THE RECORD'S GOT A BULLET

SO WHAT!

Lots of records have bullets, but the simple fact of a bullet tells you very little about the records' value to your marketplace, your target audience, your ratings!

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Whatever your format, whatever your goals, you need a publication that gives the complete view of records that you are considering. The only publication that can give you all the information on programming your station is Radio Report.

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TOP POP DEBUTS

SINGLES
83 (You Gotta) FIGHT FOR YOUR RIGHT (To Party) — Beastie Boys — Def Jam/Columbia

ALBUMS
85 ROBBIE NEVIL — Manhatan/EMI

POP SINGLE
#1 WALK LIKE AN EGYPTIAN
Bangles Columbia

B/C SINGLE
#1 LOVE YOU DOWN
Ready For The World MCA

COUNTRY SINGLE
#1 MIND YOUR OWN BUSINESS
Hank Williams Jr. Warner Bros./Curb

JAZZ
#1 TUTU
Miles Davis Warner Bros.

COMPACT DISC
#1 BRUCE SPRINGSTEEN & THE E STREET BAND LIVE/1975-85 Columbia

WINNER’S CIRCLE
Cash Box research from both radio and retail activity indicates the following record exhibits Top Ten potential.

TOP POP ALBUM
#1 BRUCE SPRINGSTEEN & THE E STREET BAND LIVE/1975-85 Columbia

B/C ALBUM
#1 JUST LIKE THE FIRST TIME
Freddie Jackson Capitol

COUNTRY ALBUM
#1 THE TOUCH
Alabama RCA

MUSIC VIDEO
#1 THE WAY IT IS
Bruce Hornsby & The Range RCA

12” SINGLE
#1 SHAKE YOU DOWN
Gregory Abbott Columbia

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CASH BOX TOP 100 SINGLES

December 20

Title | Artist, Label, Number | Producer (Songwriter)
--- | --- | ---
1. | 50 EYES | WINNER'S FALL
2. | 57 44 | GOTTA JAM.
3. | 9 90 | JAM, F.T.S.
4. | 71 14 | MADONNA
5. | 113 13 | BILLY JOEL
6. | 116 12 | THE CAMEO GENESIS
7. | 37 10 | B. A. H.
8. | 44 8 | S. H. N. D.
9. | 54 6 | R. E. S. O.
10. | 61 6 | D. M. J. L.

**W** | **L** | **O**
--- | --- | ---
1. | 32 17 | "YOU'LL BE OVER"
2. | 56 4 | "LOVE YOU DOWN"
3. | 26 9 | "LIVE TO SHINE"
4. | 34 4 | "I'M NOT ALRIGHT WITHOUT YOU"
5. | 43 19 | "I'LL BE ALRIGHT WITHOUT YOU"
6. | 43 19 | "I'LL BE ALRIGHT WITHOUT YOU"
7. | 43 19 | "I'LL BE ALRIGHT WITHOUT YOU"
8. | 43 19 | "I'LL BE ALRIGHT WITHOUT YOU"
9. | 18 6 | "LIVE TO SHINE"
10. | 18 6 | "LIVE TO SHINE"

ALPHABETICAL LISTING ON INSIDE BACK COVER
Smith Rumored To Assume Top Job At EMI Music

By Stephen Padgett

LOS ANGELES—According to unconfirmed reports, Joe Smith, recently named to the position of president, National Academy of Recording Arts and Sciences, will be named president and chief operating officer of EMI Music, North America. In July, an announcement by Bhaskar Menon, chairman and chief executive of EMI Music Worldwide (Cash Box, 7/26), indicated that Mr. Menon would be relinquishing his position as head of American operations to concentrate more on the restructuring of EMI Music Worldwide. A total of 14 executives were given new titles and responsibilities in the restructuring, which has been ongoing since September. It was reported that Menon’s successor would be named prior to the first of the year.

In addition, it is also rumored that David Bermann, vice president, Business Affairs, Warner Bros. Records, will assume the position of executive vice president of EMI Music North America.

EMI Music spokesperson Sue Satriano would not confirm or deny these reports and asked that a statement would be forthcoming. At press time, none of the principals were available for comment.

The Smith and Bermann appointments will not effect the operating personnel of EMI Music’s American companies, Capitol, EMI America and Manhattan/Blue Note. Don Zimmerman, president of Capitol Records, Jim Mazza, president of EMI America and Bruce Lundvall, president of Manhattan/Blue Note will continue in their present capacities.

Virgin Sets Distribution Deal With Atlantic/WEA

By Paul Iorio

NEW YORK — As expected, Virgin Records has signed a manufacturing and distribution deal with Atlantic Records/WEA Corporation. As part of this new agreement, Virgin will be responsible for all marketing and promotional functions. It will also maintain its own promotion field staff, headed by Phil Quar-tararo, vice president of promotion.

In a prepared statement, Virgin Records managing directors Jeff Ayeroff and Jordan Harris said: “Each of us has a longstanding history with the WEA family, and consider it the best distribution system in the United States. We look forward to releasing Virgin worldwide acts as well as developing an American roster which we feel complements and enhances the strengths of the WEA system.”

Virgin Records vice chairman Shadon Vogel commented: “We are very pleased to welcome Virgin Records back into the Atlantic family. We have the greatest admiration for the entire Virgin organization, a label marked from its inception by innovation and creativity. Atlantic is proud to be part of Virgin’s new American venture, and we look forward to a fruitful relationship.”

Virgin Records’ first release via this new agreement will be the Ennio Morricone original soundtrack for the Warner Bros. film The Mission.

Songwriters Strut Their Stuff At 2nd Annual NAS Salute

By Brian Kassan

LOS ANGELES — Some two-dozen songwriters performed some of their most memorable compositions to a packed house for the National Academy of Songwriters second annual “Salute to the American song writer” at the Beverly Theater last week.

The crowd included the industry’s most notable songwriters, whose works are familiar to countless hit songs and albums. Among the highlights were Bob Dorough’s “Bamboo,” Harry Nilsson’s “Cruisin’,” and Loretta Lynn’s “Coal Miner’s Daughter.”

Consisting of two acts, this show was a opportunity for a rare glimpse of the writers who create the hits whose names only appear on the credits, performing their pieces with their own vision. Most accompanied themselves on piano, some enlisting the help of an eight-piece back-up band. Many of the participants gave personal stories and anecdotes about how and where they wrote their songs. Whether they wrote the lyrics (continued on page 7)
Garland Leaves MTV To Join Pittman Company

LOS ANGELES – MTV Networks’ senior vp for music programming, Les Garland has decided to leave the firm before the year-end. He will leave MTV joining Pittman in his new venture, funded by RCA. The new entertainment company is expected to release a record label and possibly develop a television program. Garland, formerly with A&M Records, and Pittman both have broadcasting background.

Pirate CDs Flood European Market

LONDON – The British Phonographic Industry and the International Federation of Phonogram and VideoGram Producers were outraged to learn that a small company is taking advantage of a loophole in Danish copyright law to exploit copyright owners in other countries.

All Round Trading, via their Card Exclusive imprint, are manufacturing CDs of vintage rock albums such as Elvis Presley and Cliff Richard. The copyright on these recordings has expired in Denmark, only protected for 25 years. The law has been amended to give longer protection, but it does not apply to recordings which had come out of copyright under the old law.

The CDs have been exported to other European Economic Community countries such as the United Kingdom, Germany and the Netherlands, to the dismay of the original copyright owners, who include EMI and RCA.

For provisions to trade among the EEC have made it difficult to stop All Round Trading from distributing the pirated recordings once they have hit the market in another country. In this case, the IFPI do not believe that the EEC trade provisions do not apply. Patric Baziuk, BPI legal advisor, stated, “A dealer who sells these discs, or any other who brings them in will be liable to an act of legal action. So far the dealer has only been the first wave of about 8,000 CDs. There are others who have been helpful, and they have been drawn from sale.”

According to the BPI and the Card Exclusive CDs look like a compact disc, packed in a stand-alone box. The titles so far under scrutiny are “The Best Of Cliff Richard,” “On Top With Elvis Presley,” “Presley...Till The End,” and “The Best Of Fats Domino.” The sound quality of the CDs is poor, but the artwork is clearly done, and the recordings are taken directly from vinyl discs themselves.

This matter,” Isherwood added, “highlights the urgent need for a harmonization within the EEC.

Grammar Ballots Sent

LOS ANGELES – NARAS recently mailed roughly 5,000 ballots to its members for the forthcoming 29th Annual Grammy Awards, set for February 24. The awards ceremony will be broadcast live on CBS-TV.

The ballots, cover 16 specialized fields and 430 possible categories, with nominees in six additional craft fields selected by committees from the several ARAs. Ballots, were accompanied by a letter from NARAS chairman Mike Mangini, who asked that voters respond immediately to be covered by company or other such personal involvements or friendships. Ballots will be announced January...
aul Winter's 'Living Music':

The Age Before New Age

By Stephen Padgett

EGLES — Before there was a thing new age, a soprano saxophonist named John Coltrane was creating a music he called "living music" via such artists as George Whitty, Max Roach, and Charles Mingus. I've read that what he did involved a kind of "living music" call that I had on me and other people. I thought, "Wow, if you could play music in a space where you feel so great, and so alive and so in love with the world, maybe your music would be better." Winter mused. His love of the outdoors reached its greatest expres-

sion in date to Winter's 1985 album and accompanying video, "Canyon," which ambitious project was recorded and filmed on several expeditions through the Grand Can-
yon via raft with the Consort. His first Living Music Records release was 1980's "Callings," a record that celebrated the sea and its creatures. "We've been through hell and high water," Winter confesses of this early period. "Debt beyond what most people could sink through at night... It's been a long building process, because all this time I made my living doing concerts, I traveled half the year and put every cent I made into making records. I lived pretty simply. "Because of the nature of our music, we developed an amazing network of support-
ers. We had, and still have, a group of people committed to environmental issues and committed to having great music in the world... Especially after our album "Common Ground."

That built bridges to all kinds of areas. People involved with the Audubon Society, people involved with animal welfare groups, Greenpeace, the United Na-
tions environmental program and even the Soviet Union," exclaimed Winter.

In 1985, Winter reorganized his company and brought Richard Perle in to be president. Winter claims that his partner is largely responsible for the company's success as a Living Music company. "I feel extremely fortunate that I have found a partner who is as dedicated to excellence in the business as I am in the music," he said.

Under Perle's guidance, Living Music capitalized itself and went shopping for major label distribution. This was successfully done earlier this year when Living Music signed an agreement with Windham Hill and A&M. In addition to Paul Winter's al-

bums, Living Music now has a catalog that includes albums by cellist Yo-Yo Ma, the Elysian String Quartet, pianist Paul Halley, pianist Donny Zeidlin, guitarist Oscar Castro-Neves and a collection featuring tracks from all of these artist's records ("Living Music Collection '85"). Paul Winter is a unique individual in an era when political tensions threaten to tear the world's community apart at the seams. He speaks a gentle peace that transcends ideology. He modifies hostile enemies not with philosophy but with his beautiful gift of music. To symbolize the lengths to which he will reach to realize world peace, his next project is a companion record to last year's "Canyon." The next one is "Baikal," about Lake Baikal in Siberia. That will be the sister album to the "Canyon" album. They are a kindred symbol of each being the greatest symbol of natural wonder in their respective countries, being similar in size and in beauty," he said. And if that weren't ambitious enough, after that, there are blueprints for projects in Africa, the Amazon and Alaska.

"The great power of music," Winter reas-

ons, "is that it transcends the mind sets which divide us. It brings us into common water, onto a common ground." The Paul Winter Consort may be heard on their latest Living Music Records album, "Winter'song," an eclectic set of holiday-enhancing music done in Winter's trademark "living" way.

WINTER CONSORTS—The Paul Winter Consort recorded its "Canyon" album on three rafting expeditions down the Colorado River in the Grand Canyon. Pictured (fr) are: Consort members Eugene Friesen, Paul Halley, Paul Winter and Glen Velez.

Songwriters (continued from page 5)

Up next or waiting in line at a Wendy's through, these stories gave the es-

typical charm and festive atmo-
sphere for the first half and some of its performers included: Jimmy Wich-
ta Lineman, MacArthur Park, Jerry Sugar, Sugar, Da Do Ron Ron, I'll Love You, Sammy Fain who said, "I'm still here. (Let A Smile Be Your Bo-

w), I'll Be Seeing You, Love Is A Vector (3rd), Floyd Cramer (Candle in the Wind), Claude King, Stand by Me and Hound Dog among others), Tom Kelley and Billy Steinberg (True Colors), Brian Wilson, sounding great (Surf-
er Girl, California Girls), Stephen Bishop (in the evening's MC (Save It For A Rainy Day), Bruce Roberts and Andy Goldmark with a hilarious and highly entertaining perform-

ance of "You Should Be Mine (The Woo Woo Song)", sung in a cappella with Rob-

erts amazing falsetto, Paul Williams (You And Me Against The World, Old-Fashioned

Love Song, Evergreen, Loveboat Theme), Kim Carnes (Mistaken Identity, Love Comes From Unexpected Places), and Burt Bachar-
ach and Carole Bayer Sager (That's What Friends Are For, On My Own). The final consisted of entire cast and band singing "Make Your Own Kind Of Mu-

sic," a song written by Barry Mann and Cy-

thisa Well.

A NOTE TO OUR READDERS

Cash Box will not publish dur-

ing Christmas and New Years, the weeks of December 22 and 29. Look for Cash Box in the New Year in the second week of January.

BOX

HONORING YURI—EMI Music Worldwide chairman Bhaskar Menon recently welcomed international recording artist Yuri to the EMI Los Angeles offices. The Latin artist is signed to EMI Capitol De Mexico, and recently complet-

ed a global LP, slated for a December release in the U.S., and international release in January. Pictured (fr) are: Yuri and Menon.
British indie pioneer Rough Trade is in trouble again. Two sections of its work force have resigned and a number of others are on strike. The workers are upset with the management's new business practices.

The company, in order to retain its free allowances from the Islington Council—which is the London borough whose domain it falls under—is supposed to run as a cooperative. Apparently it has been hiring people on short term contracts and paying them less than minimum wage of $150 pounds a week and sacking them before the contract runs out.

Last week the export and stock control divisions resigned in protest. The remaining work force is refusing to work the voluntary one or two hour unpaid overtime required to keep the company in business.

There have also been reports that Rough Trade has taken advantage of the Youth Opportunities scheme, and too many 16-year-olds have been hired on a short-term basis rather than giving the job to a cooperative member. The official line from Rough Trade is that there is nothing wrong. But with the very important export division on strike, none of the labels which it looks after are being exported to America.

It is ironic that these troubles could occur in the run up to Christmas. Rough Trade depends largely on its export trade and, if all had gone well, this year would have seen them in the black for the first time in their ten year existence.

Malcolm McLaren has signed to CBS. Jeff Beck will be working with him on his new album, which will be based on new versions of old English music hall songs. Malcolm will no doubt be doing his usual trick of borrowing heavily from other musical sources and will be most likely to outrage a few people along the way. Wasn’t it only a few months ago that Sex Pistols artist Jamie Reid and girlfriend Margie Clarke were trying to get a deal for The 20th Century, a musical based on old English music hall singers?

McLaren, still based in Los Angeles, is said to still be in discussion with Steven Spielberg to mount a version of his opera on Broadway.

Nik Kershaw released the title track from his album “Radio Musicka.” He is proud of the album, his most musically accomplished, which seems to be his worst-seller to date.

“I am sure MCA will never let me produce another album. I had to fight really hard to produce this one. It has been statistically proved that artists self-produced albums sell much less than externally-produced ones.

“But I don’t care if no one buys this album because I am very proud of it.” It ended with a departure from Tommy Boy Rock. Kershaw worries, “I think people were buying my albums for the wrong reasons. They bought it because their other schoolfriends had it or because they like the glint in my eye. I don’t imagine myself as good-looking, but I know a lot of other people do. It’s very frustrating, because it means people weren’t buying the records for the music. Not that I can knock it. I would never have been able to make this record if the other records hadn’t sold so well.”

Vince Clarke is enjoying the biggest chart success with Erasure since Yazoo days with Alison Moyet. The single “Sometimes”, made with his new partner Andy Bell, is high in the top ten and is one of the favorites for Christmas number one.

His Christmas does not promise to be that pleasant, however. His girlfriend Anne, a student nurse, is working shifts without a break from Christmas Day until New Year’s Day.

He had a trauma recently when he was eating a sausage sandwich. A dog jumped up to take a bite and left with a lump of his finger.

FRESH FOR LULU

Flesh For Lulu are back with an excellent single, “Idols.” Bassist and group founder Kevin Mills is a very keen rat enthusiast. “They are very intelligent and very humanesque. One of my rats, Dennis, got his tail amputated because it got caught in a door. After that Dennis kept trying to bite off his partner rat’s tail because he was really jealous that Nasher had a tail and he didn’t.

Kevin has also been preparing a book on cults of the world, from Boy Scouts, Freemasons, and the Royal Family to Hitler occult orders. This band is one to be watched out for.

Simply Red have just completed a mini-tour of England. Their Hammer-smith Odeon performance was a rather complacent one. There is no denying the hypnotic power of Mick Hucknall’s voice. But success seems to have bought him too many expensive account dinners, and if he is not careful he will be singing “Trouser Too Tight (To Mention)” with his band Simply Fat.

The latest group to take the charts by storm are Scandinavia-based Erasure. “The Final Countdown” is the debut single that is currently in the top ten. It’s in the melodic hard rock mold. It comes as no surprise that lead singer Joey takes his inspiration from UFO, Rainbow and Thin Lizzy as they are similar to his own brand of anesthetic rock.

Chissey Hey

LOS ANGELES—El Segundo, CA-based Enigma Records has penned licensing and sublicensing deals for its various labels in Japan, England and Hong Kong.

The Enigma Entertainment Corporation releases product under the Enigma, Restless, Pink Dust and Intimate labels. The deal to have this product distributed in Japan and Southeast Asia continues an aggressive plan to establish the Enigma name internationa
tionally, according to a label source. The company has maintained licensing agreements in all of Europe, and other countries. Hein has established Enigma Europe in Amsterdam and Enigma Canada in Toronto. Many countries in Southeast Asia have been plagued with piracy problems. According to Enigma, these countries have begun to correct the problems and business in the region seems viable at this time. Hein commented on his trip and the resulting agreements, “Obviously the Japanese and Hong Kong markets are pivotal to the development of Enigma artists worldwide, and with the increasing crackdown for taping in the other Southeast Asian countries, I feel that those markets can add a lot of ‘Enigma’s overall international sales picture.”

In Japan, Enigma will be represen
ted by Alla Records, Inc. Alla is already a recipient of Enigma’s hit LP by The Smithereens, specially for You. Alla will follow other aggressive Enigma release schedules.

In the rest of Asia, Enigma will be represented by Pacific Music Co., Ltd. of Hong Kong. Pacific Music, the local licensee in Japan, will sign Enigma artists to their affiliates. The releases are expected to begin in 1987.

All of the agreements are effective immediately, according to Enigma.

Italy

By Mario De Luigi

MILAN, ITALY—CDG Disci plans to com- bat piracy in Italy by releasing the new Roy
tondo Vecchioni album and cassette, “Ippopotami,” in a special anti-pirate pack- age. The package will sell for the equivalent of $12.50 U.S. Giuseppe Benedetti, managing director of the company, is confident the new package will discourage piracy. In or- der to keep the cost low, Vecchioni has sur- rendered his royalties on the cassette.

Panacore Corporation has revived its record activities by creating two new compa- nies. Panacore Disci and Panacore Interna- tional will develop Italian artists and establish contacts with foreign producers. Franco Crepax has been named managing director of Panacore Disci. He was for- merly with CDG Disci.

Gianni Bottori, formerly in charge of the music publishing department of Fonte Cen- tra, has been named general manager of Durium. His first deals while at Durium included signing producer Giancarlo Lucar- lello (Riccardo Fogli, Francesco Harri- others) to a production deal and insti- tutional in a new broad line called “Duran- dale.”

Ricordi Group is jumping into the video arena by establishing a video produc- tion under the direction of Fabio Bia
di. The first releases through the new label are expected at the beginning of 1987.

Pierangelo Mauri was named A
er at EMI Italiana. Antonio Co- merly with RCA, is the new Special Fid
cial manager at CDG Disci. Bia
di took over PolyGram Studio and renamed it L’isola. ... Mario Rapi signed his post as general man- ager.

American artist Tom Waits received Tenco Award in Sanremo, November during the 13th edition of Singers and writers Review. The event was atten
d by Italian artists, including Franco De Gregori, Lucio Dalla, Paolo Conte others.

Italy’s Top Ten

Top Ten LPs

1. Through the Barricades—Spandau Ballet — CBS
2. Notorious—Duran Duran — EMI
3. S’Buana—Mina — EMI/PDU—Italia
4. Dallamericaruso—Lucio Dalla — RCA
5. True Blue—Madonna — WEAS
6. Giorni Infiniti—Piero — CDG
7. Di Stasi—Sti Vole—Bene—Di Ciacante — EMI/Virgin
8. Top Gun—Original Motion Pic Soundtrack—CBS
9. Giorni Infiniti—Piero — CDG
10. Live 1975—Bruce Springsteen The E Street Band — CBS

Cash Box December 20
SINGLE RELEASES

OUT OF THE BOX

Skyarking—Geffen GHS —Producer: Todd Rund-List: 8.98—Bar Coded
One and most of Side Two are so good as anything this brilliant artist has ever recorded in its eighth year career. A fresh breath of optimism and realism marks this power-packed soundtrack score. The creative reach on a few side Two is commendable but its area less stunning than the bulk album.

GOLDEN CHILD—Original Picture Soundtrack—Capi-List: 9.98—Bar Coded
powerpacked soundtrack should powerpack the charts on the strength of Ann's rock radio and CHR single, "The Two Of Us." Other heavy hitters are Ashford & Simpson and Martha Davis. The track is rounded out by some lush Columbia and John Barry scores.

NEW AND DEVELOPING

MARSHALL AND BABB (Edge ED 7-002A)
Let It Be Me (4:00) (A. Naga/BMI) (Marshall and Babb-C. Stewart) (Producer: Marshall and Babb)
A solid ballad in the urban, quiet storm vein. Marshall and Babb are a soulful and talented duo. Their debut is a warm, sexy and stylish cut outing a late night sensuality. A perfect radio sound.

JOI (Epic 34-06562)
Hot dance groove in support of novelty lyric that utilizes Prince's song titles in a clever way. Should create a fun dance floor scene.

FEATURE PICKS

Y SHORT —50 By Bobby Short—Atlantic 81715—Producers: Various—List: 9.98—Bar Coded
boxed set for the champagne and caviar crowd. Short, the sultan of the cabarets, reproducibly for Atlantic and this four-record set calls 50 items from his output: jazzy pieces, elegant duets with Mabel Mercer, and lots and lots of Great American music. A must for the connoisseur.

JOHN DENVER (RCA 5086-7-R)
Let Us Begin (What Are We Making Weapons For?) (5:54) (Cherry Mountain/ASCAP-John Denver) (John Denver) (Producers: John Denver-Roger Nichols)
A rousing and impassioned plea from American Denver and Soviet guest Alexandre Gracie to end the arms race. The vocals were recorded and Melodiya studios in Moscow.

FULLY BEATLES—THE 25TH ANNIVERSARY SALUTE TO THE BEA-

STYLE SAMPLER VOLUME 1—Various Artists—Life Style ISR 650—9.88—Bar Coded

SUNLIGHT SAXON—Seed—Water SSS 7777—Producer: Sky Sunlight—List: 8.98

D'S PLAY—Ruff House—Rampant RR 718—Producer: not listed—List:

RECORDS TO WATCH

ISLE OF MAN (Pasha 254-06581)
Building Bridges (4:18) (The Grand Pasha Sasha/BMI) (Raun-S. Proffer) (Producers: John Proffer-Ills of Man)
Promising group releases third single. They combine dramatic production, pop craftsmanship and a unique artistry in a truly compelling mix.

JOHN DENVER (RCA 5086-7-R)
Let Us Begin (What Are We Making Weapons For?) (5:54) (Cherry Mountain/ASCAP-John Denver) (John Denver) (Producers: John Denver-Roger Nichols)
A rousing and impassioned plea from American Denver and Soviet guest Alexandre Gracie to end the arms race. The vocals were recorded and Melodiya studios in Moscow.

GLENN MEDEIROS (Amherst AM-311)

STEVE MARTIN (Geffen 7-28482)
Dentist! (3:12) (WB-Geffen adm by WB/ASCAP-Trunksong/BMI) (Howard Ashman-Alan Menken) (Producer: Bob Gaudio)
HEAR CHANCE

Hear chance.

The Stabilizers

But in the studio, Diane served
more than producer to the fledgling
record act. Initially, he was also
teacher. Said Christenson, "He
gave me a lot of room as far as letting us do
what we wanted to do in the studio, but
he had never worked with a lot of
equipment we were exposed to as
so he was a big help with bringing
right people in. In the first month
of recording, he was really more
teacher than anything else."

The end product is a thorou-
ganceable record, featuring lush,
tech production. The music is auth-
entic techno-rock, with thought-
fully conscious lyrics led
by Christenson's forceful, clear
vocals.

A second single from the album
hasn't been decided upon as we press (the band is working on a high-
gear cut called "Now I Hear You"
Labels, presents Nevens and Christenson a
ready writing for their next LP
preparing to go into rehearsal a
first of the year for a February

NEW FACES TO WATCH

Hit Producer Don Dixon Steers Out on His Own

By Paul Iorio

NEW YORK — "Is that the Sam & Dave rec-
cord?" someone in the office asked, refer-
ing to the LP I was playing. "No, it's Dixon's
album," I said. Through the speakers,
Dixon was singing a soulful version of
"When A Man Loves A Woman," and in
this accidental taste test, it sounded like
the real thing.

After years of producing hit records for
other people, Dixon has an album that
he can call his own: "Most Of The Girls Like To
Dance But Only Some Of The Boys Like To" (Epic), an eclectic thirteen song
collection that has a potentially wide com-
mercial appeal. Still, chart success is not
Dixon's primary aim. "There's a lot of
things that should be hits and would be hits
that just get lost," he says. "There's a real
lottery aspect to things becoming a hit
record, a lot of factors no one can control.

"I think what's really important is
that your body of work have some integrity. You
see people just putting out material every
day and it's not something I really want to do.

Dixon is a songwriting natural who comes
up with his material in some unlikely places.

Don Dixon

"Lots of times I'll take a couple of hours
drive down to the studio and sit down
into the cassette deck," he says. "I've
when I'm driving in the car, flying—

"The parts of the songs I like best

Cash Box December 20
Kansas “Powers” Back With The Old And The New

By Brian Kassan

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CONCERTO CONTRIBUTION — Bob Brookmeyer (a) donated the manuscript of his “Concerto For Clarinet and Orchestra” commissioned by BMI for the American Jazz Orchestra to the BMI Archives, where BMI’s Bart Krell (b) and ASCAP musical director John Lewis look on.

AUDL LANG TYME — All of you wise stay-at-homes will, as usual, have a jazz New Year’s Eve delivered to you on a silver platter, courtesy of National Public Radio. Things begin at Newark’s WBCO studios with Bill Lee and the band from She’s Gotta Have It and Tania Maria, continue to Fort Worth’s Caravan of Dreams for The Nat Adderley All-Stars, and wind up at Long Beach, CA’s Don’te’s with Ross Tompkins, Jack Sheldon, Plas Johnson, and a few others.

BOPPING AROUND — Germany’s CMP Records (yet another bullish-on-CDs company) has packed distribution deals with Rounder (up north) and Gemini (southeast), Rick Ballard (west coast), and Master Takes (midwest)... What’s going on here? The latest album by the Billy Taylor Trio is also available on national video. Called “Let Us Make a Joyful Noise” it is, at the moment, only on cassette (Betco Records, P.O. Box 63014, Bronx, NY 10463)... Roger Kellaway has been commissioned by the Philharmonic Society to pen an original piece for tubist Warren Deck and orchestra,... Lots of live recording activity has been taking place in N.Y. clubs lately: Billy Bang at Carlos I for Soul Note, Bobby Hutcherson at the Vanguard for Landmark, Frank Morgan at the Vanguard for Contem- porary... For east coast fans of traditional sounds, January 10 is a day to note. That’s Sound Southern California’s Tork Murphy, one of the doyens of the New Orleans revival of the ‘40s and ‘50s, performs at Carnegie Hall. The night will also feature The Jim Cullum Jazz Band and France’s Hot Antic Jazz Band.

Lee Jeske
**Easterhouse**

**The Ritz, NYC** — If the new generation of political rockers is having a hard time finding a Bastille to storm these days, Easterhouse is not. For Easterhouse, the Bastille is anything that keeps them in the gutter or on the dole, and their instrument of storming is rock ‘n’ roll. Seventeen years ago they might have packed the Fillmore, and ten years ago they might have sold out Max’s Kansas City, but at their Dec. 5 show here, they barely half filled the Ritz. If Easterhouse isn’t exactly winning a large U.S. audience with their up-front social messages, they might one day be as big as The Clash on the strength of their sound alone.

Their sound recalls The Clash circa “London Calling” and Husker Du circa “Candy Apple Grey,” though the uncompromising stance and specificity of the lyrics smack of something so much as Billy Bragg. At their best, they surpass Bragg and equal Husker Du, if not the Clash, and they gain extra points for making a debut album, “Contend- ers” (Columbia), that translates well. The three opening tracks of the album, “Out On Your Own,” “Whistling In The Dark,” and “Nineteen Sixty Nine,” come across best in concert. The latter was particu- larly tuneful and direct and when Andy Perry belted the final chorus, it gained un- stoppable momentum.

“Out On Your Own,” sounded like some- thing Grant Hart might have written (had Joe Strummer helped with lyrics), and “Whistling In The Dark,” with its staccato- guitar insistence, suggested the militant rhythms of Strummer & Jones. On open- ended songs like “Get Back To Russia,” Andy Perry added a new dimension to the band, as he free-associated loose thoughts and images Jim Morrison-style.

Still, this band has a way to go. Andy and Ivo Perry, who formed the band and write the songs, seemed a bit tentative onstage, and they haven’t yet learned the tricks of Chops that might enable them to dent the top 100. And aside from four, maybe five songs, they really don’t have much of a repetoire yet though they compensate for that with some inspired cover songs.

Easterhouse ended the show in the same way they began their career in 1983: with just the two Perry brothers on stage singing and playing guitar, and without the three piece backing band that otherwise accom- panied them there. They seemed more nat- ural as a duo, more at ease, more personal, and listening to them was like eaves- dropping on some undiscovered talent. Their covers of “When Johnny Comes Marching Home,” the Rolling Stones’ “Play With Fire” and (as the band re-joined them) snippets of several other songs were dream like, with musical fragments and stray figures weaving in and out of ear shot. The clincher though was an abridged version of Grand- master Flash’s “The Message,” which summed up everything they had to say, and was delivered with enough conviction and outrage to storm any Bastille.

**Paul Iorio**

**ELECTRIC DEBUT** — The Georgia Satellites recently played a series of gigs in New York, and are pictured here with Elektra execs backstage after one of the shows. Pictured (l-r): Satellite road manager Kevin Jennings; bassist Rick Price (standing behind); E/ A's Steve Scher; E/A's Kenny Hamlin (in front); E/A's Barbara Schwartz; E/A's Ann Liten, E/A sr vp Mike Bone; Satellites guitarist Dan Baird (front); and E/A's Mark Schwartz (far right).

WASHINGTON SQUARE CHURCH, N.Y.C. — Hey, I love hard bop as much as the next guy, but it does my heart good to hear some good, solid, adventurous jazz — you know, avant-garde jazz, “free” jazz — in this conservative day and age. England’s Evan Parker Trio, in a ridiculously rare state-side appearance, fit the bill to a tee at their Washington Square Church appearance.

Evan Parker is one of the most gifted saxophone players currently saxophone playing. He is a master of his instruments (tenor and sopra- no) and he has developed his technique to a fine polish. During his solo spot on this night — the highlight of the evening — he cre- ated layers on top of layers, chords

**Lee Jeske**

**DECAL GATHERING** — David Bowie visited Iggy Pop back stage after Pop’s recent Ritz gig in New York. Pictured (l-r): Pop’s co-manager, Art Collins of Collins & Taylor (right); Iggy Pop; and Michael Lynn, A&M Record’s vp, east coast operations.
NARM CONVENTION NEWS — Imagine Florida’s winter sun, a garden, and an ocean view as a backdrop to NARM’s 1987 Convention Exhibit Area which will be located on the grounds of the Fontainebleau Hotel, Miami Beach. This provides the single best opportunity for suppliers to reach music merchandisers at one time and location. The latest in products and services will be on display during a three-day period of the 29th annual NARM 1987 Convention (February 14-16). Everything imaginable can be found at NARM ’87 exhibits including pre-recorded products, blank tape, video accessories, computer hardware and software, etc. Suppliers to NARM’s regular and associate members have the opportunity to meet with their customers and potential customers during specified hours on Saturday, Sunday and Monday afternoon. Permanent bananas and a tent (specially designed and built by IBM) create a perfect exhibition environment in the garden. The 82’ x 100’ tent contains 57 exhibit spaces, complete with carpeted floor, ceiling fans, screens and lighting. Each booth measures 8’ x 10’ and includes the pipe and drape for the booth, a 7” x 44” company identification sign, a 6’ conference table draped and skirted, two chairs and 24-hour security. Registrations for booths must be made simultaneously with general convention registration. Because of the Presidents’ weekend and the tendency for NARM Conventions to sell out quickly, reservations should be made now. Only NARM Members may attend. For information, contact Stan Silverman at (609) 424-7404.

VSDA MOVES — The Video Software Dealers Association (VSDA) has moved to 3 Eyes Drive, Suite 307 Marlton, N.J. 08053 (609)569-8600.

OOPPS! — American Gramaphone Records will replace any Saving the Wildlife CD which has an “almost im- perceptible” short noise at the beginning of the third cut. “The defect occurred by human error during the manufacture of a glass master cone.” Deprecative CDs can be identified by looking at the “inner circle” of the printed side of the disc which states: “PO AGCD 2086 2.” Any retailer or customer can mail it back to American Gramophone, 9130 Mormon Bridge Rd., Omaha, Nebraska 68112 for a replacement.

CAROLS FOR DISCMAS — Ryko-disc, an all compact disc company, has released a two disc set entitled Carols For Christmas, a compilation of 41 classic carols and hymns which would make a perfect gift for Christmas carol lovers. Arranged and conducted by Sir David Willcocks with the Royal College of Music Chamber Choir & Brass Ensemble, these discs are an aerial companion piece to an exquisite book produced by the Metropolitan Museum of Art, Carols For Christmas, an annotated volume with a history of the Christmas carol published by the Metropolitan Museum and Holt, Rinehart, and Winston. Digital Audio’s Guide to Compact Discs recently discussed in Shop Talk, gives the discs a sparkling review: “A peaceful atmosphere encompasses the recording because the mostly a capella selections are surrounded in pure si- lence. The effect is stunning. If you buy only one Christmas disc, let this be the one.”

WEA NEWS — Bill Biggs, Atlanta regional branch manager for the Warner/Elektra/Atlantic Corporation, announces the appointment of Georgia Nunn as field merchandiser for the Nashville market. Prior to his joining WEA at the beginning of this year, he interned at Cash Box and Warner Bros. Records in Nashville. As President of the Association of Record Management Students, he organized and supervised volunteers for major record industry events from the 1983 Loudin, a graduate of Middle Tennessee State University, a Bachelor of Science degree in Re- cording Industry Management, will report to the Atlanta branch sales manager, Jack Klotz, our congratulations to Richard and Mau- ri Hegeric who gave birth to a Daniel Joseph, on October 8 in Brookline, Massachusetts. Richard is a representative for the WEA Con- tent’s Boston Sales office.

Brian Ka

**BRIGHT FUTURES** — Timbuk 3 recently made an appearance with Ears the burro on their Roxy show in L.A. at Tower Record’s Sunset store. Customers were invited to get a picture taken for free with the burro. Pictured are (l-r): **Back Row**: Deb Campbell, Westwood, Sue Ellis, Tower Torrance; Keith Altman, IRS Records, Stuart Rapp, Tower Sunset. **Middle Row**: Pat Black, Tower Sunset. Ears the burro: Ken Knapp, MCA Records; Judith Springer, Tower Sunset. **Kneeling**: Pat Sarnegie, MCA, and Sunset’s Joel Abramson, Colleen Combs and Sharyn Stankov.

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**CASH BOX TOP 40 COMPACT DISCS**

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<td>1</td>
<td>BRUCE SPRINGSTEEN AND THE E STREET BAND</td>
<td><strong>LIVE 1975-85</strong></td>
<td>Kolumbia: CK 50650/51/52/53/54</td>
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<td>2</td>
<td>GRACE AND PAUL SIMON (Warner Bros. 2)</td>
<td><strong>BOOTLEG</strong></td>
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<td>3RD STAGE BOSTON</td>
<td><strong>HUA 1812</strong></td>
<td>MCA: 18912/92/93</td>
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<td>4</td>
<td>EVERY BREATH YOU TAKE THE Singles</td>
<td><strong>THE POLICE</strong></td>
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<td>BROTHER</td>
<td><strong>CHRISTMAS CASSETTE</strong></td>
<td>CRS 10040/41/42/43</td>
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<td>6</td>
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<td>7</td>
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<td><strong>REO SPEED WAGONS</strong></td>
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<td>BACK IN THE HIGH LIFE</td>
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<td>9</td>
<td>DANCING ON THE WALLS</td>
<td><strong>THE BEATLES</strong></td>
<td>2CD 25410JWEA</td>
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<td>SO</td>
<td><strong>PETE CARRILLO</strong></td>
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<td>12</td>
<td>THE WAY IT IS</td>
<td><strong>BRYCE HORDY</strong></td>
<td>AND THE RISING BRIGHT</td>
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<td>13</td>
<td>DOWN TO THE MOON</td>
<td><strong>ANDREW VOLLENSCHWIND</strong></td>
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<td>TOP GUN ORIGINAL SOUNDTRACK</td>
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<td>BREAK EVERY RULE</td>
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<td>FOR SENTIMENTAL REASONS</td>
<td><strong>LINDA LONIS</strong></td>
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<td>JACKET REQUIRED</td>
<td><strong>PILI COLLINS</strong></td>
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<td>LITTLE CREATURES TALKING HEADS</td>
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<td>THE BRIDGE</td>
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The Cash Box Top 40 Compact Discs Chart is Based on Solely on Actual Pieces Sold at Retail Stores.
### CASH BOX TOP 12” DANCE SINGLES

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<td>SHAKE YOU DOWN</td>
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<td>10</td>
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<td>&quot;Gregory Abbott (Columbia 44 0056)</td>
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<td>WORD UP</td>
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<td>&quot;S-Jode (Atlantic Polygram 884 033)</td>
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<td>TALK TO ME (REMIX)</td>
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<td>9</td>
<td>11</td>
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<td>LOVE YOU DOWN</td>
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<td>16</td>
<td>&quot;Kool &amp; The Gang PolyGram 888 034</td>
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<td>FOR TODAY</td>
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<td>14</td>
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<td>&quot;Nancy Martinez Atlantic 038789</td>
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<td>&quot;Four JerKiesDot Jam/ Columbia 44 00930)</td>
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### New 12” Releases

- **INA ALLEN** (21 Records DMD 980)
- **L. Page, D. Allen, Blitz** (Producer: L. Page)
- **HIVILLE** (Atlantic Pr 978)
- **Ersal Daddy** (6:15) (Rolfe Budke Musikverlag GmbH) (Gold, Lloyd, Echelote)
- **Eros** (Solar/Elektra 05927)

### CES OF A DREAM (Manhattan SPRO-9003)

- **Some Time For Me** (4:10) (Outer National Publishing/Mchoma/Screen/EM/Bernard Wright ASCAP BMI) (Lloyd, Napoleon, Harmon, Wright)
- **TUESDAY** (Epic EAS 2577)

### IE MONEY (Columbia CAS 2576)

- **E Ringer** (Capitol V-15256)

### SPECULATION (REMIX)

- **Colinelli Allanes (A&M CAS-23078)
- **Can't Wait Another Minute** (Love WaMC (A&M 23049)
- **Someone Like You** (Warner Bros. 05048)
- **I'm Not Perfect (But I'm Perfect For You** (Atlantic 54038)

### THE NEW YORK RAPPER

- **THEREFORE** (Bobby Jimmy & The Critters (Motown 947)
- **NOTORIOUS** (Durian Durian (Capitol V-15524)
- **MY GIRL** (Ernest Eksi/Asylum 66833)
- **GOLDMINE (REMIX)** (Sexual Power Forever SISTERS ICA 76741 RE)
- **LOVE CAN'T TURN AROUND (REMIX)** (Puffy Cream/Cross/Atlantic 0 66065)
- **C'est La Vie** (IGBNE Nevil (Manhattan/EML 104683)
- **FACTS OF LOVE** (Rex Lovers Featuring Karin White (Warner Bros. 035545)
- **ONCE BITTEN TWICE SHY** (Vesta Williams (A&M SP-12296)
- **THUNDER AND LIGHTNING** (Moe Than (WB 889)
- **CHANGE OF HEART** (Clyde Lauper (Cas/CBS RAS 2540)
- **BIG FUN** (The CAP Band (Total Experience 23101-175)
- **HOOKED ON YOU** (SWEET SENSATION (Next Plateau 50994)
- **FRENCH KISSIN** (Debbie Harry (Evan 025076)
- **OPEN YOUR HEART** (Mona Donna/Warner Bros. 0 21419)
- **SHOWING OUT** (MEL & KIM (Atlantic 468755)
- **MEAN MISUNDERSTANDING** (James/John Williams/Warren Zaneski (Atlantic 440967)
- **DON'T THINK ABOUT IT** (REMIX) (Love WaMC (A&M 23049)
- **THE MIDAS TOUCH** (Einar/Ekleta ED 514)
- **COME GET MY LOVE** (TCA (Tommy Boy VC 887)

### THE CASH BOX TOP 75 12” SINGLES CHART IS BASED ON SOLELY ON ACTUAL PIECES SOLD AT RETAIL STORES.

### MOST ACTIVE

**Music Non Stop** - Kraftwerk

- **It's the New Style** - Paul Revere & The Raiders
- **Beastie Boys** - Def Jam
- **Kool & The Gang** - PolY Gram
- **Love You Down** - Ready For The World - MCA

### CLUB PICK

**Band Of Gold** - Belinda Carlisle Featuring Freda Payne | (A&M)

- **D.J. Jeff Golden**
- **Club: Casa Vallarta**
- **Location: San Diego**

**Comments:** "Deja vu at its best."

### RETAILER’S PICK

**Sacrifice** - Cindy Phillips | (Atlantic)

- **Store: City Records**
- **Manager: Jimmy Reed**
- **Location: Boston**

**Comments:** "Very good beat with an excellent mix. Great dance number."
CASH BOX
Radio Report
AN IN DEPTH ANALYSIS OF THE MARKETS

DECEMBER 20, 1986

ARKET AT A GLANCE

MOST ADDED Out Of A Possible 157 Stations

Will You Still Love Me?—Chicago—WB
Touch Me (I Want Your Body) Samantha Fox—Jive/RCA
Ballerina Girl—Lionel Richie—Motown
I'll Be Alright Without You Journey—Columbia
At This Moment Billy Vero & The Beaters—Rhino

#1 SINGLES

Billy Vero

Requests

The Way It Is Bruce Hornsby & The Range—RCA
Shake You Down Gregory Abbott—Columbia
Walk Like An Egyptian Bangles—Columbia
The Next Time I Fall—Cetera/Grant Full Moon/WB

At This Moment
Billy Vero & The Beaters—Rhino
Everybody Have Fun Tonight
Wang Chung—Geffen
You Give Love A Bad Name
Bon Jovi—Mercury
The Way It Is Bruce Hornsby & The Range—RCA

CrossOver Potential

Send It To Me—Gladys Knight and the Pips—MCA
If I Say Yes—Five Star—RCA
Coming Up Close—'Til Tuesday—Epic
The Eagle And The Condor—Rodney Franklin—Columbia

Record Alley

Most Added Out of a Possible 157 Stations

Will You Still Love Me?—Chicago—WB
Touch Me (I Want Your Body) Samantha Fox—Jive/RCA
Ballerina Girl—Lionel Richie—Motown
I'll Be Alright Without You Journey—Columbia
At This Moment Billy Vero & The Beaters—Rhino

LbUM Alley

Nancy Sinatra's All Time Hits—Nancy Sinatra—Rhino

Extended six-song (aptly titled) EP of dance remixes arriving just in time for Christmas.


Send It To Me—Gladys Knight and the Pips—MCA
If I Say Yes—Five Star—RCA
Coming Up Close—'Til Tuesday—Epic
The Eagle And The Condor—Rodney Franklin—Columbia
## TOP 40 PLAYLIST SCOREBOARD

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<td>ICO DeBarge—Talk To Me—Gordy/Motown</td>
<td>52</td>
<td>5</td>
<td>X/F</td>
<td>X/F</td>
<td>—</td>
<td>—</td>
<td>NR</td>
<td>30</td>
<td>NR</td>
<td>3p-6a</td>
</tr>
<tr>
<td>Ter Gabriel—Big Time—Geffen</td>
<td>53</td>
<td>4</td>
<td>X</td>
<td>X</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>3p-3a</td>
</tr>
<tr>
<td>Delia Richie—Ballarena Girl—Motown</td>
<td>58</td>
<td>3</td>
<td>F</td>
<td>F</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>6a-3p</td>
</tr>
<tr>
<td>F.T.W.—Love You Down—MCA</td>
<td>56</td>
<td>4</td>
<td>F</td>
<td>F</td>
<td>—</td>
<td>—</td>
<td>NR</td>
<td>15</td>
<td>19</td>
<td>all</td>
</tr>
<tr>
<td>Undrella—Nobody’s Fool—Mercury</td>
<td>63</td>
<td>6</td>
<td>X</td>
<td>X</td>
<td>—</td>
<td>—</td>
<td>NR</td>
<td>17</td>
<td>NR</td>
<td>3p-6a</td>
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<tr>
<td>Dorney—I’ll Be Alright—Columbia</td>
<td>71</td>
<td>4</td>
<td>X</td>
<td>X</td>
<td>—</td>
<td>—</td>
<td>18</td>
<td>NR</td>
<td>NR</td>
<td>all</td>
</tr>
<tr>
<td>Rhythmics—Thorn In My Side—RCA</td>
<td>57</td>
<td>5</td>
<td>X</td>
<td>X</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>10a-6a</td>
</tr>
<tr>
<td>Bebe Harry—French Kissin’—Geffen</td>
<td>62</td>
<td>5</td>
<td>F</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>3p-mid</td>
</tr>
<tr>
<td>Ulf Young—Some People—Columbia</td>
<td>61</td>
<td>6</td>
<td>X</td>
<td>X</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>3p-6a</td>
</tr>
<tr>
<td>Human League—I Need Your Loving—A&amp;M</td>
<td>73</td>
<td>4</td>
<td>X</td>
<td>X</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
</tr>
<tr>
<td>NN Wilson—The Best Man—Capitol</td>
<td>72</td>
<td>5</td>
<td>F</td>
<td>F</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>10a-6a</td>
</tr>
<tr>
<td>Race Jones—I’m Not Perfect—Manhattan</td>
<td>70</td>
<td>5</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
</tr>
<tr>
<td>Retha Franklin—Jimmy Lee—Arista</td>
<td>75</td>
<td>4</td>
<td>X</td>
<td>X</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
</tr>
<tr>
<td>ON Jovi—Livin’ On A Prayer—Mercury/PG</td>
<td>83</td>
<td>3</td>
<td>X</td>
<td>X</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>3p-6a</td>
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</tbody>
</table>

### MULTI FORMAT PLAYLIST

<table>
<thead>
<tr>
<th>Top 40</th>
<th>Format Penetration</th>
<th>Country</th>
<th>Urban</th>
<th>AC</th>
<th>AOR</th>
<th>Dance</th>
<th>All Format %</th>
<th>Comb. Rot. Rank</th>
<th>Req. Rank</th>
<th>Comments</th>
</tr>
</thead>
<tbody>
<tr>
<td>Janet Jackson—Control—A&amp;M</td>
<td>93%</td>
<td>96%</td>
<td>80%</td>
<td>44.8%</td>
<td>21</td>
<td>20</td>
<td>Still champ</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Soul &amp; The Gang—Victory—Mercury/PG</td>
<td>77%</td>
<td>96%</td>
<td>54%</td>
<td>25%</td>
<td>42%</td>
<td>27</td>
<td>NR</td>
<td>Up 6 to #21 bullet</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Illy Ocean—Love Is Forever—Jive/Arista</td>
<td>73%</td>
<td>81%</td>
<td>80%</td>
<td>39%</td>
<td>23</td>
<td>18</td>
<td>Top 20 pop and B/C</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Gregory Abbott—Shake You Down—COL</td>
<td>89%</td>
<td>50%</td>
<td>24%</td>
<td>38.8%</td>
<td>3</td>
<td>6</td>
<td>Huge moves - #7 bullet</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Benjamin Orr—Stay The Night—Elektra</td>
<td>48%</td>
<td>98%</td>
<td>81%</td>
<td>37.8%</td>
<td>31</td>
<td>24</td>
<td>Enters top 40</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ocean Sisters—Goldmine—RCA</td>
<td>53%</td>
<td>76%</td>
<td>70%</td>
<td>33.1%</td>
<td>NR</td>
<td>NR</td>
<td>Lp jumps 15 to #69 bullet</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ina Turner—Two People—Capital</td>
<td>67%</td>
<td>63%</td>
<td>69%</td>
<td>33.1%</td>
<td>NR</td>
<td>NR</td>
<td>Verge of top 40 B/C</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Retha Franklin—Jimmy Lee—Arista</td>
<td>32%</td>
<td>94%</td>
<td>70%</td>
<td>32.7%</td>
<td>34</td>
<td>NR</td>
<td>Adds All 3 Formats</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Bobbie Nunn—C’est La Vie—Manhattan</td>
<td>92%</td>
<td>68%</td>
<td>35%</td>
<td>32.5%</td>
<td>9</td>
<td>12</td>
<td>Lp debut #88 bullet</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Bruce Hornsby—The Way It Is—RCA</td>
<td>92%</td>
<td>75%</td>
<td>20%</td>
<td>31.1%</td>
<td>2</td>
<td>5</td>
<td>Huge hit - new single hits CHR</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Lilly Joel—This Is The Time—Capitol</td>
<td>74%</td>
<td>97%</td>
<td>88%</td>
<td>28.5%</td>
<td>28</td>
<td>33</td>
<td>Strong CHR week - #33 bullet</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Anita Baker—Caught In The Rapture—Elektra</td>
<td>76%</td>
<td>93%</td>
<td>36%</td>
<td>28.2%</td>
<td>NR</td>
<td>NR</td>
<td>Lp bullets back to #11</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Illy Vero—At This Moment—Rhino</td>
<td>95%</td>
<td>69%</td>
<td>73%</td>
<td>27.3%</td>
<td>NR</td>
<td>2</td>
<td>Hot phones everywhere!</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Miami Sound Machine—Losing It—Epic</td>
<td>71%</td>
<td>92%</td>
<td>27.1%</td>
<td>19</td>
<td>35</td>
<td>Good CHR moves</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>L.T.F.W.—Love You Down—MCA</td>
<td>32%</td>
<td>90%</td>
<td>40%</td>
<td>27%</td>
<td>19</td>
<td>15</td>
<td>#1 bullet B/C</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Chicago—Will You Still Love Me?—WB</td>
<td>65%</td>
<td>88%</td>
<td>25.5%</td>
<td>25.5%</td>
<td>30</td>
<td>34</td>
<td>Top 40 next week</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Pretenders—Don’t Get Me Wrong—Sire/WB</td>
<td>96%</td>
<td>96%</td>
<td>21%</td>
<td>25.5%</td>
<td>30</td>
<td>34</td>
<td>Still moving - top 10 bound</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Bruce Springsteen—War—Columbia</td>
<td>90%</td>
<td>63%</td>
<td>25.5%</td>
<td>6</td>
<td>14</td>
<td>Up 7 to #13 bullet</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Luther Vandross—Stop To Love—Epic</td>
<td>53%</td>
<td>99%</td>
<td>25.3%</td>
<td>32</td>
<td>NR</td>
<td>Big adds CHR - #6 B/C</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Boston—We’re Ready—MCA</td>
<td>83%</td>
<td>67%</td>
<td>25%</td>
<td>NR</td>
<td>NR</td>
<td>Enters top 40</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
## Comments:

### Northeast
1. **CAMEO**—Candy—Atlantic Artists/PolyGram
   - Second single from their Top 10 "Word Up" LP.
2. **MEL & KIM**—Showing Out—Atlantic
   - Bullets to #54 on this week's dance chart.

### Southeast
1. **CROWDED HOUSE**—Don't Dream It's Over—Capitol
   - Crowded the east last week - moves south for winter.
2. **LIONEL RICHIE**—Deep River Woman—RCA
   - Looks as if they will have to release this single soon.
3. **EXPOSE**—Come Go With Me—Arista
   - Established dance band getting attention at Y100/Miami.

### Southwest
1. **BRUCE SPRINGSTEEN**—Fire—Columbia
   - One of the strongest cuts of the Boss' live LP. No single yet.
2. **FIVE STAR**—If I Say Yes—RCA
   - B/C bond should see some heavy CHR action.
3. **NICE & WILD**—Diamond Girl—Atlantic
   - Slow but steady-moving B/C single. May cross CHR soon.

### Midwest
1. **CAMEO**—Candy—Atlantic Artists/PolyGram
   - B/C bond on the heels of their first CHR smash "Word Up".
2. **M. MOORE/F. JACKSON**—A Little Bit More—Capitol
   - Older single may see new life at CHR... stay tuned.
3. **DEVICE**—Who's On The Line?—Chrysalis
   - Holly Knight's recently formed bond crosses from A/C.

### Pacific Northwest
1. **EIGHT SECONDS**—Kiss You When It's Dangerous—Polydor
   - Canadian bond deserves much more than eight seconds of attention.
2. **THE CITY**—The Walkaway—Chrysalis
   - Chrysalis signing doing very well in the West.
3. **DAN REID NETWORK**—Steal Me—Nu Vision
   - Local Oregon bond gets added at KKRZ.

### West
1. **GLADYS KNIGHT**—Send It To Me—MCA
   - Superstar's contribution to the "Miami Vice II" soundtrack.
2. **STEVE MARTIN**—Dentist—Geffen
   - From original motion picture soundtrack "Little Shop Of Horrors."
3. **THE CITY**—The Walkaway—Chrysalis
   - The City walkaway on KHYT — added this week.

### High Priority

**JOHN FAGOT**

Columbia

The biggest story on the street is The Beastie Boys. The fastest selling album for a new act in Columbia history. Any LP that sells 200,000 units in one week cannot be pigeonholed or categorized. Eddie Money album has exploded #1 most added at AOR, #2 most added at CHR and will be the comeback story of '86.

**CAROL PETERS**

Pasha Records

The Outlaws first Pasha single "One Last Ride" has just shipped. The bands first video is on MTV soon. The Outlaws are currently on tour with Stevie Vaughan in a show that shouldn't miss. Many people have mentioned that "Building Bridges" from the Isle Of Man's debut album sounds like a hit — with songs that touch the heart, we have released it in the spirit of the season and hope everybody listens to it.
OK! MA! THE MUSIC TIMES IS IT RADIO REPORT! NEAT-O CAN HAVE ONE?"... Beginning with this The Music Times becomes Radio Report. don’t worry buckaroos, we’re still going to give the informative insight to the industry as you always relied on. NO—we’re not better! So please, don’t shed teard for the loss of The Music Times—just maturated in the form of Radio Report we couldn’t be happier! So now is the time for replying. Thank heavens for the Report—truly the old idea whose times’ (Get it?) OK, IT’S CHRISTMAS... Seems like body’s in that holiday giving spirit and been barrowed with charity happenings, here’s just a few gift ideas: At KLBJ (L) and KBONY (T) you can send in a postcard request for a gift for their favorite charity... edmic Piano o.90 Rock wake-up personality Steve Mitchell will host live around the Atlanta area to fund for The Atlanta Community bank... Q 107 joins forces with AM-TC to solicit food and cash donations—Washington D.C. area... 7,000 coats raised last year with K SHE-95/St. Lou-ising up the "COATS FOR KIDS" com- this year they’ll keep many more bodies warm... and KMOX in St. Louis, KNOW in Oakland, and Q 107 (again) join with the Marine Corps Toys For Tots Campaign.

"LOUIE, LOUIE" PAY'S OFF FOR RICHARD BARRY—Richard Barry, the composer of the original party tune, "Louie, Louie," recently regained the rights to the song he sold some 25 years ago for approximately $700.00. For the record: LA based Rhino Records released a compilation featuring ten versions of the classic tune, from the Kingsmen’s 53 hit to punk rockers Black Flag. Although not retroactive, Barry will now collect any royalties off future use of the song. Congratulations, Richard!

YO!, KYUU—THE PAY BETTER BE GOOD... AND WHAT ABOUT BENE-FITS???" A clarion move, San Francisco’s KYUU has "hired" hundreds of eligible traffic reporters. The catch? You must own a cellular car phone and, well, you gotta be stuck in traffic. But think about it, is their anyone better to give a commentary on traffic than the individual fighting his way through it? The hotline, affectionately dubbed "I'M STUCK," encourages motorists to report any traffic information directly to the station. Says KYUU News Director Gil Haor, "Some of them will tell us about problems we don’t already know about. They can tell us what’s going on before the CHP knows about it." Interesting and informative and fun too! Yes, this week’s "Radio Report PAT-ON-THE-BACK" goes to KYUU. Any of you stations out there think you have a better public service promotion? Send it to Radio Report c/o CASHBOX and we’ll do the rest...

RICK DEES SENDS OUT SMOKE(?) SIG-NALS: When Motown legend Smokey Robinson unveiled his "Star Sponged Banner/America, The Beautiful" medley at the fifth game of the world series recently, he stirred quite a bit of controversy from purists and the media alike. Recently Los Angeles-based DJ Rick Dees, after realizing the attention that Robinson’s performance generated, began addressing the public as to their reactions. He is to reveal the results of his poll to a waiting public soon.

"THE YEAR IN REVIEW THAT ROCKED '86'S MUSIC NEWS??"... Coming to your local airwaves are a couple of musical "year-end" re-cops—lets take a look:

First up is "The News That Rocked '86," a two-hour retrospective looking back on the year in music. Presented by NBC Radio and The Source—the program, set to air between December 19 through the 31st, has been an annual feature of the network’s since 1979. The program will feature several taped interviews including (among others) Phil Collins, Peter Gabriel, Steve Winwood, Eddie Money, Robert Palmer, and some guy named Bruce something-or-other. In addition, the show will naturally feature the most prominent recordings of the year, and, as always, the program names a "song of the year"—this year’s recipient: Peter Gabriel’s "Sledgehammer." Your host for the 12 month examination: NBC’s own Danny Somach. Next, Westwood One will be serving up "Rock & Roll '86: The Year In Review." Set for broadcast the week of December 29 on the network’s affiliated stations—the program will feature various album cuts and interviews from the likes of (to name a few), Bob Seger, Genesis, Van Halen, Huey Lewis, Boston, and that Bruce something-or-other..."

"The Year In Review" will also feature a look-back on some of the major rock events of the past 12 months, such as the successful Amnesty Conspiracy Of Hope series of concerts and the triumphant Bob Dylan/Tom Petty & The Heartbreakers tour. Dennis Elsos and Steve Downs will be your hosts for this special ex-cursion into the year past. Happy holiday lis-tening our at Radio Report!

Krista Waite and Tom De Savia

ON THE CIRCUIT

MOVING UP Westwood One recently revealed a couple of heavy-duty promotions, naming William J. Bathison (L) to the position of president and Steve Jenkins (R) director of station sales. Best of luck to you both.

LITTLE RICHARD GOES COMMERCIAL—Rock and Roll legend and occasional preacher Little Richard recently filmed a series of promotional spots singing the praises of AM 930 "Smokin Oldies" radio. Richard is pictured here with AM 930 promotion director Pat Hines.

THREE DUDES PLANNING THE FUTURE A&M’s brain trust recently got their heads together in the label’s Hollywood headquarters to figure out how to conquer the world of A/C Radio. The head branch of promotion pictured here are (L-R): National Promotion Director Steve Resnick, National A/C Promotion Director Jon Konjaya, and Sr. VP of Promotion Charlie Minor. Go for it, guys.

FLASH BOX

"PIN' WITH RONNIE... Dick Clark, the president’s new National Security Adviser, ped by the White House to drop off an antique radio filled with cash for the contraband. Su-馨ing the not-so-covert operation were the United Stations Radio Networks partners, from President Nick Vertulcy, the president’s most trusted gofer himself! Ed Resnick, Executive VP/Programming; and Bill Hogan, Executive VP and GM. This one was just good enough for a write-in caption contest...

"USIN'... Dick Dale, legendary king of harem girls, uh, the surf guitar, emerged in a 25 year hiatus to record his new "One Double One Oh," dedicated to his station KRLA-1110AM. 1110—get it? It is shown here getting down and dirty at the KRLA dancers. Proceeds from the crested edition single will benefit the UC- be burn unit—a most worthy cause.

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### REGIONAL BREAKOUTS

#### COMMENTS

<table>
<thead>
<tr>
<th>NORTHEAST</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>1 BON JOVI—Livin’ On A Prayer—Mercury/PG</td>
<td>Ban Jovi’s latest bullets 17 places to #66 — Adding very strong in the east.</td>
</tr>
<tr>
<td>2 ARETHA FRANKLIN—Jimmy Lee—Arista</td>
<td>WPAT, WCAU, WKRZ &amp; WTTU are all adding the Queen Of Soul’s latest.</td>
</tr>
<tr>
<td>3 BEASTIE BOYS—It’s The New Style—Def Jam/CBS</td>
<td>Adding this week are WKSC, WPAT, &amp; WQOQ. This week’s CHARTBREAKER #83 bullet.</td>
</tr>
<tr>
<td>4 DEAD OR ALIVE—Brand New Lover—Epic</td>
<td>Debuts on the Pop charts this week at #85 bullet.</td>
</tr>
<tr>
<td>5 RONSTADT/INGRAM—Somewhere Out There—MCA</td>
<td>Ronstadt &amp; Ingram are picking up strong adds all over with this strong single.</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>SOUTHEAST</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>1 RONSTADT/INGRAM—Somewhere Out There—MCA</td>
<td>WRBQ, WQXI, WANS, WXXK, WKZL, WBCY,及 WZAT have all added. This song is HOT!</td>
</tr>
<tr>
<td>2 BON JOVI—Livin’ On A Prayer—Mercury/PG</td>
<td>Adding are WBQQ, WDKI, WLRs, WDCC, WSK2, WROQ, WANS, WYHY, &amp; WZAT!</td>
</tr>
<tr>
<td>3 EDDIE MONEY—I Wanna Go Back—Columbia</td>
<td>WBBQ, WBWJ, WMC, Z93, &amp; WBCY are all on the Money.</td>
</tr>
<tr>
<td>4 PETER GABRIEL—Big Time—Geffen</td>
<td>Big time adds for Gabriel at WQXI, WRBS, WKZL, &amp; WBCY.</td>
</tr>
<tr>
<td>5 ARETHA FRANKLIN—Jimmy Lee—Arista</td>
<td>Single jumps to #65 in it’s third chart week . . . pretty RESPECTable.</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>SOUTHWEST</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>1 JOURNEY—I’ll Be Alright Without You—Columbia</td>
<td>Making the journey to this single are KZPS, KEGL, B97, KHFI, WFEM, &amp; WZYP.</td>
</tr>
<tr>
<td>2 BON JOVI—Livin’ On A Prayer—Mercury/PG</td>
<td>Hitmaker’s latest adding strong. B97, WWHY, WABB, KJYQ, Q101 all adding.</td>
</tr>
<tr>
<td>3 RONSTADT/INGRAM—Somewhere Out There—MCA</td>
<td>Linda’s triumphant return to the mainstream is spearheaded by this hat duet.</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>MIDWEST</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>1 SAMANTHA FOX—Touch Me . . .—Jive/RCA</td>
<td>‘80’s sex-kitten clows adds from WLOL, WNCC, WBBM, WKTl, WZOK and many others.</td>
</tr>
<tr>
<td>2 JOURNEY—I’ll Be Alright Without You—Columbia</td>
<td>WAEK, WZEE, WGRD, WSPF, &amp; WAHC all adding Journey’s latest.</td>
</tr>
<tr>
<td>3 EDDIE MONEY—I Wanna Go Back—Columbia</td>
<td>Money’s rich new song pays off. Adding are WMMS, WLQ, WNCC, &amp; WZEE.</td>
</tr>
<tr>
<td>4 BON JOVI—Livin’ On A Prayer—Mercury/PG</td>
<td>WGRD, WZOK, WXGT, WZEE, KZIO, KKRD, &amp; WAHC are all picking up Bon Jovi’s latest.</td>
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<th>PACIFIC NORTHWEST</th>
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<tbody>
<tr>
<td>1 PETER GABRIEL—Big Time—Geffen</td>
<td>Gabriel’s latest jumps to #48 bullet in it’s fourth chart week. Should hit the big time.</td>
</tr>
<tr>
<td>2 BON JOVI—Livin’ On A Prayer—Mercury</td>
<td>Adds are coming in all over . . . Bon Jovi’s prayer’s have been answered.</td>
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<tbody>
<tr>
<td>1 CHICAGO—Will You Still Love Me?—Full Moon/WB</td>
<td>Hot adds from KRXY, KWSQ, KWOD, KQ, KNMQ, KCAQ, &amp; KDON.</td>
</tr>
<tr>
<td>2 RONSTADT/INGRAM—Somewhere Out There—MCA</td>
<td>Two supertalents join for theme to Speilberg’s “An American Tail.”</td>
</tr>
<tr>
<td>3 BON JOVI—Livin’ On A Prayer—Mercury</td>
<td>Bond continues streak of hit singles. Album bullets back up to #2.</td>
</tr>
<tr>
<td>4 BOB GELDOF—This Is The World Calling—Atlantic</td>
<td>Saint Bob’s first solo effort debuts at #86 bullet this week.</td>
</tr>
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**THE DEFINITIVE HISTORY OF ROCK AND ROLL**

The CASHBOX Singles Charts, 1950–1981, a complete history of all the records to appear on the CASHBOX charts. This historic volume contains an alphabetical listing of all artists who appeared on the charts and includes the week it first appeared and all subsequent chart positions. Cross referenced by song title. Also compiled in this spectacular reference book are the top ten records of each year, the most chart hits by an artist, the most #1 hits by an artist, the most weeks at #1 by an artist, the most weeks at #1 by a single record, the records with the longest chart run and a chronological list of #1 records. An incomparable reference tool.
PROFILE

old Bronson and Richard Foos
Ringo Brothers"

JO RECORDS

Agree a record label so daring that it released an entire album by...er Fred Blasie entitled "I Bite songs"--which featured such never-to-

as "Thank God Those Awful Pains Gone" and "Pencil Neck Geeks"--line that some label being responsible releasing one of the most beautiful and

ful songs to enter the pop charts this more than five years after it's initial (and unnoticed) release.

Get it: I have just entered the wonderful world of Rhina records--the small, independent label formed in 1978 by "Rhino Brothers" Richard Foos and Harold Bronson.

(Born, named after the now famous record store opened by Foos in 1973), have responsible for the wackiest records of the 70's: The Turtles, Arthur Lee's Love, and best damn rock & roll (The Beatles, The Paronoas) in years.

The Rhina Brothers' past meets the present when Bronson was a regular customer at a store, at which time the two discovered that they shared a common passion for love and the classic music of the 60's and 70's.

In the fall of 1978 Foos sold the namesake store and, along with new partner Bronson, ventured into the captivating yet uncharted world of farming Rhina—the label. Since its incep-
tion eight years ago, Rhina has continued to prove to be a successful and profitable company.

"Rhinobrothers are conceptualists as well as record executives, and they're unique because of that." Affirmed Stan Becker, Rhina's associate director of press and publicity (a two year veteran of the label). He continued, "They have a uniquely irreverent sense of humor and of reality— which is refreshing."

Rhina has been responsible for such offbeat releases as: A newly recorded single by '50's sex-kitten Mamie Van Doren, "Young Dudes"; an albums worth of the most notable and (most obscure) interpretations of Bruce Springsteen penned tunes (from Dave Edmunds to Johnny Cash to The Hollies) aptly titled "Cover Me"; a "Best Of Louie, Louie" compilation featuring variations of the classic party tune by such diverse acts as The Sandpipers to punk rock pioneers Black Flag. Not to be overlooked are Rhina's classic reissues, including (but certainly not limited to), The Lovin' Spoonful, The Standells, The Bobby Fuller Four, as well as the entire Monkees' catalog (released pre revival-mania). Such

forgotten bands as Thee Midnighters, The Challengers, and The Box Tops have all been honored with painstakingly perfect compilations put out by the label, chronicling careers that otherwise, sadly, may have been lost in time.

When it comes to new music, Rhina is just as strong a force—such established bands as The Raches and Rank & File have recorded new material specifically for release exclusively on Rhina. (Rank & File's debut for the label holds an anticipated January 1987 release date).

The label has certainly been the stepping stone for bands who later gravitated to major label status. The Pandoras, Phranc, and The Beat Farmers have all recorded for Rhina before ever earning any sort of recognition from the rest of the industry. The Rhina Brothers plan to continue to play a part in the development of new and upcoming acts, such recent signings include Cindy Lee Barryhill (a singer-songwriter in the Dylan/Suzanne Vega vein), and a proposed album of new material from L.A. club stalwarts The James Harman Band.

Also being readied are a single and video for Nancy Sinatra's huge '60's hit "These Boots Are Made For Walking," (from the recently issued "Boots: Nancy Sinatra's Greatest Hits") making her and the song available for the first time to a whole new generation of listeners. But isn't that what Rhina is all about?

But certainly Rhina's greatest success story to date is currently shaping up in the form of Billy Vera & The Beaters and their album "By Request: The Best Of..." The compilation features the current Top 30... and still climbing) hit single "At This Moment."

The saga of Billy Vera, a long time veteran of the rock & roll circuit, began when Rhina approached Vera about the possibility of releasing a best-of compilation showcasing material from two albums The Beaters recorded during the early '80's for the ill-fated AFA label. "At This Moment" was originally issued in 1981 on "Billy Vera & The Beaters"—a live album recorded entirely at Los Angeles' famed Roxy Theatre. "Moment" is one of the nine songs culled for the "By Request" LP. The songs had previously seemed destined never again to see the light of day... trapped in the vaults forever. Rhina made sure that it wasn't the case.

First featured on an episode of television's popular "Family Ties" last season, "At This Moment" generated so much viewer attention that Rhina issued it as a single—and slowly but steadily the song began climbing the pop singles chart. The rest will certainly become Rhina records history.

"Rocky"

"In many ways we're treating Billy as a new artist. We're all tremendously excited about the possibilities," enthused Stan Becker. Although he insists that Vera's hit "... was no accident, we've got people on the phones all day long tracking stations. It's not something we've fallen or lucked into, it's something we've helped create. We're breaking him nationally for the first time on this level." He continued, "We are going all the way with this record—there is no stopping it!"

"I don't think anyone expected us to have an across the board CHR megahit, but we've got one!" And in a sea of major labels, where indies must fight to survive, it's enlightening to see Rhina records, as Becker put it, "... becoming the little label that could."

Tom DeSavia

PROMOTION OF THE WEEK

TY—HOUSTON, TX

ATION—KKHT-96.5FM

J.—BOBBY MITCHELL—Live, from London, Bobby played host to a number of celebrity guests as he transmitted from the world's largest record store—HMV, located on Oxford—the world's busiest Christmas shopping street.

PROMOTION—KKHT PRESENTS "THE $10,000 KKHT CHRISTMAS PRESENT"

Live, via satellite, from London. Bobby Mitchell-in-The-Morning gave away clues to the identity of a $10,000 mystery gift. Listeners were to try to figure out the identity of the prize and send their guesses in on postcards. The winning entry will be able to choose between the gift or recieve the $10,000 in cash. The program which aired December 8th through the 12th, featured in-studio appearances by a number of celebrity guests, as well as the tremendous giveaway.
CASH BOX®
Radio Report
BLACK CONTEMPORARY
AN IN DEPTH ANALYSIS OF THE MARKETS

MARKET AT A GLANCE
MOST ADDED Out Of A Possible 85 Stations

79 Stations Reported This Week

H I Say Yes
Five Star—RCA
17 Adds

Doesn't Have To Be This Way
Rose Royce—Omni/Atlantic
16 Adds

Situation #9
Club Nouveau—Warner Bros./King Jay
15 Adds

Easy Love
Rose Brothers—Muscle Shoals
14 Adds

#1 SINGLES

Bobby Brown/Kool & The Gang/Ready For The World

RETAIL

Goin' To The Bank
Commodores—PolyGram

Girlfriend
Bobby Brown—MCA

Caught In The Rapture
Anita Baker—Elektra

Love You Down
Ready For The World—MCA

REQUESTS

Goin' To The Bank
Commodores—PolyGram

Love You Down
Ready For The World—MCA

Victory
Kool & The Gang—PolyGram

Caught In The Rapture
Anita Baker—Elektra

ALBUM ALLEY

Surrender—O'Bryan—Capitol—With songs like "Tenderoni" and "What Goes Around," O'Bryan presents us with a surefire hit LP.

Perfect Timing—Donna Allen—21/Atco—This diminutive talent not only displays perfect timing, but a perfect compilation of songs in her debut LP.

Lifetime Friend—Little Richard—Warner Bros.—The king of rock & roll has really outdone himself on this LP. Pick up one for the holidays.

Hot Together—Pointer Sisters—RCA—Here comes another dynamic LP from the fabulous trio. The sisters just keep turning out the hits.

NEW AND HOT 45'S

Gonna Get Your Love—Triple Threat—Uronus

Here Now—Sandra Feva—Catawba

Sweet Love—Najee—EMI-America

I Know You Love Me—Trinere—Jampacked

I've Been Thinking About You—Billy Davis, Jr.—Macola
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<th>Title</th>
<th>Lst. Wk.</th>
<th>Ttl. Wks.</th>
<th>Req. Wks.</th>
<th>Rank</th>
<th>Rotation</th>
<th>Sales Rank</th>
<th>Video</th>
<th>Current Tour</th>
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<td>Mary Goes Round</td>
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<td>Jeff Lorber Facts Of Love-Warner Bros.</td>
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<td>George Benson Shiver-Warner Bros.</td>
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<td>Maze When You Love—Capital</td>
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<td>Monhottons Where Did We Go-Columbia</td>
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<td>39</td>
<td>O'Bryon Tenderoni—Capital</td>
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<td>40</td>
<td>Lionel Richie Ballerina Girl—Matown</td>
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**INDIE TOP 20**

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<tr>
<th>Title</th>
<th>Lost Wks</th>
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<td>J. Blackfoot—U-Turn—Edge</td>
<td>1</td>
<td>5</td>
<td>WDJX, WHKX, KRNB, WKXI, WTKL, WYLD-FM, WTLR, WAMO, WDM, WLOU, KOKY, WUFO, WQMG</td>
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<td>Marshall &amp; Bobb—Let It Be Me—Edge</td>
<td>2</td>
<td>8</td>
<td>WKXI, WXOK, WTKL, WQXI, KOKY, WLOK, WVOX, WDMA, WNOO, WJIZ, WENN, WACO</td>
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<td>Nocera—Summertime—Sleeping Bag</td>
<td>3</td>
<td>7</td>
<td>WJIZ, KUKI, WILD, WRKS, XHLM, WANN, WWWZ, WPEG, WPLZ, WHY, KYOK, KSOL, WDKX</td>
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<td>Dono Allen—Serious—21/ATCO</td>
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<td>James A. Johnson—Too Much Is Never—Tuxedo</td>
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<td>WDM, WAO, WQMG, WQMG, WAO, WTOP, WBR, WSTD, WES, WJIZ, KDDA, WQMG, KDKX</td>
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<tr>
<td>Lyn Romon—Don’t Look Back—Ichiban</td>
<td>7</td>
<td>5</td>
<td>WRBR, WRBP, WRBG, WPLZ, WFX, WES, WDKX, WAO, WTOP, WBR, WSTD, WES, WJIZ, KDDA, WQMG, KDKX</td>
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<td>Johnny Taylor—Just Because—Moanalua</td>
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<td>Donnell Pittman—Chocolate Lover—Triple T/After Five</td>
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<td>KSOL, WENN, WFX, WRDP, WDM, WAO, WZAI, KUKY, WFX, WAO, WTOP, WBR, WSTD, WES, WJIZ, KDDA, WQMG, KDKX</td>
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<td>Ben E. King Jr.—Spanish Harlem—LifeSong</td>
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<td>Infinity—Come On My Girl—Trumpet</td>
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<td>R. Justice Allen—Croakin’ Up—Cotowbo</td>
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<td>S. Payne &amp; P. Ingrom—On &amp; On—Superstar International</td>
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<td>Rose Brothers—Easy Love—Muscle Shoals</td>
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<td>Sondra Favo—Here Now—Cotowbo</td>
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<td>B. Fots—Wappi—Passe</td>
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<td>P.P. Michell—You’re Gonna Come—Ichiban</td>
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<td>Trineré—I Know You Love Me—Jampacked</td>
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<td>Triple Threat—Gonna Get Your Love—Uranus</td>
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<td>Captain Sky—You Bring Me Up—Triple T</td>
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<td>Nayoba—Good Things—The Fever/Sutra</td>
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**ON DECK**

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<td>41</td>
<td>Roy, Goodman &amp; Brown—Take It To...—EMI America</td>
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<td>42</td>
<td>Tino Turner—Two People—Capitol</td>
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<td>Force MD’s—I Wanna Know...—Tommy Boy/WB</td>
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<td>Donno Allen—Serious—Atlantic</td>
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<td>45</td>
<td>Bobby Womack—I Wanna Make Love—MCA</td>
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<td>Oron “Juice” Jones—Curiosity—Def Jem/Columbia</td>
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<td>Jenny Burton—Do You Want—Atlantic</td>
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<td>Freddie Jackson—Have You Ever...—Capitol</td>
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<td>George Duke—Good Friend—Elektro</td>
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<td>Jonice Christie—Heat Stroke—Supertronics</td>
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<td>Howard Hewett—Stay—Elektro</td>
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<td>53</td>
<td>Jonice McClain—Passion &amp; Pain—MCA</td>
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<td>54</td>
<td>R.J.’s Latest—Hold On—Manhattan</td>
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<td>Humon League—I Need Your Loving—A&amp;M</td>
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<td>56</td>
<td>Rose Royce—Doesn’t Have To Be...—Omni</td>
<td>72</td>
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<td>57</td>
<td>The Jets—You Got It All—MCA</td>
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<td>58</td>
<td>Loose Ends—Slow Down—MCA</td>
<td>71</td>
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<td>59</td>
<td>Luther Ingram—Baby Don’t Go...—Profile</td>
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<td>60</td>
<td>Sylvester—Someone Like You—Warner Bros</td>
<td>74</td>
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## REGIONAL BREAKOUTS

### EAST

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<th>Comments</th>
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<tr>
<td>1</td>
<td>R.J.'s Latest Arrival—Hold On</td>
<td>Manhattan</td>
<td>This one has certainly arrived.</td>
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<tr>
<td>2</td>
<td>INFINITY—Come On And Be My Girl—Trumpet</td>
<td></td>
<td>Way to go Paul. This one looks like a big hit!</td>
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<tr>
<td>3</td>
<td>SANDRA FEVA—Here Now—Catawba</td>
<td></td>
<td>This smash balled will &quot;knock your socks off.&quot;</td>
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<tr>
<td>4</td>
<td>MARSHALL AND BAB—Let It Be Me—Edge</td>
<td></td>
<td>Very strong message for lovers of all ages, and getting stronger.</td>
</tr>
<tr>
<td>5</td>
<td>O'BRYAN—Tenderoni—Capitol</td>
<td></td>
<td>Shaping up to be a &quot;smoother.&quot; You've done it again Don.</td>
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### SOUTH

<table>
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<th>Rank</th>
<th>Artist/Song</th>
<th>Label</th>
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<tr>
<td>1</td>
<td>DONNA ALLEN—Serious—21/ATCO</td>
<td></td>
<td>This diminutive talent has a &quot;serious&quot; hit.</td>
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<tr>
<td>2</td>
<td>RAY BLACKFOOT—U-Turn—Edge</td>
<td></td>
<td>Cash register bells are ringing on this one</td>
</tr>
<tr>
<td>3</td>
<td>RAY GOODMAN &amp; BROWN—Take It To The Limit—EMI</td>
<td>EMI</td>
<td>This recent chartbreaker has definitely broken.</td>
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<tr>
<td>4</td>
<td>CAMEO—Candy—Atlanta Artists</td>
<td></td>
<td>Excellent piece of musical candy for your Christmas stocking.</td>
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<tr>
<td>5</td>
<td>BOBBY WOMACK—(I Wanna) Make Love.....—MCA</td>
<td>MCA</td>
<td>Growing odds prove the effectiveness of Womagic.</td>
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### MIDWEST

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<th>Artist/Song</th>
<th>Label</th>
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<tr>
<td>1</td>
<td>J. BLACKFOOT—U-Turn—Edge</td>
<td></td>
<td>Up, up, up and still climbing. Destination, the top!</td>
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<tr>
<td>2</td>
<td>TRIPLE THREAT—Gonna Get Your Love—Uranus</td>
<td></td>
<td>This one is getting added on stations all over the country.</td>
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<tr>
<td>3</td>
<td>RAY GOODMAN &amp; BROWN—Take It To Limit—EMI</td>
<td>EMI</td>
<td>The radio and retail response has been massive around the country.</td>
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<tr>
<td>4</td>
<td>KOOL &amp; THE GANG—Victory—Mercury/PolyGram</td>
<td></td>
<td>The most prolific group of the 80's has scored another S-M-A-S-H!</td>
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<tr>
<td>5</td>
<td>SANDRA FEVA—Here Now—Catawba</td>
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<td>Catch the &quot;Fevo,&quot; Sandra Fevo.</td>
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### WEST

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<th>Rank</th>
<th>Artist/Song</th>
<th>Label</th>
<th>Comments</th>
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<td>1</td>
<td>BOBBY BROWN—Girlfriend—MCA</td>
<td></td>
<td>Just another hit for president Busby and Co.</td>
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<tr>
<td>2</td>
<td>HEAVY TRAFFIC STARRING &quot;V&quot; —Jealousy—Atlantic</td>
<td>Atlantic</td>
<td>Brian and Edward Holland are once again bringing another talented female artist to the musical forefront.</td>
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<tr>
<td>3</td>
<td>MIKI HOWARD—Come Share My Love—Atlantic</td>
<td></td>
<td>This dynamic talent is well on her way.</td>
</tr>
<tr>
<td>5</td>
<td>J. BLACKFOOT—U-Turn—Edge</td>
<td></td>
<td>As projected, this is turning into a solid hit!</td>
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<tr>
<td>5</td>
<td>LUTHER VANDROSS—Stop To Love—Epic</td>
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<td>Typical Luther—another hit.</td>
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## TEST RECORDS

### EAST

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<th>Rank</th>
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<td>1</td>
<td>TRINERE—I Know You Love Me—Jampedock</td>
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<td>Great initial response. Could be a big one.</td>
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<td>2</td>
<td>B&amp;BQ—Genie—Elekta</td>
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<td>This genie is turning into a jewel for Earl &quot;The Pearl&quot; Monroe.</td>
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<tr>
<td>3</td>
<td>SANDRA FEVA—Here Now—Catawba</td>
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<td>Unbelievable activity for this sensational songstress.</td>
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### SOUTH

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<th>Rank</th>
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<tr>
<td>1</td>
<td>LYN ROMAN—Don't Look Back—Ichiban</td>
<td></td>
<td>Straight ahead, up to the top for Lyn.</td>
</tr>
<tr>
<td>2</td>
<td>FOCUS—Zero In July—EMI/Americo</td>
<td></td>
<td>This is shaping up as a big one for ex-Bar-Kays members James Alexander and Mark Bynum.</td>
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<tr>
<td>3</td>
<td>NAJEE—Sweet Love—EMI/Americo</td>
<td></td>
<td>Outstanding remake of Commodores hit, destined to be a hit the second time around.</td>
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### MIDWEST

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<th>Rank</th>
<th>Artist/Song</th>
<th>Label</th>
<th>Comments</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>NAYOBE—Good Things,...—The Fever/Sutro</td>
<td></td>
<td>Certainly a good piece of music, and spreading.</td>
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<tr>
<td>2</td>
<td>ROSE BROTHERS—Easy Love—Muscle Shools Sound</td>
<td></td>
<td>A rose has never smelt as sweet for this talented group.</td>
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<tr>
<td>3</td>
<td>SANDRA FEVA—Here Now—Catawba</td>
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<td>This single is definitely turning out to be a smash success.</td>
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### WEST

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<th>Comments</th>
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</thead>
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<tr>
<td>1</td>
<td>J. BLACKFOOT—U-Turn—Edge</td>
<td></td>
<td>Making no U-turns, J. Blackfoot is headed straight for the top.</td>
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<tr>
<td>2</td>
<td>WILDE WATTS—Tutu—Worner Bros.</td>
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<td>Mr. Wizard strikes again!</td>
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<tr>
<td>5</td>
<td>KELLY JARREAU—Tell Me What I'm Gonna Do—Worner Bros.</td>
<td>Worner Bros</td>
<td>Endless success for the man with the voice.</td>
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NEW ORLEANS MEETS SAN FRANCISCO

New Orleans artists Terrence Harrison and Donald Blanchard have recently begun their nationwide tour in support of their first Columbia album, “Nascence.” Pictured backstage after their recent sold out performances in San Francisco’s Great American Music Hall are left to right: Kent Jordon, Columbia recording artist, Doug Wilkins, national director of jazz promotion for Columbia; Michael Wells, manager; Donald Harrison, Terrence Blanchard and KXPR’s program director, Gary Vercelli.

IRA, KNIT? There’s nothing sshy about A&M recording artist Vesta Williams. On a recent promotional tour for her new single, "Once Bitten Twice Shy," she stopped by WDAS-FM in Philadelphia to say hello. Pictured left to right: Doug Henderson, dj at WDAS, Buttaball, program director of WDAS, Vesta, Mimi Brown; music director and dj for WDAS, Jesus Garber; Jim national west coast director of marketing and promotion, and Dan Sellers; North east man for A&M.

A TRIBUTE TO THE QUEEN OF SOUL

The UNCF recently honored Aretha Franklin during their Celebrity Tribut Event which was held at the Omni International Hotel. With over 500 attendees, some of the entertainers that paid tribute were The Spinners, Fockx, One Way and Michelle Goullet (Island Records). Pictured left to right: Michelle Green and Klimmolo Green (of Fockx), Aretha, her escort Willie and Keena Green (also of Fockx).

South Khan

Michael Johnson
Vice President/Black Music EMI America

Every now and then you get the chance to promote a record that everyone likes. Case in point, Najee’s “Sweet Love,” off the LP “Najee’s Theme.” Requests and sales for this quiet storm debut have brought it into full time rotation and reporting. Programmers, your audience will respond to this, breaking in Dallas, Houston, New Orleans, Shreveport and Washington D.C. We’re taking it to the limit with Ray, Goodman & Brown, moving towards the top 5 with incredible feedback, climbing sales and airplay, and a great video on BET. My pick hit it, Phyllis Hyman’s title cut from the LP “Living All Alone,” with a female appeal, and one of the most powerful videos I’ve seen. Finally, since I’m limited to just a few records, don’t overlook James Alexander’s debut, “Zero In July,” which is hotter than dry ice. Just ask Steve Harris/WCIN, Mike Kelley/KAPE, Bobby Earl/KOKY, etc....”Zero is a smash!”

The excitement continues at EPA with the growth of Luther Vandross’ hit single "Stop To Love," while radio support continues to grow for Carl Anderson’s hit "Can’t Stop The Feeling" and Krystal’s "Precious, Precious." The upcoming releases for early 1987 will maintain that excitement: Luther Vandross in a duet with Gregory Hines, as well as the Gregory Hines LP produced by Luther. Look for a hit-filled LP from Isley-Jasper-isley. Some tremendous product is coming from Alexander O’Neal, Cherelle and Tawatha of M’tume, produced by M’tume, Expect a "Major Surprise" from "Secrets" on Tobu Records, and the one that everybody has been waiting for, Michael Jackson. EPA—Always bringing you the best.
DR DING'S HOLIDAY—Ted Levan, president of Norwood Productions, Inc. recently announced that Norwood has been selected again this year by the New York State Dr. Martin Luther King Holiday Commission to produce special radio programming to commemorate the observance of Dr. King's birthday as a national holiday on January 19, 1987. Norwood will be producing the "Martin Luther King Contemporary Issues In Society Series," three hour-long programs which will reflect on the teachings and legacy of Dr. King. Each program in the series will consist of a panel discussion involving leaders from the fields of communication, education, religion, sports, entertainment and government.

The panels will examine the impact of Dr. King's contributions, focusing on what can be done to perpetuate his dreams for a better future. David Lampel, senior vice president of Inner City Broadcasting, will be the host for the series. Norwood will also produce a series of radio public service announcements that will be voiced by a variety of well-known recording artists and celebrities.

The messages will remind listeners to join in the nationwide celebration honoring Dr. King on January 19, 1987. Confirmed participants to date include, Harry Belafonte, entertainer and chairman of the New York State Martin Luther King, Jr. Holiday Commission, Arthur Ashe, tennis champion, author and broadcaster, Susan Taylor, editor-in-chief Essence Magazine, Bill Ayres, executive director, World Hunger Year, Harriet Michel, president, New York Urban League, Gail Schaffer, Secretary of New York State, Barry Gray, veteran broadcaster, WMCA Radio N.Y.C., Hazel Dukes, president, New York State Conference of NAACP branches, Father John Cataio, director, The Christophers, Lillian Roberts, commissioner, New York State Department of Labor. According to Ted Le Van, "Last year's radio campaign was successful in making the public aware of the first observance of Dr. King's birthday as a national holiday." This year Norwood's goal with the planned radio projects is to explore the issues that Dr. King addressed and to reinforce his teachings. Norwood's special Dr. King radio programming will be available to all commercial and non-commercial radio stations in the New York State area, for broadcast throughout the month of January.

For further information, contact Ellen Silver, executive vice president, Norwood Productions, 212-755-3320.

WJTB IMPACTS CLEVELAND—Setting the trend on the North Coast, the very adult, for the very adult listeners, WJTB 1040, the new AM. James Taylor, president, general manager of WJTB, the 5000 watt non-directional clear channel covers 19 counties with a total population of 6.5 million which is the largest economic area in Ohio and the 9th largest in the USA, covering more than 8,000 square miles. Located in Lorain County, WJTB's dominant signal covers major cities like Cleveland, Akron, Lorain, Canton, Elyria, Sandusky and Mansfield. WJTB, the best in suburban contemporary music serving 27 cities, 19 counties, 3 states, 2 countries and still growing, is designed to reach the adult listeners in the 25+ demo. WJTB has combined a very successful adult music format with news and public affairs programming that centers around adult interest.

LABELLE HONORED—MCA recording artist Patti LaBelle was the recent recipient of the 1986 award of merit from the Philadelphia Art Alliance during a reception at the institution. The award is given annually to an outstanding individual who has been an innovator, achiever and contributor in an artistic field. The Philadelphia Art Alliance is one of the oldest cultural institutions in Philadelphia embracing all the arts with exhibitions, lectures, demonstrations, recitals and plays. This honor continues an extraordinary year for Patti LaBelle. She won in 1986 with a sold out Broadway engagement. Her "Winner In You" album was certified platinum producing the #1 duet "On My Own" with Michael McDonald. Patti has just completed a highly successful sold out tour of Europe with stops in London, Vienna, Munich and Rotterdam.

INDUSTRY ACTIVITIES—Matt Parsons held a big meeting recently with several independent record labels in the New York area. What's up Matt? Can we expect some big things from the individuals in attendance? The Main Indigendant of "Just Don't Want To Be Lonely" fame have officially signed with AlBell's recently formed and highly active Edge Records. Word is they have a smash that is an its way radio stations now. Jarvis Silton is now handling the promo duties for Warnor Bros. in the Memphis-Nashville area. Jarvis comes from within the WEAJ organizing structure. Chuck De Bow, once worked the Cincinnati oreo Columbus Records, and was a majo in the Prince organization, has been tapped to handle promo out of Cleveland for Epic Records replacing the recently promo Don Eason. The rumors are gi stronger regarding Lou Ra returning to the Philadelphia In national record label where he enjoyed much of his recent success. Could be that one of the industries top programmers is turning to radio? Yes, Frankie Cn empher reportedly is entertaining offers. Great anticipation from industry sources regarding the upcoming projected spring release from the royal bodness Prince with his band. The legendary Dave "Mr. Promotion" Clark stopped by CashBox to say hello and tell about the tremendous product in the Malaca Music family. Bob Bland is sounding better than ever on his latest album titled "After All". Cut #1 on side 1 is an obs mosm. The Rose Brothers have gone to hitsville. We know Dave there is on antenna, you will prom your record.

Bob L

CREATIVE CONCEPTS

CITY—CLEVELAND, OH
STATION—WCKX
P.D.—RI CK STEVENS
PROMOTION—Power 106, WCKX-FM is having a give away entitled "Christmas Baskets For The Needy." The baskets will contain a Christmas dinner, fresh fruit as well as some canned goods. Families are encouraged to write letters stating their current conditions so that eligibility can be determined. The station intends to feed at least 1006 families corresponding to WCKX's frequency being at 106.
CASH BOX
Radio Report
COUNTRY
AN IN DEPTH ANALYSIS OF THE MARKETS

DECEMBER 20, 1986

MARKET AT A GLANCE

MOST ADDED Out Of A Possible 118 Stations

104 Stations Reported This Week

Lovin' That Crazy Feelin'—Ronnie McDowell—(MCA/Curb)
39 Adds

Quietly Crazy—Ed Bruce—(RCA)
38 Adds

I'll Still Be Loving You—Restless Heart—(RCA)
35 Adds

Take The Long Way Home—John Schneider—(MCA)
33 Adds

This Ol' Town—Lacy J. Dalton—(Columbia)
28 Adds

No Place Like Home—Randy Travis—(Warner Bros.)
26 Adds

#1 SINGLES

Mind Your Own Business—Hank Williams Jr.—(Warner Bros./Curb)

Give Me Wings—Michael Johnson—(RCA)

What Am I Gonna Do About You—Reba McEntire—(MCA)

Deep River Woman—Lionel Richie—(Motown)

Love's Gonna Get You Someday—Ricky Skaggs—(Epic)

It Won't Hurt—Dwight Yoakam—(Warner Bros./Reprise)

You Still Move Me—Dan Seals—(EMI America)

REQUESTS

Mind Your Own Business—Hank Williams Jr.—(Warner Bros./Curb)

Give Me Wings—Michael Johnson—(RCA)

What Am I Gonna Do About You—Reba McEntire—(MCA)

Deep River Woman—Lionel Richie—(Motown)

Love's Gonna Get You Someday—Ricky Skaggs—(Epic)

It Won't Hurt—Dwight Yoakam—(Warner Bros./Reprise)

You Still Move Me—Dan Seals—(EMI America)

NOT CUTS

Hank Williams Jr.—Montana Cafe—(Montana Cafe)

Reba McEntire—Why Not Tonight—(What Am I Gonna Do About You)

Andy Travis—Storms Of Life—(Storms of Life)

Don Seals—Guitar Man Out Of Control—(On The Front Line)

Ricky Skaggs—A Hard Row To Hoe—(Love's Gonna Get Ya)

The Gatlin Brothers—From Time To Time (It Feels Like Love Again)—(Partners)

Marie Osmond—Everybody's Crazy 'Bout My Baby—(I Only Wanted You)

George Jones—Don't Leave Without Taking Your Silver—(Wine Colored Roses)

George Strait—Cow Town—(#7)

Sawyer Brown—Savin' The Honey For The Honeymoon—(Out Gain' Cattin')

Marla Haggard—My Life's Been Grand—(Out Among The Stars)

Alabama—Let's Hear It For The Girl—(The Touch)

ECIAL

Hell And High Water—T. Graham Brown—(Capitol)

Mind Your Own Business—Hank Williams Jr.—(Warner Bros.)

Love's Gonna Get You Someday—Ricky Skaggs—(Epic)

What Am I Gonna Do About You—Reba McEntire—(MCA)

Give Me Wings—Michael Johnson—(RCA)

You Still Move Me—Don Seals—(EMI America)

Cowboy Man—Lyle Lovett—(MCA/Curb)
<table>
<thead>
<tr>
<th>Record Rank</th>
<th>Title</th>
<th>Lst. Wk.</th>
<th>Ttl. Wks.</th>
<th>Req. Rank</th>
<th>Rotation</th>
<th>Sales Rank</th>
<th>Video</th>
<th>Current LP This Wk.</th>
<th>Ttl. Wks.</th>
<th>Hot Cuts</th>
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<tbody>
<tr>
<td>1</td>
<td>Hank Williams Jr.-Mind Your Own Business-B/W-Curb</td>
<td>2</td>
<td>11</td>
<td>2</td>
<td>Hot</td>
<td>3</td>
<td>N</td>
<td>4</td>
<td>24</td>
<td>Montana Cafe/You Can't Judge A Book</td>
</tr>
<tr>
<td>2</td>
<td>Ricky Skaggs-Love's Gonna Get You Sameday-Epic</td>
<td>3</td>
<td>12</td>
<td>6</td>
<td>Hot</td>
<td>4</td>
<td>N</td>
<td>8</td>
<td>8</td>
<td>A Hard Row To Hoe/Love Can't Ever Get</td>
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<td>3</td>
<td>The Judds-Cry Myself To Sleep-RCA/Curb</td>
<td>5</td>
<td>10</td>
<td>1</td>
<td>Hot</td>
<td>1</td>
<td>N</td>
<td>24</td>
<td>56</td>
<td>River Roll On/Workin' In The Coal Mine</td>
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<td>4</td>
<td>Reba McEntire-What Am I Gonna Do About You-MCA</td>
<td>6</td>
<td>11</td>
<td>4</td>
<td>Hot</td>
<td>5</td>
<td>Y</td>
<td>6</td>
<td>8</td>
<td>Why Not Tonight/Till It Snows In Mexico</td>
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<td>5</td>
<td>T. Graham Brown-Hell And High Water-Capitol</td>
<td>1</td>
<td>16</td>
<td>46</td>
<td>RC</td>
<td>2</td>
<td>Y</td>
<td>5</td>
<td>28</td>
<td>Don't Go To.../She's Mine</td>
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<td>6</td>
<td>Bellamy's/Foresters-Too Much Is Not...-MCA/Curb</td>
<td>4</td>
<td>13</td>
<td>47</td>
<td>Hot</td>
<td>14</td>
<td>N</td>
<td>34</td>
<td>4</td>
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<td>7</td>
<td>Conway Twitty-Fallin' For You...-Warner Bros.</td>
<td>12</td>
<td>10</td>
<td>13</td>
<td>Hot</td>
<td>15</td>
<td>N</td>
<td>25</td>
<td>20</td>
<td>Only The Shadow Knows/You're The Best</td>
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<td>8</td>
<td>Michael Johnson-Give Me Wings-RCA</td>
<td>9</td>
<td>13</td>
<td>3</td>
<td>Hot</td>
<td>6</td>
<td>N</td>
<td>43</td>
<td>3</td>
<td>Cool Me In The River/Hangin' On</td>
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<td>9</td>
<td>Judy Rodman-She Thinks That She'll Marry-MTM</td>
<td>10</td>
<td>12</td>
<td>30</td>
<td>Med.</td>
<td>44</td>
<td>Y</td>
<td>-</td>
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<td>Do You Make Love.../Come Next Monday</td>
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<td>10</td>
<td>T.G. Sheppard-Half Past Forever...-Columbia</td>
<td>13</td>
<td>11</td>
<td>23</td>
<td>Med.</td>
<td>13</td>
<td>N</td>
<td>35</td>
<td>19</td>
<td>The Bad Thing.../Paintin'</td>
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<td>11</td>
<td>Don Williams-Then It's Love-Capitol</td>
<td>15</td>
<td>10</td>
<td>11</td>
<td>Hot</td>
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<td>Senorita/Send Her Roses</td>
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<tr>
<td>12</td>
<td>Dan Seals-You Still Move-MEMI America</td>
<td>17</td>
<td>9</td>
<td>8</td>
<td>Hot</td>
<td>7</td>
<td>N</td>
<td>20</td>
<td>17</td>
<td>Three Time Loser/Lullaby</td>
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<tr>
<td>13</td>
<td>Gary Morris-Leave Me Lonely- Warner Bros.</td>
<td>18</td>
<td>10</td>
<td>17</td>
<td>Hot</td>
<td>10</td>
<td>N</td>
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<td>Today I Started Loving You Again/11th Ho</td>
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<td>14</td>
<td>Pake McEntire-Bad Love-RCA</td>
<td>14</td>
<td>11</td>
<td>16</td>
<td>Med.</td>
<td>17</td>
<td>N</td>
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<td>Too Old To Grow Up.../Caroline's Still In</td>
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<td>15</td>
<td>John Conlee-The Carpenter-Columbia</td>
<td>19</td>
<td>9</td>
<td>18</td>
<td>Med.</td>
<td>19</td>
<td>N</td>
<td>-</td>
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<td>The Day He Turned 65/Can</td>
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<td>16</td>
<td>Mel McDaniels-Stand On In-Lips</td>
<td>8</td>
<td>13</td>
<td>12</td>
<td>RC</td>
<td>18</td>
<td>Y</td>
<td>40</td>
<td>4</td>
<td>Chain Smokin'/Just Can't Sit Down</td>
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<td>17</td>
<td>Kathy Mattea-Make The Way...-Mercury/Polygram</td>
<td>7</td>
<td>13</td>
<td>14</td>
<td>RC</td>
<td>11</td>
<td>Y</td>
<td>36</td>
<td>4</td>
<td>Back Up Grinnin'/You Plant Your Fields</td>
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<td>18</td>
<td>Girls Next Door-Baby I Want In-MTM</td>
<td>22</td>
<td>8</td>
<td>41</td>
<td>Med.</td>
<td>20</td>
<td>Y</td>
<td>45</td>
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<td>Pretty Boy's Cadillac/The Fool In Me</td>
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<td>19</td>
<td>Lyle Lovett-Cowboy Man-MCA/Curb</td>
<td>24</td>
<td>8</td>
<td>9</td>
<td>Hot</td>
<td>8</td>
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<td>32</td>
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<td>Closing Time/You Can't Resist</td>
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<td>20</td>
<td>Tonya Tucker-I'll Come Back...-Capitol</td>
<td>26</td>
<td>7</td>
<td>31</td>
<td>Hot</td>
<td>12</td>
<td>N</td>
<td>42</td>
<td>35</td>
<td>Daddy Longlegs/Girls Like Me</td>
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<td>21</td>
<td>Merle Haggard-Out Among The Stars-Epic</td>
<td>20</td>
<td>11</td>
<td>40</td>
<td>RC</td>
<td>21</td>
<td>N</td>
<td>23</td>
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<td>Pennies From Heaven/Susie</td>
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<td>22</td>
<td>Keith Whitley-Homecoming '63-RCA</td>
<td>29</td>
<td>6</td>
<td>28</td>
<td>Med.</td>
<td>25</td>
<td>N</td>
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<td>23</td>
<td>Janie Fricke-When A Woman Cries-Columbia</td>
<td>27</td>
<td>6</td>
<td>27</td>
<td>Med.</td>
<td>27</td>
<td>N</td>
<td>22</td>
<td>20</td>
<td>I'd Take You Back Again/Nothing Left To S</td>
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<td>24</td>
<td>Ronnie Milsap-How Do You Turn On-RCA</td>
<td>32</td>
<td>5</td>
<td>10</td>
<td>Hot</td>
<td>22</td>
<td>N</td>
<td>38</td>
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<td>25</td>
<td>Dwight Yoakam-It Won't Hurt-Warner Bros.</td>
<td>28</td>
<td>6</td>
<td>7</td>
<td>Hot</td>
<td>26</td>
<td>N</td>
<td>3</td>
<td>53</td>
<td>Bury Me/Rings Of Fire</td>
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<td>26</td>
<td>Eddie Rabbitt-Gotta Have You-RCA</td>
<td>30</td>
<td>8</td>
<td>32</td>
<td>Hot</td>
<td>23</td>
<td>N</td>
<td>37</td>
<td>33</td>
<td>Singin' In The Subway/Letter From Home</td>
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<td>27</td>
<td>Eddy Raven-Right Hand-Mon RCA</td>
<td>35</td>
<td>5</td>
<td>25</td>
<td>Hot</td>
<td>28</td>
<td>N</td>
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<td>28</td>
<td>Crystal Gayle-Straight To The Heart-Warner Bros.</td>
<td>36</td>
<td>7</td>
<td>15</td>
<td>Hot</td>
<td>24</td>
<td>N</td>
<td>18</td>
<td>18</td>
<td>Take This Heart/Deep Down</td>
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<td>29</td>
<td>The Nitty Gritty Dirt Band- Fire In The Sky-WB</td>
<td>34</td>
<td>6</td>
<td>42</td>
<td>Med.</td>
<td>49</td>
<td>Y</td>
<td>16</td>
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<td>30</td>
<td>George Jones-Wine Colored Roses-Epic</td>
<td>11</td>
<td>14</td>
<td>48</td>
<td>RC</td>
<td>29</td>
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<td>8</td>
<td>Don't Leave Without.../The Right Left Hand</td>
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<td>31</td>
<td>Sweethearts Of The Rodeo-Midnight Girl...-Col.</td>
<td>39</td>
<td>4</td>
<td>29</td>
<td>Med.</td>
<td>33</td>
<td>N</td>
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<td>32</td>
<td>Holly Dunn-Daddy's Hands-MTM</td>
<td>21</td>
<td>18</td>
<td>49</td>
<td>RC</td>
<td>32</td>
<td>Y</td>
<td>27</td>
<td>7</td>
<td>The Sweetest Love I Ever.../Burnin' Wheel</td>
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<td>33</td>
<td>Lee Greenwood-Mornin' Ride-MCA</td>
<td>42</td>
<td>4</td>
<td>20</td>
<td>Med.</td>
<td>30</td>
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<td>13</td>
<td>12</td>
<td>Silver Saxophone/Love Will Find Its Way</td>
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<td>34</td>
<td>Waylon Jennings-What You'll Do When I'm Gone-MCA</td>
<td>25</td>
<td>14</td>
<td>35</td>
<td>RC</td>
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<td>48</td>
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<td>The Shadow Of Your.../Suddenly Single</td>
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<td>35</td>
<td>Earl Thomas Conley-I Can't Win For Losin'-You-RCA</td>
<td>46</td>
<td>3</td>
<td>43</td>
<td>Hot</td>
<td>31</td>
<td>N</td>
<td>9</td>
<td>7</td>
<td>Preservation Of The Wild Life/If Lovin' W</td>
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<tr>
<td>36</td>
<td>The Whites-It Should Have Been Easy-MCA/Curb</td>
<td>38</td>
<td>7</td>
<td>NR</td>
<td>Med.</td>
<td>38</td>
<td>N</td>
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<td>37</td>
<td>Johnny Paycheck-Don't Bury Me...-Mercury/Polygram</td>
<td>44</td>
<td>6</td>
<td>50</td>
<td>Med.</td>
<td>36</td>
<td>N</td>
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<td>38</td>
<td>Sawyer Brown/Cat Bonsall-Out Goin'-Cap./Curb</td>
<td>23</td>
<td>14</td>
<td>51</td>
<td>RC</td>
<td>34</td>
<td>Y</td>
<td>21</td>
<td>7</td>
<td>Graveyard Shift/Savin' The Honey</td>
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<td>39</td>
<td>Donna Fargo-Me And You-Mercy/Polygram</td>
<td>45</td>
<td>5</td>
<td>33</td>
<td>Med.</td>
<td>39</td>
<td>N</td>
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<td>Just Lovin' You/That's All Right Mama</td>
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<td>40</td>
<td>The O'Kanes-Oh Darlin'-Columbia</td>
<td>31</td>
<td>12</td>
<td>24</td>
<td>Med.</td>
<td>35</td>
<td>N</td>
<td>N</td>
<td>N</td>
<td></td>
</tr>
</tbody>
</table>

NR-Not Ranked Y—Yes N-No
<table>
<thead>
<tr>
<th>REGIONAL BREAKOUTS COUNTRY</th>
<th>COMMENTS</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>OR THEAST</strong></td>
<td></td>
</tr>
<tr>
<td>his Ol' Town-Lucy J. Dolton-Columbia</td>
<td>Picking up phones.</td>
</tr>
<tr>
<td>Midnight Girl...Sweethearts of the Rodeo-Columbia</td>
<td>Building nicely.</td>
</tr>
<tr>
<td>Light Hand Mon-Eddy Raven-RCA</td>
<td>Working really well here.</td>
</tr>
<tr>
<td>Cowboy Mon-Lyle Lovett-MCA/Curb</td>
<td>Getting strong.</td>
</tr>
<tr>
<td>Baby I Want It-Girls Next Door-MTM</td>
<td>Taking off.</td>
</tr>
<tr>
<td><strong>OUTHEAST</strong></td>
<td></td>
</tr>
<tr>
<td>One Man Band-Moe Bandy-MCA/Curb</td>
<td>Great phones.</td>
</tr>
<tr>
<td>Homecoming '63-Keith Whitley-RCA</td>
<td>Phone action good.</td>
</tr>
<tr>
<td>Can't Win For Losin' You-Earl Thomas Conley-RCA</td>
<td>Gonna be big-lots of phones &amp; airplay already.</td>
</tr>
<tr>
<td>You Still Move Me-Dan Seals-EMI America</td>
<td>Doin' good on phones and sales.</td>
</tr>
<tr>
<td>'Till I Be Loving You-Restless Heart-RCA</td>
<td>The phones are really buzzing for this one.</td>
</tr>
<tr>
<td><strong>OUTWEST</strong></td>
<td></td>
</tr>
<tr>
<td>Baby's Got A New Baby-SKO-MTM</td>
<td>Gonna be a hit.</td>
</tr>
<tr>
<td>Gotta Have You-Eddie Rabbitt-RCA</td>
<td>Sales are good.</td>
</tr>
<tr>
<td>Deep River Woman-Lionel Richie-Motown</td>
<td>It's been boiling here for a long time.</td>
</tr>
<tr>
<td>'Till I Be Loving You-Restless Heart-RCA</td>
<td>Lots of phones. phones.</td>
</tr>
<tr>
<td>How Do I Turn You On-Ronnie Milsap-RCA</td>
<td>Good response.</td>
</tr>
<tr>
<td><strong>ORTH CENTRAL</strong></td>
<td></td>
</tr>
<tr>
<td>Forever-The Statler Brothers-Mercury/Polygram</td>
<td>Lots of action.</td>
</tr>
<tr>
<td>How Do I Turn You On-Ronnie Milsap-RCA</td>
<td>Getting good action.</td>
</tr>
<tr>
<td>Mornin' Ride-Lee Greenwood-MCA</td>
<td>Pickin' up phones.</td>
</tr>
<tr>
<td>One Man Band-Moe Bandy-MCA/Curb</td>
<td>Phones are pretty heavy.</td>
</tr>
<tr>
<td>Leave Me Lonely-Gary Morris-Warner Bros.</td>
<td>Lightin' up the lines.</td>
</tr>
<tr>
<td><strong>ORTH WEST</strong></td>
<td></td>
</tr>
<tr>
<td>Stand On It-Mel McDaniel-Capitol</td>
<td>At 13 here after 3 weeks.</td>
</tr>
<tr>
<td>Don't Bury Me 'Til...Johnny Paycheck-Mercury/Polygram</td>
<td>Doing very well.</td>
</tr>
<tr>
<td>Midnight Girl...Sweethearts of the Rodeo-Columbia</td>
<td>Big mover of the week.</td>
</tr>
<tr>
<td>How Do I Turn You On-Ronnie Milsap-RCA</td>
<td>People here are loving the record.</td>
</tr>
<tr>
<td>Deep River Woman-Lionel Richie-Motown</td>
<td>Goin' nuts.</td>
</tr>
</tbody>
</table>

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SPECIAL INTRODUCTORY RATES ON CASH BOX® Radio Report at $150.00 PER YEAR FOR A LIMITED TIME ONLY

Central U.S. Only
We hear that a lot of radio listeners out there are having problems with the lyrics of some of today's songs. It seems they're salacious (the songs, that is, not the listeners) and the armed forces of righteousness are ever on the alert against such foul play, so to speak.

Of course, that's the modern songwriter for you. Always on the lookout for more smut to write. In fact, I'm reminded of a recent writer's night down at the Bluebird Cafe. There I was enjoying the efforts of the young tunesmiths when a conversation between a couple at a nearby table caught my ear.

"Oh, darlin'," said the little doll, a midnight girl in a sunset town, "You're a one man band, but how do I turn you on?"

The cowboy man shrugged, "It should have been easy."

"What am I gonna do about you?" she questioned.

"Stand on it," he whispered. "It won't hurt."

You know, I've been fallin' for you for years," she admitted. "Ever since Homecoming '63. And you still move me." Her face was becoming flushed.

"Where can we go?" he wondered.

"Baby I want it out among the stars. On the other hand, there's no place like home. Then afterward," she breathed, "we could take a mornin' ride up to the top of Killbilly Hill and make a fire in the sky. After all, too much is not enough."

He gulped. "Uh, sure."

"Then it's love," she laughed. "Yeah, bad love," he thought, but he said aloud, "Actually, me and my right hand man over there were just out goin' cattin'."

He stood up and she sniffed. "Just tell me that, someday, it'll be just me and you, forever. Partners for all."

"How about half post forever," he said, "just in case I'm a little late."

"Oh," she sobbed, "I can't win for losin' you."

"Give me wings, baby," he said, backing away. "I need to walk the way the wind blows, and a woman fences me in when she thinks that she'll marry me."

His remarks went straight to the heart.

"If you love me lonely, love's gonna get you someday," she warned. "I may cry myself to sleep and the pain may kill me, but don't bury me 'til I'm ready. And when you do, cover me with wine-colored roses or I'll come back as another woman and haunt you."

"OK, OK, just stop crying," he said. "I can't," she sobbed. "When a woman cries, it's a case of hell and high water."

He turned to leave, then paused. "What you'll do when I'm gone," he asked.

She got up from the table and wiped away the tears.

"Mind your own business," she retorted, heading for the carpenter leaning against the bar...

When they were both out of earshot, I heard one writer turn to another and say, "I hope you wrote that down. There might be a Top 50 song in there somewhere."

Speaking of people who are always on guard against obscenity makes me think of my grandmother, Hattie McEntee, a staff sergeant of righteousness if there ever was one.

One day a new neighbor moved into the house next door to her—a house separated from Hattie's only by the tall hedge between them. Shortly after the new neighbor arrived, Hattie was on the phone calling the local gendarmes.

"Get down here right away, officer," she yelled into the telephone. "There's a man next door running around naked. I want you to come down here and arrest him for indecent exposure."

In a short time, a policeman arrived.

"Okay," he growled, "where's that sickie? We'll get that pesky man and put him away for a long time."

Hattie motioned the policeman into the kitchen. "You can just look out the window there and see him running around as naked as a baby please."

The policeman stepped to the door, moving a stepladder out of the way and, after a moment, turned back to Hattie, a puzzled look on his face.

"I can't see anything in his room at all. There's a big hedge in the way."

Hattie became agitated.

"No, no," she said in exasperation, as if talking to a bouncy child. "You gotta stand up on the stepladder, dummy."

DARK MAKES FUTURE BRIGHTER FOR CANCER-AFFLICTED KIDS—WCAO recently raised over $400,000 in a 12-hour radiation and concert featuring Lee Greenwood to benefit The Children's Cancer Foundation, Inc. Pictured (l to r) are: Greenwood and WCAO PD Jack Dark.

COUNTRY PROMOTION OF THE WEEK

HAVRE, MT

KPQX-FM—BILL WRIGHT—PROGRAM DIRECTOR

PROMOTION—12 DAYS OF CHRISTMAS

This promotion involves playing collages, consisting of segments of Christmas songs, each 1 1/2 seconds long. Six holiday songs are included in each collage.

The first listener to call in and identify all six Christmas songs wins a prize—a microwave oven, selection of jeans, etc. A different collage is played each day during the 12 days of Christmas.

And listeners get the added benefit of hearing KPQX-FM jocks harmonizing on the collages!
DAVE
in California it wasn't in mean, the love that he had was there. He was a man of the people, and he loves his profession which encompasses radio, country, and communications—and he's good at it.

When Bill got out of the Air Force in the '60s, he knew he wanted to be in communications and majored in the subject California State-North Ridge, graduating with a B.A. in Radio, and then obtained, a 2nd and 3rd class FCC licenses.

In 1985, Bill went to Northern Broadcasting Inc., KOJ/KPOX-FM in Havre, an aggressive communications company—exactly what Bill was looking for. "We have a lot of fun up here," he says, "Country artists come up and hang around with us—we have many concerts." Most recently Gary Morris stayed at Bill's house, hunting and fishing for three days before his concert.

No matter what roads beckon in the future (one that is already making gestures leads to Nashville and record promotion), Bill knows one thing—it will have to be in a radio-related field. It's his first priority—his first love—and those four years out of it were enough. "I can't see myself in any business not related to radio," he says, "and I'm so hung up on country now that if I wasn't in radio, I'd probably be in some country store, selling records!"

AUGUSTA-In the '70s, voices that belonged to such folks as WLS-Chicago's Dick Biondi and Art Roberts, or WLAC-Nashville's John "R" and Hugh "Bobby" Jarrett were beginning to carve a place for themselves in the honky roll reserved for Greatest Disk Jockeys of All-Time. If you were a young kid at that time, located in High Point, NC—as was WMTZ's Dave Hensley—you might have been one of the fortunate ones whose radios just happened to be able to pick up the signals of both WLS and WLAC. And it might have made your mouth water to be a disk jockey.

So much did Hensley want to be one that he even enrolled in the Atlanta School of Radio and TV Broadcasting. Six hundred dollors later, and armed with the knowledge of how to turn the mike switch off and on, a young Dave was off on the biggest adventure of his life. Certainly the longest, as he has now been disk jockeying for 27 1/2 years. (Note the term "disk jockey".) After all this time behind the mike, Hensley says that that's what he wants to be known as. As he puts it, "I'm not an 'air personality' or an 'announcer.' I'm a disk jockey; and that's what I've wanted to be as far back as I can remember."

He played his first record, Billy Walker's "Cross The Brazos At Waco," for WLYB, a country outlet where he learned to put in "9-10 hours a day, seven days a week for minimum wage." Even a rookie out of broadcasting school catches on that maybe life can be better elsewhere, so in just four months he moved over to WXLI in Dublin, GA, where he spent the next eight years in a block programming format. "I played everything—rock, gospel, country, etc. When you do that many forms of music, you can do anything," he maintains. "It gives you a well to draw from."

From there he bounced a couple of times in the Georgia-South Carolina territory until he landed at WGPS in Augusta, where he handled the m.d. slot for 11 years before heading over to the brand-new WMTZ in 1982. Not only has he been handling the music for them, but for a while was setting up the music for 15 stations (in a total service area, county-by-county, of 18 million people.)

He's a part-time songwriter—his most successful hit so far is a tune he co-wrote with Terri Gibbs for her first album—which may be one of the reasons why he is quick to give new acts a break. "If a record fits what I'm doing, I'll give it a chance. If it feels right, he tells us. "You've gotta give everybody a fair shot. After all, who's gonna be the next Elvis Presley? The next Alabam?" Apparently we can assume that his $500 was well spent.

Our highest priority is Michael John-
son's "Give Me Wings." Stations feel that this is one of their most requested songs, and it will be his number one single.

The Judds' track record of number one
records continues in their typically consistent form.

The new Kenny Rogers single "Twenty
Years Ago" is getting wide acceptance and positive reaction from country radio.

Restless Heart is one of the most added
records at radio this week and should easily
be another number one from one of radio's
favorite groups.

Don Williams leads Capitol/EMI's
chart activity this week. This will be Don's third
#1 single from our first album project.

We are very happy with the response from
Tom Wopat's new release "The Rock And
Roll Of Love." Stations are adding and get-
ing instant reaction to this wonderful Bob
McDill song.

We are closing this year's release schedule with
Marie Osmond's "I Only Wanted
You," Anne Murray's "On And On" and
Sawyer Brown's "Gypsies On Parade."

Happy Holidays and thanks for a tremen-
dous 1986! Everyone at Capitol/EMI Amer-
ica welcomes the newest addition to our family of
great artists, Barbara Mandrell.

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K-FM—Havre, MT

DAVE HENSLEY—Music Director
WMTZ-FM—Augusta, GA

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**January 20, 1986**

**1. MARSALIS.**

**2. BROTHERHOOD.**

**3. UNDER THE BLUE MOON.**

**4. BETTER THAN HEAVEN.**

**5. WHO MADE WHO.**

**6. PEE WEE.**

**7. THE SPORT OF KINGS.**

**8. WHILE THE CITY SLEEPS.**

**9. HEAVEN 17.**

**10. TOUCH ME.**

**11. DOWN TO THE MOON.**

**12. STORMS OF LIFE.**

**13. CAREW.**

**14. HEART.**

**15. SILK AND STEEL.**

**16. THE COLLECTION.**

**17. PICTURE BOOK.**

**18. WINNER IN YOU.**

**19. LISA LINGS.**

**20. LITTLE CREATURES.**

**21. STRENGTH IN NUMBERS.**

**22. IN VISIBLE SILENCE.**

**23. MUSIC FROM THE EDGE OF HEAVEN.**

**24. HEARTS IN MOTION.**

**25. A FRESH AIR VI.**

**26. UNITED.**

**27. HEADLINES.**

**28. ROCK THERAPY.**

**29. THE BIG PRIZE.**

**30. DESTINY.**

**31. BLOODLINE.**

**32. THE SELLER.**

**33. BLUE.**

**34. LOOK WHAT THE CAT DRAGGED IN.**

**35. IN THE U.S.A.**

**36. EMOTIONAL.**

**37. J-MOOD.**

**38. DOUBLE VISION.**

**39. LIVE IN LOS ANGELES.**

**40. TURBO.**

**41. DEBARGE.**

**42. FULL FORCE GET BUSY 1 TIME.**

**43. MONTANA CAFE.**

**44. ROCK THE NATIONS.**

**45. ALWAYS IN THE MOOD.**

**46. ALABAMA GREATEST HITS.**

**47. UNDER LOCK AND KEY.**

**48. STORMS.**

---

**THE CASH BOX TOP 200 ALBUMS**

**DEBUT**

**CONTINUED**

---

**ALPHABETIZED TOP 200 ALBUMS (BY ARTIST)**

---

**December 20, 1986**
BRUCE SPRINGSTEEN—THE E STREET BAND
Bruce Springsteen and The E Street Band—War—Columbia

STRENGTHS
Jimmy Lee—Aretha Franklin—Arista
French Kissin—Debbie Harry—Geffen
Now We're Getting Somewhere—J. overcrowd House—Capitol
Getting Away With Murder—Meatloaf—Atlantic

PROGRAM ADDS

NIGHT TRACKS—Giles Ashford—Program Director—Los Angeles
L. Vandross
Van Halen
Bananarama
G. Jones
D. Johnson
R. Stewart
Meatloaf
Quire Rio
D. Harry
J. Fogerty
E. Clapton
B. Veta & The Beaters
B. Springsteen
Stabilizers
H. Lewis & the News

CATCH 22—Jennifer Thompson—Program Director—Anchorage
David & David
A. Grant
Belle Stars
Love & Rockets
J. Jett & The Blackhearts
Meatloaf
Crowded House
Eric T. and the Skis
L. Ronstadt
A. Franklin
J. Fogerty
Pointers & Sisters

HIT VIDEO USA—Mike Opelka—Program Director—Texas
J. Parr
D. Harry
Bananarama
Crowded House
P. Fulton
Pointers & Sisters
The Jets

TOP 40 VIDEOS—Jeff Most—Program Director—Los Angeles
A. Franklin
C. Abrams
P. Saloon
B. Springsteen
J. Jett & The Blackhearts
A. Grant
R. Williams
Rappers Convention
Stabilizers

TRACKS & FACTS—Mike Osley—Program Director—Alabama
Pretenders
Kool & The Gang
Kylie
Durian Duran
C. Deforge
Tumbak 3
H. Jones
B. Idol
J. Jett & The Blackhearts
Talking Heads
K. Logins and D. Parton

THE RECORD BUYERS GUIDE—Beth Comstock—Program Director—New Jersey
Beach Boys
Chicago
Wheedrin
G. Abbott
Moody Blues

23 MUSIC AKRON—Billy Soul—Program Director—Ohio
B. Springsteen
Pointers & Sisters
"War D" Yankovic
D. Hall
Tease
Meatloaf
Genesis
C. Lauper

23 MUSIC AKRON—Billy Soul—Program Director—Ohio
B. Springsteen
Pointers & Sisters
"War D" Yankovic
D. Hall
Tease
Meatloaf
Genesis
C. Lauper

THE VIDEO PROGRAMMER'S PICK

TV 69-Tom Zingale—Program Director-Gainsville
David & David
Chicago
C. Holsten
World Party
Crowded House
D. Lee, Roth
Madonna
Black & Blue
A. Franklin
Ready For The World
Depeche Mode
McK & Kim
Phase One
B. Harry
B. Springsteen

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

CASH BOX TOP 40 MUSIC VIDEOS

1. THE WAY IT IS—Earth, Wind and the Breeze (RCA)
2. WILD WILD LIFE—Talking Heads (Warner Bros.)
3. 17100 TO BE A LOVER—Piano, Idols (Columbia)
4. THE NEXT TIME—Peter Cetera with Art Garf (Warner Bros.)
5. HUMAN—Human League (A&M)
6. I DIDN'T MEAN TO TURN YOU ON—Robert Palmer (Island)
7. WALK LIKE AN EGYPTIAN—Whitney Houston (Columbia)
8. JUMPIN' JACK FLASH—Aretha Franklin (Atlantic)
9. WORD UP—Jubilation (Atlantic)
10. THE FUTURE'S SO BRIGHT, I GOTTA WEAR SHADES—Tumbak 3 (R.S.)

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8. THORN IN MY SIDE—Yazz & The Blackmarket (RCA)
9. YOU CAN CALL ME AL—Paul Simon (Warner Bros.)
10. TOUCH ME (I WANT YOUR TOUCH)—Frederick (RCA)
11. LIKE SHE'S IN LOVE—Sammy Davis Jr. (RCA)
12. STUCK WITH YOU—Harry Lewis & the News (Columbia)
13. FREEDOM OVERSPILL—Stevie Wonder (Island)
14. STAND BY ME—Ben E. King (Atlantic)
15. THE ORIGINAL WRAPPER—The Pointer Sisters (Atlantic)
16. SHAKE YOU DOWN—Gregory Abbott (Columbia)
17. CHANGE OF HEART—Cindy Lauper (Columbia)
18. WHEN THE RAIN COMES DOWN—Andy Taylor (RCA)
19. EMOTION IN MOTION—John Parr—Album (Isole)
20. NOTORIOUS—Duran Duran (Columbia)
21. C'MON EVERY B&B BOX—Big Audio Dynamite (Columbia)
22. WELCOME TO THE BOOMTOWN—David & David (A&M)
23. WAR—Bruce Springsteen (Columbia)
24. THROWING IT ALL AWAY—Christopher Cross (Atlantic)
25. DON'T FORGET ME—Ginny Tiger (MCA)
26. EAT 'EM AND SMILE—David Lee Roth (Warner Bros.)
27. DON'T STAND SO CLOSE TO ME—'86 Police (A&M)

TV: 69-Tom Zingale—Program Director—Gainsville
David & David
Chicago
C. Holsten
World Party
Crowded House
D. Lee, Roth
Madonna
Black & Blue
A. Franklin
Ready For The World
Depeche Mode
McK & Kim
Phase One
B. Harry
B. Springsteen

1. WHAM! IN CHINA—Forever (A&M)
2. STAIRING AT THE SEA—The Cure (Elektra Entertainment 40.001)
3. THE VIDEO ALBUM, VOLUME I—Billy Joel (CBS/Music Video 6198)
4. THE #1 VIDE BOX—Whitney Houston (Music Video 6.3066)
5. THE ULTIMATE OZZY—Ozzy Osbourne (CBS/Music Video 6.2199)
6. COLOR ME BARBRA—Barbra Streisand (CBS/Fox Music Video 399)
7. Riptide—Robert Palmer (Music Video 6.2066)
8. EVERY BREATH YOU TAKE—The Police (A&M Video 6.022)
9. GENESIS LIVE — THE MAMA TOUR—Genesis (Atlantic Video 5011-1)
10. U2 LIVE AT RED ROCK—U2 (Island/Music Video 6.0134)
11. MTV CLOSET CLASSICS—Various Artists (Columbia Video 1043)
12. BAH AMA IS BARBRA—Barbra Streisand (CBS/Fox Music Video 399)
13. CONTROL—THE VIDEOS—Janet Jackson (A&M Video 0.0531)
14. DIGG CLARK'S BEST OF BANDSTAND—Various Artists (Dick Clark Video/ Various Video 6.2029)
15. SOME GREAT VIDEOS—Degsy's Video/Video Art (CBS/Fox Video 3.0382}

THE CASH BOX TOP 15 MUSIC VIDEOCASSETTES CHART IS BASED ON ACTUAL PIECES SOLD AT RETAIL STORES.
**CASH BOX TOP 40 VIDEOCASSETTES**

<table>
<thead>
<tr>
<th>Week</th>
<th>W</th>
<th>L</th>
<th>W</th>
<th>C</th>
</tr>
</thead>
<tbody>
<tr>
<td>21</td>
<td>ALIEN</td>
<td>L</td>
<td>O</td>
<td>O</td>
</tr>
<tr>
<td>22</td>
<td>CROSSROADS</td>
<td>C</td>
<td>O</td>
<td>O</td>
</tr>
<tr>
<td>23</td>
<td>AMADEUS</td>
<td>B</td>
<td>O</td>
<td>O</td>
</tr>
<tr>
<td>24</td>
<td>THE CAGE</td>
<td>B</td>
<td>O</td>
<td>O</td>
</tr>
<tr>
<td>25</td>
<td>MY NAME IS BARBARA</td>
<td>B</td>
<td>O</td>
<td>O</td>
</tr>
<tr>
<td>26</td>
<td>LUCA</td>
<td>B</td>
<td>O</td>
<td>O</td>
</tr>
<tr>
<td>27</td>
<td>MURPHY'S ROMANCE</td>
<td>B</td>
<td>O</td>
<td>O</td>
</tr>
<tr>
<td>28</td>
<td>SANTA CLAUS THE MOVIE</td>
<td>B</td>
<td>O</td>
<td>O</td>
</tr>
<tr>
<td>29</td>
<td>8 MILLION WAY TO DIE</td>
<td>B</td>
<td>O</td>
<td>O</td>
</tr>
<tr>
<td>30</td>
<td>WILD CATS</td>
<td>B</td>
<td>O</td>
<td>O</td>
</tr>
<tr>
<td>31</td>
<td>YOUNG SHERLOCK HOLMES</td>
<td>B</td>
<td>O</td>
<td>O</td>
</tr>
<tr>
<td>32</td>
<td>GHOSTBUSTERS</td>
<td>B</td>
<td>O</td>
<td>O</td>
</tr>
<tr>
<td>33</td>
<td>JO JO DANCER: YOUR LIFE IS CALLING</td>
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<td>CRITTERS</td>
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<td>IRON EAGLE</td>
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<td>MUSIC MAN</td>
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<td>SPIES LIKE US</td>
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<td>39</td>
<td>BODY HEAT</td>
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<td>JAGGED EDGE</td>
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THE CASH BOX TOP 40 VIDEO CASSETTES CHART IS BASED SOLELY ON ACTUAL PIECES SOLD AT RETAIL STORES.

**BETA OR NOT TO BETA**—While many still maintain that Beta is beta's, the fact that VHS has far outstripped the format in software sales and rentals is no secret. Nevertheless, there's still a market for Beta out there, and suppliers continue to meet the demand. However, gluts in Beta product do arise, and such is the quandry of CBS/Fox Video, who recently announced a short-term (through, December, '86 Beta return policy whereby distributors can exchange their Beta titles for VHS. A spokesman for the company noted that Beta is running “19 to 1” in sales and rentals, making up approximately 5 percent of the business (with a VCR penetration in TV households at 44 percent). Thus far, the company's policy has been successful, as Beta sales have not been affected negatively. CBS/Fox found that in their ongoing efforts to supply Beta, the pipeline had become clogged, and decided to give out supplies distributors a temporary chance at balancing their CPS/Fox stock. The exchanges, made on a one-time-only, one-for-one dollar basis, can be made between CBS/Fox, Key Video and Playhouse Video titles. “They can also be exchanged for other Beta product,” the spokesman noted. While the stock balancing policy may seem the last death knell for Beta, the company said it does not reflect on future Beta availability from CBS/Fox. The company says it will continue to produce all of its current and catalog titles in Beta.

**THE WINNERS**—Winners were recently announced in Sony Corporation's third annual “Visions of U.S.” home video competition, administered by The American Film Institute. First prize in music video went to Boys and Girls, a video produced by the Poetry Video Learning project. The clip was written and performed by a group of tenth graders from Brooklyn's John Jay High School (it's a rap tune about teenagers). Next year's competition has a new deadline for entries, with official details available in February.

**THE RELEASE BEAT**—New year's releases from across the board will be overshadowed for Beatlemaniacs by the so-called Home Video release of Help!, the classic 90-minute music videoish Beatles movie. Suggested retail price is $69.95. VHS and Beta. January at Paramount Home Video is spearheaded by Extremities, the recent stage-to-film release in which Farrah Fawcett proves she can really act. After all. Suggested retail price is $79.95, Hifi, VHS and Beta. From Playhouse Home Video in January comes The Dollmaker, Jane Fonda's Emmy-winning tour de force. Suggested retail price is $79.98, Hifi, VHS and Beta. From MGM/UA Home Video brings Federico Fellini's critically lauded Ginger and Fred to home video in January. The film stars Marcello Mastroianni and the director's wife, Giulietta Masina. Suggested retail price is $79.95, Hifi, VHS and Beta.

**ON VIDEO**—Eric’s ‘til Tuesday has a new home video from CBS/Fox Video Music.

**HOME VIDEO REVIEW: A Tribute To Bob Marley - Sony Video Software - $29.95** This hour-long concert tape features two of Jamaica's premiere reggae acts, Black Uhuru and Steel Pulse, in a tribute performance to the late Bob Marley, filmed at Jamaica's Reggae Sunsplash '81 in Montego Bay. Suggested retail price is $29.95. The concert tape is the last surviving film of the legendary reggae superstar died of lung cancer. What this concert has to do with Bob Marley, other than the musical content, is anyone's guess, but I suppose it's the thought that counts. Anyhow, be prepared for a heavy dose of relentless reggae rhythms and one-camera monotony. Do not expect video entertainment from this tape - you won't find much. There's little here but the music, and even that gets to be a bore. Die-hard reggae fans, especially those of Black Uhuru and Steel Pulse, might consider this tape collectible, but frankly, nothing short of large amounts of hallucinogens or a fanatic interest in these bands could make this cassette's static quality of any particular visual interest.

**GREGORY DORBIN**

The Cash Box December 20, 1986
album, he’s in Kansas and when he’s working on his own stuff, I can’t imagine the freedom that will be involved.” “Option anxiety,” laughs Morse. “That’s when you have so many options, you don’t know what to do and you freak out.”

For those familiar with Morse’s music, one question immediately comes to mind. How would Morse, whose guitar work which ranges from lightning quick lead lines to textured arpeggiated passages, usually fairly complex, often extended improvisations, integrate himself into a more accessible, pop format?

“I feel like a musician should learn to play everything and I would like to learn to write,” says Morse. “I’m a student songwriter and I want to be around people who have done it and contribute what I can. I have my own beliefs about what I think sounds good which probably hasn’t changed that much, but I really respect songwriters a lot more after having been through the last few years of trying to do myself. I couldn’t write any of these songs without Steve (Walsch) being involved.”

Morse had a hand in much of the songwriting on “Power” and his musical stamp is felt throughout especially on the driving “Silhouettes In Disguise,” the breezy “We’re Not Alone” and the beautiful “Taking In The View.” Was their a conscious attempt to appeal to his old fans? “What we were trying to do was to have a record that people would want to put on and play and that we could add some of my instrumental edge to the band. I want to put just enough in to add the interest without going overboard and they really don’t let me which is good.”

Does he feel constrained at all? “The name of the game in any kind of entertainment is holding back. The same is true in nature - when people are old enough, they go off on their own, and when animals are old enough, they leave the nest, when everything is ready, you let it out of the bag. There’s more of that with songwriting and popular music. You have to wait until the right moment to give just enough. That’s a discipline. I still don’t agree that it’s hard to write a simple song and easy to write a complex one. It’s hard to write good music in any form. There were passages that were just as hard and demanding than anything I’ve done with the Dregs, playing on acoustic things with the banjo, the harp fingers are demanding and I enjoy that kind of work.”

Morse says that with the new album, the same recognizable as Walsh has got with us, but there’s an instrumental aspect, yet with that same freedom. “We’re cabaret, we’re theater, we’re something not constantly not trying to be part of the new sound but looking for new sounds, looking for new backgrounds, looking for new instrumental edge.”

NARAS (continued from page 5)

fetching BONES on MTV—Capitol recording act Fetching Bones recently appeared on MTV’s The Cutting Edge program. The segment was taped at Harry’s furniture store in L.A. (Picture left) are: Fetching Bones members Aaron Pitkin, Marc Mueller, Danna Portes, Hope Nicholas and Gary White.

Kansas (continued from page 11)

one of their stations. Carroll said that KROQ DJs actively seek out new local music and will accept records or cassette tapes brought into the station by hand. “Our jocks immediately listen to new music. They seek out European imports,” he said. Schafer said he would see anybody as long as they made an appointment and were added. “No matter how good a record is, some type of distribution is needed. The record has to be sold.” He cited the Billy and the Beaters Rhino Record album that has a hit as he called his current distribution “record label. Carroll said, “I’m not concerned if it’s in the record stores.” He said KROQ played the band, Missing Persons, before they had a record out. “My friends in the music industry have told me that the name Carroll,” he may tune in to hear it.” He added that many import bands such as the Pet Shop Boys have established record deals here through exposure on KROQ. Coury noted that the exposure that KROQ gave Missing Persons caused a bidding war among labels who were eager to sign them. “Missouri Coury estimated the value of Missing Persons by about $200,000.”

The PDs took turns defining various radio terms such as rotation, narrow-casting, day-parting, primary, secondary and tertiary formats. “Texturewise, that’s the same kind of broadcast, which is increased to a top rated station for the 12:17 year demo- nalens, in Kansas City Kaizer, 1.

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CASH BOX COUNTRY ALBUMS

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<tr>
<th>Title, Artist, Label, Number, Distributor</th>
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<td>1 THE TOUCH *</td>
<td>ALABAMA (RCA 5497)</td>
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<tr>
<td>2 STORMS OF LIFE □</td>
<td>RANDY TRAVIS (Warner Bros. 25435-1)</td>
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<td>3 GUITARS, CADILLACS, ETC., ETC. *</td>
<td>DWIGHT YOAKAM (Warner Bros./Reprise 2572-1)</td>
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<td>4 WHAT AM I GONNA DO ABOUT YOU *</td>
<td>REBA McENTIRE (MCA 5677)</td>
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<td>5 MONTANA CAFE □ *</td>
<td>HANK WILLIAMS, JR. (Warner Bros./Curb 25441-1)</td>
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<td>6 LOVE’S GONNA GET YA *</td>
<td>GEORGE JONES (Capitol/Curb 95019-1)</td>
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<td>7 TOO MANY TIMES *</td>
<td>EDDIE FISHER (Columbia 5648)</td>
<td>9</td>
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<td>8 I TELL IT LIKE IT USED TO BE</td>
<td>T. GRAHAM BROWN (Capitol ST-12452)</td>
<td>5</td>
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<td>9 WINE COLORED ROSES * □</td>
<td>GEORGE JONES (Capitol/Curb 95015-1)</td>
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<td>10 PLAIN BROWN WRAPPER</td>
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<td>11 GUITAR TOWN *</td>
<td>STEVE LEE (MCA 5713)</td>
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<td>12 LOVE WILL FIND ITS WAY TO YOU *</td>
<td>LEE GREENWOOD (MCA 5707)</td>
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<td>13 TAKE THE LONG WAY HOME *</td>
<td>JOHN DENVER (MCA 5709)</td>
<td>14</td>
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<td>14 SURELY YOU JOUST *</td>
<td>RAY STEVENS (Capitol/Curb 25156-1)</td>
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<td>15 I ONLY WANTED YOU</td>
<td>MARIE OSMOND (Capitol/Curb ST-12741)</td>
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<td>16 STRAIGHT TO THE HEART</td>
<td>OTIS BLACKWELL (Warner Bros. 25494-1)</td>
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<td>17 ON THE FRONT LINE</td>
<td>DWAYNE ELLEW (Capitol/Warner Bros. 5723)</td>
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<td>18 GEORGE STRAIT #7 * □</td>
<td>GEORGE STRAIT (MCA 5704)</td>
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<td>19 TWENTY YEARS OF DIRT</td>
<td>THE NITTY GRITTY DIRT BAND (Warner Bros. 25362-1)</td>
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<td>20 FOUR FOR THE SHOW *</td>
<td>THE STATLERS (Warner Bros. 970-1)</td>
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<td>21 BLACK &amp; WHITE *</td>
<td>JIM REEVES (Warner Bros. 40303-1)</td>
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<td>22 OUT AMONG THE STARS *</td>
<td>MERLE HAGGARD (Capitol/Curb 25151-1)</td>
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<td>23 OUT GON’ CATTIN’</td>
<td>SANGSTER BROTHERS (Capitol/Curb ST-12517)</td>
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<td>24 FALLIN’ FOR YOU FOR YEARS</td>
<td>CONWAY TWITTY (Warner Bros. 25445-1)</td>
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<td>25 HOLLY DUNN</td>
<td>HOLLY DUNN (MCA ST-71052)</td>
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26 PARTNERS | LARRY STEVE AND RUDY - THE GATLING BROTHERS (Columbia FC 40431) | | | | |
| 27 SWEETHEARTS OF THE RODEO | SWEETHEARTS OF THE RODEO (Columbia C 3066) | 29 | 18 | | |
| 28 ROCKIN’ WITH THE RHYTHM * | THE RODDYS (Capitol/Curb 57141-1) | 24 | 56 | | |
| 29 MOMENTS | BARBRA STREISAND (MCA 5757) | 26 | 7 | | |
| 30 LYLE LOVETT | LYLE LOVETT (MCA/Curb 5748) | 32 | 5 | | |
| 31 GREATEST HITS VOLUME 2 * | HILL BROTHERS (Warner Bros. 5781) | 30 | 41 | | |
| 32 LOOKING AHEAD | BILLY JOE ROYAL (Atlantic 5685) | 33 | 30 | | |
| 33 WALK THE WAY THE WIND BLOWS | KATHY LINDSAY (MCA 5691) | 36 | 4 | | |
| 34 IT STILL RAINS IN MEMPHIS | T. G. SHEPPARD (Capitol FC 40310-1) | 35 | 19 | | |
| 35 WHOEVER’S IN NEW ENGLAND * | REBA McENTIRE (MCA 5691) | 30 | 41 | | |
| 36 COUNTERFEIT | JOHN ANDERSON (Warner Bros. 95327) | 39 | 3 | | |
| 37 JUST CAN’T SIT DOWN | MEL McANIEL (Capitol ST-12526) | 40 | 4 | | |
| 38 PARTNERS * | WILLIE NELSON (Capitol FC 3998) | 41 | 4 | | |
| 39 GIRLS LIKE ME | TAMMY TALBOTT (Capitol/Curb 12747) | 42 | 35 | | |
| 40 WINGS | MICHAEL JOHNSON (RCA AEL 1-5905) | 43 | 3 | | |
| 41 MERRY CHRISTMAS STRAIGHT TO YOU * | GEORGE STRAIT (MCA 5701) | 44 | 3 | | |
| 42 A CRYSTAL CHRISTMAS | CRYSTAL GAYLE (Warner Bros. 95308) | 46 | 3 | | |
| 43 THE GIRLS NEXT DOOR | DEBORAH HART (Capitol/TR-57153) | 45 | 20 | | |
| 44 KILLIBILLY HILL | WAYLON JENKINS (MCA 5688) | 47 | 25 | | |
| 45 WILL THE WOLF SURVIVE * | WAYLON JENKINS (MCA 5688) | 48 | 37 | | |
| 46 GREATEST HITS * | DXLE (MCA 40309) | 31 | 20 | | |
| 47 RABBIT TRAX * | EDDIE RABBIT (RCA AEL 17041) | 37 | 33 | | |
| 48 PERFUME, RIBBONS AND PEARLS | FOREST SISTERS (Warner Bros. 25441-1) | 50 | 27 | | |
| 49 LOST IN THE FIFTIES TONIGHT * | RONIE MILLS (RCA AEL 17191) | 38 | 37 | | |
| 50 ALABAMA GREATEST HITS * | ALABAMA (RCA AEL 17170) | 49 | 43 | | |

P’S AT IT AGAIN—This time the new signee is Capitol/EMI artist Dana Pater. Pictured in this candid shot are (l-r) Tom Long and Connie Bradley, ASCAP, and Capitol’s Jim Foglesong.

CASH BOX

ANYTHING ELSE IS A COMPROMISE

Box December 20, 1986
NASHVILLE CHATTER

CHIT CHAT: Last summer Nashvilleians were treated at the annual Summer Lights Festival by Crystal Gayle singing a tune composed specifically as a theme song for City Music by songwriters Chris Waters and Kix Brooks. Now, 10,000 singles of the beautiful, sentimental ballad “I Still Hear The Music Of Nashville,” donated by Crystal and Warner Bros. Records, are available in Nashville through the Metro Arts Commission… Our next-door neighbors, the NARAS girls Nancy Shapiro and Denise Shackelford, filled us in on the latest Grammy plans. They’ll be holding a press conference on Jan. 8 at which Amy Grant and some guy they’re not sure of yet will be announcing the nominees. Then, on Jan. 28, NARAS members and their guests are invited to a listening party to make sure they’re familiar with the music they’ll be voting on. The Grammy Awards themselves will take place on Feb. 24 in L.A. (By the way, congratulations to the winner for Denise, who will be getting married Dec. 27 to Nashvillean Doug Nichols)… Those Sawyer Browns are at it again—they’re always getting into some sort of scrape. This time they got locked out of the Dodge City, Kansas fairgrounds when they went for pizza and, faced with the possibility of not making their performance, cut the chain off the fence with a bolt cutter Mark just happened to have on the bus. (Fairground security was not amused)… Maybe they were something in the air or what, but Judy Redman was frantically pounding on the locked door of the make up room backstage while Bill Anderson was announcing her name onstage at the Grand Ole Opry recently… Speaking of the Opry, some of the CB crew will be out their tonight for a reception following Capitol Records night on Nashville Now, broadcast from the Gaslight Studio next door. Barbara Mandrell will be co-hosting with Ralph Emery, and labelmates T.Graham Brown, Sawyer Brown, Mel McDaniel, Dan Seals, Tanya Tucker, New Grass Revival and Dana McVicker will be performing… One more Opryland item. The theme park is currently holding auditions nationwide for entertainers, stage managers, musicians, etc., for next season. In January the crew will be in Winston-Salem, NC, Cincinnati, OH, Knoxville, TN, Mobile, AL, and Orlando, FL. For more info you can call (615) 871-6656. The last time rockabilly legend

A recent Nashville benefit helped raise funds for the expensive cancer treatments that O.B. Perkins (left) is undergoing. Johnny Rodrigues, one of the entertainers at the event, visited the studio where O.B. was recording an album of self-penned songs.

Carl Perkins was in this column, he had received a special guitar, now he has his own cola bottle. Coca-Cola is issuing a special Carl Perkins commemorative bottle, the proceeds from which will go to the Carl Perkins Child Abuse Center in Jackson, TN… Another legend, Ray Charles, is also being honored, both by the Kennedy Center and the French Ministry of Culture. He will be receiving the Kennedy Center “Award for Excellence,” and he has already been presented with the “Commander of Fine Arts & Letters” medal and “Victoires de la Musique” award from France’s Minister of Culture. P.S.: Congratulations to KRWQ-FM, Gold Hill’s Sam Dunlap and his bride Kristen. And also to Alpine Records artist Tim Malchak and his new wife Judy.

Valerie Hansen

Thank You And Merry Christmas
To All of You
Who Have Made My
Debut Album Releases
on Rumpelstiltskin
Charting Successes

Elliott Rothpearl
Dave Lory
Chuck Dixon
Diane Ritchie
And Our Supporting Radio Stations
And New Fans

(212) 860-4965

NICK SEEGER
NOT A RE-RUN, A REUNION—Louise, Barbara and Irene head for TV land once more this Christmas, and they’ve invited the whole clan — parents, kids and husbands — to appear with them on “Barbara Mandrell’s Christmas — A Family Reunion.” The special will air Dec. 22 on CBS

INDIE FEATURE PICKS

DANNY HARPER (Melbourne) II Katie Bar The Door (2:38) (Space Case/Criterion — ASCAP) (R. Whiteway, L. Doman) (Producer: B. Fisher)

Pretty good pickin’ on this upbeat, good-feelin’ love romp.

CALAMITY JAYNE (Vine St. VSR 102) All I Need (3:02) (Jarp — BMI) (J. Griffin, A. Black, R. Yancey, P. Compton) (Producer: N. Wilburn)

Not bad. Ole CJ ain’t quite the sharp shooter that her namesake was, but maybe with practice...

CHRISTMAS RELEASES

JIMMY GLASS and The Four Way Stop Band (VC NR16325) Christmas In Jail

KELLY SCHOPPA (NSD NDS-226) Oh, Christmas Tree

OTHER RELEASES

J.T. MACK (Gratis U 17664) Love Makes It All Worthwhile

CAGLO MAC and KITTY WILLOW (Medical MR 747) Let’s Play Love

TOMMY B. (Travellin Light) Was It All Worth Losing You

INDI SPOTLIGHT

KELLY SCHOPPA (NSD NSD-227)
Say Lady (We Let It Slip Away)
(3:34) (Little Acorn/Light Switch — BMI) (B. Austin/J. Hydrick) (Producer: J. Vest)

Watch out for this guy — there’s a strong spirit going for him! Not to mention a pretty fair record here. Schoppa comes away with the highest score from among this week’s eligibles, and that may be an omen of bigger and better things to come. Be prepared to hear from Mama Hype as “Say Lady” begins to grab its first handholds out there.

INDIE LP REVIEW

OGDEN HARLESS—It Ain’t Country — (Producer: Ogden Prod.)

It is so! Country, I mean. If you need proof, play two seconds of “Nobody’s Darlin’.” The original Cypress (the country one) never leaves us in doubt in that area. Traditional country folks can count on them for consistency. The title song is a fun one, by the way, and “Mississippi Drifter” offers something different. You will also find two of Kristofferson’s best on here.

JOHN WINTERS—Polishing Mem’ries — (Producer: D. Grashey)

Here’s another one. If your market likes traditional country two-step sounds (and this Ontario cowboy’s LP reaches you), don’t judge an album by its cover. Play a few cuts and you’ll find a consistent collection of honky-tonk juke boxers with good vocals and a healthy dose of steel guitar lyrics and licks. (Aside: the two songs that offer stronger lyrics and a difference in sound were both co-written by Canadian Terry Carisse.)

Cypress

records

Box 5367(A)

Jacksonville, FL 32250

(904) 246-8222

Merry Christmas and Thank You,

Music Directors,
for debuting—at 79—the title cut release from my first album,

“IT AIN’T COUNTRY”

Ogden Harless

WHO NEEDS RECORDS? —In a unique presentation, Donna Hopkins — recently to the newly-formed Advantage Records label — received an award before her first was even recorded. At a reception showcase introducing the label and its artists, bro- er Bill McClain handed Donna a plaque for Most Promising Newcomer from KYKK

Cash Box December 20
NEW AND DEVELOPING

CHRIS EATON

Following the British musicians' tradition of making a mark on the American music, Chris Eaton (from Wolverhampton, England) has been busy on this side of the ocean, but instead of just the pop arena, Eaton's influence is reaching into the gospel and crossover market. The songwriting credits of this dynamic Englishman include Cliff Richard's "Little Town," Amy Grant's "Sharyah" and Russ Taff's "How Much It Hurts," to name a few. In addition, he recently made his debut as a recording artist with the Reunion Records release of "Vision," his first album for the label.

Eaton describes his music as "aggressive Gospel," and his goal is to "infuse mainstream music with Christian principles." A&M will be giving Eaton's goal a boost along the road to reality with the February release of his single, "When My Heart Breaks," to A/C stations.

As the opening act in the last leg of Amy Grant's Unplugged Encore Tour this past summer, Eaton had the challenge to perform his music to thousands of Americans after winding up that tour. Eaton returned to England to do some writing and producing, but recently came back to the states to write songs with Grant.

In late '87-early '88, Eaton will be going on tour again, only this time as the headliner. "I really feel that God wants me to tour, and I want to wait until I'm more established through my music so people can relate to me," he says.

Eaton and his wife Jill have been married 4 years. They have no children, just two cats, and she is the "first critic" of his songs.

T.M. TOURS D.M.—Blanton/Varrell Tour Management (B/H T.M.) tour director Mal Greenwood (standing) watches as singer/songwriter David Meece signs an agreement for a tour tour to be coordinated by the organization.
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Dynamo pool table sales.
by Camille Compas

A recent AOMA convention the directors of AOMA and NCMC had held due to the organizations he AOMA banner. The move 30 qualified former NCMS members ranks of AOMA and two designated members to the AOMA board— Sharon Harris (Stan Harris & Penny) and Mel Grossberg (Rowe Wyckoff, NJ). The display of Data East into pinball turing, the firm is scouting facilities nicago area for design and assemblies will be handled through the San Quarters). Data East Pinbell, Inc. Gary Stern at the helm, and he’s working out of temporary quarters in Wind City.

This pleasurer. The annual C.A. in post-AOMA showing is the induc
ing regional event—although the se figures each year read more like a final convention! This time around, several events: the first (11/19) at its new San Francisco branch and (11/21) at the L.A. headquarters. This one is factory representa
ing, a lot of attention—far beyond expectations, actually, as noted by Jerry Gordon, who heads up distri
trib operations at Rowe. One operator at the show was heard to comment that the addition of this newest model serves to fur
ther embellish an already outstanding line-
up, which contains a jukebox for every type of location!

With respect to the various new pieces shown at AOMA Expo ’86, we’ve been checking with some of the factories regarding delivery schedules. Konami’s “WEC Le-
man” (spin-type model), for example, will be sample shipped to distribs around the first of the year, according to veeppee Steve Kaufman. Firm’s “Double Dribble” basket-
ball game will be available a lot of the end of December—and then Reminded me that this piece was developed in-house at the Wood Dale, IL facilities. On a personal note, Steve and his wife, Sheryl, are anxiously awaiting April delivery of their first son. N
elp tests confirmed it will definitely be a boy—which will bring the Kaufman offspring to 2 girls, 1 boy! 

Production has begun at Bally Midway on their hot new “Strange Science” pin. A lot of orders were written for this piece. Soon to follow on the delivery schedule will be “Power Drive,” their new video, which was also a popular attraction at Expo.

CHICAGO—A total of 8,058 industry members signed in for the 50th Anniversary Convention-Exhibit of Vending and Food- service Management in Chicago’s McCor-
mick Place. Event took place October 23-
25, under sponsorship of the National Automatic Merchandising Association.

“From the opening session, where Dr. Henry Rissinger was the keynote speaker, we drew fantastic crowds and even though our show occupied the largest space ever, the exhibits were crowded most of the

time,” stated G. Richard Brechler, NAMA president.

The convention marked the 50th anniver-
sary of the founding of NAMA and the cen
tennial of the American vending industry, since the first U.S. patents for vending ma-
chines were issued in 1889.

Meeting topics included a look at U.S. vending in the year 2000, based on a re-
search study by the Hudson Institute, a pan-
el discussion on the personal payphone market and a keynote address by U.S. Rep-
resentative Dan Rostenkowski, co-architect of the 1986 tax legislation.

During the convention, NAMA members gathered for a 50th anniversary luncheon and the presentation of the NAMA Hall of Fame. NAMA members will be honored for their contributions to the	vending industry.

AAMA’s Weaver Earns CAE Designation

David A. Weaver

CHICAGO—David A. Weaver, CAE, exec-
utive vice president of the American Amusement Machine Association, was one of the thirty-five individuals who earned the Certified Association Executive (CAE) des-
ignation from the American Society of As-
sociation Executives (ASAE) in September.

Prior to certification, association execu-
tives are rated on their experience and ac-
complishments in association management and must successfully complete a compre-
hsive, one-day examination, which tests their general knowledge of the association management profession. Additionally, can-
didates must have either five years experi-
ence as an association executive or three years as a chief staff executive.

The 1986 class brings the total number of association executives who have earned the CAE designations to over 1,300. Among the 200,000 professional executives at na-
tional associations and the approximately 300,000 more at state and regional associa-
tions, “CAE” is an indication of demonstrat-
ed skill in leadership, activity in community affairs, and expertise in specific areas of association management.

Weaver, whose background includes a bachelor’s degree in psychology and an MBA in marketing, was appointed to his present position at AAMA last April after serving nine years as director of the American Floral Marketing Council.

The American Society of Association Ex-
ecutives, Washington, D.C., is an individual membership society made up of more than 14,000 association executives and suppli-
ers. Its members manage leading trade asso-
ciations and professional societies across the country and also represent suppliers of products and services to the association community.

Record Attendance At 50th NAMA Convention

New Board Chairman

Merrill Krakauer, chairman of the board of Rowe International, Inc. (Whippany, NJ), was elected chairman of the board of direc-
tors of NAMA at this year’s convention. He succeeds James A. Rost, executive vice president of Canteen Corporation (Chicago).

Other new NAMA officers for 1987 are: William K. Walsh (Continental Vending Co.—Orange, CA), senior vice chairman; John R. Paraguay (ABASEVE—Phila-
delphia, PA), vice chairman; and Harold I. Blotner (Dane County Vending Co.—Madi-
son, WI), treasurer.

The association’s board of directors is composed of the following: Benny Ball Jen-
sen (Wittenberg, USA—Atlanta, GA); Mark Pickett (Pickett Food Service—Schreve-
port, LA); Merrill Krakauer, William K. Walsh; Theodore Alpert (North American Paper Co.—Berkeley, IL); William Buck-
holz (Goodman Vending Service—Reading, PA); and David Clayton (Automatic Food Service, Inc.—Nashville, TN).

Pictured above are (seated, l-r): William K. Walsh, senior vice chairman; Merrill Krakauer, chairman; G. Richard Brechler, NAMA presi-
dent; (standing, l-r): John R. Paraguay, vice chairman; Harold I. Blotner, treasurer.

Bally’s “Strange Science” Pin

“Strange Science”, Bally Midway’s new entry to their “The Next Trend” line of pin-
ball machine, won rave reviews at the recent convention. The U.S. National Vidi-
team, which represents the na-
tional game playing groups, voted Strange “Best Pinball of the 1986 AOMA SHOW” to factory officials.

It’s unique neon display on top of me to the introductory theme is used in the comic style game play, this new model is the player’s imagination.

A game was designed for profit,” Steve Blattpsellker, Midway’s vice president of Marketing. “A primary function was to provide a lot of enjoyment and require a great deal of

in every game stays true on location, we have instituted the most comprehensive quality con-
grains in the industry,” he added. To assure this goal, Bally Midway also has several additional quality control stations at the point in the manufacturing pro-
cess that every game is being given a thorough examination. The final check before it goes to the

all of The Next Trend line of pins, “Strange Science features full playfield Mylar in the game, self-percipienting and free testing. Multiball allows players to play up to five balls, the Power Saver lets players save the ball from draining; players control the two level lane changer; the Auto-
matic Generator builds voltage for higher scores and faster sounds.

The new model will be available through factory distributors. Further information may be obtained by contacting Bally Mid-
way at 10601 W. Belmont Ave., Franklin Park, IL 60131.
At The C.A. Robinson Showings!

This year's popular C.A. Robinson post-AMOA showing was held in two-parts, inasmuch as the prominent L.A. distributor has a branch in San Francisco — so it was double the pleasure and double the fun. The festivities took place on November 19 in the San Francisco facility and continued two days later (11/21) in L.A. and there was a turnout of some 1800 trade people at both functions. Many of the new products introduced at AMOA Expo '86 were featured for op customers to see and examine and there were plenty of manufacturer representatives on hand to assist ops and answer their questions. In addition there were all of the amenities — food, beverages and the unequalled hospitality of the Bettelman family to make for a most enjoyable gathering. We'd like to extend our gratitude to the "patriarch" for supplying these possibilities.

Here are Bally Sent's Jolly Booker, Sega's Tom Petit, Nintendo's Frank Balleau and coinman Paul Jacobs — and would you believe, this is the loading yard at Robinson's L.A. headquarters, which was all decked out for the occasion.

Is that Williams' Joe Dillon casually observing as these players give the bank of pinball machines a real workout? Pinballs are in, guys!

Bally's 'Power Drive'

"Power Drive" is the latest video game being introduced by Bally Midway and, like their record breaking "Rampage," it is a dedicated three-player interactive game featuring a unique theme and intense player involvement.

During the recently held AMOA exposition in Chicago, ABC television news featured Power Drive, which their reporter described as a "sure hit"; besides which, the model enjoyed great response from operators as well as players in test locations, according to the factory.

Picking up on the "Monster Track" fad that has swept the nation, Power Drive lets competing players choose from one of three different video vehicles — "Daddy's Girl" (a Corvette), "Captain Crush" (a pick-up truck) or "Sheriff Perry" (a jeep).

In the play process, the trucks compete in 52 events, each stressing a different combination of speed, power, traction and endurance; and each event is named after a different city and state. A continuous buy-in style of play allows each player controlling his truck to earn up to 32 points. The event permits players to keep track of their scores, as well as the scores of the other participants, which are displayed on the game's scoreboard.

The pace of play from conventional arcade games is improved by Power Drive's vehicles which automatically adjust dual power butting them to shift from two wheel drive for speed to 4 wheel drive for power. In addition, a "wheelie" button helps players master certain events. There is no steering wheel, by the way.

"Power Drive is timely and distinctive," noted Steve Blattspieler, Bally Midway vice president of sales. "It fits almost any kind of arcade or route location, and operators will discover it is available at a price which will permit them an outstanding return on their investment."

The new model is available through factory distributors.

Television star Gary Coleman just couldn't resist the opportunity to attend a Robinson show and, perhaps, play some of those terrific games on display.

More Distributors Join AMOA

CHICAGO — During the recently held AMOA trade show in Chicago, the American Amusement Machine Association held a special luncheon for distributors at which the association reported on its various activities and programs that affect the amusement machine distributor community.

AAMA president Maury Ferchman kicked off the meeting by stressing that manufacturers and distributors have many problems and challenges in common, particularly with regard to the need for increasing play as well as the player base.

David Weaver, AAMA executive vice president, reported on activities in the areas of public relations, government relations, technical representation, industry statistics and market development. He highlighted AAMA's participation in various location trade shows such as those for pizza operators, bowling proprietors and licensed beverage operators.

Joseph Dillon, vice president of marketing and assistant general manager of Williams Electronic Games, and an officer of AAMA, reported on the upcoming '87 trade show. Dillon heads the SAMA Joint Venture, which sponsors the AMO Expo show. "Sales and profits" (i.e. enforcement of copyright law) was the subject discussed.

Among others who addressed the event were industry members John B. Bettelman, Joe Robbins and Norm Stein who focused their remarks on the benefits of distributor membership in AAMA.

Among new distributor members who joined the association are Active Amusement Distributors, AAMA Distributors, A&M Distributors, Coinmax, F&J's, Friedman's, Harbor Distributing Corp., Hanson Distributors, Mountain Coin, Rowe International Sales & Service Corp., Straus Distributing Co., and T.O.P. Distributing Co. In all, this brings the total distributor membership to thirty-one.

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