ATTENTION
PROGRAM AND MUSIC DIRECTORS:

A revolution in music research is coming soon . . . to

CASH BOX

Be on the lookout for an idea whose “Times” has come.
Video Retailing: How Effectively Are We Hitting The Consumer?

By Allan Caplan

It's called guerrilla marketing. Guerrilla marketing is everything you do to promote your business. When you have a customer, do you know who your customer is? do you know what he buys, do you know what he likes? In our business, we now have to know if the customer likes horror movies, or if he likes comedies. Does he spend $59.95, or is he a high roller ($79.95 movies)? Does he buy VHS, Beta, CED or 8mm?

We know who they are. But we never stop learning more about them. We look for openings in the door when it comes to trends. In addition to our existing advertising/marketing strategies, every so often you look for something unique to capitalize on the consumer's needs. Our latest tool is a new consumer-oriented video publication called Videopreview. This magazine, a new addition in our stores at no cost to our customers, reflects elements of an image we strive so hard to portray—sophistication, graphically pleasing and informational. According to a recent survey by Disney, 70% of the general public still doesn't realize that video tapes can be purchased. Our direct mailings will now include a Videopreview Magazine to inform our customers that other titles exist beyond "Back to the Future" for sales as well as rentals. This publication will allow them to decide on a title that may be classified a B or C release—yet plays well on home video. Videopreview will be a great asset to gauge what they want to see by their response.

We have three important secrets of direct marketing. You must commit yourself to your marketing program, you must think of the program as an investment, and you must see that your program is consistent. So many people go out with their advertising/marketing strategies, one month making a big yell and scream and everybody gets excited then it goes away.

The tactics we've used to build Applause Video all involve marketing, for the most part, direct to the consumer, whether through traditional newspaper advertisements, to billboards, to some quite unique things. Telephone being my background, we do inbounds and outbounds.

When we do promotions, we do a special promotion at least every other month, we like what the restaurant industry terms frequency-oriented promotions. I like to see you in my store once, but I'd love to see you in my store twice, and I'll put you in my will if I see you three times a week.

Part of guerrilla marketing is working with your customers. I'm in my store; my managers and corporate staff go into the store. We're talking to the people. We want to see what they want and what they like. We use a form of direct mail, a customer satisfaction card, returned by mail. But we put this card right at the counter of the store. It says, "Your comments please." And every one of our employees wears a customized Applause Video shirt with their name on it. You think they're going to get smart to somebody with their name on it and a card they can mail in to Uncle Allan? It's really simple, the customer is gold at our store. And yet, sometimes we get taken advantage of, but we really like to go out of our way for our customers.

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**TOP POP DEBUTS**

**SINGLES**

68 WHEN I THINK OF YOU — Janet Jackson — A&M

72 LANDING ON WATER — Neil Young — Geffen

**ALBUMS**

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**POP SINGLE**

#1 GLORY OF LOVE Peter Cetera Full Moon/Warner Bros.

**B/C SINGLE**

#1 CLOSER THAN CLOSE Jean Carne OMNI/Atlantic

**COUNTRY SINGLE**

#1 ROCKIN' WITH THE RHYTHM OF THE RAIN The Judds RCA

**JAZZ**

#1 DOUBLE VISION Bob James/David Sanborn Warner Bros.

**COMPACT DISC**

#1 INVISIBLE TOUCH Genesis Atlantic

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**WINNER'S CIRCLE**

Cash Box research from both radio and retail activity indicates the following record exhibits Top Ten potential.
CASH BOX TOP 100 SINGLES

The Cash Box Top 100 Singles chart is based on a combination of radio airplay and actual pieces sold at retail stores.

**Title** | **Artist** | **Label** | **W** | **C** |
--- | --- | --- | --- | --- |
**1** | Glory of Love (Theme From "The Karate Kid Part II") | John Coober Poynter | 10 | 7 |
**2** | Baby Love | The Jackson 5 | 1 | 10 |
**3** | Daddy Knows Best | Murray Theodor | 15 | 11 |
**4** | Only One In Love | Paul Anka | 9 | 8 |
**5** | You're The One | The Rolling Stones | 14 | 12 |
**6** | The One That Got Away | Van Morrison | 10 | 7 |
**7** | I'm Not Amused | Johnnie Taylor | 15 | 11 |
**8** | Can't Let Her Slip Away | Neil Diamond | 10 | 7 |
**9** | Feelin' Alright | Sly and the Family Stone | 14 | 12 |
**10** | Nothing's Gonna Stop Me Now | Judas Priest | 15 | 11 |

**CASH BOX TOP 101 SINGLES**

**August**

**Title** | **Artist** | **Label** | **W** | **C** |
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SOLAR PACT—Blasok Menon, chairman and chief executive, Capitol Industries of EM Music Worldwide, Dick Griffee, chairman, SOLAR Records, and Dennis White, vice president of CEMA (Capitol/EM America/Manhattan/Angel) celebrate their new long, distribution and sales agreement of new SOLAR product in the United States.

Randall's Chain Pulls Mags After Wal-Mart Action; Industry Mobilizes Opposition

By Paul Iorio

NEW YORK—Randall’s Food Markets, Inc., a thirty-three store chain in Texas, is no longer carrying rock ‘n’ roll magazines, as of July 24. This action followed a similar move by Wal-Mart, an Arkansas based department store chain with 890 outlets in 22 states, which pulled 32 rock magazine titles from its shelves June 12.

The Wal-Mart and Randall’s actions come after a highly publicized television sermon June 12 by Rev. Jim Swaggart, in which he said: “These rock magazines are inspired and sent by the devil. And they can be bought by children of all ages at places like K-Mart, Wal-Mart, and the grocery store.” Ron Barclay, senior vice president of human resources and public relations at Randall’s, Inc., told Cash Box that the chain’s decision was based solely on customer complaints about the magazines. “We always listen to what our customers have to say and make our decisions based on that,” he said. Barclay did not mention whether constitutional concerns also factored into the formulation of Randall’s company policies.

“I haven’t seen all of them myself,” admitted Barclay of the magazines. “But because of the content of some of them we feel we can’t sell them.” He also conceded that Randall’s may lose money as a result of the decision, and suggested that the chain might stock such magazines again if customer demand so dictates.

The music industry in general and the rock press in particular have already started to organize their opposition to this growing trend. At the forefront are Spin magazine editor and publisher Bob Guccione, Jr., publisher Howard Bloom, and Scorpions manager David Krebs. They have formed an organization that will, in Bloom’s words, “counter the Swaggart initiative.” Another group, Citizens for Musical Liberty in San Antonio, Texas, has also formed and their aim is to fight a municipal ruling prohibiting anyone under the age of 13 from attending rock concerts. Commented one publicist, “Pretty soon bands like Motley Crue will be allowed to perform in Budapest and Belgium but not in San Antonio.”

Guccione debated Swaggart July 25 on CNN’s Crossfire program. Swaggart, who is a cousin of rock pioneer Jerry Lee Lewis, traded charges with Guccione in what often became a shouting match. Swaggart, repeatedly cutting into the remarks of others, called Guccione “public enemy number one,” while at other times saying that Spin was not a prime offender.

“No offense to you but I cannot stand your TV show, yet I believe that I should be allowed to watch it and a thirteen year-old should be allowed to watch it,” said Guccione, outlining his pluralistic platform.

“What about the child who’s twelve years old reading about some of the most rotten sexual escapades that a human being could speak about,” asked Swaggart. “Are you talking about The Bible?” retorted Guccione.

Moderator Tom Braden then read Swaggart a steamy Biblical passage: “The joints of thy thighs are like jewels... Thy two breasts are like young rows that are twins” went part of the quotation. Swaggart blushed and shouted, “But that wasn’t meant to be said to a rock beat... My cousin...” (continued on page 32)

Virgin Plans For U.S. Base

LOS ANGELES—Jordan Harris, senior vice president, A&R for A&M Records and Jeff Ayeroff, senior vice president of creative marketing for Warner Bros. Records have resigned their respective posts.

Together they will be co-managing directors of Virgin Records in America and based in Los Angeles.

At press time, no further plans had been announced regarding Virgin’s timetable for beginning domestic operations.

While there was no comment from Warner Bros. regarding Ayeroff’s resignation, Gil Friesen, president of A&M, announced that David Anderle will assume Harris’ responsibilities as the interim head of all A&R activities at the label effective immediately. In addition, as current director of Film Music for A&M, Anderle will continue to oversee the development of film music and soundtrack projects.

PRIVATE FIRST CLASS—Private Music has signed a distribution agreement with RCA A&M/Arista Distribution. The label, which has released a number of successful “new age” LPs, will be releasing the first two albums/cassettes/CDs under the agreement—Les Kottke’s “A Shout Toward Noon” and Yanni’s “Keys To Imagination.” In August, with full product due from Ravi Shankar. Here, going through some Private product and promotional materials, are (1) to ri Sal Licata, president of RCA, A&M/Arista Distribution, Peter Baumann, Private Music’s president and founder; and Elliot Goldman, RCA’s Arista’s president and chief executive officer.

S To Change NJ Plant From Records To CDs

By Lee Jeske

Bk--CBS Records Operations announced July 25 that it will establish a com manufacturing plant at an existing facilities in Pitman, New Jersey. Action of compact discs is expect for the plant “if everything like it should happen,” according spokesperson, by the first quarter of the year the plant is fully operational the annual capacity million discs, with additional floor space to double that capacity if needed.

records will consolidate all of its CD production at its Carrollton plant. The Carrollton plant, opened e ’70’s, is a more modern facility Pitman plant, which dates to 1960. Production is being phased out of factory by the end of this year, ISS Records and Columbia House will maintain their warehousing and distribution centers in Pitman. Details are expected to be lost at the factory, according CBS state employees who remain with the until their jobs will be eligible retirement. Extended med insurance benefits will be provided.

Additionally, the CBS personnel department will make job counselling available asistants employees in developing resume writing skills and interviewing techniques. Local employers, community leaders, and civic organizations will be contacted by CBS personnel in an effort to locate and identify area job opportunities.” A CBS spokesman said that there “probably will be an increase in staffing” at the Carrollton plant. The warehousing and distribution operations in Pitman employ — and will continue to employ—400 people. By 1990, when the Pitman plant is expected to be fully operational, it will employ approximately 300 people.

CBS Records currently gets its compact discs from a supply contract with the Digital Audio Disc Corporation of Terre Haute, In. Lee, senior vice president of promotion, inviewed CBS and Sony. The plant has been having trouble keeping up the increased — and steadily increasing — demand for compact discs.

“CBS Records’ decision to manufacture compact discs is based on a strong consumer acceptance of the new configuration,” according a CBS statement, “and to increase high quality discs at a competitive price.”

OX August 9, 1986
A LITTLE TROUBLE IN BIG CHINA—Members of the BMI Foundation Advisory Panel recently presented a check and several musical scores to representatives of Music For China. The Music For China organization is involved in helping the Shanghai Conservatory whose books and scores were destroyed this year in a fire. As a result, the school has had to change its curriculum and its performance schedule of western music. Pictured here making the presentation at BMI’s West Coast office are (left to right) Theo Zavin, president of the BMI Foundation Advisory Panel member, Richard Pontious, Music For China, and Ron Anton, BMI vice president, West Coast.

Trans World Stock Prospectus Ordered Changed By Court

NEW YORK—Peaches Entertainment Corporation, the Hialeah Gardens, Florida-based owner of the Peaches chain of retail record and tape stores, has obtained a court-ordered stipulation in the United States District Court in Manhattan requiring Trans World Music Corp. to file a revised preliminary prospectus with the Securities and Exchange Commission concerning the proposed sale of Trans World common stock. The stipulation, signed by Federal District Judge John E. Sprizzo, requires Trans World to include language in the revised preliminary prospectus pointing out that Peaches Entertainment is the sole owner of the “Peaches” trademarks and of such retail chain in the United States.

Peaches Entertainment had filed a complaint on July 14, 1986 alleging that Trans World’s preliminary prospectus dated June 13, 1986 created the impression that Trans World or Record Town Ltd., its subsidiary, owned the Peaches trademarks and operated the chain of Peaches stores owned and operated by Peaches Entertainment. The complaint points out that Record Town Ltd. only has a license from Peaches Entertainment to operate stores using the name “Peaches” in three states: Illinois, Indiana and Ohio.

Silas Named VP/A&R At MCA

LOS ANGELES—Lou Silas has been promoted to the newly created position of vice president of A&R, Black Music, at MCA Records. In this new position, Silas will be responsible for talent acquisition as well as creative activities for artists signed to the label.

In making the announcement, Roth said, “This promotion is a reflection of the essential contribution that Lou has made to the success of MCA’s Black Music Department.”

J.eryl Busby, senior vice president, Black Music, said, “I’m thrilled that Lou has received this most deserved promotion. He is responsible for much of the hit sounds that have emanated from MCA’s Black Music Department for the past few years. As well as much of the best music that will be forthcoming in the remainder of 1986.”

Prior to this appointment, Silas was director of A&R, Black Music, for MCA Records for the past year, after having served as West Coast regional representative, Black Music, for the label for three years. He mixed five songs on the two platinum MCA albums by New Edition, including their biggest hits. He has also mixed 7" and/or 12" hit singles by Klymaxx, Ready For The World, Patti LaBelle, Michael McDonald, and Harold Faltermeyer.

Sawotka Named—Julian Shapiro, director, media relations and publicity, CBS Records International, has announced the appointment of Sawotka to the position of associate director, media relations and publicity, CBS Records International. In this position, she will be responsible for coverage for the affiliates and artists of CBS Records International. She will also develop the CBS Records International’s continuing efforts of effective media coverage by working closely with CBS Records International CBS Records U.S. media personnel, product and promotion managers, and artist managers.

NEO Names Mansfield—NEO Records announced the appointment of Los Angeles/London record executive Ken Mansfield as president. The announcement was made by owner/operator Richie Owens who founded the label. Mansfield’s career achievements are numerous. He was U.S. manager, Beatles’ Apple Records; president of Barnaby/CBS; vice president of records; national promotion director of Capitol Records and director of independent labels.

Almo Names Conrad—Lance Freed, president of Almo Irving Music, has announced the appointment of David Conrad as vice president, general manager of Almo Irving Music. Conrad joined Almo Irving in 1981 and started their operation in 1980 as general manager. Prior to that, Conrad worked for Nashville-based publishers. He originally was brought to Nashville by C. Spencer to Supertronics—Frederick Pereira, president of Supertronics, has appointed Patrick Spencer to the post of vice president, general manager of Supertronics Records, as well as Supertronics Records. Immediately, Spencer, a 10-year veteran of the industry, most recently own independent promotion and marketing company and was national promotion director for RCA Records. He will also oversee the distribution, sales and marketing aspects for the label.

Poe Named at Leiber & Stoller—Randy Poe has been named general manager of Leiber & Stoller, an organization consisting of six publishing companies owned by the veteran songwriters, Mike Stoller. Leiber & Stoller, which includes Trio Music Co., Inc., Quest Inc., Quiet Music Inc., U.S. Songs, Inc., Jerry Leiber Music, Mike Stoller and Leiber/Stoller Productions, has recently opened its new offices in M Lambert Moves—Eddie Lambert, director of A&R at Motown, has announced his resignation effective immediately, Spencer, a 10-year veteran of the industry, most recently own independent promotion and marketing company and was national promotion director for RCA Records. He will also oversee the distribution, sales and marketing aspects for the label.

CBS Records Names Little—James Phillips Little II has been appointed promotion manager, southwest region, CBS Records, as announced by Mike Stoller. Little will be responsible for coordination of promotion throughout the southwest region.

Chrysalis Music Group Names Two—Chrysalis Music Group has appointed Linda Carhart to senior director, Administration and Becky Anthony to A&R professional manager, both to be based in Los Angeles. Carhart began her industry career with Chrysalis in 1971. Over a ten-year period she served capacities in the area of Artist Development, Publicity and Relations Department, including working press releases and ASCAP publications, assisting in the writing and editing of ASCAP In Print, helping to coordinate special events. He will report to Sherry and to director of Public Relations, Ken Sunshine.

EXECUTIVES ON THE MOVE

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Congress Voices Payment Change Opposition

By Earl B. Abrams

TNT—Congressional opposition in the current method of music copyright payments was yesterday the second and last hearing the House copyright subcommittee is considering H.R. 6060, which would require television producers and syndicators to include music in their programs. At present, programs do not include music if broadcasters pay a percentage of revenues for a blanket license to use of music in the ASCAP, BMI, and Broadcast Music, Inc. catalogs. The objections to the proposals two Tennesseeans—Democrats Bert A. Gore, Jr. and Representa-
tive H. Boner. Sen. Gore noted that market system "...has worked so well," and warned that if the present law were repealed, the total amount of music on local television industry (esti-

tated $60 million annually) ... music would decline. Sen. Gore Boner emphasized that alternan-
lished licenses are available (per-

as well as source licensing), with a warning that a federal stan-
ard method of music licensing is "warranted". This sentiment was shared by several members of the subcommit-

tees Barney Frank (D-

Howard Cobey (R.N.C.); for

example, both questioned why Congress should become involved in the television indus-

try's business practices.

Pushing for adoption of the source license billing was Abiah Church, Storer Communi-
cations, who urged, as he has done before, that broadcasters just want the same princi-
pal for music that movie exhibitors have—source licensing. Referring to the current prac-
tice as "an additional fee" for programs, he asked: "Why this separate and unequal system of compensation for com-

posers and music publishers?"

Church noted that in years past, when Storer attempted to talk about source li-
censing with program producers and syndi-
cators, it was not only "stonewalled" but "we were made to feel foolish for asking...

"Church submitted a copy of an April statement by a Storer attorney to the Sen-
ate copyright Subcommittee containing copies of a letter by Storer to program sup-
pliers about source licensing and their an-
wers indicated that no change in current practices was acceptable.

Also urging passage of H.R. 3521 was Eugene H. Bohi of independent WGRT-TV Greensboro-High Point-Winston Salem, N.C. Bohi called the present system inequi-
table and declared that a small number of Hollywood studios control most television series and feature film programming. These studios are prospering, he said, while many

(continued on page 32)

Henry Mancini: Still A Musical Class Act

By Peter Berk

LOS ANGELES—It took him only seven notes to perfectly evoke the elegance and roman-
tic tension at the core of Cary Grant and Audrey Hepburn’s off and on affair in Charade. In Two For The Road, another memorable Hepburn film, her poignant, bit-
tersweet marriage to Albert Finney is also echoed tellingly just seven notes into his main theme. Six notes into the theme from the television mini-series, The Thorn Birds, he had already conveyed Rachel Ward’s life-
long and ultimately unfulfilled passion for Richard Chamberlain. Five notes is all it took him to capture the suave cool of Mr. Lucky and by the third note of “Moon River” (from Breakfast At Tiffany’s), he had provided us with a keen insight into the free-
spiritual melancholy of Holly Golightly (Hep-
burn yet again). No matter how you look at it, then, Henry Mancini is truly the consum-
mate motion picture composer.

His music has tapped right into the breezy wild abandon of contemporary jazz. He’s often touched the raw nerve of churn-
ing rock. At the same time, his work is fre-

quently imbued with the fun-loving playfulness of a Saturday morning cartoon or the all-out anemic drive of a theatrical show-stopper. And, needless to say, he’s long been associated with sophisticated and timeless ballads. In other words, he thrives in just about every musical style, and has gained the admiration of just about every age group. No matter how you look at it, then, Henry Mancini is truly the consum-
mate crossover artist.

Above all else, though, Mancini is known for bringing a touch of class to all his songs and scores. In often profoundly simple strokes, he paints musical pictures of great range and depth, never failing to add a valu-

able extra layer of richness to the films he writes for.

He also always seems to get right to the heart of the characters he is musically shad-

owing. For example, he consistently avoid-

ed making the music too silly in the Pink Panther films, because he understood Clou-

(continued on page 22)

Reitman Named GM of A&M

LOS ANGELES—Bob Reitman has been named to the newly created position of general

manager of A&M Records, according to Gil Friesen, president of A&M.

As general manager, Reitman will expand the label’s product management functions and

will coordinate the marketing of projects between Sales, Promotion and other depart-

ments. He will also continue to head all ad-

vertising and merchandising services.

In making the appointment, Friesen not-

ed, “As we continue to enjoy a record set-

ting year, we’ve made even higher goals

towards breaking new acts. We’ll be looking

for Bob to keep us focused in our efforts to

maximize the success of all of our artists.

He’s been a great asset to A&M in his first
decade here.”

Reitman had most recently been vice pres-

ident of marketing services, after joining

A&M in 1976 as creative director. He’d also

worked as an account supervisor at Grey Ad-

vertising and as a marketing research super-

visor for Mattel prior to joining the label.

NAPM Elects New Board

NEW YORK—The board of directors of the National Academy of Popular Music/The

songwriters’ Hall of Fame elected six new board members, as well as appointed new offi-
cers during its June board meeting.

New board members are Edward M.

Cramer, former President of BMI; Milt

Goldberg, famed record industry figure; Mi-

chael Kerker, public relations at ASCAP;

Songwriter Ellie Greenwich; Carol Miller,

WNEW-FM disc jockey; and Clyde Otis, vet-

eran producer and songwriter.

Bobby Weinstein has replaced Buddy

Robbins (who moved to California) as first

vice president; Ervin Drake has been ap-

pointed second vice president; and Burt

Koral has been selected to replace the late

Russ Sanjek as director of Public Affairs.

MTV To Use TV “Peoplemeter” Service

SELES—MTV Networks will, as of

1987, implement a new TV monitoring company, AGB’s Tele-

vision Monitoring Service, for their networks.

New service, known as “People-

meter,” provide MTV with a variety of viewing data, according to press statement. The decision to use the service was apparently a result of recent ratings disputes between MTV and traditional TV ratings meters, though com-

ment from MTV was unavailable at press time.

MTV is the first television client of the service. Other clients include such major ad-

vertising agencies as N.W. Ayer, Ted Bates, BBDO, DDB, Grey Advertising, Sca

McCabe, Sloves and Young & Rubicam.

WHAT A HOOPLA—RCA’s Starship recently rocked Radio City Music Hall with selections from their platinum “Knee Deep In The Hoopla” in the midst of their 50-city summer tour. Pictured here at a backstage reception are (l to r) Starship’s Pete Sears, RCA U.S. executive vice president Bob Beal, Starship’s Mickey Thomas, Grace Slick and Denny Rowlston. Sil Licata, president, RCA; A&M; Arista Distribution and Starship member Craig Chaquico.

8 o August 9, 1986

Ox

40 ERRORS—Columbia Records executive presented British trio the Outfield with laque for their debut album “Play Deep” at a reception following their performance at Music Hall. Pictured (l to r) Paul Rappaport, VP national album promotion; John Columbia Label promotion, Al Teller, president, CBS Records Division, Kip Kronos, Outfield, Tony Louis, John Spinks of Outfield, Steve Rolvsey, director, Talent, East Coast A&R, Columbia; Alan Jackson, Outfield, Bob Sherwood, senior VP; Columbia; Mickey Eichner, senior VP, A&R, Columbia.
CHAKA KHAN-Destiny-Warner Bros. 25425-Producer: Various-List: 8.98—Bar Coded
Khan has delivered an irrepressible R&B gem, led by the great Patti LaBelle-assisted "Love Of A Lifetime." From solid dance cuts to bluesy soul ballads, Khan demonstrates her unbelievable range and skill as a vocalist. Good song-selection makes this album long on single possibilities. Her experimental jazz side gets expression in the inventive "Coltrane Dreams." Something for everyone.

BRUCE COCKBURN-World Of Wonders-MCA 5772-Producer: Jon Goldsmith-Kerry Crawford-List: 8.98—Bar Coded
Canada's Cockburn has been faithfully releasing respectable and powerful records for over a decade. His success last time out with "Stealing Fire" sets up this new LP for a repeat performance. Impassioned, intelligent music detailing his many political and moral views finds elegant expression here. Especially noteworthy are "Lily Of The Midnight Sky," "See How I Miss You," "They Call It Democracy," and the title track.

This is the record that should put the oft-picked R.E.M. over on the American mainstream. Gehman (John Cougar Mellencamp) has lifted out of the band's thick and murky sound all the elements that sparkle, without losing any of the original charm of that sound. Confident vocals/lyrics intact ride above an acoustic/electric percussion that is compelling and infectious.

This compilation contains the many remarkable sounds now available on Living Music via its new pact with Windham Hill/A&M. Includes performances by Paul Winter, Eugene Friesen, Paul Hailey, Dennis Zeitlin and Oscar Castro-Neves.

Gwen Guthrie-Good To Go Lover-Polydor 829 532-Producer: Gwen Guthrie-List: 8.98—Bar Coded
Soulful songstress Guthrie produces her own LP debut. A promising talent.

DOWNES & PRICE-Atlantic 81637-Producer: Ahmet Ertegun-List: 8.98—Bar Coded
Miami club duo gets there big break here in an Ahmet Ertegun-produced set of romantic tunes.

GLENN JONES-Take It From Me-RC Apollo 51807-Producer:La Hawk Wolinski-List: 8.98—Bar Coded
This man can really sing. If there were any docters in the crowd, this new LP should convince them.

MELBA MOORE-A Lot Of Love-Capitol ST-12471-Producer: Various-List: 8.98—Bar Coded
The sexy, brittle voice of Moore is captured in an attractive 10-song set. Includes her hit with Kashif ("Love The One I'm With") and a duet with Freddie Jackson. Equal parts tough dance tracks and urban ballads.

CLAYTON SAVAGE-Manhattan ST-53022-Producer: Clayton Savage-List: 8.98—Bar Coded

FREDDIE MC GREGOR-All In The Same Boat-RAS 3014-Producer: Freddie McGregor-Cleveland Browne-Dalton Browne-List: 8.98

ROGER MILLER-No Man Is Hurting Me-Ace Of Hearts AHS 10002-Producer: Roger Miller-List: 8.98

HADLEY HOCKENSIMTH-Heartsongs-Meadowlark MLR 7010-Producer:Hadley Hockensmith-Bill Maxwell-List: 8.98—Bar Coded

SUGO SUGO SPUTNICK-Flaunt It-Manhattan ST 53033-Producer: George Moroder-List: 8.98—Bar Coded
Sugo Sugo Sputnik are the latest British glam hypes in the tradition of Frank Zappa. The thing that makes it tolerable is the great spirit of fun and tongue—which it delivered. Everything is done in the service of commerciality, incluse space between songs and space on the back cover for advertising.

RODS AND CONES-Oh Suel DMB 85041-Producer: Rods & Cones-Schumm-List: 6.98
An uneven, but promising debut from Indiana band that fared well in its L Seminar showcase.

GREAT WHITE-Started In The Dark-Capitol ST-12525-Producer: Various-List: 8.98—Bar Coded
Good, clean heavy metal from L.A. outfit. Capitol penned them in response to success of the independently released single, "Started In The Dark," included here.

L.A.'s premier new wave band is back with its third LP featuring Dale Bozzio ahook. The band's high tech gloss and superb musicianship are again in focus. N are the captivating tracks "Color In Your Life," and "No Secrets." A masterful gus set two has created a delay in shipment of the product and may slow initial sale of the album.

LIMAHIL-Colour All My Days-EMI America ST-17194-Producer: Moroder-List: 8.98—Bar Coded
Former Kajagoogoo lead man has still to reach the pinnacle in America as he has his second collaboration with Moroder should do much to give him another shot.

GEORGE THOROGOOD & THE DESTROYERS—Live-EMI America 17214—Producer: Terry Manning-The Delaware Destroyers—List: 8.98—Bar Coded
The hard driving, blues-rockers are captured live from a steamy club in Cinc record contains "Bad To The Bone," among other favorites.

BILLY SMILEY-New Night-Meadowlark MLR 7009-Producer: Billy Smiley-List: 8.98—Bar Coded


LEGAL EAGLES—Music From The Motion Picture Soundtrack—MCA-List: 9.98—Bar Coded

BILLY JOEL—The Bridge—MCA OC 40402—Producer: Jim Bahn—No List—Bar Coded
The prolific and gifted Joel is a winning new set of compositions. Hear his trademark craftmanship. Tough rockers highlight a single-song LP that ought to fly up it and out of the stores. Includes "Woman," his hit from the film People.

CROWD HOUSE—Capitol ST-12485—Producer: Various-Froom-List: 8.98—Bar Cox
From the aftermath of S emerges Crowded House. This tal-]s plenty of the melodic stuff in the former band so popular. No songs and voice create a pleasing mix of familiarty and freshness. Production is reserved and tasted.

FEATURE PICKS

NEW AND DEVELOPING

RECORDS TO WATCH

Cash Box  August
SINGLE RELEASES

OF THE BOX

ON (Warner Bros. 7 28667)
all Me Al (4:39) Paul Simon/ment/Producer: Paul Simon
riding synthetic percussion is the attractive features high-
simon's soaring production of
ith engineer Halee). Frenetic
in the irritable Simon style,
"Call Me Al" has an up-tempo,
roll that suits club play as well as
inger snapping. Look for solid

ODY BLUES (Polydor 886)
Side Of Life (4:49)(WB/AS
n Hayward)(Producer. Tony
here Side Of Life" has a stal-
tious feel, spearheaded by a riv-
ocal. Bright synthesizers help
tune, which has a tuneful CHR
as enough musical and poetic
idy more than just the casual
follow-up hit to the smash
est Dreams.

OUT OF THE BOX

BILLY JOEL (Columbia 38-06109)
A Matter Of Trust (4:08)(Joel/ BMJ
Joel)(Producer: Phil Ramone)
This generic sounding pop tune may
not be one of Joel's best, but with his
ut-level vocal and the heavy rock guitar back-
ing featured within it, the tune is given a
cutting edge. Infinitely hummable, "A Matter Of Trust"
has a good chance with the
CHR audience for its infectious refrain
and engaging lyrics.

BOB SEGER & THE SILVER BUL-
LET BAND (Caponi B-5623)
It's You (4:00)(Gear/ASCAP)(Bob Sege-
pducers: Bob Seger-Punch)
This mid-tempo ballad has a mellow
country infection with the customary
Seger rock edge. A light chordal backing
gives added texture, while Seger's vocal
conducts the tune from start to finish. AC
music with CHR appeal, "It's You" is a
gentle rockier that could cross country.

FEATURE PICKS

EAU (Warner Bros. 7 28686)
Love (5:28)(WB-Gamson adm by WB/Youissane adm by WB/ASCAP)(David
Green Gustad)
even appeal, the elastic voice of Jarreau dances around this appealing pop fl,
the boys from Scritti Politti.

ING BLUE (2)(Atlantic 7 9916)
A Dance (4:04)(Youngster Musicverlag/GEKA/Edison Summer adm by Merit-
site M. Spiro)(Producer: Jack White)
continues her move away from country back to pop with this poignant ballad
the singer's creamy thick voice.

P untions.

HOME TONIGHT (3:32)(CBS Carsten Chappell/ASCAP/Albatross Trice adm
Tamerlane BM/M)(M. Leeson)(Vale)(Producers: Richie Zito Eddie Money)
a back with a moody, graceful rock face to capture CHR and AOR.

IN (7:24)(RSVP/ASCAP/Edward Van Halen-Sammy Hagar Music Antho-
than Van Halen)(Producers: Van Halen-Mick Jones Don Lande)
Hagar/David Lee Roth wars heat up again as Van Halen releases this melancholic,
rock ballad. Hagar's voice is expressive and well suited to the soaring, soaring

Me To You On (3:43)(Flyte Tyme Avant Garde/ASCAP)(H. Harris-T. B.
ucer:Bernard Edwards)
ion is the biggest roll of his career. Two Top 10 singles precede this moody,
and dance rock workout sure to follow in their footsteps.

IRON PASS (Metropolitan 6984 841)
Hurt (3:13)(Essential adm by Screem Gems/Elm/BM/May (Van Morrison)(Producer: Van
ning and blustery return to form for the brilliant and visionary Morrison. Garzar
n the faithful and resurrect the drifters

RECORDS

LEY (Metropolitan 884 996)
Face (3:58)(Anjo SUI/JSA adm in USA by Horace B./BMJ/Al Colley)(Producers:
Colley)

US WILSON (Dive 1001-1/JDA)
Do You Talk To Me (3:52)(Zomba Enterprises/ASCAP/Walseen/De/M. Astrop-J.
bec:Bernard Edwards)

ION (Casablanca 884 916)
Behavior (3:55)(Big Wes adm. by Famous/ASCAP-Rumble Scott adm. by
ale/ BMJ/M. Kirkpatrick-R. Sharp)(Producer Richie Zito)

O animations: Van Leuwen)(Producer: Robbie van Leuwen)

MENDES (A&M 2859)
(2:00)(Palmarc Intersong/ASCAP/Sue Shifrin Bob Marklet)(Producers: Sergio


OUT OF THE BOX

RUBBER RODEO (Mercury 884 936)
Everybody's Talkin' (3:40)(Third Story/BM/Quinn)(Producer: Ken Scott)

Rubber Rodeo gives Nilsson's "Midnight Cowboy" theme a contemporary cowpunk read-
ing. Could bring attention to a group that continues to have difficulty getting noticed.

THE BLOW MONKEYS (CBS 10442)
Wicked Ways (3:34)(Blue Network/ASCAP)(Dr. Robert)(Producers: Michael Baker Dr.
B. Adam Moseley)
The follow-up to the hit "Digging Your Scene" is this jazzy, Stax-Volt-flavored rhythm
features Dr. Robert's blue-eyed soul routine. Great feel. Watch for repeat success.

DOUG E. FRESH AND THE GET FRESH CREW (Reality F-699)
All The Way To Heaven (4:05)(Entertainment Dania/ BM/Jouissance Fresh)(Producers:
Dennis Bell-Olive Cotton-Doug E. Fresh And The Get Fresh Crew)
A blistering and tough rap from the highly successful rapper Doug E. Fresh.

THE BEATLES (CBS 104251)
Twist And Shout (3:32)(Screen Gems/MHI Hill & Range/ BM/Parl. Medley)(Pro-
ducer: Not Listed)
It's featured inclusion in both Back To School And Ferris Bueller's Day Off has
prompted national radio attention and hence Capitol's decision to reissue this classic rock cut from
The Beatles.

BRICKLIN (A&M 2852)
Even When You're Done With Me (3:44)(Bricksongs/ASCAP)(Scott Bricklin-Brian
Bricklin)(Producer: Neil Dorfman)
The stirring debut single from rock outfit. Fashionable and riveting refrain aided by the
production touches of Dorfman (Dire Straits).

FORCE M.D.'S (Tommy Boy 7 28619)
(producer: Robin Halpin)
Force M.D.'s eclectic a strong Jackson Five groove with their latest teen appeal pop/R&B cut.

DAVE VALENTIN WITH ANGELA BOFILL (GRP 82017)
Can't Change My Heart (3:50)(Blackside-Dinah/EMI California Phase Yellow
Road/ASCAP)(Van Lins Gilson Peranzetta Randy Goodrum)(Producers: Dave Valentin-
Stevie Miller)

THE EARTHINGS (Gigantic Deal MCF 2037)
Shake It Loose (Let's Do A Number) (3:14)(Gigantic Deal/ASCAP)(The Earthings)
(Producers: Neil Giraldo-The Earthings)

FOX (Malaco MAL 2129)
Foxy (4:41)(Chatawa-Bolton/ASCAP/Lee Green-Bee Greenv)(Producers: Bobby
t skin Bob Manuel J. Stewart)

JAMES D TRAIN (Williams Columbia 89-06256)
You Are Everything (3:49)(Has-Rock Blackwood-Diesel Unichappell/ BMJ)(W.
Williams-H. Evans III)(Producers: Hubert Evans III-James Williams)

UNTIL DECEMBER (Columbia 38-06252)
Until December (3:38)(Worl Sale adm by Warner Bros./BM/Shepherd-Weshenq)(Pro-
ducer: Ken Kesie)

D August 9, 1986
NOISE SQUAD — L.A.'s Greek Theatre received a wrist slapping last week in Los Angeles Municipal Court. Seems the popular summer venue is guilty of breaking the local sound barrier on two occasions last year, first with the Sting show August 20, and again with Adam Ant's October 17 concert. Nelderlander of California, owners of the hillside amphitheatre, pleaded no contest to the complaint filed by the city, and now have to shell out $3,400 in fines. Gadszooks!

SCHON GUITARS — Claiming there aren't enough musicians involved in the making of guitars, Journey guitarist Neal Schon has gotten into business with pals Rich Bandoni and John “Hawkeye” Griswold to make some of his own. Actually, Schon Guitars will do the sales and marketing only — the guitars will be manufactured by Jackson Guitars — but Schon insists that the new venture is more than another celebrity endorsement. In fact, the much-admired San Francisco pick designer and supervised the construction of the new guitars, which he says are more than just “products” developed by non-musicians, but instruments that Neal himself truly plays. Meanwhile, Schon's new job takes him on the road at the end of the summer with bandmates Steve Perry and Jonathan Cain to push their latest Platinum LP, "Raised On Radio."
**HER STORY**

**Bananarama: Sisters Are Doing It For Themselves**

By Paul Inorio

K—Stop us if you've heard this
trick band in the PolyGram fam-

**EAST COASTINGS**

**THE SHAPE OF THINGS TO COME HAS COME**—There are cer-
tain enduring mysteries nobody has an-
swers for. Who built The Great
Pyramids? Why was Hawaii admitted
to The Union? What exactly is a fazed
cookie? And why haven't The Church
gone top ten in the U.S. yet?

The Church has, after all, gone gold
and top ten in their native Australia.
Their three Carrere and two Warner Bros.
albums are wonders of '80s rock,
and their newest one, "Heyday" (Warner Bros.), is perhaps their best.
The Church has everything one could
want in a rock band: they're smart,
danceable, provocative, evocative,
vid-
egenic and original. So America is ripe
for conquest by The Church, and their
live shows will probably do it for them.

Their July 19 Ritz show was a flat-out
terrible disappointment to the crowd wanting
more even after nearly two hours of
raw, quality rock. They served up both
the suggestive and the literal with a
punch and panache that evoked a seis-
mic thunder, an oceanside breeze, and
the mystery of Chartres Cathedral at
four in the morning. "Roman" ("Hey-
day" LP), one of the set's high points,
shifted mercurially from stain-glass
moodiness to tidal intensity with a
per-
cussive insistence that recalled Watts
and Wyman.

Ninety minutes into the show, the
Ritz was ringing with Marty Wilson-
Piper's greatest hits, but we could've
seen Steve Kilbey sing for the jugular, sing-
ing with maniacal calm about how
"you took a piece of my heart" ("You Took"
"/"The Blurred Crusade" LP).
That song built in layers like Televi-
sion's "The Dream's Dream," while
other songs, like the open "Wyn,"
("Heyday") raced like adrenaline.

Not only are the band's concerts
even better than their records (which
is saying a lot), but this show was better
than their Felt Forum show earlier this
year. While other bands disdain,
rotate personnel, and experiment with
styles for years at a time, The Church keep it
at this level of steadiness and consistency
that will probably make them rock giants
of the late eighties.

LOST TIME IS NOT FOUND
AGAIN—I'm not giving you a hun-
dred per cent. I'm giving you this much
and this much is going to have to
do. I can afford to give you this much
and still be as good as, if not better than,
the guy across the street. I'm not going
to give it all — I'm not Judy Garland
who's going to die onstage in front of
a thousand clowns. If we've learned
anything, we should have learned that.

Bob Dylan is building a brilliant care-

**NATURAL RESOURCES**—That's Marty Jones, second from left, one of America's great
tural resources. Her "Unsophisticated Taste" (A&M) album last year established her as an
interpreting singer without a pot, and her follow-up show September 2d. Featured players include
from left: Don Dixon (producer), Vinnie Zammuto, Mitch Easter, and Marshall Crenshaw

Paul Inorio

August 9, 1986

QUEENSRYCHE “RAGE FOR ORDER” — EMI’s newly signed group holds SRO listening party for album “Rage For Order.” KNAC ran a Queensryche contest and pictured at party are: (l to r) front row: Geoff Tate of Queensryche, KNAC winner, Dave Cooper, Eddie Jackson and Scott Rockenberg of Queensryche; KNAC winner Ernesto Godinez; Michael Wilton and Chris DeGarmo of Queensryche. Back row: Ken Penson, EMI national album promotion, Tina Wilber — KNAC, Jimmy “The Saint” Christopher, KNAC program director, KNAC, md, Kevin Stephens and Dee Dee Daniels, KNAC.

FROM NEW YORK TO NORFOLK: WNOR, ABC Rock Radio affiliate, broadcast from studios in New York as part of promotion for an all-expense paid trip to the Big Apple and meeting with Kate Collins of “All My Children.” Pictured are: (l to r) back: Jack Rattigan, WNOR’s GM, actress Kate Collins, WNOR’s Gigi Young, news anchor, WNOR personalities, Carol Taylor, Les Wooten and Mike Arlo. Front: WNOR’s morning crew, Jimmy Dunn, Ron Roger and Henry “The Bull” del Toro.

SMIRNOFF AND PACK MAKE TIFUL NOISE — Singer/Composer Pack (left) and comedian Yakov Smirnoff teamed recently to write the status quo in song, yeah Yak and Pack!

AIRPLAY

FIRST ANNUAL BEACH PARTY IN L.A.? That’s right. The city of Los Angeles had their first annual “Los Angeles Beach Scene” which was put together by the same group of people who do the “L.A. Street Scene” KIIS Radio, along with lots of other sponsors hosted the two day festival of rock, pop, dance, arts and crafts on August 2-3. Festival featured the likes of El de Barge, Belinda Carlisle, Andy Taylor, Missing Persons, Lou Lou, Shooz, Animation, Sparks, and Level 42, as well as Rob On Blonde, and their beach party animal, Dino Saur. Admission is FREE.

EASIER LISTENING IN AUSTIN-KOKE-AM now turns to Lite Rock, as does FM outlet KPEZ who’s offering Classic Rock. This format seemingly has not done well there and was dropped five years ago. Business community now changing.

ROLLING STONES KEEP THE ROLL — A never heard before in America, broadcast of the “Stones is rolling out of Westwood One in the form of a musical history. It is due to air on the networks the week of August 11. Mick Jagger, Keith Richards and Bill Wyman offer insights into the two decades of one of the World’s “Main Attractions.” Three hours of exclusive material recorded by the BBC starts the audience out in 1963 and brings them right up to their current LP, “Dirty Work.”

PROMOTIONS - PROMOTIONS - PROMOTIONS — Here are some of the best of the week. KHTR, Power 103 in St. Louis, gave clues to their listeners to identify three imaginary passengers and a driver of a car. The driver was Huey Lewis, and his passengers were Michael J Fox, Tina Turner and Mel Fisher (the driver who discovered gold in a sunk ship off Miami’s coast), the winner, who guessed all these correctly, received the car and money.

W-MAGIC, High Point, NC threw an oldies party on the roof of a 50-year old drive-in which was to be raised. Three thousand listeners showed up to say good-by and participate in a hula hoop contest, a twist contest and barbecue, along with W-MAGIC’s Rod Davis, Jim Scott and Greg Allen. So, if your town has a building about to go-go, here’s a team with your local L.A. HERALD EXAMINER is here for the city’s “Top Jock.” Ball printed in the paper, listing the bidding deepjays, and readers are invited to vote; plus their favorite jock three-vote bonus for using Sun lots. The winning jock receives donated to their favorite charity for helping a local paper that readership.

SHERY OLSON NAMED DIRECTOR — Ms. Olsen takes responsibility for both WNPR, WRAUM in Green Bay, WI.

GARY OWENS WAKES UP LISTENERS — The big voice of G. O. W is now on his way to L.A. FM’s on TM TO NM: TM Consultants now becomes TM Programming in the location in Albuquerque. New is: 2000 Randolph Road, SE 87106-4267. This occurs Wagontrain acquires TM and whole operation under one umbrella.

POLLACK ANOUNCES SIG — Jeff Pollack Communications is Sr. Marketing/Program Director, Tony Quanzon of Power 99 is pictured on left with winners. Jeff has been giving trips, money and station goodies away for 23 weeks… with this coming grand prize.

Mardi Ne

SMILES WITH POWER: Another great car giveaway, this time a Porsche pickup truck, Program Director, Tony Quanzon of Power 99 is pictured on left with winners. Jeff has been giving trips, money and station goodies away for 23 weeks… with this coming grand prize.

Cash Box August
**Midwest Most Added Out of a Possible 157 Stations**

**Retail Pick**
- Retailer: Caron Vikre
- Store: Tower Records
- Market: Sacramento

**Single:** “Rumors”
- Artist: Timex Social Club
- Label: Jay/Macola

**Comments:** The Rough Sound is appealing to customers. They just buy it up. We can’t seem to keep it on the shelves. Definitely our biggest seller.

**Radio Pick**
- Program: Keith Davis
- Station: KJAY
- Market: Oklahoma City, OK

**Single:** “Rumors”
- Artist: Timex Social Club
- Label: Jay/Macola

**Comments:** It’s been our Number One Song three weeks in a row. Classic. Strong phones and Top Five sales. Definitely. Top 5 material.

**Midwest Radio Retail Breakouts**
- Missionary Man – Eurythmics – RCA
- Walk This Way – Run D.M.C. – Profile
- Walk Like A Man – Mary Jane Girls – Motown

**Midwest Retail Breakouts**
- Money$ Too Tight (To Mention) – Simply Red – Elektra
- Every Little Kiss – B. Hornsby – RCA
- Point of No Return – Nu Shooz – Atlantic

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**J.T.**
- M: BOSTON, MA. — SUSAN O’MADDON— MD-2-1 MADONNA
- 15 Stations Reported This Week
- Janet Jackson 42
- Love Walks In—Van Halen—Warner Bros. 38 Adds
- Heaven In Your Eyes—Loverboy—Columbia 38 Adds
- Walk This Way—Run D. M. C. — Profile 29 Adds
- You Can Call Me Al—Paul Simon—Warner Bros. 27 Adds

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**BOSTON, MA.**
- Susan O’MADDON— MD-2-1 MADONNA
- Janet Jackson 42
- Love Walks In—Van Halen—Warner Bros. 38 Adds
- Heaven In Your Eyes—Loverboy—Columbia 38 Adds
- Walk This Way—Run D. M. C. — Profile 29 Adds
- You Can Call Me Al—Paul Simon—Warner Bros. 27 Adds

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**East Retail Breakouts**
- P.LaBelle – MCA
- If Hearts – Stacey Q – Atlantic
- P.McCartney – Capitol

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**J.W.**
- WEISLAO, TX. — ANNA DEARDORF— M. — 1-1 P. CETERA
- (Q94) — RICHMOND, VA. — JIM PAYNE— M. — 1-1 P. GABRIEL
- (Q95) — TAMPA, FL. — BOBBY RICH — M. — 2-1 K. LOGGINS
- (KX107) — MINNEAPOLIS, MN. — BARRY FOX— M. — 2-1 NA

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**South Retail Breakouts**
- Fly — ZZ Top — Warner Bros.
- If Hearts — Stacey Q — Atlantic
- P.LaBelle — MCA

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**KCPX**
- SALIN CITY, UT. — STAN MAIN— M. — 1-1 P. CETERA
- 15 Stations Reported This Week
- Janet Jackson 42
- Love Walks In—Van Halen—Warner Bros. 38 Adds
- Heaven In Your Eyes—Loverboy—Columbia 38 Adds
- Walk This Way—Run D. M. C. — Profile 29 Adds
- You Can Call Me Al—Paul Simon—Warner Bros. 27 Adds
TOLLIVER PROMOTED AT WZAK—Lynn Tolliver, who has successfully programmed WZAK, Cleveland, Ohio for several years was recently promoted to director of operations for the Trans World Broadcasting urban outlet. Tolliver is known industry wide as being one of the real innovators which led to his successful rise as one of the top programmers in the country.

In addition to his expanded duties Tolliver will continue as PD/pmorning man for his top rated WZAK. Tolliver immediately named his long time music director Ms. Dee Perry to the position of assistant P.D. Tolliver has stated that WZAK will continue to be the innovator in urban radio in Ohio. Congratulations and much success to this fine professional and the entire staff of WZAK.

SOUTHERN PROS #1—As mentioned in a previous article in Cash Box when we first learned that George Frazier and Bobby Earl, O.M. and P.D. respectively of KORY, Little Rock, Arkansas were re-entering radio, I said they would quickly change the course of radio in their market. According to the latest ratings, KORY has taken a number one stronghold position with bodies 18-49 by garnering an incredible 16.7 share of the market. These two pros have long been known as leaders by breaking records and leading a lot of unknown artists to success. Congratulations to George and Bobby for daring to do it your way.

WINSTON P.D. AT KJHL—Cliff Winston has been installed as program director of Steve Wonder’s KJHL in Los Angeles. Winston had served once, previously to his appointment, as interim P.D. Cliff takes over the programming responsibilities for recently departed Doug Gilmore. KJHL has also seemingly taken a more aggressive posture in the radio market with a musical emphasis that is targeted for the 25 plus listener. Best wishes to Cliff and staff for much success at Kindness Joy Love and Happiness throughout the L.A. area.

BELL’S NEW ADDRESS—Al Bell, who at one time was a majority owner of Stax Records, (which brought names like the Staple Singers, Johnny Taylor, Isaac Hayes and at least 25 other artists to the forefront of the music business), has officially established a local Los Angeles address. Bell, considered by many as one of the more brilliant minds in the business is not specific about his plans for his newly formed Edge Records. Though not specific, you know in talking with Al, he has very carefully and methodically “studied” this cyclical music industry before arriving at the point of re-entry. He has kept his innate talents sharpened over the years by writing and producing various independent projects. Therefore you can be assured that Al Bell’s return will bring forth a totally encompassing, grass roots based, upscale record company.

Welcome back to a real pro and best wishes for “much” success. Does

this mean some of that great talent the Stax days will reunite with Mr. Bell don’t bet against it.

Caldwell, evolution of Atlantic Hank Caldwell has traveled a long way since his days with music grocer St. Louis, Ohio. He recently exit UPY/ON records with Atlantic after a successful years to travel to the coast with a reported newly signed contract with Dick Griffey (disc drop in a couple of his prime reco...es) and Solar Records (which is concluded with Capitol and Sylvia Rhone will head the Bla...division at Atlantic.

BOULDING BACK TO WBI They say it is better the second time around or is this the...oh well wish the number it is great to see a real professional back who belongs, in radio. Welcome back to you and the staff.

THE BEAT

CASH BOX TOP BLACK CONTEMPORARY ALBUMS

<table>
<thead>
<tr>
<th>W</th>
<th>L</th>
<th>O</th>
<th>C</th>
</tr>
</thead>
<tbody>
<tr>
<td>21</td>
<td>WINNER IN YOU</td>
<td>PATI BAKELLE (MCA 5276)</td>
<td>1</td>
</tr>
<tr>
<td>22</td>
<td>RAISING HELL</td>
<td>RUN D.M.C. (Isle PRO 137)</td>
<td>2</td>
</tr>
<tr>
<td>23</td>
<td>CONTROL</td>
<td>JANET JACKSON (A&amp;M SP 5016)</td>
<td>3</td>
</tr>
<tr>
<td>24</td>
<td>EMOTIONAL</td>
<td>F. FREY ORSINE (A&amp;M SP 103)</td>
<td>4</td>
</tr>
<tr>
<td>25</td>
<td>LOVE ZONE</td>
<td>HILLY OCEAN (Isle/Arto. 8-8409)</td>
<td>5</td>
</tr>
<tr>
<td>26</td>
<td>HEADLINES</td>
<td>MIDNIGHT STAR/Seika (Eptik 9) (6464)</td>
<td>6</td>
</tr>
<tr>
<td>27</td>
<td>RAPTURE</td>
<td>ANITA BAKER (Eptik 9 60444)</td>
<td>8</td>
</tr>
<tr>
<td>28</td>
<td>SANDS OF TIME</td>
<td>M.N. BAND (Isle/EPT 5027) (6464)</td>
<td>7</td>
</tr>
<tr>
<td>29</td>
<td>PARADE</td>
<td>PRINCE AND THE REVOLUTION (Poly) (Warner Bros. 9-25306)</td>
<td>9</td>
</tr>
<tr>
<td>30</td>
<td>DO ME BABY</td>
<td>BELLSA MORGAN (Capitol ST 12836)</td>
<td>10</td>
</tr>
<tr>
<td>31</td>
<td>STEPHANIE MILL</td>
<td>MCA (5457)</td>
<td>12</td>
</tr>
<tr>
<td>32</td>
<td>BACK IN BLACK</td>
<td>WYCKE HIL (Arto./Isle 8-8407)</td>
<td>13</td>
</tr>
<tr>
<td>33</td>
<td>THE FLAG</td>
<td>RICK JAMES/Isle/Mornica (HSIL-M) (6363)</td>
<td>14</td>
</tr>
<tr>
<td>34</td>
<td>EL DEBAGE</td>
<td>GERRY MCGRAVE (HSIL-H) (6501)</td>
<td>15</td>
</tr>
<tr>
<td>35</td>
<td>STREET CALLED DESIRE</td>
<td>B.B. &amp; ANGELA (Mornica/Pol/Glam 8-91401)</td>
<td>16</td>
</tr>
<tr>
<td>36</td>
<td>THEATER OF THE MIND</td>
<td>MTME (Epte 46102)</td>
<td>11</td>
</tr>
<tr>
<td>37</td>
<td>BIG &amp; BEAUTIFUL</td>
<td>CASH BOX (Isle/Isle 64012)</td>
<td>18</td>
</tr>
<tr>
<td>38</td>
<td>PICTURE BOOK</td>
<td>SIMPLY RED (Isle 64042)</td>
<td>21</td>
</tr>
<tr>
<td>39</td>
<td>WHITNEY HOUSTON</td>
<td>SAVOY (Atlantic/Isle 81668)</td>
<td>17</td>
</tr>
<tr>
<td>40</td>
<td>STAY</td>
<td>THE CONTROLLERS (MCA 561)</td>
<td>19</td>
</tr>
<tr>
<td>41</td>
<td>CLOSER THAN CLOSE</td>
<td>JEAN CAINE (Clint/Atlantic/Isle 80492)</td>
<td>29</td>
</tr>
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</table>

This mean some of that great talent the Stax days will reunite with Mr. Bell don’t bet against it.

Caldwell, evolution of Atlantic Hank Caldwell has traveled a long way since his days with music grocer St. Louis, Ohio. He recently exit UPY/ON records with Atlantic after a successful years to travel to the coast with a reported newly signed contract with Dick Griffey (disc drop in a couple of his prime reco...es) and Solar Records (which is concluded with Capitol and Sylvia Rhone will head the Bla...division at Atlantic.

BOULDING BACK TO WBI They say it is better the second time around or is this the...oh well wish the number it is great to see a real professional back who belongs, in radio. Welcome back to you and the staff.
**East Retail Breakouts**

**Walk This Way — Run D.M.C. — Profile**

**When I Think Of You — Janet Jackson — A&M**

---

**Midwest Retail Breakouts**

**Private Number — The Jets — MCA**

**Can’t Wait Another Minute — Five Star — RCA**

**When I Think Of You — Janet Jackson — A&M**

---

**Radio Pick**

**Programmer: Dee Perry**

**Station: WZAK**

**Market: Cleveland, Ohio**

**Song: “Shake You Down”**

**Artist: Gregory Abbott**

**Label: Columbia**

**Comments:** This is really a great laid-back Marvin Gaye type of sound. Greg has the looks and talent to become a major force in the music industry.

---

**South Retail Breakouts**

**Always — James Ingram — Qwest**

**Duke Is Back — Rappin’ Duke — Tommy Boy**

**All The Way To Heaven — Doug E. Fresh — Reality**

---

**West Retail Breakouts**

**Soweto — Jeffrey Osborne — A&M**

**Lady Soul — Temptations — Gordy**

**Walk This Way — Run D.C.M. — Profile**

---

**Black Radio/Retail**

**Most Added Out Of A Possible 85 Stations**

**East**

**WDJY — Washington, D.C. — Brute Bailey — PD**


**WUSL — Philadelphia, PA — Frank Cerami — MD**

**HOTS: J. Carne, Timex, J. Osborne, A. Baker, R. James, Run DMC, Labelle, Lisa Lisa, Roxanne, M. Morgan, A. Starr, Janice, Debarge, B. Ocean. ADDS: Run DMC, Juice, Prince, G. Guthrie.**

**WILD — Boston, Mass. — Elroy Smith — PD**


**WZLC — WCKS — HOTS:**

**R.J.’s WDKX — HOTS:**


**WMGM — New Haven, CT — James “Jazzy” Jordan — PD**

**HOTS: J. James, A. Baker, Mazzarati, Lisa Lisa, M. Moore, Mtume, Confunkshun, G. Guthrie, G. Clinton, Timex. ADDS: Midnite Star, Run DMC, J. Williams, Skippers & Turners, O’Cheri Brown, H. Hewett, G. Benson.**

---

**South**

**WWDW — Sumpter, SC — Tony Dean — PD**


**WHRK — Memphis, Tenn. — Melvin Jones — PD**


**WDIR — Richmond, VA — Steve Crumbley — PD**


**WGIV — Charlotte, NC — Ken Murphy — MD**


**WDIA — Memphis, Tenn. — Bobby Jay — PD**


---

**West**

**KJLH — Los Angeles — Cliff Windsor — PD**


**WTLC — Indianapolis, Ind. — Jay Johnson — PD**


**WAMO — Pittsburgh, PA — Chuck Woodson — PD**


**VTC — Milwaukee, Wis. — Robb Hardy — PD**


**WWOI — Toledo, Oh — Paul Brown — PD**


---

**Midwest**

**WCIN — Cincinnati, OH — Steve Harris — PD**


**WDWT — Cleveland, OH — Dean Rufus — PD**


---

**News Breakout**

**79 Stations Reported This Week**

**Can’t Wait Another Minute — Five Star — RCA**

**When I Think Of You — Janet Jackson — A&M**

---

**Retail Pick**

**Retailer: Johnny Phillips**

**Store: Select-O-Hits**

**Market: Memphis, Tenn.**

**Song: “Wall To Wall Freaks”**

**Artist: Rose Bros.**

**Label: Muscle Shoals**

**Comments:** Great dance record that has big significant action in the market. It’s their biggest hit to date.
# CASH BOX TOP 100 ALBUMS

**The Cash Box Top 200 Albums Chart** is based solely on actual pieces sold at retail stores. The chart is published on August 9th.

<table>
<thead>
<tr>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
<th>Number</th>
<th>Distributor</th>
</tr>
</thead>
<tbody>
<tr>
<td>34. NO JACKET REQUIRED *</td>
<td>Phil Collins / Atlantic 75480</td>
<td>CBS</td>
<td></td>
<td></td>
</tr>
<tr>
<td>35. DOUBLE VISION *</td>
<td>Robert Palmer / Island 90471</td>
<td>CBS</td>
<td></td>
<td></td>
</tr>
<tr>
<td>36. RIPTIDE *</td>
<td>Huey Lewis &amp; The News / CBS 40398</td>
<td>CBS</td>
<td></td>
<td></td>
</tr>
<tr>
<td>37. RUTHLESS PEOPLE (Original Soundtrack/EP: SF 40398)</td>
<td></td>
<td>CBS</td>
<td></td>
<td></td>
</tr>
<tr>
<td>38. WORLD MACHINE *</td>
<td>Level 42 / Polydor 827 411-1</td>
<td>CBS</td>
<td></td>
<td></td>
</tr>
<tr>
<td>39. HEADED FOR THE FUTURE *</td>
<td>Neil Diamond / CBS 40398</td>
<td>CBS</td>
<td></td>
<td></td>
</tr>
<tr>
<td>40. REVUNITY (RCA ATL. 58474)</td>
<td></td>
<td>CBS</td>
<td></td>
<td></td>
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<tr>
<td>41. TURBO</td>
<td>Jive Records / CBS 40398</td>
<td>CBS</td>
<td></td>
<td></td>
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<tr>
<td>42. AFTERBURNER *</td>
<td>ZZ Top / Warner Bros. / CBS 40398</td>
<td>CBS</td>
<td></td>
<td></td>
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<tr>
<td>43. HEADLINES *</td>
<td>Midnight Star / CBS 40398</td>
<td>CBS</td>
<td></td>
<td></td>
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<tr>
<td>44. SANDS OF TIME *</td>
<td>The S.O.S. Band / F.C. 40279</td>
<td>CBS</td>
<td></td>
<td></td>
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<tr>
<td>45. THE MONKIES THEN &amp; NOW</td>
<td>Atlantic 40424</td>
<td>CBS</td>
<td></td>
<td></td>
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<tr>
<td>46. THE KARATE KID PART II</td>
<td>Original Motion Picture Soundtrack</td>
<td>CBS</td>
<td></td>
<td></td>
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<tr>
<td>47. RAGE FOR ORDER</td>
<td>Queen / EMI America 827 19979</td>
<td>CBS</td>
<td></td>
<td></td>
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<tr>
<td>48. STANDING ON A BEACH *</td>
<td>The Cure / CBS 40398</td>
<td>CBS</td>
<td></td>
<td></td>
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<tr>
<td>49. SCARECROW *</td>
<td>John Cougar Mellencamp / MCA 82146-1</td>
<td>POL</td>
<td></td>
<td></td>
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<tr>
<td>50. WALKABOUT</td>
<td>The Fox / MCA 40398</td>
<td>POL</td>
<td></td>
<td></td>
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<tr>
<td>51. ACTION REPLAY</td>
<td>Howard Jones / EMI America 82446-1</td>
<td>POL</td>
<td></td>
<td></td>
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<tr>
<td>52. RAPTURE *</td>
<td>Anita Baker / EMI America 82544-1</td>
<td>POL</td>
<td></td>
<td></td>
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<tr>
<td>53. DIRTY WORK</td>
<td>Rolling Stones / Capitol 82540-1</td>
<td>POL</td>
<td></td>
<td></td>
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<tr>
<td>54. EL DEBARGE</td>
<td>Jive Records / MCA 60439-1</td>
<td>POL</td>
<td></td>
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<tr>
<td>55. THE JETS</td>
<td>MCA 60456-1</td>
<td>POL</td>
<td></td>
<td></td>
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<tr>
<td>56. PRIMELOVE LIVE</td>
<td>Soundtrack (Epic 861 313)</td>
<td>CBS</td>
<td></td>
<td></td>
</tr>
<tr>
<td>57. MIKE &amp; THE MECHANICS *</td>
<td>Atlantic 82851-1</td>
<td>CBS</td>
<td></td>
<td></td>
</tr>
<tr>
<td>58. BROTHERS IN ARMS *</td>
<td>Dire Straits / Warner Bros. 40398</td>
<td>CBS</td>
<td></td>
<td></td>
</tr>
<tr>
<td>59. FALCO</td>
<td>EMI America 82565-1</td>
<td>CBS</td>
<td></td>
<td></td>
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<tr>
<td>60. THE ULTIMATE SIN</td>
<td>Ozzy Osbourne / EMI America 82584-1</td>
<td>CBS</td>
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<tr>
<td>61. LIVES IN THE BALANCE</td>
<td>Huey Lewis &amp; The News / EMI America 82594-1</td>
<td>CBS</td>
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<tr>
<td>62. KNOCKED OUT LOADED</td>
<td>Blue Öyster Cult / EMI America 82594-1</td>
<td>CBS</td>
<td></td>
<td></td>
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<tr>
<td>63. THE QUEEN IS DEAD</td>
<td>Johnny Hallyday / EMI America 82594-1</td>
<td>CBS</td>
<td></td>
<td></td>
</tr>
<tr>
<td>64. ANIMAL MAGIC</td>
<td>Blondie / EMI America 82594-1</td>
<td>CBS</td>
<td></td>
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<tr>
<td>65. BIG WORLD *</td>
<td>Joe Jackson / EMI America 82565-1</td>
<td>CBS</td>
<td></td>
<td></td>
</tr>
<tr>
<td>66. MISTRAL *</td>
<td>Lou Rawls / EMI America 82446-1</td>
<td>CBS</td>
<td></td>
<td></td>
</tr>
<tr>
<td>67. BIG &amp; BEAUTIFUL</td>
<td>Fat Boys / EMI America 82446-1</td>
<td>CBS</td>
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</tr>
</tbody>
</table>

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**Additional Albums**

- **68. PROMISE** - Sade (Parlophone FR 40357/8) CBS
- **69. KISSIN' TIME THIEVES** - Sue (CBS 40398) CBS
- **70. CHANGE OF ADDRESS** - Klaus Schulze (CBS 40398) CBS
- **71. IN VISIBLE SILENCE** - The Alan Parsons Project (CBS 40398) CBS
- **72. LANDING ON WATER * | Neil Young (Capitol 20459/A) CBS
- **73. MONTANA CAFE** - Hank Williams Jr. (Columbia 25412-1) CBS
- **74. SLEIGH OF HAND** - John Armstrong (EMI America 5833 X) CBS
- **75. THE SEER** - Brian McLaughlin (CBS 40398) CBS
- **76. FRANTIC ROMANTIC** - Elton John / MCA 57000 (CBS)
- **77. BOYS DON'T CRY** - Prefab Sprout (CBS 40398) CBS
- **78. TRUE CONFessions** - Gino Vannelli (CBS 40398) CBS
- **79. ALABAMA GREATEST HITS** - Alabama / Columbia 40398 CBS
- **80. FLORIDAYS** - Jimmy Buffett (MCA 5730) CBS
- **81. THE WAY IT IS** - Bruce Hornsby & The Range / RCA 40398 CBS
- **82. UNDER LOCK AND KEY** - Donnie & The Meatmen (CBS 40398) CBS
- **83. QUIET NIGHT OF THE SOUL** - (CBS 40398) CBS
- **84. STORMS OF LIFE** - Randy Travis / CBS 40398 CBS
- **85. DIFFERENT LIGHT** - Bangles / Columbia 40398 CBS
- **86. LABYRINTH** - The Original Soundtrack of the Film (EMI America 40398) CBS
- **87. SKEEZE PLEEZER** - U.F.O. (CBS 40398) CBS
- **88. A KIND OF MAGIC** - Queen (Capitol 25450-1) CBS
- **89. WELCOME TO THE REAL WORLD** - Mushroom Records / EMI America 82594-1 CBS
- **90. PRETTY IN PINK** - The Original Soundtrack of the Film (EMI America 82594-1) CBS
- **91. MASTER OF PUPPETS** - Metallica / EMI America 82594-1 CBS
- **92. NERVOUS NIGHT** - Hooters / Columbia 40398 CBS
- **93. ALL FOR LOVE** - New Edition / MCA 56794 CBS
- **94. COCKER** - Joe Cocker / Capitol 25412-1 CBS
- **95. RADIO** - L.C. Smith (CBS 40398) CBS
- **96. INSIDE OUT** - Toto (CBS 40398) CBS
- **97. INTERMISSION** - Dire Straits / Columbia 40398 CBS
- **98. ROCKIN' WITH THE RHYTHM** - The Judds / CBS 40398 CBS
- **99. FROM LUXURY TO HEARTACHE** - Culture Club / CBS 40398 CBS
- **100. EMERALD CITY** - Talking Heads / CBS 40398 CBS

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**THE CHART BREAKER** refers to the highest debuting LP in the top 100.
CASH BOX JAZZ ALBUMS

Title, Artist, Label, Number, Distributor

<table>
<thead>
<tr>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
<th>Number</th>
<th>Distributor</th>
</tr>
</thead>
<tbody>
<tr>
<td>22 ATAVACHRON</td>
<td>ALLAN HOLM/VERTREMA/UNITED ARTISTS</td>
<td>Capitol ST 72013</td>
<td></td>
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</tr>
<tr>
<td>1 DOUBLE VISION</td>
<td>BOB JAMES, DAVID SANKEY</td>
<td>Warner Bros. 24114</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2 LOVE WILL FOLLOW</td>
<td>GEORGE Hовард (TBA-TB 216)</td>
<td></td>
<td></td>
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</tr>
<tr>
<td>3 BREAKOUT</td>
<td>SYMPHONY ORCHESTRA</td>
<td>MCM-Columbia 57514</td>
<td></td>
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</tr>
<tr>
<td>4 MAGIC TOUCH</td>
<td>STANLEY JORDAN/Blue Note BT 8055</td>
<td></td>
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<tr>
<td>5 ROSSITER ROAD</td>
<td>AMADU JAMMAL/Atlantic 8145-1</td>
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<tr>
<td>6 ANOTHER PLACE</td>
<td>RICK WITKOWSKI/BF 57081</td>
<td></td>
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<tr>
<td>7 SHADES</td>
<td>YELLOW JACETS (MCA 5752)</td>
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<tr>
<td>8 SONG X</td>
<td>PAT MCDERMOTT/GINETTE COLEMAN/Fontana Bros. GHS 98709</td>
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<tr>
<td>9 LYLE MAYS</td>
<td>Getting/Winter Bros. GHS 24907</td>
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<tr>
<td>10 THE CHICK COREA ELECTRIC BAND</td>
<td>(GRP-2100)</td>
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<tr>
<td>11 SCHUHRING</td>
<td>DIANE SCHUHR-GOVER 1022</td>
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<tr>
<td>12 SAVE TONIGHT FOR ME</td>
<td>MEL AND LEO/JARDINES/Jazz-Libre 40 (254)</td>
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<tr>
<td>13 KEEP YOU SATISFIED</td>
<td>NANCY WILSON/Columbia FC 40306</td>
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<tr>
<td>14 FAR TOO WHISPER</td>
<td>WHARF AMD/Windham Hill/A&amp;M WH 1015</td>
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<tr>
<td>15 ALONE/But Never</td>
<td>LARRY CARLTON/MCMA 5691</td>
<td></td>
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<tr>
<td>16 FLOPPY DISK</td>
<td>NRJ WHIRLWIND/Columbia FC 40221</td>
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<tr>
<td>17 THE BOHEMIANS</td>
<td>SKYWALK (Geffe/MCA ZEB 5171)</td>
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<tr>
<td>18 POWERPLAY</td>
<td>BILLY COBHAM (GRP-1107)</td>
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<tr>
<td>19 PARKER'S MOOD</td>
<td>SAMADU WAYNE/Live at BAVAROS (TBA 1950s)</td>
<td></td>
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</tr>
<tr>
<td>20 DIALECTS</td>
<td>JOE ZAWINUL (Columbia FC 40060)</td>
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</tbody>
</table>

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

FEATURE PICKS

Mr. DRUMS—Buddy Rich—Cafe 3-732—Producer: Gary Rebo

The four-on-the-floor Rich Big Band in a splendid three-LP/two-CD, two live package that includes new charts and definitive versions of such Rich as "Chameau," the Low Bus "West Side Story," and "Get Happy." CHICAGO—Clifford Jordan—Bee Hive BH 7018—Producers: San & Jim Neumann

The state of the bebop art. Jordan, Red Rodney, Jaki Byard, Ed Hio, Vernel Fournier keep the pots at full-boil on this tidy session. (Bees Hilltop, Evanston, IL 60201)

WONDERFUL ONES—Tony Castellano—Spinster SP-005—Producer: Caroline W. Leslie

A lovely LP from a sensitive, elegant Florida pianist. The equally sensitive Ira Sullivan adds his horn battery to the date—interesting mat- ing Castellano originals, rarely-heard chestnuts, and a piece by Saint-Sae BLACK & BLUE—Rare Silk—TBA TBA214—Producers: Hod Kip Kuepper

Smooth vocal fusion from the tightly-harmonized trio—they glide on slick accompaniment, through a slate of originals by Todd Bufla (the main cover of the Young Rascals’ "How I Can Be Sure."
INDIES TO MEET—Distrib- utable independent records will be their annual convention under the auspices of the National Assoca- tion of Recording Merchandisers at 30-November 1, 1987 at the Loews Hotel in Scottsdale, Arizona. Independent Distributors Ad- Committee, meeting to plan invitation, announced last week would sponsor an awards ban- ner best honoring independently dis- tributed records. Awards will be given allowing categories: 1) Best sell- ing, 2) Most innovative independent dis- tributors, 3) Single of the year, 4) Best independently distributed 12" of the year, and 4) Best selling independently distributed new artist of the year. The awards will be made on the basis of sales figures for the time of June, 1985 through July, 1986. Sales figures will be supplied by independent Distributors Advisory atie Members. These new indu- stries will become an annual event independent Distributors Conference in addition to the best selling the independent distributed the banner a retailer for best retail of the year. Also discussed at this meeting was the possibility of an independent distribula- tion to be incorporated into the at one annual national convention. Members of the atie include committee chairman the Hocutt, California Record uting, Glendale, CA; Dennis, Action Music Sales, Cleveland, OH; Nick Campanella, Encore Dis- tributors, Long Island City, NY; Tony Dalesandro, M.S. Distributing Co., Elk Grove Village, IL; Billy Emerson, Big State Distributing Corp., Dallas, TX; Don Gillespie, Jem Distributors, Inc., Grand Prairie, TX; Joyce Heider-Lynn, Great Bay Distributors, Inc., Baltimore, MD; Eric Paulson, Na- varre Corp., Crystal, MN; James Schwarz, Schwartz Brothers, Inc., Lanham, MD, and Jerry Winston, Malverne Distributors, Long Island City, NY.

STREET THAT GREAT STREET—Chicago’s innovative and scrappy retailer, The Jazz Record Mart, sponsored a novel way to get at- tention recently. When it was learned that New Orleans’ favorite sons the Dirty Dozen Brass Band were going to be in town rather than hold the tradi- tion in-store appearance, JRM decid- ed to introduce Chicagोans to a real New Orleans tradition—street corner concerts. A parade permit was ob- tained and at 5PM on a very busy Fri- day afternoon, the DDBB congregated at Division and State Streets and played, Chicago-brilliant to what is a combination tradition in the French Quarter. The DDBB marched up State, past Rush—where they performed an im- promptu version of “Bourbon Street Parade,” at the site of the old Happy Medium where the Jazz Showcase had resided for years—and ended their par- ade with a mini-concert at the Jazz Re- cord Mart down on Grand. According to Alan Goldsher of JRM, who wrote about the event in JRM’s newsletter, Rhythm & News, the skies threatened rain, but not a drop fell, and an inquisitive and growing crowd along the pa- pylace route was met an equally excited crowd at the store. The members of the DDBB are Kirk Joseph, Charles Jo- seph, Lionel Aliste, Jewell MAR- shall, Greg Davis, Efren Towns, Roger Lewis and Kevin Harris.

NEW PRODUCTS—Rykodisc, the “record company that doesn’t make records,” has announced the release of several new titles to its expanding cata- log. As reported earlier, Rykodic had obtained a license to release Frank Zappa’s catalog on CD. The first disc will roll out in August, 1986. The initial release of eight discs represents 10 of Zappa’s albums from various periods of his career. Zappa has been recording digitally since 1981. But even before the advent of digital, we are told that

Zappa and his engineer, Bob Stone, were meticulous in their recording stan- dards. Zappa and Stone have spent hours preparing the master tapes for CD transfer. Rykodisc has designed each release uniquely for CD. Whether appropriate, the discs have been rese- quenced for continuous play and extra tracks added, when available, to utilize a CD program’s hour-plus capacity. “London Symphony Orchestra,” for in- stance, contains the 25-minute track, “Bogus Pump,” previously unreleased. The first eight CDs are: “Thang Fish- er” Rykodic Meets The Mothers Of Prevention, “ Shut Up N Play Your Guitar,” “ The Grand Wazoo,” “ Them Or Us,” “ Apostrophe/Nighten- sensation,” “ London Symphony Orches- tra” and “ We’re Only In It For The Money/Lumpy Gravy.”

Stephen Paggett

CLASSICAL REVIEWS


This is the third time the Suite has been recorded and Dorati and the Detroit play it with affection and sensuous attention to detail. The Die Frau Faust is Strauss’ own hand-picked tour of the most beautiful melodies from that wonderful opera.


The powerful Third is lifted to heights by Karajan and the Berlin Phil. Its Promethian sweeps and primal melodies are captured wonderfully in this digital record- ing. Anyone’s collection the oft-recorded work deserves this one addition.

WYNTON MARSALIS-PHILHARMONIA ORCHESTRA-ESA-PeRKA SA- LONEN, DIR.—Tomas & Jolivet—CBS Masterworks IM 42096—No List— Bar Coded

The jazz trumpeter’s latest essay into classical music is this charming yet technically challenging performance of three modern works. He is brilliant. Also, the phenomenal 26- year-old Finnish director Solonen takes command of the Philharmonia.

CASH BOX TOP 40 COMPACT DISCS

<table>
<thead>
<tr>
<th>#</th>
<th>DISC TITLE</th>
<th>ARTIST</th>
<th>LABEL</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>EMERSON, LAKE &amp; POWELL</td>
<td>PETER FRAMPTON</td>
<td>SIRE</td>
</tr>
<tr>
<td>2</td>
<td>THE WINNER IN YOU</td>
<td>PATTI LLEWELLYN</td>
<td>MCA</td>
</tr>
<tr>
<td>3</td>
<td>DOUBLE VISION</td>
<td>ROBERT JAMES &amp; DAVID SANDSON</td>
<td>Warner Bros.</td>
</tr>
<tr>
<td>4</td>
<td>TUFF ENUFF</td>
<td>THE FABULOUS THUNDERBIRDS</td>
<td>CBS</td>
</tr>
<tr>
<td>5</td>
<td>MIKE &amp; THE MECHANICS</td>
<td>JAMES HUNTER</td>
<td>A&amp;M</td>
</tr>
<tr>
<td>6</td>
<td>PICTURE BOOK</td>
<td>SIMPLY RED</td>
<td>EMI</td>
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<tr>
<td>7</td>
<td>PLAY DEEP</td>
<td>DEAN &amp; DRE</td>
<td>Republic</td>
</tr>
<tr>
<td>8</td>
<td>LOVE ZONE</td>
<td>BILLY OCEAN</td>
<td>EMI</td>
</tr>
<tr>
<td>9</td>
<td>LIVES IN THE BALANCE</td>
<td>JAMES HOWARD &amp; WENDELL</td>
<td>Columbia</td>
</tr>
<tr>
<td>10</td>
<td>REVENGE</td>
<td>EURYTHMICS</td>
<td>RCA</td>
</tr>
<tr>
<td>11</td>
<td>BIG WORLD</td>
<td>JOE JACKSON</td>
<td>A&amp;M</td>
</tr>
<tr>
<td>12</td>
<td>RAISED ON RADIO</td>
<td>DIO</td>
<td>CBS</td>
</tr>
<tr>
<td>13</td>
<td>THE DARK SIDE OF THE MOON</td>
<td>PINK FLOYD</td>
<td>Capitol</td>
</tr>
<tr>
<td>14</td>
<td>DIRTY WORK</td>
<td>THE PUSLERS</td>
<td>RCA</td>
</tr>
<tr>
<td>15</td>
<td>WINDHAM HILL RECORDS</td>
<td>SAMPLER '86</td>
<td>Windham Hill</td>
</tr>
<tr>
<td>16</td>
<td>HEADED FOR THE FUTURE</td>
<td>NEIL DIAMOND</td>
<td>MCA</td>
</tr>
<tr>
<td>17</td>
<td>BACK IN THE HIGH LIFE</td>
<td>STEVE WINWOOD</td>
<td>CBS</td>
</tr>
<tr>
<td>18</td>
<td>PRETTY IN PINK</td>
<td>OMA</td>
<td>CBS</td>
</tr>
</tbody>
</table>

*THE CASH BOX TOP 40 COMPACT DISCS CHART IS BASED ON SOLELY ON ACTUAL PIECES SOLD AT RETAIL STORES.*

August 9, 1986

21
A FINE TEAM—Writer/director Blake Edwards (r) is pictured on location with Ted Danson on the set of A Fine Mess. The soundtrack is being released on Motown Records.

Henry Mancini (continued from page 7)

seems to need to maintain some semblance of dignity even in the face of colossal clumsiness. That's what film scoring is all about. And to a large extent, that's why Mancini had been honored with 4 Oscars, 20 Grammys and 7 gold albums along the way. And since hitting the big time as a composer some thirty years ago with TV's Peter Gunn, Mancini has worked his way out of weakness. So how does Mancini feel about what he does and his remarkable durability?

I think of film scoring not as an art, but as a craft,” he first told Cash Box in an interview last week. “As with many crafts, if you get all the right elements together and everybody does their job, then it becomes a piece of art. Actually, I have a workman-like attitude about it.” And then, the reason I’ve maintained such longevity by paying close attention to two things, the first being the constantly changing trends in contemporary pictures. You have to be very careful not to throw a picture’s melody off by putting in music that doesn’t accurately reflect what’s on the screen.

The other thing I’ve had to be particularly cognizant of,” Mancini continued, “is maintaining some kind of identity for myself and not chasing each style that has come along over the years, while still sounding up to date.” As mentioned, however, Mancini has proved a master at not being easily categorized. Beyond running the stylistic gamut, he bounces back and forth between film, album recordings and television.

Asked, therefore, what he feels his overriding musical identity is, Mancini said, “I think what I most concentrate on is being melodic. In the best classical works, there was always that sense of melody which was especially attractive. I’m also aware of the orchestra, having started as an arranger. Many of the younger composers, I feel, have fallen into the trap of forgetting about the acoustic orchestra and concentrating only on synthesizers.” That sometimes regrettable trend, he believes, is primarily due to the influence of today’s younger film directors and producers, who have a tendency toward making high-tech and “overblown” films which demand just such a musical treatment.

True to his uncompromising musical credo (one which many other composers unfortunately don’t share), Mancini always puts the film first. In fact, some of his best scoring is silent, since he also knows when it’s best not to have music. And he steadfastly refuses to place songs into a score unless they’re relevant to what’s on the screen. “If you examine the films,” he remarked, “almost every single song I’ve written with Johnny Mercer, the Bergmans, Luce, have all started out as a song within the orchestral score.”

This has certainly turned out to be a fruitful year for Mancini this far, both professionally and personally. In his surprise, the theme to Peter G. again emerged as a chart-topper, this time of The Art Of Noise. Of a few more popular themes, he said, “I find kind of indestructible. The music was kind of jazzy, out of coast ‘cool school’ and I used that my own purposes. But the theme itself is kind of rock ‘n’ roll and I just kept going. It really couldn’t get more simple.”

In addition, Mancini’s distinctive and longstanding association with producer/director Blake Edwards off three fold this year. Already, A Fine Mess (Motown just released its soundtrack) and That’s Life (which clade a just recorded song produced by Tony Bennett), and he’s set to be on Blind Date shortly.

The Mancini touch is also an integral part of this summer’s well-received full color Disney feature, The Great Mouse Detective, that much music there is as picture loved working on it.

In his book, Sounds And Scores: Guide To Professional Orchestral Music (which is something of a bible among film composers), Mancini perused musical and philosophic entire music scene is constantly he wrote, “leaving the narrowness of the left behind.” That which is far more comprehensive, especially professional writer must keep on ever-shifting scene (and) has an . . . to keep an open mind and to ideas.” No matter how you look Henry Mancini is truly the consumma-

Cash Box  Aug
DIO/VIDEO

AR'S—The cable channels will until every VCR owner in
knows his machine inside and
has applied it to the home tab-
able programming. Such is the
conclusion from recent bold
decision by Showtime and
Vitalie Channel, HBO and Cin-
As the subscribership leader, it's
rise that HBO is the most ag-
but the network's latest pro-
toward an everlasting VCR-
relationship smash of desper-
a example, HBO has just
plans to install promotional
purchase displays at retail out-
VCRs. That's right, folks,
first time in the history of cable
network is going out into the
and the message is "VCR.
the pop-a's are a three-piece
serve as a billboard, a direct-
and a "doorhanger" to be
arranged for free from the
able vendor. Its contents? The
ages of tapping cable programs,
, and encouragement to ask
ence in getting your machine
up to HBO. HBO also has pro-
30-second ad spot, providing
the network's first move
to the HBO feed between the
2:30 pm and 2:30 pm (through
24) or on videocassette. And
motion does not stop there: In
ber and October, new HBO and
subscribers will get rebates on
marked Fuji videocassettes. In
the network is in for the hard
home to come tapping off the
end of the industry is after them in a big
and between 5/TMC's VCR The-
d- (kilobytes-on-air VCR promotions)
O's sudden retail blitz, the MPAA
Valenti can kick a large share
profits goodbye.
CHI GOES STATESIDE—
Consumer Products of
America, Inc., has up and begun mak-
VCRs in the U.S., according to their
press department. The company has
gone full—steam toward producing
more products in the States, and now
makes computer and auto accou-
trements here, along with a lot of other
 technological products. (Last year, the
company logged in a whopping $25 bil-
ion in sales). Hitachi VCRs will now be
made in Anaheim, CA, together with
the Hitachi TVs already made in that
plant, with an initial output of 100,000
VCRs a year.

HOME VIDEO REVIEW: Jimi Hendrix: Johnny B. Goode—
Sony Video Software — $16.95
This Sony Video EP, released in associa-
tion with Douglas Video (run by Alan
Dobrin, creator of Hendrix's estate), is
a satisfying slice of Hendrix perfor-
ance art, crafted into a production
with specially produced sequences
that effectively augment the rare archive
footage, a thing so often botched by
directors of such tapes. Rather than the
cheesy overuse of psychedelia one
might expect, the added bits are gems
in their own right. Peter Rosenblat's Art
Attack follows the evolution of a street
artist's slab dash creation of an alley
wall portrait of Hendrix, set to the
chiming strains of "Foxy Lady", while
Wayne Isham's videoization of "Are
You Experienced" is a high-tech render-
ing of Hendrix concert clips. A dance
sequence, choreographed to "Voodoo
Child", while not as visually stimulat-
ing, is also complimentary. Between
these viewers are treated to vintage
live performance reels, such as Hen-
drix' performance of "Johnny B.
Goode" at the Berkeley Community
Center, and his legendary "Spang-
gled Banner", captured at the Atlanta
Pop Festival. For Hendrix fans and affi-
cianados, this mere 26 minutes of mem-
orabilia is surprisingly worthwhile.

For those unfamiliar with the legendary
artist's performance style, Jimi Hendrix:
Johnny B. Goode is a potent short-
course on the subject.

Gregory Dobrin

CASH BOX TOP 40
VIDEOCASSETTES

<table>
<thead>
<tr>
<th>Rank</th>
<th>Title</th>
<th>Label</th>
<th>Week</th>
<th>Sales</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Back to the Future</td>
<td>RCA Video/EMI</td>
<td>14</td>
<td>114</td>
</tr>
<tr>
<td>2</td>
<td>Jagged Edge</td>
<td>RCA Pictures Home Video</td>
<td>8</td>
<td>4</td>
</tr>
<tr>
<td>3</td>
<td>Cocoon</td>
<td>CBS Fox Video</td>
<td>13</td>
<td>2</td>
</tr>
<tr>
<td>4</td>
<td>A Nightmare on Elm Street 2</td>
<td>Freddy's Revenge</td>
<td>HBO Home Entertainment</td>
<td>17</td>
</tr>
<tr>
<td>5</td>
<td>Rocky IV</td>
<td>CBS Fox Video</td>
<td>8</td>
<td>5</td>
</tr>
<tr>
<td>6</td>
<td>The Jewel of the Nile</td>
<td>RCA Pictures Home Video</td>
<td>4</td>
<td>3</td>
</tr>
<tr>
<td>7</td>
<td>White Nights</td>
<td>RCA Pictures Home Video</td>
<td>4</td>
<td>10</td>
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<tr>
<td>8</td>
<td>Witness</td>
<td>Paramount Home Video</td>
<td>13</td>
<td>7</td>
</tr>
<tr>
<td>9</td>
<td>To Live and Die in L.A.</td>
<td>RCA Video/EMI</td>
<td>10</td>
<td>8</td>
</tr>
<tr>
<td>10</td>
<td>Agnes of God</td>
<td>RCA Pictures Home Video</td>
<td>11</td>
<td>9</td>
</tr>
<tr>
<td>11</td>
<td>The Best of Times</td>
<td>Embassy Home Entertainment</td>
<td>14</td>
<td>15</td>
</tr>
<tr>
<td>12</td>
<td>Black Moon Rising</td>
<td>New World Video</td>
<td>18</td>
<td>14</td>
</tr>
<tr>
<td>13</td>
<td>Remo Williams: The Adventurer/Part II</td>
<td>Thon/EMI Home Video</td>
<td>6</td>
<td>12</td>
</tr>
<tr>
<td>14</td>
<td>Kiss of the Spider Woman</td>
<td>Charter Entertainment</td>
<td>17</td>
<td>18</td>
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<tr>
<td>15</td>
<td>Death Wish 3</td>
<td>MCA/UA Home Video Entertainment</td>
<td>11</td>
<td>11</td>
</tr>
<tr>
<td>16</td>
<td>Commando</td>
<td>CBS Fox Video</td>
<td>18</td>
<td>13</td>
</tr>
<tr>
<td>17</td>
<td>King Solomon's Mines</td>
<td>MCA/UA Home Video Entertainment</td>
<td>7</td>
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</tr>
<tr>
<td>18</td>
<td>Power</td>
<td>RCA Pictures Home Video</td>
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<td>16</td>
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<tr>
<td>19</td>
<td>Silverado</td>
<td>RCA Pictures Home Video</td>
<td>22</td>
<td>21</td>
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<tr>
<td>20</td>
<td>That Was Then...This Is Now</td>
<td>Paramount Home Video</td>
<td>5</td>
<td>25</td>
</tr>
</tbody>
</table>

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

RELEASE BEAT

in Video, in association with ABC TV, wastes no time in capitalizing on the
4th of July centennial facetiel unveiling of the Statue of Liberty with the release
Barry, —Commemorative Edition, which has already been rushed to
you read these words. The 45-minute tape encapsulates the entire centennial
including David Wolper's—sensational opening and closing ceremonies, the
of the torch, the tall ships, the warships and the fireworks displays. Suggested
rice for the cassette is $19.95. Vestron Musivideo has two releases for fiber:
John Elnon: Breaking Hearts Tour features many of the recording
most popular hits, such as "Rocket Man", "Daniel", "Sad Songs" and "Candle
The tape runs 54 minutes and lists for $29.95. And then there's MTV
Clasics, an hour-long tape featuring 15 rock videos, including The Beach
Surfin USA, The Who's Magic Bus, Ike and Tina Turner's Proud Mary
more. Each clip is a classic tune videoized especially for this release.
ored retail is $29.95. The blockbuster movie release on home video for fur-
is the Walt Disney spring sleeper Down and Out in Beverly Hills, Bette
, Richard Dreyfuss and Nick Nolte. Directed by Paul
ay, the film is a sendup of bourgeois values in one of America's wealthiest
Suggested retail on this Touchstone Home Video release is $79.95.

DOOBIE DOO-WOP—Michael McDonald (l) is pictured during the making of his new video
Sweet Freedom from the MCA Records Running Scared soundtrack, along with the film's stars:
Billy Crystal (center) and Gregory Hines, who also appear in the video.

August 9, 1986
MUSIC VIDEO

MOST ADDED

CASH

Bananarama
Madonna
6
5
Peter
DEBUT
2
24
27
12
230
14
22
2
RIPTIDE
OPPORTUNITIES (LET'S LOVE
INVISIBLE MARKET
8
4
5
W
3
c
4
7
DICK
6
Rod
MAD
1
TAKE
9
7
23
28
18
21
25
20
19
THE
17
ROCK
Jermaine
IMAGINE
S.
B.
S.
Big
J.
P.
Simply

Paisley Park
Something To Believe In—Ramon—Warner Bros.

STRONG ADDS

Take My Breath Away—Berlin—
Columbia
Yankee Rose—David Lee Roth—
Warner Bros.
ANOTHERLOVERHOLEYHEAD—Prince And The Revolution—

PROGRAM ADDS

RADIO 1990—Nancy Henry—Associate Producer—New York City
Eurythmics
David Lee Roth
Queen
Martini Ranch
S.Winwood
J.Eddie
Regina
Mary Jane Girls

FRIDAY NIGHT VIDEOS—Bette
Higby—Program Director—New
York City
M.McDonald
G.Christopher
Bananarama
Berlin
C.Khan

THE RECORD BUYERS GUIDE—
Beth Comstock—Program Assistant—New Jersey
The Outfield
Genesis
Simply Red
P.Shelley
J.Lennon
Crowded House
D.Bowie
Big Country
S.Nicks
B.Ocean
S.Winwood
INXS
D.Hartman
A.HA

V-66—Roxy Myers—Program Director—Framingham, MA

VIDEO PROGRAMMER’S PICK

PD
Tom Queally

PROGRAM
Night Tracks

MARKET
National

Video: Nursery Rhymes
Artist: L.A.Dream Team
Label: MCA

Comments:
*This video is just hilarious. A great play on animation. Real upbeat and funny. Super creative.*

C.Khan
The Ramones
The Jets
Aerosmith
David Lee Roth

HIT VIDEO USA—Mike Opelka—
Program Director—
Dolly’s Cove featuring Cherry Bomb
Book Of Love
Feed
Prince
C.Khan
Falco
Doctor & The Medics

TV69—Tom Zingale—Program Director—
Gainesville
Doctor & The Medics
Berlins
AC/DC
L.A. Dream Team
Na Slooz
The Ramones
Lisa Lisa And The Cult Jam
A.Cooper
Mike & The Mechanics
The Cure
C.Khan
Thompson Twins
Quiet Riot
Double
Simply Red

NIGHT TRACKS—Tom Queally—
Program Director—Los Angeles
Mary Jane Girls
L.A. Dream Team
Machinations
Eurythmics
M.Moore & Kashif
A.Cooper
Cactus World News
Prince
B.Manów
P.L.Belle
The Beach Boys
Smittneven
Arcadia
Thin Man
Lindo Vela
El Debarge

U69—Steve Leeds—Program Director—New York City
The Jets
L.Vandross
Regina
Quiet Riot
David Lee Roth
The Ramones
Berlin
Cactus World News
C.Khan
Cinderella
J.Cliff & E. Costello
Mary Jane Girls
Prince
G.Christopher

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

CASH BOX TOP 15 MUSIC VIDEOCASSETTES

W
L
O
W
C

1 MAD ABOUT YOU
Bella Ford (Columbia)
1 7
2 LOVE TOUCH
Real Softness (Warner Bros.)
3 6
3 INVISIBLE TOUCH
Genius (Atlantic)
5 4
4 SLIDEGUARDIAN
Peter Gabriel (Epic)
2 7
5 GLORY OF LOVE
Peter Cetera (Warner Bros.)
7 5
6 DANGER ZONE
Kenny Loggins (Columbia)
4 7
7 OPPORTUNITIES (LET’S MAKE LOTS OF MONEY)
Pet Shop Boys (EMI America)
8 6
8 NASTY
Janet Jackson (A&M)
6 7
9 TAKE IT EASY
Andy Taylor (Atlantic)
11 4
10 PAPA DON’T PREACH
Madonna (Warner Bros.)
17 1
11 HANGING ON A HEART ATTACK
Double (China)
14 2
12 FEEL THE HEAT
Jean Bouvier (Columbia)
16 5
13 TAKE MY BREATH AWAY
Berlin (Columbia)
DEBUT
14 YANKEE ROSE
David Lee Roth (Warner Bros.).
19 2
15 VENUS
Bananarama (London)
28 2
16 WE DON’T HAVE TO TAKE OUR CLOTHES OFF
Jermaine Stewart (Atlantic)
DEBUT
17 WHAT DOES IT TAKE
Honeymoon Suite (Warner Bros.)
22 2
18 HIGHER LOVE
Stevie Wonder (Island)
6 21015
19 HOLDING BACK THE YEARS
Simply Red (Elektra)
19 5
20 ALL THE LOVE IN THE WORLD
The Outfield (Columbia)
21 1
21 NO ONE IS TO BLAME
Howard Jones (Elektra)
22 1
22 JUNGLE BOY
John Eddie (Columbia)
23 1
23 YOU SHOULD BE MINE
Jeffrey Osborne (A&M)
24 1
24 DIGGING YOUR SCENE
Blow Monkeys (RCA)
25 2
25 TWO HEARTS
John Pate (Atlantic)
26 3
26 ONE STEP CLOSER TO YOU
Gavin Christopher (Manhattan)
27 3
27 ANOTHER LOVER HOLEYHEAD
Prince & The Revolution (Polydor Ports)
28 LIKE NO OTHER NIGHT
38 Special (A&M)
29 1
29 ONE HIT (TO THE BODY)
Rolling Stones (Rolling Stones)
30 1
30 I MUST BE DREAMING
Grieffa (MCB)

THE CASH BOX TOP 15 MUSIC VIDEOCASSETTES CHART IS BASED ON TELEVISION ROTATION AT VARIOUS STATIONS AND NETWORKS.

Cash Box August 1990
GREAT WOODS CENTER FOR THE PERFORMING ARTS, MANSFIELD, MA — The Great Woods Center for the Performing Arts is a spanking new facility — in the country manner of Wolf Trap, Tanglewood, and the like — located between Boston and Providence, Rhode Island. In its inaugural season, Great Woods had the good sense to present a jazz festival, called, optimistically, The First Annual Great Woods Jazz Festival.

The weekend affair — two evenings of jazz and an afternoon of blues — was an artistic success: all who came to play came to play. The only problem was that the facility has found itself saddled with an 11:00 PM curfew, and they tried to stuff as many as five sets into four hours. At times this was fine — certain jazz musicians tend to ramble and this forced everybody to play lean, musical sets. However, in the case of Sonny Rollins — who was limited to 35 minutes — telling Sonny Rollins to play a half hour is like telling Tolstoy to try his hand at a novella.

Friday night opened with the Kevin Eubanks Quartet. Eubanks is a splendid electric guitarist, and this set was more adventurous, more forceful than his GRP LPs — it was also a good showcase for the incisive trombone of Robin Eubanks. A Latin-based flute toot, featuring Herbie Mann and Dave Valentine, followed, but the two tooters hardly had a chance to heat up before the hook came — though nice moments did manage to raise their heads in the rush. Betty Carter then delivered a set of pure vocal magic — a perfect 40 minutes of paddling slow ballads and gorgeous ballads, solidly highlighted by a stunning "The Man I Love". Wynton Marsalis closed the night and I found him uninspired — I think it's time for Wynton to recast his band: he seems to miss the second horn and his current pianist, Marcus Roberts, is a bore. His set of mostly standards was perfor-

vant, though he did highlight a Great Woods problem when he said, "We're hoping the mosquitoes don't kill us."

Saturday began with a cool, pretty set from pianist Makoto Ozone; continued with an odd set from the Illinois Jacquet Big Band — we do really need this band to recycle old Basie charts when all we really want to hear is the leader let loose? — before Sonny Rollins came on at full-

thud abbreviated — tilt and stamped through a calypso, a 12-bar blues, and a majestic "I'll Be Seeing You." Still the greatest saxophonist alive, but I'd have given my bug spray to hear him go bell-to-

bell with Jacquet. Toots Thielemans — backed by Fred Hersch, Marc Johnson and Joey Baron — then harmonized nicely for awhile (though, to me, harmonica players are like rugby players — I can appreciate their abilities, but I'm less than enamored of what they're playing). Ella Fitzgerald closed the show and she did it in style — with the best singing I've heard from her in years. Her voice was secure, her range was there, and her sense of time was, as always, perfection. Things closed with Thielemans and Jacquet reappearing for a romping blues — Ella trading phrases with them with swinging sangfroid.

Sunday — blues day — featured a little something for everybody: Texas rockabilly blues (Stevie Ray Vaughan and Royal Buchanan — I missed them both), Chicago blues (James Cotton — missed him, and Koko Taylor — who ripped through her set like a Harley Davidson buzzing through a daisy patch), soul blues (Bobby "Blue" Bland) — cool, smooth, and effortless, Gypsy jazz/blues (Robin Eubanks and Mose Allison — the former hot and swinging, the latter typically dry and iron- ic), and urban jazz/blues (Houston Per-

son, with his steamboat tenor, and the sassy, tart singing of Etta Jones).

All in all, a fine start for the newest jazz festival on the block. All they've got to do for the year is junk the curefule and the mosquitoes.

Lee Jeske

GREAT WOODS JAZZ FESTIVAL
Several weeks ago, Nashville Forum reprinted an unsigned letter complaining of a number of problems encountered at this year's Fan Fair. Taking a widely different viewpoint is IFCO Co-President Loudilla Johnson (who chose to sign her letter) that letter is reprinted here, almost in its entirety:

"...It seems to me that a letter which proclaims to be written 'in behalf of the many who have discussed this personally' should certainly have generated more effort to have been buttressed by the signature of the writer!

"I too am a representative of the 'many who have discussed' numerous problems and many Fan Fairs...

"Certainly we recognize there are problems that arise from the constant growth of Fan Fair and the facilities available in which to stage the event. Not all of those problems can be solved quickly or to our personal liking, but we do commend the personnel from the Grand Ole Opry and Country Music Association, co-sponsors of the event, for the willingness to listen, to offer their input, and dedicate themselves to taking a long term assessment of whatever complaints are brought before them.

"During the IFCO Breakfast Buffet & Swap Meet... held on Saturday evening Fan Fair each year, we have officials from the Fan Fair Committee available to hear complaints or suggestions, and exchange ideas with the fan club presidents, artists and other interested parties who are among the participants/exhibitors. Representing CMA this year were Helen Farmer and Exhibit Coordinator Leslie Bess, who were active and involved in the meeting, taking away with them a lot of notes and ideas obtained in this first-hand exchange.

"I could take a great deal of time and space to itemize the various points that have been discussed in years past during these meetings which come to be a working part of Fan Fair each year, with all exhibitors and registrants reaping the benefits. But may I say that the list is lengthy and we are all grateful for the implementation of those regulations.

"I would add that, during the fifteen years we have worked with Fan Fair officials, IFCO had its share of problems and stumbling blocks, as well as compliments and frustrations. But never have we found it a problem to take them up with officials from CMA and the Opry. We have always had personal, responsible and respectful treatment in dealing with the problems brought to their attention.

"I do feel certain there are individuals better prepared than I to defend the positions of Fan Fair officials. The event has, indeed, grown to monstrous proportions—but a friendly monster, I would add! And within that kind of growth will come problems, some major, others mere nuisances. But for all the benefits derived from Fan Fair by so many thousands of people in this country and around the world, it is certainly worthwhile our concentrated effort and our time to work out whatever problems that arise, and continue to enjoy the greatest single event in Country Music every year.

"... the feedback we get every year from fans by the thousands is that Fan Fair is an exciting, fun-filled week that we all look forward to with great anticipation..."

All our best,
International Fan Club Organization
Loudilla Johnson for Loudilla, Lorett and Kay Johnson
Co-Presidents

---

ENTERTAINMENT BUYS COMBINE—Bob Beckman (left) directs the contract signing for entertainments during the recent sale of Combine Music Corporation to the Entertainment Music Company, Inc. Martin Bandier (center), vice president of Entertainment Music, is Combine's president, and Charles Koppelman (on phone), president of Entertainment Music, now serves as Combine's board chairman. Beckman, who built Combine into a major publishing house, will continue as the company's chief operating officer.

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COUNTRY

NASHVILLE FORUM
<table>
<thead>
<tr>
<th>Label, Songwriter</th>
<th>L</th>
<th>O</th>
<th>C</th>
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<tbody>
<tr>
<td>TEN FEET AWAY</td>
<td>36</td>
<td>7</td>
<td></td>
</tr>
<tr>
<td>ALWAYS HAVE, ALWAYS WILL JIANE FROCK (Columbia 380/0444)</td>
<td>39</td>
<td>6</td>
<td></td>
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<tr>
<td>READ MY LIPS MARLE O'SHANNON (Capitol/Curb-B 5653)</td>
<td>10</td>
<td>6</td>
<td></td>
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<tr>
<td>WORKING CLASS MAN LACY J. DALTON (Columbia 380/0498)</td>
<td>10</td>
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**ChartBreaker**

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**MOST ADDED**

- Lyle Lovett
- Malchak & Rucker

**DARK HORSE: Malchak & Rucker**

- **KNSS**—Reno—Tom Phifer
- Robin Lee
- Gary Morris (Pick)
- Leon Everette
- Jacky Ward
- The Almost Brothers
- Dwight Yoakam

**DARK HORSE: Robin Lee**

- KIX-FM—Fayetteville—Tom Sleeker
- Lyle Lovett
- Schuyler, Knobloch & Overstreet
- Dobie Gray
- David Allan Coe & Willie Nelson
- Lee Greenwood
- Southern Pacific
- Rosie Flores
- Marty Stuart
- A.J. Masters

**DARK HORSE: None**

- KVOS—Tulsa—Billy Parker
- Earl Thomas Conley & Anita Pointer (Pick)
- Bobby Bare
- Leon Everette
- Pinkard & Bowden
- Butch Baker
- Mason Dixon
- Marty Stuart
- A.J. Masters

**DARK HORSE: A.J. Masters**

- WPXN—Columbus—Ken Carlisle
- Southern Pacific (Pick)
- Jacky Ward
- The Ramondos
- A.J. McBride
- Carla Ladd
- Liz Board
- Branson
- Edgel Groves

**DARK HORSE: Edgel Groves**

- WICO—Salisbury—C.R. Hook
- Sweethearts of the Rodeo
- The Oak Ridge Boys
- Crystal Gayle
- A.J. Masters
- Exile (Pick)
- Austin Amos
- Edgel Groves
- Robin Lee
- Burbank Station
- Mason Dixon

**DARK HORSE: Robin Lee**

- WQST—Forest—Wayne Sheffield
- Mason Dixon
- Tom Wopat (Pick)
- Willie Nelson
- Jim & Jesse

**DARK HORSE: Mason Dixon**

- WSGC—Corinth—Stan Edwards
- Crossroads
- Billy Mata

**HOT PHONES**

- Country State of Mind—Hank Williams, Jr. —(Warner/Curb)
- Rockin' With The Rhythm Of The Rain—The Judds —(RCA/Curb)
- Little Rock—Reba McEntire —(MCA)
- Guitars, Cadillacs—Dwight Yoakam —(Warner/Reprise)
- Nobody In His Right Mind Would've Left Her—George Strait —(MCA)
- In Love—Ronnie Milsap —(RCA)
- On The Other Hand—Randy Travis —(Warner Bros.)

**STATION ADDS**

- WKTY—La Crosse—Jim Crowley
- Exile (Pick)
- Steve Earle
- Leon Everette
- Mason Dixon
- Rockinhorse
- Billy Burnette
- Crossroads

- **DARK HORSE: Crossroads**

- KNEU—Roosevelt—Charlie Cruise
- Carl Perkins
- Eddie Rabbitt & Juice Newton
- Earl Thomas Conley & Anita Pointer (Pick)
- Branson
- Todd Joos
- Charly McClain
- Southern Pacific

- **DARK HORSE: Branson**

- KICE—Bend—Sue Daniels
- Eddie Rabbitt & Juice Newton
- Southern Pacific (Pick)
- Marty Stuart
- Lee Greenwood
- Bobby Bare
- Mason Dixon
- Southener
- Johnny Duncan
- Gene Kennedy
- Jacky Ward

- **DARK HORSE: Mason Dixon**

- WVAM—Altoona—Johnathan Smith
- Earl Thomas Conley and Anita Pointer
- Southern Pacific (Pick)
- Lee Greenwood
- Willie Nelson
- Charly McClain

**STRONG ADDS**

- Too Many Times—Earl Thomas Conley and Anita Pointer —(RCA)
- The Pages Of My Mind—Ray Charles —(Columbia)
- Didn't We—Lee Greenwood —(MCA)
- Sad State of Affairs—Leon Everette —(Orlando)
- It'll Be Me—Exile —(Epic)
- Home Grown—Mason Dixon —(Premier One)

**WMMS—Mobile—Joe Davis**

- Bobby Bare
- David Allan Coe & Willie Nelson
- Roger Miller (Pick)
- Leon Everette
- Branson
- Austin Amos

- **DARK HORSE: Crossroads**

- KKF-FM—Orange—Bud Frey
- Lyle Lovett
- Southern Pacific
- Lee Greenwood (Pick)
- Restless Heart

- **DARK HORSE: None**

- WNSN—Chicago—Sa Weaver
- Crystal Gayle (Pick)
- Exile
- Keith Whitley
- Gary Morris
- Janie Fricke

- **DARK HORSE: None**

- KUSA—St. Louis—Lou Gore
- Rosanne Cash
- Crystal Gayle
- Exile
- Malchak & Rucker
- Ray Charles
- Billy Burnette
- Sweethearts of the Rodeo
- Lyle Lovett
- Mickey Gilley
- Earl Thomas Conley & Anita Pointer
- Southern Pacific
- Tom T. Hall
- Robin Lee
- Restless Heart

**BARE KIK**—Bobby Bare recently performed to four near sell-out crowds at one California's premier country concert spots, Crazyhorse. The Bare wrapped up his last a special party to celebrate his birthday, presented by Orange, CA's KIK-FM. Pick Bare visits with station personality Tally Hobbs.
COUNTRY

SH BOX TOP INDIE SINGLES

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<td>17</td>
<td>HOW MUCH DO I LOVE YOU</td>
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<td>PULL UP A PILLOW</td>
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UP AND COMING

GOT A HEART FOR YOU ROCKIN' HORSE (B. & J. LSR 1001)

INDIE SPOTLIGHT

CROSSROADS (Moore MR 1931) Indian Lake (2:55) 40 West-BMI (T. Romero) (Producer: Dick Moore/Crossroads) The Cowils' summer smash from the late 60s has been redone a number of times (including a version by Freddie Weller), but never as close in style to the original. If it's not already too late in the year, this 8-man group may need all 16 hands to handle this whopper.

FEATURE PICKS

JIMMY MURPHY (Encore EM 10003) "Two Sides" (3:12) (Hear No Evil-BMI) (S. Davis) (Producer K. Espy) Murphy delivers this novelty produced, mid-tempo ballad in a smooth tautizing style which should produce lots of points for this new label.

RAY GRIFF (Evergreen 1-16609) "Reeling' Rockin' Rollin" (2:59) (Blue Echo/ASCAP) (R. Griff) (Producers: R. Griff, J. Merris) Griff's cry-in his voice country vocals swing through this saxophone-embroidered two-step in powerful fashion. Excellent piece of material for his re-entry.


This synchronic country tune features strong vocals and a snappy beat.

STEVE WILLOUGHBY (Country Road CR 002) "For A Song" (3:40) (Purple Haze-BMI) (S. Willoughby) (Producer: R. Intoska)

A good, strong lead guitar and interesting xylaphone voice synthesizer back up Willoughby's clean style.

PAT GARRETT (Complet CP-157) "Rockin' My Country Heart" (2:54) (Red Barn Farm-BMI) (H.F. Price, P. Garrett) (Producer P. Garrett)

The name says it all for this upbeat rockabilly-style tune complete with bop-shuv-bop backup to Garrett's rich delivery.

IF-THE-WALL-PICK

BOB DUDLEY (Prophet Rock 29001)

1) A Different (2:59) (Mexican Redhead-ASCAP) (B.B. Dudley) (Producer:)

2) sides of this single need to be heard. "A" side is funky and different for lu

3) but very reminiscent of Dire Straits' past giant, "Sultans of Swing." Definite

4) a time.

5) while, the ladies seem to prefer the slof penned "B" side "All I Had," with 

6) key, mournful vocal.

THE WORLD FAMOUS

STOCK-YARD

THE WORLD FAMOUS

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ROCK RESTA

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THE WORLD FAMOUS

STOCK-YARD

ROCK RESTA

UP AND COMING

GOT A HEART FOR YOU ROCKIN' HORSE (B. & J. LSR 1001)

INDIE SPOTLIGHT

CROSSROADS (Moore MR 1931) Indian Lake (2:55) 40 West-BMI (T. Romero) (Producer: Dick Moore/Crossroads) The Cowils' summer smash from the late 60s has been redone a number of times (including a version by Freddie Weller), but never as close in style to the original. If it's not already too late in the year, this 8-man group may need all 16 hands to handle this whopper.

FEATURE PICKS

JIMMY MURPHY (Encore EM 10003) "Two Sides" (3:12) (Hear No Evil-BMI) (S. Davis) (Producer K. Espy) Murphy delivers this novelty produced, mid-tempo ballad in a smooth tautizing style which should produce lots of points for this new label.

RAY GRIFF (Evergreen 1-16609) "Reeling' Rockin' Rollin" (2:59) (Blue Echo/ASCAP) (R. Griff) (Producers: R. Griff, J. Merris) Griff's cry-in his voice country vocals swing through this saxophone-embroidered two-step in powerful fashion. Excellent piece of material for his re-entry.


This synchronic country tune features strong vocals and a snappy beat.

STEVE WILLOUGHBY (Country Road CR 002) "For A Song" (3:40) (Purple Haze-BMI) (S. Willoughby) (Producer: R. Intoska)

A good, strong lead guitar and interesting xylaphone voice synthesizer back up Willoughby's clean style.

PAT GARRETT (Complet CP-157) "Rockin' My Country Heart" (2:54) (Red Barn Farm-BMI) (H.F. Price, P. Garrett) (Producer P. Garrett)

The name says it all for this upbeat rockabilly-style tune complete with bop-shuv-bop backup to Garrett's rich delivery.

IF-THE-WALL-PICK

BOB DUDLEY (Prophet Rock 29001)

1) A Different (2:59) (Mexican Redhead-ASCAP) (B.B. Dudley) (Producer:)

2) sides of this single need to be heard. "A" side is funky and different for lu

3) but very reminiscent of Dire Straits' past giant, "Sultans of Swing." Definite

4) a time.

5) while, the ladies seem to prefer the slof penned "B" side "All I Had," with 

6) key, mournful vocal.
COUNTRY STREET TALK

AS PART OF THEIR "NEW TRADITION" CAMPAIGN, Warner Bros. Records recently set up a Hall of Fame in their Nashville division for their newer acts who have achieved outstanding accomplishments. The first three nominees inducted were Randy Travis (who scored two No. 1 singles off his debut album), The Forester Sisters (who made musical history as three consecutive singles from their debut album went to No. 1) and Dwight Yoakam (whose first single, "Honky Tonk Man," went to No. 1...). Another WB artist, John Anderson also went through induction ceremonies recently when he was added to the Country Music Foundation's Walkway of Stars in Nashville. Other accomplishments include Yazzoo City humorist Jerry Clower's 12th straight year of being sold out sold by midyear. ON THE PERSONAL SIDE: Chrisyt Forester of the Forester Sisters recently announced her engagement to Gary Smith, pianist of the Ricky Skaggs band. Atlantic America artist Billy Joe Royal was released from the Bessemer Caraway Medical Center in Alabama on July 14 where he was treated for severe exhaustion and dehydration. Christopher Daniel Hines made his debut in the lives of Jon and Debbie Hines in Nashville on June 25, 1986. New Papa Jon is engineer for Swanee Recording Studio in Mt. Juliet, TN. CHITCHAT: Commander Cody (remember them?) is getting back in the saddle with a new album on Blind Pig Records called Let's Rock... Marty Stuart began his North American tour in July in support of his debut album coincidentally titled Marty Stuart...

Joe Bogan (left), Paul Davis (right), and Skip Sorelle (background)

COUNTRY FEATURE PICKS


You can almost see the smoke lingering over the honky-tonk piano on this song in the swinging Anderson tradition.


Great harmonies once more enhance good lyrics on this tune that's really So Pac style.


This winning ballad shows why Tammy's a legend. Strong lyrics and Bill production make it irresistible. How can radio resist?

J.D. MARTIN (Capitol B-5606) Who's Up In Your Love (3:53) (Muscation of America BMI/Alabama Band Music ASCAP) (J.D. Martin, J. J. d'Fers: Jerry Clutchfield, Pat Higdon)

Rich vocals have a Gary Morris flavor and sound great on this ballad Martin.

BILLY JOE ROYAL (Atlantic America 7-99519) I Miss You Alrea (Tree-BMI) (Marvin Rainwater, Faron Young) (Producer: Nelson Larkin)

Billy Joe's unique vocals and good piano backup make this two-step a

NASHVILLE - Seventy songs brought glory to their writers and publishers at a recent invitation-only brunch hosted by BMI to pay tribute to those compositions having reached the million and multi-million airplay plateau.

President Preston Fraser and vice president Roger Sovine hosted the gala event, which saw the total of "Million-Air" tunes already in the BMI repertoire raised to 711. The top Million Air songs included Unchappell Music (7 awards), CBS Songs (6), BMI Cites 70 "Million-Airs"

Screen Gems-EMI Music (6), Macken Music (5), Warner-Tamerlane (3) and Duchess Music (3). Songs in the Million Air roster are said to have achieved 50,000 hours of airtime, or more than 5½% years of continuous performance. "Never My Love" achieved 4 million plays, while "Help Me Make It Through The Night" and "You've Lost That Lovin' Feelin'" both achieved 3 million.

TV SWEETHEARTS - The Sweethearts of the Rodeo recently took a break to make their first appearance on TNN's Nashville Now. The duo performed their own "Since I Found You," as well as "Hey Doll Baby," the first single from their debut Columbia. Pictured from (l to r) are the sisters Kristene Arnoldi and Jane Gill.
Brock Speer Applauds Amy Grant

By Amy Lavelle

E — The Gospel Music Association presented their distinguished accolade to Amy Grant for achieving a platinum record in the so-called “niche” field.

Amy is experienced tremendous success recording artist, so much so that she is referred to as “The First Contemporary Christian music artist, a member of the “First Family Music”. The Speers, said of the artist anyone in any phase of Gospel music, an unusual accomplishment and one which is hard to make us all and makes our labor worthwhile. When Amy recently filled the Music Hall in New York, I said to the audience, “I bring to you the only Gospel music to have a platinum album. The Gospel music is working to word the same common goal of winning the world for Christ, we need to concentrate on fighting the enemy and not each other.”

CASH BOX TOP 30 SPIRITUALALBUMS

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<td>PEAKABLE JOY</td>
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<td>HARRIES NICKS (Sound of Life)</td>
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| 17 | THERE IS HOPE | MILTON BLINDING AND THE THOMPSON COMMUNITY SINGERS (Recorded 7-01, 50051X) | 20 8 |
| 18 | MAYBE GOD IS TRYING TO TELL YOU | SOMETHI NG | 20 8 |
| 19 | YESTERDAY, TODAY, TOMORROW | DONALD WALES (Catalyst) | 15 20 |
| 20 | WORK ON ME | ALBERTINA WALKER (Sassy) | 17 20 |
| 21 | HAND IN HAND | THE WILLIAMS BROTHERS (Malaco) | 25 4 |
| 22 | THE SEARCH IS OVER | TRAMAN EVANS (ASAP 5189) | 22 18 |
| 23 | I GIVE MYSELF TO YOU | THE SONE ALLEN GROUP | 23 54 |
| 24 | MISSISSIPPI POOR BOYS | CANTON SPIRITUALS | 24 36 |
| 25 | BLESSED | THE WILLIAMS BROTHERS (Malaco) | 21 40 |
| 26 | LIVE AT THE WASHINGTON TEMPLE C.O.G.I.C. | TONY THY Wright (Compost LP 1602) | 26 50 |
| 27 | SO GLAD I KNOW | DEACON WILLIAMS (Rowe SpW 11271) | 27 54 |
| 28 | BETTER THAN BLESSED | LORI ANGEL DAVIS AND FAITH MALACO 5149) | 28 54 |
| 29 | I AM GOING ON | COMMISSIONED (Light 5601) | 29 54 |
| 30 | NO TIME TO LOSE | ANDRINE CHURCH (Light 5603) | 30 54 |

VISION — CHRIS EATON — (RE-UNION 7-010013128) PRODUCERS: BROWN BANNISTER AND JACK JOSEPH PUIG

Chris Eaton, Reunion’s new act from England, has made its debut in the U.S.A. with his first LP project, “Vision.” He seems to have very clear vision, as evidenced through his one-on-one communicating songs, “Don’t Play Games.” “This is for Real” and “Talk to Me” to name a few. His style is Contemporary Christian with a hint of rock.

STEPPING OUT ON FAITH — THE SPEERS — (RIVERSONG RO3827) PRODUCER: LARI GOSS

“Stepping Out on Faith” is a collection of new tunes for the Speers: Brock, Ben and Faye, and Harold Lane. This Southern Gospel group’s History spans over 65 years and numerous awards. They continue in their high-quality tradition with this material, highlighted by the energetic title cut, which is their current single, and the moving ballad “I’ve Been Here,” written by former member Dave Clark.

CASH BOX TOP 30 INSPIRATIONAL ALBUMS

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<td>MADINGLY LIKE THIS</td>
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<td>GIANTS IN THE LAND</td>
<td>WAYNE TITUS (Rejoicing 4135)</td>
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<td>MEDALS</td>
<td>RUSS TARR (Myth 701-67026)</td>
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<td>SCANDALON</td>
<td>MICHAEL CARD (Sparrow SPR 11171)</td>
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<td>BENNY FROM HERE</td>
<td>BENNY HESTER (Word 5CN 901 1179)</td>
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<td>COMMANDO SOZO</td>
<td>DEJANGO AND KEY (Benton)</td>
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<td>THE CHAMPION</td>
<td>CARSON (Warner Bros 8330)</td>
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<td>BLACK AND WHITE IN A GREY WORLD</td>
<td>LESLIE PHILIPS (Myth 719-62604-3)</td>
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<td>HE HOLDS THE KEY</td>
<td>STEVE GREEN (Sparrow SPR 1104)</td>
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<td>VOICES IN THE WIND</td>
<td>TONY DESPERJO (Myth 71-413103-3)</td>
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<td>SOMEBODY’S BROTHER</td>
<td>SCOTT WESLEY BROWN (Sparrow 9199)</td>
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<tr>
<td>UNGUARDED</td>
<td>ANGEL GRANT (Myth 701-66560-5)</td>
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<td>SHAKE ME TO WAKE UP</td>
<td>STEVE CAMP (Sparrow SPR 1105)</td>
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<td>CHANGE THE WORLD</td>
<td>BIBLE JIM (Myth 71-41390-4)</td>
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<td>ARMED AND DANGEROUS</td>
<td>MATTHEW WARD (Low Oak 1030)</td>
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S A N D W I C H S—11 July 12—11:00 AM, A. J. HOFF, 118 South 1st St., P.O. Box 3044, Temple, TX 76501.


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S A N D W I C H S—11 July 12—11:00 AM, A. J. HOFF, 118 South 1st St., P.O. Box 3044, Temple, TX 76501.
AAMA Monitors Korean Trade To Stop Infringement

CHICAGO — As part of a effort to stem the flow of illegal game boards from the Republic of Korea to the U.S., AAMA met recently in Washington with Peter F. Allgeier, Assistant U.S. Trade Representative. AAMA turned over to Mr. Allgeier the names and addresses of known Korean counterfeiters of amusement games covered by legitimate U.S. copyrights. This information, originally presented in an open hearing by former AAMA president Bob Lloyd, will be used to assist the USTR during that office’s evaluation of the U.S. trade relationship with Korea. During the meeting, Mr. Allgeier reported on the dual evaluation of trade with Korea in which the USTR is now involved. First, the USTR has been negotiating with the Koreans to resolve a complaint filed by that office under Section 301 of the Trade Act of 1984 against Korea based on its alleged failure to provide adequate protection for intellectual property. That filing took place in October of 1985 and is subject to the statutory requirement that the issue be resolved by October of 1986. If the USTR and Korea cannot resolve the 301 complaint, the matter will be turned over to the President of the United States, for him to decide whether or not to take any action on trade that would be unfavorable to Korea.

In order to resolve the conflict, the Koreans must have submitted to their legislature draft laws that not only provide for the protection of intellectual property owned by Korean nationals, but also contain provisions for the protection of intellectual property owned by U.S. citizens. Further, it is necessary that the legislation be adopted and be operative by July 1, 1987. The law must provide for a strict compliance and at least a semi-annual consultation between the USTR and Korea on this issue. The U.S. team working on this matter consists of representatives from USTR and the U.S. Department of Commerce.

Mr. Allgeier also reported that under the provisions of the Trade Act of 1984, a complete review of the General System of Preference (GSP) must be completed by January, 1987. This review is attempting to ensure that the U.S. has market access to Korea for its products and services and that the intellectual property of U.S. citizens is protected in Korea. Since Korea is the world’s second greatest beneficiary of the GSP, resulting in $1.6 billion to Korea, this review is extremely important to that country. GSP articles are imported into the U.S. tariff free and 3,000 of the 7,000 items on the GSP list are among Korea’s exports.

Mr. Allgeier noted that, because of the two separate actions described above, Korea now has a double incentive to provide protection for U.S. intellectual property rights in Korea.

Participating in the meeting for AAMA were David Weaver, executive vice president and Bob Fay, director of industry affairs and enforcement. Weaver reported that the meeting with the USTR is part of a multi-level approach to fight copyright and trademark infringement within the amusement machine industry. “Our approach,” he said, “is to fight this thing at the international trade agreement level, with enforcement action under current U.S., Canadian and Korean law, and to attempt to improve these laws in order to make it more difficult to infringe.”

Bally Showed ‘Marked Improvement’ In ’85

— The recently issued Bally ring Corp. annual report for the company earnings of $25.6 million compared to a $100.4 million loss 1985. Revenue were $1.3 billion for 1986. Earnings per share increased to $1.10 per share for 1986.

Analysis of the twelve month period Mullane, president, board chairman, executive officer, described 1985 as a “solid performed by an aggressive move to its leadership position in the retailing market.” According to Mullane, as part of the restructuring of the business Bally recently discontinued its amusement game distribution operation. “It is the company’s feeling that a strong network of independent distributors can better serve Bally’s needs,” he added.

The Bally Sente division was singled out for its contributions in the area of innovative games in 1985 and its plans to follow a similar program in 1986.

Payphone Signs Pact With ITT

CHICAGO — Payphone, Inc., a North Carolina corporation, has signed a $6 million plus pact with Standard Electrica, International Telephone and Telegraph (ITT), to design, produce and market a coin-operated pay telephone. The Standard Electrica ITT coin-operated pay telephone has been granted to Payphone, Inc. for the continental United States territories.

Announcement of the move was made by B.G. Hauser, chief executive officer and chairman of Payphone, Inc. He said the firm is proud to have the privilege of representing the “Rolls Royce” of the coin-operated telephone industry in the U.S. “ITT has been producing telephones for over 100 years,” said Hauser. “You can rest assured that any equipment designed, and produced by Standard Electrica ITT has been tested and re-tested. Before being released this equipment not only meets F.C.C. specifications but exceeds all specifications. Payphone has been working almost two years with Standard Electrica ITT on producing this coin telephone.

As he further pointed out, with approximately forty-five of fifty states’ ‘utility rulings’ in, this pay telephone can be placed in any state that has approved the customer owned coin-operated telephone (CO COT’s). “You must see this pay telephone,” Hauser added. “It is beautiful and eye-catching and it performs like a good pay phone should.”

Present plans call for marketing the pay phones through distributors, amusement and vending operators, and jobbers, and the telephone systems people. The suggested retail price is “about the $850 mark”, according to Hauser and he invites anyone interested in distributing the Payphone to call 1-800-255-5574 or 1-919-776-6100. The address of Payphone, Inc. is P.O. Box 1233, Clemmons, North Carolina, 27012.
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<td>□ AIRMAIL, 1st CLASS/STEAMER MAIL $195.00</td>
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<td>□ 6 MONTHS (26 ISSUES) $75.00</td>
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- □ RETAILER
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- □ ONE-STOP
- □ DISTRIBUTOR
- □ BACK JOBBER
- □ PUBLISHER
- □ RECORD COMPANY
- □ RADIO
- □ ARTIST
- □ JUKEBOXES
- □ AMUSEMENT GAMES
- □ VENDING MACHINES
- □ RADIO SYNDICATOR
- □ RADIO CONSULTANT
- □ INDEPENDENT PROMOTION
- □ INDEPENDENT MARKETING
- □ OTHER

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JOHNNY PAYCHECK

and took it to #1 based on listener and retail response. Watch for Johnny’s new single coming soon.

DONNA FARGO

Thanks to the stations who supported “OLD VIOLIN.” Johnny’s back and better than ever. Produced by Stan Cornelius

business. Millions of Nashville Network viewers saw her perform her new single “WOMAN OF THE EIGHTIES”—the anthem of today’s woman. Produced by Stan Silver

JERRY LEE LEWIS

CANDLES” from the smash, best selling album

CARL PERKINS

Watch for his follow-up single arriving at radio soon. Another classic from the “Class of ‘55.” Produced by Chips Moman

KATHY MATTEA

AND DIME.” Be sure to listen to her new single releasing in September. Produced by Allen Reynolds

TOM T. HALL

The storyteller continues his chronicle of the lives of real people and real life situations in his newest hit single “SUSIE’S BEAUTY SHOP.” Produced by Jerry Kennedy

THE EVERTY BROTHERS

are touring America this summer and fall in a coast to coast tour. Their newest single “THESE SHOES” will soon be making tracks up radio charts everywhere.

Produced by Dave Edmunds

Already being added at radio:

TARI HENSLEY—I’ve Cried a Mile • BUTCH BAKER—That’s What Her Memory Is For • LARRY BOONE—Stranger Things Have Happened

Polka music is happy music and FRANK YANKOVIC is The King of Polka. His “WHO STOLE THE KESHKA” is destined to become a Jukebox classic and a record your listeners will want to hear. Produced by Joey Miskulin & Slove Slivovitz