were thoroughly covered.

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

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

Darryl Lindsey

THE EXPERIENCE — Veteran act The Gap 4 is currently the most important members of the entertainment show styled C300, Captured in this shot showing serious mutual admiration for each other are Robert Wilson and Judy Lambert.

NEW COLLECTION — Otis Stokes and Randy Jackson, both presently in the studio with their respective projects, compared notes at Ma Macon during a luncheon to view the new Jean-Claude Joilet collection. Pictured here are Gloria Blackburn, owner of Jean-Claude Joilet, Chris Bacon, C.B. Stokes, and Stacey, wearing a Joilet\'s jacket.

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Cash Box/November 2, 1985
Isley Bros.
Miami Sound Machine

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

WJLB — Detroit — Cecilia Whitmore — PD
D. Moore
Slyder D. T. Lee
Princess
The Concept
Tramaine
The Winans

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

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

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

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

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

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

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

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

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

SLAVE
Slyder D.
Grandmother Meile Meil
New Edition
Ready For The World
Con Funk Shun
J. Kennedy
V. Young
T. Turner
Sheila E
T. Leo

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

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

WLOU — Louisville — Bill Price — MD
Mary Jane Girls
Choice M.C.'s
Con Funk Shun
N. Hendryx
U.F.O.

WXYV — Baltimore — Scotty B. — MD
New Edition
Full Force
Trouble Funk
Boogie Boys
The Jets
V. Love
B. B. King
Cherelle
Choice M.C.'s
T. Lee
G. Howard

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

Sun City
A. O'Neal

Cash Box/November 2, 1985
HOT NEW SELLER
Stevie Wonder — In Square Circle — Motown

STRONGEST SALES
F. Jackson — Capitol
S. Wonder — Tamlia/Motown
W. Houston — Arista
B. Womack — MCA

STORE REPORTS
Joe's Swing Shop — Los Angeles — Greta McDonnell
F. Jackson
Atlantic Starr
The Family
B. Womack
Cameo
Barney's One-Stop — Chicago — Nellie Thomas
F. Jackson
W. Houston
P. LaBelle
B. Womack
Ready For The World
Fletcher's One-Stop — Chicago — Ken Fletcher
S. Wonder
F. Jackson
L. Vondross
B. Womack
Platter Shack — Orlando — Della Wiggs
Isley, Jasper, Isley
F. Jackson
Sheila E
M. White
B. Womack
Sikhulu's Record Shack — New York — Sikhulu Shange
S. Wonder
P. LaBelle
B. Womack
F. Jackson
W. Houston
Webb's Department Store — Philadelphia — Bruce Webb
Atlantic Starr

URBAN RETAILER'S PICK
Sikhulu Shange
Sikhulu's Record Shack
Album: "So Many Rivers"
Artist: Bobby Womack
Label: MCA

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

QWEST WELCOMES BATTLE — Qwest Records recently signed Hinton Battle, a two-time Tony Award winner who is also currently starring in The Tap Dance Kid. Battle's credits include Dream Girls, Sophisticated Ladies and Dancing with the Stars. Welcoming Hinton Battle to the label (l-r) are: Harold Childs, Qwest president, Battle, and John Brown, vice president A&R, Qwest.
TOP 75 '72 SINGLES

THE CASH BOX TOP 75 '72 SINGLES CHART IS SOLELY BASED ON ACTUAL PIECES SOLD AT RETAIL STORES.

**12' REVIEWS**

ARCADIA (Capital 5209)

Election Day (8:39) (Arcadia) (no publisher listed) (Producer: Arcadia)

Highlighted by an extended Grace Jones rap and scattered sonic effects and edits, this "Consensus Mix" is a more atmospheric version of Arcadia's debut song. More substantial than Duran's offerings, "Election Day" should be a club hit.

ROCHELLE (Warner Bros. 0-20376)


Rochelle's latest effort features four distinct mixes, and this "Samurai Mix" is the most energetic from Tony Moran and Albert Cabrera. An insistent bass/drum pattern propels this track which should continue the artist's appeal with club jocks.

LOSE END (MCA/Virgin 23596)


A strong '71, this extended mix works off of the tropical flavoring of the cut, adding percussion and boom for another club favorite for the British band.

NEW EDITION (MCA 23596)


From the team which gave New Edition "Cool It Now," comes this first single from the teen-group's upcoming "All For Love" L.P. Reaffirmation of Previous New Edition hits Though with full production, "Count Me Out" is guaranteed to be a club hit.

PHYLIS NELSON (Carrere 429-05268)

I Like You (7:20) (Nelson) (no publisher listed) (Producer: Yves Daessca) (Remix: Shop Pettigrew)

One of the most sensual voices in dance music, Phyllis Nelson shines more brightly with each release and this thumping cut makes good use of synth and piano fills before returning to Nelson's rich vocal line.

**MOST ACTIVE**

**THE SHOW STOPPA (IS STUPID FRESH)/5:42**

DEAD LOVE/LOVE ME (REMIX)/5:40 & 6:40

DOUG E. FRESH & THE FRESH PRINCE (MPC 2309-1) DEBUT

**FREEWAY OF LOVE (ROCK MIX & EXTENDED VERSION)/4:40 & 4:26**

ARETHA FRANKLIN (Atlantic 0-4135) 45 16

**SISTER FATE/SAVE THE PEOPLE (EXTENDED VERSION)/5:40 & 2:26**

LISA & ERIC (Polydor Original 0-20355) 49 11

**SHOUT (U.S. & U.K. Remix)/6:20 & 7-41**

TONY CHRISTIE (Music For Masses/EMI 0-339-1) 52 18

**TOO TURNED ON (EXTENDED & DUO VERSION)/6:17 & 3:39**

ASHLEA (Vanguard SPV-42) 54 19

**HELLO STRANGER (EXTENDED VERSION)/6:00**

CARRIE LUCAS (MCA 23586) 50 7

**ONE LOVE (EXTENDED VERSION)/6:26**

JANET JOPHIS (Stylistar Records/RCA 20349-1) DEBUT

**I WANT MY GIRL (EXTENDED VERSION)/4:44**

TOM JONES (Epic 0-1214) 57 12

**THE POWER OF LOVE (ALL-DYIN' REMIX & INSTRUMENTAL)/6:16 & 7:18**

THE BACKSTREET BOYS (CBS 0-20355) 53 16

**ANGEL IN THE GROOVE (EXTENDED DANCE MIX)/3:15 & 6:40**

MADONNA (Capitol 0-5284) 50 22

**CHERISH (REMIX)/FRESH/MADE (SPECIAL MIX)/4:00 & 4:17**

KOOL & THE GANG (Epic 0-20355) 62 14

**BITE IT (EXTENDED & DUO VERSION)/3:35 & 5:06**

U.T.F.O. with Force (Sire/Sire 0-20355) 65 8

**WEIRD SCIENCE (EXTENDED DANCE MIX)/6:30**

ONION BOOGO (MCA 23574) 61 6

**THE ROOFS ON FIRE (SCRATCHIN' & JIVIN')/2:16 & 3:13**

ROCK MASTER SCOTT AND THE DYNAMIC 3 (Carrere Records/0-20355) 67 17

**DON'T LOSE MY NUMBER (EXTENDED VERSION)/6:32**

PHIL COLLINS (Atlantic/EMI 0-339-1) 60 50

**GOOD BYE BAD TIMES (EXTENDED VERSION & INSTRUMENTAL)/3:20 & 6:24**

PHIL GRACE & GIORGO MINTERO (MCA 0-20355) 63 18

**EIGHT ARMS TO HOLD YOU (EXTENDED VERSION)/4:33 & 6:30**

DONN SQUAD (Epic 0-20355) 56 14

**STIRR IT UP (EXTENDED VERSION & EDIT)/7:13 & 2:55**

PAUL CHANCE (Virgin 0-20355) 57 27

**INVINCIBLE (REMIX)/INSTRUMENTAL)/5:29 & 6:23**

RASPBERRY JAM (MCA 0-20355) 59 10

**RASPBERRY BEAR/SHES ALWAYS IN MY MIND**

NEW MED/7:25 & 4:48

PRINCE AND THE REVOLUTION (EMI 0-20355) 63 43

**YOU SPIN ME ROUND (LIKE A RECORD) (MURDER MIX)/Misty Circle (EXTENDED VERSION)/6:00 & 6:10**

LADY GAGA (Warner Bros. 0-20355) 64 7

**ONE LIFE/IT'S THE WAY YOU DO IT (VELVER SPIKE REMIX)/6:15 & 3:22**

LADY GAGA (Warner Bros. 0-20355) 67 17

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

**RETAILER'S PICK**

"We Built This City" — Starship — (Grunt/RCA) Store: The Record Vault Venue: Scott Allen & Sonny Dee Location: Beth Page, N.Y.

Comments: "Based on the strength of the '71 single, the '72 should be a top seller. Early sales are excellent."
ON JAZZ

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

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

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

The programs, which are co-ordinated into two hour segments, will be as follows: "Produced by Robert Herridge" (includes The Sound of Jazz and The Sound of Miles Davis and Jazz From Sixty-One) (11/15, 15/16, 1/8, 1/9), "The Jazz Special: The Timeless All-Star Jazz Show I" (11/19), "The Jazz Special: The Timeless All-Star Jazz Show II" (11/20), "CBS Morning Magazine" (11/21, 11/26, 2/17), "Swing Into Spring with Benny Goodman" (11/22, 1/2, 1/30), "A Survey Of Styles: The Subject Is Jazz" (11/27, 1/10, 11), "A Salute To Duke" (includes On The Road With Duke Ellington As A Woman, 12/11 & 12, 12/16), "Produced by Ralph Gleason" (includes segments from Jazz Casual, 12/3, 11/17, 1/18), "West Coast Jazz I: Jazz Scene, U.S.A." (12/4, 1/4, 1/5), "West Coast Jazz II: Frankly Jazz" (12/6, 1/7), "The Blues on Foreign Television" (12/10, 1/2, 1/3, 1/4, 1/5), "Jazz On Foreign Television I" (11/21/12, 1/24/12), "Jazz On Foreign Television" (12/11, 1/18, 1/14, 1/21), "The Chicago Style" (12/17), "Jazz Reunions" (includes two episodes of Soundstage — Dizzy Gillespie's Bobbin Reunion and Sing Me A Jazz Song, 12/18 & 19), "Jazz Singers" (includes two episodes of Jazz Rebels and an Ellis Fitzgerald special, 12/20 & 1/28), "Jazz and the Arts" (four episodes of Camera Three, 12/25 & 26), "A Salute to Louis Armstrong" (12/27, 2/1) and "The Local Series: Dial M For Music" (12/31, 1/2) and "The Jazz Documentary" (1/34).

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

NAJE NEWS — The National Association of Jazz Educators Conference, which, as we've noted before, will take place at the Anaheim Marriott January 9-12, has lined up a number of interesting programs: from the Nat King Cole Show, Joyce Collins, Jon Faddis, Steve Houghton, Lenny Morn, Tito Puente, Ward Swing, Bill Watrous and Ernie Watts will be on hand. There will also be performances from Maiden Voyage, Stacy Rowles, Supersax, Dave Frishberg and many others.

FOUR AND MORE — The Blue Note, that extra-classy jazz joint in Greenwich Village, recently threw the ball out for the 25th anniversary bash. The proprietors of Blue Note were the centerpieces of the evening and she has never sounded more relaxed. Thoughout her first set, she called up a panoply of talented guests — Jon Hendrickis, Jon Faddis, Paul West, Paquita D'Rivera, Joe Newman and Barry Harris — and even introduced a promising young singer, Vanessa Rubin. Ted Curson, the trumpeter and compare extraordinary, handled the jam session chores early and late in the evening (he normally leads a three-hour jam at the club) and did a fine job of getting them on and getting them off. Upcoming Blue Notes includes the MJO (10/29-11/3), Wayne Shorter (11/5-10), Phily Hyman (11/12-17), and throughout December, such big bands as Woody Herman, Buddy Rich and Lionel Hampton. Kudos to all concerned.

BOPPING AROUND — Swing To Bog: An Oral History of the Transition In Jazz in the 1940s by Ira Giller, attempts to let the musicians who were involved in the bebop era tell their own tale of that musical evolution (Oxford, $22.50). Dr. Robert Jordan Records has had its distribution pact with CBS renewed for another three years; they're already releasing 11 releases by year's end... "300 Years of Black Classical Music" is the name of a Brooklyn Philharmonic program that will present works by such black "classical" composers as Ignacio Neves, Wynton Marsalis, Jaba George, Joseph White, Howard Swanson, Noel de Costa and Undine Smith Moore. Lukas Foss and Tania Leon will conduct. Max Roach will solo on de Costa's "Primal Rhythms," and can also be heard on Brooklins "Jazz and Its Sources," and the Great Hall at Cooper Union (11/1...). Kilt McClure's swinging-all-woman big band raises the roof at NY's Joanna Restaurant every Monday night... "Jazz in the Conservatory" brings James Williams (11/17), the Hollies (11/24), Rebecca Parsons (11/21), and Tanya Hart (12/15) to Boston's Marriott at Copley Plaza... Jack Reilly's "Requiem Mass for Mixed Chorus, Solists, and Jazz Quartet" will be Sheila Jordan, Harvie Swartz, Ronnie Bedford, Bob Hanlon and the Jersey City State College Choir — not to mention an appearance at New York's 92nd Street Y, November 8... Anybody who is interested in the music of New Orleans — and who isn't? — should make themselves aware of "Wavelength," a hell of a magazine that documents the many sounds of the Crescent City with wit and style.

Lee Jess
YOUNG BLACK PROGRAMMERS COALITION, INC.

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

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Radio/TV Station ..............................
Company ......................................
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Phone ___________________ $ _______

(CHECKS OR MONEY ORDERS ONLY)
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<td>MAKE IT BIG §</td>
<td>Whitney</td>
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<td>SACRED HEART §</td>
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<td>INVASION OF YOUR PRIVACY °</td>
<td>Ratt (Atlantic 82157-1)</td>
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<td>Phil Collins</td>
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<td>59</td>
<td>TAKE THE STAIRCASE §</td>
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<td>MY WAY §</td>
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<td>SWEET SAVAGE §</td>
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<td>DON'T MESS WITH THE Nightingales §</td>
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<td>MAKIN' LOVE §</td>
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<td>DON'T BOTHER ME §</td>
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<td>GIMME SHELTER §</td>
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<td>THE LADY IS A TRAMP §</td>
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<td>71</td>
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<td>The Righteous Brothers</td>
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</table>

* = Available on Compact Disc
° = Platinum (RIAA Certified)
- = Gold (RIAA Certified)
### MOST ADDED

- Glenn Frey — *You Belong To The City* — MCA

### STRONG ADDS

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

### PROGRAM ADDS

| VIDEO 22 | Linda Rosenfeld — Music Director — Los Angeles INXS
| AC/DC | R. Daltrey AC/DC
| Menudo | OMD
| J. Wiedlin | Untouchables
| Space Monkey | G. Frey
| T. Rundgren |
| DANCE TV — Joe Caliro — Producer — Portsmouth, NH | R. Springfield
| G. Frey | Untouchables
| G. Clinton | Katrina And The Waves
| T. Turner |
| TV69 WVEU — Lisa Roach — Playlist Information | T. Turner
| K. Bush | Talking Heads
| G. Frey | Wang Chung
| Cruzados Ub40 |
| Katrina And The Waves | T. Rundgren
| The Alarm | N. Hendrix
| T. Shaw |

### VIDEO PROGRAMMER’S PICK

- **PD** Roxy Myzell
- **Program** V66
- **Market** Boston

**Video:** Don’t Run Wild

**Artist:** Del Fuegos

**Label:** Slash/Warner Bros.

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

### TOP 30 MUSIC VIDEOS

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

**THE CASH BOX TOP 30 MUSIC VIDEOS CHART IS BASED ON TELEVISION ROTATION AT VARIOUS STATIONS AND NETWORKS.**
AudiO/VideO
Not just an IDIOt BIRDy, ANYmORE — It’s frightening to look at kids with their eyes — an awareness of violence, especially on TV — my first indication to switch the thing off.

The fact that network programming capitalizes on the very worst aspects of humanity is nothing new. The fact that much of the violence in our TV shows, films and slideshows is "tame" and "chaste" — into society’s collective consciousness to keep it up — we can now in criminalization be done.

There is a parallel here with the tobacco industry — which leads us into corporate social responsibility, and that’s another story. The story here is not programming that eats away at the core of society, like violence (some of which you may be thinking, "what about sex")? How can you even begin to compare the two?! The story here is about programming that teaches the wrong lessons. For instance, let’s take another look at that google-eyed kid, glued to the TV. What if, rather than being shown something that taught how to knock off a bank, he was learning how to spell? Granted, there are plenty of children’s programs that try to teach such things. And while there are a multitude of home videos on the market especially for children, there is a scarcity among them of tapes that teach basic skills while they entertain (or vice versa). Recently, a company called Concord Video, of L.A., came to the attention of Audio/Video, and after screening one of the company’s tapes, the cobbles of my video heart were warmed. The tape I viewed was a math primer, but it’s just one of 16 titles in a series of educational children’s video cassettes entitled “Films for Market.” By Concord’s animated logo character, Harmony Heart, the series serves kids from 3 years old on up, with age brackets listed on the outside of each package. The math tape, for instance, is recommended for children between 3 and 8. HarmonyHeart doesn’t talk down to the young ones. It’s pleasantly witty, often droll, and the lessons taught are crisp and fun looking (some of the tapes in this series have already won awards, by the way, as children’s programming). Therefore, I highly recommend Concord’s math tape, and it might teach your kid how to work with numbers, rather than a knife or a gun.

Home Video Review: Star Signs ’86 — This new release from MCA Home Video exemplifies the many uses of the VCR. With a year’s worth of astrophysical predictions in weekly installments, Star Signs ’86 could prove very handy to those who read horoscope listings. There are separate cassettes for each sign of the zodiac, each cassette running approximately an hour in length. The weekly segments, however, last about a minute each, which makes for convenient Monday morning viewing before embarking on an otherwise uncharted path, so to speak. And while Star Signs ’86 is probably the ultimate in brief horoscope readings, astronomy enthusiasts who haven’t been exposed to the video cassette format will be somewhat uncomfortable for the viewer. Nevertheless, for those who don’t question the validity of such phenomena, Star Signs ’86 makes good use of a good idea. Suggested retail price is $19.95, Beta Hi-Fi Mono and VHS Hi-Fi Dolby B Mono.

—the release BEdt

Yes, Virginia, Paramount Home Video proves the existence of Santa Claus in a special Christmas offer. Released with more than enough advance notice for the holiday season are The Trolls and the Christmas Express, Yes, Virginia, There Is A Santa Claus and the reissue of Mister Magoo’s Christmas Carol. Each title is fully animated and retails for a suggested $14.95. Accompanying this release will be a P.O. counter card which reads “Holiday Gifts $14.95.” Also from Paramount Home Video, Rustlers Rhapsody, which has barely cooled its guns from theatrical release, comes to home video the day of the price of $19.95. LaserDisc. Marliu Henner and Andy Griffith join Tim Berenger in this send-up of wild west themed movies... From Pacific Arts Video Records comes a documentary on the lost art of the real reel. Thursday’s Witness is narrated by Lowell Thomas and features interviews with several legendary news reel announcers and cameramen. The tape, which runs just under an hour, lists for $24.95. Also from PAVR is The Secret Admirer, the London Weekend Television pilot which attracted the attention of PAVR’s parent company in Crime series. Suggested retail is $29.95. MCA Home Video has your future. Star Signs ’86 is a yearly horoscope forecast — individual tapes for each sign — presented by astrologer Lynn Palmer (see review this week). Another special release on MCA’s agenda is a promotion which includes a life-size stand-up of Alfred Hitchcock (in profile) with titles of 11 Hitchcock video- cassettes displayed. The titles promoted are: Psycho, The Birds, Vertigo, North by Northwest, Rear Window, The Man Who Knew Too Much, Topaz, Torn Curtain and Family Plot. Also from MCA Richard Pryor’s Brewsters Millions and Lana Turner in imitation of life. Brewsters Millions includes the theatrical release limited edition. Suggested retail for $99.95. Other titles from MCA include Hitchcock’s Saboteur, The Red Light Sting, Grambling’s White Tiger, Adventures of Huckleberry Finn, Cheech and Chong; Get Out Of My Room and Jose Jose En Acapulco.

The Topp 40 Videocassettes

Videocassette Top 40

1. The Breakfast Club
2. A M A U D E S
3. The Killing Fields
4. THE SURE THING
5. SUSAN
6. A Passage to India
7. Police Academy 2: Their First Assignment
8. Friday the 13th, Part V: A New Beginning
9. The Karate Kid
10. The Purple Rose of Cairo
11. Missing in Action 2 - The Beginning
12. Starman
13. The Yellow Rose of Texas
14. The Slugger’s Wife
15. Porks’ Revenge!
16. Mrs. Soffel
17. Stick
18. The Terminator
19. The Flamingo Kid
20. The Mean Season
21. Falcon & the Snowman
22. Desperately Seeking Susan
23. Pinocchio
24. The Sure Thing
25. The Karate Kid
26. Starman
27. Flight of the Phoenix
28. The Mean Season
29. Gotchati
30. The Mean Season
31. Tuff Turf
32. Night on Earth
33. The Karate Kid
34. The Mean Season
35. The Mean Season
36. The Mean Season
37. The Mean Season
38. The Mean Season
39. The Mean Season
40. The Mean Season

The Video C a s s e t t e s Top 40

1. Prince and the Revolution Live (Warner Music Video 38102)
2. Tina Live: Private Dance Tour Tina Turner (Sony Video 97W0090)
3. Madonna (Warner Music Video 3-38101)
4. Wham! The Video (CBS-Fox Video Music 3048)
5. Ratt the Video (Atlantic Video 50101)
6. Sade: Diamond Life Video (CBS-Fox Video Music 7091)
7. The World Wide Live (MusicVision 6-20412)
8. We Are the World - The Video Event USA for Africa (MusicVision 6-20475)
9. U2 Live at Red Rocks (CBS-Fox Video Music 80067)
10. The Heart of Rock’n’Roll (CBS-Fox Video Music 30409)
11. Judas Priest Live (CBS-Fox Video Music 80067)
12. Private Dancer Tina Turner (Sony Video 97W00566-7)
13. All Night Long Lionel Richie (MusicVision 6-20420)
14. Animalize Live Uncensored Kiss (MusicVision 6-20445)

The Cassette Box Top 15 Music Videocassettes Chart is Based on Actual Pieces Sold at Retail Stores

We Talk to People that Count

Gregory Dobrin

Cash Box/November 2, 1985
DURAN DURAN.
New 60-minute music video
Thorn EMI/HBO Video is pleased to announce the videotape release of "Arena," the newest long-form music video smash from Duran Duran. Duran Duran sells. Their first two videos sold over 125,000 cassettes and this one will be a winner too—just in time for holiday sales.

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

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

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

ANOTHER THORN EMI/HBO HIT VIDEOTAPE.
STORE REPORTS

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

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

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

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

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

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

RETAILER’S PICK

Retailer
Sam Gennaway

Store
Camel Records

Market
Huntington Beach, CA.

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

Comments:
“A great new band with a hazy casual sound. This collection of singles and other material should wet America’s appetite for this band.”

SHOP TALK

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

IGNITE THE SEVEN CANNONS — Felt — Cherry Red B-RED 65 — Producer: Robin Guthrie
From those good folks at Cherry Red, another Felt album. Rolling acoustic guitars, airy textures and canons from Cocteau Elizabeth Frazer. A lovely record, richly deserving wider attention.

HEAVEN IN A WILD FLOWER (AN EXPLORATION OF...) — Nick Drake — Island Records ILPS 9826 — Producer: Joe Boyle
Drake commanded a meager but faithful following from '68-72. His three-LP output was tragically limited by his untimely death in 1974. In the intervening years his influence on contemporary music grew. The success of The Dream Academy and Cocteau Twins has ignited renewed interest in his brij, brilliant career. This LP is a "greatest hits" of sorts, forms a nicely joined introduction to this beautiful, sensitive musician whose work is sadly underappreciated.

ARTIFICIAL INTELLIGENCE — John Calio — Beggars Banquet BEGA 68 — Producer: John Calio
Another cool collection of Cale concoctions. Strong, moody and impassioned. For Cale fans and would-be converts – dark in places, but accessible.

12’s

BIRTHDAY GIRL — Microsidney — Rough Trade RTT185 — Producer: Jamie Lane
"Birthday Girl" is a beguiling tragedy set in a deceptively pleasant tune frame. The jagged story of a boy’s dubious birth and his troubled later life slides down easy given the melodic Microsidney touch. Available through Rough Trade in San Francisco, 415-621-4307.

ASK THE LORD — Hipsway — Mercury MRX195 — Producer: Gary Langan
Not exactly spiritual deliverance here. The Gospel-ey intro given way to a gritty musical soul search, “I asked the Lord, and He said, ‘No!’ said ‘Why Lord?’ The record suggests there may be more to come from Hipsway.

A BAD TOWN — The Big Sound Authority — MCA BSA2 — Producer: Greg Walsh
The Big Sound Authority is a purveyor of nalty music. If you like The Alarm, The Faith Brothers or Wahl, or you want your hopes and aspirations lifted, The Big Sound Authority is for you. This five-track 12” is a bargain, too.

FORBIDDEN FRUIT — The Blow Monkeys — RCA PT 40334 — Producer: Peter Wilson
The Blow Monkeys made quite an impressive debut last year with “The Man From Russia” single and its LP, “Limping For A Generation.” Dr. Robert, the lead voice and writer for The Blow Monkeys, combines a rare and interesting vocal quality with a sardonic, wry command on his subject. Here, the age old theme of love you should not touch gets the Dr. Robert treatment. A limited number of these 12’s come with a bonus 12” featuring Eek-A-Mouse.

RETAILER PROFILE

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

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

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

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

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

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

“We are unique when it comes to advertising because we are broadcast television,” Hellicer said. When the business first started, advertising was heavily slanted in a print direction. In today’s MTV-conscious market, consumers are accustomed to seeing music on the tube. TV now accounts for the bulk of Hellicer’s advertising.

“Normally, what our formula is is we are two weeks on and two weeks off, so in other words, once a month,” stated Hellicer. The sales adventuring themes, or what Hellicer calls, “excuses for sales.” For example, at tax time he runs the I.R.S. Sale, or “The Incredible Record & Tape Sale.”
SOFTWARE ANTHOLOGY — Les Crane, former TV talk-show host and now president of computer Software Country, is shown here holding Software Golden Oldies, Vol. I, a software anthology featuring the original, uncut versions of Adventure, Eliza, Pong and Life. Available for IBM-PC and compatibles and the Apple family, the classic software compilation includes a 42-page book that includes program explanations and excerpts from some of the most highly regarded books on computer programs. This treasure chest of software history is priced at $29.95. Please contact Larry Jenkins of The Group at (213) 667-2211 for more info.

Dove Incorporated Signs Distrb Pact

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

Dove's emphasis is on bestsellers, and initial titles include Sidney Sheldon's It Tomorrow Comes; Peter Ueberroth's Made In America; Norman Cousins' Anatomy of an Illness; Helen Gurley Brown's Having It All; John Mack Carter's Starting at the Top; Jacqueline Susann's Valley of the Dolls; Steven Bach's Final Cut; David Halberstam's The Amateurs and many others.

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

QUALITY MID-LINES — JCI recently announced the expansion of their popular "Baby Boomer Classic" line to include four more album collections from the 60's, available now. The albums and cassettes, which retail for $5.98, feature original artists and are recorded from the original masterstapes on premium vinyl and high quality chrome tape. Featuring classic hits of the '50s and '60s in the media samplers of the varied pop scene, the "Baby Boomer Classics" line highlights the musical forces that occurred during that period. JCI's initial May release of ten albums of '60s classics found an overwhelming endorsement among music retailers, with total acceptance from both music retailers and rack jobbers for the product aimed at filling the musical desires of the nostalgic "baby boom" generation. JCI released four additional albums in July that immortalized the great sounds of the '50s. The four newest compilations capturing the varied musical styles of this decade are "Pop Sixties," including hits by Dion and The Four Eyed Brothers, "More Rockin'Sixties," with rockers from the Box Tops and The Monkees; "More Electric Sixties," featuring Jimi Hendrix, Cream, Steppenwolf and The Yardbirds; and "More Mellow Sixties," with selections by Procol Harum and The Lovin' Spoonful. Commenting on the new releases, JCI president David Cartin said the "Baby Boomer Classics' provide the history of two important musical eras while meeting the demand of record retailers through the country for quality mid-line product. For info, call (213) 271-5131.

WIRELESS GUITAR — Nady Systems, Inc. recently introduced the Nady Lighting guitar wireless, the first production guitar in the world to have a built-in wireless transmitter. The instrument can be used with any of the popular Nady VHF wireless receivers; the retail price is $1,500. The Lighting has a stratus-style body of ash with a through-body neck of maple — a great combination of woods for strength and lightness. As were the classic instruments of the past, each Lighting is hand-made. The guitar's fingerboard is made of ebony, with jumbo frets and distinctive mother-of-pearl inlays in the shape of lightning bolts. Unique to the Lightning is its transmitter is powered by two 9V alkaline batteries which fit neatly into a bay with a hinged cover and magnetic latch. The batteries can be charged in seconds with charging tools. Nady's 501 VHF receiver, included with the standard Lightning wireless guitar systems, delivers clear, crisp audio with tonal quality equal to hardware. System range is 700 feet under adverse conditions, and up to 1,500 feet line-of-site. The receiver is AG powered and plugs directly into a mixing board or amplifier. For more info call (213) 868-6656.

Ron Rosenthal

CD Storage — Sound Accessories Corporation (SAC), North Hollywood, has unveiled a portable compact disc carrier (CD-16). The carrier, which holds for easy storage when not in use, holds up to 15 CDs and carries a $9.95 retail price.

If you have excerpts and software testing, or need to advertise, please contact Steve Harris, Creative Director, at (213) 667-2211.

Cash Box/November 2, 1985

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<th>Weeks On 11/16 Chart</th>
<th>Weeks On 12/1 Chart</th>
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<td>Sawyer Brown</td>
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<td>Kenny Rogers</td>
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<td>If the Phone Doesn't Ring, It's Me</td>
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<td>Rosanne Cash</td>
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<td>43</td>
<td>I Still Am Loving You</td>
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<td>Only in My Mind</td>
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<td>It's Time for Love</td>
<td>Louise Williams</td>
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<td>I Know the Way to You by Heart</td>
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<td>51</td>
<td>American Farmer</td>
<td>The Charlie Daniels Band</td>
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<td>Get Back to the Country</td>
<td>Neil Young</td>
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<td>Memories to Burn</td>
<td>Shelly West</td>
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<td>54</td>
<td>She Told Me Yes</td>
<td>Chance (Mercury)</td>
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<td>Up on Your Love</td>
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<td>She's Comin' Back to Say Goodbye</td>
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<td>Bandana (Warner Bros.)</td>
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<td>The Night Has a Heart of Its Own</td>
<td>Lucy J. Dalton</td>
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<td>62</td>
<td>I Feel the Country Callin' Me</td>
<td>Mac Davis</td>
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<td>63</td>
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<td>Feed the Fire</td>
<td>Keith Whitley</td>
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<td>65</td>
<td>If It Ain't Love</td>
<td>Ed Bruce</td>
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<td>I Tell It Like It Used to Be</td>
<td>T. Graham Brown</td>
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<td>67</td>
<td>It's Such a Heartache</td>
<td>Hillary Kanter</td>
<td>76</td>
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</table>

**CHARTBREAKER**

**BOP**

**Debut**

**Top 50**

**Back to Back**

**Runaway Go Home**

**Heart of the Country**

**Just in Case**

**Tokyo, Oklahoma**

**Burned Like a Rocket**

**Between Blue Eyes and Jeans**

**Loves Been Telling Me**

**Heart Holds On**

**Lonely Together**

**What Happened to the Girl**

**Burn**

**Beatle**

**Sure Thing**

**I Am Your Child**

**Week's Eddies**

**The Breakdown**

**This World**

**End of the World**

**Break Away**

**You're Gonna Miss Me**

**In My Life**

**Your Heart's on Fire**

**Hurt's Understanding**

**Just a Fool**

**The Fool**

**Nobody Falls Like a Fool**

**One Man Show**

**Too Many Is Never Enough**

**Meet Me in Montana**

**Somebody Else's Fire**

**Me and Paul**

**I'm Gonna Leave You Tomorrow**

**In Another Minute**

**Lost in the Fifties Tonight**

**Have Mercy**

**Break Away**

**Alphabetical Listing on Inside Back Cover**
COUNTRY RADIO

MOST ADDED

Restless Heart M. Dill
G. Catalina

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


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


STATION ADDS


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

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

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

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

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

COUNTRY PROGRAMMER’S PICK

Song: “Everything Is Changing”

Artist: Johnny Paycheck

Label: AMI

Comments

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

THE COUNTRY MIKE

KFRD makes changes — KFRD/Wichita has made a few changes in personnel and air shifts recently. Larry Rust, formerly with KKH/KShreveport, has joined the KFRD staff. Part-timer Tom Jordan has been promoted to the position of promotions director. Both Rust and Jordan serve on the air. Along with these changes comes a revised on-air lineup. The revamped schedule is Dave Richard from midnight to 5:30 a.m., Casey Jones from 5:30-8 a.m., Chuck “Sugarbear” Robson from 9 a.m. to noon, Tom Jordan from 12-3 p.m., Peter Brier from 3-6 p.m., Larry Rust from 6-9 p.m., and “Solid Gold Country” overnight.

WMZQ spreads “SUNSHINE” — WMZQ-AM-FM/ Washington D.C. has joined with the Washington Metropolitan Bowl to distribute a large “SUNSHINE” logo ball at the event.

KEEY-FM MINNEAPOLIS — St. Paul is using its current bumper sticker campaign to encourage its listeners to drink and drive and to take action by calling the Highway Patrol when they spot a driver under the influence. More than 250,000 stickers have been distributed. Pictured receiving a commemorative sticker are (1-1): Chief Roger Leddergof the Minnesota Highway Patrol and KTOV vice president and general manager Gary Swartz.

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

OLD FLAME — Juice Newton — RCA
AHJ1-5493 — Producer: Richard Landis

In addition to the number one hit "You Make Me Want to Sing," and the current single, "Hurt," this album contains eight other songs marked by that unique earlessness which is Juice Newton's calling card. The familiar, bright-sounding acoustic guitar embellishes the instrumentation on several cuts, and the album has a remarkably unified sound, considering the fact that the credits list almost as many recording locations as songs. There is a bad cut here — the variety of material is truly exceptional, from the strongly country "Let Your Woman Take Care Of You" to the innovative cover of "Stuck In The Middle With You.

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

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

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

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

FEATURE PICKS

SONGS YOU KNOW BY HEART — JIMMY BUFFETT'S GREATEST HIT(S) — Jimmy Buffett — MCA-5833 — Producers vary

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

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

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

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

A compilation of live radio appearances by Williams from 1949-1959, "On The Air" was produced in association with the Country Music Foundation, as was the earlier "Faron Takes And Is Like A Hit" album. Including two cuts from Grand Ole Opry shows, one from a 1949 show on Shreveport's KKKH and several from the "Health and Happiness" series, this collection represents a significant era in country music history and will be a must for scholars and collectors.

SINGLE RELEASES

OUT OF THE BOX

STEVE WARINER (MCA-57271)
You Can Dream Of Me (3:35) — (Steve Wariner/Siren Songs—BMI) (S. Wariner/J. Hall) (Producers: Tony Brown, Jimmy Bowen)

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

MARIE OSMOND (Capitol B-5521)
There's No Stopping Your Heart (2:51) — (Mother Tongue—ASCAP, Flying Cloud—BMI) (M. Brook, C. Karpi) (Producer: Paul Worley)

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

FEATURE PICKS

JOHN ANDERSON (Warnor Bros. 7-28855)

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

GLEN CAMPBELL (Atlantic America 7-98600)

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

SOUTHERN PACIFIC (Warnor Bros. 7-28870)

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

MARK NESLER (Perman L-20103)
Let's Make A Memory (3:34) — (Banjo Man—BMI) (M. Nesler) (Producer: Jerry Crutchfield)

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

SURROUNDED BY STARS — is Connie Bradley, southern director of ASCAP. Pictured (l-r) at the ASCAP country music awards Oct. 16, are: Randy Owen, Teddy Gentry, Bradley, Eddy Raven, Ronnie Milsap and Jeff Cook.
Country Music Week ’85

Row 1 (photo 1): Backstage at the Grand Ole Opry House during the CMA Awards show, CBS executives gathered to congratulate Ricky Skaggs, the CMA Entertainer of the Year. Left to right: John Kotocz, VP, national sales, New York; Skaggs; Rick Blackburn, senior VP and general manager, Nashville; and Paul Smith, senior VP and general manager, marketing, New York. (Photo 2): Chet Atkins (l), who won his eighth instrumentalist of the Year Award at the CMA show, introduces Earl Scruggs, who, along with his late partner Lester Flatt, were inducted into the Country Music Hall of Fame. (Photo 3): At the Grand Ole Opry Birthday Show Oct. 12, some of the performers who witnessed the traditional cake-cutting onstage were (l-r): Charley Pride, Jeannie Pruett, John Conlee, Grandpa Jones and Jim Ed Brown.

Row 2 — (Photo 1): Leading the audience in singing “Happy Birthday” during the Opry Show were (l-r): Stonewall Jackson, Charlie Walker, Roy Acuff, Nashville mayor Richard Fulton and Porter Wagoner. (Photo 2): Kenny O’Dell, the 1985 winner of BMI’s Robert J. Burton Award for the Most Performed Song of the Year, “Mama He’s Crazy,” is pictured at BMI’s Oct. 15 awards ceremonies. (l-r): BMI senior vice president Frances Preston, O’Dell, and Naomi and Wynonna Judd. (Photo 3): BMI Country Publishers of the Year were Tree Publishing Co., Inc. and Warner Bros. Music Group, with eight citations each. Pictured during the awards presentation are (l-r): Frances Preston, senior VP, BMI; Tim Wipperman, VP and general manager, Warner Bros. Music Group; Buddy Killen, president of Tree Publishing; Chuck Kaye, chairman of the board, Warner Bros. Music; Donna Hilley, executive vice president of Tree Publishing; and BMI’s vice president, Nashville, Roger Sovine.

Row 3 — (Photo 1): At the ASCAP Country Awards on Oct. 16, Mike Reid was named the ASCAP Country Songwriter of the Year. Pictured (l-r) are: Hal David, ASCAP president; Ronnie Milsap, who “discovered” Reid; Mike Reid; and Connie Bradby, ASCAP southern director. (Photo 2): ASCAP’s Publisher of the Year honor went to Cross Keys Publishing. Pictured (l-r) are: Hal David, ASCAP president; Donna Hilley, vice president, Cross Keys Publishing; and Buddy Killen, president, Cross Keys Publishing. (Photo 3): At the Nashville Songwriters Association International (NSAI) Hall of Fame induction ceremonies during Country Music Week, Bob McDill was named to the Association’s roster of all-time great songwriters. Pictured (l-r) are: Jack Clement, publisher; Maggie Cavender, NSAI executive director; McDill; and Thom Schuyler, NSAI president.

Row 4 (photo 1): Another songwriting great inducted into the NSAI Hall of Fame during Country Music Week was rock ‘n’ roll legend, Carl Perkins. Pictured (l-r) at the ceremony are: Perkins; songwriter Harlan Howard; Maggie Cavender, NSAI executive director; and Thom Schuyler, NSAI president. (Photo 2): At the 1985 SESAC Award Dinner on Oct. 17, one of the songs honored was “Smokin’ In The Rockies,” written by Frank Dycus and recorded by Sawyer Brown. Pictured during the ceremonies (l-r) are: Jerry Crutchfield of Muscior Music/MCA Inc., the new publishing home for Dycus; Frank Dycus; SESAC vice president Diane Pethy; Pat Higdon of Musicor/MCA Inc., and Everett Zinn, Golden Opportunity Music. (Photo 3): Pictured left to right, SESAC’s Vincent Candilor presents writers Ras Serrano and LaRoi Evans with motion pictures awards for the movie Beat Street at SESAC’s awards dinner.
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Music Plays Key Role In
Taylor Hackford's White Nights

By Peter Berk

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

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

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

During the course of the film, dancing (Twylla Tapp was the choreographer) and the music play a significant role, acting as the universal languages through which east confronts west. For Hines character, the music allows him to express his individuality and become a merchant of emotion. The music serves as an emotional context for the story, as well.

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

Hackford considered the music as important as the story, and that was the reasoning behind the decision to include contemporary songs.

In order to put together the song score for White Nights, Hackford brought in noted producers, Paul Buckmaster and Pino Donaggio, and performed by some of the most respected people in the music industry, including David Pack, James Newton Howard, Robert Plant, Sandy Stewart, Jenny Burton, Michael Colombo (who provided the orchestral score as well as the song, “People Got A String”), John Hiatt, and those already mentioned. Additionally, Leon Richie was asked to contribute a “brotherhood ballad title song” for the film, and he obliged with “Say You Say Me,” which will be featured on his next album (not on the Atlantic soundtrack).

With the exception of Robert Plant’s “Far Post” song, written specifically for the film, all the songs were written specifically for the film. One of the most challenging parts of the film was the musical score. Leopold Stokowski, the world renowned conductor, was asked to come up with a score that would be used in the film. He decided on the film’s title song, “Separate Lives,” as well as the film’s score. He also worked on the film’s musical direction, which was handled by Hackford. The film was shot using a variety of musical instruments, including the piano, violin, and guitar. The film was released in 1982 and was a huge success, both critically and commercially. It was nominated for several Academy Awards, including Best Picture and Best Score.
NEW YORK'S FINEST — Manhattan's cable TV show Crashing New York recently interviewed three of the city's top DJs, Shep Pettibone, Bruce Forrest and Randy Murray (L-R: Randy Murray, The Funhouse; Shep Pettibone, KISS-FM; Gloria Frye, host of Crashing New York; Bruce Forrest from Better Days and Jon Goldwater, producer, Crashing New York.

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

By Paul Iorio

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

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

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

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

25 Years Ago In Cash Box

November 5, 1980 — Sonny Bono, former A&R man for Specialty, now with California Record Distributors, and promoting "The Scratch" by Ty Terrel on Lone Records... "Eloy Face and Hal Smith, two Pittsburgh Pirate players who helped break the record, have been teamed on a Rob and LP. "2 Bucs At The Holiday..." Weiner Bros. reports surprised at the reaction from adults to the new John Raitt package, "Songs The Kids Brought Home From Camp... We take wholeheated objection to Si Fisher's dissertation on the mating of Janza and Price, his choice of Martini-MF's listening guide. Fisher refers to this mating as "She's Shotting Wedding" (the title of the article) points to John Lewis, Bill Russo and Gunther Schuller as the "Tireless Trio" in this forced and unwanted marriage... and refers to what Ornette Coleman and Cecil Taylor are doing as the right direction... The Record Industry Association of America has launched an investigation into the unauthorized taping of phonograph records for background music purposes... France: What else after her long and serious illness, Edith Piaf is readying a new recording session. Further success is Edith's reply to her close call with the Grim Reaper... "The Queen - A Dream Comes True" by Kitty Wells "Every woman, when a girl, dreams of one day being a Queen. So when that dream comes true, even though it's only a title, it fulfills that desire. In a sense, that is what Country Music has meant to me. With the powers-that-be bestowed upon me in this title. "Queen of Country Music," it was as though the little girl had found her throne, her royal power, her subject, and here it's a wonderful feeling."... Pat Boone appeared on Wink Martindale's POP show to sing his new songs, "Alabama" and "Dear John..." Domenico Modugno, in the States promoting his new Ducci release, "SI SI," dropped up to The Cash Box office to find out the latest developments of his record.

WCI Posts Third Qtr. Earnings From Film & Record Divisions

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

Third quarter income from continuing operations of $34,060,000, or $.50 per share, nearly tripled over 1984's comparable income from continuing operations of $11,862,000, or $.17 per share. Not income of $34,060,000 in the third quarter increased 40% over $24,362,000, or $.36 per share. In the third quarter of 1984, not income in the third quarter of 1984 included a $12.5 million extraordinary tax benefit resulting from WCI's share of Warner Bros.' tax benefit from the Warner saga of a $356,718,000, or $.50 per share, income in the third quarter of 1984. Earnings for 1985 were up 7% over comparable 1984 revenues of $1,488,142,000.

The 1985 three-month results include an after-tax gain in the second quarter of approximately $8,200,000 on the sale of 20% of WCI's stake in Hasbro, Inc. The 1984 figures reflect a loss of $366,718,000, or $.50 per share, on discontinued operations and a $12.5 million tax benefit resulting from Warner's operating loss carryforward.

Operating income from WCI's Recorded Music and Music Publishing division was up 4% to $23.5 million, a new record for a three-month period. Concurrently, earnings of $78.0 million represent a 36% increase over 1984's comparable results.
Gallup To Rotate Indie Chart Input

By Chrissy Iley

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

At present, indie shops accounted for just under half the chart returns panel. Gallup’s practice is now “to get Dataports on the move,” says chart manager Godfrey Rust. The number of shops which will be called and the same number of new shops will be added to the panel and will receive Dataports so they can make returns. Within 18 months a complete change of panel will be taken place and thereafter rotation of the indie list will continue.

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

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

United Kingdom

LONDON — Thorn EMI put a stop to the rumours this week by making a declaration that EMI Music is not for sale. However, the company did say that it is considering other leisure divisions — Screen Entertainment in particular — is open to offers. Group chairman Sir Graham Wilkins caused the confusion last week via a comment he was able to direct the board for which a body should be interested in all at.

A statement issued this week stressed he was not referring to the EMI Music division. The statement went on, “Although Thorn EMI’s interests are made by third parties expressing interest acquiring sectors of the group’s business, Thorn EMI is not considering and has no plans to sell any part of its worldwide music operations with any other organization.

Paul Hardcastle, who has just emerged his enormous hit “19” with a track called “Just For Money,” after researching his subject matter — The St. Valentine’s Day Massacre and The Great Train Robbery — for several weeks, Hardcastle set about finding the right voices to play the various parts. Two of his all-time heroes — Bob Hoskins and Lord Oliver — accepted the challenge. Apparently when Oliver heard the project he knew Hardcastle would be involved in a similar kind of pop record. He has obviously taken a renewed interest in the music scene since he took the part in Dave Clark’s Time musical.

Hardcastle has recorded the very distinctive voices of Hoskins and Oliver, Hardcastle is left with a potpourri of voices and voices which the will have two infamously famous in question and leaves a haunting note of the things some people will do... just because.

The incredibly successful company Amstrad has planned to install a compact disc player, with radio, twin cassette players and a multi format CD player, included for an unbeatable price of £29.95.

Amstrad boss Alan Sugar says “CD is the future for sound reproduction — but until now it was only affordable by the rich. Once people can afford the hardware and hear the difference, higher sales will bring the price of discs down.”

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

Argentina

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

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

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

The second volume of “Musica Total” is being prepared predominantly by PolyGram, after sales of the first volume exceeded the 30,000 unit level. The title is taken from the top of the charts. This time, the record has been sold to the teen market. Although Channel 2 airs from the city of La Pista, forty miles south of Buenos Aires, it captures a share of the audience with programs like this one and returns of old serials like The Sopranos and San Francisco and Saretta.

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

Miguel Smiloff

Argentina

TOP TEN 45’s
1 Los Piojos — “How’s It Going to Be?” — Rand Aid — PolyGram
2 Los Muchachos de Hoy — “Luis Miguel” — EMI
3 Diario de Una Mujer — “Mar Tim” — Music Hall
4 Nino Bravo Estrella — “A Disc
5 Hombre Loco en Paris — “Un Union” — EWA
6 La Banda de Sarah — “Yo Quiero Ser” — PolyGram
7 Some Guys Here — Rod Stewart — EWA
8 Confraternidad — “Yo Se Que” — CBS
9 I Want Rock — Twist Sister — EWA
10 Supernova Love — Donna Summer — EWA

TOP TEN LP’s
1 Los Piojos — “A La Vida” — Valeria Lynch — RCA
2 Creole — “Victor Heredia” — PolyGram
3 20 Great Hits — Canzoni Classic — Interdisc
4 Rock The Villas — “Yes” — PolyGram/AM
5 Por Amor Al Alma — “Danyo” — EMI
6 Himno Nacional — “Viva La Juventud” — PolyGram
7 WEA Originales — Various Artists — PolyGram
8 Sweet Dreams — “Sintetizar” — PolyGram/AM
9 Amores de Mi Vida — Fernando de Madariaga — CBS
10 El Regalo — Piero — CBS

Italy

TOP TEN 45’s
1 Into The Groove — Madonna — WEA/Sire
2 Part Time Lover — Stevie Wonder — Ricordi/Motown
3 L’Esatta Visione — Rogerio — CGD
4 Live Is Life — Opus — CGD
5 Money’s Too Tight — Simply Red — WEA
6 If You Love Somebody Set Them Free — Sting — PolyGram/AM
7 Maria Magdalena — Sandra — Virgin
8 19 — Paul Hardcastle — RCA/Chrysalis
9 Dancing In The Street & M.J. Jackson — CBS
10 Cenereolina — Martinei — Many Rec.

TOP TEN LP’s
1 La Vita E’ Asfido — Claudio Baglioni — CGD
2 Like A Virgin — Madonna — WEA/Sire
3 The Great American Songbook — “Sting” — PolyGram/AM
4 Cosa Succede in Città — Vasco Rossi — Carosello
5 Scateno E Tarocchi — Francesco De Gregori — RCA
6 Asia Non Ame — Charly Garcia — PolyGram/AM
7 In Square Circle — Stevie Wonder — Ricordi/Motown
8 Born In The U.S.A. — Bruce Springsteen — CBS
9 Kalwenn — Eduardo Benetano — Ricordi
10 Festival ’85 — Various Artists — CGD

United Kingdom

TOP TEN 45’s
1 The Power Of Love — Jennifer Rush — CBS
2 Trapped — Colonel Abrams — MCA
3 Take On Me — A-Ha — Warn Bros.
4 Miami Vice Theme — Jan Hammer — MCA
5 Alive & Kicking — Simple Minds — Virgin
6 Gambler — Madonna — Sire
7 St. Elmo’s Fire — John Parr — London
8 I Was — Midge Ure — PolyGram
9 Lean On Me — Red Box — Sire
10 Save To The Rhythm — The Blakes — Jones Island

TOP TEN LP’s
1 Hounds Of Love — Kate Bush — EMI
2 The Gift — Midge Ure — Warn Bros.
3 Like A Virgin — Madonna — Sire
4 Brothers In Arms — Dire Straits — Vertigo
5 In Square Circle — Stevie Wonder — Ricordi/Motown
6 Vital Idol — Billy Idol — Chrysalis
7 The Head On The Door — The Cure — Fiction
8 Mad Not Mad — Madness — Zircon
9 Samantha — Peter Gabriel — Harvest
10 Here’s To Future Days — Thompson Twins — Arista

Melody Maker
**Street Level**

**A Customer Survey**

By Jude Lyons

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

<table>
<thead>
<tr>
<th>Name</th>
<th>Age</th>
<th>Number of Purchases Per Month</th>
<th>Titles Purchased</th>
<th>Configuration</th>
<th>Comments</th>
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<tr>
<td>Mohammed Salim</td>
<td>26</td>
<td>Four</td>
<td>&quot;Ship Ahoy,&quot; The D'Jays</td>
<td>Album</td>
<td>&quot;I love music and heard this band on KISS FM and on 104. Don't forget 104 — I listen to them all the time.&quot;</td>
</tr>
<tr>
<td>Walter Tatt</td>
<td>37</td>
<td>Two</td>
<td>&quot;The Band,&quot; soundtrack to Miami Vice</td>
<td>Albums</td>
<td>&quot;I heard Miami Vice on TV of course and I liked it and I bought The Band for nostalgia.&quot;</td>
</tr>
<tr>
<td>Sandra Johnson</td>
<td>37</td>
<td>Six</td>
<td>&quot;Emergency,&quot; Kool &amp; The Gang</td>
<td>Album</td>
<td>&quot;I like the music ... it's real nice.&quot;</td>
</tr>
<tr>
<td>George Lopez</td>
<td>30</td>
<td>Twelve</td>
<td>None</td>
<td></td>
<td>&quot;I wanted to buy the new Heart album, but this store is priced too high.&quot;</td>
</tr>
<tr>
<td>Gregg Reiff</td>
<td>14</td>
<td>Not many</td>
<td>&quot;Sussudio,&quot; Phil Collins; &quot;Make It Big,&quot; Wham!</td>
<td>Various</td>
<td>&quot;I heard their music on WPLJ and I wanted to buy it to have at home.&quot;</td>
</tr>
<tr>
<td>Ezquio Menaye</td>
<td>13</td>
<td>First record</td>
<td>&quot;Around The World In A Day,&quot; Prince</td>
<td>Album</td>
<td>&quot;I wanted my own copy of his latest album.&quot;</td>
</tr>
<tr>
<td>Carl Lauer</td>
<td>36</td>
<td>&quot;Very rarely do I buy records.&quot;</td>
<td>&quot;Clowno,&quot; Abeto</td>
<td>Compact Disc</td>
<td>&quot;I bought it for the composer because I'm familiar with his music.&quot;</td>
</tr>
</tbody>
</table>

**RIAA Reports Industry Unit Shipments Decline For First Half of 1985**

NEW YORK — Total industry unit shipments of recordings declined 4.3 percent in the first six months of 1985, according to figures released by the RIAA. The dollar volume of U.S. manufacturers net shipments of pre-recorded records and tapes rose slightly by 1 percent for the first six months of 1985, over a comparable period last year, calculated at suggested retail list price. Unit shipments of compact disc rose dramatically by 391 percent, while the dollar volume of the newest configuration went up by 314 percent. LPs, EPs, single records and eight-tracks declined.

There were 298.2 million total units shipped through the first half of 1984, a decrease of 4.3 percent. Calculated at suggested retail list price, 1985 shipments were valued at $1.931 billion, compared to $1.929 billion for the comparable period last year, representing virtually no change.

**LASER DISK VIDEO JUKEBOX Unveiled By Video Networks**

By Paul Iorio

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

"We've solved a lot of problems with this product," says Korn, "particularly the quality problem with tapes and the breadth of selections available." He claims that the laser disk begins at a much higher quality standard than the video jukebox and its disks can be replaced for this quality degradation to become noticeable, says Korn. Laser disks can also store more than five times as many selections as the largest capacity audio jukebox, with up to 1,000 programs available to the consumer.

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

**AFM Comes Out Against Censorship**

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

On the other hand, Fuentealba, who heads the world's largest union of performing artists, says pornography is unnecessary to sell records. "It's certainly the wrong approach to stardom," he says, "and no substitute for talent and musicianship. In fact, once you get past shock value, there is nothing."

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

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

**Octavian Signs Scallions**

It was celebration time at the Purple Parrot in Atlanta recently following the signing of the Scallions Sisters by Octavian Artist Management. Pictured toasting the occasion (l-r) are: (top row) Jim Spencer; Scott Sanders; Anne MacDonald; Missy Speer. (Bottom row) Carolyn Bennett; De Vog; Cindy Diamond; Fred Jacobsen.
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FOR SALE: TWO TIGERS $975, KING FU MASTER $350, HOO YER $225, GONG WU $150, CHINESE TIE-DYE TABLE & LITE NEW $135, SUPER BASKETBALL (Like new) $1250, SLINGSHOT $150, PAW PAW $45, SING-SONGER $1425, SPACE SHUTTLE $155, CAMOU-FLAGE SING-SONG $99, KUNG-FU KIT $1795, SUPER SLED $95


DYNAMO ROLO TABLES 4x4 $1000, 1x3 $100. balance $120, & balance C.O.D. I want to buy 22 Climewide Cig. Tables with 240 cigarettes. Call 315-1240, (Clairmont Dr. at 114 South 12, P.O. Box 3564, Temple, TX 76501.

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HANDS ACROSS AMERICA (continued from page 7)

As can be expected, celebrities will be involved. The initial co-chairpersons of the event are Bill Cosby, Kenny Rogers, and Pete Rose, though Kragen promises "thousands and thousands of celebrities on the list. One knows who you're standing next to in the line." MTV has committed to help organize and promote the event. Artists' agents are currently in the works for various related projects, products, and promotions. "Hands Across America" will be coordinated from a national headquarters office in L.A. The route has been divided into 200-mile segments, which will be further divided into one-mile segments. Local community organizations will be enlisted to fill specific miles, and donors will be given a specific mile in which to stand. Coca-Cola, the initial sponsor — other sponsors are being sought — will utilize its entire network of distributors and bottlers to help get the word out. (Ironically, "We Are the World" was penned by Lionel Richie, who Kragen manages, and Michael Jackson, both Pepsi endorsers.)

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

Sheena Easton (continued from page 14)

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

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

LOVELESS SIGNS — Broadcast music inc. recently signed singer/songwriter Patty Loveless, who is affiliated with MCA Records. Loveless is a newly-singed MCA Records artist whose first release, "Lonely Days, Lonely Nights," is scheduled for release in November. Loveless is the daughter of the late Country music legend, Porter Wagoner.


American Music Gets Its Own Week

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

"American Music Week" was conceived to generate more popular appreciation of American music and greater awareness and appreciation of this music by the general public. The project has been extremely successful in both of these goals. More than 700 American works, including over 50 premières, will be performed during the festival. Live concert attendance is expected to exceed 150,000; the national audience for radio and television events is expected to be more than 12 million. Thirty-five symphony orchestras, 90 chamber music groups and over 70 universities and schools will participate. Events will include the New York Philharmonic's Celebration of Aaron Copland's 80th Birthday, a broadcast on "Live from Lincoln Center," the 10-day experimental music festival, New Music America, in Los Angeles; and city-wide festivals in Boston, Memphis, and Orono, Maine. The Public Broadcasting System will air "Gospel at Colonus" and National Public Radio will broadcast a concert by the Denver Chamber Orchestra.

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

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

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

How's business at Atlas Dieg, Inc.? Well, for openers, Williams "Combat" and Sega's "Hang On" and "Ride On" are doing "sup-
er," according to company exec Jerry Marcus. Kits are still moving well, he added, with emphasis on The Shanghai Kid, Tank (continued on page 47)

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

Farmer and Rudowicz Join Intermark

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

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

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

Rudowicz, who was named vice president-marketing of Intermark's Amusement Division, formerly served as vice president sales and marketing for Bally Distributing Corp. From 1979 to 1983, before joining Bally, he served as general manager of Rowe International, Inc., where his responsibilities included full operational and financial accountability for several company owned distributor offices throughout the United States. His additional management and sales experience includes a position as regional sales manager (southern and central New Jersey) of Motorola Communications and Electronics, Inc. Rudowicz received his bachelor of science degree in business administration from the University of Hartford.

Intermark Gaming International, Inc., located at 7988 E. Acoma Drive in Scottsdale, Arizona, designs and manufactures microprocessor-controlled gaming devices, the first of which was a "talking" video poker machine. The new Amusement Division will allow Intermark to position itself in the expansive market for coin-operated non-gaming devices.

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

Seeberg Expands Distribt Coverage

CHICAGO — Bob Breither, director of marketing for Seeberg Phonograph Corp., announced that S.O.S. Distributing of Denver, Colorado, has been appointed an authorized Seeberg distributor for the Rocky Mountain region. S.O.S., located at 975 E. 5th Avenue, Unit F, is piloted by two young veteran Seeberg advocates, according to Breither.

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

Bally Sente Honors Betson

CHICAGO — Beto Enterprises of Moonachie, NJ was recognized for excellent sales performance on behalf of "Hat Trick," the hockey video game designed by Bally Sente Inc., in Sunnyvale, California. Dave Meyers, sales manager for Beto, credited the game's longstanding popularity as the force behind the outstanding performance of his sales team.

"This game ranks among the Top 10 ever since its introduction in late 1984," he explained. On the other hand, Bernie Powers, Bally Sente's director of marketing and sales, recognizes Betoan, a top producer in his company's distributor network, as "aggressive" and "tenacious" in its sales efforts. "A fine reputation and their commitment to being a top revenue-producing office in our nationwide system really pay off," said Powers.

Powers added that another recognition is also a launching pad for Bally Sente's imminent introduction of "Team Hat Trick" — the four-player version of the hockey game. Team Hat Trick will be one of the several new Sente games featured at the upcoming AMOA show in Chicago. "In this adaptation, the game is housed in a specially designed, four-player-type cabinet with an overhead marquee being the source for the background sounds," he noted. "Test marketing in progress right now indicates enthusiasm is high for a version which allows for greater social interaction."

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

Secure

Dynamo's newest innovation—a totally modular coin box assembly has been designed to make Dynamo pool tables less expensive and much easier to repair following break-ins. The entire assembly is made of rugged, high impact polystyrene foam to match the table's corner and leg assembly. It will not bend like metal and can be replaced in sections—door, door frame or coin box housing to save you time and money.

If you're interested in trouble-free protection for your investment, call Dynamo today and find out how you can put a Dynamo pool table to work for you.

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Dynamo Table
Sunder Table

Another Hit! — Capcom Co. Ltd. president Kenzo Tsujimoto (photo 1) poses with his smiling "Ghosts 'N Goblins" during a recent meeting in Atlanta when the game was introduced to American distributors. D.C.I., Inc. of Atlanta and Taito America are joint venturing the marketing and manufacture of the game in the United States. Another highlight of the event was the golf tournament featuring members of the Capcom and D.C.I. staffs. Capcom's marketing director George Nakayama scored a hole-in-one and received an appropriately inscribed plaque for his accomplishment (photo 2, l-r) presented to him by Taito America president Paul Moriarty.
**Nomac Launches Four-State Dart Tourney**

CHICAGO — Nomac, Ltd., manufacturer of Pub Time Darts, recently announced a $20,000 Four-State Soft Tip Championship tourney for players in Minnesota, Wisconsin, Illinois and Indiana. The tournament will take place during the period of November 1-3, 1983 at an as yet undetermined site in Chicago. Event has been scheduled in conjunction with this year’s AMOA Exposition.

Players may qualify at the location level and the qualifying kits, at a purchase price of $50 each, will be available through the following operators: Dave Maril, Rockford Star Games (northern Illinois); Mike Kelly, Northgate Amusement (southern Illinois); Sam Westgarre, Williams Enterprises (southern Illinois); Sam Westgarre, Williams Enterprises (Indiana); Rollie Beach, Beach Distributing Co. (Minnesota) and Video Doctor, Inc. (Wisconsin). For every kit purchased through a state association, Nomac will give $10 to that association in acknowledgment of their support of this project.

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

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

Further information about the tournament may be obtained by contacting Nomac Ltd., 901 Armstrong St., Algonquin, Illinois 60102 or phoning the toll free number 800-323-0449. Illinois residents may call the company at 650-1666.

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

By Frank Manners

Anyone who bought a seat for the roller coaster ride the coin-op games industry has taken the past few years knows that the ups and downs have probably caused more discomfort for the distributors than any other segment of the business. Even a number of the largest distributing chains, with substantial capital backing, have been unable to keep their heads above water.

It seems strange, then, that one of the most experienced distributing people in the industry decided to pick 1983 as the year to open his own distributing company. Strange, that is, until Steven Henderson tells you why he has recently opened Operators Distributing Inc. in his hometown of High Point, North Carolina.

In many ways, the beginning of 1983 was possibly one of the worst times in the history of the industry for distributors. To Steve Henderson, a ten-year veteran, that signaled opportunity. “I asked operators why they weren’t backing through their local distributors like they did in the past and I got some very interesting answers,” Henderson said.

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

**Game Plan Names**

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

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

In commenting on the expansion move meetings facing them had gained a valuable hands-on education.

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

**Two New Dists**

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

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

Seems Like Old Times

Here we are at the opening of another annual AMOA convention. The stage is set at the Hyatt Regency Chicago where there will be upwards of 430 exhibits showcasing an abundant array of coin-op amusement/entertainment equipment in all categories, along with related products and services. There is an enthusiasm for this show which remediation of the “good old days” of the not so distant past when exhibitors went all out to fill the hall with as many new products as they could get on display for introduction at this major industry event.

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

Remember the days (not that far in the past) when manufacturers hosted elaborate parties during AMOA to the point where there were so many held during a brief period of time that it was really difficult to attend them all! Well, while the recession put a stop to “elaborate” we are certainly seeing a renewal of the party spirit this year. There are a number of social events being hosted—many at the same time on the same night. Isn't this another good sign?

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

This year's show will be administered by AMOA's new management firm, Smith Bucklin—who came aboard rather late into preparations for Expo, but being a professional and highly reputable organization, managed to come through beautifully. AMOA Expo '85 has so much going for it. Seems like old times, doesn't it? See you at the Show!

Camille Compasio

NEW EQUIPMENT

Countertop Poker

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

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

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

Pacer Poker is not a gambling device and is designed to be legally operated in any U.S. jurisdiction, according to DCI. The game awards points to winning hands, never credits, and its skill factor allows it to be operated legally in areas where some amusement only video games have been disallowed.

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

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

Pro Wrestling Kit

CHICAGO— "With all the hype and interest in professional wrestling, our new "Matmania" kit is sure to attract players and keep them coming in an effort to wrestle their way to the championship," says Joe Kaminkov, marketing director of Memetron, Inc. in describing the firm's newest conversion kit. "Matmania" offers the ultimate challenge—a match of wits and skill featuring all the classic ring techniques used in today's professional wrestling arenas. Events are introduced by a ringside announcer and player—one or two to alternate each one of five awesome opponents for up to three minutes. Timely use of the joystick and buttons maneuvers the player into position and activates all the standard as well as many spectacular moves including Sunset Flip, Rolling Sole-Butt, Pile Driver, Lariat, Finger-Lock and more. Everything designed to weaken the enemy and gain a third second pinfall win. The player can also throw his opponent out of the ring and win the match by preventing his return up to a count of 20. After each win, the player takes on a new opponent for another period of three minutes.

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

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they're as popular as ever . . .
**Coin Machine**

**Cash Box Spotlight On New Equipment**

**Fight It Out**

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

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

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

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

**‘Role-playing’ Vid**

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

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

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

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

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

There are over 100 different mazes in the game and if a player survives long enough, instruction is repeated in a different order to provide uninterrupted entertainment. Gaun-

**Let's Play Golf!**

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

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

Here's how the game plays. One to four players may participate. There are 18 challenging holes and a tee-sect switch allows the player to select one tee-off position for each hole. The controls consist of a track ball by which the player directs and "hits" the golf ball. Each player starts with three holes and additional holes are earned by shooting below par on any hole. The scores are recorded not only in bonus points but also as a comparison to par.

The game has an operator adjustable feature which allows add-a-coin options for the players to continue playing the game. This option, when provided, allows play continuation once throughout each game for each player, and it is disabled on the last four holes. The Sente Mini-Golf SAC also premiers a new program in conjunction with Video Operators Children Alert Line (V.O.C.A.L.). Pictures and descriptions of two missing children are featured in the attract mode.
ALL FOR LOVE

the latest edition

by New Edition

"Count Me Out"

MCA-3725