Mr. Mister
Now It's A View From The Top
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CAPITOL EXPANDS ROLE IN CHINA
HOBERMAN TO EXIT ABC RADIO
RECORD BAR RUMORS FLY — SEE SHOP TALK
TALENT ON STAGE: BELAFTONTE, 10,000 MANIACS
GUEST EDITORIAL: NAS, KEVIN ODEGARD
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GUEST EDITORIAL

Writing Songs For A Living (Songwritus Americanus)

By Kevin Odegard

HUGO'S RESTAURANT, HOLLYWOOD — Jon Lind is contemplating his next move in the high-stakes game of hit songwriting. After spending fifteen ‘formative’ years under the guidance of manager Bob Cavali, culminating in a stint with pop genius Maurice White, Lind has registered two major successes, first with E.W.F.'s "Boogie Wonderland," followed by Madonna's megahit, "Crazy For You," earlier this year.

He is searching for the knockout punch that will send his songwriting and producing career into high gear. Something to insure a future in doing what he loves best. In a crowded field where change and innovation are passwords, in an era where songwriters earnings are being eroded by home taping and threatened by legislation (HR 3521), Jon Lind yearns for stability.

His day begins at 6:30 a.m. each morning with a three-mile run, rain or shine. While driving his three children to their schools, yesterday's rough mixes rumble from the car speakers, to pass under the scrutiny of the 'tribe,' each a trusted partner in daddy's work.

By 9 a.m., Jon is in his music room, at the piano, reviewing melodies and preparing for the day's sessions and meetings with collaborators, studio musicians and industry executives. "There's a certain efficiency in all the family pressures," he says. "That adds a truthful, realistic edge to my work."

Everyman or dinosaur, Lind is now pursuing greater control over his destiny, and seems a likely candidate for survival, at least as long as the rest of his species, which now faces possible extinction in the face of a heavily-financed lobbying effort by manufacturers of blank tape and dual dubbing machines. While vowing to spend "up to $10 million" to 'educate' young music lovers on their 'right to tape,' these manufacturers are biting the creative hand that creates a market for their products in the first place. Without great songs, and songwriters like Jon Lind, there would be no music worth tapping.
### The Cash Box Top 100 Singles

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<th>Title</th>
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**WINNER'S CIRCLE**

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<td>CLARENCE CLEMONS AND JACKSON BROWNE</td>
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<td>(A&amp;M)</td>
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<td>(A&amp;M)</td>
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BY DAVID ADELSON

LOS ANGELES — Noting that further discussions regarding pop repertoire are forthcoming, EMI Music and Capitol Industries announced last week, "A unique agreement with the China Record Company (CRC) covering the supply of blank tape, the introduction of Capitol's XDR tape master and an exchange of (classical) repertoire."

The agreement follows extensive negotiations and a recent visit to the Chinese mainland by EMI Worldwide and Capitol Industries chairman Bhaskar Menon and Sony Ortophonic ranking EMI/Capitol executives.

Capitol Magnetic Products Division had previously been supplying the Chinese with magnetic tape and will continue to do so under the terms of the new agreement.

What is unique about the multi-faceted agreement is the exchange of classical repertoire which will begin January 1, 1986. Under the terms of the agreement, EMI/Capitol and CRC will have first option rights to each other's classical repertoire. The first 15 months of these agreements will see an exchange of approximately 10 titles, according to Capitol.

The agreement will include the entire People's Republic Of China while Capitol will be responsible for all other territories.

The agreement will also involve an exchange "of technical and manufacturing technology and information and collaboration in the areas of magnetic storage, media technology, record manufacture, tape duplication processes and recording studio equipment, design and operations."

Sources close to the agreement have noted that the major advantages to EMI/Capitol lie in what has been a previously unexplored market. The CRC has comparatively little to gain through the process of technological exchange, the potential for further exposure of EMI/Capitol in China has been greatly increased by the agreement.

The agreement and the CRC have also agreed to substantially increase the number of titles of CRC's Chinese repertoire. "We are involved in the Southeast Asia territories of Hong Kong, Philippines, Taiwan, Singapore, Malaysia, Thailand, Indonesia and Sri Lanka.

Commenting on the agreement, Bhaskar Menon noted, "EMI has for many years enjoyed a special relationship with both the Chinese Record Company and the Chinese government as a result of our historic association and presence in China. We are delighted to continue our close links and further establish EMI Music as a truly international music company by being in a position to offer high quality western repertoire coupled with the ability to market Chinese classical repertoire outside China and operate in the dual role of suppliers of back magnetic tape and our exclusive XDR technology."

LOS ANGELES — In what may be the first promotion of its kind, MCA Records, in association with NY-based Rockamerica, will host a series of promotions with video clubs and radio stations nationwide in which videos by at least 19 MCA artists will be seen and heard.

"Video nights," the promotion will be called, November 20 through December 23 and involves approximately 29 clubs, each with its own local radio station that reaches at least 2 million markets coast to coast.

The clubs are encouraged to develop their own contests, with a full year of MCA record service as grand prize.

MCA has prepared four 90-minute programs, each of a different musical flavor, including "Premium," "Fresh," "Deluxe," and "Mixed." The programs are divided into 15 minute segments. Clubs may choose to run the entire program straight through, or intersperse other programs of their own choice.

The radio stations, which include Detroit's WLLI and LA's KQRO at press time, will either broadcast live from the participating local club, or provide on-air promotions or tape from the local club's "video night." "Rockamerica's Fizz, is said to be considering a TV tie-in with local music video channel TV-5.)

The promotion also includes the CMJ (College Music Marathon) semi-annual Music Marathon seminar, CMJ. Doug approximated me with an idea to promote one of his bands, "The Damneds," Metrick told Cash Box, "and I said, Well, instead of just boosting "The Damneds" ability to..." (continued on page 38)
**THE MAN, THE MYTH, THE VIDEO** — Following a recent screening of his MCA Home Video release Stand By Me: A Portrait of Julian Lennon, the recording artist posed with MCA executives and manager Dean Gordon during a post-screening cocktail party at the Roof Garden of L.A.'s Sheraton Universal Hotel. Hundreds of industry notables were in attendance. Pictured (l-r) are: Louis Feola, vice president, distribution, MCA Distributing Corporation; Jerry Shared, senior vice president, MCA Home Video; Lennon, Jane Ayer, director of public relations, MCA Home Video, and Gordon.

**BUSINESS NOTES**

**Recording Academy Announces Hall Of Fame Nominations**

LOS ANGELES — Twenty-six recordings covering a broad spectrum of music — pop singers and groups, big bands, classical artists, country singers, jazz pianists and original Broadway show casts — have been selected as this year’s final nominations by the 96-member Hall of Fame Elections Committee of the National Academy of Recording Arts and Sciences (NARAS). The recordings cover a 30-year span, from Hoagy Carmichael’s 1927 version of his own “Star Dust” to Sam Cooke’s “You Send Me” and the original cast album of “West Side Story,” both released in 1957, the year before the beginning of the Academy’s annual Grammy Awards. (Only recordings released before the Grammys are eligible for Hall of Fame honors.)

Most nominated performer this year is the late Tony Tom Dowrey for his versions of “Boogie-Woogie,” “Marie,” and his theme song, “I’m Getting Sentimental Over You.” Artie Shaw and Benny Goodman had two of their recordings selected, the former’s “Frenesi” and “Star Dust”; the latter’s “And the Angel’s Sing” and his collaboration with Bela Bartok and Joseph Szigeti on Bartok’s “Contrasts for Violin, Clarinet and Piano,” one of three classical albums to be nominated. Country music is also well-represented by Carl Perkins’ “Blue Suede Shoes” and Kitty Wells’ “It Wasn’t God Who Made Honky Tonk Angels,” along with two country-tinged recordings, “Cool Water” by Sons of the Pioneers and “The Tennessee Waltz” by Patti Page.

Eight different record labels are represented, with RCA Victor leading with nine nominations, closely followed by Decca with seven. The Hall of Fame Elections Committee, composed of leading music historians, musicologists and others well-versed in recordings released before 1958, is now in the process of voting for the five recordings that will join the 56 already inducted into the Academy’s Hall of Fame. Winners will be announced on January 9th.

**Jem Acquires U.S. Distribution Of Fonit Cetra**

LOS ANGELES — Jem Records has concluded an exclusive distribution agreement with Fonit Cetra, SPA of Milan, Italy. Jem will be sole importer and distributor of the Fonit Cetra catalogue in the U.S., including their compact disc line.

Fonit Cetra is primarily an archive label that features the works of many of the world’s most popular operatic and symphonic artists. The catalogue also boasts a selection of Italian pop and folk recordings of international repute. Sales and marketing of all Fonit Cetra product will be handled by Jem’s One World division, which is headed by Chris Spinosa.

Jem will have the first Fonit Cetra compact discs available late in January or early February 1986. A selection of recordings on LP and cassette will be on hand a short while afterwards.

**Vestron Reports Record Sales, Earnings For Third Quarter**

NEW YORK — Vestron Inc. reported record sales, earnings and earnings per share for the third quarter and first nine months of 1985. For the third quarter ending September 30, Vestron revenues were $500.8 million, an increase of 76 percent over the comparable 1984 quarter. Earnings were $9.5 million or $0.27 per share, an increase of 90 percent over the $5.0 million, or $0.14 per share, earnings in the 1984 third quarter. For the nine months, Vestron revenues rose to $141.6 million from the $78.1 million recorded a year earlier. Earnings rose to $27.7 million, or $0.60 per share, up from the prior year’s total of $11.7 million, or $0.34 per share.

**EXECUTIVES ON THE MOVE**

Shapiro Appointed — Harvey Shapiro has been appointed executive vice president, CBS Songs Division, CBS/Records Group. He will be responsible for overseeing all phases of the Division’s activities, both domestic and international. He has been vice president and general manager, CBS Songs, since 1982. Shapiro joined CBS in 1972 and has served in various financial and administrative positions. In 1977 he was named director, music publishing operations, CBS Records International, and in 1979 was appointed vice president, CBS Records International.

Schuch Named — John Schuch has been appointed director, A&R administration, west coast, CBS Records. Schuch's responsibilities will include administration of all west coast artists and associated label contracts, preparation and administration of all west coast talent budgets and the supervision of the west coast A&R administration staff.

Nielsen To MCA — Tina Nielsen has been appointed to the position of associate director of copyright administration for MCA Records. In this position, Nielsen will have overall responsibility for the copyright department at MCA Records. Prior to this appointment, Nielsen was manager of copyright and licensing for Warner Bros. Records for the last two and a half years, and, for the previous three years, served as copyright administrator for Elektra/Axylum Records.

Thagard Tapped — Chuck Thagard has been appointed to the newly created position of national media relations manager for Columbia Records. Thagard comes to Capitol on the heels of a one and a half year stint as national sales and product manager for RKO Home Video.

Lang Named — Marayne Lang has been named vice president of special projects for the Chappell/Intersong Music Group — USA. The announcement was made by Irwin Z. Robinson, president of the publishing company. Headquartered in New York, Lang most recently held the positions of director of special projects, creative, and production and was the leading agent for marketing and sales at MCA, Inc.

Sherman To JCI — JCI Video has named Richard S. Sherman as vice president of sales and marketing. Prior to joining JCI, Sherman served as senior vice president of marketing and distribution for Motown. He was also with Capitol in the same capacity before joining Motown.

Smith Named — Video Pool Inc. has announced the addition of Alexandra Smith as editor of Video Pool’s newsletter “Profile” and art director for the company. The addition of Smith coincides with Video Pool’s growing dedication to its monthly publication. Smith comes to Video Pool after working as a graphic artist for WEA International in Mexico City’s film operations.

Posner Elected — Neil B. Posner has been elected president of 52nd Street Inc. by the board of directors for the audio services company. He was promoted from general manager and will retain his duties as chief financial officer. As president, Posner will head 52nd Street Inc.’s plan for expansion into the film, television, advertising and audio production industries.

Winter To Expose — Leslie Rosen, president of Expose’, Inc. has announced the promotion of Diane Winter to vice president of operations for the marketing and public relations firm. Winter has been with Expose’, Inc. since 1983. During her tenure at Expose’, Winter served on the Compact Disc Group board of directors. Prior to joining Expose’, Inc., she worked with A&M Records and United Artists Records.

Drakas Tapped — Pat Monaco, president of Landmark Distributors Inc., has announced the appointment of Gari A. Drakas to the post of general manager for Landmark Distributors, effective immediately. Most recently Drakas was associated with Sunshine Distributors.

Tourangeau Named — Pam Tourangeau has just joined Embassy Home Entertainments manager, public relations/publicity, it was announced by Rand Bleimester, senior vice president, distribution, Embassy Home Entertainment. Tourangeau will be responsible for all publicity and public relations activities for EHE. In her new position she will supervise the production of press releases and press kits and will devise publicity campaigns to generate nationwide press and media coverage for EHE releases, acquisitions, promotional and corporate activities.

Levine Westwood One President — Levine, One chairman Norman Pattiz, who adds Levine to the title of chief executive officer of the Mutual Broadcast System to his current role as CEO at Westwood One.

According to Pattiz: “The title of president not only represents the logical reward for outstanding performance, it intuirsts financial continuity for this rapidly growing enterprise. Arthur has earned it. He deserves it. And it gives me great personal pleasure to see it happen.”

Cash Box/December 21, 1985
Bye Bye Ben
Hoberman To Exit ABC After Cap Cities Merger
By David Adelson
LOS ANGELES — In a long speculated move, ABC Radio president Ben Hoberman has announced he will leave the company when the merger between ABC and Capital Cities has been completed.

Stating that his departure is "tinged with mixed emotions," Hoberman noted, "As ABC enters a new era with Capital Cities, I felt that the time was right to set my sights on other opportunities and look for new challenges in and outside of the broadcasting industry."

Among the changes that occurred under the leadership of Ben Hoberman were:
- The expansion of four ABC Radio Networks to six and the addition of ABC Talkradio as a long form programming service.
- The conversion to digital satellite transmission of all network programming.
- The acquisition of ABC Watermark, producer of such shows as "American Country Countdown with Bob Kingsley."
- A sizable investment in the improvement of technical and broadcast facilities for the network and the ABC O&O's.
- The construction and completion of the world's largest broadcast center in the world.
- An impressive realignment of network owned stations which have proved to be quite profitable.

Hoberman made his first real mark in broadcasting in 1980 when he was named vice president and general manager of KABC in Los Angeles. It was there that he introduced a format that centered directly around talk, listener discussion and information. It was a format he would take nationwide upon his ascent to the network presidency 19 years later.

According to Hoberman, "I leave at a time of extraordinary accomplishment for the ABC Radio Division. We've never been stronger in either the senior market or the annual high school market. It's a magnificent accomplishment and is a testament to the many talented and hard working members of the division. I feel privileged to have been associated with so many bright, creative individuals in the past year."

No successor has been named and no announcement on his replacement was expected until after the first of the year. Industry speculation is that the appointment will come from the existing Capital Cities hierarchy.

Ben Hoberman

A佐夫 To Keynote 28th NARM
LOS ANGELES — Irving Azoff, president of MCA Records and Music Group and vice president of MCA, Inc., has been tapped to keynote the upcoming 28th annual NARM (National Association of Recording Merchandisers) which will be held March 7-11 at the Century Plaza Hotel in Los Angeles. "Music: A New Look, A New Listen" is the theme of the 28th NARM and Azoff will kick off the opening day proceedings which will also include a special presentation on the Compact Disc, with an address by PolyGram International's Jan Timmer.

Headline Headache
It is amazing to me that Cash Box could take the accomplishments achieved by the Compact Disc Group and dare to compare it to the decade we remember as the 8 track format.

Are you aware that Compact Disc has achieved a 64% awareness among stereo owners in less than 23 months since its introduction.

Are you aware that Compact Disc players will equal turntable sales this year?

Are you aware that the average CD owner buys 25 CDs the first year they own their player, and 15 CDs in subsequent years, this is compared to an average yearly purchase of 3.6 LPs or cassettes by other music purchasing consumers.

Are you aware that dealers most often asked question regarding Compact Disc is "When Can I Get more?"

Are you aware that CD will be the predominant format in the music industry by the mid 1990s?

Does this sound like the history of the 8 track medium?

The discrediting of the Compact Disc Group relates to achievement not to obsolescence. In the Rupert Murdoch school of journalism Cash Box should score a high mark for the tacky headline, but you owe an apology to the companies with vision who participated in the Compact Disc Group and who brought a vitality and revenue source to our industry that all of us benefit from.

Leslie Rosen
Executive Director/Compact Disc Group
(uptil its final and December 31, 1985)
New York City

Golden Story
Your recent story on The Best Years radio series (Cash Box 11/23) was a masterpiece! At long last, I think this is something that will make the broadcast industry realize it isn't paying anywhere near enough attention to the enormous (and wealthy) senior market.

Thanks so much and keep up the good work.
Betty Bauer
Vice President
Gladdney Communications
New York City

No Sell Out
While I normally enjoy reading and agree with most of the reviews in your Talent On Stage section, I take exception to the Simple Minds concert review in your December 11 issue. While the reviewer claims not to believe the band has sold out to commercialism, there is a definite sarcasm in the writing which belies just such an opinion. Perhaps the group has attained widespread success, but I in no way feel the music Simple Minds turns out is any less substantial and sincere than it used to be. Why, after all, shouldn't a band try to reach out to others who could buy their records as possible? Simple Minds didn't win so many fans by selling out, but rather by getting better and better.

Brian Mullin
Boston, Massachusetts

Letters To The Editor

John/Taupin Gain Back Payments, DJM Returns Copyrights
By Chrissy lley
LONDON — Elton John and Brian Taupin narrowly failed last week to get a High Court decision that could have turned the industry on its head.

The songwriter partnership was suing Dick James Music for return of copyrights worth £30m for all their songs written between 1967 and 1975. They claimed the original contracts had been signed under "undue influence."

John and Taupin were to some extent successful. They won their secondary claim for repayment of foreign royalties siphoned off by overseas publishing arms of DJM. It is not clear exactly how much this amounts to.

The judge, Justice Nicolls, rejected John and Taupin's bid for the return of rights and the setting aside of early publishing and recording contracts, despite the fact he agreed that they had been signed under undue influence.

DJM had subsequently expended "substantial effort and money" exploiting the recordings, he said, and it would be "unjust" to return the copyrights now. He claimed DJM had made a considerable contribution to the Taupin/John partnership in simply getting them started.

The songwriters had initiated the court action to try to gain the rights and master

(continued on page 30)

Rembering Steve
I would like to take this opportunity to praise your publication for its recent attention to the work of Steve Goodman (Cash Box 12/14). It was a sensitive, timely article.

Goodman's legacy is a large one, and due to the artist's sense of practicality during his last days, his music remains accessible. I was gratified to learn of this latest recording, "A Tribute To Steve Goodman," but I was even more pleased that your publication had the good sense to print where and how Goodman's records can be obtained.

There must be thousands of Steve Goodman admirers who are unaware of either the existence, or the address, of the mail order business maintained by the Goodman family. In helping to publicize the whereabouts of this direct line to the memory of Steve Goodman, Cash Box has done a great service to the memory of this much loved musician.

Roger Rybarsic
Pound Ridge, NY

I'd like to commend your publication, which is usually geared toward new music, for the positive review given Pat Zadora in a recent Talent On Stage section. While it would have been very easy for you to further this singer's much-maligned reputation, you had the courage to report fairly and impartially on her noticeable improvements of late.

Rachael Sebastian
Santa Monica, California

Pia's Talent
Cash Box welcomes all correspondence on any issue relevant to the content of the publication. Please address all contributions to David Adelson, managing editor, Cash Box, 6363 Sunset Blvd., Hollywood, CA 90028.

Featuring longtime Fairport members Simon Nicol, Dave Pegg and Dave Mattacks as well as lead guitar on one track from Richard Thompson, “Gladys’ Leap” is a musical celebration with nods to the group’s various musical heritages. A gem in the current musical landscape dotted by drum machines.

ACOUSTICITY — David Grisman — Zebra Acoustic — Producer: David Grisman — List: 8.98 — Bar Coded

Fat pickings, as the dawg of the mandolin, David Grisman, brings his eclectic folk/country/jazz stew to this newly-inaugurated acoustic arm of Zebra Records. A delightful outing, proving that you can teach a new label old daws.

BABYLON THE BANDIT — Steel Pulse — Elektra 9 50437-1 — Producer: Jimmy Haynes — List: 8.98 — Bar Coded

Though this LP has been in Elektra’s vaults for months, its release presents one of the industry’s most commercially healthy reggae bands in top form. The rubbery arrangements and David Hinds’ vocals stand out. Should be a favorite for reggae fans.


Like “Once In A Lifetime,” this is a collection of older takes from Gaye — no liner notes supplement the recordings on the jacket or sleeve, and for the most part these are heavily orchestrated arrangements that show the late vocalist in a modicum of his best form.

KAIZOKU-BAN — Accept — Portrait 40261 — Producer: Michael Wagener — List: 8.98 — Bar Coded

Captured live in Japan, Accept is in its perfect environment. This is tried and true metal performed with vigor.

BLUE HIGHWAY — Toney Carey — MCA 5603 — Producer: Peter Hauke — List: 8.98 — Bar Coded


THE VOICE OF THE RASTAMAN — Ras Tesfa & Hatrica — Meadowlark 401 — Producer: Larry MacDonald — List: 8.98

Eat Or Be Eaten — Firesign Theatre — Mercury 826 452-1 M-1 — Producer: Firesign Theatre-Fred Jones — List: 8.98 — Bar Coded

The innovative comedy team of Phil Proctor, Peter Bergman and Phil Austin return to the public eye with this Mercury release which works well as both an LP or audio supplement to its cable TV special. A new entry from one of the most stimulating humor troupes.


This is a stellar collection of tunes from songwriter Wainwright with help from Richard Thompson and others who defines the artist’s quirky perspective and innate tunefulness. Funny, sensitive and entertaining throughout.

SPORTIN’ LIFE — Mink DeVille — Atlantic 7 81623-1 — Producer: Willy DeVille — List: 8.98 — Bar Coded

With a distinctive east coast R’n’R and soul sound, Willy DeVille here delivers up a hearty slice of life on the streets. With a tight band honed over years of live gigs and a sure songwriting hand, Mink DeVille here delivers one of its finest.

I LIKE YOU — Phyllis Nelson — Carrere 40236 — Producer: Yves Desca — List: 8.98 — Bar Coded

Brainchild of producer Yves Desca, Phyllis Nelson’s “I Like You” LP shimmers on tracks like “Face The Music” and the title song, and the vocalist’s rich trill should capture a strong crossover audience.

WORLD BROKEN — Saccharine Trust — SST 046 — Producer: John Chelen — List: 8.98

This crashing of beat poet lyrics and “naked as bacon” three-piece rock backgrounds serve to make this LP at times exhilarating, at times simply raked.


RANSOM — Tony Ransom — Expansion 1290 — Producer: Robert Irwin III — List: 8.98

FORTUNE — MCA 5673 — Producer: Kevin Beamish — List: 8.98 — Bar Coded

CAROL HENSEL’S DANCE AND EXCERCISE PROGRAM — Vintage 7713 — Producer: Roger Hatfield — List: none
YABROUGH & PEOPLES (Total Experience TES1-2425-AS)
Guilty (3:59) (Temp. Co./BMI) (J. Hamilton)-M. Hayes) (Producers: Lonnie Simmons/Jimmy Hamilton-Maurice Hayes)
Sparkling dance music with a relentless beat, "Guilty" features the rhythm vocals of these two renowned recording artists. A steady synthesizer energizes the tune, making it ripe for the clubs with B/C airplay potential.

THE MANHATTAN TRANSFER (Atlantic 7-89467)
Alregim (3:18) (Prestige Music/BMI/Benedick Music—ASCAP) (Jon Hendricks-Sonny Rollins) (Producer: Tim Hauser)
This anti-apartheid flipside of the Transfer's latest single "That's Killer Joe" is a notable track. "Alregim," Nigeria spelled backwards, is taken from Sonny Rollins' tune with a searing set of Jon Hendricks lyrics fleshing out the burning tempo and bounding melody.

PEABO BRYSON (Elektra 7-65985)
Love Always Finds A Way (3:56) (Snow Music/Dyad Music Ltd.—BMI) (Tom Snow-Cynthia Weil) (Producer: Tommy LiPuma)
With a strong club following, this J.M. Silk release should find a strong B/C radio following on its radio edit.

IAN ANDERSON-THE LONDON SYMPHONY ORCHESTRA (RCA JB 14262)
Elegy (3:45) (David Palmer Ltd./ASCAP) (Palmer) (Producer: David Palmer)

TRIUMPH (MCA 52744)

DR. JEFF KULL & MR. HYDE (Profile 5092)
Yellow Pants (4:26) (Protons Inc./ASCAP) (Dr. Jeffkull-Dr. Hyde-Scratch In The Galaxy) (Producer: Dr. Jeffkull-Mr. Hyde)

STEVE EDWARDS (Avalon '80)
Don't You Mess With Me (American Broadcast Music/ASCAP) (Edwards) (Producer: none listed)

STRAFE (A&M 2801)
Comin' From Another Place (4:30) (S.T.D. Music Pub.) (Standard) (Producer: Strat)
I'LL FOLLOW THE SUN — It was a futile effort. Late afternoon, deadline day, and nothing too unique to pique the reader's interest. But Sun Ra is in town — what could be more interesting than a Sun Ra interview? Especially when the prospect of a Phil Alvin/Ra concert loomed ahead for the weekend. As Club Lingerie booker Brendan Mullen advised, "It might be difficult tracking him down," and indeed it was. A cryptic voice at the end of the hotel phone said "call me..." but before quite much time, so, a bit of background. The last time he played here was four years ago," said Mullen. "That time they had a 20-piece (Arkestra) this time they are 12. They said they would play three shows a night, all week," he added with despair. Unfortunately, reality intrudes. Though Mullen had been involved with Ra's last L.A. appearance, and the one before that, the two had lost contact until just before Thanksgiving this year. On tour from the band's home base in Philly, the Arkestra was entrenched in S.F. with dates only through the 9th(?) of December. A booker's nightmare. But it was an opportunity that couldn’t be passed up. Though Alvin's Delta blues solo opening spot, and subsequent mini-appearance with Ra and the Arkestra were in doubt at press time due to a slight illness, the potential for a truly strange and mysterious evening was in the air. Ra and Alvin had made their unlikely connection earlier in the year when the legend of free jazz had performed on Alvin's not-finished-but-in-limbo solo effort (which also includes the Dirty Dozen Brass Band). Though Ra has long been rumored to refuse any dates with white players, the session once again proved Ra truly open. All the elements are there, the planets are lined up... stay tuned.

ANTONE'S GOES VINYL — As the Austin, Tx. music scene stays heated up with new and old music echoing throughout the country, the famed Antone's Blues Club has spawned a new label. Owner Clifford Antone will kick off Antone's Records and Tapes with a release by Angela Strehli. Other projects coming up include a double album anthology of blues legends and a disc from Dr. John and Kim Wilson. MIDGE, THE PALACE IS ALL URE'S — Ultravox fans held their breath last week when former lead vocalist Midge Ure (now with Chrysalis as a solo artist) made his way to the west coast and a headlining date at the Palace. With impressive tunes and a keen eye to entertainment value, Ure was right on the mark with most who stayed on till the encore of "Do They Know It's Christmas?" a song Ure penned with Bob Geldof. After putting together the Band Aid project — which has touched off a series of massive world hunger projects, benefits and musical gatherings — Geldof went on the push while Ure returned to his musical outlet. However, he did say he’d like to be out soloistically, has already shot to #1 in the U.K. and spawned two hit singles. The show included such oddities as Jethro Tull’s "Living In The Past" — done with bombastic force and vigor — and one Ultravox cut and, taken as a whole, established Ure and Co. as a new musical entity to be reckoned with.

ALL THE LPS THAT KEEP ON GIVING — The selection is wide and various, but the classic "must have" for the Yuletide season is "The Phil Spector Christmas Album," featuring such artists as Darlene Love, the Ronettes, the Crystals and others. Jim is now handling this classic, Specter's famed "mono only" stickers on his Santa-suit beard and belly have been obtrusively masked. Others of interest include RAS Records "A RAS Band" and Co. "Christmas Wish" — along with its new "She Sings, They Play" LP with vocalist Skeeter Davis. CLOSE TO THE EDIT — Mobile Fidelity Sound Lab is set with new half-speed master audioophile LPs. Among them is the classic "Superficial Strength of a Rock Mawin's" which features a posse of artists like Eek-A-Mouse, Freddie McGregor, June Lodge, Michigan & Smiley and others. NRBO also has an Xmas LP on Rounder — "Christmas Wish" — along with its new "She Sings, They Play" LP with vocalist Skeeter Davis.

THE BIG MAN — Clarence Clemons is enjoying top 40 success with his single "You're A Friend Of Mine." Michael Walden, also the LP's producer, Clemons calls "Hero" the first step in an ongoing learning process — musically and spiritually. Featuring a top 40 single in "You're A Friend Of Mine," a duet with friend Jackson Browne, Clemons is also enjoying a good measure of commercial success with his debut. In speaking with Cash Box, Clemons underlined the themes which resurface throughout "Hero." "I've always been spiritually inclined," he says, "soulfully has always been a major part of my life from the time when I was growing up with the Baptist church. But at the same time, I always knew that there was more to it than what I had been taught; I was always searching for a different truth." Citing increased energy and a new love for life, Clemons explains, "Narada helped me a great deal in my spiritual awakening, and my relation with him comes through on the record.

While Clemons — whose spiritual name is Mokshagun which means "liberating fire" — had a hand in some of the album's songwriting and musical arrangements, Walden interpreted Clemons' ideas with the help of co-writer Jeff Cohen (Anita Franklin's "Who's Zoomin' Who") into the
Cover Story

Mr. Mister
Enjoying The View From The Top Of The Charts

By Paul Iorio

NEW YORK — It wasn’t always hitsville or Mr. Mister. Just over a year ago their debut album stalled at fifty-five on the charts, then sputtered and died. They had their doubts. “The first one didn’t do well at all,” says vocalist Richard Page. “I had three other albums with a band called pages that were even less successful.” Then the band got smart. They brought in an engineer from outside the industry. They made themselves the chief producers. And most importantly they started playing for the fun of it again. So when they released “Welcome to the Real World” (RCA), it soared to the top of the charts. “When it hit the top twenty you go ‘wow, it’s a bona fide hit.’ When it went top ten you couldn’t believe it. And when it hit number one you jumped up and down, drank champagne, and threw people out of windows,” says guitarist Steve Farris. “The day it hit number one I called the friends I grew up with and said, ‘hey, we did it.’”

“Broken Wings,” the LP’s first single, is currently the number one song in the nation after only a couple of months on the charts. Page helped come up with that one at his house one afternoon. “We weren’t even planning on writing anything,” he says. “We were just sitting around and I was fooling with the synthesizer when I came up with the bass line and the whole thing sort of fell together.” Drummer Pat Mastelotto says he “got goose bumps all over” when he first heard the song. “Richard and John (Lang) and Steve (George) wrote ‘Broken Wings’ really fast,” says Mastelotto. “Usually we rewrite stuff a lot but ‘Broken Wings’ was used almost exactly like it was. Some people would have to try make us reconstruct the song to make it fit in a more commercial format but we just figured the song is what it is,” he says. Page says that the song has generated the most response thus far. “We’ve had letters from people saying ‘Broken Wings’ means a lot to them and it helps them personally,” says Page.

Their musical approaches vary though the sessions for “Real World” were characterized by a desire to please themselves first, and to rely on what Page calls “gut instincts.” He also claims that he likes both “the spontaneity of playing live and the calculation of the studio.” Farris stresses the importance of making an album he believes in and says he is still heavily influenced by his early guitar idols Jimi Hendrix and Jeff Beck. Mastelotto says that first and foremost you have to be able to please yourself before you can please your fans. “We wanted to go back to playing what we wanted to play and not just play something because someone says we’ve got to add six bars here to make it sound right for radio,” he says. “We made ourselves happy first.”

As for the future, Mr. Mister just released “Kyrie” as their second single from “Welcome to the Real World” and will go to Europe in February, though tour plans there are presently unconfirmed. They also have a song being released from the upcoming film Young Blood called “Something Real.” Page says that Mr. Mister might “get more into doing film scores.” But for now they plan simply to “make some more albums and play for people,” he says. “We want to see how far we can take it.”

EAST COASTINGS

Paul Iorio, New York

THEY’RE GIVING YOU A NUMBER — Spying is appealing only because there’s the possibility that secrets will be seduced out of you. Though that didn’t exactly happen to me at a December 7 espionage bash, the coat check woman at the Hilton was unusually friendly. Forty-three was the number she gave me. “We’re giving you a number,” she said, the coat check woman, “and taking away your name.” “Swell, dame,” I snapped. The occasion: A benefit bash in honor of Miles, Ian and Stewart Copeland — the three sons of Miles Copeland, who co-founded the C.I.A. in the Himalayas. And the Untouchables, those kings of spy-rock, performed “I Spy For The F.B.I.” in what was the evening’s peak event.

“I’m a James Bond nut,” Untouchable Clyde Grimes told East Coastings. “It kind of fits our style with the three-button suits and hats.” It kind of goes well with all the spying and espionage going around today,” he said. They also played “Free Yourself,” the song that originally caught the attention of MCA, their current label. The Untouchables were followed by a monster-combo jam featuring Jools Holland, Stewart Copeland, Fred Schneider, Rick Derringer, Paul Shafer, Michael Hampton, Bernie Worrell, and Steve Stevens. Schneider, Stevens and Copeland came across best, suggesting that perhaps they should join forces for an LP. The gala ended with a go-cart race in the Hilton lobby (Ron Delsener won). Afterwards I gave my number back to the coat check woman and walked into the real, less appealing world.

MAYBE THE NEW FLESHTONES — The Smithereens just don’t know the meaning of pretentiousness. Their December 7 gig at Folk City was melodic, rocking and honest. It’s refreshing to hear a singer like Pat DiNizio who has the confidence to sing to and not at the audience. Word has it that their upcoming debut LP on Enigma will be produced by Renaissance rocker Don Dixon. Then watch them soar.

NOT THE NEW WHO — When Roger Daltrey did What Do Songs at MSG Dec. 9, the entire crowd stood up. When he did his solo stuff though, everybody sat down. Exception: when he brought on John Parr to duet on an absolutely riveting, musically thrilling “Under a Raging Moon.” The set finished with John Entwistle joining Daltrey for “Twist and Shout.” Overall, a satisfying performance. “Raging Moon” leads me to believe that he can successfully move beyond the Who faves and take his fans with him.

NOT THE NEW R.E.M. — Wire Train’s December 6 show at Irving Plaza sounded like an unintentional parody of an R.E.M. concert. The lead singer leaned heavily on the mike stand. He wailed, voice-as-an-instrument style. The stage got dark. The bassist got minimal. Yes, their sound is finely crafted but they have yet to move beyond their influences.

PREFAB CULT — The Cult comes with all the necessary accessories: a powerhouse sound, a state-of-the-art audience, a cool visual presence, and an (already) intense cult following. Their long-haired and hatted appearance recalls nothing so much as the Hoo Doo Gurus but their music sounds like nothing else. When they did songs like “Nirvana” and “Revolution” from their Sire LP “Love,” the energy level got Ramones-like. This is one band with charisma to burn.

ALMOST NEW — Fetchin’ Bones’ Dec. 7 Danzecateria show was a middling success. After a somewhat unsure start during which they seemed more concerned with coming off like ‘just-kooks-from-Charlotte,’ they switched into high gear and gave the people what they wanted: raucous rhythms, fine songs, varied textures and good musicianship. Needs development though.

NOT THE NEW BEATLES — The MCA Home Video Stand By Me: A Portrait of Julian Lennon was unaccompanied at Carnegie Hall Cinema Dec. 5. The video combines live, behind-the-scenes, and interview footage in an always-interesting portrait of an artist who — let’s be real — hasn’t actually done all that much yet. Still, worth a watch.

ERNY TO DYNTA

Cash Box/December 21, 1985
Attention Radio: There Is A "CLIO" Waiting For You!

By Jimi Fox

LOS ANGELES - I have had the great honor, in past years, to have been hand selected as a judge for the world's prestigious CLIO Awards. This has given me an opportunity to listen to countless broadcasting advertising entries. My reaction and emotions have extended from high exhilaration, stunned amazement and deep concern. Exhilaration and amazement in the high caliber of product I have had an opportunity to judge, (of which at times choosing the best was not always easy) and concern because of the entries since most come from advertising agencies. The percentage of radio entries is significantly low.

However, you and I both know that endless streams of equally high quality award winning production is being created coast to coast every single day and deserves the same kind of recognition.

The key here is that radio must participate to receive recognition for the extraordinary production produced. Let's take a closer look at the CLIO.

The CLIO Award is the world's most recognized and coveted advertising accolade. Now in its 27th year, it has clearly become the standard setter for creative excellence in advertising. In 1985, over 19,000 entries were submitted by 40 countries making the CLIO Awards the world's largest and most ambitious awards program. The CLIO was initated in 1959 by its founder and former president Walt Ross and the first awards were bestowed the following year. The CLIO statuette was originally designed by George Olden and its design was inspired by the Brancusi's sculpture, "Bird in Space." Early historical renditions show her holding a rolled papyrus. The papyrus was later substituted with a television screen, miniature radio and print page as appropriate symbols for TV, radio and print. In 1974 the CLIO statue was modified with the addition of a bust and the suggestion of a face looking upward with the head tilted back symbolizing the pride of accomplishment. In 1977 the statue was again updated. CLIO was placed on a glowing pedestal to symbolize the world. In 1982 the statue was further modified as pictured above. The name CLIO is found in Greek mythology. Klio, one of the nine muses, was the proclamer, glorifier and celebrator of history, great deeds and accomplishments. The CLIO has become the only global multimedia award in existence.

Every year CLIO judging is conducted in at least six U.S. and 15 international cities. Over 1,000 participating judges are carefully selected creative professionals. Only U.S. judges evaluate entries in the U.S. competitions and only international judges rate markets outside the U.S. By using the peer system of judging, CLIO allows for a varied and fair means of selecting the best in a given category. The judges vote independently of one another and are instructed to base their opinion on creative merits only. This creative appraisal includes: (1) Is this an effective piece of communications? (2) Does it register impact and motivate the viewer, listener or reader? (3) Is it believable and tasteful? (4) Does it employ innovative and imaginative ideas and techniques that support the message?

The two-stag selection procedure begins with the preliminary stage where entries are judged in their product, technique or campaign category on a non-competitive, individual basis. In the

(continued on page 36)
AIRPLAY

By Jim Fox

BAZOO BUSTS BUTTS IN BLOW BY BLOW BLAST WITH BRENEMAN — I'm calmly sitting here, west of the Ship City at the "Greater Pittsburgh International Airport" after creating a bit of a scene by leaping up on a chair and jumping up and down while chanting loudly — GO NICK! GO NICK! GO NICK! — People are suspiciously looking at me, but that's okay ... ""The Dogs Bark and the Caravan Moves On!" What stirred my emotions to such a feverish peak is an interview I just finished reading in the "Breneman Review," conducted by the ever charming Betty Breneman with Nick Bazzo, program director of WBBZ/B94 here in Pittsburgh ...

(You say you're shocked that I admit reading another publication, and why not? My Mum always said, "That readers make great leaders!" Anyway it's the December 2 issue of the review. I'm not going to detail it here, however if you don't have it — call a friend who does and have them send you a vaxx copy and dig it thoroughly — as Mr. Bazzo tells it like it is — HIP HIP HOORAY! oops my flight number's being called. What a coincidence as we fly over the City the BROWNS built, and so I've been told, I'm looking over an issue of the 93FM/WZAK, Cleveland "Rhyme and News" monthly journal and there's only one word to describe it — CLASSY!" Not to mention that it also serves as a great marketing and merchandising vehicle with client involvement, certainly a boost to 93FM/WZAK's Image. Next stop, home of a few of my favorite folks, including Helene Blumberg, Cathy Lehrfeldt and John Abrams and speaking of John Abrams of ABC — Ben Hoberman is exiting his position as president of the ABC Radio Division and heading back home to L.A. L.A. Land after the Cap City/ABC merger is completed. I know that many of Ben's Los Angeles colleagues will be happy to see Ben back, as I'm sure that many in New York will miss him dearly. A buzz of excitement is in the air at the ABC Radio Network.

MOORE ON THE MOVE — Lynda J. Moore joins ABC News as a correspondent for the ABC Contemporary Network. Ms. Moore is currently employed by Merrillie Cox, news director.

as momentum builds up for the distribution of Global Satellite Network's hit programs, ROCKLINE and POWERCUTS. Meantime over at the ABC Contemporary Radio Network, young Merrillie Cox is celebrating after having snagged Lynda J. Moore as correspondent. Mr. Moore's program includes an anchor or reporting position at crosstown rivals WXLQ and WRRK-FM, as well as both UPI and AP Radio. Special congratulations are in order to Power 95/WPLJ-FM, New York and their first successful 1985 Christmas Food Drive. The food drive program directed by John Cougar Mellencamp's sold out Meadowland Arena concert. Great cause, great campaign, great image builder and a great program to sanction under the National Academy of Recording Arts and Sciences (NARAS). In addition Mike (on the run) Harrison, the aging OAR pioneer has linked up with CBS Radio Radio to launch an album rock venture for 1986 titled ROCK CONNECTIONS — a program for the age group of 25-34 and it will be distributed via satellite (Satcom 1-R) and disc. While all this is going on I can only imagine that Mike is plotting the takeover of some bizarre broadcasting bough in his continuing trend as an industry pioneer. Frank Cody, director of programming for NBC Radio Entertainment is spotlighting 12 daily 45 minute programs starring another of America's popular comedians Billy Crystal — The show is called "Billy Crystal's Countdown to Christmas." Not only does Crystal narrate this album program, he is also assisted by his immortal characters such as "Fernando" and "Sammy." Denise O'Neill, program director of WNYN, New York has appointed Jeff Beck as production administrator. Jeff will assist the programming and sales departments in recording public service announcements and commercials. Jeff had been both an air-talent and production director at WLR-FM.

Radio, Hempstead, Long Island since 1979. At WNCN-FM, New York — producer Peter Schickelle, the "discovering" of P.D.Q. Bach, brought back his hilarious antics as a guest air talent, when he teamed up with morning personality Bob Evans. Speaking about fun, the word is spreading like wildfire about the WNEW-FM's 18th anniversary celebration, the likes of which New York, and for that matter the entire country, has not heard or seen. However, if you miss getting your desiparch check with your local MCA promotional person because in February a taste of that incredible anniversary will be in your hands. In my hand is my luggage and its off to Texas. See you next trip New York. Well, howdy partner, you're in Jersey Louise County — Beaumont, Texas, home of KZZB/B95, where Jerry has just brought in from KOKK, Omaha, Nebraska "FAST" Bobby Day to kick-up some dust and crank on the hits. While all that commotion is going on in Dallas, Texas, TM Communications, Inc. has announced, through president and CEO Pat Shangnessy, the purchase of KHAT-FM/KECK-AM in Lincoln, Nebraska. While all this TM acquisition is going on, TM is gearing up production for the Coca-Cola Centennial Show set for 1986. Involved in the major project are Dom Deluise and choreographing responsibilities are being handled by the infamous Michael Peters of Dream Girls, Beat It and Thriller video fame. Congratulations are in order to both David Richter and Louis P. Murray of the Sun Group Broadcasting Company. David takes over as general manager at newly acquired KYKK-FM/Longview, Texas. Replacing David at KEAN-AM & FM is Louis P. Murray, who came to the Sun Group from WHBS-AM in Memphis, Tennessee. Before departing the home of the longhorn, let's steer our way to Houston where Betty Lou Long hit $10,000 on 97 Rock, Houston in the Mega-Bonus Records Contest. What makes Betty Lou so special is when she heard the "Mega Bonus Tune" ("It's Only Rock & Roll," by the Rolling Stones), she dialed the phone and after three times she finally came up as the 97th caller. Now here is the best part — Kidney failure had hospitalized Betty Lou's daughter and the prize money will make it possible to locate a donor and pay for extremely expensive medication needed to make the operation possible. Betty Lou told Cash Box, "I listened at the office with my daughter and knew exactly what that song meant. Someone must have been watching over me. The money will save my little girl's life!" Again, Mr. Craven, general manager of 97 Rock is a "Houston Hero." Ride 'em high, John. Speaking of riding high, the Hobby airport overhead speakers indicate if I don't ease on into the big flying bird it will be another Tequila sunrise instead of a Santa Monica sunset ... L.A. — FLASH, things are hopping here. M.G. Kelly has grabbed his coat hanger and said bye to KOST-FM, Los Angeles. Okay, grab a chair. The Arbitron numbers are out and here's the big picture. The Dodgers lose the pennant and KABC drops 8.3 to 7.4; KFI goes nowhere with a 1.6, KFWB soars up to a 2.9 to 3.5 which adds support to a higher price tag; car radio KJH has gone beyond peddle to the metal from a 7.0 to 5.5; KISN-FM Muscles up from 7.8 to 8.2; KJOL likewise goes for a higher plateau from 3.8 to 4.2; KKHH notches down one tenth from 2.4 to 2.3, new comer LITE hits a 2.1 from a previous 1.8, KLOS steps up 4.6 to 4.7; KMET stumbles on a powder kick and gets blasted back to an annoying 2.8 from 3.2. KMGG Magic 106 slides from 2.1 to 2.0; KNX picks-up a 3.0 from a 2.8; KOST slides from 3.8 to 3.5; KRLA sneaks up from 1.8 to 1.9; Hamilton looks good as he moves K-EARTH 2.4 to 3.1 KROQ nudges its itself up from 3.2 to 3.4; and so long for L.A. City as they exit leaving KUTE down with a 1.2 from 1.4. Good luck Golden West Broadcasting. The rest of the L.A. air-wave tribe is out dancing for rating increases, which I believe will take more than a couple laps around the campfire.

HAPPINESS IS A HUG — Rob Sisco (l) vice president and G.M. of John Leader's Countdown USA gets a hearty hug from Oris Conner (r) president of the Oris Conner Company in Dallas after a recent successful jingle session.
**KZBB CHR formatted station in Beaumont is looking for tapes and resumes for future openings. Send all materials to Kenny Langsteem, KZBB B95, 2535 Calder Road, Beaumont, Texas 77702 EOE/MF... “WBZA is currently seeking a news professional to work at our winning station,” says program director Jay Scott. “Applicant must be aggressive and have an adult voice.” Send T&R to WBZA Radio, P.O. Box 928, Glen Falls, New York 12801 EOE/MF... Boston’s WZOU is on a nationwide search for a morning talent to handle its “Boston Morning Zoo.” “If your specialties are writing and character voice,” send your T&R to Pat McKey, WZOU, 94.5, operations mgr., 400 Stuart Street, Boston, MA 02116 EOE/MF... KISY is looking for a mature sounding news person with experience. The station is also looking for a PM drive personality. Send T&R to programming dept, KISY, 92 W. Shamrock Street, Pineville, LA 71350 EOE/MF... WJZ is in New Jersey is looking for a full-time personality announcer who can do more than just time and temperature reading from a card. “It’s a good salary with benefits,” says Lance Belden, VP/O. Send replies to WJZ, P.O. Box 100, Toms River, New Jersey 08754. EOE/MF... WILL is looking for an experienced jock that also has good production skills. The station is a new CHR formatted outlet in CT. T&R to WILL, 941 Main Street, Willimantic, CT 06226. EOE/MF... WOWV is in the marketplace for a creative/copy director. Some light air work will be necessary for the job, along with creative writing. Send writing samples to, Bill James, WOWV Radio, P.O. Box 3032, St., Piscataway, NJ 08854. EOE/MF... a modern country announcer is needed at KRKT in Oregon. Applicant must have a modern music background for the position. T&R to Bill O’Brien, OM, KRKT, 1207 E. 9th Street, Albany, OR 97321. EOE/MF... Louisville’s hot DJX is looking for talent for future station openings that will become available in ‘86. Send T&R to Robert Lindsey, assistant PD, 307 W. Mohammad Ali, Louisville, KY 40202. EOE/MF... WGEI/WIXX is looking for an afternoon anchor with excellent reporting skills. Send resume to the news dept, T&R to Mark Daniels, WGEI/WIXX, P.O. Box 1991, Green Bay, WI 54305. EOE/MF... an adult formatted station on the east coast is looking for a strong voice personality to handle high-energy news for the news team. An extremely competitive salary is being offered says management. Call station at (205) 534-3521. EOE/MF... WEOQ-AM/FM is looking for an afternoon drive jock with five years of experience under his belt. “Creativity, and having a unique and exciting presentation is what we are looking for,” says Reggie Blackwell. T&R to WEOQ, 440 Radio Road, Charlotte, NC 28216. EOE/MF... KFXE in Arkansas is looking for “professional radio people for airshifts/production work,” says management. “We are looking for a good team player who can relate to people.” T&R to KFXE Radio, 900 Commerce Road, Pine Bluff, Ark., 71601. EOE/MF... WFMF news is seeking someone for its news dept. Person must have the following: great writing skills, good news gathering skills and an excellent delivery to listeners. T&R to Charles McBaron, news director, P.O. Box 2989, Springfield, IL 62708 EOE/MF. WJQX, Jackson’s leading CHR station, is looking for a high-energy air personality. Send resume with photo to Brian Kryzs, 1700 Glenshire Dr., Jackson, MI 49201 EOE/MF... KVAD Hit Radio in Hawaii is looking for a program director who can handle an air-shift. “Candidates must be able to enhance the creativity of the other on-air personalities,” says management. PD will also have to work hand in hand with the sales dept. T&R to, Dave Fransen, 913 Kanoerue Ave., Honolulu, HI 96270 EOE/MF... KROV in Sacramento, CA 95812 EOE/MF... KRMR has a full-time opening for a news anchor. Applicant must also have good production skills. T&R to, Kelly Karls, program director, 84KRMG, 7130 S. Yale, Tulsa, OK 74136. No calls please. EOE/MF... .

Darryl Lindsey
THE BEAT
Bob Long, Los Angeles
Darrell Lindsey, Los Angeles

Held Ransom — Expansion recording artist Tony Ransom calmly awaits report- ing to the studio regarding his new LP on Chicago-based Expansion Records.

Martino Colone, Chicago. For info, call (312) 275-3778.

BLACK CONTEMPORARY

WDAI's O'JAY, FIVE IN ONE DAY — Bobby O'Jay, program director and 6-10 am personality for the legendary WDAI (the oldest Black radio station in America) located in Memphis, TN, will attempt a feat never before heard of in radio. On December 11, 1985, Bobby O'Jay will have broadcast live from five different cities in five different states — ALL IN ONE DAY. There have been many promotions, ideas, and stunts tried in radio before, but never one as wild as this. Bobby O'Jay's airships, at 8-9 am — WJPC — Chicago, Illinois; 1-2 pm — KYOK — Houston, Texas; 6-7 pm — WVEE — Atlanta, Georgia; 7:30-8 pm — KATZ — St. Louis, Missouri; 10-10:30 — WDAI — Memphis, Tennessee. WDAI will be doing his regular show.

“GROOVE" KNOCKS HIM OUT — Chavis Khalil, recording artist on Brofleal Records, presents a copy of his soon to be released EP "Now We're Together" to the "Grooving" trio Mu- hammed Ali at his Los Angeles home. Ali says, "It knocks me out.

THE TOP 75 ALBUMS

Title, Artist, Label, Number, Distributor

1. IN SQUARE CIRCLE — STONE WONDERS (Irie/Motown 6134-TL)
2. ROCK ME TONIGHT — FREDERICK JACKSON (CBS 218)
3. MARINER OF LOVE — ISLEY, JASPER, ISLEY (CBS 40109)
4. WHITNEY HOUSTON — ARISTA 8423-TL
5. COLOR OF SUCCESS — RALPH TUTT (Arista 11260-1)
6. SHEILA E. IN ROMANCE — Polydor 1606
7. KRUSH GROOVE — JDD RECORDS (Warner Bros. 1-10025)
8. WHO'S COMIN' ON — ARETHA FRANKLIN (Atlantic ALS-8626)
9. ALL FOR LOVE — EDDIE FELD (MCA 5679)
10. PROMISE — SHANNON/VIRGIN (Warner Bros. 1-10029-1)
11. AS THE BAND TURNS — ATLANTIC STARR (A&M SP-5319)
12. RESTLESS
13. STREET CALLED DESIRE — RENE & KASHIF (Polygram 1260-4716 M-1)
14. SO MANY RIVERS — KASHIF (CBS 49138)
15. READY FOR THE WORLD — DIANA ROSS (Motown-PEACH 1429)
16. EMERGENCY — KIDDO & THE GANG (Visual Quay/122-943-1 M-1)
17. THE NEW ZAPP U — ZAPP (Warner Bros. 2-12237-1)
18. THE LEXIES BROTHERS — THE LEXIE BROTHERS (Warner Bros. 1-12237-1)
19. THE NIGHT I FELL IN LOVE — LUTHER VANDROSS (Columbia FC-39925)
20. MIAMI VICE
21. STICK TO THE ISSUE — TERRY MURPHY (Columbia FC-39925)
22. MARVIN WHITE — CAMEO (Atlantic Artists/ PolyGram 284 346-1)
23. THE FAMILY
24. SAY YOU LOVE ME — JENNIFER HOLLIDAY (Warner Bros. 2-12237-1)
25. HIGH PRIORITY
26. CONTACT
27. LUXURY OF LIFE — ISLEY, JASPER, ISLEY (CBS 40109)
28. BANGING THE WALL +
29. GETTIN' AWAY WITH MURDER — PATTI AUSTIN (Warner Bros. 1-10025-1)
30. EATING ALIVE +
31. DIANA ROSS (Arista ALS-8626)
32. A LONG TIME COMING, A CHANGE IS GONNA COME (A&M SP-5319)

Held Ransom Entry: 6/17/86

THE CASH BOX TOP 75 BLACK CONTTEMPORARY ALBUM CHART IS BASED SOLELY ON ACTUAL PIECES SOLD AT RETAIL STORES.

13. MR. WRIGHT
14. 9.5
15. TOUCH ME
16. SERENA
17. SLAVE TO THE RHYTHMS
18. AMERICA
19. TELL ME TOMORROW
20. THE FAT BOYS
21. LOVE FOREVER
22. DIONNE WARWICK
23. LISA LISA AND CULT JAM
24. SUN CITY
25. YOU MAY BE BLIND
26. ARTISTE
27. THIS LOVE'S FOR REAL
28. GAP BAND VII
29. ROMANTICALLY YOURS
30. THE JETS
31. CITY BOYS
32. WANNNA PLAY YOUR GAME
33. MEETING IN THE LADIES ROOM
34. PAUL LAURENCE
35. JOESE PHENOMEN
36. MORE THAN YOICE
37. PRINCE AND THE REVOLUTION
38. A. C.
39. MORE SYMPHONY
40. YOU CAN HANDLE
41. PERRY GIBBS & THE PRETTY VAIN
42. POWER OF LOVE — RALPH TUTT (Arista 11260-1)
43. VOICE — Sade (Parlophone/CBS 3044)
44. ALEXANDER O'NEAL
45. SUDDENLY
46. DIONNE WARWICK
47. CAJUN LOVE
48. MODERN MAN

Cash Box/December 21, 1985
<table>
<thead>
<tr>
<th>WEEKS</th>
<th>SONG</th>
<th>ARTIST(S)</th>
<th>CHART POSITION</th>
</tr>
</thead>
<tbody>
<tr>
<td>38</td>
<td>I LIKE THE WAY YOU DANCE</td>
<td>B.B. &amp; F. (W &amp; J-K-14203)</td>
<td>41 6</td>
</tr>
<tr>
<td>39</td>
<td>GUILTY</td>
<td>YARDBIRD &amp; PEOPLE'S (Total Experience/Ship 2405)</td>
<td>47 4</td>
</tr>
<tr>
<td>40</td>
<td>PART-TIME LOVER</td>
<td>STEVIE WONDER (Falta/Motown 1980T)</td>
<td>27 16</td>
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<tr>
<td>41</td>
<td>THE OAK TREE</td>
<td>MARVIN GAYE (Warner Bros. 7-25989)</td>
<td>28 15</td>
</tr>
<tr>
<td>42</td>
<td>SLAVE TO THE RHYTHM</td>
<td>GRACE JONES (Manhattan/Island 8-5355)</td>
<td>49 5</td>
</tr>
<tr>
<td>43</td>
<td>FREEDOM</td>
<td>THE POINTER SISTERS (RCA 1-14204)</td>
<td>44 6</td>
</tr>
<tr>
<td>44</td>
<td>IF I RULED THE WORLD</td>
<td>KURTIS BLOY (Mercury/PolyGram 884-195-7)</td>
<td>45 6</td>
</tr>
<tr>
<td>45</td>
<td>WHAT A WOMAN</td>
<td>O'JAYS (Philadelphia Int'l/Capitol B 80021)</td>
<td>46 5</td>
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<td>46</td>
<td>STAND BACK</td>
<td>STEPHANIE MILLS (RCA 52731)</td>
<td>57 3</td>
</tr>
<tr>
<td>47</td>
<td>WHEN THE GUN GETS TOUGH, THE GUN GETS GOING</td>
<td>BILLY OCEAN (Live!/Arts JS 1-9492)</td>
<td>66 3</td>
</tr>
<tr>
<td>48</td>
<td>I CAN'T LIVE WITHOUT MY LOVE</td>
<td>MORRIS DAY (Warner Bros. 7-25987)</td>
<td>59 4</td>
</tr>
<tr>
<td>49</td>
<td>I NEED YOU</td>
<td>MAURICE WHITE (Columbia 38-05656)</td>
<td>58 4</td>
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<tr>
<td>50</td>
<td>TELL ME WHAT I'M GONNA DO</td>
<td>CON FUNK SHUN (Mercury/PolyGram 864 146-7)</td>
<td>43 8</td>
</tr>
<tr>
<td>51</td>
<td>WAIT FOR LOVE</td>
<td>LUTHER VANDROSS (Epic 34-05610)</td>
<td>29 12</td>
</tr>
<tr>
<td>52</td>
<td>FALL DOWN (SPIRIT OF LOVE)</td>
<td>TRAMÈNE (A&amp;M AM 2736)</td>
<td>32 12</td>
</tr>
<tr>
<td>53</td>
<td>PARTY ALL THE TIME</td>
<td>EDDIE MURPHY (Columbia 38-05609)</td>
<td>35 15</td>
</tr>
<tr>
<td>54</td>
<td>NEVER LET ME DANCIN'</td>
<td>TEDDY PENGER/GRASS (Epic 7-69595)</td>
<td>33 10</td>
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<tr>
<td>55</td>
<td>CAN YOU FEEL THE BEAT</td>
<td>LISA RILEY &amp; GILJAHM &amp; WITH FULL FORCE (Columbia 38-05669)</td>
<td>60 5</td>
</tr>
<tr>
<td>56</td>
<td>HOLD ON (FOR LOVE'S SAKE)</td>
<td>JOEY KENNEDY (JAY 36795)</td>
<td>54 6</td>
</tr>
<tr>
<td>57</td>
<td>IT DON'T REALLY MATTER</td>
<td>ZAPP (Warner Bros. 7-28879)</td>
<td>42 10</td>
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<tr>
<td>58</td>
<td>YOU ARE MY LADY</td>
<td>FREDDIE JACKSON (Capitol B 8481)</td>
<td>40 20</td>
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<tr>
<td>59</td>
<td>GIRLS ARE MORE FUN</td>
<td>RAY PARKER, JR. (Arista 8-9023)</td>
<td>51 11</td>
</tr>
<tr>
<td>60</td>
<td>I WISH HE DIDN'T TRUST ME SO MUCH</td>
<td>BOBBY WIMMACK (MCA 52024)</td>
<td>50 20</td>
</tr>
<tr>
<td>61</td>
<td>THE HEART IS NOT SO SMART</td>
<td>EL DEBARGE w/DeBARGE (Gordy/Motown 19250)</td>
<td>71 4</td>
</tr>
<tr>
<td>62</td>
<td>SISTERS ARE DOIN' IT FOR THEMSELVES</td>
<td>EURYTHMICS and ARETHA FRANKLIN (RCA PB 1-1241)</td>
<td>65 5</td>
</tr>
<tr>
<td>63</td>
<td>DON'T BE STUPID</td>
<td>BAD BOYS (RCA 5250)</td>
<td>69 4</td>
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<tr>
<td>64</td>
<td>MIDDLE OF THE NIGHT</td>
<td>TAKA BOOM (Mraa/Atlantic 7-6526)</td>
<td>62 5</td>
</tr>
<tr>
<td>65</td>
<td>NO FRILLS LOVE</td>
<td>JENNIFER HOLIDAY (Dolphin 7-88845)</td>
<td>75 2</td>
</tr>
<tr>
<td>66</td>
<td>HIGH FASHION</td>
<td>THE FAMILY (Warner Bros./Warner Bros. 7-29810)</td>
<td>84 2</td>
</tr>
<tr>
<td>67</td>
<td>LOCK AND KEY</td>
<td>KLYMAXX (Constitution/MCA 57114)</td>
<td>73 3</td>
</tr>
<tr>
<td>68</td>
<td>AFFECTION</td>
<td>MARIA T&amp;A THE SEEK (A&amp;M 2797)</td>
<td>78 2</td>
</tr>
<tr>
<td>69</td>
<td>CONGA</td>
<td>TINO SERRANO (Mercury/PolyGram 844-232-7)</td>
<td>78 2</td>
</tr>
</tbody>
</table>

**CHARTBREAKER**

- **YOUR SMILE**
  - RENE & ANGELA (Mercury/PolyGram 884-371-7)

**TOP SONGS**

- **COUNT ME OUT**
  - NEW EDITION (MCA 52703) [3 8]
- **DON'T SAY NO TONIGHT**
  - BUNNY WILDC (Philly World/A&M 8-5968) [11 11]
- **A LOVE BIZARRE**
  - SHEILA E. (Plastics/Warner Bros. 7-29810) [2 10]
- **SAY YOU, SAY ME**
  - JONI RICHIE (Motown B-5861) [5 7]
- **DIGITAL DISPLAY**
  - THE WORLD (MCA 52734) [10 7]
- **THAT'S WHAT FRIENDS ARE FOR**
  - DIONNE & FRIENDS (Arista A-19423) [14 6]
- **WHO DO YOU LOVE?**
  - WHITNEY ed (Manhattan/Capitol B 5001) [9 12]
- **THINKING ABOUT YOU**
  - WHITNEY ed (Arista A-19412) [8 10]
- **CURIOSITY**
  - THE JETS (MCA 52682) [12 11]
- **EMERGENCY**
  - (Dict-List/PolyGram 884-195-7) [11 9]
- **COLDER ARE MY NIGHTS**
  - THE N.Y. BROTHERS (Warner Bros. 7-28869) [13 7]
- **SECRET LOVERS**
  - ATLANTIC STARS (A&M 27810) [18 5]
- **WHAT YOU BEEN MISSIN' STANDPOINT**
  - (R&B 8-5701) [17 7]
- **GO HOME**
  - STEVIE WONDER (Gordy/Gordy 18177T) [25 4]
- **THE SWEETEST TABOO**
  - SADE (PolyGram 27-01053) [26 4]
- **CARAVAN OF LOVE**
  - FLETICE JASPER, ISLEY, ISLEY, ISLEY (MCA 52703) [4 14]
- **YOUR PERSONAL TOUCH**
  - EVELYN "CHAMPAGNE" KING (RCA J-K-14201) [20 8]
- **HONEY FOR THE BEEES**
  - PATTI AUSTIN & (Quest/Warner Bros. 7-29810) [19 10]
- **ALICE, I WANT YOU JUST FOR ME**
  - FULL FORCE (Columbia 38-05603) [21 9]
- **SUN CITY**
  - ARTISTS UNITED AGAINST APARTHEID (Manhattan/Capitol B 50071) [22 7]
- **GORDY'S GROOVE**
  - CHOICE MC'S featuring FRESH GORDON (Tommy Boy 87-8571) [23 7]
- **SEDUCTION**
  - VAL YORDY (Gordy/Motown 17940F) [24 10]
- **SAY I'M YOUR NO. 1 PRINCESS**
  - (Mega Music 50030) [16 12]
- **WHO'S ZOOMIN' WHO ARETHA FRANKLIN (Arista A-19410) [6 14]
- **DO YOU REALLY LOVE YOUR BABY**
  - THIS TEMPTATIONS (Gordy/Motown 19396) [34 5]
- **LET ME BE THE ONE**
  - FIVE STAR (RCA PB-14299) [38 5]
- **DO ME BABY**
  - HALIA MORGAN (Capital B 5233) [39 4]
- **CONDITION OF THE HEART**
  - KASHIF (Anasa A-9415) [31 7]
- **YOU LOOK GOOD TO ME**
  - CHERRELLÉ (CBS 34-05609) [30 13]
- **EVERYBODY DANCE**
  - TA MARRA AND THE SEEN (A&M AM 2716) [7 15]
- **THIS IS FOR YOU**
  - THE SYSTEM (Atlantic 7-96067) [15 11]
- **HE'LL NEVER LOVE YOU (LIKE I DO)**
  - PATRICIA JACOBY (Capitol B 5535) [48 3]
- **LET MY PEOPLE GO**
  - THE WINANS (Capitol/Warner Bros. 7-29814) [36 7]
- **LET ME KISS IT WHERE IT HURTS**
  - BOBBY WIMMACK (MCA 52709) [37 6]
When The Going Gets Tough, The Tough Get Going — Billy Ocean — Jive/Artista
He'll Never Love You (Like I Do) — Freddie Jackson — Capitol
Desire — Gap Band — Total Experience
Tender Love — Force MD's — Tommy Boy

K104
17
Station WUSL
Market

Atlantic
Sade
Jellybean
LL
B.
R.
Ready
F.
M.
Simple
WLUM-FM
Jive/Arista
Tough
When
Rene
WTLC
P.
Miller
Tommy
Tender
Klymaxx
Carson
Desire
Freddie
He'll
9.9
Ta
El
M.
The
Box/December
Doug
Davis
Song: “Freedom”
Artist: Pointer Sisters
Label: RCA

Comments:
“I like the record for the simple reason that it’s a ballad. The song seems to attract
the demo of 18-34 and it seems destined to be number one. It has a good positive flow.”

WHAT DO
WOLFMAN JACK
GARY TAYLOR
JOE GARAGIOLA
VIN SCULLY
AND
WNEX-FM HAVE
IN COMMON?
JIM JEFFRIES
COULD
PROBABLY
FIGURE IT OUT.
IF YOU CAN'T,
U.R.B.
REVEALS ALL IN
FEBRUARY

KGFJ-AM 1230 — Los Angeles —
Kevin Fleming — PD
Ta Mara & The Seen
Rene & Angela
Wham!

WDQA — Dayton — Lankford
Stevens — PD
El DeBarge
M. Morgan
W. Houston
Cameo
The Family
C. Lucas

KDKO — Denver — Jay Johnson —
PD
Pointer Sisters
S. Mills
M. Day
James Brown
LL Cool J
K. Davis

WDMT “FM108” — Cleveland — Dean
Dean — PD
B. Ocean
Eurythmics & A. Franklin
Rene & Angela
Atlantic Starr

WRAP — Norfolk — Chester Benton —
PD
EBO
Force MD's
The Givens Family
Cameo
Mai Tai

KOKA — Shreveport — B. B. Davis —
PD
Rene & Angela
James Brown
P. Byason
Gap Band
Wham!

WAOK — Atlanta — Larry Tinsley —
PD
F. Jackson
The Family
D. Ross
J. Holiday
Gap Band
S. Mills
Juicy
Love Patrol
Kartoon Krew

WILD-FM — Boston — Elroy Smith —
PD
Force MD's
F. Jackson
W. Houston
M. Day

WPLZ — Richmond — H. Jay Lang —
PD
F. Jackson
S. Mills
Yarbrough & Peoples
The Family

WGCI — Chicago — Graham
Armstrong — MD
K. Blow
Grace Jones

WUSL “Power 99” — Philadelphia —
Jeff Wyatt — PD
To Mara & The Seen
Yarbrough & Peoples
W. Houston
Love Patrol

K104 — Dallas — Terri Avery — MD
Kartoon Krew
The Family
V. Young
Mai Tai

LL Cool J
5 Star
Willy Clayton

WJAX-FM — Jacksonville — Tony
Mann — PD
Jellybean
A. Cymone
S. Mills
5 Star

WHUR-FM — Washington, D.C. —
Mike Archie — PD
Voyeur
Krystal
R. Parker, Jr.
W. Houston
C. Valour

XHRM-FM — San Diego — Duff
Lindsey — PD
9.9
Grace Jones
Yarbrough & Peoples
Klymaxx
Force MD's

WNOV — Milwaukee — Rob Hardy —
MD
El DeBarge
B. Ocean
M. Morgan
The Family
J. Holiday
Fat Boys
Artists United Against Apartheid
M. Day

WL0U — Louisville — Bill Price —
MD
EBO
Human Body
J. Graham
Gap Band
D. Ross
Ta Mara & The Seen

WWDM — Sumter — Scotty B — MD
Ta Mara & The Seen
Gap Band
D. Coleman
N. Cole
P. Michael-Thomas

WHRK “K97” — Memphis — Jimmy
Smith — MD
Ta Mara & The Seen
M. Day
S. Mills
James Brown
Love Patrol
W. Houston
The Family
B. Ocean

Cash Box/December 21, 1985

342 345 345 345 345 345 345 345
URBAN RETAILER'S PICK

Retailer | Store | Market
---|---|---
Sikhulu Shange | Sikhulu's Record Shack | New York

Album: “Promise”
Artist: Sade
Label: Portrait/Epic

Comments:
“Sade did it again. This one’s even better than the first one. It’s suddenly drawing a lot of attention, and sales have jumped sky-high. Great record!”

HOT NEW SELLER

Sade

STRENGTHEN SALES

S. Wonder — Tamla/Motown
Isley, Jasper, Isley — CBS Associated
F. Jackson — Capitol
Sade — Portrait/CBS

STORE REPORTS

LaGreen’s — Detroit — Steve Holsey
Sade
S. Wonder
Krush Groove
D. Warwick
Run D.M.C.

Music Master — Chicago — Yronne Mason
Sheila E.
S. Wonder
F. Jackson
The Isley Brothers
A. Franklin

Scott’s Wholesale — Indianapolis
Cheryl Gregory
Isley, Jasper, Isley
Zapp
The Isley Brothers
F. Jackson
M. Day

Benson’s House Of Music — Los Angeles — Robert Palacios
New Edition
Isley, Jasper, Isley
Starpoint
E. Murphy
W. Houston

Fortune Records — Inglewood, CA
Timmy Fortune
S. Wonder
F. Jackson
Isley, Jasper, Isley
A. Franklin
Kool & The Gang

Massachusetts One-Stop — Boston — Ron Heaps
Kool & The Gang
F. Jackson
Isley, Jasper, Isley
S. Wonder
A. Green

Webb’s Department Store — Philadelphia — Bruce Webb

GOOD REASON TO SMILE — Johnny Copeland (l), Robert Cray (c) and Albert Collins (r) have just released their first collaboration for Alligator Records. Entitled “Showdown,” the union of three of modern blues’ hottest guitarists may prove to be one of the hottest indie projects of the holiday season.

Tower Records — Sacramento — Jeanie Banvaar
Starpoint
A. Franklin
J. Taylor
F. Jackson
W. Houston

Bedford Records — Stanford, CT — Larry Pena
Sade
B. Streisand
Grace Jones
Alsha
S. Wonder

Hill’s Stereo — Norwalk, CT — Mary Ann Saracino
Sade
B. Streisand
Isley, Jasper, Isley
Krush Groove
E. King

Barney’s One-Stop — Chicago — Nellie Thomas
F. Jackson
S. Wonder
W. Houston
Sheila E.
Isley, Jasper, Isley

Jones & Harris — Richmond, VA — Robin Bridgeman
S. Wonder
Sade
F. Jackson
B. Womack
Ready For The World

Shazada Enterprises — Charlotte — Tim Taylor
S. Wonder
A. Franklin
F. Jackson
W. Houston
Atlantic Starr
**DANCE**

**TOP 75 12" SINGLES**

**12 REVIEWS**

**BIG AUDIO DYNAMITE** (Columbia 44-0532)

*The Bottom Line* (7:20) (Jones) (CBS Inc.) (Producer: Mick Jones)

With a spare, straight-on rock drum beat and various vocal duets and edits, "The Bottom Line" is a dynamic blend of new and old. Should go over big in rock clubs.

**ZZ TOP** (Warner Bros. 0-20396)

Sleeping Bag (6:12) (Gibbons-Hill-Beard) (Producer: Bill Ham)

This thunderous version of ZZ Top's latest dance rock track breaks down into a riveting drum-based segment and also guitarists Billy Gibbons to stretch out and walk. A sure rock club favorite.

**THOMPSON TWINS** (Arista 9442)

King For A Day (5:20) (Bailey-Currie-Leeway) (Arista Inc.) (Producer: Nile Rodgers-Tom Bailey)

This pop oriented track is available here as both the longer LP version and the rock radio edit. A very strong number.

**DEAD OR ALIVE** (Epic 49-03527)

My Heart Goes Bang (Get Me To The Doctor) (7:20) (Dead Or Alive) (CBS Records) (Producer: Stock-Atken-Waterman)

While the flip features an American "wipe-out" mix, this extended version combines high energy syncopated percussion and a burning rock dance groove. Has plenty of instrumental breakdowns for the DJs.

**SIMPLY RED** (Elektra 5112)

Come To My Aid (6:42) (April Music/ASCAP) (Hucknall-McIntyre) (Producer: Stewart Levine) (Remix: Thompson Mike Barbiero)

While Simply Red's success in the U.K. has yet to be matched in the U.S., this jazz-pop textured remix features some nice melodic hooks which could catch programmers and DJ's ears.

**MOST ACTIVE**

"Come To My Aid" — Simply Red — (Elektra)

Club: Mobile

Location: Dallas

Comments: "Simply Red is red hot. A great follow-up to their last single should top the charts."

**RETAILER'S PICK**

"Living in America" — James Brown — (Scoot Bros.)

Store: Mass. One Stop

Manager: Ron Miles

Location: Boston

Comments: "A great song. James should do well because of CBS distribution. This is going to be a number one record."
### Video News

#### Top 40 Videocassettes

<table>
<thead>
<tr>
<th>Title</th>
<th>Studio</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 BEVERLY HILLS COP</td>
<td>WB</td>
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<td>2 TINA</td>
<td>WB</td>
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<tr>
<td>3 THE EMERALD FOREST</td>
<td>MCA</td>
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<tr>
<td>4 MADELEINE Brighter than Ever Ents.</td>
<td>MCA</td>
</tr>
<tr>
<td>5 VISION QUEST</td>
<td>WARNER</td>
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<tr>
<td>6 THE BREAKFAST CLUB</td>
<td>WARNER</td>
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<tr>
<td>7 LADYHAWKE</td>
<td>WARNER</td>
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<tr>
<td>8 POLICE ACADEMY 2, THEIR FIRST ASSIGNMENT</td>
<td>WARNER</td>
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<tr>
<td>9 CAT'S EYE</td>
<td>WB</td>
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<td>10 GREMLINS</td>
<td>WB</td>
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<tr>
<td>11 THE KILLING FIELDS</td>
<td>WARNER</td>
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<tr>
<td>12 BREWSTER'S MILLIONS</td>
<td>MCA</td>
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<tr>
<td>13 MISSING IN ACTION 2 - THE BEGINNING</td>
<td>MCA</td>
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<tr>
<td>14 SECRET ADIRONDACK</td>
<td>MCA</td>
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<td>15 GOTCHAI</td>
<td>MCA</td>
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<tr>
<td>16 PERFECT</td>
<td>MCA</td>
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<td>17 LOS IN AMERICA</td>
<td>WB</td>
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<td>18 BABY SECRETS OF THE LOST LEGEND</td>
<td>WB</td>
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<tr>
<td>19 THE SURE THING</td>
<td>WB</td>
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<tr>
<td>20 DESPERATELY SEEKING SUSAN</td>
<td>WB</td>
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<tr>
<td>21 CODE OF SILENCE</td>
<td>WB</td>
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<tr>
<td>22 THE KARATE KID</td>
<td>WB</td>
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<td>23 PORKY'S VENGEANCE</td>
<td>WB</td>
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<tr>
<td>24 A NIGHTMARE ON ELM STREET</td>
<td>WB</td>
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<tr>
<td>25 A PASSAGE TO INDIA</td>
<td>WB</td>
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<tr>
<td>26 MRS. SOFFEL</td>
<td>WB</td>
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<tr>
<td>27 FRIDAY THE 13TH, PART VI: A NEW BEGINNING</td>
<td>WB</td>
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<tr>
<td>28 THE COMPANY OF WOLVES</td>
<td>WB</td>
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<tr>
<td>29 MISSING IN ACTION</td>
<td>WB</td>
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<tr>
<td>30 THE SLUGGER'S WIFE</td>
<td>WB</td>
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<tr>
<td>31 PINOCCHIO</td>
<td>WB</td>
</tr>
<tr>
<td>32 THE PURPLE ROSE OF STREET</td>
<td>WB</td>
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<tr>
<td>33 TURK 182</td>
<td>WB</td>
</tr>
<tr>
<td>34 STAR MAN</td>
<td>WB</td>
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<tr>
<td>35 FALCON &amp; THE SNOWMAN</td>
<td>WB</td>
</tr>
</tbody>
</table>

#### Top 15 Music Videocassettes

<table>
<thead>
<tr>
<th>Title</th>
<th>Studio</th>
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</thead>
<tbody>
<tr>
<td>1 PRINCE &amp; THE REVOLUTION LIVE!</td>
<td>WARNER</td>
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<tr>
<td>2 TINA-LIVE PRIVATE DANCER TOUR</td>
<td>WARNER</td>
</tr>
<tr>
<td>3 MADONNA LIVE - THE VIRGIN TOUR</td>
<td>WARNER</td>
</tr>
<tr>
<td>4 WHAMI THE VIDEO Whami (CBS-Fox Video)</td>
<td>WB</td>
</tr>
<tr>
<td>5 THE BEATLES LIVE - READY STEADY GO!</td>
<td>WB</td>
</tr>
<tr>
<td>6 NO JACKET REQUIRED Phi Collins (Atlantic Video)</td>
<td>WB</td>
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<tr>
<td>7 MADONNA Madonna (Warner Music Video)</td>
<td>WB</td>
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<tr>
<td>8 RATT THE VIDEO Ratt (Atlantic Video)</td>
<td>WB</td>
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<tr>
<td>9 WINDMILL HILL'S WATER'S PATH</td>
<td>WB</td>
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<tr>
<td>10 MOTOWN 25: YESTERDAY, TODAY, FOREVER</td>
<td>WB</td>
</tr>
<tr>
<td>11 STOP MAKING SENSE Talking Heads</td>
<td>WB</td>
</tr>
<tr>
<td>12 THE HEART OF ROCK'N'ROLL Huey Lewis &amp; The News (WARNER)</td>
<td>WB</td>
</tr>
<tr>
<td>13 FLY ON THE WALL AC/DC (Atlantic Video)</td>
<td>WB</td>
</tr>
<tr>
<td>14 WE ARE THE WORLD - THE VIDEO EVENT USA</td>
<td>WB</td>
</tr>
<tr>
<td>15 PRIVATE DANCER Tina Turner</td>
<td>WB</td>
</tr>
</tbody>
</table>

#### The Cash Box Top 15 Music Videocassettes is Based on Actual Pieces Sold at Retail Stores.

#### The Release Beat

**Warner Home Video** introduces Steven Spielberg's *Gremlins* to the home video market this week. The film was one of the top box office grossers of 1984, having reported a domestic take of over $100 million. It will be promoted with a major sales push, including Christmas-themed p.o.p. materials such as tree ornaments, standees, and posters, which compliment the film's Christmas Eve happenings. Questioned at $79.95, *Gremlins* features digitally processed Hi-Fi Stereo in both VHS and Beta. Also from WHV this week are *Clint Eastwood in Pale Rider* ($79.95), *John Ford's Cheyenne Autumn* ($59.95), *Sam Peckinpah's The Ballad of Cable Hogue* ($59.95) and *Joseph L. Mankiewicz's There Was a Man* ($59.95). These titles succeed WHV's Western promotion, *Warner Wins the West* (which saw 14 titles reduced to $29.95 through the month of November)...

**Paramount Home Video** introduces their first two Video Explores and D.A.R.E. to home video this month, each for the suggested retail price of $25. Both are closed captioned and available in stereo VHS and Beta. **Wall Disney Home Video** brings Return to Oz (the sequel to The Wizard of Oz) to home video for the suggested retail price of $29.95. This $25-million film features Nicole Williamson and Jean Marshall in pivotal roles, with Faezra Bate as Dorothy Gale. Available in VHS and Beta. Also from Disney from this month: the Mickey Mouse Club ($49.95), The Small One ($49.95), a Christmas tale, and Five Miles High ($49.95). Continental Video offers Georgie Stevens' *A Filmmaker's Journey* ($39.95), following the legendary director's career in vintage film clips and interviews with workmates Katherine Hepburn, Warren Beatty and Frank Capra.
PROGRAM ADDS

TV69 — Lisa Roach — Playlist Information — Atlanta
The Howlers
C. Cross
Propaganda
R. Palmer
Artists United Against Apartheid
B. Adams & T. Turner
The Cult
T. Waits

THE RECORD BUYERS GUIDE — Beth Comstock — Program Director
Mr. Mister
Starship
N. Lofgren
Wang Chung
J. Waite
P. Collins & M. Martin
N. Hendrix
K. Bush
What Is This

ROCK ON CHICAGO — Yaa Venson — Producer
S. Wonder
P. McCartney
Pointer Sisters
J. Hammar
H. Jones
Heart
Prince & The Revolution
Sting
The Dream Academy
The Alarm
S. Easton

KLRL-TV21 — Bob Bell — Las Vegas — Music Director
R. Palmer
P. Collins
Arcadia

MOST ADDED

Survivor — Burning Heart — (Scotti Bros.)

STRONG ADDS

Discipline Of Love — Robert Palmer — (Island)
Just Another Day — Oingo Boingo — (A&M)
When The Going Gets Tough, The Tough Gets Going — Billy Ocean — (Arista)
Living In America — James Brown — (Scotti Bros.)

PROGRAM NOTES

CONTEST — Hit City, a nationally syndicated Black/Urban video show, will present its annual “People’s Pick,” sponsored this year by Warner Brothers Records and scheduled to begin airing on January 10th. A project of Monument Productions, Hit City is entering its fourth season and now airs in fifty markets nationwide. The “People’s Pick” is an event during which Hit City viewers nominate and vote on their favorites in five categories: Best Male Artist, Best Female Artist, Best Group Or Duo, Best Video Of The Year, and Best Video Of The Year. The nominations will be accumulated through the use of ballots attainable through mail-in requests to Hit City. As an incentive for the viewers to participate in the nominations, the ballots will double as entry-blanks to a contest give-away. Following the nominations campaign, votes will be accumulated over a span of five shows, ending with a sixth show announcing the winners of each category and the contest drawing winners. Last year, with no outside promotion and about half the present coverage, Hit City’s first “People’s Pick” generated over 120,000 viewer calls. The show is hosted by Warren Epps from KDIZ in Dallas.

VIDEO MARATHON — On Monday, December 2, TV69 in Gainesville began its four-day video telethon, hosted by VJ Bob Michaels. The 96 hours were used to raise toys for the children of Shands Hospital. In all, several hundred toys were donated. Our congratulations to Bob Michaels and the TV69 staff.

RICHARD WEXLER APPOINTED — U68 stereo music video television has announced the appointment of Richard Wexler to the position of general sales manager. His responsibilities at U68 will include overseeing the sales efforts of the station’s new rep firm, Petry Television. Wexler explained, “We anticipate gaining revenues from both television advertisers and radio advertisers whose typical budget has previously been spent on television spending.” U68 is a subsidiary of Wometco Broadcasting Company, Inc.

Steven L. Zap

TOP 30 MUSIC VIDEOS

1. SAY YOU SAY ME Lionel Richie (Motown)
2. SEPARATE LIVES (LOVE THEME FROM WHITE NIGHTS) Phil Collins and Marilyn Martin (Atlantic)
3. PART-TIME LOVER Stevie Wonder (Taml)
4. IT’S ONLY LOVE Bryan Adams & Tina Turner (A&M)
5. TO LIVE AND DIE IN L.A. Wang Chung (Geffen)
6. YOU BELONG TO THE CITY Glenn Frey (MCA)
7. RUNNING UP THAT HILL Kate Bush (EMI America)
8. SUN CITY Artists United Against Apartheid (Manhattan)
9. LOVE IS THE SEVENTH WAVE Sting (A&M)
10. ALIVE AND KICKING Simple Minds (A&M)
11. PERFECT WAY Scritti Politti (Warner Bros.)
12. SMALL TOWN John Cougar Mellencamp (Riv)
13. LIFE IN A NORTHERN TOWN The Dream Academy (Warner Bros.)
14. BROKEN WINGS Mr. Mister (RCA)
15. STRENGTH The Alarm (I.R.S.)
16. SOUL KISS Olivia Newton-John (MCA)
17. FACE THE FACE Pete Townshend (Atco)
18. THIS TIME INXS (Atlantic)
19. THAT’S WHAT FRIENDS ARE FOR Dionne & Friends (Arista)
20. SPIES LIKE US Paul McCartney (Capitol)
21. CONGA Miami Sound Machine (Epic)
22. PARTY ALL THE TIME Eddie Murphy (Columbia)
23. BE NEAR ME ABC (Mercury)
24. AMERICA Prince And The Revolution (Warner Bros.)
25. TAKE ON ME A-H-B (Warner Bros.)
26. SLEEPING BAG ZZ Top (Warner Bros.)
27. DO IT FOR LOVE Sheena Easton (EMI America)
28. WE BUILT THIS CITY Starship (GRUNT)
29. NEVER Heart (Capitol)
30. “MIAMI VICE” THEME Jan Hammer (MCA)

The Cash Box Top 30 Music Videos Chart is Based on Television Rotation at Various Stations and Networks.

VIDEO PROGRAMMER’S PICK

PD: Mike Opelka

TV5 — Houston Hit

Video: Rockin’ Little Christmas
Artist: Debra Allen
Label: RCA

Comments: “Besides Christmas getting to me, the song is nice and the video is very well done. A great concept. If you’re not playing it, you’re missing the boat.”
HOT NEW SELLER

Record Theatre — Cincinnati
Sade
B. Streisand
J. Cougar
W. Houston
F. Jackson

Homer — Omaha
T. Petty
Pat Benatar
S. Nicks
P. Townshend
Mr. Mister

Scotts — Indianapolis
Heart
ZZ Top
J. Cougar
Dire Straits
F. Jackson

G.A.M. — Minneapolis
Heart
B. Streisand
Miami Vice
S. Nicks
Sade

Karma — Indianapolis
ZZ Top
J. Cougar
Miami Vice
Rush Dire Straits

J&R Music World — New York
B. Streisand
Sting
Talking Heads
DIRE STRAITS
Heart

Turtles — Atlanta
Sade
B. Streisand
Miami Vice
Alabama
ZZ Top

Gary’s — Virginia
Miami Vice
ZZ Top
Cars
Dire Straits
Sade

City One-Stop
B. Streisand
Sade
Heart
Miami Vice
Sting

Tower Records — San Francisco
B. Streisand
Sade
Heart
Miami Vice
Sting

Tower Records — Fresno
Arcadia
Sade
Heart
Curtis
DIRE STRAITS

RETAILER'S PICK

Retailer
Mark Renner
One Stop
Musical Sales
Market
Baltimore

Album: Waiting For Floods
Artist: The Armoury Show
Label: EMI America

Comments:
"I can only express my disappointment with the way this record has been marketed. Not only my pick for this, but for any week. A desert island record."

SHOP TALK

Stephen Padgett, Los Angeles

RECORD BAR SHAKE-UP — Is it true that Barrie Bergman has been asked to step down as chairman of the board of retail giant The Record Bar? Rumors have it that big changes took place at last week's stockholders meeting. Apparently, the giant retailer is considering a major shake-up of the board. Is Dick Hudson in as new chairman of the board? Has Ron Cruickshank been removed from the board all together? Stay tuned!

"TIS THE SEASON TO BE SELLING — Retailers around the country are full-swing into their Christmas selling campaigns. To hear those cash register bells ring, retailers are relying on all sorts of sales and retail tactics to lure in that all-important customer. Michael Tedesco, manager of Moby Disc Records in Los Angeles, is hoping to enhance his store's image as the place to find the widest variety of records. Recognizing that many customers during the Christmas season are not regular record buyers, Moby Disc has placed 94 various titles on sale with a vast wall display highlighting the product. "We wanted to let the non-Moby customer know that we have lots of music to offer at a sale price," Tedesco said. Dave Crockett, co-owner of Karma Records in Indianapolis, said last week that his stores are in the midst of their first ever TV campaign. 70 percent of the advertising budget has been devoted to TV, he said. "Rather than run a consistent campaign all the way through Christmas, we've decided to break it up," he said, describing the three separate campaigns that comprise the overall holiday scheme. The first campaign was called the Music Feast Sale and began on Thanksgiving day and ran through Dec. 5. 100 records were on sale. Crockett revealed that sales were 15 percent ahead of last Thanksgiving and attributes much of that to the TV ads. The second installment began Dec. 13 and is called The Gift Of Music sale. TV and print will support the sale. And finally, beginning Christmas day Karma offers a Dollar Off Sale. The storewide sale not only gives $1 off any record, but runs in conjunction with a Trade In Your Turkey promotion in which any record, tape or CD received as an unwanted gift can be exchanged for any record of equal price, no matter where it was purchased. Ann Gleason, communications specialist for Camelot Music, told Shop Talk that Camelot is running a sale with the theme, Home For The Holidays. It was kicked off in November with an 8-page tabloid miler. The promotion gets support from print and radio as well as in-store signage linked with the campaign. After Christmas, coupon booklets that are available throughout the year will be redeemable through January 31 for savings store-wide. Tower Records has stuffed their regularly published Pulse magazine (which is very interesting reading — great features on an amazing array of artists) with a Holiday Gift Guide. The 24-page guide features record company and accessory company advertising on a wide range of items.

CAMEL NEWS LETTER — A small store with a creative owner can get a lot of mileage from the use of a personal computer and word processor. Camel Records in Huntington Beach, CA and its owner, Sam Gennawey, have found they can get the word out to its customers via an ingenious newsletter that Gennawey publishes with the use of his computer. Not only does the newsletter contain info on sale items and new releases, but a letters section encourages customers to write in. In the space of just a few pages, Gennawey packs in information on new groups, local happenings, new releases, news and views, and even political musings. Redemable coupons, advertising and other uses for the newsletter make it a very useful tool to the retailer. SOMEBIZARRE RECORD — The adventurous UK label responsible for exporting Soft Cell and The The to the U.S. has pacted with Capitol Records to bring out a compilation of some of the label's acts. All of the artists on the record — which is called "If You Can't Please Yourself You Can't Please Your Soul" — contributed new songs especially for the package. Highlight on the record, from Shop Talk's point of view, are "Flesh And Bones" by The The and Virginia Astley's "Waiting To Fall."
WINNING CARDS — A multi-million dollar “instant winner” sweepstakes will support the complete line of Scotch magnetic media products in the first quarter of 1986. Top prize is a deluxe home entertainment center valued at $3,500 from General Electric. Called “Winning Cards,” the program features a rub-off game card packed inside specially marked packages of Scotch EG, EG+ and EXG extra high grade videocassettes. Scotch Video Headcleaning Cassettes and multi-packs of Scotch-brand floppy disks will also contain the game cards. All consumers who enter will win an item of top quality home video equipment from GE; Scotch magnetic media products or special “instant savings checks” worth $4.50 on future purchases of Scotch blank media products. Six million game cards will be distributed with the Scotch products nationwide. Over 50,000 prizes are offered. “This promotion is a triple-threat; because it supports our entire Scotch-brand family of products, stimulates initial purchase and provides an incentive for repeat purchase of highgrade and special application videocassettes,” said Bob Burnett, marketing director for Scotch blank media.

GREAT INTRO — Mitsubishi Electric’s Mobile Electronics Group will unveil two high-power-performance-loaded in-dash cassette receiver systems designed to fit more than 90 percent of recent GM models at the CES show in Las Vegas this coming January. Designated the JX-3 and the JX-2, these car stereo systems provide either 100 or 60 watts total power RMS maximum at four ohms respectively. Additionally, they feature Mitsubishi Electric’s proprietary three-stage tuner circuitry which automatically calibrates FM stereo signals to their most optimum reception level and monitor and suppress interference from signals caused by strong transmissions from nearby stations. “The JX line enables domestic car owners to upgrade their car stereo systems with the proven performance Mitsubishi electronics provide,” said Michael Hyde, vice president of the Mobile Electronics Group.

A GOOD TIME — Recently released on J.T. Records (7927 Wilkinson Ave., North Hollywood, CA 91605) is the debut LP from The 9 O’Clock News. Featured on the album are ten of the band’s best tunes, including a remake of Nancy Sinatra’s “These Boots Are Made For Walking.” L.A. new-wave radio station KROQ (FM 105.7) has been playing cuts from the album with good response. This fine rock album is being distributed by California Record Distributors in Glendale, CA, retailers should check out this talented bunch. For more info call Media Mgr. at 818-783-7242.

SONY VIDEO TAPE — Using technology from professional videotape research, Sony Tape Sales Company has introduced a new line of master grade videocassettes called the Pro-X Series. It’s designed to fill the needs of video users who do live videotaping, editing and PCM digital audio recording. The Pro-X Series is the first half-inch consumer video cassette to feature a wide window that permits easy-at-a-glance viewing of the tapes. Slated for a 1985 fall delivery, the videocassettes will be available in Beta L-250 and L-500, and VHS T-60 and T-120 lengths. The new Pro-X will replace the Pro series line currently on the market.

SPECIAL OFFER — Maxell Corporation Of America is offering tape buyers many special deals this holiday season. Shown above is Maxell’s special offer of a free cassette storage rack which holds 20 cassettes with the purchase of 10 60-minute Ultra-Dynamic High Bias (UDS-II 90) audio cassettes.

WHAT’S IN STORE

DIGITAL TAKE-OFF — The sound of compact discs is easy to enjoy anywhere — even at 30,000 feet, with the new Sony Discman™ portable CD player. The world’s smallest CD player, the Discman (D-7) carries a $299.95 suggested list price.

WHAM! (Columbia CK 36959) CB 22 43
A-HA (Warner Bros. 23500) WEA 16 6
Debut (MCA MCD-5570) MCA 23 27
Hank Williams (EMI America CDPM 1614) CAP 24 9
Huey Lewis and the News (Chrysalis VK 41452) CBS 25 27
Bread Yourself Tonight (RCA PD-1-5429) RCA 26 21
Crosby, Stills, Nash and Young (Reprise 19116) Reprise 29 3
THOMPSON TWINS (Arista JRC-0276) RCA 16 13
Patrick O’Hearn (Private Music CD 1210) IND 30 3
Marianne Faithfull (A & M SACD-1994) IND 33 3
DIRE STRAITS (Warner Bros. 3480) WEA 28 8
Marianne Faithfull (A & M AGCD-385) IND 32 12
DON HENLEY (Geffen 24026-2) WEA 27 47
DAVE GRUSIN & LEE RITENOUR (GRP 1016) IND 36 13
Brian Eno (EG CDH4) IND 35 3
SPYRO GYRA (MCA MCD 5602) IND 31 8
ORIGINAL SOURCETAG (MCA MCD-6144) IND 34 9
THE NYLONS (Open Air/Windham Hill DAO 301) RCA 38 8
PAUL YOUNG (Columbia CK 39993) CBS 37 20
SCORPIONS (Mercury 824 344-2) POL 39 8
Jazz

TOP 40 ALBUMS

<table>
<thead>
<tr>
<th>Number</th>
<th>Album</th>
<th>Artist(s)</th>
<th>Label</th>
<th>Chart Position</th>
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<tr>
<td>1</td>
<td>Fables</td>
<td>Stan Getz</td>
<td>Verve</td>
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<td>Black Codes (From the Underground)</td>
<td>Yellowjackets</td>
<td>Columbia</td>
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<td>Dancing in the Sun</td>
<td>Billie Holiday</td>
<td>Blue</td>
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<td>Magic Touch</td>
<td>Stanley Jordan</td>
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<td>Joe Sample</td>
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<td>Spyro Gyra</td>
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<td>Windham Hill</td>
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<td>Dave Grusin &amp; Lee Ritenour</td>
<td>GRP</td>
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<td>The Manhattan Transfer</td>
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<td>Andy Narell</td>
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<td>Atlantic</td>
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The Cash Box Top 40 Jazz Album Chart is Based Solely on Actual Pieces Sold at Retail Stores.

FEATURE PICKS

**TWILIGHT TIME** — Bennie Wallace — Blue Note: BT 85107 — Producers: Bennie Wallace, Mace Rebomack, Christine Martin, Joel Dorn — List: 8.98 — Bar Coded
After seven albums in Europe, Bonnie Wallace, one of the finest tenor saxophonists of his generation, has come home to roost. And what a U.S. debut it is! A Southerner, Wallace explores his roots with the help of dynamic guests such as Stevie Ray Vaughn, Dr. John, Jack Douthite, John Scofield, Ray Anderson, Eddie Gomez, and Bernard Purdie. A hard-edged LP, featuring Wallace originals and such down home standards as "Trouble in Mind," "Tennessee Waltz," and the title track.

One of the happiest jazz sounds of all — the piano of the late Errol Garner — in a typically uplifting collection, waxed in the mid-60s but previously unissued stateside. Garner was a complete natural; there isn't a soul on earth with a pair of ears who won't find this LP a double delight — terrific playing, terrific tunes.

**MOTHERLAND PULSE** — Steve Coleman — JMT 65001 (dist. by PolyGram Special Imports) — Producer: Stefan F. Winter — List: 9.98
A good, distinctive debut LP from an avant-jazzian Coleman, who proves to be as adept with the pen as he is with the horn. With a host of other young players, Coleman displays the abilities of a leader — letting everybody stretch out just enough to make their points.

Four proven hitmakers in a solid, funky fusion date recorded at the tail end of this year's JVC GRP Jazz Festival. With notable studio pros Carlos Vega, Abe Laboriel, and Larry Willis, rounding out the backline, the stars put their best musical feet forward for some cooking pop/jazz. Should sizzle up the charts.

**IT'S ABOUT TIME** — Last week's Points West column mentioned the upcoming "Jazz Aid" concert, set for February 13, 1986 at L.A.'s Forum, an all-star evening to benefit the world's hungry. It's about time that jazz came around — after all, there is a jazz musician alive who hasn't figured that it's like to be a "largest jazz concert ever staged." Good!

**RINGING IT OUT, RINGING IT IN** — As if there aren't enough reasons not to go out New Year's Eve — high prices, high crowds, and public radio's live jazz, "giving of themselves around the country" — PBS, you know the television end of listener and corporation-sponsored broadcasting, will air New Year's Eve Jazz Celebration" over at least 120 of its member stations. After the dedication of Ethel's Place in Baltimore, and produced by Maryland Public Television, N.Y.E.J.C. will feature performances by Joe Williams, Gerry Mulligan, the Ray Brown/ Mill Jackson Quartet (with Cedar Walton and Mickey Roker). Phil Woods, "Toots" Thelemans and the World-Wide Memphis Racers. Bill Boggs (?) will handle the hosting chores and, don't worry, "midway through the celebration, the music will stop...a new, different event will be invited to participate in the traditional countdown to the New Year and the singing of "Auld Lang Syne." Sounds like New Year's will be best spent this year with a radio, a tv, and a bottle of chilled cold duck.

**ENGLAND SWINGS** — MMC, an English compact disc and audiophile LP label that records everything direct to disc, is now being distributed stateside by Sounds Good Music. The five LPs I sampled are interesting records and bits a bit different. There's "Centennial Park" by RMS, a fusion, "20th Century Blues" by a band of the same name, a somewhat less fusionary affair, "Larkspur" by John Allair, a blues LP, and two albums featuring a fine inside/outside trumpeter named David DeFries — "The Secret City" and "The Sun Below" (the latter features DeFries in a band called Sunwind). Sounds Good is at 3355 W. El Segundo Blvd., Hawthorne, CA 90250 and their phone number is (213) 973-8800.

**LITTLE TOWN** — "The Jazz Nativity: A Christmas Fantasy in Jazz," will fill the halls of New York's St. Peter's Church — the jazz church — on December 17. Anne Phillips is the musical director and arranger, and the players include (not to mention) Carl Ritter, Mel Carter, Terry, Wayne Andre, George Mraz, Grady Tate, Tommy Flanagan, Judy Nelemak, Jerry Dodgion, Marvin Stamm and Gene Bertoncini. St. Peter's is just a stone's throw from Bloomingleafe's, so you can get a little late Christmas shopping in before hitting the doors then buying $15 for the admission.

**DON'T STOP THE REISSUES** — PolyGram has done it again: "Lionel Hampton: The Complete Quartets" is a five record boxed set that features the great vibemaster swinging his behind off in the compatible setting of Oscar Peterson, Ray Brown, and, most of the way, Buddy Rich. These Verve sets, from the '50s, are scintillating and are available thanks to French Verpe (what — the Japanese didn't think of it first?). The sets list for $34.98.

**DRG's Disques Swing** swing, the classy $5.98 and $6.98 reissue series, has just come up with three toe-tapping items: "Mezz Mezzrow," Lena Horne's Lena Goes Latin," and Eartha Kitt/Doc Cheatham/Bill Coleman," a collection of items recorded not by two trumpeters and a chanteuse. Savoy Jazz, a division of Muse, has just brought back to the world Dexter Gordon's "The Master Takes: The Savoy Recordings," "The Ravens' Old Man River," and Little Jimmy Scott's "All Over Again." Muse itself has reissued one of the finest of Sonny Stitt's albums, the 1972 "Constellation" (originally on Cobblestone).


**STAN GETZ** has been appointed artist in residence at Stanford University, beginning Jan. 1; his tenure will help the Palo Alto, CA institution begin building a jazz division for its acclaimed music department . . . Dave Burrell, the excellent pianist and composer who has spent a good deal of time recently in Sweden, completing his opera, "Windward Passages," has just returned to the states; Philadelphia to be precise.
As far back as I can remember, there has always been some point of the law that was being challenged. In the music business the copyright has been shot at from every angle. None of those shots has ever had the effect that House Bill H.R. 3521 will have on the income of writers and publishers. Because of that I want you to take time to read these facts very carefully and to get involved in the fight to defeat this issue.

This new bill would prohibit BMI and all other performing rights organizations from licensing most of the material broadcast over local television stations. It would require, instead, that program producers obtain the performing rights up front — at the time of initial production — and deliver those rights along with the programs.

If H.R. 3521 is passed, the average BMI writer or publisher will lose about 30% of his income. And, if your works are performed primarily on television, then your income will suffer by considerably more than just 30%.

The bill is the latest in a series of attacks on the blanket licensing system — a time proven system that has been in effect for television for some 35 years. It is a system which, after extensive litigation, has been found by court after court to be "reasonable." It is a system which has undergone and withstood continuous scrutiny by the Department of Justice. Very simply, it is a system that works!

If the bill is allowed to pass, you and the American public will be the losers. The current system benefits the public in several ways. First, it encourages greater production and use of music. Second, it keeps the cost of producing programs lower than it would be if program producers were required to buy performance licenses for stations. As a consequence, more programs are produced.

Television broadcasters failed to convince the courts and government through the Buffalo Case that our system of licensing your music for television was illegal and not in your public interest. Now these same broadcasters have turned their collective power toward Congress. They are attempting to convince your representatives, most of whom have no real knowledge about the licensing of music rights or about your interests, that this new legislation is essential. Almost daily, congressmen are being pressured by broadcasting interests to add their support to this bill and, unfortunately, some are listening.

I urge you to oppose H.R. 3521 and join those of us who want to continue to encourage and reward creative initiative. Our music is a vital part of American culture. The copyright law and its encouragement of artistic creativity should not be changed. Roger Sovine Alert: Special Meeting — All writers and publishers — BMI — Dec. 16 - 3:00 p.m.

Roger Sovine

Roger Sovine

REBA'S BROTHER SINGS TOO! — Newly signed RCA artist, Faye McIntire signs his writer affiliation to Broadcast Music, Inc. McIntire's single is scheduled to be released after the first of the coming year. (From l-r): Mark Wright, A&R talent manager, RCA; McIntire, seated; Joe Galante, RCA vice president, and BMI's vice president of operations, Roger Sovine.

COUNTRY

TOP 50 ALBUMS

Title, Artist, Label, Number, Distributor

[boxed]

1. RHYTHM AND ROMANCE
   ●● ROSANNE CASH (Capitol/Curb)
   2. SOMETIMES SPECIAL
   ●● GARY MORRIS (Warner Bros)
   3. THE FORESTER SISTERS
   ●● THE FORESTER SISTERS (Warner Bros)
   4. 40 HOUR WEEK
   ●● ALAN JACKSON (Capitol/Curb)
   5. GREATEST HITS VOL. 2
   ●● ROYAL ALBERT (RCA)

[boxed]

RESTLESS HEART
●● RESTLESS HEART (Epic/PL-5349)
HANG ON TO YOUR HEART
●● ROYAL ALBERT (RCA)
WHERE I'M COMING FROM
●● ROYAL ALBERT (RCA)
SOUTHERN PACIFIC
●● SOUTHERN PACIFIC (Warner Bros)
LAST MANGO IN PARIS
●● JAY McINTIRE (Columbia)
GET TO THE HEART
●● JAY McINTIRE (Columbia)
TELL ME IT'S REAL
●● ROYAL ALBERT (RCA)
LIVE IN LONDON
●● ROYAL ALBERT (RCA)
AMBER WAVES OF GRAIN
●● GILLIE HARRISON (Warner Bros)
OLD FAME
●● ROYAL ALBERT (RCA)
KENTUCKY HEARTS
●● ROYAL ALBERT (RCA)
JUST A WOMAN
●● ROYAL ALBERT (RCA)
CHRISTMAS
●● ROYAL ALBERT (RCA)
TURN THE PAGE
●● ROYAL ALBERT (RCA)
RADIO HEART
●● ROYAL ALBERT (RCA)
WHY NOT ME
●● ROYAL ALBERT (RCA)
GREAT HITS
●● ROYAL ALBERT (RCA)
WHY NOT ME
●● ROYAL ALBERT (RCA)
SHOES
●● ROYAL ALBERT (RCA)
THANK GOD FOR RADIO
●● ROYAL ALBERT (RCA)
LIFE'S HIGHWAY
●● ROYAL ALBERT (RCA)
GREAT HITS, VOL. II
●● ROYAL ALBERT (RCA)
CHASIN' RAINBOWS
●● CONWAY TWITTY (Warner Bros)

[boxed]

RHYTHM AND ROMANCE
●● ROSANNE CASH (Capitol/Curb)
HANG ON TO YOUR HEART
●● ROYAL ALBERT (RCA)
TELL ME IT'S REAL
●● ROYAL ALBERT (RCA)
LIVE IN LONDON
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●● ROYAL ALBERT (RCA)
GREAT HITS, VOL. II
●● ROYAL ALBERT (RCA)
CHASIN' RAINBOWS
●● CONWAY TWITTY (Warner Bros)

[boxed]

JUICE NEWTON — Cheap Love — (Old Flame)
T.G. SHEPPARD — Hunger For You — (Living On The Edge)
LEE GREENWOOD — Streamline — (Streamline)
T.G. SHEPPARD — Hangin' On Your Heart — (Living On The Edge)
DAN SEALS — Headin' West — (Won't Be Blue Anymore)
CHARLIE DANIELS BAND — Class Of '63 — (Me And The Boys)
JUDY ROBBINS — Grandpa — (Rockin' With The Rhymth)
VINCE GILL — Colder Than Winter — (Things That Matter)
RAY STEVENS — Blue Cyclone — (I Have Returned)
STEVE WARNER — The Heartland — (Life's Highway)
JUICE NEWTON — You Make Me Want To Make You Mine — (Old Flame)
SAMMI SMITH — Love Me All Over — (Better Than Ever)
THE SHOPPE — Like A Rose In The Sand — (The Shoppe)
Tree International Toasts Songwriters

NASHVILLE — Country music's largest publisher, Tree International, paid tribute to its songwriter staff at the company's annual Christmas brunch, Dec. 7, at the Vanderbilt Plaza here.

Exile's Sonny Lemaire, co-writer of the group's three number one hit songs "Crazy For Your Love," "She's A Miracle" and "Hang Onto Your Heart" was named "Writer Of The Year" for 1985.

Tree's president Buddy Killen was recognized for the same set of songs but as the producer of Exile.

Other awards went to Harlan Howard and Chick Rains, co-writers of "Somebody Should Leave" (Reba McEntire).

Top Ten Song of the Year honors went to Sonny Throckmorton for "The Cowboy Rides Away" (George Strait), Michael Garvin and Chris Waters for "In A New York Minute" (Ronnie McDowell); Wayne Kemp and Mack Vickery for "The Fireman" (Strait); Bucky Jones and Garvin for "Love Talks" (McDowell), and Max Barnes for "Who's Gonna Fill Their Shoes" (George Jones).

HOT PHONES

(A compilation of the most requested records on radio this week)

MORNING DESIRE — KENNY ROGERS — RCA
BOP — DAN SEAL'S — CAPITAL
THE ONE I LOVED BACK THEN — GEORGE JONES — EPIC
JUST IN CASE — THE FORESTER SISTERS — WB
BURNED LIKE A ROCKET — Billy Joe Royal — Atlantic/America
HE COULD NEVER BE YOU — Rosanne Cash — Epic
HOME AGAIN IN MY HEART — The Nitty Gritty Dirt Band — Warner Bros.
MAKIN' UP FOR LOST TIME — Crystal Gayle/Gary Morris — Warner Bros.
OKLAHOMA BORDERLINE — Vince Gill — RCA

WOWW — Kris "O' Kelly — Pensacola
Exile
Top Hearts
B. Mandrell
J. Clark

WWW — Kevin Herring — Detroit
T. Graham Brown
S. Warner
M. Osmond
Exile

WWVA — Bill Berg — Wheeling
V. Gill

LIBBY GETS A LABEL — Artist/writer Libby Hurley has been welcomed to CBS Records and ASCAP simultaneously and her first release is expected to be out by early spring. The welcoming party includes (from l-r) (top): Jim Kemp, manager of Epic/Portrait and associated labels; Rick Schwan, director of promotions and Epic division; Bob Doyle, ASCAP; (bottom) Merlin Littlefield ASCAP, Hurley; and Ron Bledsoe, producer.
Country Videos Take Gold

NASHVILLE — The International Film and Television Festival of New York recently awarded its first gold medal in the Country/Western video category to the Highwayman and its second place silver medal to Who’s Gonna Fill Their Shoes. According to a spokesperson for the festival, this is the first year in three years since the establishment of the country category that a first place or gold medal has been awarded. Determination of awards in music video categories are made by a panel consisting of New York production executives.

Both music videos were produced for CBS Records/Nashville. Highwayman joined together Johnny Cash, Waylon Jennings, Kris Kristofferson and Willie Nelson on the screen and it was the first-ever music video for George Jones in Who’s Gonna Fill Their Shoes.

Meanwhile, Ricky Skaggs’ Country Boy video was recently named “Country Video Of The Year” at the 1985 American Video Awards. Country Boy was filmed in New York and includes appearances by Bill Monroe, New York mayor Ed Koch and actor David Keith.

NEW FACES TO WATCH

“IT’S JUST A MATTER OF TIME” — Glen Campbell — Atlantic/America 90483-1 — Producer: Harold Shedd

Glen seems to be doing quite a bit in the studio these days. With a new gospel album out, as well as the release of this LP, “It’s Just A Matter of Time,” the country boy has also undertaken some of the arranging on this latest project. Three of the cuts on the LP are centered around a western theme: “Cowpokes,” “Cowboy Hall of Fame,” and “Gene Autry, My Hero.” A few standouts include an old, old oldie, “Sweet Sixteen,” as well as “Rag Doll” and “Call Home” which is reflective of his earlier recording material in sound. His current single is titled after the album.

LIVING AT THE END OF TIME — Karl Williams — Greene St GS 1949 — Producer: John Pearse

Dubbed a “songwriter’s” album by some, because all of the material was written by Williams, “Living At The End Of Time” showcases the talent of this Pennsylvania performer. Choice cuts include “Nancy,” “Classified Love” and “Humility.” There’s some great harmonica playing on this LP too.

SINGLE RELEASES

OUT OF THE BOX

LEE GREENWOOD (MCA-52741)


When you find something that works — stick with it. That’s the way some folks see it, in Lee Greenwood’s case, that’s the way it’s been. His latest “Don’t Underestimate My Love For You,” is another cut that follows the same pattern his last few number ones have weaved. Another love song, more romance, and Greenwood’s popularity will probably send this single up the charts as well.

GARY MORRIS (Warner Brothers 7- 28623)

100% Chance Of Rain (3:41) (Chappell/Christwald/Hop—ASCAP) (C. Black, A. Roberts) (Producer: Jim Ed Norman)

Gary’s high-powered vocals stand-out again and make this dramatic number very strong. Off his “Anything Goes” LP, “100% Chance Of Rain” is about facing the tomorrows without the love of today. Good arrangement with hard, solid lyrics. A likely candidate to top the charts.

FEATURE PICKS

KENNY ROGERS (Liberty P-B-1526)

Goodbye Marie (2:43) (Combee/Music City—BMI/ASCAP) (D. Linde, M. McDaniel) (Producer: Larry Butler)

This particular record was one Kenny had released a few years back. But it isn’t old. Nope, it’s brand new. Once you listen to it, you’ll understand. Larry Butler took the old vocal track off the original, and has totally re-done the number digitally. New tracks, new strings, everything.

CHARLEY PRIDE (RCA JK-14265)

The Best There Is (2:36) (Bibo c/o Walk/Random Notes—ASCAP) (W. Holfield, R. Goodrum) (Producer: Norris Wilson)

Some of Charley’s works from the vaults of RCA, his most recent label. Similar sounding tune to a lot of his older material.

NEW ALBUM RELEASES

TOGETHER AGAIN — Warner Brothers artists John Anderson and Emmylou Harris were reunited in the studio recently during the production of Harris’ upcoming album. Anderson joined Harris on “Someone I Used To Know.” The two had worked on projects in the past and it’s rumored a duet single may be released.
HELPING HAND — Andrae Crouch (right) helps the Fords on their first album "One Touch."

one song on the Ford’s album and working with Kenneth on arranging the project.

Robert Turner and his Silver Heart Singers have celebrated their 25th anniversary, following the release of their "A Change In My Life" and "Hold Out" albums on Tyscot Records. Plans are being made to release another album in the spring of 1986. Greenbriar recording artists Mickey and Becki Moore recently helped raise $16,000 as guest hosts for the Philadelphia Teen Challenge's 1165 Radiothon. This is the second year the two have hosted the live five-hour broadcast on station W2ZZ to raise money for the teen's drug and rehabilitation center.... It was a high-energy crowd that gathered at the Opry House Dec. 5, to see the DeGarmo and Key concert. The audience was mainly made up of fans ranging in ages from 13 to 22, that rocked to the group's string of hits including "6,6,6," "You Can't Run From Thunder" and "Communication."
HARRY BELAFONTE

WESTBURY MUSIC FAIR, WESTBURY, N.Y. — Yes, yes, he sang "Matilda" and the "Banana Boat Song" (you know — "Day-O"), wore calypso shirts unbuttoned to the navel, and shook his tushes for the suburban ladies in attendance. But Harry Belafonte — who lately has been more evident as a filmmaker (he produced Beat Street), philanthropist (he instigated USA for Africa), and father (he isd Shari Belafonte-Harper) — wrapped these trademark items in a beautifully paced, highly professional, and remarkably musical evening. Backed by an adroit ensemble — which was augmented by four musicians from South Africa, including a spiky jujitsu guitarist and a snappy tenor saxophonist — Belafonte showed that his 58-year-old voice is as fine a trim as his 58-year-old body.

For his first New York area concerts in some nine years, Belafonte chose to return to the Westbury Music Fair, whose middle-age, suburban clientele consists of many of the same faces who helped make him a megastar in those distant pre-Beatles days. And while Belafonte played to that audience — kibitzing with them, trotting out the calypsos that they remembered so well, even singing a rousing "Havan Neghiah" (a set piece from the old days) — he also played things his way: doing such contemporary pieces as "Forever Young," a beautiful number for Martin Luther King, allowing the South Africans to strut their stuff, and sharing the stage with South African vocalist Lutte Mbula. Rather than let Mbula open the show — which would have amounted to throwing her to the wolves — Belafonte introduced her at the midpoint of both halves of the concert. Her South African pop singing was strong and graceful, and splitting — went down without a problem.

Harry Belafonte should get back on the road. His three-hour performance at the Westbury Music Fair was a delight for all ages: I may be wrong, but I think the man would easily appeal to the age group (or groups) that knows it mainly as the guy behind Beat Street, the old cat next to Akryyod in the "We Are the World" chorus, and Shah's poppa. Plus, the calypso music he helped popularize in the '50s is still in need of an advocate. He didn't really have to end his concert with a sing-along ("hold hands with your neighbor ... of "We Are the World") — his class, his professionalism, and his way with a song, are timeless.

Lee Jekse

M10,000 ANIACIS

THE PALACE, L.A. — This is a band in progress. On its first-ever swing through the west coast, Elektra's 10,000 Maniacs probably made a lot of fans ... and a lot of interested observers waiting to see in which direction this band goes.

Though the band's name sounds like a group of demonic U.K. thrashers, 10,000 Maniacs are in fact musically based in the roots of the American country. Vocalist/lryicist Natalie Merchant's impressionistic wailing with her band's smart, observations is the centerpiece here — she is something of an upstate New York Joni Mitchell, in the latter's tradition of writing with a naturalistic approach to the music and the five-piece backing band's organic musicality makes this band off to nearly every other playing the U.S. club circuit.

Guitarist Robert Buck is the musical pivot, playing an ornate and highly melodic style of rhythm and lead, attacking the guitar with a clean and technical fervor. Yet Buck's clean-cut and stud stage persona provides a sensitive accompaniment to Merchant's impassioned vocals, and the whole band seems to give way to the duo's dynamic flow.

While this evening's opening slot in front of Midge Ure allowed for only a shortened set and an audience mixed in favor toward the band, it was able to sweep most in attendance up into its country/carnival-like world. Merchant's musical background leans more to the jazz and classical ends of the spectrum, and as a result the song's forms do not usually fit into the A-B-A style of most pop and rock artists. Though more defined, they seem to swirl in a liquid texture similar to that of R.E.M., though the band's sounds are quite different.

With songs like "Waiting For The Train" and "Arbor Day," a cut on which Buck played — his seemingly natural instrument — mandolin and organist Dennis Drew switched to accordion, the band evoked a rare feeling of simple intimates familiarity, as if they have been playing these songs for years and were hearing them now, gathered with friends at a country fair.

10,000 Maniacs is not a commercial entity set for the top of the charts, and it is not even a fully developed cult group, but they are quite different than most anything happening on the new music scene currently, and it is clear that they still have many ideas to embrace and exploit.

While this evening's show was not in the optimum circumstances, 10,000 Maniacs still managed to draw some very enthusiastic responses from the crowd, testimony to the band's ability to strike that just-right chord.

Peter Holden

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ROSE AT S.O.B.'S — ASCAP member Michael Rose (I), formerly of Black Uhuru, is greeted by membership representative Vivian Scott after Rose's recent solo performance at S.O.B.'s.

CRUZADOS RIDE — The Cruzados are currently on their first coast-to-coast tour, promoting their self-titled debut album through headlined at the Bottom Line in New York City. Following the set, the band was congratulated backstage by Arista president Clive Davis (center). Shown surrounding Davis are the members of Cruzados (l-r) bassist Tony Maricca, drummer Chalo Quintana, guitarist Marshall Rohner, and lead singer Tito Lurriva.

ABOUT TO BE A HIT — Jimmy Buffet brought the Florida sunshine with him recently when he was in New York on a promotional tour in support of his MCA Records album, "Songs You Know By Heart" and the contest that went along with it.

Paul Lorio

INTO EACH LIFE SOME WAY MUST FALL — Columbia Records hosted a reception in honor of artist Wayne Shorter at its offices in New York, celebrating the release of his solo LP, "At The氩," and the opening of his first worldwide solo tour. Pictured (l-r) Phil Sandhaus, director, product development, Columbia Records; David Robinson, Shorter's manager; George Butler, VP, jazz and progressive music; Columbia; John Tupper, director, sales/art development, Columbia; Wayne Shorter Ray Anderson, VP, Columbia label promotion; Mike Bernardo, director, black music and jazz, national promotion, Columbia; Bob Sherwood, VP, marketing, Columbia.

Cash Box/December 21, 1985
Music Publishers' Forum Discusses A&R Approach To Picking Hits

By Paul Iorio


Jeffries, who has recently signed such artists as Suzanne Vega and Marti Jones, started the discussion with an examination of the industry’s “open policy” toward unsolicited tape submissions. Jeffries asserted that though this policy generates more work for A&R people, every tape submitted gets listened to. “We have nine people at Arista who actually listen to tapes,” said Eckstein. An unidentified A&R person for Arista, speaking from the audience, said that “things coming off the street unsolicited get to our offices.” When asked how he defined the term “unsolicited,” he replied, “If it comes from someone I don’t know its unsolicited.”

Lubin, who has worked with the Everly Brothers, said that an artist should submit the tape that best represents his or her sound, adding that a finished master does not necessarily stand a better chance of getting an artist signed. Though the three agreed that most of their submissions come from either producers, artists, lawyers or publishers these sources do not necessarily guarantee their finding a hit record. How do they know a hit when they see one? “It comes down to one dummy’s opinion” said Eckstein, adding, “A&R is a combination of gold mining and witch hunting.”

HE'S ON HIS WAY — The ASCAP Foundation, the Jean and Louis Dreyfus Foundation, Chappell Music Company, and The City College of New York presented the 1984 HUGO F. K. SINGER AWARD honoring George and Ira Gershwin. At the ceremony, which took place at ASCAP’s 737 7th Avenue office, Hal David (l), president of ASCAP, and Irwin Robinson (r), president of Chappell Music Company, presented the $1,500 scholarship to Benjamin Yarmolinski (c).

The Waterboys Shoot The Whole Of The Moon

By Stephen Padgett

SAN FRANCISCO — The blending of literary references, spiritual imagery, personal testament and rock music are incendiary items in the hands of lesser artists and, with a few exceptions, such an approach can result in quite a bit of junk. But Stewart Copeland, rock and roll affadit, seems to have a knack for describing the spiritual quest from the inside. He is not a mere poet or apologist, he is a mirror or reporter of the things he sees “on the other side.”

Rimbaud did this by abusing his body with drugs and alcohol until he had visions of God. One doesn’t know how Stewart Copeland has done it, but the documents of his journeys are three of the best rock albums ever recorded, “The Waterboys,” “A Pagan Place” and the recently released “This Is The Sea.” All three are on Island Records through Ensign Records.

“I think of a lot of the songs like doorways,” said Stewart Copeland, “I don’t want to make a finite statement, ‘This is The Sea’ and ‘Spirit’ and ‘Whole Of The Moon’ are songs where I’ve left the ideas open.”

The experience you get with a Waterboys record is completely up to you. But, if you take Stewart Copeland up on his offer and step through the doorway, you just might hear the big rush!

Can anyone with these concerns be serious about making records, getting on the charts, becoming big? When asked if he had aspirations for the Top 40, Stewart Copeland said, “It matters, but it’s not something I work at. Anybody who writes songs with an eye on the Top 40, conceives their records with the primary aim of having hit, should stop making records and let...”
### United Kingdom

**TEN TOP 40s**

| 1. **Alto And Kicking** | Simple Minds | Virgin |
| 2. **Into The Valley** | WEA |
| 3. **Mission** | Simple Minds | Virgin |
| 4. **Election Day** | Arcadia | EMI |
| 5. **Let's Do It** | Linda Ronstadt | CBS |
| 6. **P. M. M** | Propaganda | Record |
| 7. **Johnny Come Home** | Five Go Dandifying | PolyGram |
| 8. **We Don't Need Another Hero** | Tina Turner | PolyGram |
| 9. **Questione Di Fe** | Mina/Riccardo Cocciante | Virgin |
| 10. **Come To My Aid** | Simply Red | WEA |

**TEN TOP LPs**

| 1. **One Year On** | Bee Gees | WEA |
| 2. **Madonna** | Madonna | WEA |
| 3. **Scaccia T'Arcochi** | Francesco De Gregorio | CBS |
| 4. **La vita e bello** | Claudio Baglioni | CBS |
| 5. **Flaminio M'Ho Conosci** | Sabrina | Miki |
| 6. **In Square Circle** | Stowe Wonder | Record |
| 7. **Il tempo e il vento** | Dario Fo | Miki |
| 8. **Cosa Succede In Città** | Vasco Rossi | Carosello |
| 9. **Il Mare Del Papavero** | Riccardo Cocciante | Virgin |
| 10. **Le Canzoni DIY Amo Di** | Vasco Rossi | PolyGram |

**Disk Music**

- *Musa* | Discoll |

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### Argentina

**BUENOS AIRES**

**Noberto Tejera**

Creative director of CBS, has taken the duties of the commercial director post at CBS, after Nestor Casoniu resigned from it, as we reported last week. It has been reported that a new structure will be developed soon at this company. Tejera retains the CD task.

At RCA, the Marketing director vacancy left by Mario Lopez (who has received an offer from Mexico and is now there) will not be filled; Horacio Verto has been appointed Commercial and will be aided by two sales managers in the future, one of them for the RCA catalog and the other for the PolyGram labels, which are distributed by the company. Jorge Cano is handling the Product Advertising manager post, and both Cano and Serto will report to Jorge Schutt, managing director of the company. EMI, through its Capitol/Hispano division, has released, with good advance sales, a compilation by Joso Luis Peralo, Spanish chancer and composer who has sold well his previous recordings, released by Music Hall. As we reported before, EMI acquired Hispano in Spain and formed in that country a division to handle its repertoire; the same attitude has been taken here, appointing Mike Rowe (previous promotion manager of the company) to head it. Other releases coming from this division are a new album by Raphael and another one by Mexican chanteuse Daniela Romo.

- PolyGram Regional director for Latin America, Spain and Portugal, John Lear, has been in Buenos Aires talking business with local MD Alberto Diegoz. Lear told

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### International Bestsellers

#### Italy

**TOP TEN 40s**

1. **Cantarone** | Hermanos | CBS |
2. **Esa Mujer** | Dyanco | EMI |
3. **Eddie Lapo** | Laura Branigan | WEA |
4. **La Vida es Bonita** | Luis Miguel | EMI |
5. **Contracara** | Herencia | EMI |
6. **Carlos De Hoy** | Luis Michel | WEA |
7. **Do They Know It's Christmas?** | Band Aid | PolyGram |
8. **Dio De Una Mujer** | Mimi Trini | Music Hall |
9. **I Want To Rock** | Twist Sitter | WEA |
10. **Small Town Boy** | Bronski Beat | WEA |

**TOP TEN LPs**

1. **Paura Di Leva** | Valeria Lynch | RCA |
2. **Por Amor Al Arte** | Dyanco | EMI |
3. **20 Great Hits** | Cremona Discografica Overseas | Interscope |
4. **Libro** | Julio Iglesias | CBS |
5. **Di Festa** | Flora Giglio | Miki |
6. **En El Camino** | Roberto Alagna | WEA |
7. **Rock And Pop** | Various Artists | CBS |
8. **Amores De Mi Vida** | Fernando de Maeztu | CBS |
9. **Corazón** | Victor Hugo | PolyGram |
10. **Prensario** | PolyGram |

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### United Kingdom

**TOP TEN 40s**

1. **Saving All My Love For You** | Whitney Houston | Arista |
2. **Don't Stop 'Til You Get Enough** | Michael Jackson | Epic |
3. **I'm Your Man** | Wham! | Epic |
4. **Corporate Lives** | Phil Collins | Warner Bros. |
5. **Dress You Up** | Madonna | Sire |
6. **Say You, Say Me** | Lionel Richie | Motown |
7. **Don't Break My Heart** | Lionel Richie | Motown |
8. **A Good Heart** | Fergal Sharkey | Virgin |
9. **West End Girls** | Pet Shop Boys | Parlophone |
10. **Don't Look Down The Sequel** | Go West | Chrysalis |

**TOP TEN LPs**

1. **Sisters Of The Silver Sun** | Genesis | Virgin |
2. **Greatest Hits** | Various Artists | CBS |
3. **The Singles Collection** | Various Artists | CBS |
4. **New World** | Various Artists | CBS |
5. **The Very Best Of** | Various Artists | CBS |
6. **The Essential Collection** | Various Artists | CBS |
7. **The Very Best Of** | Various Artists | CBS |
8. **The Very Best Of** | Various Artists | CBS |
9. **The Very Best Of** | Various Artists | CBS |
10. **The Very Best Of** | Various Artists | CBS |
CBS/Fox Video Acquires Entire BBC Catalog

By Gregory Dobrin

LOS ANGELES — CBS Fox Video has entered into an exclusive long-term agreement with the U.K.'s British Broadcasting Corporation, whereby the producer and marketer of home videos has acquired the North American home video rights to the entire BBC catalog.

The acquisition, which has been described as "a veritable goldmine" by one CBS Fox Video spokesperson, includes thousands of hours of programming, and grows with each project produced by the BBC during the term of the agreement, a period upwards of five years. That growth rate has been estimated at some 5,000 hours of programming per year.

The BBC titles, which encompass only those productions for which the BBC holds exclusive home video rights, will be marketed through the three CBS/Fox video arms: CBS/Fox Video, Playhouse Video and Key Video. Each label will market the titles through its own video label, which includes its own logo.

CBS/Fox president and CEO James Follo cited the value of the agreement, stating that "the BBC library and their future products was the most sought after acquisition of its type in the industry in the last five years." He went on to say that the BBC chose CBS/Fox because of the company's three sales arms, and because of its "innovative programming abilities."

Company spokespersons could not say just what percentage of the initial 100 titles already would be available for programming, though of the several examples of the first group culled from the enormous catalog, at least one title, Eric Clapton In Concert, was music.

Price points for the new releases will vary from $14.98 to $79.98, which is the usual CBS/Fox price range. While some of the company's major movie titles reach into the $59.98 - $79.98 range, music titles are generally priced below $40. "Much of our music is priced for sell-through," a company spokesman said.

The BBC titles are not expected to reach the market until the latter half of 1986. "Probably not before at least six months from now," said the spokesman. "It's simply a matter of scheduling and manufacturing." CBS/Fox is the only vertically-integrated major videocassette manufacturer.

Product. Product is 628; and duplicated at the company's Livonia, Michigan facility.

Correspondent 100 titles, only five aside from the Eric Clapton tape have been released. They are Fawlty Towers, Pride And Prejudice, Pilgrim Street, Piping Them Out and Hot Rocks. A wide range of the materials will accompany the release, including banners, posters and standees plus consumer and trade print advertising.

U.K. Prepares For Multi-Label Country Music Promotion

By Chrissy Iley

LONDON — Major U.K. record companies are joining forces in an attempt to promote country music this side of the Atlantic. The promotion, titled "Discover The New Country," brings together CBS/Epic, EMI, MCA, RCA and will be coordinated by Cynthia Leu at the London office of the Country Music Association.

It follows an investigation by MOLI which revealed that 49 percent of the British public enjoys country music and that country music came second to pop music as the most popular in the UK. Since the survey was published a specific country chart has been issued by Gallup for the first time for albums. It appears that in August this year, Elvis Presley was the first of its kind to appear anywhere outside the US. The chart was a major step for the industry in its efforts to develop country music in Europe. Cynthia Leu, manager of the CMA London office and of all European operations was delighted with the chart and saw it as a foundation from which the record companies could work.

She commented, "The whole industry organizes itself around the charts. A chart is the most obvious and effective promotional tool we have. It can be a stocking list for record merchants who, currently, have no way of knowing what is selling nationwide; it can be a playlist for country music programmers, permitting more continuity of radio play, and it can focus consumers attention on artists or titles they may have heard or seen."

The chart was the first step needed to persuade the marketing director of all the major companies to get together; they decided to combine their resources. Each company will be responsible for specific areas of marketing and merchandising the campaign. Each will also nominate two artists whose product will be highlighted. Country artists featured include Rosanne Cash, Exile, Don Williams, The Oak Ridge Boys, Alabama, The Judds and Hank Williams, Jr.

A compilation album featuring tracks from these artists will be available for promotional use and several of the names will be visiting the UK.

"We are tremendously excited that the majors have come together to promote country music," says Leu.

25 Years Ago In Cash Box

December 24, 1960 — Top 10 Hits of 1960, Based on Results of the Cash Box Year End Juke Box Operator Poll: 1. "Theme From A Summer Place," Percy Faith. 2. "It's Now Or Never," Elvis Presley. 3. "Save The Last Dance For Me," Drifters. 4. "The Twist," Chubby Checker. 5. "I'm Sorry," Brenda Lee. 6. "Stuck On You," Elvis Presley. 7. "He'll Have To Go," Jim Reeves. 8. "Cathy's Clown," Everly Brothers. 9. "Running Bear," Johnny Preston. 10. "Last week's billboard couldn't have its promo man, Mickey Eichner, who visited the radio stations on his horse-sled vehicle. Mick was working on Bill Bennett's "Riveraide Drive," Sonny Tilt's "Night and Day," and the Will Jordan comedy LP, "I'll Whip ... Sam Cooke, hitting the charts with new RCA Victor slice "Sad Mood," just completed his first west coast concert tour, which included two weeks of one-niters ... Charlie Byrd, unamplified guitar virtuoso, has been set for a 12-week tour of South and Central America under the auspices of the President's Special International Program for Cultural Presentations. Byrd ... was selected for the tour "because of the feeling that his ability to perform with equal mastery in both classical and jazz styles makes him a perfect ambassador of good will, enabling him to reach the natives of all these countries in programs that will combine the music of the world with that of the new" ... Producer Sid Bernstein has lined up an impressive array of teen talent for a holiday stand at the Brooklyn Paramount. Set to appear are Chubby Checker, The Drifters, Neil Sedaka, Little Anthony & The Imperials, Bobby Vee, Dion, Bo Diddley, Johnny Burnett, Kathy Young, Jimmy Charles, The Blue Notes, The Shirelles and The Coasters. In addition, three attractions will headline the bill on various days: Ray Charles, Bobby Rydell and Brenda Lee. Denjay Murray Kaufman, WINS, will emcee.

Retailer Charged With Distribution Of Unauthorized Parallel Imports

NEW YORK — Three major record companies filed a copyright infringement action against an Los Angeles retail establishment for allegedly dealing in parallel import phonorecords. Crystal Promotions, Inc., located at 422 East Washington Boulevard, Los Angeles and 7616 Pacific Boulevard, Huntington Park, California, was charged with the illegal importation and distribution of phonorecords by artists such as Emmanuel, Ello Roca, Jose Jose, Lani Hall, Antonio De Jesus, Jose Luis Rodriguez and Vicki Carr.

The lawsuit, filed on Nov. 12 by RCA/Ariola International; A&M Records, Inc.; and CBS Inc. alleges that Crystal Promotions infringed the labels' copyrights by importing, distributing and selling foreign manufactured phonorecords embodying copyrighted sound recordings imported without the respective recording company's authorization. Such activity illegally competes with the labels' domestic products.

Under U.S. Copyright Law, the plaintiffs are entitled to damages of up to $50,000 per count for each infringement.

WHAT DO
WOLFMAN JACK
GARY TAYLOR
JOE GARAGIOLA
WIN SCULLY
AND
WNEW-FM HAVE
IN COMMON?
JIM JEFFRIES
COULD
PROBABLY
FIGURE IT OUT.
IF YOU CAN'T,
U.R.B.
REVEALS ALL IN
FEBRUARY
Behind The Bullets

(continued from page 5)

winner’s circle, indicating that it demonstrates Top 10 potential. In its fourth week it takes an 11 point jump from 56 to 45 buke.

Radio appears to be going for “The Sweetest Taboo” with the same sort of zeal that it accepted Savage’s first singles. New stations are weekly rushing to add “The Sweetest Taboo,” which is taking off nationally. This week alone, in only...
AROUND THE ROUTE
By Camille Compasno
The trade is responding favorably to the recently announced merger of AOE and ASI (Cash Box II/30/85) into a single trade show venture called the American Coin Machine Exposition. Cash Box contacted representatives from the various trade levels and while a number of opinions were expressed (some questioning the need for a second national convention), the majority of those queried were in agreement that the merger was a move in the right direction. "It's the best thing for the industry," commented Tom Siemieniec, sales chief at Digital Controls. From the standpoint of economics it costs manufacturers a lot of money to exhibit at trade shows and, with AOE and ASI coming together they will no longer be torn between which show to choose, as he pointed out. "There's no room for two spring trade shows," stated Fred Skor, president of World Wide Distributors in Chicago. "The timing of ACME is good," and he sees merit in this joint venture. Ohio operator Don Van Brackett said, "This is a good idea," in that the two organizations have resolved their differences, but he personally questions the need for a spring trade show. Van Brackett's home state, under

Seeburg Adds To Distrih Network
CHICAGO — Dobkin Bros. of Wheeling, West Virginia has been appointed an exclusive Seeburg distributor in West Virginia, as announced by Bob Breither, director of marketing. "This veteran organization piloted by Jack and Ben will be welcomed by all Seeburg operators in the area," commented Breither. "While these two young, energetic men are sales oriented, they at all times stress service as their number one priority with a back-up of adequate spare parts availability. We welcome Jack and Ben Dobkin into the Seeburg distribution family and feel confident that the West Virginia operators will echo these sentiments."

NSM/Loewen To Produce Parts for IBM
GERMANY — IBM-West Germany has contracted to have some of their parts manufactured at the NSM facilities in Bingen (West Germany.) The NSM/Loewen group, a leading company in the amusement games industry, is well known in the market for its highly developed technical reliability of electronic components which they also produce for IBM. For the second consecutive year the company has been awarded the zero- error-supplier award for the preparation of memory discs produced for IBM.

Another contract recently agreed upon between the two companies will considerably extend the cooperation between IBM and NSM. The production of magnetic-disc-substrates will be moved to the NSM/Loewen headquarters in Bingen. This requires an investment of DM 15 million for alterations of the large sales building that so far has been used exclusively for the sales department and service and storage facilities. IBM will also have to make an important investment in machinery and other equipment.

To provide adequate space for the departments which will move out of the sales building, another DM 5 million will be spent on the extension of the NSM production building which is located apart from the sales building. Alterations will begin immediately and by the middle of next year, production for IBM will be in progress. NSM/Loewen anticipates that a hundred new jobs will be created by this program.

As stated by NSM officials, "We will certainly bring our know-how into this new production line and we expect an additional annual turnover of 20 million German marks. At the same time we hope to gain additional large scale experience for our own production."
Nomac's $20,000 Tourney Draws Big Midwest Crowd

CHICAGO — About three hundred of the Midwest's best dart throwers took part in the $20,000 Four State Championships sponsored by Nomac Ltd., the manufacturer of "Pub Time" darts, during the weekend of Nov. 1-3. The competition took place at the Ramada Hotel O'Hare in Chicago on 38 new "Pub Time" games.

Players in the four states of Minnesota, Wisconsin, Illinois and Indiana were required to qualify for the tournament by finishing among the top teams at tournaments run at their local taverns. The players qualified to compete in three events: Men's Doubles, Women's Doubles and Open Singles.

The qualifying program leading up to the $20,000 playoff was designed to help today's dart operator increase player traffic and the quarter revenue at the location level. The qualifying tournament kits which operators were able to purchase through Nomac for a minimal fee contained everything needed to run a successful promotion in the location, including step-by-step instructions, tournament sign-up sheets, brackets, advertising posters and the Certificates of Qualification for the winners.

"Anytime someone sponsors a tournament giving away $20,000 there is going to be a lot of excitement generated among the players of that sport, and that excitement will eventually translate into increased play, and revenue, for the operator," commented Nomac's president Bill McClure. "The goal of our kit programs is to let the operator capitalize on that excitement by bringing it directly into his own locations for weeks before the big tournament takes place."

Nomac will be offering a similar qualifying kit program to all operators of any brand of soft-tip dart games for the upcoming "Pub Time Darts" $50,000 National Championships, scheduled to take place in May or June of 1986.

"Another advantage of requiring local qualifying tournaments," explained Nomac vice president Fred Kelley, "is that it gave us the opportunity to collect statistics on the players' levels of skill. We want every player who travels to our major tournaments to be assured of a player ranking that will allow him to compete against other players of similar skills.

"We realize that we are breaking new ground by being the first to offer electronic dart tournaments of this size," Kelley continued, "and we're taking the responsibilities that go with it very seriously. We're interested in the long-term healthy growth of the sport and we're developing national standards in tournament play with that in mind."

The players who qualified for the $20,000 Four State Championships were classified into three skill levels for Men's Doubles (A, B and C Flights) and into two (A and B) for Women's Doubles and Open Singles.

Lance Helgeson and Rick Brinkman from St. Paul, Minnesota defeated Wayne Hoewer and K.C. Mullaney (two of Chicago's best dart players) in the final match of the "A" Flight Men's Doubles. Other big winners were Mike Brawner of Green Bay, Wisconsin, who took first in "A" Flight Open Singles ($500) and Mary Arendt and Sheila Bins, also of Green Bay, who won the "A" Flight Women's Doubles ($500). The Mixed Doubles event, which was open to all players, was won by Chicago's Frank and Mary Lopez ($800).

An Awards Ceremony took place on Sunday evening with Nomac vice president Fred Kelley presenting the winners with checks and trophies. The tournament director was Kathy Brailand of Major Events, a consulting firm that specializes in running tournaments and leagues for the coin-operated amusement industry.

Downtown in Chicago.

Welcome aboard! Syracuse Coin Machine Exchange (Syracuse, NY) has just appointed a Loewen America proxy Rus Strahan. Rus was in Syracuse a couple of weeks back to finalize the details and he also made a trip out to Memphis to conduct a school at Sammons Pennington. Incidentally, we'd like to extend get well wishes to Cotter Pennington who, we hope, will be out of the hospital by the time this column makes print.

Moving. Atari Games Corporation headquarters office has moved to a new location at 675 Sycamore Drive in Milpitas, California — which is where administration, sales, marketing, finance and engineering is now located.
The Board of Directors of the Rock and Roll Hall of Fame Foundation, Inc. cordially invite you to attend the first annual Induction Dinner, Thursday, January 23rd, 1986.

The Waldorf Astoria
50th Street at Park Avenue
Cocktails—6:00 PM, The Jade Room
Dinner and Induction Ceremony—7:00 PM Grand Ballroom
Black Tie

ROCK AND ROLL HALL OF FAME FOUNDATION
4 SUZAN EVANS
ATLANTIC RECORDS
75 ROCKEFELLER PLAZA
NEW YORK, N.Y. 10019

ROCK AND ROLL HALL OF FAME FIRST ANNUAL INDUCTION DINNER,
THURSDAY, JANUARY 23, 1986. THE WALDORF ASTORIA

NAME: ________________________________
ADDRESS: ________________________________
CITY, STATE, ZIP: ________________________________
DAYTIME TELEPHONE: ________________________________

My check, made payable to the Rock and Roll Hall of Fame Foundation, in the amount of $______ is enclosed for these reservations:

_____ Benefactor Tables for 10: $10,000.
_____ Benefactor Seats: $1,000 each.
_____ Patron Tables for 10: $3,000.
_____ Patron Seats: $300 each.

I cannot attend but enclose my contribution of $______.

PLEASE RESPOND NO LATER THAN JANUARY 1st.

All ticket purchases and contributions are tax deductible to the full extent provided by law.