BON JOVI ROCKS!!!

SLIPPERY WHEN WET GOES GOLD IN ONE WEEK! NOW SKYROCKETING TO PLATINUM!!!

THERE'S NO STOPPING BON JOVI! BECAUSE BON JOVI REALLY ROCKS!!!
Bon Jovi hits the headlines once again with the sheer power of their new lp, "Slippery When Wet!" One week out of the box and it's GOLD! There's simply no stopping it now! "The single takes off like a rocket!!" "You Give Love A Bad Name (884-05507) explodes everywhere.

And look for more earth-shaking news with a massive World Tour playing to SRO audiences! Crowds screaming for rockers from "Bon Jovi," "7800° Fahrenheit" and the latest, "Slippery When Wet!"

*Produced by Bruce Fairbairn  Management: Doc McGhee for McGhee Entertainment Inc.

Bon Jovi On Tour

- 9/23 Cullowhee, NC
- 9/24 Columbia, SC
- 9/26 Charlotte, NC
- 9/27 Atlanta, GA
- 9/28 Birmingham, AL
- 9/30 Corvallis, OR
- 10/1 Evansville, IN
- 10/3 Indianapolis, IN
- 10/4 St. Louis, MO
- 10/5 Ft. Wayne, IN
- 10/7 Pittsburgh, PA
- 10/9 Dayton, OH
- 10/10 Cedar Rapids, IA
- 10/11 Omaha, NE
- 10/12 Bloomington, MN
- 10/14 Sioux Falls, SD
- 10/15 Ames, IA
- 10/17 Nashville, TN
- 10/18 Memphis, TN
Guest Editorial: New Artists Face Tough Times

By Matt Kramer

In the early stages of a performing career, small clubs are crucial as a training ground for an artist to work out new material and sharpen performing skills. At this stage the art is raw and the economic virtually nil. Most entertainers have performed in small venues at some time and many major artists are going back (as the Manhattan Transfer did) at My Place in July) to stay in touch with the intimacy they experienced in the magical days before the awesome responsibilities of stardom.

When an artist's audience grows beyond his personal friends, and they start bringing in their friends, an act begins to show commercial potential which could be a good time to bring in a personal manager. The agent wants to know if the act will be strong on the live tour circuit; the publisher asks if other artists would consider performing or recording the material. But an act's record exec is curious if the act will turn a profit after the production and marketing costs. Will the music be accessible to the radio program director and the fickle radio audience? These people want to see longevity and adaptability.

Many artists put out their own records which shows industry people that they are committed enough to invest in themselves. They also learn the ins and outs of manufacturing, promoting and distributing which gives them a better understanding of the tasks involved in trying to make an act viable. If an artist is signed, many of these responsibilities go beyond his reach. One of the areas furthest from an artist's control is that of radio promotion and product distribution.

I manage an artist whose first solo album received strong radio play in several major markets around the country. His album was charted in the top 10 in Radio and Records and we presumed that the store sales would follow this trend. It never happened. While several of the critical elements of the album came together—a strong act with a great record who had good radio play, the problem was one of distribution. The label, being a small independent, wasn't able to collect its receivables from the independent distributors who claimed they weren't being paid by the retailers because the retailers pay the big distributors (Columbia, RCA etc.) first. The independents just didn't have enough resources to collect a few thousand dollars here and there from thousands of retail outlets around the country. As a result, the label couldn't invest in promoting my product for my artist. When I found this out, the critical time to take advantage of the airplay had passed. Distributors around the country cancelled their unfilled orders and another new artist was denied a chance to reach full potential. Others have met similar fates because of lack of radio acceptance, or their independent album is released along with a barrage of major artist releases, smothering a chance at exposure.

Many an artist has been signed to a label by an enthusiastic executive who is suddenly out of the picture due to a career change. If an artist is signed, many of these responsibilities go beyond his reach. One of the areas furthest from an artist's control is that of radio promotion and product distribution.

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Boosters Nabbed In Ohio; Large Operation Suspected

By Lee Jarski

NEW YORK—No, Randall, Ohio police picked up two men who had stolen records and compact discs from the Randall Park Mall Camelot store on September 9th and it's suspected that the men, Kevin McAllister and John Clohesy of New York, are part of a large, organized crime ring, according to a spokesman for the No, Randall Police Department. McAllister and Clohesy paid a $5,000 fine and were released.

"This is the second time we've picked up people out of New York in two years doing the same thing," said the police spokesman, "so it's logical to assume that there's got to be a ring operating out of New York." According to Larry Mundorf, a senior vice president at Camelot, "The upside of this whole thing is that they have reason to believe that these two individuals are part of a larger group of well-organized individuals who have in the past, for some time, worked record stores, discount stores, and department stores, perhaps on a national basis. In recent years, and even in the last week or two, we've had other attempts via a similar operation broken up by our store employees."

The modus operandi, according to Mundorf, was "basically two or three individuals stack the targeted merchandise in obscure locations in the store and then a booster comes by and hauls it off." According to Mundorf, "You'd never know they were there."

RIAA Announces August LP/Video Certifications

NEW YORK — The Recording Industry Association of America (RIAA) announced the certification of three Multi-Platinum, two Platinum and 11 Gold LPs as well as seven Gold and Four Platinum Theatrical Video awards, with one Gold and one Platinum Non-Theatrical Video award during August, 1986.

In an amazing comeback, the Monkees mined two Gold LP awards for "The Monkees Greatest Hits" and "Then & Now...The Best Of The Monkees," bringing their Gold LP Award total to seven. Bill Cosby garnered his eighth Gold LP for "Those Of You With Or Without Children You'll Understand." First time Gold LP winners include Anita Baker for her "Rapture" album and Andre as Vollweider for "White Winds." Janet Jackson went Multi-Platinum for her first time with "Control," certified at the two-million level in August. Other Multi-Platinum winners were Alabama and Heart.

In the Non Theatrical Video category, Karl Loriun Video Video took both awards with the "Playboy Video Centerfold Volume 2 Starring Teri Weigel" which was simultaneously certified Gold and Platinum. In the Theatrical Video category, all four Platinum award winners also earned Gold including, "Spies Like Us," "House," "The Delta Force," and "Power." Gold Theatrical winners were "Revolution," "Brazil," and "Troll."

A complete list of Gold, Platinum and Multi-Platinum LP and video winners is as follows:

Gold Albums

"Those of You With or Without Children You'll Understand" — Bill Cosby — Geffen / Warner

"Rapture" — Anita Baker — Elektra / Asylum

"Invisible Touch" — Genesis — Atlantic

"White Winds" — Andreas Vollweider — CBS

Emotional! — Jeffrey Osborne — A&M

"Ruthless People" — The Original Motion Picture Soundtrack — Epic

"Who Made Who" — AC/DC — Atlantic

"Headlines" — Midnight Star — Solar / Elektra

RIAA began testing the new package February.

RCA announced two weeks ago its commitment to 4x12. Selicata, president of RCA, Artists and A&M and Association members, underscored this commitment by announcing that 41 titles, including special catalog product, will be available this fall.

CARAT will release 11 new age cassettes in the package. Capitol, CBS and PolyGram have seen the package, according to sources, enjoying it.

Under the current price structure, RCA follow-up to the Warner Bros. focus, is on the move and "other labels will be 'jumping on the bandwagon,'" RCA chairman and CEO, Robert Barone.

Retailers, Manufacturers Meet Peaceably; 4x12 Still Big Topic

By Stephen Padgett

CORONADO, CALIF. — The sixth annual meeting of the National Association of Recording Merchandisers Retailer's Advisory Committee with Manufacturer's Advisory Committee was held September 16-18 at Coronado's Del Coronado Hotel. The annual meeting provides retailers and manufacturer the opportunity to discuss together problems, common concerns and near and remote future plans that each has in the merchandising of music.

Past meetings have engendered heated exchanges on a range of topics including cassette packaging, bar coding, the demise of the black vinyl disc and the lack of a functional discount for large retailers who centrally warehouse product. While these and other topics were again discussed in last week's meeting, the level of rancor and discord was considerably less noticeable.

With cassette sales accounting for approximately 60 percent of pre-recorded music sales, cassette packaging was again in the forefront of issues discussed. At last year's Advisory Committee meeting a consensus was reached, in spite of strong opposition from some, among America's largest retailers that a 4x12 package was preferred over the standard Norelco box commonly in use. As far as we're concerned," said Henry Drozd, president of WEA Corp. of the future of cassette packaging, "it's the 4x12."

BMI Honors PRS "Million-Airs"

NEW YORK — BMI honored the PRS (Performing Rights Society, U.K.) songwriters and publishers of the songs which have achieved more than a million performances — making them BMI Million-Airs — at a luncheon last week in London, as well as the PRS writers of the most-earning BMI-licensed songs from 1985. BMI president Frances Preston made the presentations at London's Inn on the Park. The complete list of winners is as follows:


One million performance songs: "Day Tripper" and "Lady Madonna" (Lennon McCartney, Northern Songs); "Every Woman In The World" (Domico Bugatti/Frank Musker, Pendulum Music Ltd.); "Peace Train" (Carl Stevens, Freshwater Music Ltd.); "Never Gonna Fall In Love Again" (Boosey Hawkes Music Publishing Ltd.); "Right Back Where We Started From" (Vincent Edwards, Pierre Tubbs, ATV Music Ltd./Universal Songs Ltd.); "We Don't Talk Anymore" (Alan Tam, ATV Music Ltd.); "While You See A Chance" (Stevie Wood, FS Ltd.); "Words" (Abigail Music Ltd.); and "You Only Live Twice" (United Artists Music Ltd.).

Most performed songs of 1985: "Diary" (continued on page 35)
NOW PLAYING

COREY HART

Fields of Fire

COREY HART

Fields of Fire

FEATURES: I AM BY YOUR SIDE

PRODUCED BY PHIL CHAPMAN
Chrysalis Acquires Ensign

NEW YORK—Chrysalis Records has acquired Ensign Records, the label responsible for albums by the Boomtown Rats, Eddy Grant, and the Waterboys. Ensign founder Nigel Grainge will continue to run the label from within Chrysalis.

Says Grainge, “We have never been completely satisfied with any of the previous licensing agreements we held with major labels. This direct deal with Chrysalis gives me the benefit of being fully in ‘house’ and the best opportunity yet to fully develop the label.”

The first Ensign/Chrysalis release, World Party’s “Private Revolution,” is scheduled for release Oct. 1. In addition, the entire Waterboys catalogue will be re-released in Nov. under the Ensign/Chrysalis imprint.

RCA And Big Time Sign Distribution Deal

NEW YORK—Big Time Records has signed an exclusive deal with RCA Records/U.S. covering manufacturing, distribution, and marketing services. Big Time Records will retain its staff and continue to launch promotion and marketing efforts for all its releases. However, the RCA marketing and promotion team will be available to mount additional campaigns in cooperation with the Big Time Staff.

Initial releases under the deal are due this month with the debut LPs on Big Time of Love and Rockets and The Lucy Show. RCA will also handle the 12 previous Big Time releases (including LPs by the Dream Syndicate, Love Tractor, Redd Kross, Exploding White Mice, and the Jazz Butcher).

“Big Time has an enviable track record of identifying, recording and promoting some of the most adventurous bands from the U.S., England, and Australia,” said Bob Bu-ziak, president, RCA Records/U.S. “We look forward to working with Fred Bestall [Big Time president] and his crew and are pleased to welcome Big Time to the RCA/ U.S. family.”

“The people at RCA are most sympathetic to Big Time’s needs,” said Bestall. “Independent labels, in the past, have tended to become absorbed by major labels. Upon reaching this agreement, we at Big Time are confident of our ability to maintain our established individuality while utilizing the marketing and distribution muscle of RCA.”

EXECUTIVES ON THE MOVE

Haft

Koenigsberg

Reimer

Luciani

Haft Appointed—Jonathan Haft has been appointed as vice president of business affairs at Almo/Irving Music Publishing and Rondor International. Previously, Haft was senior director of legal affairs at Chrysalis Records in New York. Prior to that, he spent 3 years as an associate at the Los Angeles law firm of Mitchell, Silverberg, and Knapp.

Meakins Promoted—David Meakins has been appointed to the post of senior director of personnel for CBS’ European operations, according to Jorgen Larsen, senior vice president of European operations for CBS Records International. Meakins will be responsible for introducing and maintaining consistent personnel policies across Europe in the areas of human resource management, management development, compensation and benefits practices, and recruitment and training. He joined CBS UK in 1980 as personnel director and was appointed senior director in 1985.

Lippel, Cray Advance— Roxanne Lippel has been promoted to vice president, music business affairs for Universal Studios. Lippel, a UCLA School of Law gradu- ate, joined Universal in September 1985 as director of music business affairs. Previously she worked in business affairs at Warner Bros. records, and was an attorney at the law firm of Manatt, Phelps, Rothenberg, Tunney and Phillips. In addition, Richard Cray, also a UCLA School of Law graduate, has been promoted from attorney for music business affairs to director of music business affairs. Before joining Universal, Cray worked at Screen Gems/EMI Music.

Luciani Moves—Curb Records and Mike Curb Productions have promoted Marguerite Luciani from executive director of promotions to vice president of sales and promotion. Her duties will include the administration of the company’s accounting function and responsibility for the implementation and coordination of all aspects of Curb record sales and marketing efforts. Luciani will also continue to coordinate pre-production for all releases through each of Curb Records’ domestic and international distributors and licensees.

Hill Promoted—Celia Hill has been promoted to the director of professional activities Nashville for the Chappell/Intersong Music Group. USA/RECORDING, has been with the company since 1977, has worked with Rony Bourke, Charlie Black, Randy Goodman and Rafe VanHoy, among others.

Van Brunt Named—Peter Van Brunt has been promoted to vice president of business affairs of Dick Grffey Productions/Solar/Constellation Records as well as maintaining his responsibility as assistant general counsel. His duties include overseeing the daily administrative operations of the company in addition to negotiations with domestic and international record companies and other business interests. Van Brunt has previously served as assistant general counsel, according to the Society’s general counsel, Bernard Korman.

Reimer joined the ASCAP legal staff in 1971, and was appointed senior attorney in 1980. Reimer supervises ASCAP’s staff attorneys and counsel throughout the country in the conduct of infringement litigation. Reimer has had a major role in anti-trust litigation, and participated in negotiations between ASCAP and the broadcasting industry over the terms for licenses. He was responsible for ASCAP’s successful litigation in July 1983 against a group of so-called religious broadcasters, including WEZE in Boston, Massachusetts.

Koenigsberg has been a member of the ASCAP legal staff since 1972, and was appointed senior attorney in 1980. He has been responsible for copyright and general (non-broadcast) licensing and has served on ASCAP’s counsel before the copyright royalty tribunal on issues including the judicious use of business licenses, cable compulsory license, and the public broadcasting compulsory license. Koenigsberg also oversaw ASCAP’s dealings with successors and estates of deceased writer members.

Moss Joins Record Plant—Joel Moss has been named executive director of Record Plant Scoring, Inc. Moss, one of Hollywood’s hottest independent audio engineers/ producers for records, film and television, will be responsible for all Record Plant related activities as executive director. Best known for scoring the hit film “Rocky,” Moss has also worked on such films as “The Godfather,” “The Godfather Part II,” “Brian’s Song,” “Wishbone,” and “Scream on the Street.” Moss’ recent projects for film include “Pretty in Pink,” “Dumb and Dumber,” “Aside The Match,” and “The Godfather.”

Rhino appoints Moi—Bambi Moi has been named video production manager for Rhino Records Inc., according to president Richard Fos. She will join forces with Randall Freeman, director of sales and bad boy archivist Johnny Legend, creative director of Rhino Video.

(continued on page 33)
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OUT OF THE BOX


Following up a huge debut album with a totally (gag me!) satisfying one is exactly what Cyndi does. Showing depth and maturity in her writing and vocals, Lauper's voice changes with each song. The danceable "Change Of Heart" features bouncy, but thicker vocals, while "Maybe He'll Know" has her trademark sneaky delivery. She sings a fine rendition of Marvin Gaye's "What's Going On," and ventures into new musical territory with the African-flavored gem, "Bo Bo," and the layered, moody "One Track Mind."

OUT OF THE BOX

TINA TURNER—Break Every Rule—Capitol 12530—Producer: Rupert Hine—List: 8.98—Bar Coded

This single packed new effort coming off the heels of the Multi Platinum "Private Dancer" should prove that Tina is here to stay. Fiery, moody, crisply produced numbers cater to every taste. "Girls," a Bowie composition is both avant-garde and accessible. Brian Adams and Dire Straits' Mark Knopfler wrote and performed on two tracks. The funky first single, "Typical Male," should catch on quickly.

OUT OF THE BOX


This Fairport Convention member is probably one of the most overlooked singer-songwriters around and this new batch of folk, country tinged, slightly quirky tunes proves it. Thompson dabbles in many styles with interesting results such as the funny, "A Bone Through Her Nose," the rockabilly scroller, "Vivante," the cool shuffle, "Al Bowly's In Heaven," and the bluesy "Long Dead Love." Try it out.

OUT OF THE BOX

'TIL TUESDAY—Welcome Home—Epic/CBS 40314—Producer: Rhett Davies—List: 8.98—Bar Coded

Their follow-up effort really showcases Amy Mann's mature, breathy intonations with memorable results. Her tender delivery on "No One Is Watching You," the whimsical playfulness of "Will She Just Fall Down," and the brooding first single, "What About Love," should do well on AOR and A/C formats. The bond connects a myriad of interesting textures with crisp but moody production.

OUT OF THE BOX

TALKING HEADS—True Stories—Sire 25512—Producer: Talking Heads—List: 8.98—Bar Coded

The Heads do it all and they make it look easy. Continuing in the musical vein of "Little Creatures," their return to the pop song form, "True Stories" is both accessible, odd and meaningful without being difficult. These new songs already feel familiar, especially the catchy first single, "Wild Life," which is already making an AOR impact. Listen and watch.

OUT OF THE BOX


Wow! The king is back with the Attractions sounding like his snarling old self. Gone are the folk and heavily arranged nothings of his last few albums. Stripped down, sparse arrangements with rough guitar, a solid beat and Stevie Nieve's most forgotten melodic farfisa mark a return to the sound that characterized their finest efforts. You can feel this album.

OUT OF THE BOX

RICK OCASEK—This Side of Paradise—Geffen 24098—Producers: Chris Hughes, Rick Ocasek—List: 8.98—Bar Coded

Although Ocasek uses Cars personnel extensively in this second solo outing, the sound is much more idiosyncratic, but still highly listenable with one dance single possibility, "Look In Your Eyes." The atmospheric keyboards and rock guitar sound will attract Cars fans while the experimental nature of many cuts will attract new ones.

OUT OF THE BOX

JOHN FOGERTY—Eye Of The Zombie—Warner Bros. 25449—Producer: John Fogerty—List: 8.98—Bar Coded

More varied and interesting than "Centerfield," Fogerty's solo debut, this collection is a purge of Fogerty's demons and a reflection of hope. From the gritty boogie of the title track, the soulful "Knoxxin' On Your Door," the ethereal "Goin' Back Home," to the light upbeat optimism of "Sail Away," sure to climb the A/C charts, this one is a winner.

OUT OF THE BOX

TOM SIMON—Dreams On The Shelf—Tas West BDS 1411—Producer: Not Listed—List: 8.98—No Bar Code

YELLOWMAN—Going To The Chapel—Shanachie 43039—Producer: M. Johnson—List: 8.98—No Bar Code

SADAO WATANABE—Good Time For Love—Elektra 60495—Producers: Sadao Watanabe, Hiro Kajiwara—List: 8.98—Bar Coded

RONNIE LAWS—Mirror Town—Columbia 40089—Producer: Ronnie Laws—List: 8.98—Bar Coded


DAS DAMEN—Das Damen—SST 040—Producers: Das Damen, Don Standing, Whaton Tiers—List: 8.98—No Bar Code

ANGST—Mending Wall—SST 074—Producers: Carducci, Angst—List: 8.98—No Bar Code

BUDDY HOLLY—Legend—MCA 4184—Producers: various—List: 8.98—Bar Coded

RECORDS TO WATCH
EVE WINWOOD (Island 728959)

Redem Overspill (4:09) (F.S. Ltd. 5-Apr-Hot Little Numbers/ASCAP) (Winwood/G. Fleming J. Hooker) (Producers: Russ Titelman and Steve Wood)

rest from the success of his ‘Higher’ single, Winwood follows up with brass-inflected, rhythmically engrossing, light horns and a snaky rock car edge couple with Winwood’s reed vocal to make an upbeat, jazzy cut, me for a wide range of playlists. Less gritty commercially than ‘Higher Love,’ the best serving of the Winwood sound. All the more pleasing for that difference, it remains equally viable for CHR.

BILLY SQUIER (Capitol 96419)

Is the Hero (4:13) (Songs Of The (B. Squire) (Producer: Peter lins)

Squire offers a softened sound on this first single. But the song has grit, utilizing melodic hook and rattling percussion, shire’s voice is in fine form and offers a perfect programming tool. The production and recording tracks make for additional recommendation for this re- d. Squire has rebounded with this one.

MBUK 3 (I.R.S. 52940)

The Future’s So Bright I Gotta Wear Shades (3:21) (Manabaddad I.R.S. adm by CRITERI- (P. MacDonald) (Producer: Dennis Herring)

Mmbuk 3 is making a splash with adds for this driving single. Featuring a refreshingly neat set of lyrics that finds light sarcasm in the planet’s nuclear predicament, this tune is tuneful mixture of thumping blues rhythms and the duo’s straight-faced vocal delivery. A prominent horn accompanies the tune’s galloping pace. The intelligent lyrics of this clever tune are engaging as the music. CHR potential.

HOUSE MARTINS (Elektra 749515)

See You (2:20) (Go! Discs Ltd.) (Hackett/Cullimore) (Producer: John Williams)

A bright, greenhouse melodic, snappy little rock ‘n’ roll tune that harkens back to the British invasion of the ’70s. The Housemartins, favorites of the college circuit, show wide growth potential with this infectious cut, displaying in it a vibrant guitar sound, Association of Babel a youthful, energetic vocal.

COMPANY (Atlantic 758955)

I Should Have Known Better (4:34) (pathpublished) (Lowe Fretwell) (Producer: Keith Olsen)

The longest-squatted comeback single from one of the top rock bands of the ’70s. “This one” has a commercial pop feel unlike the band’s previous hits.

F Scott (Epic 34-0321)

By One (3:34) (Entertainment Mgmt. Serv./BMI) (J. Scott) (Producer: Bill shire)

A soaring vocal gives this tune its guts along with a clocking guitar and stilt drumwork. A riving rocker with AOR potential.

LEOPRAN (Pasha 254 0623)

Desperate Stranger (3:47) (The Grand Pasha Publisher/BMI-Pasha/ASCAP) (Raitt-B. Terto-Parker-M. Tamper) (Producer: Spencer Proffer & Isle of Man)

A moody rock tune with a breezy feel, “Desperate Stranger” gains its from a smoothly engaging, high-flying vocal reminiscent of David Bowie.

RECORDS TO WATCH

ICY (Atlantic 789375)

1. Live Without Your Love (3:30) (Spring Break/CAPAC) (G. D’Orazio-C. Bent-)
(producers: Jerry Curuzella & Alexi Vlmos)

2. 1D (Pasha 794 0321)

1. Of Wonder (3:05) (Dr. P.P.) (Houston/Lefcowitz) (Producer: Not listed)

2. NEY CROWELL (Columbia 38-06102)


4. MERURY MURDOCK (Elektra 760918)

5. We Lay (3:59) (Troutman-Saja adm by Saja/BMI) (L. Troutman B. Beck) (Producer: Roger Travis)

6. FEHEAN (Scotti Bros. 254 06135)


8. Bush Box September 27, 1986
CELEBRITY BUSSING—The push for clean water in California reaches a climax September 27 with a benefit concert headlined by Starship at San Francisco's Family Dog. The show is a final effort in the campaign to pass proposition 65, the Clean Water and Toxic Waste Inforcement Act, a bill which takes stern measures to help rid California's water supply of nasty little carcinogens and the like. But the liam Morrow, entitled I'm With The Band. Des Barres, as you may recall, was a member of Frank Zappa's all- girl band, The GTOs, but her recounted experiences have been ongoing. "With this party," the singer revealed, "I've already added four more pages to my book!". Attendees included Madonna (We thought she'd be in hiding now that the negative buzz about her new film has begun to spread, but I guess not). Steve Willis, Zappas Moon and Dwiezil, Steve Jones, Andy Taylor, Ed Bagley, Bananaarama, and KROQ's Rodney Biggenhiemer.

HOMETOWN BOYS MAKE GOOD—If ever there was a home- grown L.A. band, Los Lobos is it. A recent Greek Theatre gig proved this conclusively. Points West let its thinning hair down at this show, revelling in the absence of synthesizers and an overall lack of glitz. So what if we didn't know the words to the band's Spanish tunes (or the language, for that matter). Points West chewed to the wind and belted them out anyway. A bluesy, hispanic, funky, rock'n'roll evening was had, and when all is said and done, Los Lobos is just what this town needs: a damn good party band with an organic ear for solid tunes.

real show takes place en route to San Francisco from L.A. Hordes of celeb- rities, including Jane Fonda, Cher, Michael J. Fox, Chevy Chase, Rosanna Arquette - the list goes on and on - will be piling into a bus in Los Angeles and taking a three-day trek up the coast, during which press conferences, voter registration rallies and fund raisers will be held. (A bad What, no Lear jet? A train, maybe? Robin Leach is really going to hate this). The issue is considered grass-roots, but the name given to this colossal schlep to the bay area is the "Hollywood Clean Wa- ter Caravan of Stars" - which sounds more like a Bob Mackie creation than anything earthly. When the celebs arrive in San Francisco, they go straight to the Starship show. Also on the entertain- ment bill are Whoopi Goldberg, Robin Williams and Dr. Gonzo. MORE BENEFITS BY-THE- BAY—While we're on the subject of benefits, and San Francisco, Peggy Young, wife of Neil, has organized an "all-acoustic" benefit concert to aid The Bridge School, an educational in- stitution for severely handicapped kids. (The Young's eight-year-old son has cerebellar palsy). The show will be held October 13 at the Shoreline Amphitheatre in Berkeley, California, and will feature performances by a heavy list of artists, including Young, Bruce Springsteen, Don Henley, Tom Petty, and the ubiquitous Robin Williams. The event is being produced by Bill Graham Presents. Tickets to the show can be had only through mail-order, and only four tickets per, but the price ($21) ain't bad, to say nothing of the cause.

PARTYING—The L.A. Bash of the Month Award goes to the recent wing- ding at actress Patty D'Arbanville's house in Santa Monica, which was staged to herald the debut of Pamela Des Barres' (wife of Michael) new book about the music biz from Wil-
**Jon Bon Jovi Talks About Getting Slippery and Going Platinum**

By Paul Iorio

NEW YORK — “We're not from L.A. and we're not from New York,” says Jon Bon Jovi. “We're from Jersey. And with Jersey there's this sort of attitude that's hard to please. It's not glamorous and it's not light lights. It's sort of more industrial, grit and fighting for something you believe because that's what came across in our use this year.”

Certainly something came across in Bon Jovi's music this year because the band's third album, “Slippery When Wet” (Mercury), has just gone platinum. Bon Jovi's other two albums, '86's “Bon Jovi” and '88's “7800 Fahrenheit,” went gold. Clearly, Bon Jovi is connecting.

“I like this album,” says Jon. “I like it a lot. We've grown as songwriters and as a band and all. The other ones were real good first and second albums. This one's a real third album.”

**East Coastings**

A FATE WORSE THAN WHAMI — “Being pinned under his wrecked sports car for six hours with a broken arm was bad enough, but listening to the British group Wham! play continuously on his tape recorder was worse, a Kingston man said. I never want to hear it again, I swear I don't,” Gordon Pickrell, 18, said Wednesday after being pulled from beneath his overturned MGB coupe. “I thought I was going to die.” — From the Associated Press, as reprinted in a Coyote Records flyer.

**PAN PICK — Read how Kurt Loder** described Philip Michael Thomas’s “Living The Book Of My Life” album in the September 25 issue of Rolling Stone: “It was a humongous bomb — the music a tepid gurgle of treacle reggae, the lyrics a mind-puckering jambalaya of self-embossed psychobabble, the sound akin to something one might hear inside an industrial trash dumpster.”

A DAY IN THE DEATH — “Hunter Davies of The London Times admitted to us recently that he’d been a fan of the Beatles (The Beatles)’s obligations written. They’re on file at The Times and they just update them, which is chilling to learn.” — Paul McCartney in a recent Musician magazine interview.

**BLOOD ON THE TRACKS — “Blood and Chocolate” (Columbia Records) is the album Elvis Costello should have followed “Armed Forces” with. Nick Lowe produced it, which’s Brilliant.” — Michael Cimino

**ERIC BOGIE — Eric Bogie is the Austra- lian singer/songwriter who wrote “And The Band Played Waltzing Matilda.” Two of his albums, “When The Wind Blows” and “Scraps Of Paper” (Flying Fish), are better than anything else in folk music today.**

so the album sounds not only like “Armed Forces” in parts, but also like Lowe's vastly underrated “Rose Of England” LP laced with the acid of “This Year’s Model.” Which makes it the only Costello LP (besides “Imperial Bedroom”) that can compete with his first three albums. Still, this is not an ‘album’ in the sense of “Imperial Bedroom,” but a collection of songs, six of which are absolutely brilliant, and five of which aren't so bad either.

If “Armed Forces” is the demarca- tion line in Costello’s career separating his unquestionably great work from his sporadically great work, then “Blood and Chocolate” is on the sporadic side, but less so than most of his recent albums. In the eighties, Costello has ex- cellently paraded on the basis of three-song bursts of genius such as “King Of America” and “Jack Of All Trades,” “Suit Of Lights,” and “Sleep Of The Just.”

**BUDDY HOLLY — MCA Records has re- leased a compilation of 20 Buddy Holly songs taken from the original masters. got the capacity crowd rocking and reel in...” — Jean Beauvoir played songs from his “Drums Across The Mohawk.”

**Paul Iorio**
Britain’s rock stars are being invited to come to the rescue of the millions of young unemployed people in the country. A new scheme thought up by former Boomtown Rats producer Phil Wainman will use music videos to show young people what jobs are short of skilled labor.

Wainman runs the successful Utopia Studios in London, where everyone from Elton John to David Bowie has recorded. Before opening the studios, Wainman’s biggest successes came in the 70s producing bubblegum-type pop groups. The Pretenders and Mud. Now Phil has invested $150,000 of his own money into the project called Fallin’ On Your Feet. He is looking for a further $1 million in sponsorship. He has put his case to the British Phonographic Industry to appeal to record companies for help with the distribution and promotion of the videos, and to help get major artists to appear in the videos.

“Twenty years ago, kids would have read books about careers,” says Wainman. “Now they want to watch videos. We want to make them interesting and realistic. We have to show the down side of a possible career as well as the good points.”

Though born out of philanthropy, Wainman hopes the videos will sell so well he will actually make a profit from them.

The Human League have released their first album in three years. Their comeback single, “Human,” has leapt into the top ten. The group’s singer, Susanne Sulley, tells Cash Box: “I would hate the thought of us being a supergroup. We’re not the Rolling Stones and our music will not go on forever. I’d like to see another two albums. Then me and Joanne [Catherall, who sings with her] would like to go on to do a radio chat show.

“I couldn’t possibly do them both at the one time. I have to be 100% into something. I suppose that’s the reason I haven’t had a real girlfriend in six years...”

Indie impresario Bill Gilliam is setting up a new label, Bedrock Records. Already signed are Root Boy Slim, Noble Thin Man Watts, and The Florida Midnight Creepers. He is looking for new acts to add to his roster.

Gilliam describes his new label as “roots music for young people. Although other labels deal in recouping American country/blues catalogs, the new stuff never gets a look in. There is an increased awareness in the U.K. and the market is ready for it now.” Any suggestion will be welcomed; the label will be based at 61/71 Collier Street, London N1.

Gilliam released The Dead Kennedys in the U.K. and is currently involved in setting up the No More Censorship Fund to help their legal costs, estimated at $20,000. The group is being prosecuted in Los Angeles for allegedly committing the morals of minors with a poster from their album “Frankenchrist.” Gilliam hopes to put on a defense fund concert at London’s 100 Club.

The Communards, currently tucked in the number one position with "Don’t Leave Me This Way," are writing the soundtrack for a new British film thriller titled "Empire State." It will be directed by Ron Peck with a modest budget of $2 million. It is set in a night club in the developing docklands area of East London.

Jonathan Demme, who directed the Talking Heads film, Stop Making Sense, has a new film under production titled Something Wild. The Pogues will be adding to the soundtrack (what soundtrack don’t they do these days?) and The Bolshoi will be contributing their track, "Away." Meanwhile, lead singer with the Bolshoi, Trevor Tanner, is to take the starring role in a new Miles Copeland-produced film about vampires, as yet untitled.

Chrissey Iley

BIG MOVERS—See here are the members of The Prime Movers backstage with the members of Big Country at the Sheffield City Hall during their recent tour of the U.K. The Prime Movers supported Big Country and their tour by playing their first ever gig at the Roundhouse in London. The Prime Movers are vocalist/vocalist Simon Downward of Big Country, drummer Curly Leichter of The Prime Movers, guitarist/vocalist Stuart Adamson of Big Country bassist/vocalist Sev Severson of The Prime Movers, guitarist Bruce Watson of Big Country, guitarist/vocalist Gary Putnam of The Prime Movers and drummer Mark Brackell of Big Country.

CBS Int’l Revamps Latin American Operations

NEW YORK-CBS Records International is restructuring its eight Latin American companies into two regional zones—Latin American Operations, Northern Zone and Latin American Operations, Southern Zone—and is closing its Latin American Operations office in Coral Gables, Florida in a move designed to “provide more effective coordination” of the company’s activities in the region.

Under the new structure, Armando de Llano will continue as managing director, CBS Mexico, and will assume the new position of vice president and general manager, Latin American Operations office in Coral Gables, Florida. The promotion is designed to “provide more effective coordination” of the activities of CBS Records’ companies in Colombia, Costa Rica, Mexico, and Venezuela, as well as its licensees in Jamaica, Ecuador, and the Dominican Republic.

Hans Beugier will continue as managing director, CBS Brazil and will assume the new post of vice president and general manager, Latin American Operations, Southern Zone. He will be based in Rio de Janeiro and will be responsible for overall supervision of the activities of CBS Records’ companies in Argentina, Brazil, Chile, and Peru, as well as its licensees in Bolivia, Paraguay, and Uruguay.

Thomaz Munoz, vice president, A&R, an artist development for Latin American product, who is based at CBS Records International’s offices in New York, will take an expanded role in A&R activities, as well as advise on marketing efforts for all of CBS Records’ Latin artists.

The closing of the Coral Gables office will result in the loss of about 20 jobs. The functions formerly performed in Coral Gables will be handled by CBS Records International’s offices in New York.

Italy’s Top Ten

TOP TEN 45s
1 Papa Don’t Preach—Madonna—WEA/Sire
2 Easy Lady—Easy Lady—Spagna—CBS
3 Lessons In Love—Level 42—PolyGram/Polysix
4 Touch Me—Samantha Fox—CGD/Live
5 Fight For Ourselves—Spandau Ballet—CBS
6 Run To Me—Troy Spencer—CBS
7 The Edge of Heaven—Wham!—CBS/EMI
8 Geil—Bruce & Bongo—CGD
9 Dancing On The Ceiling—Lionel Richie—RC/A/Motown
10 Live To Tell—Madonna—WEA/Sire

TOP TEN LPs
1 True Blue—Madonna—WEA/Sire
2 Venditti E Segreti—Antonello Venditti—Ricordi/Heinz Music
3 Senza Avvisare—Fabio Concato—PVG/Philips
4 The Final—Wham!—CBS/Epic
5 Nuovi Eroi—Eros Ramazzotti—CBS/DDE
6 Festivalbar ‘86—Various—CGD
7 Dancing On The Ceiling—Lionel Richie—RC/A/Motown
8 So—Peter Gabriel—EMI/Virgin
9 Oro Puro Estate—Various—CBS
10 Mixage—Various—CGD/Baby

MELODY MAKER TOP TEN

TOP TEN 45s
1 Don’t Leave Me This Way—The Communards—London
2 We Don’t Have To—Boris Gardiner—Review
3 Rage Hard—Frankie Goes To Hollywood—ZTT
4 I Want To Make It With You—Boris Gardiner—Review
5 Holiday Rap—M.C. Miker “G” and DeeJay Sven/Debut
6 Glory Of Love—Peter Cetera—Full Moon
7 (Just) Died In Your Arms—Cutting Crew—Siren
8 Word Up— Cameo —Club
9 Just Died In Your Arms—Cutting Crew—Siren
10 Walk This Way—Run DMC—London

TOP TEN LPs
1 Now That’s What I Call Music 7—Various Artists—Virgin/EMI
2 True Blue—Madonna—Sire
3 Dancing On The Ceiling—Lionel Richie—Motown
4 Silk And Steel—5 Star—Tuff
5 A Kind Of Magic—Quo—EMI
6 Revenge—Eurythmics—RC/A
7 Into The Light—Chris DeBurgh—A&M
8 While The City Sleeps—George Benson—Warner Bros.
9 Graceland—Paul Simon—Warner Bros.
10 Communards—The Communards—London

Cash Box September 27, 1
TALENT ON STAGE

Los Lobos

E GREEK THEATRE, L.A. — Los Angeles gets a bad rap when it comes to any sort of cultural identity. In fact, the only widely accepted cultural identity of this shamelessly distorted desert is that there is none. It's more like a popular myth, created and maintained by the rest of the country, about the lone star that turns into a shining star just after dark. So it is that the Greek Theatre, situated in the heart of the city, is a perfect place to see Los Lobos play.

Los Lobos is a band that famously eschews the use of electric guitars in favor of acoustic instruments. They are known for their unique blend of rock, folk, and Latin music, and their membership is quite fluid, with members coming and going over the years. The current lineup consists of singer and guitarist David Hidalgo, guitarist Louie Perez, keyboardist Stephen McKeown, and percussionist Steve Berlin.

The band took the stage to a rousing applause, and they immediately launched into a set that was both rollicking and soulful. Hidalgo's guitar playing was a highlight, with its intricate fingerpicking and bluesy riffs. Perez's drums were driving, with a steady beat that kept the audience on their toes. McKeown's keyboards added a layer of depth to the sound, and Berlin's saxophone playing was a delightful surprise.

The setlist was a mix of old favorites and new material, with highlights including "Kazi," "Baldfaced Truth," and "Big Time." The band's musicianship was on display throughout, with each member bringing their unique talents to the table.

The Greek Theatre is a perfect venue for Los Lobos, and the band's performance was a testament to the enduring appeal of their music. With their mix of traditional and contemporary styles, Los Lobos continues to captivate audiences and cement their place in the annals of rock and roll.
Larry Lim (l) and Earl Hines

KEYNOTE PEACH—This week, PolyGram Jazz is issuing "The Complete keynote Collection," a 21-record boxed set of the complete jazz recordings of keynote Records, an important independent jazz label of the mid-‘40s. Actually, keynote recorded mainly folk artists—the title of this set is missing the important word “Jazz”—before Harry Lim convinced the label’s owner to allow him to begin recording jazz. From 1941-1947, Harry Lim recorded dozens of important sessions and now, in a model collection of this sort, kiyoshi Koyama has assembled Lim’s complete keynote oeuvre—334 performances, including a mind-boggling 115 previously-unissued tracks—in a magnum set.

The mid-‘40s was a transitional period in jazz—as swing gave way to bebop—and Lim captured the era. Small-group swing is the main thing here, but several New Orleans jazz—which experienced a revival around then—and be-bop are mixed together. As always, Lim’s direction brims with masterpieces. To put on side one and play clear through to side 12 is to be swept away. After a short, undistinguished New Orleans set, recorded in ‘41, we arrive at December of 1943 and the first recording date for the leader. Lester Young. Over the next six months—the first six discs here—Harry Lim recorded masterpiece after masterpiece. The Young sessions were followed by a Lionel Hampton/DiNah Washington date (her first), a Roy Eldridge date, three Coleman Hawkins sessions (two with Teddy Wilson), a Cozy Cole session (featuring Hawkins and Earl Hines), a date by the Kansas City Seven (that’s Lester Young, Count Basie, Buck Clayton, Jo Jones, Dicky Wells, Freddie Green, and Rodney Richard-son), a Charlie Shavers session with Earl Hines, and two more Hawkins dates—one with a sax ensemble (Don Byas, Tab Smith, Harry Carney), the other with a quartet featuring Teddy Wilson. There’s an incredible power to these sessions; the playing is brimming with majesty—most of these men were genuine creators and the brilliancy displayed here is so natural, so casual, that it takes the breath away. The numerous alternate takes clearly pinpoint this natural creativity; it is almost unbelievable.

The second six discs of this set are also filled with brilliance—sessions under the leadership of giants like Benny Morton, Rex Stewart, Red Norvo, Barney Bigard, Hawkins, and Shavers, peopled with sidemen like Vic Dickenson, Lawrence Brown, Budd Johnson, Johnny Hodges, and Jack Teagarden. This is followed by four spotty discs, three discs of mostly mediocrities, and a pair of discs in which one hears the future—the bebop of guys like Red Rodney and Al Haig, the unique modernism of Lennie Tristano. Throughout every disc, however, there is brilliance—beautiful sessions with Benny Carter, great works by the likes of Bill Harris, Dave Tough, Dodo Marma-raro, Bud Freeman, Nat Cole (part of a fabulous session with Willie Smith, Red Callender, and Jackie Mills), and so many, many, many others. Lim went out of his way to record players who weren’t recording much as leaders, and we have dates here by Leon Tizol, Chubby Jackson, Milt Hinton, J.C. Heard, Ted Nash, and other perennial sidemen. I don’t have the space to go into everything here, but the booklet that comes with this set contains notes by Dan Morgenstern that are the very definition of “exhaus-tive.”

“The Complete keynote Collection” carries a price tag of $299.58. It is expensive but, really, the set is priceless. Kudos to Lim who still records mainstream jazz, on his famous Door label, Koyama, and PolyGram Jazz.

Lee Jeske

EXPRESS TRAIN—James "D Train" Williams, whose current single is "You Are Everything," has signed a world-wide co-publishing agreement between his Diezel Music Inc. and Ushchappell Music (BMI). Picture are (from left) seated: Irwin Z. Robinson, Chappel Intercom Music Group USA pres.; Williams, Tom Hooper, mgr., (from left, standing) Bob Skoro, former dir. of probe's activities; attorney Bruce Orwine; Susan does, int'L acquisition mgr.; Marcy Drexler, dr of prof'l affairs; east coast; Mary Beth Roberts and Judy Gerussi, prof'l mgrs.; and Mary Ellen Benenati, int'L mgr.

CASH BOX JAZZ ALBUMS

Title, Artist, Label, Number, Distributor

1. DOUBLE VISION
   ROGER JAMES, JIMMIE COIN
   (Warner Bros. 25939)
   B

2. BREAKOUT
   SPAW/KOKYMCA 5753
   B

3. SHADES FOR JAZZ (JACKET 5752)
   L

4. DOWN TO THE MOON
   ANDREAS VOLLMER/CCI
   (IMP/WEA 99736)
   B

5. LOVE WILL FOLLOW
   GEORGE FOWARD (TBA 218)
   B

6. JOYRIDE
   PIECES OF A DREAM (HANSEL 51037)
   B

7. SONG X
   PAT METHENY/QUINCEY
   COX/MANHATTAN (Warner Bros. 26999)
   B

8. AIN'T NOBODY ALONE
   LARRY CARL TOMMCA 5699
   B

9. THIS IS THIS
   WEATHER REPORT (Columbia FC
   35042)
   B

10. DUTONES
    KENNY G (Alulu AUS 4827)
    B

11. KENNY G—NEW WORLD
    (TBA 213)
    B

12. MAGIC TOUCH
    STANLEY JORDAN/BLUE NOTE
    NT 3021
    B

13. TOO FAR TO WHISPER
    SHAQ/ARRIFAN/RED HOT
    (RTW 1052)
    B

14. SAND DANCE
    FRED TOLBERT/TORIA (TBA 206)
    B

15. ONE OF A KIND
    FATBOY RUSH (EMI Gold GEP 2001)
    B

16. POWERPLAY
    BILLY COBHAM (GRP-A-1077)
    B

17. ANOTHER PLACE
    HUBER/MAHARR (RGE 3958)
    B

18. BLACK & BLUE
    WILL SMITH (TBA 214)
    B

19. SLICE OF LIFE
    SPECIAL FX (GRP-A-1026)
    B

20. LIFE STORIES
    EARL ROGUE (Warner Bros. 25478)
    B

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

JAZZ FEATURE PICKS

LONG LIVE THE CHIEF—The Count Basie Orchestra—Denon 33 C 1018—Producers: Tom Ueno, Taka Watanabe—CD only
The CD for those who doubt the continued vitality of the Basie Band—over hour of superbly realized swing. Leader Frank Foster nudges the band through familiar oldies (“April In Paris”), unfamiliar oldies (“Four, Five, Six”), and new (“Bus Dust”), and everything—and everybody—sizzles.

J MOOD—Wynton Marsalis—Columbia FC 40308—Producer: St Epstein
The first quartet album from Marsalis and it is a good one—his trumpet pizo continues to ripen and deepen and he is well-supported by his band, most notably drummer Jeff Watts. As always, high quality jazz without compromise from deeply-committed jazzman.

BACK TO THE CITY—The Art Farmer/Benny Golson Jazztet—Ctemporary C 14020—Producer: Helen Keane
The Jazztet, one of the best mainstream combos of the ‘50s, is one of the best mainsteam combos of the ‘80s. With splendid jazz writing (from Benny Golson) and beautiful playing (by the leaders and bandmates Curtis Fuller, Mickey Tucker, Drummond, and Marsin) “Smitty” Smith, the Jazztet burns.

FACE TO FACE—Kevin Eubanks—GRP A-1029—Producers: D. Grusin, Larry Rosen, Kevin Eubanks
An interesting album that, in the main, pairs the excellent young guitarist at one of two bassists—Marcus Miller on electric or Ron Carter on acoustic—and one of the finest strings and percussion. Dave Grusin wrote the string arrangements and they, like Eubanks’ playing, are pretty but not sappy.
EVERT POPS TO #1-Levert, the young talented sons of Eddie Levert, the O'Jays, has scored the first of any future #1 records. Pop, Pop, pop (Pop Goes My Mind) was written by Erad Levert and group member Marc Gordon. The production was signed by one of the industries hottest production teams, Reg Johnson and/ oramer Raglin, who are working on projects for Shalamar, The Whispers and Leon Sylvestre. Ms. Sylvia home, (one of the "best executives" in the business) recently appointed vice president/general manager of Atlantic Records black music division, with newly appointed national promotion director Richard Nash and her excellent staff have only begun to pave their way to the top. You can expect many more number one records from this dynamic team of professionals.

JANUARY MOVER-Vannell Johnson, vice president black music hattahant Records, very carefully and methodically put together a team of promotion and marketing representatives around the country. The result of his careful planning, not only personnel, but artist acquisitions (most recent signing Nat- alie Cole) has thrust Manhattan Records to the forefront whereby the last few weeks have seen the company debut but 1 to 3 records per week on the national charts. There has been a major assist by having Philadelphia Inter- national Records under contract to distribute the product of Gamble-Huff-Bell and their brilliant team of songwriters and producers. Frankly, the Capitol-EMI-Manhattan roster is one of the hottest labels at this point. Ronnie Jones, vice president black music Capital, and his staff are equally as potent, and Michael Johnson, vice president EMI black music is about to release a few hits including Ray, Goodman & Brown, and The Rap- per's Convention. Capitol-EMI America- Manhattan's FMR are hot!

IT'S LOOKING FOR PROS- Jay Johnson, program director of highly rated WLTC Indianapolis, Indi- ana is looking for a full time production person. Candidates must have "superi- or" production skills and mixing abili- ties. Three to four years experience with a degree in any area. The position is a six day work week. Additionally, he needs an experienced announcing for part-time weekend work, swing shifts and vacation relief. Send tape, resume and references to Jay Johnson, pro- gram director, WLTC, P.O. Box 697, In- dianapolis, Indiana 46206. This is a great opportunity for the right person(s) because Jay is one of the best who will work with you. Send the aforemen- tioned information first, but you may call Jay at 317-923-1456.

TUCKWOODS' NEW STAR-Clarin- ence Tucker, president of Tuck- wood Records is extremely proud of the sizzling hot debut release by L.A. native, the lovely and talented Domini- que, titled "Don't Get Tired On Me" (We Just Started To Love) The label's staff feels the song has a universal message from the women of the world to the men. Dominique's sultry vocals and the catchy, contemporary r&b groove could make this one of the years most promising releases. Tuckwood Rec- ords scored national and international success with a song titled Mr. D.J., feat- uring "Rico" Reed, (KJLH, Los Angeles) one of the top radio tal- ents in the business.

COMMODORES FIRST-The world famous Commodores have released their first single on Polygram Rec- ords titled "Goin' To The Bank". This may be the one that will allow the Commodores and Polygram to make some serious deposits in the bank. The album titled "United" is scheduled for an early October release. You can ex-pect an all out promotion and marketing campaign from Leroy Little Jr., vice president black music, Waymon Jones, national promotion director and their superb promotional staff to take this one to the same level of suc- cess that the company enjoyed with the smash from Gwen Guthrie.

MACK J TEACHES-Mack J. Pettig- grew, who worked as program director at various radio stations, over a 12 year period, including WDAO, Dayton, WABQ and WJMO Cleveland. Mack is now the host of radio instruction at Interna- tional College of Broad- casting in Dayton, Ohio. You can contact Mack J at 513-258-8251.

Bob Long

CASH BOX TOP BLACK CONTEMPORARY ALBUMS

THE CASH BOX TOP 75 BLACK CONTTEMPORARY ALBUM CHART IS BASED ON SOLELY ON ACTUAL PIECES SOLD AT RETAIL STORES.
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<th>Title</th>
<th>Artist, Label, Number</th>
<th>Producer (Songwriter)</th>
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<tr>
<td>THE RAIN</td>
<td>L O W</td>
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<td>(WHODINI / PHILADES)</td>
<td>D.J. STARR (Spark/Elektra/676925)</td>
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<td>35 SOWETO</td>
<td>V. ELLY, S. BINGHAM (7/ELL)</td>
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<td>(JEFFREY SCOTT/ASAP RMR 2693)</td>
<td>K. JONESON (T. LEWIS HOWARD)</td>
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<td>(ANOTHER REVOLUTION/LEONARD)</td>
<td>K. JONESON (T. LEWIS HOWARD)</td>
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<td>NEW ORLEANS LOVE (FEATURING TLOUD)</td>
<td>P. J. McCOY (L. HARRIS/B. J. JONES)</td>
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<td>LOVE'S REVENGE</td>
<td>P. J. McCOY (L. HARRIS/B. J. JONES)</td>
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<td>COUNT YOUR BLESSINGS</td>
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<td>(NEW ORLEANS LOVE)</td>
<td>L. HARRIS (B. J. JONES)</td>
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<td>Ain't Nothing Goin' On But The Rent</td>
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<td>EARTH ANGEL (FROM THE MOTION PICTURE SOUNDTRACK &quot;KARATE KID PART III&quot;)</td>
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<td>SWEEP LOVE</td>
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<td>I WANNA BE WITH YOU</td>
<td>L. HARRIS (B. J. JONES)</td>
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<td>STAY IT TO THE WALL</td>
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<td>DO YOU GET ENOUGH LOVE</td>
<td>L. HARRIS (B. J. JONES)</td>
<td></td>
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<tr>
<td>(NEW ORLEANS LOVE)</td>
<td>L. HARRIS (B. J. JONES)</td>
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<tr>
<td>A LITTLE BIT MORE</td>
<td>L. HARRIS (B. J. JONES)</td>
<td></td>
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<tr>
<td>(REVISITED)</td>
<td>L. HARRIS (B. J. JONES)</td>
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<tr>
<td>KISSES IN THE MOONLIGHT</td>
<td>L. HARRIS (B. J. JONES)</td>
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<tr>
<td>(NEW ORLEANS LOVE)</td>
<td>L. HARRIS (B. J. JONES)</td>
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<tr>
<td>GIVING MYSELF TO YOU</td>
<td>L. HARRIS (B. J. JONES)</td>
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<tr>
<td>(NEW ORLEANS LOVE)</td>
<td>L. HARRIS (B. J. JONES)</td>
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<td>ALWAYS</td>
<td>L. HARRIS (B. J. JONES)</td>
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<td>(REVISITED)</td>
<td>L. HARRIS (B. J. JONES)</td>
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<td>WHAT DOES IT TAKE TO WIN YOUR LOVE?</td>
<td>L. HARRIS (B. J. JONES)</td>
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<td>JEALOUSY</td>
<td>L. HARRIS (B. J. JONES)</td>
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<td>(REVISITED)</td>
<td>L. HARRIS (B. J. JONES)</td>
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<td>REACTION</td>
<td>L. HARRIS (B. J. JONES)</td>
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<tr>
<td>(NEW ORLEANS LOVE)</td>
<td>L. HARRIS (B. J. JONES)</td>
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<tr>
<td>A LITTLE BIT MORE</td>
<td>L. HARRIS (B. J. JONES)</td>
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<tr>
<td>(REVISITED)</td>
<td>L. HARRIS (B. J. JONES)</td>
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<tr>
<td>BROKEN GLASS</td>
<td>L. HARRIS (B. J. JONES)</td>
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<tr>
<td>(NEW ORLEANS LOVE)</td>
<td>L. HARRIS (B. J. JONES)</td>
<td></td>
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</tbody>
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**CHARTBREAKER TALK TO ME**

| TALK TO ME (NARDIS "MISS T")               | L. HARRIS (B. J. JONES)               |                       |

**DEBUT**

| ARE YOU EVERYTHING                           | L. HARRIS (B. J. JONES)               |                       |
| (J. J. THOMPSON/ALLAN EDELSON)               | L. HARRIS (B. J. JONES)               |                       |
| CRACK KILLED APPLEJACK                       | L. HARRIS (B. J. JONES)               |                       |
| (GENERAL LEMOINE)                            | L. HARRIS (B. J. JONES)               |                       |
| HUNGRY FOR YOUR LOVE                         | L. HARRIS (B. J. JONES)               |                       |
| (NEW ORLEANS LOVE)                          | L. HARRIS (B. J. JONES)               |                       |
| TASTY LOVE                                  | L. HARRIS (B. J. JONES)               |                       |
| (NEW ORLEANS LOVE)                          | L. HARRIS (B. J. JONES)               |                       |
| TEMPORARY LOVE JOY                           | L. HARRIS (B. J. JONES)               |                       |
| (NEW ORLEANS LOVE)                          | L. HARRIS (B. J. JONES)               |                       |

**DEBUT**

| REACH OUT                                  | L. HARRIS (B. J. JONES)               |                       |

**DEBUT**

| ROACHES                                    | L. HARRIS (B. J. JONES)               |                       |

**DEBUT**

| WILD AND FREE                               | L. HARRIS (B. J. JONES)               |                       |

**DEBUT**

| HEAVEN IN YOUR ARMS                         | L. HARRIS (B. J. JONES)               |                       |

**DEBUT**

| STACY SEXTON (MOTOWN/256)                    | L. HARRIS (B. J. JONES)               |                       |

**DEBUT**

| STACY LATTAYS (MOTOWN/256)                   | L. HARRIS (B. J. JONES)               |                       |

**DEBUT**

| COUNTRY CASH BOX TOP 20 BLACK CONTEMPORARY SINGLES CHART IS BASED ON A COMBINATION OF RADIO AIRPLAY AND ACTUAL PIECES SOLID AT RETAIL STORES. September 27, 1986**

**ALPHABETICAL LISTING ON INSIDE BACK COVER**
**South Retail Breakouts**

**Wild And Free** — Dazz Band — Geffen

**No Way No How** — Rene & Angela — Mercury

**Jody** — Jermaine Stewart — Arista.

---

**Midwest Retail Breakouts**

**Wild And Free** — Dazz Band — Geffen

**No Way No How** — Rene & Angela — Mercury

**Jody** — Jermaine Stewart — Arista.

---

**AST**

**MID-WINDSOR, CT-MELONAE MCCLEAN-MD**

'S: Run DMC, Levert, Janet Jackson, J. Ingram, T. Turner, El Debarge, James "D"


'S: Club Nuveau, T. Brunson, C. DeBarge, Human League, P. Bryson, Young & Compare.

'S: Beasley, Tamiko, Maze, Temptations, Maze.


**IN-BALTIMORE, MD-DON BROOKS-PD**

'S: Col Abrams, Ashford & Simpson, Cameo, Janet Jackson, Rebbie Jackson, Krystal.

'S: J. Ingram, T. Turner, El Debarge, James "D".


**BOHOLLOBA, N.Y.-LAVENIR BAILEY-PD**

'S: Levert, Juice, Run DMC, Cameo, L. Richie, Five Star, El Debarge, Stax, Adams.


'S: J. Morgan, J. Morgan.

**OCEAN CITY, MD-DAVID ALLAN-PD**

'S: G. Guthrie, Juice, Janet Jackson, Afrodjaz, Simpson, L. Richie, B. Ocean, Motown.


**PITTSBURGH, PA-JOHNNY ROBERTS-BP**


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**East Retail Breakouts**

**My Last Chance** — 52nd St. — MCA

**Night I Needed Somebody** — Shirley Jones — Philadelphia International

**Angry For Your Love** — Hanson & Davis — Fresh

---

**Midwest Retail Breakouts**

**Wild And Free** — Dazz Band — Geffen

**No Way No How** — Rene & Angela — Mercury

**Jody** — Jermaine Stewart — Arista.

---

**WEST**

**KRISE SEATTLE, WA-FRANK BARROW-PD**


'HOT: J. Morgan, J. Morgan.

'HOT: J. Morgan, J. Morgan.

'HOT: J. Morgan, J. Morgan.

'HOT: J. Morgan, J. Morgan.

'HOT: J. Morgan, J. Morgan.

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'HOT: J. Morgan, J. Morgan.

'HOT: J. Morgan, J. Morgan.

'HOT: J. Morgan, J. Morgan.

'HOT: J. Morgan, J. Morgan.
**New 12" Releases**

**VERSATILE SOUNDS** (Pro-7107A-DJ)
Like This *(4:55)* (Protocons, Inc./ASCAP) (Baldwin-Tennell-Dodson) (Producers: Carl Baldwin-Emmett Tennell-Duke Dodson)

**C# SHARP WITH THE LOVE MACHINE ORCH** *(RC 23A)*
Don't Send Me Away *(6:19)* (Rock Candy) (N Charles I Allen-B Scott) (Producer: Col I Allan-J R Funk)

**MORUKA** *(Or 104)*

**BOOGIE DOWN PRODUCTIONS** *(RC 27A&B)*
"Say No Brother" *(5:04)* (Rock Candy Music/ASCAP) (M Gibbons) (Producer: W R Kamara & Col.II Allen)

**D.J. SCOTT LA ROCK-BLASTMASTER K.R.S ONE & D-NICE** *(88100)*
South Bronx *(5:06)* (Rock Candy Music/ASCAP) (Boogie Down Productions) (Producer: Boogie Down Productions)

**MOST ACTIVE**

When I Think Of You—Janet Jackson—(A&M)

**STRAIGHT ACTIVITY**

Jealousy—Club Nouveau—(King Jay/Tommy Boy) Typical Male—Tina Turner—(Capitol)

Eary Angel—New Edition—(MCA) Stay a Little While, Child—Loose Ends—(MCA)

**CLUB PICK**

"Oh Yeah"—Yello—(PolyGram) D. J.: David Phillips Club: Nightscenes Location: Beverly Hills

Comments:
"Real strong high energy cut, it's a real dance hit. Will make you to the dance floor. Good quality of the production and sound and it yellow's strongest release to date, one will definitely please Yello's followers."

---

**RETAILER'S PICI**

"How Many Lovers"—Anthony The Camp Lo—(Warner Bros) Store: Spin City R S Manager: Jimmy Ree Location: Boston

Comments:
"Typically good Jellybean production, nice harmonies and good dance beat. It is a great dance club record."

Cash Box September 27, 1984
NOSEUCH NOT JUST FOR CLASSICAL ANYMORE—The noseuch label is changing after two decades as a classical only label. Wailing jazz saxophones, Broadway show tunes, earning electric guitar riffs and tape effects are now becoming familiar to Noseuch buyers with artists such as Philip Glass, Steve Reich, the Kronos Quartet, John Adams, Scott Johnson and Caetano Veloso. New full releases include Teresa Stratas, the World Saxophone Quartet, Steve Reich and John Zorn.

ENIGMA DEBUTS COMPACT DISCS—Enigma, a feisty independent label based in El Segundo, CA, is keeping up with the ever-changing retailing industry with the release of its first three Compact Discs, available now through Record World. The debut titles include two releases from guitarist Allan Holdsworth, "Metal Fatigue," and his newest album, "Atavachron," as well as classic metalurgia, "Spyker's Soldiers Under Command," a 1989 reissue which has been consistently hard to come by. In the coming months, Enigma plans to release as many of its artists as possible in CD as well as keeping up with the current momentum of CD demand to ensure continued artist exposure. Releases will include the debut albums from glamrockers Poison and New York's cool pixies The Smithereens as well as the latest albums from Peter Hammill, Agent Orange, TSOL and several soundtracks including "Big Trouble In Little China."

RETAIL PROMOTION COMES OF AGE—Since the independent promotion scandal which rocked the industry earlier this year, retail promotion firms, many of whom have been around for several years, are getting noticed. Scott Martin, president of SRO Marketing Services, says their services are being requested more often now. "Record labels are more open to retail promotion because they are realizing that there are other avenues which can be used to expose and break an artist." Retail promotion uses retailers as a base to give as much possible exposure to the artist as possible. Many record companies started cutting back on or totally ignoring retail promotion as far back as 1980. Rarely were record companies sending out anyone to stores with promotional materials. Martin and others know there was a void as many good acts started "falling through the cracks." Since SRO has had success in breaking records for Animation, Tears For Fears, Oingo Boingo, Corey Heart, Tina Turner and David Bowie, among others, record companies who wouldn't talk to SRO before are calling. "Basically SRO is in the business of collecting and disseminating information," says Martin. "We influence increased sales by spreading knowledge and calling attention to the product. When this is done on a national scale, it can prove extremely influential in creating a hit record complete with solid sellthrough." SRO collects information in a database of over 20,000 retail outlets, gathering important information on sales, in-store play, chart action and general feelings and trends about a particular record and distributes it to the record company and the artist's manager. They familiarize the store employees with new product through in-depth information packet which contains a biography, reprints of advance reviews or articles, a list of key cuts off the new record, the order number and specific details that SRO and the label want to accomplish. "The important thing about this blanket type of mailing is that we help the store employees familiarize themselves with new product," says Martin. "They're not only aware of the release, but they know what it looks and sounds like, plus they'll have some background on the artist so they can talk intelligently to their customers." SRO makes follow up phone calls to make sure the store received the promo package, ask for a reaction to the music, request that they begin playing it in the store, and ask if they would like to be serviced with display materials. Martin calls this "progressive, aggressive, active marketing research." They also notify stores of tours, chart action, television appearances, video activity, major magazine cover stories, national and local advertising, and other important aspects of the overall marketing campaign that will aid the retailer in selling the product. This includes contests at local, regional or national levels, and buttons, stickers, T-shirts or a photo or album signed by the artist. With the success of these firms, many independent retail promotion firms are springing up. Martin says the drawback is that some retailers may be getting too many calls but that SRO and a few others who have "been around" won't be affected. By concentrating efforts on just a few artists, retail promotion may become as prevalent as radio promotion.

Brian Kassen

MUSIC BOXES—To take the guesswork out of selecting compact discs, Telarc has assembled CD "portfolios" catering to different musical tastes.

CASH BOX TOP 40 COMPACT DISCS

<table>
<thead>
<tr>
<th>W</th>
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<tbody>
<tr>
<td>SO</td>
<td>PETER GABRIEL</td>
<td>24088/EWA</td>
<td>1</td>
<td>14</td>
<td>TRUE BLUE</td>
<td>25442/EWA</td>
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<tr>
<td>BACK IN THE LIFE</td>
<td>GS/H&amp;L/Woodside/Bland</td>
<td>Warner Bros</td>
<td>25442/EWA</td>
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<td>INVISIBLE TOUCH</td>
<td>Genesis (Atlantic)</td>
<td>25194/EWA</td>
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<td>TOP GUN ORCHESTRAL</td>
<td>Columbia (CBS)</td>
<td>40236/288</td>
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<tr>
<td>WHITNEY HOUSTON</td>
<td>Whitney (Elektra)</td>
<td>30165/288</td>
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<td>THE OTHER SIDE OF LIFE</td>
<td>The Moody Blues (Polydor)</td>
<td>517/288</td>
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<tr>
<td>REVERE</td>
<td>Enigma (EWA)</td>
<td>5147/288</td>
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<tr>
<td>DOUBLE VISION</td>
<td>R &amp; B James &amp; Davis (Polydor)</td>
<td>2/519/288</td>
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</table>

| 11 | HEART | Capital-CAP-6417/CAP | 11 | 34 |
| 12 | LED ZEPPELIN | Led Zep (Warner Bros) | 40205/288 |
| 13 | BROTHERS IN ARMS | Dire Straits (Warner Bros) | 25368/288 |
| 14 | NO JACKET REQUIRED | Paul Collins (Atlantic) | 25194/EWA | 16 | 73 |
| 15 | DANCING ON THE CEILING | Lionel Richie (Motown) | 6158/288 |
| 16 | $500 | Van Halen (Warner Bros) | 25/288 |
| 17 | THE BRIDGE | B.B. King | 25/288 |
| 18 | LIKE A ROCK | Bob Seger & The Silver Bullet Band (Columbia) | 40195/CAP |
| 19 | CONTROL | Janet Jackson (A&M) | 40006/288 |
| 20 | MUSIC FROM THE EDGE OF HEAVEN | Van Halen (Warner Bros) | 40205/288 |
| 21 | LIFE'S RICH PAGEANT | R.E.M.: 53975/575124 |
| 22 | THE WINNER IN YOU | Patti Labelle & MCAD 575124 |
| 23 | SONGS YOU KNOW BY HEART | Jimmie Buffett (MCAD) 575036 |
| 24 | GTR | GTR (Atlantic) | 40006/288 |
| 25 | BELINDA CARLISLE | R.S. | 25194/EWA |
| 26 | CHRONICLES | Chord Music (Virgin) | 25368/288 |
| 27 | Riptide | Robert Palmer (MCA) | 25/288 |
| 28 | THE DARK SIDE OF THE MOON | PINK FLOYD | 40006/288 |
| 29 | RAPTURE | Ani Taubman (EWA) | 25368/288 |
| 30 | MIKE & THE MECHANICS | Atlantic | 25368/288 |

11 | EMERSON, LAKE & PALMER | Polydor | 25/288 |
| 32 | BREAKOUT | EXIN/FR | 40205/288 |
| 33 | PLEASE | PET SHARK BOYS/EMI America | 40205/288 |
| 34 | A DECADE OF STEELY DAN | STEELY DAN | 40205/288 |
| 35 | PLAY DEEP | THE CULTIFIED (Columbia) | 25/288 |
| 36 | PICTURE BOOK | SIMPLE E | 25/288 |
| 37 | WORLD MACHINE | LEVEL 42 | 40205/288 |
| 38 | LOVE ZONE | Yoko Ono (Atlantic) | 40205/288 |
| 39 | LIVES IN THE BALANCE | STEELY DAN | 40205/288 |
| 40 | BIG WORLD | B.B. | 40205/288 |

THE CASH BOX TOP 40 COMPACT DISCS CHART IS BASED ON SOLELY ON ACTUAL PIECES SOLD AT RETAIL STORES.
<table>
<thead>
<tr>
<th>Title</th>
<th>W</th>
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<th>O</th>
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<tr>
<td>STUCK WITH YOU</td>
<td>W</td>
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<td>O</td>
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<td>HUEY LEWIS AND THE NEWS</td>
<td>(Chrysalis V54 03091)</td>
<td>(Warner Bros. 7-22728)</td>
<td>(Atlantic B-5624)</td>
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<td>WALKING IN THE GUNN</td>
<td>BERLIN (Columbia 38-05908)</td>
<td>(Capitol M-9650)</td>
<td>(Atlantic Studios)</td>
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<td>THREE HIGHER LOVE</td>
<td>NEIL YOUNG &amp; FRIENDS (Warner Bros. 7-29721)</td>
<td>(Atlantic T-10103)</td>
<td>(Atlantic MCA-52546)</td>
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<td>DANCING ON THE CEILING</td>
<td>QUEEN (PolyGram 66191)</td>
<td>(Atlantic J-11202)</td>
<td>(Atlantic RBCD 1001)</td>
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<tr>
<td>FRIENDS AND LOVERS</td>
<td>GLORIA LORING &amp; LARRY ANDERSON (Cappy/CBS Z45 01212)</td>
<td>(CBS Z45 01212)</td>
<td>(Atlantic R.D.10)</td>
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<tr>
<td>DREAMTIME</td>
<td>DAVEY HALL (RCA KPL 14317)</td>
<td>(RCA KPL 14317)</td>
<td>(Columbia PB 1436)</td>
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<tr>
<td>DON'T FORGET ME (I'M GONE)</td>
<td>GLASS TOWER (Capitol B-51576)</td>
<td>(Atlantic J-11202)</td>
<td>(Atlantic PB-14387)</td>
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<tr>
<td>88 FEET DEEP</td>
<td>MIAMI SOUND MACHINE (Epic 34 06128)</td>
<td>(Epic 34 06128)</td>
<td>(Atlantic PB-14387)</td>
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<tr>
<td>WALK THIS WAY</td>
<td>RUN DMC (Polyd 01112)</td>
<td>(B. SIMMONS)</td>
<td>(Atlantic PB-14387)</td>
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<tr>
<td>LOVE ZONE</td>
<td>BILLY JOEL (A&amp;M 38-02693)</td>
<td>(Atlantic J-11202)</td>
<td>(Atlantic J-11202)</td>
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<tr>
<td>WHEN I THINK OF YOU</td>
<td>JANET JACKSON (A&amp;M 25652)</td>
<td>(J. T. &amp; M. JAMES)</td>
<td>(Atlantic 25652)</td>
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<tr>
<td>THROWING IT ALL AWAY</td>
<td>GENESIS (Atlantic PB-14387)</td>
<td>(Atlantic PB-14387)</td>
<td>(Atlantic PB-14387)</td>
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<tr>
<td>HEARTBREAK</td>
<td>DON HENLEY (Atlantic 25661)</td>
<td>(Atlantic 25661)</td>
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<td>11</td>
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<td>LOVE HOT IN THE NIGHT</td>
<td>JAMES BROWN &amp; FIVE MODERN MINDS</td>
<td>(Atlantic J-11202)</td>
<td>(Atlantic PB-14387)</td>
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<td>TYPICAL MALE</td>
<td>TINA TURNER CAPITOL B-6165</td>
<td>(Atlantic PB-14387)</td>
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<tr>
<td>OH BABY LOVE</td>
<td>B.S. BRAY, S.B. BRAY, R. MCKINNELL</td>
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<td>VENUS</td>
<td>BANANARAMA (London/PolyGram 866 056-7)</td>
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<td>(Atlantic PB-14387)</td>
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<td>MISSIONARY MAN</td>
<td>23</td>
<td>11</td>
<td>10</td>
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<tr>
<td>TELL HER HEART</td>
<td>DAVEY GARLAND (A&amp;M 38-02693)</td>
<td>(Atlantic J-11202)</td>
<td>(Atlantic PB-14387)</td>
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<tr>
<td>WALKS IN VAN HALLEN</td>
<td>24</td>
<td>8</td>
<td>4</td>
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<tr>
<td>I DON'T WANT TO TURN YOU ON</td>
<td>RUBERT PARKER</td>
<td>27</td>
<td>7</td>
</tr>
</tbody>
</table>
CASH BOX PRESENTS

The Music Times

AN IN DEPTH ANALYSIS OF THE MARKETS

MARKET AT A GLANCE

MOST ADDED Out Of A Possible 157 Stations

125 Stations Reported This Week

Jumpin' Jack Flash—Aretha Franklin—Arista
64 Adds

The Next Time I Fall—Peter Cetera with Amy Grant—Full Moon/Warner Bros.—34 Adds

I Am By Your Side—Carey Hart—EMI-America
32 Adds

Human—Human League—A & M
27 Adds

#1 SINGLES

True Colors—Cyndi Lauper—Portrait

Walk This Way—Run DMC—Profile

Friends And Lovers—Gloria Loring & Carl Anderson—Carrere/CBS

Two Of Hearts—Stacy Q—Atlantic

ETAIL

Stuck With You—Huey Lewis & The News—Chrysalis

Walk This Way—Run DMC—Profile

Two of Hearts—Stacy Q—Atlantic

Venus—Bananarama—Lindan/PolyGram

REQUESTS

True Colors—Cyndi Lauper—Portrait

Walk This Way—Run DMC—Profile

Friends And Lovers—Gloria Loring & Carl Anderson—Carrere/CBS

Two Of Hearts—Stacy Q—Atlantic

LBUM ALLEY

Stories—Talking Heads—Sire/WB—Most commercial potential and outside shot of
king top 10. See CASHBOX review.

Colors—Cyndi Lauper—Epic—A terrific sounding lp, and different approach to a
ty of songs.

Every Rule—Tina Turner—Capitol—Lots of good songs and a very historical review
Turner's life. A particularly good female cut is "Till The Right Man Comes Along."

CROSSOVER POTENTIAL

Midas Touch—Midnight Star—Salar/Elektro—From BC to T-40

Fall On Me—R.E.M.—IRS/MCA—From AOR to T-40

Shake Me Down—Gregory Abbott—Columbia—From B/C to T-40
“EVERYBODY HAVE FUN TONIGHT”

THE NEW SINGLE AND SET OF 12" PROS

Produced By PETER WOLF From The Forthcoming Album MOSAIC Management: DAVID MASSEY/DOMINO DIRECTIONS LTD.

EVERYBODY WANG CHUNG TONIGHT
<table>
<thead>
<tr>
<th>wk</th>
<th>Title</th>
<th>Lst. Wks.</th>
<th>12-17</th>
<th>Popularity Factor 18-24</th>
<th>Pop. Rank</th>
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* Soundtrack
* MTV—Exclusive
NV—No Video
NR—Not Ranked
Y—Yes, On Tour
X—All
THE BANGLES ARE BACK!

AND BREAKING BIG WITH
"WALKS LIKE AN EGYPTIAN"

...ADDED THIS WEEK...

KIIS - FM
Q 100 / WKDD / WOMP / KFMN / KNIN / KGOT / OK 95
KOZE 1-1

HOT ROTATION
KZZU 29-17, KEGL 12-12, KTKS 23-17, KPLZ 23-21, KZZB 31-17
## Multi Format Playlist

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<td>90% 61% 21%</td>
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<td>11 23</td>
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<td>Genesis—Throwing All Away—Atlantic</td>
<td>100%</td>
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<td>Oran &quot;Juice&quot; Jones—The Rain—Def Jam/COL</td>
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<td>41 56</td>
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<td>32%</td>
<td>56 32</td>
<td>32 66</td>
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<td>69% 36%</td>
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<td>96% 68%</td>
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<td>52 32</td>
<td>32 66</td>
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<tr>
<td>Toto—I'll Be Over You—Columbia</td>
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<td>95% 16%</td>
<td>30.3%</td>
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<td>34 66</td>
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<td>Ric Ocasek—Emotion In Motion—Geffen</td>
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<td>37 66</td>
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**NEW EDITION:**
Still using martial arts techniques to climb charts. From the "Karate Kid Part II" Soundtrack

**RECORD:** Earth Angel  
**TEAM:** MCA

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**LISA LISA:**
Charted @ 29 bullet in CB  
Still gaining T-40

**RECORD:** All Cried Out  
**TEAM:** Columbia

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**STACEY Q:**
Getting stronger in 3 formats  
Album: Better Than Heaven

**RECORD:** Two Of Hearts  
**TEAM:** Atlantic

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**DON JOHNSON:**
Still strong T-40  
Charted @ 13 bullet  
Album: Heartbeat

**RECORD:** Heartbeat  
**TEAM:** Epic

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**FIVE STAR:**
Good LP thru & thru  
Album: Silk & Steel

**RECORD:** Can't Wait Another Minute  
**TEAM:** RCA

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**ROBERT PALMER:**
#22 bullet-Growth in Top 40  
Album: Riptide

**RECORD:** I Didn't Mean To...  
**TEAM:** Island

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**BRUCE HORNSBY:**
Get-up Bruce—Everyone is pulling to get him "A Hit"

**RECORD:** The Way It Is  
**TEAM:** RCA

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**TRIUMPH:**
Working like crazy—Will happen  
Radio looking for R & R  
Album: Sport Of Kings

**RECORD:** Somebody's Out There  
**TEAM:** MCA

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<td>COUNTRY</td>
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<td>Artist</td>
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<td>Crystal Gayle</td>
<td>My Life's A Dance</td>
<td>My Life's A Dance</td>
<td>Capitol Records</td>
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<td>Talking Heads</td>
<td>Wild, Wild Life</td>
<td>Don't Forget Me Now</td>
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<td>Stevie Winwood</td>
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<td>Kisses In The Moonlight</td>
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<td>Journey</td>
<td>Girls Can't Help It</td>
<td>What About Love</td>
<td>Epic Records</td>
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<td>George Benson</td>
<td>My Life's A Dance</td>
<td>My Life's A Dance</td>
<td>Columbia</td>
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<td>'Til Tuesday</td>
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<td>What About Love</td>
<td>Epic Records</td>
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<th>AOR</th>
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</table>

- AC: Adult Contemporary
- URBAN: Urban
- TOP 40: Top 40
- AOR: Alternative Rock
- COUNTRY: Country
CAN'T STOP
THE MUSIC!

NU SHOOZ-
"Point of No Return"
There's no turning back from this HOT single—
a smash everywhere it's played!
from the LP, "POOLSIDE"
(81647)

ARCADIA-
"Say The Word"
And the word is SMASH!
from the "PLAYING FOR KEEPS" Soundtrack
(81678)

NANCY MARTINEZ-
"For Tonight"
The hottest 12" in the country!
ADDJS: Power 96—Miami
KMEI—San Francisco
from the "PLAYING FOR KEEPS" Soundtrack
(81678)

SISTER SLEDGE-
"Here To Stay"
The title says it all!
Don't miss Sister Sledge in their new video
with the Chicago Bears!
from the "PLAYING FOR KEEPS" Soundtrack
(81678)

CHRIS THOMPSON-
"What A Woman Wants"
The record that all the secondary markets wanted!
from the LP, "THE HIGH COST OF LIVING"
(81665)

BEN E. KING-
"Stand By Me"
The classic that stands the test of time!
from the "STAND BY ME" Soundtrack
(81677)

ON ATLANTIC RECORDS, CASSETTES AND COMPACT DISCS
**COMMENTS:**

**ORTHEAST**
- **BEACH BOYS**—California Dreaming
  LP is "Made In U.S.A." — Good version of the Mama’s & The Papa’s from the 60’s
- **ARCADIA**—Say The Word
  Keeps "popping" up

**OUTHEAST**
- **SISTER SLEDGE**—Here To Stay
  Theme from the movie "Playing Far Keeps"

**OUTWEST**
- **O.M.D.**—(Forever) Live & Die
  Substantial tests going on with adds
- **SILLY SQUIER**—Love Is The Hero
  Charted @ 85 bullet in CB—From "Enough Is Enough" LP

---

**HIGH PRIORITY**

As a new label, we’re very excited about our first release of Luis Cardenas/"Runaway." Currently we have 130 reporting stations and are seeing heavy sales within the last ten days. WMMS-Cleveland, 37-29 and ROCK 102-Buffalo, 33-26. The album, "Animal Instinct," ships this week and looking for strong AOR reaction.

**VINCE FERACI**  
Atlantic

_Wang Chung_ are the two happenest words in music this week. "Everybody Have Fun Tonight" is everywhere. "Emotion In Motion" from Ric Ocasek is a "one size fits all" kind of HIT. You’ve heard the term "House Music," well Bang Orchestra is the band that spear-headed the sound their "Sample That" being banged at KMEP, KCAQ and KAMZ.

**CAROL PETERS**  
Pasha

Quiet Riot, "The Wild & The Young" single very strong with stations same high request response that made the video Top 10 Most Requested on MTV. Isle of Man second single "Desperate Surrender." Outlaws are back with the album release "Soldiers of Fortune." Single and tour will follow right.

"This Love", the first single from the newly reformed Bad Co. It includes original members Mick Ralphs/guitar, Simon Kirk/drums, Boz Burrell/bass and new recruit Brian Howe on lead vocals. The soon to be released lp, "Fame & Fortune" was produced by Keith Olsen with Foreigner’s Mick Jones serving as executive producer. "This Love" is a natural for Top-40 and AOR radio.
<table>
<thead>
<tr>
<th>REGIONAL BREAKOUTS</th>
<th>LOCAL SALES</th>
<th>REQUESTS</th>
<th>POPULARITY</th>
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<tbody>
<tr>
<td><strong>NORTHEAST</strong></td>
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<tr>
<td>1 BOSTON — Amanda</td>
<td>Should sell thru Christmas</td>
<td>Ranked #10</td>
<td>Highest Debut in CB @ 43 bullet</td>
</tr>
<tr>
<td>2 ARETHA FRANKLIN — Jumpin' Jack Flash</td>
<td></td>
<td></td>
<td>Debuts @ 55 bullet</td>
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<td><strong>SOUTHEAST</strong></td>
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<td>1 JERMAINE STEWART — Jody</td>
<td>None as yet</td>
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<td>Still gaining in BC</td>
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<tr>
<td>2 ARETHA FRANKLIN — Jumpin' Jack Flash</td>
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<td>Debuts @ 55 bullet</td>
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<td><strong>SOUTHWEST</strong></td>
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<td>1 ARETHA FRANKLIN — Jumpin' Jack Flash</td>
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<td></td>
<td>Debuts @ 55 bullet</td>
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<tr>
<td>2 BEACH BOYS — California Dreaming</td>
<td>None to date</td>
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<td><strong>MIDWEST</strong></td>
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<tr>
<td>1 EDDIE MONEY — Take Me Home Tonight</td>
<td>Good</td>
<td>Ranked #36</td>
<td>Mass appeal standard</td>
</tr>
<tr>
<td>2 COREY HART — I Am By Your Side</td>
<td>Charts @ 29 bullet</td>
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<tr>
<td>3 LISA LISA — All Cried Out</td>
<td></td>
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<td>4 BRICKLIN — Even When You're Gone With Me</td>
<td>Haven't picked up</td>
<td>#3 in Philly.</td>
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<td><strong>PACIFIC NORTHWEST</strong></td>
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<td>1 EDDIE MONEY — Take Me Home Tonight</td>
<td>Gaining</td>
<td>Ranked #36</td>
<td>Mass appeal standard</td>
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<tr>
<td>2 COREY HART — I Am By Your Side</td>
<td>Too soon</td>
<td>Ranked #32</td>
<td></td>
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<tr>
<td>3 BOSTON — Amanda</td>
<td>Should sell thru Christmas</td>
<td>Ranked #10</td>
<td>Highest debut @ CB 43 bullet</td>
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<td><strong>WEST</strong></td>
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<tr>
<td>1 BON JOVI — You Give Love A Bad Name</td>
<td>Ranked #43—Strong LP</td>
<td>Ranked #17</td>
<td>Good R &amp; R</td>
</tr>
<tr>
<td>2 COREY HART — I Am By Your Side</td>
<td>Too soon</td>
<td>Ranked #32</td>
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<td>Chartbreaker @ 43 bullet</td>
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<tr>
<td>4 ARETHA FRANKLIN — Jumpin' Jack Flash</td>
<td></td>
<td></td>
<td>Debuts @ 55 bullet</td>
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<tr>
<td>5 MADONNA — True Blue</td>
<td>Shipped 9/17</td>
<td>#3 in Phoenix &amp; Baltimore</td>
<td></td>
</tr>
</tbody>
</table>
HEY, YOU DOLL YOU, HART making rounds in Chicago promoting his "hot" music
from Edwards, pd of WRQX, EMI promo mgr., Mike Scheid and Tony Smith, EMI nat'l

Run D.M.C with mystery guest

ANGUS WHO? Angus "Angus" Miller of AC/DC out promoting his new lp, on
Atlantic, to Tom Evans of WIYY in New York.

VALLI IN NEW YORK: Frankie Valli
stopped by WCBS-FM for an interview with
Bob Shannon-afternoon air personality.

A QUICKPOSE BEFORE HE GOES

.... Craig Caquito of the Starship (Before I
Go) was interviewed by Janice Ginsburg/ USP on his latest RCA album.

UMPH KICKS: Pictured from left: Rik Emmett of Triumph; Mike Rose, regional promo-
manager, MCA; Gil Moore of Triumph; Guy Perry, promotions director of WWCK in
MI; Mike Levine of Triumph; Randy Hock, East Coast lp promo/mkt.mgr./MCA; are all
sing hard at keeping their dream alive.

WNSR GETS LISTENERS' ATTENTION! WNSR in New York has a huge flying billboard
and the WNSR crew is pictured—here at the launch quite in style.
MTV SELECTS KAISER: Sam Kaiser, v.p. of national singles for Atlantic Records will be taking the heavy-weight chair vacated by Bob Pitman. Couldn’t happen to a nicer person.

LANE TO DITTMAN: Randy Lane resigned his p.d. position to broaden horizon at Bernie Dittman’s Organization to help consult WAPl and WABB.

SPRINGSTEIN !!!!yah Mr. America is putting together a compilation album all of his music from 1973-1985. Mighty fine idea.

KRXY LOOKING: Mark Bolke, p.d., is looking for music director and 10p-Mid. jack. Any interested parties should call Mark at 303-989-1075.

SPIRITS ARE AT HAND: Taj Mahal has had a first handed experience with “spirits” of the most musical kind. Although most of his bock tracks were recorded in Hawaii, some of the overdubs were done at Marvin Gaye’s Metro Limited Studios in Los Angeles. Recalls Mahal: “There was a definite presence at the studio. Several times, there was no one in the studio, no input into the mixing board and the mikes were off but the speakers were on. Suddenly, there would be movement on the board, the LED’s would light up and move up and down. It looked like fans at a baseball game doing the ’wave’ and it was shacking and real heavy.” Some of us will truly never die.

KAPLANS KASH IN ON RADIO: Seems that Sis and Stan Kaplan, who have been truly inspirational radio leaders, are now giving it all up and going “way across the street’’ to enter television. They have sold WRQV in Charlotte (their last radio facility) to CRB Broadcast Company for 13 mill. All personnel stays, which includes, Reggie Blackwell and other station management.

WELL-SUITED: At one time, it was fashionable to dress like a famous person because of their power, etc., however, times have changed. Prince Andrew has now taken on an award as one of the 10 best-dressed chaps in Britain but he had to keep up with the likes of—Cliff Richards, Roger Moore (hard act to follow), Billy Ocean and Rod Stewart. Coming in at the front of the list, of course, but without British citizenship, is Don Johnson.

DO’S AND DON’Ts AT DISNEYLAND: Looks like some people don’t know the proper etiquette at this beloved park. The opening of Captain EO had a few of our upper crust stars out of wack, which included Oscar winners, to studio executives. Because of a faulty transformer, the celebrity premiere ran a hour and a half behind schedule and made the first “A-List’’ in L.A. a disaster. J. Fando, S. Spacek, O.J., W. Goldberg, T. Garr, J. Stamos where among those most PO’d. Can you believe they couldn’t find anything else to do until showtime?

THE ARMY DOES IT AGAIN: Besides beer, soft drinks and some cor commercials, the Army has stayed very competitive in the marketing field. Now they are even more serious about the “signing up” campaign—using the likes of Melba Moore, Felix Cavaliere, Grover Washington, Jr., Amy Grant, etc. they will be recording 30 and 60 second PSAs for radio. The campaign is called ”Celebrity Salutes Presented by the Army Reserve.” This could be better than the “UNCLE SAM WANTS YOU!” campaign.

ROBERT WYATT GETS HIS DAY: Several weeks ago we told you about David Bowie’s “fave rave” Robert Wyatt and now Downbeat has made the accolades official. In their 1986 Critic’s Poll, Robert was nominated as one of four artists in the “p/p rock group talent deserving wider recognition” (WHEW) category. He shores this category with Laura Anderson and Michael Jackson. We tipped you to “Old Rottenhead” and now we’ll get you to look for his late-September release “Nothing Can Stop Us” on Gramavision/PolyGram.

REDSKIN RALLY: Can’t remember that the Redskins were slated to be victorious this year, but they certainly might have a chance with the power displayed by Q107. Afternoon personality, Gary Spears, did a live broadcast on a plaza along with other d.j.s, Scott Woodside, Paul Fuller and Uncle Johnny. To pump-up fans they did live interviews with the mayor, and Skin’s G.M., Bobby Beathard along with a past and present players. Sonny Jorgensen, Pete Wysocki, Dexter Manley, Darrell Green, Mark Moseley and Dave Butz were on hand to “root” for the ’B6 team.

FIELD CORP BUYS MUZAK: We often “paa-paa” the likes of these services and in particular, Muzak, however, it is the World leader with 133,000 subscribers. Don’t some us wish we had only a portion of that? The Field Corporation, the Chicago-based company owned by Marshall Field and the amount paid, Group W was not disclosed.

JENSEN COMM. STRIKES HOLE IN CONCERT PROMO: The full service entertainment marketing company Radio Promotion Media Constants (RPMC) announced the “Road You Around The World With Genesis” sweepsstakes. WMRR Radio in Philly is the first station to take an entering concert promotion. Jack Quigley, promotion director, at WMAR, says: “This exciting promotion is WMAR’s largest concert promotion to date. It has tarced listening vehicle has been hitherto successful with thousands of calls a day generating a tremendous buzz on streets for both Genesis and WMMR’s Viviene Stern at RPMC if you need any further information.” 841-3343.

FOOTBALL “BOOKIE JOIN” WMMS has two great football promotions going. Pass Your Way To Fadio gives listeners a chance to win an all expense paid trip to the Super Bowl. However, they must guess the number of touchdown posses of the Cleveland Browns will compile during the 86-87 season. The bigger the guess the larger the touchdown posses the year. The other football feature, Bookie Joint in which listeners have the chance to take on “Kid Le” should he beat them, they receive a tom-made varsity jacket.

PROMOTION OF THE WEEK


STATION—WGCL - G98 - GCC Communications of Cleveland, Inc.

D.J.—METER MADAME - No disk jockey involvement except on-air.

PROMOTION—“Meter Madame” travels the city hopping from parking meter to parking meter ready to pop a quarter into any marked “expired.” She leaves a friendly little note which says, “The Meter Madame Strikes Again. In Traffic Court For Law And Order, Your Meter Was Low So I Put In A Quarter Remember With Us YOU Always Rate. Keep Your Radio G98.”
ANGELES: Need a new idea? If aphasia, block party line, the question of the and audio personalities are intriguing “buzz” for you...Listen its that hocking you from the realm of a story-line for a goodway show to a full-bloomed commod- sions have been taken to the media. Susan has done this by implementing 97- is, a revolutionalry interactive telephone featuring audio personalities. A verbal medium “who’s speaking what is really hap-pen date ideas and other enticing ser- sions (I’m sure others can play this life). This lifestyle must be present in all Match Nite is continually enhanced by singing and amusing new features that callers phoning back for more. In L.A. Nite’s targeted at the huge health and arance conscience, self improvement, entertainment oriented singles audience. use of the participatory nature of the on the phone line, Ms. Block’s follow- ness simply hear “very personal” moments or advertisers’ products and en, they listen carefully and take notes. “Miss of the airwaves” who has taken a new approach to a life long problem- ness. She has been able to make definite notions about what’s going on between women. A startling fact is that, aren’t men and women place and respond to not ads, just as more men than women singles bars,” claims Block. Another fact men are concerned with what a woman like, while women are more concerned what a man sounds like. e.g. Perhaps why d.j’s have all the female admirers do. Women need to hear that the guy is someone they can talk to, somebody who is sensitive, who sound like he’s got it on the ground. A sense of humor is a plus. These are qualities which da be considered and monitored at your n. 

logistics of putting a program like this on is not all that difficult, however, hav- someone who knows, who cares, and can intelligently “steer” others, it ingredient. Here’s how Susan does it. Begins the hour with, “Don’t you jump in to me. You don’t have to play, you don’t have to be a good sport about it, but be to get personal.” Susan then does her match people according to age, per- and interests. To the listeners audit this all sounds like “media magic” but

BOBBO MITCHELL
Personality-97 Rock

HOUSTON: 97 FM’s nationwide talent search has ended and Houston is about to get a new way to start the day! Program Director Andy Beaubien announced today that Bobby Mitch- ell will soon host 97 FM’s morning show. The new 97 FM personality is no stranger to early morning hours. Mitchell, 27, comes to 97 FM by way of Detroit where he spent two years as WHYX’s morning man. Mitchell has also hosted morning shows on KBEQ in Kansas City, Missouri and WIVY in Jacksonville, Florida and has earned Billboard Magazine’s prestigious “Air Personality Of The Year” award.

“Bobby’s going to bring a fresh, new style to Houston radio,” says Beaubien. “We’re all thrilled to have him join our team.” Mitchell’s experience goes beyond radio. While in Detroit, he was the host of a local game show on WJBK-TV. Prior to that, he hosted a music video show and anchored PM Magazine in Kansas City, Missouri. He and his wife, Kathe (who is expecting in January), are looking forward to living in the land of sunshine. “It won’t really be like leaving,” commented Mitchell. “40,000 former Detroit listeners of mine moved to Houston about a year ago.

Asked if he was excited about living in The South, Mitchell said, “I can hardly wait to get a Confederate flag, a pair of boots, a hot, a pick-up truck, a holster, on air rig, a saddle and a storage garage.”

Actually, Mitchell is quite familiar with Texas. “I want to college in Texas,” the SUU grad says. “Now that the statute of limitations has expired, I’m looking forward to coming back!”

Mitchell will begin getting Houstonians going in the morning (5:30-10am) on September 22nd. At the same time, Colonel St.James, who has been hosting the morning show, will return to late afternoon (2-7pm). KSRR/97 FM is The Matrle Communications, Inc. owned radio station in Houston. John E. Cravens is the Vice President and General Manager.

The match line called 97-NITE gives three 20 second personal ads randomly selected by computer. The odds are against hearing the same ad twice. They now have several hundred listings and anticipate several thousand by the end of the year. Through this process, Susan is finding gratification in many ways. The biggest one is people who have actually gotten together and are now having a great time. Then there’s the aspect of people expressing themselves through this medium in terms of their growing perceptions of them- selves and their new ability of how to express themselves to others. It also helps individuals focus on what they really want and who they are. I hear a lot of information here regarding the proper and full usage of the phone medium.

Could be the climate for a bunch of advertis- ers looking for a unique approach to what they have to offer. If you’d like more information, call Susan at 213-659-0259, MN.
SPECIAL INTRODUCTORY OFFER

CASH BOX PLUS The Music Times

For less than the price of a First Class Subscription to CASH BOX Alone, SUBSCRIBE now and receive the next 51 issues of CASH BOX PLUS The Music Times FOR $150.00

IF YOUR BUSINESS IS MUSIC - YOU NEED CASH BOX PLUS

SUBSCRIBE NOW

SUBSCRIPTION ORDER:
PLEASE ENTER MY CASHBOX SUBSCRIPTION:

NAME
COMPANY
ADDRESS
CITY
NATURE OF BUSINESS
SIGNATURE

SUBSCRIBE NOW. SPECIAL INTRODUCTORY RATE ON CASH BOX PLUS THE MUSIC TIMES at $150.00 PER YEAR FOR A LIMITED TIME ONLY

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330 WEST 58TH STREET • NEW YORK, NEW YORK 10019
212 • 586-2640

CASH BOX Presents
The Music Times
MUSIC VIDEO

MOST ADDED

Quiet Riot
D.Shannon

CATCH 22—Jennifer Thompson—
Program Director—Anchorage
P.Cetera/A.Grant
BERRY
Pet Shop Boys
Midnight Star
Stacey Q
Ben Sidren
M. Moore & Kashif
Book of Love
The Rain Makers
R.Cash
Spyker
Limahl
Five Star

V-66—Michele Bazzell—Program
Director—Framingham, MA
Loverboy
H. Lewis
B. Joel
Janet Jackson

HIT VIDEO USA—Mike Opelka—
Program Director—Level 42
A.Corley
P.Simon
Timbuk 3
Luba
Oingo Boingo
David & David
P.Cetera/A.Grant

U68—Steve Leeds—Program
Director—New York City
Europe
B. Joel
Klymaxx
The Rain Makers
P. LaBelle
Limited Warranty
P. Simon

THE RECORD BUYERS GUIDE—
Beth Comstock—Program
Assistant—New Jersey
J.Cocker
Moody Blues
Janet Jackson
The Rainmakers
G.T.R.
Europe
D.Hall
Simply Red
Pet Shop Boys
Nu Shooz
Stacey Q
Eurythmics

KRLR-TV21—Ron Maestri—
Program Director—Las Vegas
Run D.M.C.
El DeBarge
J.Beck

CASH BOX TOP 40
MUSIC VIDEOS

1 DANCING ON THE
CEILING
Lionel Richie (Motown)
10 DON'T ASK ME
WHY
Steve Miller Band (Epic)
17 BABY LOVE
The Temptations (Brunswick)
24 I'M GONNA MAKE
YOU FEEL (WHAT'S MINE IS MINE)
Michael McDonald (A&M)
31 DREAMTIME
Peter & Gordon (A&M)

2 A MATTER OF TRUST
Toby Keith (Columbia)
11 TAKE OUR LIVES
Again (A&M)
18 WE WILL ROCK YOU
Queen (Epic)
25 I'M NOT THE ONE
Cher (Arista)

3 WALK THIS WAY
Run DMC (Fryole)
12 I TOOK YOUR MOTHER
TO THE MOVIES
Joe (Elektra)
19 JERMAINE
Jackson (Jive)
26 I'M NOT THE ONE
I'm Not the One (MCA)

4 WHEN I THINK OF YOU
Shanice (Arista)
13 I'M NOT THE ONE
I'm Not the One (MCA)
20 WANDERING
Wendy & Lisa (Jive)
27 I'M NOT THE ONE
I'm Not the One (MCA)

5 THE CAPTAIN OF HER HEART
D催che (A&M)
14 I'M NOT THE ONE
I'm Not the One (MCA)
21 I'M NOT THE ONE
I'm Not the One (MCA)
28 I'M NOT THE ONE
I'm Not the One (MCA)

6 STUCK WITH YOU
Huey Lewis & The News (Chrysalis)
15 I'M NOT THE ONE
I'm Not the One (MCA)
22 I'M NOT THE ONE
I'm Not the One (MCA)
29 I'M NOT THE ONE
I'm Not the One (MCA)

7 DON'T FORGET ME
Glass Tiger (Manhattan)
16 I'M NOT THE ONE
I'm Not the One (MCA)
30 I'M NOT THE ONE
I'm Not the One (MCA)
31 I'M NOT THE ONE
I'm Not the One (MCA)

8 SWEET FREEDOM
Michael McDonald (A&M)
17 I'M NOT THE ONE
I'm Not the One (MCA)
32 I'M NOT THE ONE
I'm Not the One (MCA)
33 I'M NOT THE ONE
I'm Not the One (MCA)

9 TAKE MY BREATH AWAY
Bono (Columbia)
18 I'M NOT THE ONE
I'm Not the One (MCA)
34 I'M NOT THE ONE
I'm Not the One (MCA)
35 I'M NOT THE ONE
I'm Not the One (MCA)

10 RUNAWAY
New Order (Island)
19 I'M NOT THE ONE
I'm Not the One (MCA)
36 I'M NOT THE ONE
I'm Not the One (MCA)
37 I'M NOT THE ONE
I'm Not the One (MCA)

11 WRAP IT UP
Fabulous Thunderbirds (Epic)
20 I'M NOT THE ONE
I'm Not the One (MCA)
38 I'M NOT THE ONE
I'm Not the One (MCA)
39 I'M NOT THE ONE
I'm Not the One (MCA)

12 MISSIONARY MAN
Eurythmics (RCA)
21 I'M NOT THE ONE
I'm Not the One (MCA)
40 I'M NOT THE ONE
I'm Not the One (MCA)
41 I'M NOT THE ONE
I'm Not the One (MCA)

13 I DIDN'T MEAN TO TURN YOU ON
Robert Palmer (Island)
22 I'M NOT THE ONE
I'm Not the One (MCA)
42 I'M NOT THE ONE
I'm Not the One (MCA)
43 I'M NOT THE ONE
I'm Not the One (MCA)

14 PRESS
Paul McCartney (Capitol)
23 I'M NOT THE ONE
I'm Not the One (MCA)
44 I'M NOT THE ONE
I'm Not the One (MCA)
45 I'M NOT THE ONE
I'm Not the One (MCA)

15 BABY LOVE
Rita (Atlantic)
24 I'M NOT THE ONE
I'm Not the One (MCA)
46 I'M NOT THE ONE
I'm Not the One (MCA)
47 I'M NOT THE ONE
I'm Not the One (MCA)

16 SOMEBODY LIKE YOU
25 I'M NOT THE ONE
I'm Not the One (MCA)
48 I'M NOT THE ONE
I'm Not the One (MCA)
49 I'M NOT THE ONE
I'm Not the One (MCA)

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I'm Not the One (MCA)

THE CASH BOX TOP 40 MUSIC VIDEOS CHART IS BASED ON TELEVISION ROTATION AT VARIOUS STATIONS AND NETWORKS.

CASH BOX TOP 15 MUSIC VIDEOCASSETTES

1 THE #1 VIDEO HITS
Whitney Houston (Music/Video 6-20331)
10 IN A REAL LIFETIME
Paul (A&M 38105)
18 JERRY IN THE GAME
Elvis Presley (Epic 38105)
2 THE ULTIMATE LOVE
Cher (Arista 6-21015)
11 LIFE IS A STRUGGLE/NEVER GIVE UP
Bette Midler (A&M 38105)
19 IT'S NOT RIGHT BUT IT'S WORKING
Michael McDonald (A&M 38105)
3 COME EASY, GO EASY
Lee Greenwood (A&M 38105)
12 PLEASE FORGIVE ME
Bruce Springsteen (A&M 38105)
20 THE CASH BOX TOP 15 MUSIC VIDEOS CHART IS BASED ON ACTUAL PIECES SOLD AT RETAIL STORES.

THE CASH BOX TOP 15 MUSIC VIDEOCASSETTES CHART IS BASED ON ACTUAL PIECES SOLD AT RETAIL STORES.

PD
Mike Opelka

PROGRAM
Hit Video U.S.A

MARKET
National

Video: Leaving Me Now
Artist: Level 42
Label: Polygram

ments:
"the music and visuals come together to produce an entertaining piece that
mustn't sacrifice artistic Integrity. A very good video."

h Box September 27, 1986
ROYAL ROCKERS—On June 20 of this year, HBO captured something rather unique for its network: the 10th anniversary celebration in support of the Prince’s Trust, a concert only royals could conjure. In October, the “live tape” event will be beamed out from the channel for the first time, giving viewers a glimpse of that royal couple and Prince Charles and Lady Diana, shaking, rattling and rolling at London’s Wembley Arena with the best of them. The acts who appeared were hand picked by the Prince himself, and if you thought Charley was stuffy, think again. Charley’s music of choice included Tina Turner, Mark Knopfler, Bryan Adams, Sting, Rod Stewart, Paul Young, Eric Clapton, George Michael, Paul McCartney, Phil Collins and Elton John, all of whom agreed to help support the Prince’s favorite charity, which is designed to benefit self-help organizations for British youth (aged 14 to 25). The hour-long HBO program first appears October 18, with subsequent screenings October 22, 26 and 30.

AWARD WINNER—The Warner Bros. Records Award in Music Video went to Cindy Lauper for her debut performance dressed as a cinematographer and choreographer Michelle Maher. Her troph? Access to state-of-the-art video facilities at The American Film Institute (site of the awards), where she’ll come up with a video for Warner Bros. artist Randy Travis. She’s achieved a project budget of $30,000 and words of advice from the pros at hand.

VIDEO JAZZ—Cab Calloway has been named spokesperson for the Jazz Classics series of video cassettes from Audiofidelity Enterprises Inc., which include rare archive footage of such legendary Calloway colleagues as Duke Ellington, Louis Armstrong, Fats Waller, Billie Holiday, Count Basie, Bessie Smith and many others. The cassettes are original 16mm films, transferred to video through state-of-the-art audio and digital video signal enhancers, and they sell for a suggested retail price of $19.95. Calloway’s job is to help promote these items, which he’ll do with a series of personal appearances and a tv commer-

FOIX’S SUGGESTED films, ers. Dukes, which Audiofidelity has been offering in conjunction with its videocassettes. Warner Home Video entered with Scare Me, a suspense drama directed by Mike Nichols, and it features famous celebrities as guest stars, including Whoopi Goldberg. Suggested retail is $39.95, HiFi VHS and Beta.

THE JANE TAPES—Jane Fonda’s video workout tapes are the hottest selling videos ever, and the actress was recently awarded accordingly. During the VSDA convention in Las Vegas, Jane Fonda’s New Video Workout was awarded “Most Popular Made For Home Video Product,” as selected by a write-in vote, plus “Most Popular Instructional “How To” Program.” She deadlocked for “Best Selling Video cassette” (sales only) with Paramount Home Video’s Beverly Hills Cop (gold damage, Jane), and Beverly Hills Cop walked off completely with the “Most Popular Current Video cassette” award. Fonda’s tapes reign supreme, primarily because of the way they sell. Her first one has sold in the millions, and she now has more VSDA awards than any other video artist.

Gregory Dobrin

THE RELEASE BEAT

Media Home Entertainment releases Santa Claus: The Movie to home video October 8. The film stars Dudley Moore, John Lithgow and David Huddleston. Suggested retail is $79.95, VHS and Beta. Paramount Home Video unveils John Hughes’ latest “comedy of age” Pretty in Pink, featuring rat packers Molly Ringwald and Andrew McCarthy. Suggested retail is $79.95, HiFi VHS and Beta. Karl Lorimar Home Video enters fall with Screamin’ Help, a suspense thriller directed at the Halloween market. The tape lists at $79.95, VHS and Beta. Pacific Arts Video offers Michael Nesmith’s Dr. Duck’s Super Secret All Purpose Sauce, a comedic hodge-podge featuring Nesmith and numerous guest talents, including Whoopi Goldberg. Suggested retail is $39.95, HiFi VHS and Beta.

the Summer of '86 is over. Eally.

It's no secret that the kids have gone to school, or that Labor Day weekend has been packed away in the closet, with another shoebox of party hats and streamers. And we're at that solstice time, or the nex, or whatever you call that thing that marks the end of Summer and the beginning of Fall. So there's no denying it longer; it's a thing of the past.

And what better way to kiss the summer goodbye than an all-out bash, a get- together, sing-it-out season? Like the Annual Harlan Howard Yard Bash? Last night was the third around for the yearly event (the for me) and judging by the size of crowd in the spacious BMI parking lot we can now consider a regular on Music City calendar.

Much of the credit for the success of party goes to the beer and the hot dogs, probably, but an awful lot goes to singers and songwriters who donate their musical talents to provide the king's entertainment. Such talents as John Prine, Bill Monroe, even songs like Hillbilly Eddy and Alex Harvey, Rosanne Cash and Eddie Rabbitt made an impressive array. (Speaking of Rabbitt, by the way, who is one of the sharpest of the newer generation, who I said, at least refer to him as a Nashville singer-songwriter "as uncommercial as uncommercial can be."

What high points for me? Seeing the few folks that I had seen since my Dick was a minnow — my old I'm boss Dick Heard, who's been singing lately for a producer for Enter- tainment Tonight; ex-record promoter Vicki Flood, who's managing one of their hot prospects, Sweetheart of Rodeo; NSAI's Mary Frances Night, who I've been promising to lunch for about 14 years now (is she trusting, or what?), writers Bill and Sharon Rice, and, of course, Minnie Others.

And now that it's over, what's left, besides wornout plastic beer cups and squeezed-up little mustard packages staining the asphalt yellow? Well, lots of good feeling, for one thing. And, for another thing, lots of bucks for some good causes.

At this moment, they're still counting receipts, so the exact figures aren't ready yet, but an educated guess says that the gross will round out somewhere real close to $36,000. After expenses, the net funds will be split in half by the Nashville Entertainment Association (NEA) and the Nashville Songwriter's Association (NSAI). A substantial portion then goes to the International Songwriters Foundation (ISF), (following all of these Initials so far?) which is the wing of the NSAI responsible for building the Songwriter's Hall of Fame.

Thank you, Harlan Howard, for being born so that Music Rowcanies a party to celebrate your birthday. And I hope you continue to have one every year. It's fun, it's lighthearted and it's uncommonly unofficial. As the Hawkins Street Block Party is sort of a free- hand marking of summer's high point, the Harlan Howard Birthday Bash puts the funk in it. It's done.

Just think, there won't be any more major blowouts until convention week......

Tom McIntee

CASH BOX COUNTRY ALBUMS

<table>
<thead>
<tr>
<th>Title, Artist, Label, Number, Distributor</th>
<th>W</th>
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</thead>
<tbody>
<tr>
<td>1 STORMS OF LIFE RANDY TRAVIS (Warner Bros. 25435)</td>
<td>16</td>
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<td>2 GEORGE STRAIT #7 (Capitol Records MCA 5706)</td>
<td>16</td>
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<td>3 MONTANA CANDY HANK WILLIAMS, JR. (Warner Bros./Curb 135412)</td>
<td>12</td>
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<td>4 GUITARS, CADILLACS, ETC., ETC. (Warner Bros. / Epic FE 40257)</td>
<td>41</td>
<td>4</td>
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<td>5 WHOEVER'S IN NEW ENGLAND MICK McGUIRE (MCA 5691)</td>
<td>29</td>
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<td>6 TWENTY YEARS OF DIRT THE NINTH GRITTY DIRT BAND (Warner Bros. 25803)</td>
<td>16</td>
<td>6</td>
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<td>7 BLACK &amp; WHITE JERRY FARRELL (Columbia FC 40383)</td>
<td>9</td>
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<td>8 ROCKIN' WITH THE RHYTHM THE EDDIES (Columbia/Curb AHI-1790)</td>
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<td>9 ALABAMA GREATEST HITS ALABAMA (Capitol AHI-7178)</td>
<td>11</td>
<td>8</td>
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<td>10 TELL IT LIKE IT USED TO BE T. G. HAMILTON (Curb-CAP 10219)</td>
<td>12</td>
<td>16</td>
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<td>11 A FRIEND IN CALIFORNIA MERLE HAGGARD (Epic FE 40266)</td>
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<td>27</td>
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<td>12 I WILL THE WOLF SURVIVE * WYLON JENNINGS (MCA 5681)</td>
<td>15</td>
<td>25</td>
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<td>13 LOST IN THE FIFTIES TONIGHT WILLIE NELSON (MCA 1794)</td>
<td>16</td>
<td>25</td>
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<td>14 RABBIT TRAX EDDIE RABBIT (Curb AHI-7041)</td>
<td>14</td>
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<td>15 CLASS OF '55 * WILLIE NELSON (Curb AHI-7047)</td>
<td>17</td>
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<td>16 FALLIN' FOR YOU FOR 10 YEARS CONWAY TWITTY (Warner Bros. 25468)</td>
<td>18</td>
<td>15</td>
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<td>17 FOUR FOR THE SHOW THE STLLERS (Mercury 825-782-1M-1)</td>
<td>13</td>
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<td>18 THE PROMISELAND WILLIE NELSON (Curb AHI-4037)</td>
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<td>19 AMERICA STEVE EARLE (MCA 5712)</td>
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<td>20 THE GIRLS NEXT DOOR GIRLS NEXT DOOR (MCA 25438)</td>
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<td>21 SWEETHEARTS OF THE RODEO SWEETHEARTS OF THE RODEO (Capitol C-6095)</td>
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<td>22 STRAIGHT TO THE HEART KENT McGEE (Warner Bros. 9-2545-1)</td>
<td>27</td>
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<tr>
<td>23 A MEMORY LIKE YOU JOHN SCHREIDER (MCA 5668)</td>
<td>21</td>
<td>33</td>
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<tr>
<td>24 PERFUME, RIBBONS &amp; PEARLS THE FORESTER SISTERS (Warner Bros. 25411-1)</td>
<td>19</td>
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HOT CUTS

Hank Williams Jr. — Mind Your Own Business — (Macon Cafe)
Randy Travis — Storms Of Life — (Storms Of Life)
Lionel Ritchie — Deep River Woman — (Dancing On The Ceiling)

Randy Travis — Reasons I Cheat — (Storms Of Life)
Lee Greenwood — Love Will Find Its Way To You — (Love Will Find Its Way To You)
Gary Morris — Plain Brown Wrapper — (Plain Brown Wrapper)
New Grass Revival — Sweet Release — (New Grass Revival)
Lee Greenwood — Morenin’ Ride — (Love Will Find Its Way To You)
Reba McEntire — You Can Take The Wings Off Me — (Whoever’s In New England)
Marie Osmond — Only Wanted You — (Only Wanted You)
Randy Travis — Send My Body — (Storms Of Life)
Barbara Mandrell — Moments — (Moments)
Randy Travis — My Heart Cracked (But It Did Not Break) — (Storms Of Life)
EITHER HE'S GOT YOU ALREADY OR HE'S GONNA GET YA NOW!

Presenting the finest album to date from Ricky Skaggs, the most influential country artist of this decade. The first single, "He's Gonna Get You Someday," has just shipped to radio. The album also includes "New Star Shining" with special guest James Taylor, "Artificial Heart," and "I Won't Let You Down," and is available in stores this week.

**MOST ADDED**

- Johnny Cash/Waylon Jennings
- The Statlers
- Wayne Massey
- James Ed Horn
- Ernie Bivens III
- Tracy Wilson
- Leon Everett
- Michael Anthony Freeman
- Sue Shppard
- Gene Embry
- James & Michael Younger
- Dave Plummer
- Joe Henderson
- Bobby Rich

**STRONG ADDS**

- Walk The Way The Wind Blows — Kathy Mattea — (Mercury)
- Fire At First Sight — The Kendalls — (MCA/Curb)
- Give Me Wings — Michael Johnson — (RCA)
- Stand On It — Mel McDaniels — (Capitol)
- Touch Me When We're Dancing — Alabama — (RCA)
- What You'll Do When I'm Gone — Waylon Jennings — (MCA)

**STATION ADDS**

- KICE — Bend — Auntie Nan
- Waylon Jennings
- Marty Haggard
- Con Hunley
- Pat Garrett
- Wayne Massey
- Lyle Lovett
- The O'Kanes
- Barbara Fairchild
- Glen Sutton
- Louise Mandrell
- Dark Horse: None

- WMTZ — Augusta — Dave Hensley
- Waylon Jennings
- The Kendalls
- Con Hunley
- Michael Johnson (Pick)
- Kathy Mattea
- B.J. Thomas
- Mel McDaniels
- New Grass Revival
- The Bellamy Brothers With The Forester Sisters

- KXJZ — Amarillo — Chris Taylor
- Marty Haggard
- The Bellamy Brothers With The Forester Sisters
- Tom T. Hall
- Glen Sutton
- Kathy Mattea

**HOT PHONES**

- Diggin' Up Bones — Randy Travis — (Warner Bros.)
- Both To Each Other (Friends and Lovers) — Eddie Rabbitt
- Juice Newton — (RCA)
- Guitars, Cadillacs — Dwight Yoakam — (Warner/Reprise)

At the Sound Of The Tone — John Schneider — (MCA)

You're Still New To Me — Marie Osmond with Paul Davis — (Capitol/Curb)

In Love — Ronnie Milsap — (RCA)

Guitar Town — Steve Earle — (MCA)

- WMLR — Hohenwald — Ron Dunn
- Tracy Wilson
- Ed Bruce and Lynn Anderson
- Ronnie McDowell
- George Jones
- Wayne Massey
- Connie Smith
- B.J. Thomas
- Gene Watson
- Con Hunley
- Kamala Prince
- Vern Gosdin
- The Statlers
- Mel McDaniels
- Betty Caron
- Ray Griff

- WSWN — Belle Glade — Simon
- George Jones
- T. Graham Brown
- Holly Dunn
- Anne Murray
- Ronnie McDowell
- Juice Newton

- KOLY — Mobridge — John A. Scavullo
- Galin Brothers
- Ed Bruce and Lynn Anderson
- Carman Westfall
- Dolly Parton
- Con Hunley
- Connie Smith
- George Strait
- Trace
- Senator
- Sawyer Brown with Joe Bonsall
- Gary Edwards
- Cheryl Hardin
- T. Scévola

- Dark Horse: None

- KRWQ — Gold Hill — Sam Dunn
- The Bellamy Brothers With The Forester Sisters (Pick)
- The Everly Brothers
- Waylon Jennings
- Jim and Jesse
- James & Michael Younger
- Roy Clark
- J.D. Martin
- The O'Kanes
- New Grass Revival
- B.J. Thomas
- Cal Smith
- The Kendalls
- Tonic Price
- Mayb Nutter
- Patsy Montana
- Bobby G. Rice
- Backroads
- Michael Johnson
- The Statlers
- Tom T. Hall
- Con Hunley
- Connie Smith
- Mel McDaniels

**NICE SHIRT** — WDZQ morning jock Grits England (left) and GM David Webb (right) presented Don Williams with a WDZQ jersey prior to his sold-out concert at Nashville North in Illinois.
**Feature Picks**

**NICOLETTE LARSON** (MCA MCA-52937) That's More About Love (Than I Wanted To Know) (3:45) [Hall Clement/Maplehill/Cross Keys/Tree — ASCAP/BMI] (D.Lee, B.McCill, B.Jones) (Producers: E.Gordy, Jr., J.Torres)

Nicolette has definitely headed down a country road with a strong release that's sure to smooth out the rusts. Looks like the former rocker has made a career decision.

**JUDY RODMAN** (MTM PB-72076) She Thinks That She'll Marry (3:26) (Uncle Artie/Sabal — ASCAP) (J.Rodman,D.Orenuler) (Producer: T.West)

You can hear echoes of Emmylou in this sadly beautiful story ballad.


Our good ole traditionalist turns into a honky tonk rocker! The steel and fiddle are still there, but they sure sound different surrounded by a reverberating electric lead.

**THE STATLER BROTHERS** (Mercury 888 042-7) Only You (2:55) (Hollis — BMI) (B.Ram/A.Rand) (Producer: J.Kennedy)

Yes, it's the "Only You" you remember, but with a more country swing and Statler oo-oo's in the background.

**KAYLEE ADAMS** (Warner Bros. 7 28567 A) I Can't Help The Way I Don't Feel (3:10) (Tree/O'Lyric — BMI) (M.Garvin, C.Waters, T.Shapiro) (Producer: B.Beckett)

Warner's new artist makes a clean entrance via this build-up ballad with a lyric twist.

**Album Releases**

**LEE GREENWOOD** (MCA MCA-5770) — Producer: J.Crutchfield

Not many skip-overs on Lee's newest. A sampling of the credits includes Dave Loggins and Troy Seals (writers), Steve Gibson and Mitch Hamphries (musicians) and Vince Gill, Judy Rodman and J.D. Martin (guess). Along side a couple of Greenwood-style big build-up ballads ("Didn't We," "From Now On") sits a quiet heart-smiler called "Look What We Made (When We Made Love)." For the same money you also get a wonderful uptempo bluesy number called "Silver Saxophone" (with Lee on sax), and "Heartbreak Radio," which could have 'em rockin' in the streets. (By the way, with Rosanne's "My Baby Thinks He's A Train" in mind, listen to "Little Red Caboose.")

**Country Reel Talk**

"CHAT: Dan Seals is having a year. In addition to receiving three nominations for the CMA Awards, his 'I'll Be Blue Anymore' album and single were both certified gold in Ia. And to top it all off, he and his Andi are expecting an addition to the family in December...There must be something in the air, because Eddie Rabbit and Jeanne are awaiting the arrival of a little bunny in October...While per- ing in concert in Atlanta recently, Joe ("I Miss You Already")'s car was stolen from in front of venue...MTM's Holly Dunn has invited over to Warner Brothers to duet with Michael Martin Mur- on his newest LP...Judy Rod- n's husband who has been lending hand or two as drummer of and recently...Kathy Mattea has ventured streak that was fed not ago when she was flown via heli- ter to the top of a mountain in West via for a video shoot...Kris Krist- fans may get a chance to see singer/songwriter in Nashville during october, and who knows, he may be talked into a rare Music City mance...In the old news category, Berry is sponsoring touring coun- s for the first time. The fes- tive include The Maine- Ans Band, Delbert McIn- Super Grit Cowboy Band, hernen and Mcguaff Lane. NTR RADIO: The syndicated entry Greene Brothers' Bon show is marking its 14-year co-host Jerry Clower in honor of his birthday Sept. 28. Independent recording artist Darlene Austin shows off some whoppers she caught on a fishing trip with her dad, Earl, during a recent visit back home. (Under interrogation, she admitted that he gets credit for a couple of the catfish.)

**NASHVILLE NEWS: Monterey Peninsula Artists, mostly known as a successful rock music booking agency, has added country acts to their roster and opened an office in Nashville...The Country Music Association will hold their annual membership meeting on Tuesday, Oct. 14 in the Roy Acuff Theatre at Opryland U.S.A. Celia Hill has been promoted to director of professional activities-Nashville of the Chappell/Intersong Music Group...Publicist Cynthia Spencer will head the new Forth Worth, TX branch office of Susan Hackney Associates. Valerie Hansen

**Features**

**we don't look at the independents today, where are the stars of tomorrow coming from? Thank you Cash Box making us aware of the stars of tomorrow.**

Chris Taylor
KIXZ, Amarillo

**AS GOOD—Whitesheep's mascot takes a hard listen to Kathy Mattea's LP "Walk the Wind Blows." He invited Paul Craft and Mattea into the studio as well. Whitesheep screen Gems has the rights on the LP's title cut, written by Tim O'Brien of Hot Rize.**

**Box** September 27, 1986

**Cypress Records**

Thanks, Radio, I Was "Waiting On You" And You Came Through!

Dave Plummer
Cypress CYP 8512

Promotion Barbara Glass, Cypress Records.
Bob Wilte Promotions (615) 865-5824

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**COUNTRY**

**REEL TALK**

"CHAT: Dan Seals is having a year. In addition to receiving three nominations for the CMA Awards, his 'I'll Be Blue Anymore' album and single were both certified gold in Ia. And to top it all off, he and his Andi are expecting an addition to the family in December...There must be something in the air, because Eddie Rabbit and Jeanne are awaiting the arrival of a little bunny in October...While per- ing in concert in Atlanta recently, Joe ("I Miss You Already")'s car was stolen from in front of venue...MTM's Holly Dunn has invited over to Warner Brothers to duet with Michael Martin Mur- on his newest LP...Judy Rod- n's husband who has been lending hand or two as drummer of and recently...Kathy Mattea has ventured streak that was fed not ago when she was flown via heli- ter to the top of a mountain in West via for a video shoot...Kris Krist- fans may get a chance to see singer/songwriter in Nashville during october, and who knows, he may be talked into a rare Music City mance...In the old news category, Berry is sponsoring touring coun- s for the first time. The fes- tive include The Maine- Ans Band, Delbert McIn- Super Grit Cowboy Band, hernen and Mcguaff Lane. NTR RADIO: The syndicated entry Greene Brothers' Bon show is marking its 14-year co-host Jerry Clower in honor of his birthday Sept. 28. Independent recording artist Darlene Austin shows off some whoppers she caught on a fishing trip with her dad, Earl, during a recent visit back home. (Under interrogation, she admitted that he gets credit for a couple of the catfish.)

**NASHVILLE NEWS: Monterey Peninsula Artists, mostly known as a successful rock music booking agency, has added country acts to their roster and opened an office in Nashville...The Country Music Association will hold their annual membership meeting on Tuesday, Oct. 14 in the Roy Acuff Theatre at Opryland U.S.A. Celia Hill has been promoted to director of professional activities-Nashville of the Chappell/Intersong Music Group...Publicist Cynthia Spencer will head the new Forth Worth, TX branch office of Susan Hackney Associates. Valerie Hansen

**Features**

**we don't look at the independents today, where are the stars of tomorrow coming from? Thank you Cash Box making us aware of the stars of tomorrow.**

Chris Taylor
KIXZ, Amarillo

**AS GOOD—Whitesheep's mascot takes a hard listen to Kathy Mattea's LP "Walk the Wind Blows." He invited Paul Craft and Mattea into the studio as well. Whitesheep screen Gems has the rights on the LP's title cut, written by Tim O'Brien of Hot Rize.**

**Box** September 27, 1986

**Cypress Records**

Thanks, Radio, I Was "Waiting On You" And You Came Through!

Dave Plummer
Cypress CYP 8512

Promotion Barbara Glass, Cypress Records.
Bob Wilte Promotions (615) 865-5824

---
“With a lot of good independent product available, the Cash Box indie chart is an excellent programming aid.”

Don Roberts
KFGO, Fargo

INDIE SPOTLIGHT

ADAM BAKER (Avista AV 8602)
Weren't You Listening (3:40) (Tree-BMI) (C.Waters/M.Garvin/T.Shapiro) (Producer: R.Oates)

It seems like a long time since Adam Baker topped the indies with "In Love With Her." Where has he been? Where has he been? He doesn't matter, he's back. And with another strong contender, too, as he sights on a return trip to the uppermost peak. Could that be Adam's on the eve of another one.

FEATURE PICKS


Nicoleet has definitely headed down a country road with a strong release to smooth out the nicks. Looks like the former rocker has made a conscious decision.

JUDY RODMAN (MTM PB-72076) She Thinks That She'll Marry (Uncle Artie/Sabal — ASCAP) (J.Rodman, D.Orender) (Producer: T.West)

You can hear echoes of Emmylou in this sadly beautiful story ballad.


Our good ole traditionalist turns into a honky tonk rockstar! The steel and fiddle are still there, but they sure sound different surrounded by a reverberating electric lead.

T.G. SHEPPARD (Columbia 38-06347) Half Past Forever (Till I'm Bl The Heart) (3:27) (Rick Hall — ASCAP) (Till) (Producer: L.Hall)

On the opposite end of the spectrum, T.G. comes out with a big, beautiful M.C. type love ballad.


Yes, it’s the "Only You" you remember, but with a more country swing.


Warner’s new artist makes a clean entrance via this build-up wall ballad with a twist.

OFF THE WALL

GEORGE CHAMBERS (Axbar AX 6045) Rosie Leaves A Ring Around The Tub (1:42) (Axbar Productions — BMI) (R.Knuth) (Producers: J.Scott G.Chambers)

Does Rosie really leave a ring around the tub? Well, George says so, and George never lies. At least we’ve never caught him at it. Anyway, if you’ve got a morning person, make sure this one is in the control room for him/her to enjoy some fun with. (But, is the world ready for it?)

INDIE LP REVIEWS

WHAT’S THAT?—Doug Dillard Band — (Flying Fish FF 377) — Producers: D. and R. Dillard

Although much of this album is cut along traditional lines, it also proves (once more) that bluegrass can reach a wider market than hard-core BG aficionados. It also proves that Ginger Hammond Boatwright is more than just another pretty voice—the girl can write, too. She shines on "If I Could Only Have Your Love." Her fellow vocalists/musicians, Doug Dillard, Roger Rasnake and David Grier, ain’t no slouches either. Lots of good "uns."
The "Sacred Vs. Secular" Debate

By Pam Mark Hall

In God finished creating Adam and Eve didn't tell them to sit on a rock four hours a day and sing praise. The first thing He told them to do multiply their offspring and to cultivate the land and divide the earth. King David magnified worship songs, but he asked in the field, got married, made his wife, had children, became king, economic, political and social decider and committed adultery. God did not the daily concerns or weaknesses of men from us in order to make them good or to protect His own reputation.

A songwriter, performer, and recordist who has wrestled with the "sacred secular" debate for the past ten years. I come to the conclusion that our definition of what qualifies as spiritually acceptable stems directly from our world view. A world view is not a theology or philosophy, but rather a perceptual frame-

Gospel LP Reviews

BILLY AND SARAH GAINES—Producer: J. Elliott

Concentrating on harmonies and lyrics, the husband and wife team of Billy and Sarah Gaines have blended their talents in a refreshing style on this debut LP. Billy's strong voice and her sweet one complement each other well. Billy co-wrote most of the songs on the album, which offers a range of songs from the almost Christmas-like hymn, "Glory In The Highest" to the up-tempo grabbers "He's Risen In Me" and "Turned My Mourning Into Dancing." A soft change of pace comes with "You Are Faithful," a love song to the Lord. And be sure not to miss Sarah's solo, "The Part That No One Sees."

IN HEAVEN'S EYES—Phill McHugh—First Vision—RO2303—Producer: G. Nelson

In the eyes of Heaven, Phill McHugh's material is no doubt a source of pride. His songs, lyrically poetic and brilliantly orchestrated (complete with imagery) convey a message that is hard to resist. Lyrics like these from "Where There Is Love," which he co-wrote with producer Greg Nelson, speak for themselves: "Where there is love, hope soars like an eagle. Where there is love, faces shine with the richness of gold.

SPIRIT—Alberita Walker—Recorded 7-01-50062-6—Producer: T. Cain

Jazzier traditionalist singer Alberita Walker has added a contemporary flavor to her faith-filled songs. "Still In The Spirit" and "Live The Word" will have you dancing with joy. And "Just Put Your Trust In God" and "I Shall See God" will put peace in your heart. Shirley Caesar drops in to help out on "Jesus Is Mine." Walker's pretty vocals just seem to get better with each album. Enjoy!

THE UNGUARDED TOUR IS FINALLY OVER...After 154 performances spanning 14 months, Amy Grant and her tour entourage are finally off the road for awhile. According to Grant's management team, Blanton and Harrell, the average audience size of each concert was 6500, and the largest ticketed concert was a sell-out forum in Los Angeles, which had an audience of over 17,000. This fall Grant will be working on a Christmas special for NBC, and on her next recording for A&M...ON TOUR: Michael W. Smith will be in Canada through Sept. 30. and Sandi Patti appears in Fargo, North Dakota Sept. 25, Lincoln, Nebraska Sept. 26 and Denver, Colorado Sept. 27...OVERSEAS: Scott Wesley Brown returned from the Soviet Union after a successful tour there...Morgan Cryer's "Pray in the U.S.A." video crew went behind the iron curtain to film the plight of Eastern Europeans who are facing great danger in order to produce and distribute Bibles in the area of the world...NEW BOOKING AGENCY: Herman and Ed Harper, formerly with Don Light Talent, have formed Harper and Associates. They book mostly Southern Gospel groups and can be reached at their Nashville office at (615) 329-4816. TRADITIONAL NEWS: The Atlanta International Record Company Inc. (AIRC) has bought the Pearl/Gospel Label. AIR will manufacture and distribute Pearl/Gospel's product and will carry their catalog. 35 acts including Douglass Miller and Timothy Wright.

Amy Lavelle

O SPANS THE GLOBE—Star Song recording artist Morgan Cryer filmed a portion of a video, "Pray in the U.S.A." on the steps of the Lincoln Memorial in Washington, D.C., going to Eastern Europe for 10 days of location shooting there. Shown here with Morgan is Sam Taylor.

Gospel Bits

Box September 27, 1986
McFerrin (continued from page 10)

boat, and to turn his chest into a percussion instrument; that he is one of the warmest, funniest, most enjoyable musical performers currently working. I can repeat a remark that I made here two years ago—"Calling Bobby McFerrin a singer is like calling the Grand Canyon a hole"—but it isn't going to help. You must hear—preferably see—hear-Bobby McFerrin to know exactly what I'm talking about.

Bobby McFerrin is the son of a pair of singers—his father, Robert McFerrin, is an opera singer, best known for dubbing the singing voice of Sidney Poitier in Porgy and Bess—and he began his musical career about ten years ago, when he first started working as a pianist/singer in cocktail lounges. He didn't think of himself as a singer—he thought of himself as a less-than-competent pianist—until one specific moment.

"It was very clear at that moment," he says. "It came out of a period of a lot of soul searching and a lot of inner questions I had about what I was going to do. And at a moment of clarity, my inner voice was able to get through and say, "Well, you're a singer—be a singer." As simple as that. And so since then I've tried to play closer attention to that voice, the voice of my intuition."

Bobby McFerrin began his vocal expressions at that time—singing standards and contemporary-standards (tunes by the Beatles, Van Morrison, Jackson Browne, etc.) in piano bars, but giving them new twists, feeling around with his voice for something different. He spent some time in New Orleans, playing with, and learning from, some of the finer local jazz talent in the Crescent City before moving to San Francisco, where he was heard, and hired, by Jon Hendricks, whose group, Jon Hendricks & Company, had picked up where Lambert, Hendricks & Ross had left off in the field of vocalese.

"At that time, he says, "I pretty much had an image of myself as a singer and as a soloist, but I was also aware that in order to get to this place, I had to go through a process, there were some stairs I had to climb."

Bobby McFerrin climbed those stairs—getting rave reviews from the jazz press; recording his eclectic debut LP for Elektra/Musician, an album that mainly cast McFerrin as another Al Jarreau; touring Europe with the jazz band of Von and Chico Freeman.

"Then when it was time to do the next album, I struggled. Because the record company pretty much saw me as a potentially new kind of Al Jarreau and I was getting a lot of pressure from them to follow the first album up with something a little more pop-oriented, with danceable tunes and stuff like that, so I left myself open to that possibility—I thought I'd at least try it out. So we found a producer down in Los Angeles, I moved my family down there from San Francisco—I was there for two weeks and knew that I didn't want to go in that direction. So I found myself in New York, I went into Bruce Lundvall's office [at that time, president of Elektra] and he said, "Bobby, you know me, and Linda [Goldstein-McFerrin’s manager]

(continued on page 34)
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A WRITER'S SHOW — You Write The Songs, hosted by Tony/Emmy award winner Ben
Veen captures this fall and puts the spotlight on songwriters from across the country. Pictured
here (l-r) are: Ron Anton, vice president, BMI West Coast; Tom Snow, BMI writer; Doreen Ringel,
executive motion picture/TV relations, Veen, host; Joey Carbone, music director; and Sam
Bodeker, producer.
McFerrin (continued from page 32)

are trying to figure out what you should do next. And I said, ‘Bruce, I want to do a solo album. The spirit was with me.’

So there you have it. After initial resistance—strong resistance—Bruce Lundvall, who has a reputation for being sensitive to the needs of his artists, gave in. That’s all there is to it—McFerrin went off on a solo tour of Europe (a tour where half the bookings were cancelled when the promoters learned of Bobby’s intention to sing a cappella) and returned with “The Voice,” one of the best albums of 1984. When Bruce Lundvall went over to Blue Note, McFerrin went with him—‘Spontaneous Inventions’ (which will soon be available as a home video) is the new album, and on it McFerrin sings solo and with such guests as Wayne Shorter and Herbie Hancock. It is one of the best albums of 1986.

I don’t want you to get the impression that Bobby McFerrin only sings solo (did you get a hold of that album yet?). He does vocal summits, workshops and clinics, sings on the Round Midnight soundtrack, sings on the Manhattan Transfer’s last album (for which he won a Grammy), works sometimes in Europe with George Crouch, does all kinds of things, yeah, that’s him doing that Levi 501 commercial), but it’s as a soloist—whether spontaneously inventing or improvising on a Beatles tune (“From Me To You” on the new album)—that his art shines the brightest.

“I think that the true musician’s goal, my goal, is to bring light into people’s hearts. I think that’s what all real true art should do—enlighten people, enlighten their souls. I’m singing from that place and I hope that I’m directing that energy to the place in people’s hearts. I think that’s why I’m here; I think that’s why we’re all here in one way or another—to feed each other, to feed each other light and truth and love and all those things. We need that. If I can bring joy into the world, if I can get people to stop thinking about their pain for a moment, or the fact that tomorrow morning they’re going to get up and tell their boss off or write this nasty note to their girlfriend or something, if I can delay that for a moment and bring a little joy into that spot and help them to see things a little bit differently, then I’ll be successful.”

If you don’t believe the sincerity of that, then you haven’t heard Bobby McFerrin. What are you waiting for?

Alleged Counterfeit Cassette Seized In Washington, Utah

NEW YORK—Over 14,000 alleged counterfeit cassettes were seized at five different locations in the Yakima, Washington area on Aug. 29, the first such action ever in the state of Washington. Cassettes were seized from Valley Merchant in Wapato, Evergreen Jeans in Toppenish, V.I.P. Mart in Grandview, Prosser Sportswear and Electronics in Prosser, and Yoste’s in Sunnyside. Investigation into the case continues.

In an unrelated case, the FBI, assisted by RIAA antipiracy personnel, seized 1,200 alleged counterfeit tapes at a booth at the Utah State Fair in Salt City on Sept. 12. Leo Val Quezada and M. Cannon, the manager and owner, respectively—who also operate non Imports in Sandy, Utah—were initially selling counterfeit tapes at $4 per tape. No arrests were made at the time, the first in the state of Utah that inspection also continues.

MOODY LUCIA—Latin American singer/actress Lucia Mendez visited with members of the Moody Blues backstage at the Universal Amphitheatre prior to the Moody’s recent L.A. performance there. Harmonizing with Mendez are Moody Blues members Justin Hayward (l) and John Lodge.

MAZE LIVE IN L.A. — Capitol recording artists Maze featuring Frankie Beverly celebrated their return to the Los Angeles Universal Amphitheatre recently in support of their latest album “Live In L.A.” Three sides of the double LP were recorded at the Amphitheatre last year. Pictured backstage with the band (l-r) are: Ronnie Jones, Capitol’s VP; promotion; Black Product; Beverly, Walter Lee, senior vice president, promotion, Capitol; Howard Geiger, Capitol’s national director, Black Music promotion; and Wayne Edwards, Capitol’s VP; Black A&R.

BIG COUNTRY, BIG CITY—Mercury/PolyGram recording group Big Country was graces after their recent Pier 34 show. Pictured (l-r) Stuart Adamson and Bruce Worts, Country; Ian Grant, Grant/Edwards Mgmt; Mark Rzeczcki and Toy Butler of Big Country Jamieson, exec vp, marketing and sales; Dick Asher, pres and CEO, PolyGram.

“Million Airs” (continued from page 4)


NOWELS SIGNS WITH SCREEN GEMS/COLGEMS/EMI MUSIC—Songwriter producer Rick Nowels has signed an exclusive worldwide co-publishing agreement with EMI Music (ASCAP). Pictured at the signing in Los Angeles are (from left) seated: Lippman, Nowels’ manager; Nowels; and Screen Gems president Fred Wilms. Standing: David Landsu, Screen Gems’ creative manager, motion pictures and television, Terry Lu- Michael Lippman Inc.; Eric Greenspan, Nowels’ attorney; Judy Stake, Screen Gem professional manager, West Coast; and Stan Winston, Screen Gems director of legal as-
DEBUT — CBS Records execs greeted John Eddie after as recent Ritz concert. Pictured (l-r): Rappaport, vp album promotion; Joe McEwen, a&r; Bob Sherwood, sr vp marketing; Al Toller, pres.; Eddie; Mickey Eichner, sr vp a&r; Phil Sandhaus, market's devel.

CRYSAL IN TOTO — CBS recording group Toto has become the 20th recipient of the Crystal Globe award signifying sales of five million album/tape units outside their artist's home territory. Pictured (l-r): Toto's David Paich; co-mgr. Mark Hartley; Boney Freidus, sr vp, CBS Records Int'l; Toto's Steve Lukather, Joseph Williams, Jeff Porcaro, Steve Porcaro, Michael Porcaro; co mgr Larry Fitzgerald.

WITOUT PEER — Larry Gottlieb, Marc Blattie, and John Carney, co-authors of "Hands Across America," were presented the 1986 Ralph S. Peur Award for creative excellence. Pictured (l-r): Marty Regol, exe dir of USA for Africa/Hands Across America; Blattie and Blattie; Ralph Peer II, president of Peer Southern Organization; Ken Kragen, pres. of USA for Africa/Hands Across America; Allan Topper, dir of creative services, Peer Southern Organization.

### Executives (continued from page 6)

Three appointed at Arista Three new district managers will join Arista. Connie Johnson, who worked for Arista in the Southeast region, will be R&B district manager for the Northeast. Roland Lewis will cover the Southeast region. Prior to now, Lewis was in independent promotion. Al J. Wallace has been named district manager for the Southwest region. Wallace comes from WXOR radio in Baton Rouge, where he has operations manager and prior to that, program director.

Clifford, Caplan New Directors Patrick Clifford and Michael Caplan have been appointed directors of talent acquisition, East Coast, Epic/Portrait Records, as announced by Frank Rand, vice president, national A&R. Clifford will be involved in all aspects of artists and repertoire activities for both labels. He was most recently director of talent acquisition for the West Coast. Clifford was associated with Nemperor Records from 1978 to 1984 and was previously with Cash Box magazine. Caplan will be responsible for signing and developing new talent as well as working with established artists on the Epic/Portrait rosters. Caplan most recently associate director for national album promotion for Epic/Portrait/CBS associated labels, and prior to that worked in promotion for E/P/A as well as merchandising for PolyGram.

Hoffman New General Counsel Daniel Hoffman has been appointed vice president and general counsel for RCA/Ariola, according to Elliot Goldman, president and CEO. Hoffman will provide legal direction and advice for all aspects of the operations of RCA/Ariola, here and abroad as well as directing the company's headquarters law department and supervise all domestic and international outside counsel. Prior to joining RCA/Ariola, Hoffman was a partner in the LA entertainment law firm of Ziffren, Brittenham and Branca where he served since 1984. He participated in the representation of Michael Jackson, Stevie Nicks and The Beach Boys.
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AGENDA

Day 1—DISCOVERY
Halloween, Friday, October 31

KEYNOTE ADDRESS
FROM THE TURF TO THE TOP—A CASE STUDY
NEW ARTISTS AND:
- Independent Record Labels
- Music Publishing
- International Licensing
- The Underground Concert Circuit
- College Radio
- Management
- Underground Networking
- Fanzines And Local Press
- New Technology
- A&R

Genre Workshops—The Development Of:
- Metal
- Rhythm
- Folk
- Jazz
- Reggae
- Country

Evening:
- First-Ever “Scary Monsters” Halloween Costume Ball & Showcase
- Plus Club Weekend in NYC & Record Company Suites

Day 2—DEVELOPMENT & MARKETING
Saturday, November 1

NEW ARTISTS AND:
- Major Record Labels
- Progressive Album Radio
- The College Radio Audience
- Indie Distribution
- CHR Radio
- The Video Medium
- The Retail Connection
- Visual Marketing
- Music Journalism

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Evening:
- The 1986 New Music Awards

(Program subject to change)

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The 1986 New Music Awards
October 30-November 2, The Roosevelt Hotel, New York City

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$150 ($115 before Sept. 30) regular $85 ($75 before Sept. 30) student ( ) Check ( ) Money Order

(Indicates entrance to all Marathon events including College Day and Metal Marathon. Please attach list with delegate names.)

(New Music Awards tickets available on a first-come first-served basis at the convention.)

Check must accompany registration form or provide the following credit card information:

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Mail to: CMJ Music Marathon, 830 Willis Avenue, Albertson, NY 11507.

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CHICAGO—With his recent appointment as vice president, engineering for the Coin-Op Division of Bally Midway Manufacturing, David L. Poole assumed threefold responsibility for the design, development and production of Bally Midway's coin-operated video and pinball products, the health/fitness and exercise equipment products of the company's Fitness Products Division (designer of the "Lifestyles"), and the engineering and manufacturing support for electronic games designed by Bally Sente, Inc. Poole reports to Maury Ferchen, president of the Coin-Op Division and Bally Midway Manufacturing, and is based at the Midway facility in Franklin Park, Illinois.

Poole joined Bally from Data Specialties, Inc. (Northbrook, IL), a manufacturer of bar coding equipment where he was director of New Products/Research and Development. He previously served as vice president of engineering at Nuvatec, Inc. (Downers Grove, IL), and for three years held that same position at Taito Americas. His introduction to the games industry was with Williams Electronics, where he led the development of their first pinball system. Poole began his engineering career in 1969 with Motorola.

Expressing enthusiasm about his return to the electronic games industry, Poole stated, "I'm glad to be back at a time of recovery and am very excited about the games we have underway. I also like the opportunity to do something in a very different business area—like health and fitness."

**Court Rules For Arachnid In Patent Infringement Suit**

IDEA and Mr. and Mrs. DeValle appealed the jury verdict, but were rebuffed by the Federal Circuit's decision which stated in part that the "jury's factual findings are adequately supported by substantial evidence, and we conclude that the District Court's legal rulings with respect to validity and infringement were correct." The Federal Court also affirmed the District Court's earlier entry of a preliminary injunction against the manufacture, sale or distribution of IDEA products which were redesigned after the jury verdict.

**Arachnid is seeking better than two million dollars in damages.**

As noted by Arachnid officials, the ruling also clears the way for trial dates to be set against other defendants believed to be currently infringing on Arachnid's patents. The other defendants, according to the company, include Nomac, Merit Industries, and various distributors and operators.

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**Around The Route**

By Camille Compassio

A just signed a licensing agreement manufactured of their noted pool table, England, to secure the UK market in the European continent. More details will be given in the near future on this exciting new product. Mr. Compassio was interviewed by the editor during a recent trip to the UK.

**Atari's 'Championship Sprint'**

O- Atari Games Corporation has released a new System II "Champion-" driving game which is available in both a single-player and a multiplayer version. The game employs the multi-functional, buy-in features that have been incorporated in their latest successes. The game encourages players to race, non-stop for five full rounds on this circuit. The addition of five full race tracks to the game a broad new experi- ence for the first time.

"Sprint" is a race of eight, which are players' favorites from Q World Super Sprint. The Championship Sprint accommodates two players who can compete against each other and against the computercontrolled cars in a high-intensity race to- gether. As long as players beat the computercontrolled cars, they get to continue competing on a new track. Losing a stay in the game by adding an automatic car" concept on Championship Sprint is what makes players want to race this add-a-car feature. Players compete to collect gold bars which randomly appear on the lane wipers. In the game's fastest Super Sprint, players will earn merchandise with "faster recovery" which speeds up crash recovery. The game's highest five levels of each feature for a total of 20 custom cars can be used in the add-a-car feature, will keep any custom car features in the final levels of the game.

Championship Sprint also gives a new ex- treme challenge to skillful players the "best lap time" on any level available top lap time, best lap number and display in the world shown at the end of each race. The racing format is a proven method to attract exceptional players, and the earnings are high," stated Atari's marketing direc- tor Mary Fujiwara. "We found that the majority of play on Super Sprint is with one or two players, and as we expected, collections on Championship Sprint are comparable to that of the high levels of Super Sprint, par- ticularly in street locations. In fact, the player the Super Sprint' action is so strong that when a Championship Sprint is placed in the same location that already has a Su- per Sprint, earnings on both games are in the top rank of the location."

Shipment of the new model began in September. The System II game kits consist of a set of 25 program ROMs, a fully-assem- bled control panel with two steering wheels, an attract decal and a foot pedal assembly.

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**LET'S PLAY IT**—Jazz guitarist George Benson makes a compact disc musical selection on Seeburg's new "LaserMusic" compact disc jukebox, with help from George Currie (II), vice president, Sony Pro Audio, and Ed Blankenbecker, chairman, Seeburg Phonograph Corp. Laser Music, which uses a Sony-manufactured, 60-disc CD changer, can offer up to 1,000 or more musical selections and features removable compact disc trays for quick program changes. The Seeburg compact disc jukebox had its official New York unveiling recently at the city's Be Bog Cafe.
Bally's 'Special Force' Pin

Latest entry in "The Next Trend" line of pinballs from Bally Midway is 'Special Force,' which expands on the popular hostage-rescue combat theme. All of the thrills and suspense of this daring experience are contained in the play environment and audio-visual accompaniment.

Players are immediately intrigued by the unique multi-ramps playfield with its jungle road, helicopter funnel ramp and hut shaped thumper bumper caps, as well as realistic sound effects ranging from crashing explosions to chirping crickets.

As the game begins, the player is awarded two rockets which can be fired by independent buttons to destroy enemy tanks (drop targets) without using the ball. These two yellow buttons are located on either side of the cabinet, just below the white flipper buttons. Various skill shots earn additional rockets and bombs.

As the fast-paced action continues, players discover that one or two balls can be taken hostage. Using their rockets as well as bombs from the helicopter, players go into their attack to free the hostages and when they succeed the game goes into exciting multiball play permitting the score to advance up to 2,000,000 bonus points.

"Special Force seems to captivate everyone who plays it," commented Steve Blattspieler, Bally Midway vice president of sales. "It offers action, sound, flashing lights and skill level excitement to the novice and a variety of skill shots to challenge the expert."

Record Vending Machine Production Reported For 1985

CHICAGO — Factory shipment of new merchandise vending machines reached a record high of $429,518,000 last year, which is up eight percent from the $394,381,000 of 1984. The number of machines shipped also increased to 561,177 from 528,177, making it the fourth highest total in the past 18 years.

This data was announced by the National Automatic Merchandising Assn. (NAMA), based on the annual U.S. Bureau of the Census research on which NAMA helps to underwrite.

Vending machines for beverages shipped by manufacturers rose 11 percent to $291,613,000, with soft drink can and bottle vendors advancing to $290,564,000 from $297,691,000 in 1984. Figures for the shipment of cup soft drink machines were not included.

The shipment of fresh-brew hot beverage machines was up to 10,960 units from 9,331 in 1984, while freeze-dried and liquid product machine shipments were down slightly from 4,979 in 1984 to 4,208 last year.

The number of glassfront (bagged snack, chip and confection) machines advanced to 36,681 from 32,919 in 1984 and the value of these machines contributed substantially to the above total of foods and confections ($64,801,000) in 1985, up from $49,757,000.

The production of cigarette vending machines showed a continued pattern of decline established in recent years. A total of 7,488 such machines was shipped, compared with 9,105 in 1984.

The report covers data from 45 different manufacturers, of which 20 produced miscellaneous types of vending for newspapers, cosmetics, sundries, school supplies, etc. This category accounted for nearly one third of the machines shipped but only under five percent of the total dollar value.

Taito's 'Alcon' Kit

CHICAGO — An out of this world combat experience highlights the new 'Alcon' kit in release from Taito Americas Corp. As described by company president Paul Moriarty, "Alcon is to the table top what 'Doomsday' is to the world starring: A giant brain attacks to conquer our world and just one lone pilot must stand and fight! It’s the stuff of big adventure -- and big profits!"

The game concept calls for the player to think fast in order to pick up stars which are formed when certain enemies are destroyed so that a build up of various weaponry can be established for the battle to come. Weaponry ranges from long-range lasers and homing missiles to invisible shields.

Realistic graphics and sound effects add to the excitement and provide an authentic battle flavor.

The Alcon deluxe kit converts any existing table with monitor and game and includes PC board, control stickers, buttons, FCC/cage, PCB mounting brackets and joystick. Further information about the new kit may be obtained through factory distributors or by contacting Taito America at 660 S. Wheeling Road, Wheeling. IL 60090.

Premier's 'Genesis'

Fresh on the heels of their summer smash, "Hollywood Heat," Premier Technology has introduced their latest pinball machine, "Genesis."

The look and theme of 'Genesis' presents a unique combination of lights, sound and science fiction. The interactive play between ramps, drop targets and vari-targets creates the excitement and challenge demanded by today's players.

The 'Genesis' cabinet, with its dramatic backglass illustrations together with a playfield that abounds in heated scoring action and skill shots, serve to further enhance the appeal of the new model.

The game's music was composed by Dave Zabinski who is now in the process of composing the music for an upcoming motion picture release. 'Genesis' can be seen at factory distributor showrooms. Further information may be obtained by contacting Premier Technology at 759 Industrial Drive, Bensenville, IL 60106.

What To Do With Your Old Videos

By Doc English

In our never ending quest to discover money making tips, we asked operators the following question: What do you do with your forgotten, black and white videos, the ones congesting the garage, next to all other valuable artifacts as the lawn mower with a broken blade and granpy's high school yearbook? The suggestions forthwith.

1. Convert them. Some operators like the sturdy cabinets of the venerable black and white so they pop in a color monitor, not dissuaded by the additional expense, and a kit, repaint, and are ready to go again. It's put back on location, nearly again as new.

2. Sell them. Most distributors won't take black and whites on trade, but the private use, home market still exists. Advertise in your local newspaper or in the locations where you maintain cabinets. Some operators put "This game for sale. See manager" or "Own your favorite video" signs on certain machines.

3. Rent them. Again, take an ad. Some people like to spice up a party -- birthday, graduation, or barbecue by renting a game or two to amuse and occupy kids of all ages.

4. Donate them. Outdated videos make useful tax deductions. Offer them to charitable auctions, flea markets, fund raisers, and bazaars.

5. Have a garage/warehouse sale. Maybe you can get rid of the lawn mower and granpy's album, too.

6. Nostalgia corner. In an arcade, a Space Invaders among the latest torrid videos is just a tired Space Invaders, but in its own personalized, specialized, isolated alcove, with Asteroids, Sea Wolf, Space Wars, and Star Castle, it's revitalized. Well, somewhat. It's nostalgia. Some older players grew up with these classic machines and feel more comfortable with them than current models.

How about a contest or a tournament? Both arcade and street operators can benefit from this suggestion. One operator runs a contest on his old black and whites. He tells his patrons high score on that game for the month wins the game. This soups up collections.

Variation -- use the reliable bowling scorecard. For every play on the game fill in a space with the player's name. When the card is filled, uncover the seal for dom winner. You can pre-determine number of spaces and, therefore, come of the game.

Have a tournament. Why run your stronger machines, the C Hang Ons, Bari Warriors, that all heavy play? They don't need first tournament on your weaker most black and whites specifically to, no revenue.

If these suggestions or any of your personal favorites fail, then you can, as one operator does. He retires videos by marching them to the taking a mean sledgerhame to up, and, finally, turning them into bonfire. He photographs it all for deduction. After all, you need proof of tax deduction so much (Ed. note. If you have any such other than the aforementioned, submit them, together with your name and your name of your company to: Cashbox Corp., 61 Ave., Cicero, IL 60650.)

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