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December 31, 1988

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ROBERMAN TO EXIT ABC RADIO
RECORD BAR RUMORS FLY — SEE SHOP TALK
TALENT ON STAGE: BELAFONTE, TOJES MANIACS
GUEST EDITORIAL: WAS KEVIN ODEGARD

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GUEST EDITORIAL

Writing Songs For A Living (Songwritus Americanus)

By Kevin Odegard

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

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

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

each a trusted partner in daddy's work.

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

Everyman or dinosaur, Lind is now pursuing greater control over his destiny, and seems a likely candidate for survival, at least as long as the rest of his species, which now faces possible extinction in the face of a heavily-financed lobbying effort by manufacturers of blank tape and dual dubbing machines. While vowing to spend "up to \$10 million" to 'educate' young music lovers on their 'right to tape,' these manufacturers are biting the creative hand that creates a market for

their products in the first place. Without great songs, and songwriters like Jon Lind, there would be no music worth taping.



Kevin Odegard is executive director of the National Academy of Songwriters.

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TOP POP DEBUTS

SINGLES	55	KYRIE — Mr. Mister — RCA
ALBUMS	99	FRIENDS — Dionne Warwick — Arista

POP SINGLE	WINNER'S CIRCLE	POP ALBUM
#1 SAY YOU, SAY ME Lionel Richie Motown	Cash Box research from both radio and retail activity indicates the following record exhibits Top Ten potential.	#1 MIAMI VICE Original Soundtrack MCA
B/C SINGLE		B/C ALBUM
#1 COUNT ME OUT New Edition MCA		#1 IN SQUARE CIRCLE Stevie Wonder Motown
COUNTRY SINGLE		COUNTRY ALBUM
#1 HAVE MERCY The Judds RCA		#1 RHYTHM AND ROMANCE Rosanne Cash Columbia
JAZZ		MUSIC VIDEO
#1 FABLES Jean Luc Ponty Atlantic		#1 SAY YOU, SAY ME Lionel Richie Motown
COMPACT DISC		12" SINGLE
#1 BROTHERS IN ARMS Dire Straits Warner Bros.		#1 CAN YOU FEEL THE BEAT Lisa Lisa and Cult Jam with Full Force Columbia

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CASH BOX TOP 100 SINGLES

THE CASH BOX TOP 100 SINGLES CHART IS BASED ON A COMBINATION OF RADIO AIRPLAY AND ACTUAL PIECES SOLD AT RETAIL STORES.

December 21, 1982

	Weeks On 12/14 Chart
1 SAY YOU, SAY ME LIONEL RICHIE (Motown 1819MF)	3 7
2 BROKEN WINGS MR. MISTER (RCA PB-14136)	1 14
3 PARTY ALL THE TIME EDDIE MURPHY (Columbia 38-05609)	7 12
4 ALIVE & KICKING SIMPLE MINDS (A&M/Virgin AM-2738)	5 10
5 SEPARATE LIVES (LOVE THEME FROM WHITE NIGHTS) PHIL COLLINS AND MARILYN MARTIN (Atlantic 7-89498)	2 12
6 WE BUILT THIS CITY STARSHIP (Grant/RCA FB-14170)	4 16
7 ELECTION DAY ARCADIA (Capitol B-5501)	8 9
8 SMALL TOWN JOHN COUGAR MELLENCAMP (Riva/PolyGram 884 202-7)	11 8
9 SLEEPING BAG ZZ TOP (Warner Bros. 7-26584)	9 10
10 THAT'S WHAT FRIENDS ARE FOR DIONNE & FRIENDS (Arista AS1-9422)	14 7
11 PERFECT WAY SCRITTI POLITTI (Warner Bros. 7-28949)	13 15
12 TALK TO ME STEVIE NICKS (Modern/Atlantic 7-99582)	16 6
13 NEVER HEART (Capitol B-5512)	6 15
14 WRAP HER UP ELTON JOHN (Geffen/Warner Bros. 7-28873)	15 9
15 TONIGHT SHE COMES THE CARS (Elektra 7-69589)	19 8
16 I MISS YOU KLYMAXX (Constellation/MCA 52606)	18 13
17 WALK OF LIFE DIRE STRAITS (Warner Bros. 7-28978)	21 8
18 YOU BELONG TO THE CITY GLENN FREY (MCA 52651)	10 15
19 WHO'S ZOOMIN' WHO ARETHA FRANKLIN (Arista AS1-9410)	12 13
20 BURNING HEART SURVIVOR (Scotti Brothers/CBS ZS4 05663)	25 8
21 EMERGENCY KOOL & THE GANG (De-Lite/PolyGram 884 199-7)	24 9
22 LOVE IS THE SEVENTH WAVE STING (A&M AM-2787)	26 7
23 IT'S ONLY LOVE BRYAN ADAMS/TINA TURNER (A&M AM-2791)	27 5
24 I'M YOUR MAN WHAM! (Columbia 38-05721)	29 4
25 SPIES LIKE US PAUL McCARTNEY (Capitol B-5537)	32 5
26 GO HOME STEVIE WONDER (Tamla/Motown 1817TF)	33 5
27 YOU'RE A FRIEND OF MINE CLARENCE CLEMONS AND JACKSON BROWNE (Columbia 38-05660)	31 9
28 OBJECT OF MY DESIRE STARPOINT (Elektra 7-89621)	30 13
29 LAY YOUR HANDS ON ME THOMPSON TWINS (Arista AS1-9396)	17 14
30 SIDEWALK TALK JELLYBEAN (EMI America B-8297)	35 6
31 EVERYBODY DANCE TA MARA & THE SEEN (A&M AM-2768)	36 9
32 SEX AS A WEAPON PAT BENATAR (Chrysalis VS4 42927)	37 5
33 WHEN THE GOING GETS TOUGH, THE TOUGH GET GOING BILLY OCEAN (Jive/Arista JS1-9432)	39 4
34 MY HOMETOWN BRUCE SPRINGSTEEN (Columbia 38-05782)	42 3
35 DO IT FOR LOVE SHEENA EASTON (EMI America B-8295)	28 9

	Weeks On 12/14 Chart
36 GOODBYE NIGHT RANGER (MCA 52729)	40 7
37 CONGA MIAMI SOUND MACHINE (Epic 34-05457)	41 10
38 FACE THE FACE PETE TOWNSHEND (Atco/Atlantic 7-98580)	43 7
39 TO LIVE AND DIE IN L.A. WANG CHUNG (Geffen/Warner Bros. 7-28891)	38 11
40 HOW WILL I KNOW WHITNEY HOUSTON (Arista AS1-9431)	47 3
41 EVERYTHING IN MY HEART COREY HART (EMI America B-8300)	45 4
42 SUN CITY ARTISTS UNITED AGAINST APARTHEID (Manhattan/Capitol B 50017)	44 8
43 "MIAMI VICE" THEME JAN HAMMER (MCA 52666)	20 16
44 THE SUN ALWAYS SHINES ON T.V. A-HA (Warner Bros. 7-28846)	50 4

WINNER'S CIRCLE

45 THE SWEETEST TABOO SADE (Portrait/CBS 37-05713)	56 4
46 LIFE IN A NORTHERN TOWN THE DREAM ACADEMY (Warner Bros. 7-26841)	59 4
47 LIVING IN AMERICA JAMES BROWN (Scotti Brothers/CBS ZS4 05682)	60 3
48 HEAD OVER HEELS TEARS FOR FEARS (Mercury 880 899-7)	22 15
49 THE BIG MONEY RUSH (Mercury 884 191-7)	54 6
50 A LOVE BIZARRE SHEILA E. (Paisley Park/Warner Bros. 7-28690)	58 6
51 TARZAN BOY BALTIMORA (Manhattan/Capitol B 50018)	57 10
52 COUNT ME OUT NEW EDITION (MCA 52703)	53 7
53 EVERYTHING MUST CHANGE PAUL YOUNG (Columbia 38-05712)	61 5
54 BE NEAR ME ABC (Mercury 880 826-7)	23 18

CHARTBREAKER

55 KYRIE MR. MISTER (RCA PB-14258)	DEBUT
56 LEADER OF THE PACK TWISTED SISTER (Atlantic 7-89478)	62 4
57 SISTERS ARE DOIN' IT FOR THEMSELVES EURHYTHMICS AND ARETHA FRANKLIN (RCA PB-14214)	34 10
58 SOUL KISS OLIVIA NEWTON-JOHN (MCA 52685)	46 12
59 RUNNING UP THAT HILL KATE BUSH (EMI America B-8285)	48 16
60 SILENT RUNNING MIKE & THE MECHANICS (Atlantic 7-89488)	73 4
61 PART-TIME LOVER STEVIE WONDER (Tamla/Motown 1808TF)	49 16
62 YOU ARE MY LADY FREDDIE JACKSON (Capitol B-5485)	51 16
63 ONE OF THE LIVING TINA TURNER (Capitol B-5518)	52 12
64 ONE VISION QUEEN (Capitol B-9547)	72 3
65 GO ASIA (Geffen/Warner Bros. 7-28872)	77 3
66 TOO YOUNG JACK WAGNER (Qwest/Warner Bros. 7-28931)	55 9
67 TEARS ARE FALLING KISS (Mercury 884 141-7)	64 10
68 EVERYDAY JAMES TAYLOR (Columbia 38-05681)	63 7

	Weeks On 12/14 Chart
69 DANGEROUS LOVERBOY (Columbia 38-05711)	66 6
70 HE'LL NEVER LOVE YOU (LIKE I DO) FREDDIE JACKSON (Capitol B-5535)	87 2
71 CAN YOU FEEL THE BEAT LISA LISA AND CULT JAM WITH FULL FORCE (Columbia 38-05389)	71 4
72 DIGITAL DISPLAY READY FOR THE WORLD (MCA 52734)	80 2
73 SOMEWHERE (FROM "WEST SIDE STORY") BARBRA STREISAND (Columbia 38-05680)	81 3
74 FREEDOM POINTER SISTERS (RCA PB-14224)	65 8
75 LOVE THEME FROM ST. ELMO'S FIRE DAVID FOSTER (Atlantic 7-89528)	67 18
76 SMALL TOWN GIRL JOHN CAFFERTY AND THE BEAVER BROWN BAND (Scotti Brothers/CBS ZS4 05668)	68 7
77 TAKE ON ME A-HA (Warner Bros. 7-29011)	69 22
78 SAVING ALL MY LOVE FOR YOU WHITNEY HOUSTON (Arista AS1-9381)	70 19
79 DAY BY DAY HOOTERS (Columbia 38-05730)	89 2
80 MONEY FOR NOTHING DIRE STRAITS (Warner Bros. 7-28950)	74 24
81 THE HEART IS NOT SO SMART EL DeBARGE WITH DeBARGE (Gordy/Motown 1822GF)	90 2
82 SO IN LOVE ORCHESTRAL MANOEUVRES IN THE DARK (A&M/Virgin AM-2746)	75 16
83 CARAVAN OF LOVE ISLEY, JASPER, ISLEY (CBS Associated ZS4 05611)	DEBUT
84 GIRLS ARE MORE FUN RAY PARKER JR. (Arista AS1-9352)	76 12
85 BEAT'S SO LONELY CHARLIE SEXTON (MCA 52715)	DEBUT
86 I'M GONNA TEAR YOUR PLAYHOUSE DOWN PAUL YOUNG (Columbia 38-05577)	78 16
87 AND SHE WAS TALKING HEADS (Sire 7-28917)	79 13
88 SECRET ORCHESTRAL MANOEUVRES IN THE DARK (A&M/Virgin AM-2794)	DEBUT
89 OH SHEILA READY FOR THE WORLD (MCA 52636)	82 23
90 JUST ANOTHER DAY GINGO BOINGO (MCA 52726)	DEBUT
91 HURTS TO BE IN LOVE GINO VANNELLI (CBS Associated ZS4 05586)	85 12
92 LOVIN' EVERY MINUTE OF IT LOVERBOY (Columbia 38-05563)	83 18
93 ONE NIGHT LOVE AFFAIR BRYAN ADAMS (A&M AM-2770)	84 15
94 LOVE GRAMMAR JOHN PARR (Atlantic 7-89484)	91 5
95 "KID" SANTA CLAUS PATSY (Roperry PR-2255)	DEBUT
96 DISCIPLINE OF LOVE (WHY DID YOU DO IT) ROBERT PALMER (Island/Atlantic 7-99597)	86 5
97 THIS TIME INXS (Atlantic 7-89497)	88 5
98 THE NIGHT IS STILL YOUNG BILLY JOEL (Columbia 38-05657)	92 12
99 AMERICA PRINCE AND THE REVOLUTION (Paisley Park/Warner Bros. 7-28999)	94 10
100 CHERISH KOOL & THE GANG (De-Lite/PolyGram 880 869-7)	95 25



A LONG WAY FROM KENTUCKY — Pictured backstage during rehearsals for Dick Clark's New Year's Rockin' Eve '86, are (l-r): Wynonna Judd, Emma Samms of Dynasty II; The Colbys, Love Boat's Ted McGinley and Naomi Judd. The special airs December 31 on ABC-TV.

All's Calm At RCA, NBC After GE's Takeover

By David Adelson

LOS ANGELES — Though it's obviously too early to effectively gauge any impact, RCA executives have expressed optimism that last week's purchase of the corporate giant by General Electric Corp. will have only positive effects on the operations of RCA/Ariola Records.

In comments to *Cash Box*, RCA/Ariola president and chief executive officer Elliot Goldman said, "It's a little too early for me to make any definitive comment. I have had a few discussions with Rick Miller (executive vice president, consumer products and entertainment, RCA) and he indicates that the merger of these two companies should not have any specific impact on the RCA/Ariola operation in any way except, I suspect it increases the resources."

The RCA takeover has been the subject of months of widespread speculation. The agreement reached last week puts the RCA sale tag somewhere in the area of \$6.28 billion and calls for RCA shareholders to receive \$66.50 a share.

RCA also owns NBC radio and televi-

sion and although published reports have indicated there are no immediate plans for structure changes at the networks, there is the normal wave of optimistic uncertainty at NBC radio headquarters in New York. According to one source at the network, "We're very optimistic and we think the deal will be very beneficial to everyone concerned."

Interestingly, RCA was originally formed in 1919 by General Electric and Westinghouse as a means of entering the fledgling field of radio broadcasting.

The value of RCA's broadcast properties alone are estimated to somewhere in the area of \$4 billion.

RCA's stock was one of the most actively traded last week. On Wednesday, the day the purchase was announced, the price of a share jumped \$10.75 to \$63.50 at closing time. That increase brought the stock's two day gain to \$14.375 on a volume of 5.2 million shares.

Behind The Bullets

Continued Promise From A Smooth Operator

By Stephen Padgett

One of the strongest debuts in recent memory was turned in earlier this year by a sultry singer named Sade Adu. The unlikely coupling of Getz/Gilberto cool with British pop resulted in a platinum-selling album "Diamond Life." "Smooth Operator," "Hang On To Your Love" and "Your Love Is King" were all top-charting singles from "Diamond Life." Sade appears to be beating the sophomore jinx with her new release, "Promise" and its first single, "The Sweetest Taboo."

In three weeks, "Promise" has climbed into the Top 20. After a sensational 56 bullet debut, "Promise" took a 26 point jump the next week to 30 bullet. This week it jumps from 30 to 20 bullet. The glamorous Nigerian/French singer is fortunate to be working on her fourth hit single with "The Sweetest Taboo." The single, on the charts four weeks, is propelling sales for the album into the all important Christmas retail season.

Among the significant number of Top

Capitol Ventures Further Into China

By David Adelson

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

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

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

What is unique about the multi-faceted agreement is the exchange of classical repertoire which will begin January 1, 1986. Under the terms of the contract, EMI/Capitol and CRC will have first option rights to each other's classical repertoire. The first 12 months of the agreement will see an exchange of approximately 10 titles, according to Capitol.

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

The agreement also involves an exchange "of technical and manufacturing technology and information and collaboration in the areas of magnetic storage,

media technology, record manufacture, tape duplication processes and recording studio equipment, design and operations."

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

The corporation and the CRC have also agreed to substantially increase the number of titles of CRC's Chinese repertoire licensed to EMI for exploitation in the Southeast Asia territories of Hong Kong, Philippines, Taiwan, Singapore, Malaysia, Thailand and Indonesia.

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

MCA To Present 'Video Night' Promotion With Clubs, Radio

By Gregory Dobrin

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

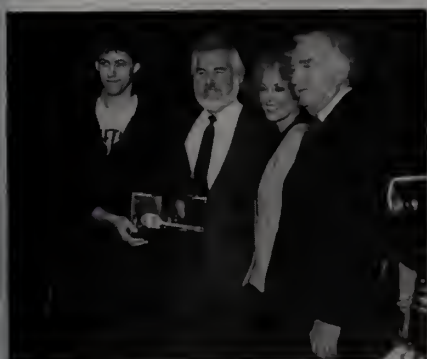
Called "video nights," the promotion will last from December 16, 1985 through the 23 and involves approximately 29 clubs, each with its own local radio station tie-in, in 28 markets coast to coast. The clubs are encouraged to develop their own contests, with a full year of MCA record service as grand prize.

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

The radio stations, which include Detroit's WLLZ and L.A.'s KROQ at press time, will either broadcast live from the participating local club, or provide on-air advertising (At least one club, Houston's Fizz, is said to be considering a TV tie-in with local music video channel TV-5).

The promotion was the brain child of MCA music video coordinator Doug Cerrone and Rockamerica manager of special events Stuart Metrick. "Back at the Music Marathon seminar, CMJ, Doug approached me with an idea to promote one of his bands (The Damned)," Metrick told *Cash Box*. "And I said, 'Well, instead of just boosting The Damned's ability to

(continued on page 36)



A FITTING TRIBUTE — At the Fourth Annual World Hunger Media Awards ceremony held at the United Nations on November 26th, Bob Geldof proudly embraced his Special Achievement Award presented to him by Kenny and Marianne Rogers. Geldof was honored for his African relief efforts and successful "Do They Know It's Christmas" (Band Aid) and Live Aid Benefit events. Pictured (l-r): Geldof; Kenny Rogers; Marianne Rogers and the ceremony host, Walter Cronkite.



TURNER SIGNS — Joe Lynn Turner, former lead singer of Rainbow and Elektra Records recording artist, has signed a worldwide co-publishing agreement with Screen Gems/Colgems/EMI Music, Inc. Pictured are (l-r) Turner; Gerd Muller, Screen Gems vice-president, talent acquisition; Judy Staker, Screen Gems general professional manager; and Fred Willms, president, Screen Gems/Colgems/EMI Music, Inc.



THE MAN, THE MYTH, THE VIDEO — Following a recent screening of his MCA Home Video release *Stand By Me: A Portrait of Julian Lennon*, the recording artist posed with MCA executives and manager Dean Gordon during a post-screening cocktail party at the Roof Garden of L.A.'s Sheraton Universal Hotel. Hundreds of industry notables were in attendance. Pictured (l-r) are: Louis Feola, vice president, distribution, MCA Distributing Corporation; Jerry Sharell, senior vice president, MCA Home Video; Lennon; Jane Ayer, director of public relations, MCA Home Video; and Gordon.

BUSINESS NOTES

Recording Academy Announces Hall Of Fame Nominations

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

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

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

Jem Acquires U.S. Distribution Of Fonit Cetra

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

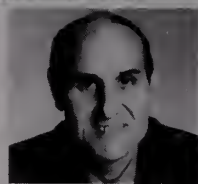
Fonit Cetra is primarily an archive label that features the works of many of the world's most popular operatic and symphonic artists. The catalogue also boasts a selection of Italian pop and folk recordings of international repute. Sales and marketing of all Fonit Cetra product will be handled by Jem's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

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

Vestron Reports Record Sales, Earnings For Third Quarter

NEW YORK — Vestron Inc. reported record sales, earnings and earnings per share for the third quarter and first nine months of 1985. For the third quarter ending September 30, Vestron revenues were \$50.8 million, an increase of 76 percent over the comparable 1984 quarter. Earnings were \$9.5 million or \$0.27 per share, an increase of 90 percent over the \$5.0 million, or \$0.14 per share, earnings in the 1984 third quarter. For the nine months, Vestron revenues rose to \$141.6 million from the \$79.1 million recorded a year earlier. Earnings rose to \$27.7 million, or \$0.80 per share, from the prior year's total of \$11.7 million, or \$0.34 per share.

EXECUTIVES ON THE MOVE



Shapiro



Schuch



Nielsen



Thagard



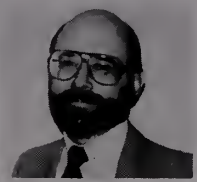
Lang



Sherman



Smith



Posner

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

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

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

Thagard Tapped — Chuck Thagard has been appointed to the newly created position of video national sales manager for Capitol's Record and Video Group Services. Thagard comes to Capitol on the heels of a one and a half year stint as national sales and product manager for RKO Home Video.

Lang Named — Maxyne Lang has been named vice president of special projects for the Chappell/Intersong Music Group — USA. The announcement was made by Irwin Z. Robinson, president of the publishing company. Headquartered in New York, Lang most recently held the positions of director of special projects, creative, and director of the Chappell/Intersong merchandising division.

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

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

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

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

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

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

Levine Westwood One President

LOS ANGELES — In a positioning move designed to consolidate financial operations, Arthur E. Levine has been named president and chief financial officer of Westwood One, Inc.

Formerly executive vice president and chief financial officer of the Westwood One Radio Networks, Levine will add financial supervision of the newly-acquired Mutual Broadcasting System to his duties.

Levine will report directly to Westwood

One chairman Norman Pattiz, who adds chief executive officer responsibilities for the Mutual Broadcasting System to his current role as CEO at Westwood One.

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

Bye Bye Ben

Hoberman To Exit ABC After Cap Cities Merger

By David Adelson

LOS ANGELES — In a long speculated move, ABC Radio president Ben Hoberman has announced he will leave the company when the merger between ABC and Capital Cities has been completed.

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

Among the changes that occurred under the leadership of Ben Hoberman were:

- The expansion of four ABC Radio Networks to six and the addition of ABC Talkradio as a long form programming



Ben Hoberman

Azoff To Keynote 28th NARM

LOS ANGELES — Irving Azoff, president of MCA Records and Music Group and vice president of MCA, Inc. has been tapped to keynote the upcoming 28th annual NARM (National Association of Recording Merchandisers) which will be held March 7-11 at the Century Plaza

service.

- The conversion to digital satellite transmission of all network programming.

- The acquisition of ABC Watermark, producer of such shows as "American Country Countdown with Bob Kingsley."

- A sizable investment in the improvement of technical and broadcast facilities for both the network and the ABC O&O's.

- The construction and completion of the world's largest broadcast center in the world.

- An impressive realignment of network owned stations which have proved to be quite profitable, particularly of late.

Hoberman made his first real mark in broadcasting in 1960 when he was named vice president and general manager of KABC in Los Angeles. It was there that he introduced a format that centered directly around talk, listener discussion and information. It was a format he would take nationwide upon his ascent to the network presidency 19 years later.

According to Hoberman, "I leave at a time of extraordinary accomplishment for the ABC Radio Division. We've never been stronger. This year's revenues and profits will be at an all time high with operating profits significantly above last year which was another record year. It's a magnificent accomplishment and is a testament to the many talented and hard working members of the division. I feel privileged to have been associated with so many bright, creative individuals in the past year."

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



UP TO THEIR KNEES — RCA recording group Starship is pictured here with friends and some of the 30,000 ticket requests received by radio station WMMS in Cleveland. The station bought out the Cleveland Public Hall for the recent Starship show and gave away the tickets to WMMS listeners. Pictured here are (top row, l-r) Eddie Mascolo, Starship, Mickey Thomas, Starship, holding key to the city presented that night by George Voinovich, Mayor of Cleveland; Grace Slick, Starship; Kid Leo, WMMS music director; Pete Sears, Starship; Craig Chaquico, Starship; Bill Thompson, Starship manager; Teddy Mussaro, RCA Cleveland field rep; (bottom row, l-r) Mike Bece, RCA director, national promotion; Alan Wolmark, RCA director, national album promotion; Mike Dungan, RCA field promotion rep; John Gorman, WMMS operations manager; and Bill Kennedy, RCA regional promotions manager.

John/Taupin Gain Back Payments, DJM Returns Copyrights

By Chrissy Iley

LONDON — Elton John and Bernie Taupin narrowly failed last week to get a High Court decision that could have turned the industry on its head.

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

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

this amounts to.

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

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

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

(continued on page 36)

Letters To The Editor

Headline Headache

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

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

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

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

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

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

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

The disbanding of the Compact Disc Group relates to achievement not to obsolescence. In the Rupert Murdoch school of journalism *Cash Box* should score a high mark for the tacky headline, but you owe an apology to the companies with vision who participated in the Com-

pact Disc Group and who brought a vitality and revenue source to our industry that all of us will benefit from.

Leslie Rosen

Executive Director/Compact Disc Group
(until it's official end December 31, 1985)
New York City

Golden Story

Your recent story on *The Best Years* radio series (*Cash Box* 11/23) was a masterpiece!

At long last, I think this is something that will make the broadcast industry realize it isn't paying anywhere near enough attention to the enormous (and wealthy) senior market.

Thanks so much and keep up the good work.

Betline Bauer

Vice President

Gladney Communications
New York City

No Sell Out

While I normally enjoy reading and agree with most of the reviews in your *Talent On Stage* section, I take exception to the Simple Minds concert review in your December 7 issue. Although the reviewer claims not to believe the band has sold out to commercialism, there is a definite sarcasm in the writing which belies just

such an opinion. Perhaps the group has attained widespread success, but I in no way feel the music Simple Minds turns out is any less substantial and sincere than it used to be. Why, after all, shouldn't a band try to reach out to as many listeners as possible? Simple Minds didn't win so many fans by selling out, but rather by getting better and better.

Brian Mullin

Boston, Massachusetts

Remembering Steve

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

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

There must be thousands of Steve Goodman admirers who are unaware of either the existence, or the address, of the mail order business maintained by the Goodman family. In helping to publicize

the whereabouts of this direct line to the music of Steve Goodman, *Cash Box* has done a great service to the memory of this much loved musician.

Roger Rybarsic

Pound Ridge, NY

Pia's Talent

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

Rachael Sebastian

Santa Monica, California

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

ALBUM RELEASES

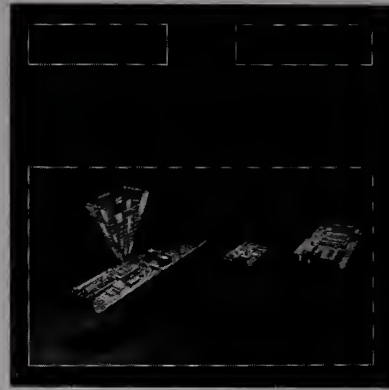
STEPHANIE MILLS — MCA 5669 — Producer: George Duke-Richard Rudolph-Ron Kersey-Nick Martinelli-Rod Temperton — List: 8.98 — Bar Coded

With the single "Stand Back" already bulleting up the charts, "Stephanie Mills" is earmarked to propel the vocalist to the upper ranks of crossover dance artists. With some of the top producers helping out, this album gives Mills the material and sound needed to make her one of the top artists in 1986. Buoyed by two sumptuous ballads ("Just You" and "I Have Learned To Respect The Power Of Love") and the dance burner "Under Pressure," look for "Stephanie Mills" to rocket.



PAUL HARDCASTLE — Chrysalis 41517 — Producer: Paul Hardcastle — List: 8.98 — Bar Coded

Impressionistic synth/funk from Hardcastle on this, his LP debut on Chrysalis. Contains the singles "Rain Forest," "19" and "King Tut" which should give the LP immediate retail presence while other tracks like "Don't Waste My Time" and "Strollin'" prove out the artist's ability to capture moods while giving them a commercial spark. Should move fast out of the box.



WALLS HAVE EYES — Robin Gibb — EMI America 17176 — Producer: Tom Dowd-Maurice Gibb — List: 8.98 — Bar Coded

With producer Tom Dowd at the helm and all the brothers Gibb helping out on this LP, Robin Gibb delivers characteristic breathy vocals over a smattering of pure pop ballads and dance-tinged songs. The Gibb's lengthy career is well-known, and "Walls Have Eyes" stands up to their better work. "Like A Fool," "Heartbreak In Exile" and the title track stand out.



PIA & PHIL — Pia Zadora — CBS FZ 40259 — Producer: Tino Barzic — List: 8.98 — Bar Coded

This album of standards from yesteryear showcases perfectly the well-kept secret of Pia Zadora's outstanding vocal capacity, enhanced by the voluminous orchestration of Robert Farnon and The London Philharmonic Orchestra (Phil). Zadora belts out these tunes with the best of them, covering such timeless ditties as "It Had To Be You," "Come Rain Or Come Shine" and "The Man That Got Away." A big voice accompanied by a big orchestra is featured here, with all the intensity and bright instrumentation the phrase implies.



GLADYS' LEAP — Fairport Convention — Varrick 023 — Producer: none listed — List: 8.98

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

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

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

BABYLON THE BANDIT — Steel Pulse — Elektra 9 60437-1 — Producer: Jimmy Haynes — List: 8.98 — Bar Coded

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

ROMANTICALLY YOURS — Marvin Gaye — Columbia 40208 — Producer: Hal Davis-Marc Gordon-Bobby Scott-Marvin Gaye-Norman Whitfield — List: 8.98 — Bar Coded

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

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

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

EAT OR BE EATEN — Firesign Theatre — Mercury 826 452-1 M-1 — Producer: Firesign Theatre-Fred Jones — List: 8.98 — Bar Coded

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

I'M ALRIGHT — Loudon Wainwright III — Rounder 3096 — Producer: Richard Thompson-Loudon Wainwright III — List: 9.98

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

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

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

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

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

WORLDBROKEN — Saccharine Trust — SST 046 — Producer: John Chelen — List: 8.98

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

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

THE PROCESS OF WEEDING OUT — Black Flag — SST 037 — Producer: Greg Ginn-Bill Stevenson-Dave Tarling—List: 6.98

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

JIMI TUNNELL — MCA 5565 — Producer: Mark Liggett-Chris Barbosa-Jimi Tunnell-Michael Wooten-Robbie Kilgore — List: 8.98 — Bar Coded

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

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

CAROL HENSEL'S DANCE AND EXERCISE PROGRAM — Vintage 7713 — Producer: Roger Hatfield — List: none

SINGLE RELEASES

MR. MISTER (JB 14258)

Kyrle (4:10) (Warner-Tamerlane/Entente Music-BMI) (Page-George-Lang) (Producer: Mr. Mister-Paul DeVilliers)

Breaking through in a big way with the #1 single "Broken Wings," Mr. Mister comes back strong with this booming track which again features top musicianship and a soaring chorus hook. Achieving a balance that Toto once excelled at, Mr. Mister is set for a big chart success with "Kyrle" which should also be a live performance sparkler.



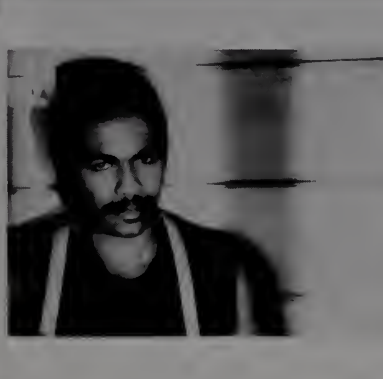
FREDDIE JACKSON (Capitol B-5535)
He'll Never Love You (Like I Do) (4:00) (Willesden Music-Zomba Ent./BMI-ASCAP) (Diamond-Eastmond) (Producer: Barry Eastmond)

After coming into his own last year with the long-winded "Rock Me Tonight" LP, Freddie Jackson is set to return to the top of the charts again with this high-stepping funk-rocker which shows off Keith Diamond's sparkling songwriting. Bouncing with a tight rhythm pattern and showing off Jackson's rich vocal presence, "He'll Never Love You (Like I Do)" is a dynamic crossover single.

MORRIS DAY (Warner Bros. 7-28809)

Color Of Success (4:11) (Ya D Sir Music/ASCAP) (Day) (Producer: Morris Day)

Following up the B/C chart success of Day's first solo single "The Oak Tree," "The Color Of Success" sports an even more infectious verse groove and a seductive and pulsating chorus line. Day's current national tour should further this track's success as a single and dance track—it seems Day intuitively knows exactly what the "Color Of Success" is. Low key keyboard line anchors the track, and the star here is Day's distinctive lead vocal.



RAY PARKER, JR. (Arista AS1-9451)

One Sided Love Affair (3:46) (Raydiola Music/ASCAP) (Parker, Jr.) (Producer: Ray Parker, Jr.)

This softly dreaming single displays the sad-eyed ballad style of multi-instrumentalist Ray Parker, Jr. and tells a tale of unrequited love. Nicely arranged and spotlighting Parker in a touching vocal role, "One Sided Love Affair" is a good bet for B/C chart success, continuing the artist's talent with slow tempoed tunes.

YABROUGH & PEOPLES (Total Experience TES1-2425-AS)

Gully (3:59) (Temp. Co./BMI) (J. Hamilton)-M. Hayes) (Producers: Lonnie Simmons-Jimmy Hamilton-Maurice Hayes)

Sparkling dance music with a relentless beat, "Gully" features the rhythm vocals of these two renowned recording artists. A steady synthesizer energizes the tune, making it ripe for the clubs with B/C airplay potential.

THE MANHATTAN TRANSFER (Atlantic 7-89467)

Alregin II (3:18) (Prestige Music—BMI/Hendricks Music—ASCAP) (Jon Hendricks-Sonny Rollins) (Producer: Tim Hauser)

This anti-apartheid flipside of the Transfer's latest single "That's Killer Joe" is a notable track. "Airegin," Nigeria spelled backwards, is taken from Sonny Rollins' tune with a searing set of Jon Hendricks lyrics fleshing out the burning tempo and bounding melody.

PEABO BRYSON (Elektra 7-69585)

Love Always Finds A Way (3:56) (Snow Music/Dyad Music Ltd.—BMI) (Tom Snow-Cynthia Weil) (Producer: Tommy LiPuma)

It's no secret that Bryson has always wanted to have a crossover audience, and "Love Always Finds A Way" is a strong candidate to give Bryson his long awaited chance. Excellent for B/C, CHR crossover potential.

J.M. SILK (D.J. International 963)

Music Is The Key (3:45) (Silkrock Pub./ASCAP) (Hurley) (Producer: J.M. Silk-Rocky Jones)

With a strong club following, this J.M. Silk release should find a strong B/C radio following on its radio edit.

RUBEN BLADES Y SEIS DEL SOLAR (Elektra 7-69584)

Muevete (Move On) (4:29) (no publisher) (J. Formell-R. Blades) (Producers: Ruben Blades-John "Jellybean" Benitez)

Sizzling with latin passion, this tune dares listeners to sit still. Alive with salsa instrumentation and Blades' energized vocal, "Muevete" will provide dance fare the world over, promoting the latin explosion in popular music.

IAN ANDERSON-THE LONDON SYMPHONY ORCHESTRA (RCA JB 14262)

Elegy (3:45) (David Palmer Ltd./ASCAP) (Palmer) (Producer: David Palmer)

TRIUMPH (MCA 52744)

Mind Games (3:45) (Blackwood Music-Triumphsongs-Keyed In Music/BMI-ASCAP) (Emmett-Levine-Moore-Baker-Blumenthall-Tracey) (Producer: Triumph)

DR. JECKYLL & MR. HYDE (Profile 5092)

Yellow Pantles (4:26) (Protoons Inc./ASCAP) (Dr. Jeckyll-Mr. Hyde-Scratch In Galaxy) (Producer: Dr. Jeckyll-Mr. Hyde)

STEVE EDWARDS (Alshire 100)

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

STRAFE (A&M 2801)

Comin' From Another Place (4:30) (S.T.D. Music Pub.) (Standard) (Producer: Strafe)

COLONEL ABRAMS (MCA 52728)

The Truth (3:56) (MCA Music-Unicity Music-Moonwalk Music/ASCAP) (Abrams-Freeman) (Producer: Cerrone-Colonel Abrams)

With a solidly established dance reputation internationally, Colonel Abrams is set to attack the B/C and dance markets with this latest rock solid message track "The Truth." No nonsense and accessible funk.

PATRICE RUSHEN (Elektra 7-69586)

Number One (4:32) (Baby Fingers Music/ASCAP) (P. Rushen) (Producers: Charles Mims, Jr.-Patrice Rushen)

The jazzy arrangement of this light, breezy instrumental trundles along with pert musicianship. Airy backup vocals lend added texture, while a sparkling keyboard brings verve. A jazz radio must.

DIANE SCHUUR (GRP 3012)

By Design (3:51) (Valsong Music/ASCAP) (Prentiss-DiCola-Victor-Lane) (Producer: Dave Grusin)

With Jose Feliciano helping out on vocals, Diane Schuur presents a nicely melodic and A/C tinged pop track. Jazz influenced production and a singable melody make this distinctive.

FIVE STAR (RCA PB-14229)

Let Me Be The One (3:38) (Brampton Music Ltd.) (Ian Foster) (Producer: Nick Martinelli)

Producer Nick Martinelli, who is known for his work with Loose Ends and Eugene Wilde among others, is back again with a new group, but has the same formula that made him popular. Record is already receiving early B/C retail reports.

JUICY (Private I ZS4 05694)

It Takes Two (3:48) (Tricky Track Music/BMI) (K. Barnes-J. Barnes) (Producer: Emir Deodato)

A smooth B/C tune with melodic, passionate vocal lead, Juicy serves up "It Takes Two" with sensuous verve. Even so, the tune has dance appeal in its spritely beat. Look for B/C attention.

B.B. KING (MCA 52751)

Six Silver Strings (3:22) (Sounds Of Lucille, Inc.-Ludix Pub.-Tiptot Music Pub./ASCAP-BMI) (Dixon-Crawford) (Producer: David Crawford)

STOLEN KYSS (Emergency 4557)

S.O.S. (I'm Falling) (3:55) (Gale Warnings Music/ASCAP) (Beaver-Gayle-Gass-Gale-Reeves) (Producer: Trevor Gale)

RAP "MASTER" RON (Spectrum 1030)

Well, There You Go Again (3:59) (RKS Music/BMI) (Zeigler-Mele) (Producer: Simone-Ziegler)

PHOEBE SNOW and THE ALL CITY CHOIR (Torch 7985)

The Lady In The Harbor (3:50) (Vashti Music/ASCAP) (Lemberg) (Producer: Stephen Lemberg-Stan Schnier)

SUGARCREEK (Beaver 001)

Best Of Both Worlds (Beaver Records-Eyes Ahead Music/BMI) (Hough) (Producer: Sugarcreek-Mark Williams)

POINTS WEST

Peter Holden, Los Angeles

I'LL FOLLOW THE SUN — It was a futile effort. Late afternoon, deadline day, and nothing too unique to pique the reader's interest. But **Sun Ra** is in town . . . What could be more interesting than a Sun Ra interview? Especially when the prospect of a **Phil Alvin/Ra** concert loomed ahead for the weekend. As Club Lingerie booker **Brendan Mullen** advised, "It might be difficult tracking him down," and indeed it was. A cryptic voice at the end of the hotel phone said "call after dark," but there wasn't that much time, so, a bit of background. The last time he played here was four years ago," said Mullen. "That time they had a 20 piece (**Arkestra**), this time they are 12. They said they would play three shows a night, all week," he added with despair.

Unfortunately, reality intrudes. Though Mullen had been involved with Ra's last L.A. appearance, and the one before that, the two had lost contact until just before Thanksgiving this year. On tour from the band's home base in Philly, the Arkestra was entrenched in S.F. with dates only through the 9th(!) of December. A booker's nightmare. But it was an opportunity that couldn't be passed up. Though Alvin's Delta blues solo opening spot — and subsequent mini-appearance with Ra and the Arkestra — were in doubt at press time due to a slight illness, the potential for a truly strange and mysterious evening was in the air. Ra and Alvin had made their unlikely connection earlier in the year when the legend of free jazz had performed on Alvin's not-finished-but-in-limbo solo effort (which also includes the **Dirty Dozen Brass Band**). Though Ra has long been rumored to refuse any dates with white players, the session once again proved Ra truly open. All the elements are there, the planets are lined up . . . stay tuned.

ANTONE'S GOES VINYL — As the Austin, Tx. music scene stays heated up with new and old music echoing throughout the country, the famed Antone's Blues Club has spawned a new label. Owner **Clifford Antone** will kick off Antone's Records and Tapes with a release by **Angela Strehli**. Other projects coming up include a double album anthology of blues legends and a disc from **Dr. John** and **Kim Wilson**.

MIDGE, THE PALACE IS ALL URE'S — **Ultravox** fans held their breath last week when former lead vocalist **Midge Ure** (now with Chrysalis as a solo artist) made his way to the west coast and a headlining date at the Palace. With impressive tunes and a keen eye to entertainment value, Ure was right on the mark with most who stayed on 'til the encore of "Do They Know It's Christmas?," a song Ure penned with **Bob Geldof**. After putting together the **Band Aid** project — which has touched off a series of massive world hunger projects, benefits and musical gatherings — Geldof went on with the push while Ure returned to his musical outlet. His solo LP, to be out soon domestically, has already shot to #1 in the U.K. and spawned two hit singles. The show here included such oddities as **Jethro Tull's** "Living In The Past" — done with bombastic force and vigor — and one Ultravox cut and, taken as a whole, established Ure and Co. as a new musical entity to be reckoned with.

CHRISTMAS LPS THAT KEEP ON GIVING — The selection is wide and various, but the classic "must have" for the Yuletide season is "The **Phil Spector** Christmas Album," featuring such artists as **Darlene Love**, the **Ronettes**, the **Crystals** and others. Jem is now handling this classic; Spector's famed "mono only" stickers on his Santa-suit beard and belly have been obtrusively masked. Others of interest include RAS Records "A Reggae Christmas" which features a posse of artists like **Eek-A-Mouse**, **Freddie McGregor**, **June Lodge**, **Michigan & Smiley** and others. **NRBQ** also has an Xmas LP on Rounder — "Christmas Wish" — along with its new "She Sings, They Play" LP with vocalist **Skeeter Davis**.

CLOSE TO THE EDIT — Mobile Fidelity Sound Lab is set with new half-speed master audiophile LPs. Among them is the classic "Super Session" disc with **Stephen Stills**, **Al Kooper** and **Mike Bloomfield**, the **Modern Jazz Quartet's** "Live At



WORKING UP A SWEAT IN THE HOT SUN — The **Blasters' Phil Alvin** could meet **Sun Ra** under the lights at the Lingerie.

The Lighthouse" originally released in 1967, **Loggins & Messina's** classic "Sitting In," **Miles Davis' "Someday My Prince Will Come"** and "**Bartok's** Music For String & Orchestra" performed by the Minnesota Orchestra.



AURAL EXPLORER — **Sun Ra** and his famed **Solar Arkestra** went space truckin' last weekend.

NEW FACES TO WATCH

"Obviously you can go to America and find America," says **Baltimora**, whose "Tarzan Boy" single is currently bulleting up the charts. "But I went to Italy and found America."

Actually, he went to Italy as **Jimmy McShane**, an unknown, somewhat underfed, Irish singer/dancer/actor. He is now emerging as **Baltimora** — the name comes from a **Nina Simone** song — a superstar, and definite sex symbol, in the land of tortellini and Fellini.

"In Europe girls run after me in the street," he says, "running after cars, pulling bits and pieces off me."

The circuitous route to stardom began on London's West End.

"I started off as a dancer in Ireland," says **Baltimora**, "and then I moved to the West End — I moved to London to stage school, where I studied music, dance and acting. On the side I was doing some session work, and I met up with **Dee Dee Jackson**, who had a smash hit with 'Automatic Lover.' And so I did a European tour with **Dee Dee**, as backing vocalist and dancer. The last few dates were in Italy and I thought, 'This place is too much.' I didn't really know what was going on, I thought they were still into the old Italian 'O Sole Mio' bit, and I just sort of freaked out when I found out it was all underground, new wave, pop/rock, high energy, everything was happening there. And I said, 'I'm going to give this place a year and see what really happens for me.'"

What happened was that **Jimmy McShane** met up with **Maurizio Bassi** (his composer/producer), and **Naimy Hackett** (his American-born lyricist), and transformed himself into **Baltimora**.

The rest is, in Italy anyway, history. **Baltimora's "Tarzan Boy"** (recorded for EMI Italy and available stateside, as is the "Living in the Background" mini-LP, on Manhattan) took off locally, as did the stage shows, which featured **Baltimora** cavorting in a leopard skin.

"I feel that for someone in my type of music — which is disco dance music



Baltimora

— standing behind the microphone and not moving is kind of boring. So you must move and give your public what you're singing, and get them dancing with you. That's a big achievement."

A bigger achievement was "Tarzan Boy" landing at number two on the British pop charts, right behind the **Bowie/Jagger "Dancing in the Streets"** ("it was like having a number one, because we can't beat the gods, you know").

"That was a big achievement," says **Baltimora** about his success in England, "because it was like a 'Lassie Comes Home' sort of thing. Public-wise, it was very immense."

Baltimora continues to live in Italy, from where he's planning to conquer America. With the video and single of "Tarzan Boy" getting extensive airplay, it shouldn't be too hard. But, in the meantime, the streets of New York must come as something of a relief.

"In Italy it's like I can't walk the streets anymore," says **Baltimora** of his fame.

Clarence 'Big Man' Clemons Makes Friends With Solo Career

By Peter Holden

LOS ANGELES — Being the "Big Man" to **Bruce Springsteen's "Boss,"** Clarence Clemons has learned a lot about what it takes to be a hero, and Clemons' first true solo outing for Columbia entitled "Hero" is a passionate expression of the horn player's self-image and philosophical views. Recorded over the last year-and-a-half during breaks from Springsteen's marathon international tour, "Hero" also serves as a public coming-out celebration of Clemons' devotion to spiritual leader **Sri Chinmoy**. Introduced to **Chinmoy's** teachings by producer/songwriter **Narada**



THE BIG MAN — **Clarence Clemons** is enjoying top 40 success with his single "You're A Friend Of Mine."

Michael Walden, also the LP's producer, Clemons calls "Hero" the first step in an ongoing learning process — musically and spiritually.

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

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

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Cover Story



Mr. Mister

Enjoying The View From The Top Of The Charts

By Paul Iorio

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

"Broken Wings," the LP's first single, is currently the number one song in the nation after only a couple of months on the charts. Page helped come up with that one at his house one afternoon. "We weren't even planning on writing anything," he says. "We were just sitting around and I was fooling with the synthesizer when I came up with the bass line and the whole thing sort of fell together." Drummer Pat Mastelotto says he "got goose bumps all over" when he first heard the song. "Richard and John (Lang) and Steve (George) wrote 'Broken Wings' really fast," says Mastelotto. "Usually we rewrite stuff a lot but 'Broken Wings' was used almost exactly like it was. Some people would have tried to make

us reconstruct the song to make it fit in a more commercial format but we just figured the song is what it is," he says. Page says that the song has generated the most response thus far. "We've had letters from people saying 'Broken Wings' means a lot to them and it's helped them personally," says Page.

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

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

EAST COASTINGS

Paul Iorio, New York

THEY'RE GIVING YOU A NUMBER — Spying is appealing only because there's the possibility that secrets will be seduced out of you. Though that didn't exactly happen to me at a December 7 espionage bash, the coat check woman at the Hilton was unusually friendly. Forty-three was the number she gave me. "We're giving you a number," said the coat check woman, "and taking away your name." "Swell, dame," I snapped. The occasion? A benefit bash in honor of **Miles, Ian and Stewart Copeland** — the three sons of **Miles Copeland**, who co-founded the C.I.A. In the Hilton Grand Ballroom, the **Untouchables**, those kings of spy-rock, performed "I Spy For the F.B.I." in what was the evening's peak event. "I'm a **James Bond** nut," **Untouchable Clyde Grimes** told *East Coastings*. "It kind of fits our style with the three-button suits and hats. It kind of goes well with all the spying and espionage going around today," he said. They also played "Free Yourself," the song that originally caught the attention of MCA, their current label. The **Untouchables** were followed by a monster-combo jam featuring **Jools Holland, Stewart Copeland, Fred Schneider, Rick Derringer, Paul Shafer, Michael Hampton, Bernie Worrel, and Steve Stevens**. Schneider, Stevens and Copeland came across best, suggesting that perhaps they should join forces for an LP. The gala ended with a go-cart race in the Hilton lobby (**Ron Delsener** won). Afterwards I gave my number back to the coat check woman and walked into the real, less appealing world.



THE F.B.I., I.R.S. AND POLICE — They're the Copeland brothers, each one more illustrious than the other. Miles (l) heads I.R.S. Records, Stewart (c) co-founded the Police, and Ian (r) heads F.B.I. booking. They were honored at a party Dec. 7.

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

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

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

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

ALMOST NEW — **Fetchin' Bones'** Dec. 7 Danceteria show was a middling success. After a somewhat unsure start during which they seemed more concerned with coming off like 'just-kooks-from-Charlotte,' they switched into high gear and gave the people what they wanted: no-nonsense rhythms, fine songs, varied textures and good musicianship. Needs development though.

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



STERN MONKEY BUSINESS — **WXRK** DJ extraordinaire **Howard Stern** (r) with an unidentified gorilla (l) which visited him in response to a *Stern* crack about RCA recording group *The Blow Monkeys*.



Attention Radio: There Is A "CLIO" Waiting For You!

By Jimi Fox

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

However, you and I both know that endless streams of equally high quality award winning production is being created coast to coast every single day and deserves the same kind of recognition. The key here is that radio must participate to receive recognition for the extraordinary production produced. Let's take a closer look at the CLIO.

The CLIO Award is the world's most recognized and coveted advertising accolade. Now in its 27th year, it has clearly become the standard setter for creative excellence in advertising. In 1985, over 19,000 entries were submitted by 40 countries making the CLIO Awards the world's largest and most ambitious awards program. The CLIO was initiated in 1959 by its founder and former president Wally Ross and the first awards were bestowed the following year. The CLIO statuette was originally designed by George Olden and its design was inspired by the Brancusi's sculpture, "Bird In Space." Early historical renditions show her holding a rolled papyrus. The papyrus

was later substituted with a television screen, miniature radio and print page as appropriate symbols for TV, radio and print. In 1974 the CLIO statue was modified with the addition of a bust and the suggestion of a face looking upward with the head tilted back symbolizing the pride of accomplishment. In 1977 the statue was again updated. CLIO was placed on a glowing pedestal to symbolize the world. In 1982 the statue was further modified as pictured above. The name CLIO is found in Greek mythology. Kleo, one of the nine muses, was the proclaimer, glorifier and celebrator of history, great deeds and accomplishments. The CLIO has become the only global multimedia award in existence.

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

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

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L.A. SPORTS ARENA-SHOW SIGHT FOR SOUND OF FOREIGNER — Cash Box Camera catches local broadcasting executives frolicking with Foreigner. (l-r): Foreigner's Dennis Elliott, Lou Gramm; KMET music director Pam Edwards; Foreigner's Rick Willis and Mick Jones; and Sky Daniels, co-host of Westwood One's-Line One.



HEAVY HAPPENING AT HITVILLE — The celebrities gathered for a good time at the NBC "Live Album Party" at Motown's Hitsville recording studio in L.A. with Stevie Wonder. Pictured (l-r) are seated: Rona Elliot, NBC Radio's music reporter and host; Stevie Wonder; Herbie Hancock. Standing: Kevin Godley; Bobbi Marcus, publicist for Herbie Hancock; and Lol Creme.

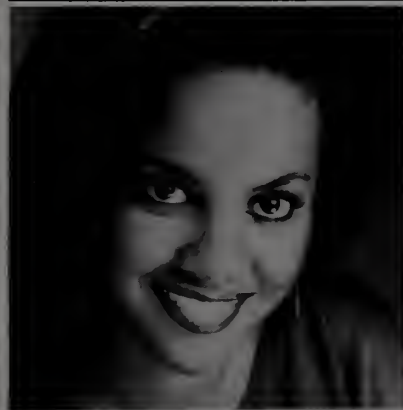


GETTING A FIXX ON LINE ONE — The Fixx, popular British rockers visited Line One's New York studio at WNEW-FM to talk to America on the program's toll-free hotline (1-800-ROCKERS). Shown (l-r): Charlie Kendall, WNEW-FM program manager; Lisa Richards-Kendall, head of Line One talent acquisition/East Coast; Fixx's Adam Woods and Cy Curnin; Sam Kopper, Westwood One's director of special projects; and Carol Miller, Line One co-host.

AIRPLAY

By Jimi Fox

BAZOO BUSTS BUTTS IN BLOW BY BLOW BLAST WITH BRENE-MAN — I'm calmly sitting here, west of the Steel City at the "Greater Pittsburgh International Airport" — after creating a bit of a scene by leaping up on a chair and jumping up and down while chanting loudly — GO NICK!, GO NICK!, GO NICK! — People are suspiciously staring at me, but that's okay . . . "The Dogs Bark and the Caravan Moves On!" What stirred my emotions to such a feverish peak is an interview I just finished reading in the "Breneman Review," conducted by the ever charming **Betty Breneman** with **Nick Bazoo**, program director of **WBZZ/B94** here in **Pittsburgh** . . . (You say you're shocked that I admit reading another publication, and why not? My Mum always said, "that readers make great leaders!" Anyway it's the December 2 issue of the review. I'm not going to detail it here, however if you don't have it — call a friend who does and have them send you a xerox copy and digest it thoroughly — as Mr. Bazoo tells it like it is — HIP HIP HOORAY! oops my flight number's being called . . . What a coincidence as we fly over the City the **BROWNS** built, or so I've been told, I'm looking over an issue of the **93FM/WZAK, Cleveland** "Rhythm and News" monthly journal and there's only one word to describe it — CLASSY!" Not to mention that it also serves as a great marketing and merchandising vehicle with client involvement, certainly a boost to **93FM/WZAK's** Image. Next Stop, home of a few of my favorite folks, including **Helene Blieberg, Cathy Lehrfeld** and **John Abrams** and speaking of **John Abrams** of **ABC** — **Ben Hoberman** is exiting his position as president of the **ABC Radio Division** and heading back home to LA LA Land, after the **Cap City/ABC** merger is completed. I know that many of Ben's Los Angeles colleagues will be happy to see Ben back — as I'm sure that many in New York will miss him dearly. A buzz of excitement is in the air at the **ABC Radio Network**



POPULAR PAM POISED AS P.D. — **KACE** is happy to announce the appointment of **Pam Robinson** as program director. In addition to this new appointment, Pam will remain as music director and afternoon drive air personality at **KACE** in L.A.



MOORE ON THE MOVE — **Lynda J. Moore** joins **ABC News** as a correspondent for the **ABC Contemporary Network**. Ms. Moore was appointed by **Merrilee Cox**, news director.

as momentum builds up for the distribution of **Global Satellite Network's** hit programs, **ROCKLINE** and **POWER CUTS**. Meantime over at the **ABC Contemporary** radio Network, young **Merrilee Cox** is celebrating after having snagged **Lynda J. Moore** as correspondent. Ms. Moore's media experience includes anchor or reporting positions at crosstown rivals **WXLO** Radio and **WRKS-FM**, as well as both **UPI Audio** and **AP Radio**. Special congratulations are in order to **Power 95/WPLJ-FM, New York** and their first successful 1985 Christmas Food Drive. The food drive took place at **John Cougar Mellencamp's** sold out Meadowland Arena concert. Great cause, great campaign, great image builder and a great program to involve listener participation. An old San Diego side-kick of mine, **Mike Harrison** president of **Goodphone Communications** and **MJI Broadcasting** president **Joshua Feigenbaum** have joined forces to produce the 28th annual Grammy Awards Radio Special which will be syndicated by **MJI Broadcasting** as sanctioned by the **National Academy of Recording Arts and Sciences (NARAS)**. In addition Mike (on the run) Harrison, the aging AOR pioneer has linked up with **CBS Radio Radio** to launch an album rock venture for 1986 titled **ROCK CONNECTIONS** — a program for the age group of 25-34 and it will be distributed via satellite (**Satcom I-R**) and disc. While all this is going on I can only imagine that Mike is plotting the takeover of some bizarre broadcasting bough in his continuing trend as an industry pioneer. **Frank Cody**, director of programming for **NBC Radio Entertainment** is spotlighting 12 daily-45 minute programs starring another of America's popular comedians **Billy Crystal** — The show is called "Billy Crystal's Countdown to Christmas." Not only does Crystal narrate this album program, he is also assisted by his inimitable characters such as "Fernando" and "Sammy." **Denise Oliver**, program director of **WYNY, New York** has appointed **Jeff Beck** as production administrator. Jeff will assist the programming and sales department creating promotional announcements and commercials. Jeff had been both an air-talent and production director at **WLIR-FM**

Radio, Hempstead, Long Island since 1979. At **WNCN-FM, New York** — professor **Peter Schickele**, the "discoverer" of P.D.Q. Bach, brought back his hilarious antics as a guest air talent, when he teamed up with morning personality **Bob Evans**. Speaking about fun, the word is spreading like wildfire about the **WNEW-FM's** 18th anniversary celebration, the likes of which New York, and for that matter the entire country, has not heard or seen. However, if you missed it, don't despair check with your local **MCA promotional person** because in February a taste of that incredible anniversary will be in your hands. In my hand is my luggage and its off to Texas folks. See you next trip New York . . . Well, howdy partner, you're in **Jerry Lousteau Country** — **Beaumont, Texas**, home of **KZZB/B95**, where Jerry has just brought in from **KQKQ, Omaha, Nebraska** "FAST" **Bobby Day** to kick-up some dust and crank on the hits. While all that commotion is going on in **Dallas, Texas, TM Communications, Inc.** has announced, through president and CEO **Pat Shangnessy**, the purchase of **KHAT-FM & KECK-AM** in **Lincoln, Nebraska**. While all this TM acquisition is going on, TM is gearing up production for the **Coca-Cola Centennial Show** set for 1986. Involved in the major project are **Dom Deluise** and choreographing responsibilities are being handled by the infamous **Michael Peters** of **Dream Girls, Beat It** and **Thriller** video fame. Congratulations are in order to both **David Gotcher** and **Louis P. Murray** of the **Sun Group Broadcasting Company**. David takes over as general manager at newly acquired **KYKX-FM, Longview, Texas**. Replacing David at **KEAN-AM & FM** is **Louis P. Murray**, who came to the Sun Group from **WHBQ-AM** in **Memphis, Tennessee**. Before departing the home of the longhorn, let's steer our way to **Houston** where **Betty Lou Leighton** won \$10,000 on **97 Rock, Houston** in the Mega-Bonus Records Contest. What makes Betty Lou so special is when she heard the "Mega Bonus Tune" (It's Only Rock & Roll," by the **Rolling Stones**), she dialed the phone and after three times she finally came up as the 97th



HAPPINESS IS A HUG — **Rob Sisco** (l) vice president and G.M. of **John Leader's Countdown USA** gets a hearty hug from **Otis Conner** (r) president of the **Otis Conner Company** in **Dallas** after a recent successful jingle session.

caller. NOW here is the best part — **Kidney failure** had hospitalized **Betty Lou's** daughter and the prize money will make it possible to locate a donor and pay for extremely expensive medication needed to make the operation possible. **Betty Lou** told **Cash Box**, "I listened at the office with my daughter and knew exactly what that song meant. Someone must have been watching over me. The money will save my little girl's life!" Again, **John Craven**, general manager of **97 Rock** is a "Houston Hero." Ride 'em high **John**. Speaking of riding high, the **Hobby** airport overhead speakers indicate if I don't ease on into the big flying bird it will be another **Tequila sunrise** instead of a **Santa Monica sunset** . . . L.A.X. — **FLASH**, things are popping here. **M.G.Kelly** has grabbed his coat hanger and said bye, bye to **KOST-FM, Los Angeles**. Okay, grab a chair. The Arbitrend numbers are out and here's the big picture. The **Dodgers** lose the pennant and **KABC** drops 8.3 to 7.4; **KFI** goes nowhere with a 1.6; **KFWB** scoots up from a 2.9 to 3.5 which adds support to a higher price tag; car radio **KHJ** has gone beyond peddle to the metal from a .7 to .5; **KIIS-FM** Muscles up from 7.8 to 8.2; **KJOI** likewise goes for a higher Plateau from 3.8 to 4.2; **KKHR** notches down one tenth from 2.4 to 2.3; new comer **K-LITE** hits a 2.1 from a previous 1.8; **KLOS** steps up 4.6 to 4.7; **KMET** stumbles on a powder kick and gets blasted back to an annoying 2.8 from 3.2. **KMGG** Magic 106 slides from 2.1 to 2.0; **KNX** picks-up a 3.0 from a 2.8; **KOST** slides from 3.8 to 3.5; **KRLA** sneaks up from 1.8 to 1.9; **Hamilton** looks good as he moves **K-EARTH** 2.4 to 3.1 **KROQ** nudges its itself up from 3.2 to 3.4; and so long **Inner City** as they exit leaving **KUTE** down with a 1.2 from 1.4, Good luck **Golden West Broadcasting**. The rest of the L.A. air-wave tribe is out dancing for rating increases, which I believe will take more than a couple laps around the campfire.



LANDIS LANDS IN WWI LOCKER — **Gary Landis** has been named director of programming for the **Westwood One Radio Networks**. Landis will be responsible for all **WWI's** long and short-form programming.

THE JOB MART

KZZB CHR formatted station in Beaumont is looking for tapes and resumes for future openings. Send all materials to **Kenny Langsteem**, KZZB B95, 2535 Calder Road, Beaumont, Texas 77702 EOE/MF . . . **"WBZA** is currently seeking a news professional to work at our winning station," says program director **Jay Scott**. "Applicant must be aggressive and have an adult voice." Send T&R to **WBZA Radio**, P.O. Box 928, Glen Falls, New York 12801 EOE/MF . . . Boston's **WZOU** is on a nationwide search for a morning talent to handle its "Boston Morning Zoo." "If your specialties are writing and character voice," send your T&R to **Pat McKay**, WZOU, 94.5, operations mgr., 441 Stuart Street, Boston, MA 02116 EOE/MF . . . **KISY** is looking for a mature sounding news person with experience. The station is also looking for a PM drive personality. Send T&R to programing dept, **KISY**, 92 W. Shamrock Street, Pineville, LA 71360 EOE/MF . . . **WJRZ** in New Jersey is looking for a full-time personality announcer who can do more than just time and temperature reading from a card. "It's a good salary with benefits," says **Lance BeBock**, VP/PD. Send replies to **WJRZ**, P.O. Box 100, Toms River, New Jersey 08754. EOE/MF . . . **WILI** is looking for an experienced jock that also has good production skills. The station is a new CHR formatted outlet in CT. T&R to **WILI**, 948 Main Street, Willamantic, CT 06226. EOE/MF . . . **WOVV** is in the marketplace for a creative/copy director. Some light air work will be necessary for the job, along with creative writing. Send writing samples to, **Bill James**, **WOVV Radio**, P.O. Box 3032, St. Piece, FL 33448. EOE/MF . . . a modern country announcer is needed at **KRKT** in Oregon. Applicant must have a modern music background for the position. T&R to **Bill O'Brien**, OM, **KRKT**, 1207 E. 9th Street, Albany, OR 97321. EOE/MF . . . Louisville's hot **DJX** is looking for talent for future station openings that will become available in '86. Send T&R to **Robert Lindsey**, assistant PD, 307 W. Mohammad Ali, Louisville, KY 40202. EOE/MF . . . **WGEE/WIXX** is looking for an afternoon anchor with excellent reporting skills. Send resume to the news dept., T&R to **Mark Daniels**, **WGEE/WIXX**, P.O. Box 1991, Green Bay, WI 53405 EOE/MF . . . an adult formatted station on the east coast is looking for a strong voiced personality to handle high-energy news for the news team. An extremely competitive salary is being offered says management. Call station at (205) 534-3521. EOE/MF . . . **WEOQ-AM/FM** is looking for an afternoon drive jock with five years of experience under his belt. "Creativity, and having a unique and exciting presentation is what we are looking for," says **Reggie Blackwell**. T&R to **WEOQ**, 400 Radio Road, Charlotte, NC 28216. EOE/MF . . . **KFXE** in Arkansas is looking for "professional radio people for airshifts/production work," says management. "We are looking for a good team player who can relate to people." T&R to **KFXE radio**, 920 Commerce Road, Pine Bluff, Ark., 71601. EOE/MF . . . **WFMB** news is seeking someone for its news dept. Person must have the following: great writing skills, good news gathering skills and an excellent delivery to listeners. T&R to **Charles McBaron**, news director, P.O. Box 2989, Springfield, ILL 62708 EOE/MF . . . **WJQX**, Jackson's leading CHR station, is looking for a high-energy air personality. Send C&R with photo to **Brian Kryz**, 1700 Glenshire Dr., Jackson, MI 49201 EOE/MF . . . **KUAD Hit Radio** in Hawaii is looking for a program director who can handle an air-shift. "Candidates must be able to enhance the creativity of the other on-air personalities," says management. PD will also have to work hand in hand with the sales dept. T&R to, **Dave Fransen**, 913 Kanoelehua Ave., Hilo, HI 92670 EOE/MF . . . **KROY** in Sacramento, CA 95812 EOE/MF . . . **KRMG** has a full-time opening for a news anchor. Applicant must also have good production skills. T&R to, **Kelly Karls**, program director, 84KRMG, 7136 S. Yale, Tulsa, OK 94136. No calls please. EOE/MF . . .

Darryl Lindsey

MOST ADDED



STRONG ADDS

Life In A Northern Town — **Dream Academy** — **Warner Bros.**
Living In America — **James Brown** — **Scotti Bros./CBS**
He'll Never Love You (Like I Do) — **Freddie Jackson** — **Capitol**
Silent Running — **Mike & The Mechanics** — **Atlantic**

STATION ADDS

WBBM — **Chicago** — **Buddy Scott**
Miami Sound Machine
J. Brown
Mike & The Mechanics

WZUU — **Milwaukee** — **Chris Andrews**
Asia
Mike & The Mechanics
Dream Academy

WRCI — **Columbus** — **Bill Richards**
S. Wonder
Mr. Mister
Jellybean

KBEQ — **Kansas City** — **Steve Peryn**
Twisted Sister
Survivor
J. Brown

WMEE — **Fort Wayne** — **Tony Richards**
C. Clemons & J. Browne
B. Ocean
J. Brown
Dream Academy

WKTJ — **Milwaukee** — **Tim Fox**
Wham!
B. Springsteen
Asia

WGFM — **Schenectady** — **Michael Neff**
W. Houston
Dream Academy
P. Young
Mr. Mister
C. Sexton

WKRZ — **Wilkes-Barre** — **Al Brock**
Sheila E.

Mike & The Mechanics
Hooters
F. Jackson
Mr. Mister

WRQX — **Washington D.C.** — **Randy Lane**
TaMara & The Seen
B. Ocean

WQXA — **York** — **Bob Spence**
Mr. Mister
Night Ranger
TaMara & The Seen

WMKR — **Baltimore** — **Ralph Wimmer**
Dream Academy
C. Hart
Sheila E.

WPLJ — **New York** — **Larry Berger**
Klymaxx
B. Springsteen (My Hometown)
B. Springsteen (Santa Claus Is Coming To Town)

KOAQ — **Denver** — **Tom Bender**
TaMara & The Seen
B. Springsteen
Dream Academy

KIMN — **Denver** — **Doug Erickson**
A-Ha
TaMara & The Seen
Mike & The Mechanics
B. Streisand

KPKE — **Denver** — **Mark Bolke**
P. Townshend
Wham!
Sting

KKXX — **Bakersfield** — **Chris Squires**
Dire Straits

KIIS — **Los Angeles** — **Mike Schaefer**
Mr. Mister
Sheila E.
Oingo Boingo

KOPA — **Phoenix** — **Dick Bascom**
W. Houston
Dream Academy
P. Young

Z93 — **Atlanta** — **John Young**
Sheila E.
Mr. Mister
Asia

94Q — **Atlanta** — **Jim Morrison**
Baltimore
Asia
Mr. Mister
C. Khan

BJ105 — **Orlando** — **Brian Thomas**
B. Springsteen
Sade
J. Brown
Dream Academy
Asia
B. Manilow

WTYX — **Jackson** — **Bill Crews**
P. Benatar
P. Young
J. Brown

WABB — **Mobile** — **Leslie Fram**
Night Ranger
J. Brown
W. Houston
Rush
G. Vannelli

POP PROGRAMMER'S PICK

<u>Programmer</u>	<u>Station</u>	<u>Market</u>
Len E. Mitchell	KSKD	Salem

Song: "Conga"
Artist: Miami Sound Machine
Label: Epic

Comments:

"It's a distinctively different single. It's showing good phones. It gets you involved with the first four bars, and I predict it will go Top 20."



BANNISTER TRACKS TAYLOR — Sparrow recording artist Steve Taylor (r) stopped by KROQ, Los Angeles to chat with air-talent Raymond Bannister (l) and play a few tracks from his latest album "On The Fritz."

TOP 100 BLACK CONTEMPORARY SINGLES

SINGLES CHART IS BASED ON A COMBINATION OF RADIO AIRPLAY AND ACTUAL PIECES SOLD AT RETAIL STORES.

December 21, 1985

	Weeks On 12/14 Chart
1 COUNT ME OUT NEW EDITION (MCA 52703)	3 8
2 DON'T SAY NO TONIGHT EUGENE WILDE (Philly World/Atlantic 7-99608)	1 11
3 A LOVE BIZARRE SHEILA E. (Paisley Park/Warner Bros. 7-2889G)	2 10
4 SAY YOU, SAY ME LIONEL RICHIE (Motown 1819MF)	5 7
5 DIGITAL DISPLAY READY FOR THE WORLD (MCA 52734)	10 7
6 THAT'S WHAT FRIENDS ARE FOR DIONNE & FRIENDS (Arista AS1-9422)	14 6
7 WHO DO YOU LOVE? BERNARD WRIGHT (Manhattan/Capitol B 50011)	9 12
8 THINKING ABOUT YOU WHITNEY HOUSTON (Arista AS1-9412)	8 10
9 CURIOSITY THE JETS (MCA 52682)	12 11
10 EMERGENCY KOOL & THE GANG (De-Lite/PolyGram 884 199-7)	11 9
11 COLDER ARE MY NIGHTS THE ISLEY BROTHERS (Warner Bros. 7-28860)	13 7
12 SECRET LOVERS ATLANTIC STARR (A&M AM 2788)	18 5
13 WHAT YOU BEEN MISSIN' STARPOINT (Elektra 7-5101)	17 7
14 GO HOME STEVIE WONDER (Tamla/Gordy 1817TF)	25 4
15 THE SWEETEST TABOO SADE (Portrait/CBS 37-05713)	26 4
16 CARAVAN OF LOVE ISLEY, JASPER, ISLEY (MCA 52703)	4 14
17 YOUR PERSONAL TOUCH EVELYN "CHAMPAGNE" KING (RCA JK-14201)	20 8
18 HONEY FOR THE BEES PATTI AUSTIN (Qwest/Warner Bros. 7-28935)	19 10
19 ALICE, I WANT YOU JUST FOR ME! FULL FORCE (Columbia 38-05623)	21 9
20 SUN CITY ARTISTS UNITED AGAINST APARTHEID (Manhattan/Capitol B 50017)	22 7
21 GORDY'S GROOVE CHOICE MC'S featuring FRESH GORDON (Tommy Boy TB 871)	23 7
22 SEDUCTION VAL YOUNG (Gordy/Motown 1795GF)	24 10
23 SAY I'M YOUR NO. 1 PRINCESS (Next Plateau 50035)	16 12
24 WHO'S ZOOMIN' WHO ARETHA FRANKLIN (Arista AS1-9410)	6 14
25 DO YOU REALLY LOVE YOUR BABY THE TEMPTATIONS (Gordy/Motown 1818GF)	34 5
26 LET ME BE THE ONE FIVE STAR (RCA PB-14229)	38 5
27 DO ME BABY MELISA MORGAN (Capitol B 5523)	39 4
28 CONDITION OF THE HEART KASHIF (Arista AS1-9415)	31 7
29 YOU LOOK GOOD TO ME CHERRELLE (Tabu/CBS 34-5608)	30 13
30 EVERYBODY DANCE TA MARA AND THE SEEN (A&M AM 2766)	7 15
31 THIS IS FOR YOU THE SYSTEM (Mirage/Atlantic 7-99607)	15 11
32 HE'LL NEVER LOVE YOU (LIKE I DO) FREDDIE JACKSON (Capitol B-5535)	48 3
33 LET MY PEOPLE GO THE WINANS (Qwest/Warner Bros. 7-28874)	36 7
34 LET ME KISS IT WHERE IT HURTS BOBBY WOMACK (MCA 52709)	37 6

	Weeks On 12/14 Chart
35 I LIKE THE WAY YOU DANCE 9.9 (RCA JK-14203)	41 6
36 GUILTY YARBROUGH & PEOPLES (Total Experience/RCA 2425)	47 4
37 PART-TIME LOVER STEVIE WONDER (Tamla/Motown 1808TF)	27 16
38 THE OAK TREE MORRIS DAY (Warner Bros. 7-28899)	28 15
39 SLAVE TO THE RHYTHM GRACE JONES (Manhattan/Capitol B-9535)	49 5
40 FREEDOM THE POINTER SISTERS (RCA JK-14224)	44 6
41 IF I RULED THE WORLD KURTIS BLOW (Mercury/PolyGram 884-269-7)	45 6
42 WHAT A WOMAN O'JAYS (Philadelphia Int'l./Capitol B 50021)	46 5
43 STAND BACK STEPHANIE MILLS (MCA 52731)	57 3
44 WHEN THE GOING GETS TOUGH, THE TOUGH GET GOING BILLY OCEAN (Jive/Arista JS 1-9432)	66 3
45 I CAN'T LIVE WITHOUT MY RADIO LL COOL J (Def Jam/Columbia 38-05665)	59 4
46 I NEED YOU MAURICE WHITE (Columbia 38-05726)	58 4
47 TELL ME WHAT (I'M GONNA DO) CON FUNK SHUN (Mercury/PolyGram 884 189-7)	43 8
48 WAIT FOR LOVE LUTHER VANDROSS (Epic 34-05610)	29 12
49 FALL DOWN (SPIRIT OF LOVE) TRAMAINÉ (A&M AM 2763)	32 12
50 PARTY ALL THE TIME EDDIE MURPHY (Columbia 38-05609)	35 15
51 NEVER FELT LIKE DANCIN' TEDDY PENDERGRASS (Elektra 7-69595)	33 10
52 CAN YOU FEEL THE BEAT LISA LISA and CULT JAM with FULL FORCE (Columbia 38-05669)	60 5
53 HOLD ON (FOR LOVE'S SAKE) JOYCE KENNEDY (A&M AM 2790)	54 6
54 IT DOESN'T REALLY MATTER ZAPP (Warner Bros. 7-28879)	42 10
55 YOU ARE MY LADY FREDDIE JACKSON (Capitol B 5495)	40 20
56 GIRLS ARE MORE FUN RAY PARKER, JR. (Arista AS1-9352)	51 11
57 I WISH HE DIDN'T TRUST ME SO MUCH BOBBY WOMACK (MCA 52624)	50 20
58 THE HEART IS NOT SO SMART EL DeBARGE with DeBARGE (Gordy/Motown 1822GF)	71 4
59 SISTERS ARE DOIN' IT FOR THEMSELVES EURYTHMICS and ARETHA FRANKLIN (RCA PB 14214)	65 5
60 DON'T BE STUPID FAT BOYS (Sutra SUD 039)	69 4
61 MIDDLE OF THE NIGHT TAKA BOOM (Mirage/Atlantic 7-99626)	62 5
62 NO FRILLS LOVE JENNIFER HOLLIDAY (Geffen 7-28845)	75 2
63 HIGH FASHION THE FAMILY (Paisley Park/Warner Bros. 7-28830)	84 2
64 LOCK AND KEY KLYMAXX (Constellation/MCA 52714)	73 3
65 AFFECTION TA MARA & THE SEEN (A&M AM 2797)	78 2
66 CONGA MIAMI SOUND MACHINE (Epic 34-05457)	76 2
67 BANGING THE WALLS BAR-KAYS (Mercury/PolyGram 884-232-7)	68 5

	Weeks On 12/14 Chart
68 LIPSTICK LOVER ANDRE CYMONE (Columbia 38-05710)	77 3
69 LEARN TO LOVE AGAIN LOU RAWLS featuring TATA VEGA (Epic 34-05714)	79 2
70 CAN YOU ROCK IT LIKE THIS RUN D.M.C. (Profile Pro-5088)	80 3
71 MEMBERS ONLY BOBBY BLAND (Malaco 2122)	72 4
72 DO YOU LOVE ME DURELL COLEMAN (Island/Atlantic 7-99586)	82 3
73 WHAT, WHERE, WHEN, WHO MAI TAI (Critique 718)	81 2
74 TENDER LOVE FORCE MD'S (Warner Bros. 7-28818)	88 2
75 DESIRE GAP BAND (Total Experience/RCA TES 1-2624)	86 2
76 I'D RATHER BE BY MYSELF EBO (Domino D-8903)	85 2
77 IT TAKES TWO JUICY (Private I/Epic 34-05694)	89 2
CHARTBREAKER	
78 YOUR SMILE RENE & ANGELA (Mercury/PolyGram 884-271-7)	DEBUT
79 TAKE A LITTLE TIME Total Contrast (London/PolyGram 882-070-7)	87 2
80 KRUSH GROOVIN' THE KRUSH GROOVE ALL STARS (Warner Bros. 7-28843)	90 2
81 LOVE PATROL LOVE PATROL (Island/4th & Broadway B 7419)	DEBUT
82 TOMORROW L.J. REYNOLDS (Fantasy-962)	83 3
83 CHAIN REACTION DIANA ROSS (RCA PB 14244)	DEBUT
84 LOVE ALWAYS FINDS A WAY PEABO BRYSON (Elektra 7-69585)	DEBUT
85 I'LL BE GOOD RENE & ANGELA (Mercury/PolyGram 884 009-7)	74 16
86 FAIRY TALE LOVE U.T.F.O. (Select FMS 100)	DEBUT
87 EVERLASTING LOVE GLENN JONES (RCA PB 14241)	DEBUT
88 HOW WILL I KNOW WHITNEY HOUSTON (Arista AS1-9434)	DEBUT
89 JUST THE WAY I PLANNED IT PHILIP-MICHAEL THOMAS (Atlantic 7-99581)	DEBUT
90 BABY TALK ALISHA (Vanguard SPV 89)	DEBUT
91 I CAN'T BELIEVE IT MELBA MOORE (Capitol B-5520)	53 14
92 YOU AIN'T FRESH THE BOOGIE BOYS (Capitol B 5522)	67 8
93 AMERICA PRINCE AND THE REVOLUTION (Paisley Park/Warner Bros. 7-28999)	52 7
94 THIS AIN'T NO FANTASY RAMSEY LEWIS (Columbia 38-05640)	70 5
95 SLIP N' SLIDE ROY AYERS (Columbia 38-05613)	55 9
96 ONE OF THE LIVING TINA TURNER (Capitol B 5518)	56 10
97 HAVEN'T YOU HEARD THAT LINE BEFORE GENE CHANDLER (Fast Fire 7003)	61 9
98 YOU WEAR IT WELL EL DeBARGE with DeBARGE (Gordy/Motown 1804GF)	63 15
99 I'LL MAKE YOU AN OFFER OSBORNE & GILES (Red Label/Capitol B 71010)	64 5
100 PEANUT BUTTER GWEN GUTHRIE (Garage/Island 72002)	91 6

ALPHABETICAL LISTING ON INSIDE BACK COVER

BLACK/URBAN RADIO

MOST ADDED



STRONG ADDS

When The Going Gets Tough, The Tough Get Going — Billy Ocean — Jive/Arista
 He'll Never Love You (Like I Do) — Freddie Jackson — Capitol
 Desire — Gap Band — Total Experience
 Tender Love — Force MD's — Tommy Boy

STATION ADDS

WDIA — Memphis — Bobby O'Jay — PD
 P. Michael Thomas
 Taka Boom
 Rose Brotherson

WLUM-FM — Milwaukee — Bernie Miller — PD
 P. Benatar
 Jellybean
 Simple Minds
 M. Morgan
 F. Jackson
 Ready For The World
 D. Coleman
 R. Palmer
 B. Ocean
 E. King
 LL Cool J
 Ta Mara & The Seen
 Sade
 Atlantic Starr

WTLC — Indianapolis — Kelly Carson — PD
 The Family
 Cameo
 Murphy D. Rock
 Force MD's
 Rene & Angela
 Klymaxx

KUKQ — Phoenix — Robert Wideman — MD
 B. Ocean
 9.9
 M. Morgan
 El DeBarge

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

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

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

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

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

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

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

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

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

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



JAZZING UP THE BAYOU — KDKS-FM, Shreveport, Louisiana welcomed a trio of performers during their recent concert stop. Pictured (l-r): Tom Browne; KDKS program director, C. Erwin Daniels; Dee Dee Bridgewater and Roy Ayers.

LL Cool J
 5 Star
 Willy Clayton

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

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

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

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

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

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

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

WUSL "Power 99" — Philadelphia — Jeff Wyatt — PD
 Ta Mara & The Seen
 Yarbrough & Peoples
 W. Houston
 Love Patrol

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

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

URBAN PROGRAMMER'S PICK

Programmer	Station	Market
Doug Davis	KHYS-FM	Port Arthur
Song: "Freedom"		
Artist: Pointer Sisters		
Label: RCA		

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

BLACK/URBAN RETAIL

HOT NEW SELLER



Sade

STRONGEST SALES

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

STORE REPORTS

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

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

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

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

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

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

Webb's Department Store — Philadelphia — Bruce Webb

P. Labelle
Sade
S. Wonder
B. Womack
New Edition

Skippy White's — Boston — Marc Siegel
L.L. Cool J
F. Jackson
Krush Groove
Rene & Angela
Isley, Jasper, Isley

Sikhulu's Record Shack — New York — Sikhulu Shange
W. Houston
Sheila E.
D. Warwick
S. Wonder
F. Jackson

Birdland Records — Baltimore — Beverly Burston
S. Wonder
Sade
The Isley Brothers
Atlantic Starr
L. Vandross

Joe's Swing Shop — Los Angeles — Greta McConnell
F. Jackson
Starpoint
A. Franklin
W. Houston
Sade

V.I.P. Records — Inglewood, CA — John Chism
Sade
Chapter 8
F. Jackson
Atlantic Starr
Starpoint

Delicious Records — Inglewood, CA — Tommy Johnson
S. Wonder
Sade
Chapter 8
Isley, Jasper, Isley
M. Day

Gil's Records And Tapes — Houston — Gil Bultron
T. Pendergrass
Zapp
F. Jackson
E. Murphy
M. White

Record Boutique — Winston-Salem — Archie Torain
S. Wonder
Kool & The Gang
Rene & Angela
F. Jackson
Con Funk Shun

H&W One-Stop — Dallas — Walter Jackson
Zapp
M. Day
Isley, Jasper, Isley
The Isley Brothers
S. Wonder

L&M Sound Center — Lumberton, NC — Malcolm McCallum
Krush Groove
M. Day



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

Isley, Jasper, Isley
S. Wonder
Sheila E.

Greensboro Record Center — Greensboro — Susie Chandler
M. Day
Sheila E.
Isley, Jasper, Isley
Krush Groove
Trouble Funk

Fletcher's One-Stop — Chicago — Ken Fletcher
Isley, Jasper, Isley
S. Wonder
Sheila E.
The Isley Brothers
A. Franklin

Karma Records — Indianapolis — Mike Smith
S. Wonder
W. Houston
The Family
A. Franklin
Krush Groove

Record Theatre — Cincinnati — Marianne Morgan
Sade
W. Houston
F. Jackson
Miami Vice
S. Wonder

Downtown Records — Chicago — Ron Fischel
Sade
S. Wonder
F. Jackson
W. Houston
Sheila E.

Penny Lane Records — Tacoma — Debbie Schierman
Isley, Jasper, Isley
Zapp
M. Day
Ta Mara & The Seen
M. White

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

Bedford Records — Stamford, CT — Larry Perna
Sade
B. Streisand
Grace Jones
Alisha
S. Wonder

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

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

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

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

URBAN RETAILER'S PICK

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

Album: "Promise"
Artist: Sade
Label: Portrait/Epic

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

TOP 75 12" SINGLES

	Weeks On 12/14 Chart		Weeks On 12/14 Chart		Weeks On 12/14 Chart
1 CAN YOU FEEL THE BEAT (EXTENDED VERSION)/6:50		26 LOVE'S GONNA GET YOU (DANCE MIX)/6:38	38	51 COMO TU TE LLAMA?	51
LISA LISA end CULT JAM with FULLI FORCE (Columbia 44-05295)	3	JOCELYN BROWN (Warner Bros. 0-20383)	3	SLY FOX (Capitol V-8654)	4
2 BABY TALK (SPECIAL REMIX)/5:26	1	27 I CAN'T LIVE WITHOUT MY RADIO/I CAN GIVE YOU MORE	36	52 FUNKY LITTLE BEAT (EXTENDED VERSION)	DEBUT
ALISHA (Vanguard SPV 89)	8	L.L. COOL J. (Def Jam/Columbia 44-05291)	4	CONNIE (Sunnyview 3028)	DEBUT
3 PARTY ALL THE TIME (EXTENDED & INSTRUMENTAL VERSION)/7:04	2	28 STOP PLAYING ON ME (EXTENDED MIX)	17	53 AMERICA (REMIX)/GIRL/21:48 & 7:36	53
EDDIE MURPHY (Columbia 44-05280)	13	VIKKI LOVE (4th & B'way/Island 418)	12	PRINCE (Paisley Park/Warner Bros. 0-20389)	7
4 SLAVE TO THE RHYTHM (EXTENDED VERSION)/4:20	8	29 I'LL BE GOOD (SPECIAL MIX & INSTRUMENTAL)/7:25 & 5:25	22	54 YOU & ME (EXTENDED VERSION)/6:15	52
GRACE JONES (Manhattan Island/Capitol SPRO 9533)	5	RENE & ANGELA (Mercury/PolyGram 884009-1)	16	THE FLIRTS (CBS Associated 429-05284)	9
5 WHO DO YOU LOVE? (EXTENDED VERSION)/5:20	10	30 THE DREAM TEAM IS IN THE HOUSE/5:07	35	55 THE TRUTH (EXTENDED VERSION)/7:50	63
BERNARD WRIGHT (Manhattan/Capitol 56007)	5	LA DREAM TEAM (Dream Team DRT-631)	6	COLONEL ABRAMS (MCA 23600)	2
6 I LIKE YOU (EXTENDED VERSION)/5:05	6	31 YOU LOOK GOOD TO ME (EXTENDED VERSION)/9:30	31	56 OH SHEILA (EXTENDED VERSION & DUBSTRUMENTAL)/6:46 & 4:00	46
PHYLLIS NELSON (Carrera/CBS 429-05268)	7	CHERRELLE (Tabu/CBS 429-05279)	5	READY FOR THE WORLD (MCA 23572)	20
7 THE SHOW/LA-DI-DA (EXTENDED VERSION)/6:40 & 4:40	5	32 TARZAN BOY (EXTENDED DANCE VERSION)/8:16	32	57 SUN CITY	DEBUT
DOUG E. FRESH AND THE GET FRESH CREW (Reality/Denya/Fantasy D242)	19	BALTIMORA (Manhattan/Capitol V-56011)	6	ARTISTS UNITED AGAINST APARTHEID (Manhattan/Capitol 50017)	DEBUT
8 EXPOSED TO LOVE (EXTENDED VERSION)/6:10	9	33 CONGA (EXTENDED VERSION & INSTRUMENTAL)/6:00 & 4:52	20	58 TRAPPED	47
EXPOSA (Ariste ADI-9426)	6	MIAMI SOUND MACHINE (Epic 49-05253)	21	COLONEL ABRAMS (MCA 23568)	20
9 COUNT ME OUT (EXTENDED VERSION)/6:25	12	34 MIAMI VICE THEME (EXTENDED REMIX)/6:52	24	59 SINGLE LIFE (EXTENDED VERSION)/6:30	48
NEW EDITION (MCA 23595)	6	JAN HAMMER (MCA 23575)	11	CAMEO (Aristic Artists/PolyGram 884 010-1)	15
10 FALL DOWN (SPIRIT OF LOVE)	7	35 GO HOME (REMIX)	43	60 I'M YOUR MAN (EXTENDED STIMULATION)	DEBUT
TRAMAINÉ (A&M SP-12146)	14	STEVIE WONDER (Tami/Motown 4553 TG)	2	WHAM! (Columbia 44-05322)	DEBUT
11 WHO'S ZOOMIN' WHO (DANCE MIX)/8:36	4	36 IF I RULED THE WORLD (EXTENDED VERSION)/7:09	40	61 AND SHE WAS/TELEVISION MAN (EXTENDED MIX)/4:54 & 7:52	54
ARETHA FRANKLIN (Ariste ADE-9411)	11	KURTIS BLOW (Mercury/PolyGram 884 269-1)	3	TALKING HEADS (Sire/Warner Bros. 0-20378)	4
12 THE SHOW STOPPA (IS STUPID FRESH)/5:42	11	37 HONEY FOR THE BEES (EXTENDED VERSION)/6:40 & 5:30	30	62 BE NEAR ME (MUNICH & ECSTASY MIX)/5:46 & 4:45	55
SUPERNATURE (Pop Art PA 1613)	6	PATTI AUSTIN (Qwest/Warner Bros. 0-20381)	9	ABC (Mercury/PolyGram 884-052-1)	16
13 FEEL THE SPIN (EXTENDED DANCE VERSION)/6:50	21	38 SAY I'M YOUR NUMBER ONE (EXTENDED VERSION)	42	63 DRESS YOU UP/SOHO-BEE-DOO (REMIX & INSTRUMENTAL)/6:15 & 4:38	50
DEBBIE HARRY (Gaffan/Warner Bros. 0-20391)	5	PRINCESS (Next Plateau NP50035)	11	MADONNA (Sire/Warner Bros. 0-20369)	16
14 CARAVAN OF LOVE	13	39 OBJECT OF MY DESIRE (EXTENDED VERSION/5:40)	28	64 THE BOY WITH THE THORN IN HIS SIDE	59
ISLEY, JASPER, ISLEY (CBS Assoc. ZS9-05285)	7	STARPOINT (Elektra 0-66891)	17	THE SMITHS (Sire/Warner Bros. 0-20392)	7
15 ALICE, I WANT YOU JUST FOR ME/6:09	19	40 CURIOSITY (EXTENDED MIX)	44	65 (KRUSH GROOVE) CAN'T STOP THE STREET (EXTENDED DANCE MIX & INSTRUMENTAL)/5:15 & 6:01	57
FULLI FORCE (Columbia 44-05282)	6	THE JETS (MCA 23590)	4	CHAKA KHAN (Warner Bros. 0-20367)	13
16 EVERYBODY DANCE/LONELY HEART (EXTENDED VERSION)/5:41 & 4:47	15	41 TAKES A LITTLE TIME (DUB VERSION)/5:56	41	66 POP LIFE/HELLO (FRESH DANCE MIX)/6:16 & 6:38	64
TA MARA & THE SEEN (A&M SP-12149)	9	TOTAL CONTRAST (London/PolyGram 886-004-1)	5	PRINCE AND THE REVOLUTION (Paisley Park/Warner Bros. 0-20357)	16
17 PERFECT WAY (WAY PERFECT MIX)/5:26	14	42 DIGITAL DISPLAY (EXTENDED MIX)	DEBUT	67 SOUL KISS (EXTENDED DANCE MIX)/6:38	81
SCRITTI POLITTI (Warner Bros. 0-20363)	8	READY FOR THE WORLD (MCA 5046)	DEBUT	OLIVIA NEWTON-JOHN (MCA 23593)	5
18 LET ME BE THE ONE (EXTENDED VERSION)	29	43 DO ME BABY (INTERLUDE)/4:59	60	68 YOU WEAR IT WELL (CLUB & DUB MIX)/6:55 & 5:06	56
FIVE STAR (RCA PWI 4230)	5	MELISA MORGAN (Capitol V-15211)	2	EL DEBARGE (Gordy/Motown 4545GG)	6
19 ELECTION DAY (EXTENDED MIX)/4:30	13	44 THE OAK TREE (EXTENDED VERSION & INSTRUMENTAL)/9:06 & 4:32	33	69 IN BETWEEN DAYS (EXTENDED VERSION)	66
ARCADIA (Capitol V-5501)	6	MORRIS DAY (Warner Bros. 0-20379)	13	THE CURE (Elektra 0-66882)	7
20 SUB CULTURE/SUB VULTURE (RE-MIX)/7:26 & 7:57	23	45 DON QUICHOTTE/6:29	49	70 YOU AIN'T FRESH (MORNING DEW MIX)/4:22 & 7:53	67
NEW ORDER (Qwest/Warner Bros. 0-20390)	5	MAGAZINE 60 (Beja/TSR B-54)	2	BOOGIE BOYS (Capitol V-15207)	10
21 BEAT OF THE STREET/GORDY'S GROVE (Mayberry Mix)/4:25	25	46 DON'T SAY NO TONIGHT (EXTENDED VERSION)/5:20	45	71 RUNNING UP THAT HILL (EXTENDED VERSION)	72
CHOICE MC's (Tommy Boy TB-871)	6	EUGENE WILDE (Philly World/Aristic DMD 885)	5	KATE BUSH (EMI America V-7865)	12
22 PART-TIME LOVER (SPECIAL REMIX)/6:20	16	47 NO SHOW	DEBUT	72 THE SCREAMS OF PASSION/YES (EXTENDED VERSION)/8:45 & 4:27	65
STEVIE WONDER (Tami/Motown 4548TG)	12	SYMBOLIC THREE (featuring D.Dr. SHOCK (Reality))	DEBUT	THE FAMILY (Paisley Park/Warner Bros. 0-20360)	19
23 YOUR PERSONAL TOUCH	26	48 SEDUCTION (EXTENDED MIX)	37	73 I'M GONNA TEAR YOUR PLAYHOUSE DOWN (SPECIAL YA YA MIX)/6:15	68
EVELYN "CHAMPAGNE" KING (RCA PW-14202)	6	VAL YOUNG (Gordy/Motown 4544GG)	9	PAUL YOUNG (Columbia XSM 174580)	13
24 CAN YOU ROCK IT LIKE THIS/TOGETHER FOREVER/4:28 & 3:32	34	49 JOHNNY THE FOX (BONUS BEATS)/6:20	58	74 ALL FALL DOWN (EXTENDED DANCE MIX)	62
RUN D.M.C. (Profile Pro-7088)	3	TRICKY TEE (Sleeping Bag SLX 0016X)	2	FIVE STAR (RCA PW-14109)	19
25 NO FRILLS LOVE (EXTENDED DANCE REMIX)/7:25	27	50 NEEDLE TO THE GROOVE/JAMMING ON THE GROOVE (CLUB & DUB VERSION)/6:27 & 4:45	39	75 CONDITION OF THE HEART (EXTENDED VERSION)/5:58	70
JENNIFER HOLLIDAY (Gaffan/Warner Bros. 0-20413)	3	MANTRONIX (Sleeping Bag SLX-0015X)	17	KASHIF (Ariste AD19419)	7

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

12" REVIEWS

BIG AUDIO DYNAMITE (Columbia 44-05324)

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

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

ZZ TOP (Warner Bros. 0-20395)

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

This thundering extended version of ZZ Top's latest dance rock track breaks down into a riveting drum-bass segment and also allows guitarist Billy Gibbons to stretch out and wail. A sure rock club favorite.

THOMPSON TWINS (Arista 9442)

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

This pop oriented track is available here as both the longer LP version and the rock radio edit. A fairly pop effort which has a strong dance appeal.

DEAD OR ALIVE (Epic 49-05327)

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

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

SIMPLY RED (Elektra 5112)

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

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

MOST ACTIVE



STRONG ACTIVITY

Slave To The Rhythm — Grace Jones — (Manhattan/Island)

Who Do You Love — Bernard Wright — (Manhattan)

Love's Gonna Get You — Jocelyn Brown — (Warner Bros.)

CLUB PICK

"Come To My Aid" — Simply Red — (Elektra)
Club: Mobile
D.J.: Richard Moore
Location: Dallas

Comments:

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

RETAILER'S PICK

"Living In America" — James Brown — (Scotti Bros.)
Store: Mass. One Stop
Manager: Ron Miles
Location: Boston

Comments:

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

CASH BOX TOP 100 ALBUMS

THE CASH BOX TOP 200 ALBUMS CHART IS BASED SOLELY ON ACTUAL PIECES SOLD AT RETAIL STORES.

December 21, 1985

★ = Available on Compact Disc
■ = Platinum (RIAA Certified)
□ = Gold (RIAA Certified)

		9.98	Weeks On 12/14 Chart			9.98	Weeks On 12/14 Chart				9.98	Weeks On 12/14 Chart					
1	MIAMI VICE ■	ORIGINAL TELEVISION SOUNDTRACK (MCA-6150) MCA	11	11	34	THE LAST COMMAND	6	34	W.A.S.P. (Capitol ST-12435) CAP	35	6	70	BE YOURSELF TONIGHT ■■	9.98	54	31	EURYTHMICS (RCA AJL 1-5429) RCA
2	AFTERBURNER ★	ZZ TOP (Warner Bros. 25342) MCA	2	6	35	DONE WITH MIRRORS	40	5	AEROSMITH (Geffen GHS 24091) WEA	40	5	71	THE HEART OF THE MATTER	—	68	7	KENNY ROGERS (RCA AJL1-7023) RCA
3	HEART ■	(Capitol ST-12410) CAP	3	24	36	CUPID & PSYCHE '85	41	21	SCRITTI POLITTI (Warner Bros. 25302) WEA	41	21	72	CHRISTMAS ★	9.98	95	4	ALABAMA (RCA ASLI-7014) RCA
4	THE BROADWAY ALBUM	BARBARA STREISAND (Columbia OC 40092) CBS	9	5	37	HOUNDS OF LOVE ★	27	11	KATE BUSH (EMI America 17171) CAP	27	11	73	CONTACT ■■	9.98	62	21	POINTER SISTERS (RCA ALF 1-8056) RCA
5	BROTHERS IN ARMS ■■	DIRE STRAITS (Warner Bros. 25264-1) WEA	4	30	38	SEVEN THE HARD WAY	—	55	PAT BENATAR (Chrysalis OV 41507) CBS	55	3	74	PHANTOM, ROCKER & SLICK	9.98	64	8	(EMI America 17172) CAP
6	SCARECROW ★	JOHN COUGAR MELLENCAMP (Riva 824 865-1) POL	5	15	39	HERE'S TO FUTURE DAYS	39	11	THOMPSON TWING (Arista 8276) RCA	39	11	75	THE SECRET OF ASSOCIATION ★□	—	71	31	PAUL YOUNG (Columbia BFC 39957) CBS
7	IN SQUARE CIRCLE ★	STEVIE WONDER (Tama/Motown 6134) MCA	6	11	40	SO RED THE ROSE	63	2	ARCADIA (Capitol SV-12428) CAP	63	2	76	VOCALESE ★	9.98	76	20	THE MANHATTAN TRANSFER (Atlantic 81266-1) WEA
8	SONGS FROM THE BIG CHAIR ■■	TEARS FOR FEARS (Mercury 824 300-1 M-1) POL	8	39	41	COLOR OF SUCCESS ★	24	9	MORRIS DAY (Warner Bros. 25320) WEA	24	9	77	BOY IN THE BOX □	9.98	73	23	COREY HART (EMI America 17161) CAP
9	POWER WINDOWS ★	RUSH (Mercury 826 098) POL	7	7	42	EMERGENCY ■■	26	35	KOOL & THE GANG (De-Lite 822 943-1) POL	26	35	78	MAURICE WHITE	—	72	13	(Columbia FC 39883) CBS
10	THE DREAM OF THE BLUE TURTLES ■■	STING (A&M SP 3750) RCA	10	25	43	READY FOR THE WORLD	31	26	(MCA 5594) MCA	31	26	79	COSI FAN TUTTI FRUTTI	9.98	75	14	SQUEEZE (A&M 5085) RCA
11	ONCE UPON A TIME	SIMPLE MINDS (A&M/Virgin 5092) RCA	16	6	44	UNDER A RAGING MOON ★	42	11	ROGER DALTREY (Atlantic 81269) WEA	42	11	80	THE HEAD ON THE DOOR	9.98	80	14	THE CURE (Elektra 60435) WEA
12	KNEE DEEP IN THE HOOPLA ★	STARSHIP (Grant/RCA BXL1-5488) RCA	12	11	45	SOUL TO SOUL ★	44	13	STEVIE RAY VAUGHAN AND DOUBLE TROUBLE (Epic FE 40036) CBS	44	13	81	SLAVE TO THE RHYTHM	9.98	89	4	GRACE JONES (Manhattan/Island ST-53021) CAP
13	BORN IN THE U.S.A. ■■	BRUCE SPRINGSTEEN (Columbia QC 38653) CBS	13	79	46	SHEILA E. IN ROMANCE 1600 ★	46	15	(Paisley Park/Warner Bros. 25317) WEA	46	15	82	DIAMOND LIFE ■■	—	82	43	SADE (Portrait BFR 39581) CBS
14	NO JACKET REQUIRED ■■	PHIL COLLINS (Atlantic 81240-1) WEA	11	42	47	RESTLESS ★	48	16	STARPOINT (Elektra 60424) WEA	48	16	83	DARYL HALL & JOHN OATES LIVE AT THE APOLLO with DAVID RUFFIN & EDDIE KENDRICK ★□	9.98	81	14	(RCA AFL1-7035) RCA
15	WELCOME TO THE REAL WORLD	MR. MISTER (RCA NFL1-8045) RCA	17	18	48	THEATRE OF PAIN ■■	43	24	MOTLEY CRUE (Elektra 60418-1) WEA	43	24	84	PACK UP THE PLANTATION—LIVE	10.98	110	2	TOM PETTY AND THE HEARTBREAKERS (MCA 8021) MCA
16	WHITNEY HOUSTON ■■	(Arista AL8-8221) RCA	14	39	49	ASYLUM	47	12	KISS (Mercury 826 099-1) POL	47	12	85	DOWN FOR THE COUNT	9.98	85	5	Y&T (A&M SP 5101) RCA
17	ROCK ME TONIGHT ■	FREDDIE JACKSON (Capitol ST 12494) CAP	15	32	50	LIKE A VIRGIN ■■	45	46	MADONNA (Sire 25157-1) WEA	45	46	86	7 WISHES ★□	9.98	79	29	NIGHT RANGER (MCA 5593) RCA
18	GREATEST HITS	THE CARS (Elektra 60464) WEA	22	6	51	DOG EAT DOG	56	6	JONI MITCHELL (Geffen GHS 24074) WEA	56	6	87	THE NIGHT I FELL IN LOVE ■■	9.98	86	38	LUTHER VANDROSS (Epic FC 39882) CBS
19	LIVE AFTER DEATH	IRON MAIDEN (Capitol SABB-12441) CAP	19	7	52	KRUSH GROOVE	60	7	ORIGINAL SOUNDTRACK (Warner Bros. 25295) WEA	60	7	88	CUT THE CRAP	9.98	96	3	THE CLASH (Epic FC 40017) CBS
20	PROMISE	SADE (Portrait FR 40263) CBS	30	3	53	THAT'S THE STUFF ★	53	5	AUTOGRAPH (RCA AFL1-7009) RCA	53	5	89	PRIVATE DANCER ■■	9.98	88	80	TINA TURNER (Capitol ST-12330) CAP
21	RECKLESS ■■	BRYAN ADAMS (A&M SP-5013) RCA	18	56	54	DO YOU	58	5	SHEENA EASTON (EMI America 17173) CAP	58	5	90	HERO	—	90	5	CLARENCE CLEMONS (Columbia BFC 40010) CBS
22	WHO'S ZOOMIN' WHO ★□	ARETHA FRANKLIN (Arista AS 8286) RCA	20	22	55	ASTRA	65	4	ASIA (Geffen 24072) WEA	65	4	91	MISPLACED CHILDHOOD	9.98	84	16	MARILLION (Capitol ST-12431) CAP
23	LOVIN' EVERY MINUTE OF IT ★	LOVERBOY (Columbia FC 399 53) CBS	23	15	56	MAKE IT BIG ■■	51	46	WHAM! (Columbia FC 39595) CBS	51	46	92	CRUSH	9.98	91	23	ORCHESTRAL MANOEUVERS IN THE DARK (A&M/Virgin SP 5077) RCA
24	LITTLE CREATURES ★□	TALKING HEADS (Sire 25305-1) WEA	21	26	57	SWEET DREAMS ★	57	7	ORIGINAL SOUNDTRACK (MCA 6149) MCA	57	7	93	BIOGRAPH	—	115	4	BOB DYLAN (Columbia C5X 38850) CBS
25	ROCK A LITTLE	STEVIE NICKS (Modern/Atlantic 90479) WEA	38	3	58	HOW TO BE A ZILLIONAIRE	50	12	ABC (Mercury 824 994-1) WEA	50	12	94	TA MARA & THE SEEN	6.98	77	7	(A&M SP 6 5078) RCA
26	HOW COULD IT BE	EDDIE MURPHY (Columbia FC 39952) CBS	28	10	59	NERVOUS NIGHT ★□	52	32	HOOTERS (Columbia BFC 39912) CBS	52	32	95	MANILOW	9.98	108	3	BARRY MANILOW (RCA AFL1-7044) RCA
27	THAT'S WHY I'M HERE	JAMES TAYLOR (Columbia FC 40052) CBS	33	6	60	STRENGTH	66	6	THE ALARM (IRS-5666) MCA	66	6	96	MADONNA ■■	9.98	97	118	(Sire 23867) WEA
28	WHITE NIGHTS	ORIGINAL SOUNDTRACK (Atlantic 81273) WEA	32	8	61	ST. ELMO'S FIRE ★□	49	25	ORIGINAL SOUNDTRACK (Atlantic 81261-1) WEA	49	25	97	FACE VALUE ■■	9.98	98	60	PHIL COLLINS (Atlantic 16029) WEA
29	GREATEST HITS VOLUME I & II	★	29	23	62	9012 LIVE — THE SOLOS	69	4	YES (A&M 90474) WEA	69	4	98	SPORTS ■■	—	99	107	HJUEY LEWIS AND THE NEWS (Chrysalis FV 41412) CBS
30	HUNTING HIGH AND LOW ★□	A-HA (Warner Bros. 25300) WEA	25	24	63	STAGES	59	6	TRIUMPH (MCA 2-8020) MCA	59	6	100	DEAD MAN'S PARTY	9.98	112	7	OINGO BOINGO (MCA 5665) MCA
31	WHITE CITY — A NOVEL	PETE TOWNSHEND (ATCO 90473) WEA	36	4	64	SOUL KISS	61	8	OLIVIA NEWTON-JOHN (MCA 6151) MCA	61	8						
32	SUN CITY	ARTISTS UNITED AGAINST APARTHEID (Manhattan ST-53019) CAP	37	6	65	ALL FOR LOVE	78	4	NEW EDITION (MCA 6579) MCA	78	4						
33	LISTEN LIKE THIEVES	INXS (Atlantic 81277) WEA	34	8	66	ICE ON FIRE	67	5	ELTON JOHN (Geffen GHS 24077) WEA	67	5						
					67	ROCKY IV	87	5	ORIGINAL SOUNDTRACK (Scotti Bros. SZ 40203) CBS	87	5						
					68	CARAVAN OF LOVE	74	10	ISLEY, JASPER, ISLEY (CBS Associated BFZ 401180) CBS	74	10						
					69	RIPTIDE	70	5	ROBERT PALMER (Island 90471) WEA	70	5						

TOP 40 VIDEOCASSETTES

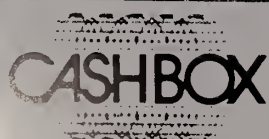
	Weeks On 12/14 Chart		Weeks On 12/14 Chart
1 BEVERLY HILLS COP Paramount Home Video 1134	2 6	21 CODE OF SILENCE Thorn/EMI/HBO Video TVA 2985	29 2
2 GHOSTBUSTERS RCA/Columbia Pictures Home Video 60413	1 7	22 THE KARATE KID RCA/Columbia Pictures Home Video 60406	18 30
3 THE EMERALD FOREST Embassy Home Entertainment 2179	9 4	23 PORKY'S REVENGE! CBS/Fox Video 1463	17 10
4 AMADEUS Thorn/EMI/HBO Video TVA 2997	3 11	24 A NIGHTMARE ON ELM STREET Media Home Entertainment M 790	24 22
5 VISION QUEST Warner Home Video 11459	7 4	25 A PASSAGE TO INDIA RCA/Columbia Pictures Home Video	25 13
6 THE BREAKFAST CLUB MCA Dist. Corp. 80167	4 14	26 MRS. SOFFEL MGM/UA Home Video MV 800600	22 26
7 LADYHAWKE Warner Home Video 11464	5 6	27 FRIDAY THE 13TH, PART V - A NEW BEGINNING Paramount Home Video 1823	26 10
8 POLICE ACADEMY 2, THEIR FIRST ASSIGNMENT Warner Home Video 20020	6 10	28 THE COMPANY OF WOLVES Vestron Video 5092	28 7
9 CAT'S EYE Key Video 4731	11 5	29 MISSING IN ACTION MGM/UA Home Video MV 800557	27 29
10 GREMLINS Warner Home Video 11388	23 2	30 A SOLDIERS STORY RCA/Columbia Pictures Home Video 60408	30 21
11 THE KILLING FIELDS Warner Home Video 11419	8 15	31 MOVING VIOLATIONS CBS/Fox Video 1462	33 2
12 BREWSTER'S MILLIONS MCA Home Video 80184	16 4	32 THE SLUGGER'S WIFE RCA/Columbia Pictures Home Video 60486	31 12
13 MISSING IN ACTION 2 - THE BEGINNING MGM/UA Home Video MB 800658	10 10	33 PINOCCHIO Walt Disney Home Video 238V	32 20
14 SECRET ADMIRER Thorn/EMI/HBO Video TVA 2990	12 6	34 FRATERNITY VACATION New World Video 8509	34 5
15 GOTCHA! MCA Home Video 80188	19 8	35 THE TERMINATOR Thorn/EMI/HBO Video TVA 2535	35 44
16 PERFECT RCA/Columbia Pictures Home Video 20494	21 2	36 TURK 182 CBS/Fox Video 7082	37 14
17 LOST IN AMERICA Warner Home Video 11450	20 3	37 STARMAN RCA/Columbia Pictures Home Video 20412	36 26
18 BABY, SECRET OF THE LOST LEGEND Touchstone Home Video 269	14 7	38 THE PURPLE ROSE OF CAIRO Vestron Home Video 7082	38 14
19 THE SURE THING Embassy Home Entertainment	15 14	39 STICK MCA Dist. Corp. 80139	39 17
20 DESPERATELY SEEKING SUSAN Thorn/EMI/HBO Video TVA 2992	13 15	40 FALCON & THE SNOWMAN Vestron Home Video VA 5073	40 21

THE CASH BOX TOP 40 VIDEOCASSETTES CHART IS BASED SOLELY ON RENTALS AT VARIOUS RETAIL OUTLETS.

TOP 15 MUSIC VIDEOCASSETTES

1 PRINCE AND THE REVOLUTION LIVE! Prince And The Revolution (Warner Music Video 38102)	1 19
2 TINA LIVE-PRIVATE DANCER TOUR Tina Turner (Sony Video 97W 50090)	2 18
3 MADONNA LIVE -- THE VIRGIN TOUR Madonna (Warner Music Video 38105)	5 3
4 WHAMI THE VIDEO Wham! (CBS-Fox Video Music 3048)	3 23
5 THE BEATLES LIVE -- READY STEADY GO! (Sony Video 97W50091)	4 7
6 NO JACKET REQUIRED Phil Collins (Atlantic Video 50104)	6 6
7 MADONNA Madonna (Warner Music Video 3-38101)	7 23
8 RATT THE VIDEO Ratt (Atlantic Video 50101)	8 14
9 WINDMILL HILL'S WATER'S PATH (Paramount Home Video 2355)	10 11
10 MOTOWN 25: YESTERDAY, TODAY, FOREVER (MGM/UA Home Video 300302)	13 2
11 STOP MAKING SENSE Talking Heads (RCA/Columbia Pictures Home Video 60519)	11 3
12 THE HEART OF ROCK'N'ROLL Huey Lewis And The News (Warner Home Video 30409)	9 8
13 FLY ON THE WALL AC/DC (Atlantic Video 50102)	12 3
14 WE ARE THE WORLD - THE VIDEO EVENT USA For Africa (MusicVision 6-20475)	14 23
15 PRIVATE DANCER Tina Turner (Sony Video 97W50066-7)	15 23

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



WE TALK TO
PEOPLE THAT COUNT

AUDIO/VIDEO

Gregory Dobrin, Los Angeles

BARBRA GOES CABLE — You've seen her videos on VH-1. You've seen her movies on countless cable channels — to say nothing of network television. And she's made guest appearances — lots of them. What you haven't seen in the last 12 years is a bona fide **Barbra Streisand** special, not since *Barbra Streisand and Other Musical Instruments*, which aired on CBS November 2, 1973. Time for television specials gets slim when one is busy making movies and records and collecting awards (what *hasn't* she won?) and decorating all those houses on one's Santa Monica Mountains ranch. Let's face it, Barbra Streisand hasn't *needed* the tube, even when she did have time for it. However, like most things in life, even the career of a superstar runs in cycles, and what with the advent of music video as a given in record promotion, and with what is turning out to be a rather sensational comeback to the business of selling records with her "Broadway Album" for Columbia Records, Barbra Streisand — and I do mean *Barbra Streisand*, and not some manager or agent or guru of any sort — has made the decision to return to the business of making a television special, this time for cable. The show is called *Barbra Streisand — The Broadway Album*, and it will debut on HBO January 11, 1986. It won't be a return to the heavy glitz of '70s TV specials — of that you can be sure.



YOUNG VIDEO — CBS/Fox Video will release Paul Young: The Video Singles in January.

It will, however, include Streisand's video of "Somewhere," from *West Side Story*, directed by **William (The French Connection) Friedkin**, who will chat with her about the making of *The Broadway Album* and about her career. Featured in the special will be behind-the-scenes footage shot during the recording of the LP, including segments with Everybody's Favorite Broadway Composer, **Stephen Sondheim** (six of his tunes are featured on the album, plus two for which he wrote only the lyrics). Naturally, HBO is delighted. "I think this is a very special step," remarked HBO original programming vice president **Bridget Potter**, "in the relationship between HBO and CBS and a major, major recording artist. Our negotiations, our conversations and our work with CBS has been terrific on this." Apparently, HBO has been after Streisand for quite some time now to do something — *anything*, it seems — for HBO (Potter couldn't say just what). "This is as a television version of an album," Potter went on to say, "which is a pretty sophisticated idea, when you think about it." Streisand put the project together herself, and, as Potter put it "It's what she wanted to do. She is a performer who does what she wants, and she is an artist who does not do things unless they feel right, and this is the first thing (of HBO's) that she's wanted to do." So now she's done it. Not only is it her first television special in 12 years, it's her first cable special ever — and quite a coup for HBO and Columbia Records. And though Streisand's career has experienced ebb and flow periods — the natural progression of any career as long as hers — the legend, as MOR as it may sometimes seem, survives intact. If overexposure has been her fear, she's side-stepped that pothole nicely. You can bet there won't be many more Barbra Streisand specials — for HBO or anyone else. And whatever you might think of her music, January 11 will be a big night for cable TV.

The Release Beat

Warner Home Video introduces **Steven Spielberg's Gremlins** to the home video market this month. The film was one of the top box office grossers of 1984, having reportedly brought in some 160 million. It will be promoted with a special Christmas sales push, including Christmas-themed p.o.p. materials such as tree ornaments, standees and posters, which compliment the film's Christmas Eve happenings. Priced at \$79.95, *Gremlins* features digitally processed Hi-Fi Stereo in both VHS and Beta. Also from WHV this month are **Clint Eastwood** in *Pale Rider* (\$79.95), **John Ford's Cheyenne Autumn** (\$59.95), **Sam Peckinpah's The Ballad of Cable Hogue** (\$59.95) and **Joseph L. Mankiewicz's There Was A Crooked Man** (\$59.95). These titles succeed WHV's Western promotion, "Warner Wins the West" (which saw 14 titles reduced to \$29.95 through the month of November) . . . **Paramount Home Video** releases *Explorers* and *D.A.R.Y.L.* to home video this month, each for the suggested retail price of \$79.95. Both are closed captioned and available in stereo VHS and Beta . . . **Walt Disney Home Video** brings *Return to Oz* (the sequel to *The Wizard of Oz*) to home video for the suggested retail price of \$79.95. This \$25-million film features **Nicole Williamson** and **Jean Marsh** in pivotal roles, with **Fairuza Balk** as Dorothy Gale. Available in VHS and Beta. Also from Disney this month: *The Mickey Mouse Club* (\$49.95), *The Small One* (\$49.95), a Christmas tale; and *Five Mile Creek, Vol. 10* (\$49.95) . . . **Continental Video** offers **George Stevens: A Filmmaker's Journey** (\$69.95), following the legendary director's career in vintage film clips and interviews with workmates **Katherine Hepburn**, **Warren Beatty** and **Frank Capra**.

MOST ADDED



Survivor — Burning Heart — (Scotti Bros.)

STRONG ADDS

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

PROGRAM ADDS

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

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

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

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

Kitaro
 P. Hardcastle
 New Edition
 Oingo Boingo
 Hall & Oates
 B. Manilow

FRIDAY NIGHT VIDEOS — Bette Hsiger — Program Director — New York City
 Survivor
 J. Brown

U68 — Steven Leeds — Program Director — New York City
 Blackwell Project
 Survivor
 J. Brown
 New Edition
 Alisha
 Kool and the Gang
 M. Bianco
 P. Benatar
 Queen
 B. Streisand
 R. Palmer
 Oingo Boingo

DANCE TV — Joe Callro — Producer — Portsmouth, NH
 Alisha
 R. Palmer
 New Edition
 Beastie Boys
 M. White
 Arcadia
 E. King

RADIO 1990 — Nancy Henry — Associate Producer — New York City
 A. Ant
 E. John
 C. Clemons & J. Browne
 B. Ocean
 G. Vannelli

HEART LIGHT CITY — Janet Williams — Associate Producer
 B. Streisand
 C. Hart
 M. McDonald
 J. Cougar Mellencamp
 E. John
 A-HA
 Sting
 Statler Bros.
 V. Gill
 Survivor

CATCH 22 — John Frost — Program Director — Anchorage
 Simple Minds
 The Cult
 What Is This
 Baltimore
 T. Waits

TOP 30 MUSIC VIDEOS

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

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

PROGRAM NOTES

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

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

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

VIDEO PROGRAMMER'S PICK

PD	Program	Market
Mike Opelka Video	TV5—Houston Hit Video: Rockin' Little Christmas Artist: Debra Allen Label: RCA	Houston

Comments:

"Besides Christmas getting to me, the song is nice and the video is very well done. A good concept. If you're not playing it, you're missing the boat."

HOT NEW SELLER



STRONGEST SALES

Miami Vice — MCA
ZZ Top — Warner Bros.
Heart — Capitol
Dire Straits — Warner Bros.

STORE REPORTS

Richman Bros. — Philadelphia
B. Streisand
Miami Vice
Dire Straits
J. Cougar
Heart

Handelman — Detroit
Miami Vice
B. Springsteen
ZZ Top
Dire Straits
Madonna

Camelot — Detroit
Miami Vice
ZZ Top
B. Streisand
Heart
E. Murphy

Seaport — Portland
ZZ Top
Miami Vice
Heart
J. Cougar
Starship

Round Up — Seattle
Heart
ZZ Top
Miami Vice
Tears For Fears
Dire Straits

Downtown — Chicago
Sade
B. Streisand
White Nights
S. Wonder
F. Jackson

Greensboro — N.C.
Starship
Loverboy
Miami Vice
B. Streisand
Simple Minds

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

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

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

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

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

J&R Music World — New York
B. Streisand
Sting
Talking Heads
Dire Straits
Heart

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

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

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

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

Tower Records — Fresno
Arcadia
Sade
Heart
Cars
Dire Straits

SHOP TALK

Stephen Padgett, Los Angeles

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

'TIS THE SEASON TO BE SELLING — Retailers around the country are full-swing into their Christmas selling campaigns. To hear those cash register bells ring, retailers are relying on all sorts of sales and advertising



FACT OR FICTION? — Rumors abound that changes at Durham, NC's Record Bar are in the works. What's in store for Barrie Bergman, pictured above? See column.

to lure in that all-important customer. **Michael Tedesco**, manager of **Moby Disc Records** in Los Angeles, is hoping to enhance his store's image as the place to find the widest variety of records. Recognizing that many customers during the Christmas season are not regular record buyers, Moby Disc has placed 94 various titles on sale with a vast wall display highlighting the product. "We wanted to let the non-Moby customer know that we have lots of music to offer at a sale price," Tedesco said. **Dave Crockett**, co-owner of **Karma Records** in Indianapolis, said last week that his stores are in the midst of their first ever TV campaign. 70 percent of

the advertising budget has been devoted to TV, he said. "Rather than run a constant campaign all the way through Christmas, we've decided to break it up," he said, describing the three separate campaigns that comprise the overall holiday scheme. The first campaign was called the Music Feast Sale and began on Thanksgiving day and ran through Dec. 5. 100 records were on sale. Crockett revealed that sales were 15 percent ahead of last Thanksgiving and attributes much of that to the TV ads. The second installment began Dec. 13 and is called The Gift Of Music sale. TV and print will support the sale. And finally, beginning Christmas day Karma offers a Dollar Off Sale. The storewide sale not only gives \$1 off any record, but runs in conjunction with a Trade In Your Turkey promotion in which any record, tape or CD received as an unwanted gift can be exchanged for any record of equal price, no matter where it was purchased. **Ann Gleason** communications specialist for **Camelot Music**, told *Shop Talk* that Camelot is running a sale with the theme, Home For The Holidays. It was kicked off in November with an 8-page tabloid mailer. The promotion gets support from print and radio as well as in-store signage linked with the campaign. After Christmas, coupon booklets that are available throughout the Christmas season will be redeemable through January 31 for savings store-wide. Tower Records has stuffed their regularly published *Pulse* magazine (which is very interesting reading — great features on an amazing array of artists) with a Holiday Gift Guide. The 24 page-guide features record company and accessory company advertising on a wide range of items.

CAMEL NEWS LETTER — A small store with a creative owner can get a lot of mileage from the use of a personal computer and word processor. Camel Records in Huntington Beach, CA and its owner **Sam Gennaway**, get the word out to its customers via an ingenious newsletter that Gennaway publishes with the use of his computer. Not only does the newsletter contain info on sale items and new releases, but a letters section encourages customers to write in. In the space of just a few pages, Gennaway packs in information on new groups, local happenings, new releases, news and views, and even political musings. Redeemable coupons, advertising and other uses for the newsletter make it a very useful tool to the retailer.

SOME BIZARRE RECORD — The adventurous UK label responsible for exporting **Soft Cell** and **The The** to the U.S. has pacted with Capitol Records to bring out a compilation of some of the label's acts. All of the artists on the record — which is called "If You Can't Please Yourself You Can't Please Your Soul" — contributed new songs especially for the package. Highlight on the record, from *Shop Talk's* point of view, are "Flesh And Bones" by The The and **Virginia Astley's** "Waiting To Fall."



A HOLLYWOOD PREMIERE — In a gala event benefiting Hollywood, *Wherehouse Entertainment* opened its new *Sunset Blvd.* outlet last week. This is the first of WEI's bold, "new concept" stores featuring modern design and 12,000 square feet.

RETAILER'S PICK

Retailer
Mark Renner

One Stop
Musical Sales

Market
Baltimore

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

Comments:

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

TOP 40 COMPACT DISCS

		12/14	Weeks On Chart
1	BROTHERS IN ARMS ★	15.98	30
2	NO JACKET REQUIRED	DIRE STRAITS (Warner Bros. 25264-2) WEA	30
3	AFTERBURNER	PHIL COLLINS (Atlantic 81240-2) WEA	33
4	BORN IN THE U.S.A.	ZZ TOP (Warner Bros. 25342) WEA	4
5	SCARECROW	BRUCE SPRINGSTEEN (Columbia CK 38653) CBS	67
6	MIAMI VICE	JOHN COUGAR MELLENCAMP (Riva 824 865) POL	9
7	THE DARK SIDE OF THE MOON	ORIGINAL TELEVISION SOUNDTRACK (MCA MCAD-6150) MCA	5
8	IN SQUARE CIRCLE ★	PINK FLOYD (Capitol CDP-46001) CAP	67
9	GREATEST HITS VOLUME I & II	STEVIE WONDER (Tamla/Motown TAMD 06134) MCA	7
10	LITTLE CREATURES	BILLY JOEL (Columbia J2K 40121) CBS	16
11	SONGS FROM THE BIG CHAIR	TALKING HEADS (Sire 2-25305) WEA	67
12	THE DREAM OF THE BLUE TURTLES	TEARS FOR FEARS (Mercury 824 300-2) POL	36
13	RECKLESS	STING (A&M CD 3750) RCA	21
14	WHITNEY HOUSTON	BRYAN ADAMS (A&M CD-5013) RCA	46
15	PRIVATE DANCER	(Arista JRCO-8221) RCA	13
16	DIAMOND LIFE	TINA TURNER (Capitol CDP-46041) CAP	64
17	CHRONICLES	SADF (Portrait RK 39581) CBS	33
18	KNEE DEEP IN THE HOOPLA	CREEDENCE CLEARWATER REVIVAL (Fantasy FCD 623-CCR2) IND	15
19	DECEMBER	STARSHIP (Gruny/RCA 5488) RCA	5
20	LIKE A VIRGIN ★	GEORGE WINSTON (Windham Hill CD 1025) RCA	7
		MADONNA (Sire 25157-2) WEA	56

		12/14	Weeks On Chart
21	MAKE IT BIG	—	—
22	HUNTING HIGH AND LOW	WHAM! (Columbia CK 39595) CBS	43
23	A DECADE OF STEELY DAN	A-HA (Warner Bros. 25300) WEA	6
24	HOUNDS OF LOVE	(MCA MCAD-5570) MCA	27
25	SPORTS	KATE BUSH (EMI America CDP746164) CAP	8
26	BE YOURSELF TONIGHT	HUEY LEWIS AND THE NEWS (Chrysalis VK 41412) CBS	27
27	DEJA VU	EURHYTHMICS (RCA PCD1-5429) RCA	21
28	HERE'S TO FUTURE DAYS	CROSBY, STILLS, NASH & YOUNG (Reprise 19118) IND	3
29	ANCIENT DREAMS ★	THOMPSON TWINS (Arista JRCO-8276) RCA	DEBUT
30	MANNHEIM STEAMROLLER CHRISTMAS	PATRICK O'HEARN (Private Music CD 1201) IND	3
31	MAKING MOVIES	(American Gramophone AGCD-1984) IND	3
32	FRESH AIRE III	DIRE STRAITS (Warner Bros. 3480) WEA	8
33	BUILDING THE PERFECT BEAST	MANNHEIM STEAMROLLER (American Gramophone AGCD-365) IND	12
34	HARLEQUIN	DON HENLEY (Geffen 24026-2) WEA	47
35	THURSDAY AFTERNOON	DAVE GRUSIN & LEE RITENOUR (GRP 1015) IND	13
36	ALTERNATING CURRENTS	BRIAN ENO (EG CD64) IND	3
37	BACK TO THE FUTURE	SPYRO GYRA (MCA MCAD 5606) MCA	8
38	ONE SIZE FITS ALL	ORIGINAL SOUNDTRACK (MCA MCAD-6144) MCA	9
39	THE SECRET OF ASSOCIATION	THE NYLONS (Open Air/Windham Hill OAO 301) RCA	8
40	WORLD WIDE LIVE ★	PAUL YOUNG (Columbia CK-39957) CBS	20
		SCORPIONS (Mercury 824 344-2) POL	8

★ INDICATES FULL DIGITAL RECORDING

WHAT'S IN-STORE

WINNING CARDS — A multi-million dollar "instant winner" sweepstakes will support the complete line of **Scotch** magnetic media products in the first quarter of 1986. Top prize is a deluxe home entertainment center valued at \$3,500 from **General Electric**. Called "Winning Cards," the program features a rub-off game card packed inside specially marked packages of **Scotch EG, EG+** and **EXG** extra high grade videocassettes. **Scotch Video Headcleaning Cassettes** and multi-packs of Scotch-brand floppy disks will also contain the game cards. All consumers who enter will win an item of top quality home video equipment from GE, Scotch magnetic media products or special "instant savings checks" worth \$4.50 on future purchases of Scotch blank media products. Six million game cards will be distributed with the Scotch products nationwide. Over 50,000 prizes are offered. "This promotion is a triple-threat because it supports our entire Scotch-brand family of products, stimulates initial purchase and provides an incentive for repeat purchase of highgrade and special application videocassettes," said **Bob Burnett**, marketing director for Scotch blank media.



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

A GOOD TIME — Recently released on **J.T. Records** (7927 Wilkinson Ave., North Hollywood, CA 91605) is the debut LP from **The 9 O'Clock News**. Featured on the album are ten of the band's best tunes, including a remake of **Nancy Sinatra's** "These Boots Are Made For Walking." L.A. new-wave radio station **KROQ** (FM 106.7) has been playing cuts from the album with good response. This fine rock album is being distributed by **California Record Distributors** in Glendale, CA; retailers should check out this talented bunch. For more info call **Media Mgt.** at 818-783-7242.

Ron Rosenthal

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



SONY VIDEOTAPE — Using technology from professional videotape research, Sony Tape Sales Company has introduced a new line of master grade videocassettes called the **Pro-X Series**. It is designed to meet the needs of consumers who do live videotaping, editing and PCM digital audio recording. The **Pro-X series** is the first half-inch consumer video cassette to feature a wide window that permits easy at-a-glance viewing of the tapes. Slated for a 1985 fall delivery, the videocassettes will be available in **Beta L-250** and **L-500**, and **VHS T-60** and **T-120** lengths. The new **Pro-X** will replace the **Pro series** line currently on the market.



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

TOP 40 ALBUMS

* AVAILABLE ON COMPACT DISC

	Weeks On 12/14 Chart		Weeks On 12/14 Chart
1 FABLES JEAN LUC PONTY (Atlantic 81276)	1 9	20 A WINTER'S SOLSTICE VARIOUS (Windham Hill/A&M WH-1045)	25 3
2 BLACK CODES (From The Underground) WYNTON MARSALIS (Columbia FC 40009)	2 11	21 WHITE WINDS * ANDREAS VOLLENWEIDER (CBS FM 39963)	20 44
3 DANCING IN THE SUN GEORGE HOWARD (TBA TB205)	3 34	22 SCHUUR THING DIANE SCHUUR (GRP-1022)	26 4
4 MAGIC TOUCH * STANLEY JORDAN (Blue Note BT 85101)	4 41	23 REJUVENATION LONNIE LISTON SMITH (Doctor Jazz FW-40063)	24 6
5 OASIS JOE SAMPLE (MCA 5481)	5 18	24 WARNING * BILLY COBHAM (GRP-A-1020)	19 11
6 ATLANTIS WAYNE SHORTER (Columbia FC 40055)	7 13	25 SPECTRUM AZYMUTH (Milestone M 9134)	21 8
7 SKIN DIVE MICHAEL FRANKS (Warner Bros. 25275-1)	8 28	26 YOU'RE UNDER ARREST * MILES DAVIS (Columbia FC 40029)	22 30
8 AL JARREAU IN LONDON * (Warner Bros. 25331)	6 14	27 MOSAIC * MARK EGAN (Hip Pocket HP-104)	31 2
9 ALTERNATING CURRENTS * SPYRO GYRA (MCA 5806)	9 26	28 SODA FOUNTAIN SHUFFLE * EARL KLUGH (Warner Bros. 25262-1)	28 35
10 DECEMBER * GEORGE WINSTON (Windham Hill/A&M WH-1025)	14 59	29 STAND UP STEVE MORSE BAND (Elektra 60448)	27 6
11 HARLEQUIN * DAVE GRUSIN & LEE RITENOUR (GRP 1015)	11 37	30 AMERICAN EYES RARE SILK (Palo Alto PA 8086)	29 37
12 VOCALESE * THE MANHATTAN TRANSFER (Atlantic 81266-1)	10 20	31 OPENING NIGHT * KEVIN EUBANKS (GRP A-1013)	30 21
13 YOU MIGHT BE SURPRISED ROY AYERS (Columbia FC 40022)	13 7	32 CHAMPION JEFF BERLIN & VOX HUMANA (Passport PJ 88004)	33 8
14 FANTASY RAMSEY LEWIS (Columbia FC 40108)	16 5	33 STRAIGHT TO THE HEART * DAVID SANBORN (Warner Bros. 25150-1)	34 36
15 SOARING THROUGH A DREAM AL DI MEOLA (Manhattan ST-53011)	15 16	34 MAISHA SADAO WATANABE (Elektra 60431-1)	32 22
16 ANOTHER PLACE HIROSHIMA (Epic BFE 39938)	17 7	35 PIANO SAMPLER VARIOUS ARTISTS (Windham Hill/A&M 1040)	DEBUT
17 SLOW MOTION * ANDY NARELL (Hip Pocket HP-105)	12 8	36 HOT HOUSE FLOWERS * WYNTON MARSALIS (Columbia FCC 39530)	36 64
18 DIGITAL WORKS * AHMAD JAMAL (Atlantic 81258)	18 14	37 SKY DANCE RODNEY FRANKLIN (Columbia FC 39962)	37 28
19 AUTUMN * GEORGE WINSTON (Windham Hill/A&M WH-1012)	23 41	38 20/20 * GEORGE BENSON (Warner Bros. 9 25178-1)	39 47
		39 JUST FEELIN' McCOY TYNER (Palo Alto PA 8083)	35 20
		40 HIGH VISIBILITY VICTOR FELDMAN'S GENERATION BAND (TBA TB208)	38 20

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

ON JAZZ

Lee Jeske, New York

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

RINGING IT OUT, RINGING IT IN — As if there aren't enough reasons not to go out New Year's Eve — high prices, high crowds, and public radio's live jazz gala from around the country — PBS, you know the television end of listener and corporation-sponsored broadcasting, will



ON THE GRAIL — Howard Johnson (l), as King Arthur, and George Gruntz, as the Devil, at a recent performance in Graz, Austria of Gruntz' "scenic jazz oratorio," "The Holy Grail of Jazz & Joy."

air *New Year's Eve Jazz Celebration* over at least 120 of its member stations. Airing live from Ethel's Place in Baltimore, and produced by Maryland Public Television, *N.Y.E.J.C.* will feature performances by Joe Williams, Gerry Mulligan, the Ray Brown/Milt Jackson Quartet (with Cedar Walton and Mickey Roker), Phil Woods, "Toots" Thlelemans and the club's namesake, Ethel Ennis. Bill Boggs (?) will handle the hosting chores and, don't worry, "midway through the celebration, the music will stop and the audience will be invited to participate in the traditional countdown to the New Year and the singing of 'Auld Lang Syne.'" Sounds like New Year's will be best spent this year with a radio, a tv, and a bottle of chilled cold duck.

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

O LITTLE TOWN — "The Jazz Nativity: A Christmas Fantasy in Jazz," will fill the halls of New York's St. Peter's Church — the jazz church — on December 17. Anne Phillips is the musical director and arranger and the players include Maxine Sullivan, Clark Terry, Wayne Andre, George Mraz, Grady Tate, Tommy Flanagan, Judy Neimack, Jerry Dodgion, Marvin Stamm and Gene Bertocini. St. Peter's is just a stone's toss from Bloomingdale's, so you can get a little late Christmas shopping in before hitting the gig — only save \$15 for the admission donation.

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

DRG's Disques Swing, the classy \$5.98 and \$6.98 reissue series, has just come up with three toe-tapping items: "Mezz Mezzrow", Lena Horne's "Lena Goes Latin," and Eartha Kitt/Doc Cheatham/Bill Coleman, a collection of bits and pieces by two trumpeters and a chanteuse.

Savoy Jazz, a division of Muse, has just brought back to the world Dexter Gordon's "The Master Takes: The Savoy Recordings," "The Ravens" "Old Man River," and Little Jimmy Scott's "All Over Again." Muse itself has reissued one of the finest of Sonny Stitt's albums, the 1972 "Constellation" (originally on Cobblestone.)

BOPPING AROUND — The top five LPs in the readers poll of Japan's *Swing Journal* magazine are: 1. "Art Blakey & The Jazz Messengers Live at Sweet Basil." 2. "You're Under Arrest," Miles Davis. 3. "Gil Evans & The Monday Night Orchestra Live at Sweet Basil." 4. "Autumn Leaves," the Manhattan Jazz Quintet and, 5. "Magic Touch," Stanley Jordan. N.Y.'s Sweet Basil, where Nos. 1 & 3 were recorded, is proud of this . . . Stan Getz has been appointed artist in residence at Stanford University, beginning Jan. 1; his tenure will help the Palo Alto, CA institution begin building a jazz division for its acclaimed music department . . . Dave Burrell, the excellent pianist and composer who has spent a good deal of time recently in Sweden, completing his opera, "Windward Passages," has just returned to the states; Philadelphia to be precise.

FEATURE PICKS

TWILIGHT TIME — Bennie Wallace — Blue Note BT 85107 — Producers: Bennie Wallace, Mac Rebennack, Christine Martin, Joel Dorn — List: 8.98 — Bar Coded

After seven albums in Europe, Bennie Wallace, one of the finest tenor saxophonists of his generation, has come home to roost. And what a U.S. debut it is! A Southerner, Wallace explores his roots with the help of such dynamic guests as Stevie Ray Vaughan, Dr. John, Jack DeJohnette, John Scofield, Ray Anderson, Eddie Gomez, and Bernard Purdie. A hard-edged LP, featuring Wallace originals and such down home standards as "Trouble In Mind," "Tennessee Waltz," and the title track.

ERROL GARNER PLAYS GERSHWIN & KERN — Emarcy 826-224-1 — Producer: Martha Glaser — List: 9.98 — Bar Coded

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

MOTHERLAND PULSE — Steve Coleman — JMT 85001 (dist. by PolyGram Special Imports) — Producer: Stefan F. Winter — List: 9.98

A good, distinctive debut LP from alto saxophonist Coleman, who proves to be as adept with the pen as he is with the horn. With a host of other hot young players, Coleman displays the abilities of a leader — letting everybody stretch out just enough to make their points.

GRP LIVE IN SESSION — Dave Grusin/Lee Ritenour/Diane Schuur/Dave Valentin — Producer: Lee Ritenour — List: 9.98 — Bar Coded

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

NASHVILLE FORUM

Tom McEntee, Nashville

(The following is a guest editorial by Roger Sovine, vice president of the Nashville office of BMI. It is presented in the form of an open letter to songwriters and publishers.)

As far back as I can remember, there has always been some point of the law that was being challenged. In the music business the copyright has been shot at from every angle. None of those shots has ever had the effect that House Bill H.R. 3521 will have on the income of writers and publishers. Because of that I want you to take time to read these facts very carefully and to get involved in the fight to defeat this issue.

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

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

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

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

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

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

Roger Sovine



Roger Sovine

TOP 50 ALBUMS

Title, Artist, Label, Number, Distributor

★ = Available on Compact Disc

■ = Platinum (RIAA Certified)

□ = Gold (RIAA Certified)

		Weeks On 12/14 Chart	Weeks On 12/14 Chart
1	RHYTHM AND ROMANCE ★ ROSANNE CASH (Columbia FC-39463)	1	26
2	SOMETHING SPECIAL GEORGE STRAIT (MCA 5605)	2	14
3	THE FORESTER SISTERS THE FORESTER SISTERS (Warner Bros. 1-25314)	5	13
4	40 HOUR WEEK ★■ ALABAMA (RCA AHL1-5339)	4	45
5	GREATEST HITS VOL. 2 RONNIE MILSAP (RCA AHL 1-5425)	3	35
6	THERE'S NO STOPPING YOUR HEART MARIE OSMOND (Capitol/Curb ST-12414)	7	13
7	ALABAMA CHRISTMAS ALABAMA (RCA ASLI-7014)	10	4
8	HALF NELSON WILLIE NELSON (Columbia FC 39990)	8	10
9	HIGHWAYMAN W. NELSON, K. KRISTOFFERSON, J. CASH, W. JENNINGS (Columbia FC 40056)	9	31
10	SHAKIN' SAWYER BROWN (Capitol/Curb ST-12438)	13	9
11	ANYTHING GOES GARY MORRIS (Warner Bros. 1-25279)	6	16
12	PARDNERS IN RHYME THE STATLER BROTHERS (Mercury 422-824 420-1)	11	33
13	SWEET DREAMS (MUSIC FROM THE MOTION PICTURE SOUNDTRACK) PATSY CLINE (MCA MCA-6149)	19	7
14	THE HEART OF THE MATTER ★ KENNY ROGERS (RCA AFL1 7023)	18	5
15	PARTNERS, BROTHERS AND FRIENDS THE NITTY GRITTY DIRT BAND (Warner Bros. 1-25304)	17	17
16	HOWARD AND DAVID THE BELLAMY BROTHERS (MCA/Curb-5586)	12	22
17	STREAMLINE ★ LEE GREENWOOD (MCA 5622)	15	13
18	ROCKIN' WITH THE RHYTHM THE JUDDS (RCA/Curb AHL1-7042)	25	4
19	GREATEST HITS VOL. 2 ★ HANK WILLIAMS, JR. (Warner Bros./Curb 1-25328)	27	4
20	STAND UP MEL MCDANIEL (Capitol ST-12437)	20	8
21	WON'T BE BLUE ANYMORE DAN SEALS (EMI-America ST-17166)	21	12
22	GREATEST HITS EARL THOMAS CONLEY (RCA AHL1-7032)	29	5
23	FIVE-O ★ HANK WILLIAMS, JR. (Warner Bros./Curb 1-25267)	16	13
24	RESTLESS HEART RESTLESS HEART (RCA CPL1-5369)	26	35
25	HANG ON TO YOUR HEART EXILE (Epic BFE 40000)	14	8
26	LIVE IN LONDON RICKY SKAGGS (Epic FE 40103)	43	3
27	I HAVE RETURNED JANIE FRICKE (Columbia FC 40165)	36	5
28	SOUTHERN PACIFIC SOUTHERN PACIFIC (Warner Bros. 25206)	30	13
29	LAST MANGO IN PARIS □ JIMMY BUFFETT (MCA 5600)	28	22
30	GET TO THE HEART BARBARA MANDRELL (MCA 5619)	31	11
31	I HAVE RETURNED RAY STEVENS (MCA MCA-5635)	32	8
32	ME AND PAUL WILLIE NELSON (Columbia FC 40008)	33	29
33	STEP ON OUT ★ THE OAK RIDGE BOYS (MCA 5555)	34	38
34	TOKYO, OKLAHOMA JOHN ANDERSON (Warner Bros. 1-25211)	35	22
35	GREATEST HITS ★ LEE GREENWOOD (MCA 5582)	37	33
36	AMBER WAVES OF GRAIN MERLE HAGGARD (Epic FE 40224)	50	3
37	OLD FLAME JUICE NEWTON (RCA AHL1-5493)	54	2
38	KENTUCKY HEARTS EXILE (Epic FE 39424)	39	82
39	JUST A WOMAN LORETTA LYNN (MCA MCA-5613)	38	8
40	CHRISTMAS TO CHRISTMAS LEE GREENWOOD (MCA 5623)	DEBUT	
41	TURN THE PAGE WAYLON JENNINGS (RCA AHL 1-5428)	42	20
42	RADIO HEART CHARLY McCLAIN (Epic FE 39871)	41	28
43	WHY NOT ME □ THE JUDDS (RCA/Curb AHL 1-5319)	24	58
44	GREATEST HITS ★ GEORGE STRAIT (MCA 5567)	23	39
45	WHO'S GONNA FILL THEIR SHOES GEORGE JONES (Epic FE 39598)	22	13
46	THANK GOD FOR RADIO (AND ALL THE HITS) THE KENDALLS (Mercury 826 307-1)	61	2
47	ME & THE BOYS THE CHARLIE DANIELS BAND (Epic-39878)	DEBUT	
48	LIFE'S HIGHWAY STEVE WARINER (MCA 5672)	60	2
49	JOHN CONLEE'S GREATEST HITS, VOL. II JOHN CONLEE (MCA 5642)	52	3
50	CHASIN' RAINBOWS CONWAY TWITTY (Warner Bros. 25294)	58	2

HOT CUTS

- Juice Newton — Cheap Love — (Old Flame)
- T.G. Sheppard — Hunger For You — (Living On The Edge)
- Lee Greenwood — Streamline — (Streamline)
- T.G. Sheppard — Hangin' Onto Your Heart — (Living On The Edge)
- Dan Seals — Headin' West — (Won't Be Blue Anymore)
- Charlie Daniels Band — Class Of '63 — (Me And The Boys)
- Judds — Grandpa — (Rockin' With The Rythmn)
- Vince Gill — Colder Than Winter — (Things That Matter)
- Ray Stevens — Blue Cyclone — (I Have Returned)
- Steve Wariner — The Heartland — (Life's Highway)
- Juice Newton — You Make Me Want To Make You Mine — (Old Flame)
- Sammi Smith — Love Me All Over — (Better Than Ever)
- The Shoppe — Like A Rose In The Sand — (The Shoppe)



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

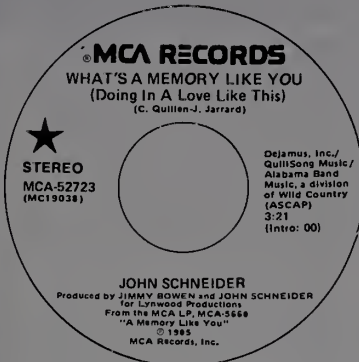
TOP 100 COUNTRY SINGLES

December 21, 1985

		Weeks On 12/14 Chart			Weeks On 12/14 Chart			Weeks On 12/14 Chart			
1	HAVE MERCY THE JUDDS (RCA/Curb PB-14193)	2	12	35	I SURE NEED YOUR LOVIN' JUDY RODMAN (MTM B-72061)	39	6	67	WHILE THE MOON'S IN TOWN THE SHOPPE (MTM-3-72063)	74	2
2	MORNING DESIRE KENNY ROGERS (RCA PB-14194)	6	10	36	BURNED LIKE A ROCKET BILLY JOE ROYAL (Atlantic-America 7-99599)	41	8	68	SOME SUCH FOOLISHNESS TOMMY ROE (MCA/Curb 52711)	63	5
3	SOMEBODY ELSE'S FIRE JANIE FRICKE (Columbia 38-05617)	4	14	37	THE ONE I LOVED BACK THEN GEORGE JONES (Epic 34-05698)	48	4	69	DREAMLAND EXPRESS JOHN DENVER (RCA PB 14227)	DEBUT	
4	STAND UP MEL McDANIEL (Capitol B-5513)	3	15	38	PERFECT STRANGER SOUTHERN PACIFIC (Warner Bros. 7-28870)	45	6	70	FIVE FINGERS RAY PRICE (Step One SOR 350)	81	2
5	HOME AGAIN IN MY HEART THE NITTY GRITTY DIRT BAND (Warner Bros. 7-28897)	10	11	39	ME AND PAUL WILLIE NELSON (Columbia 38-05597)	26	15	71	AMERICAN WALTZ MERLE HAGGARD (Epic 34-05734)	DEBUT	
6	THE CHAIR GEORGE STRAIT (MCA 52667)	1	14	40	YOU ARE MY MUSIC, YOU ARE MY SONG CHARLY McCLAIN & WAYNE MASSEY (Epic 34-05693)	44	4	72	COFFEE BROWN EYES BILLY WALKER (Tall Texas TTR 59)	65	7
7	BETTY'S BEIN' BAD SAWYER BROWN (Capitol/Curb B-5517)	8	12	41	I LOVE YOU BY HEART SYLVIA & MICHAEL JOHNSON (RCA PB 14217)	51	5	73	LOVE'S GONE BAD JAY CLARK (CR-301-NSD)	83	2
8	NEVER BE YOU ROSANNE CASH (Columbia 38-05621)	11	12	42	PLEASE BE LOVE MARK GRAY (Columbia 38-05695)	49	5	74	I'M GONNA HURT HER ON THE RADIO DAVID ALLAN COE (Columbia 38-05631)	50	7
8	BOP DAN SEALS (EMI America B-8289)	15	8	43	SAFE IN THE ARMS OF LOVE ROBIN LEE (Evergreen EV-1037)	47	7	75	YOUR MEMORY AIN'T WHAT IT USED TO BE MICKEY GILLEY (Epic 34-05744)	DEBUT	
10	YOU MAKE ME FEEL LIKE A MAN RICKY SKAGGS (Epic 34-05585)	5	15	44	THINK ABOUT LOVE DOLLY PARTON (RCA 14218)	52	3	76	BABY WHEN YOUR HEART BREAKS DOWN THE OSMOND BROTHERS (EMI American/Curb B-8298)	85	2
11	ONLY IN MY MIND REBA McENTIRE (MCA 52691)	14	12	45	OKLAHOMA BORDERLINE VINCE GILL (RCA PB 14216)	53	4	77	WHY YOU BEEN GONE SO LONE BRENDA LEE (MCA 52720)	DEBUT	
12	A WORLD WITHOUT LOVE EDDIE RABBITT (RCA PB-14192)	13	10	46	TOO MUCH ON MY HEART THE STATLER BROTHERS (Mercury 884 016-7)	22	18	78	COUNTRY MUSIC LIVES TODAY BILL ANDERSON (Swanee-DWD-SW-5022)	86	2
13	OLD SCHOOL JOHN CONLEE (MCA 52695)	17	9	47	I COULD GET USED TO YOU EXILE (Epic 34-05699)	54	3	79	QUIET NIGHTS OF QUIET STARS TONY ALAMO (Alamo 333)	80	9
14	BREAK AWAY GAIL DAVIES (RCA PB-14184)	12	13	48	FAST LANES AND COUNTRY ROADS BARBARA MANDRELL (MCA 52737)	56	3	80	FEEL THE FIRE FAMILY BROWN (RCA 50837)	DEBUT	
15	MEMORIES TO BURN GENE WATSON (Epic 34-05633)	18	10	49	FEED THE FIRE KEITH STEGALL (Epic 34-05643)	42	9	81	LOUISIANA LEGS DEL REEVES (Playback 1102)	DEBUT	
16	JUST IN CASE THE FORESTER SISTERS (Warner Bros. 7-28875)	21	8	50	HEART OF THE COUNTRY KATHY MATTEA (Mercury 884 177-7)	43	9	82	CAN'T KEEP A GOOD MAN DOWN ALABAMA (RCA PB-14165)	60	18
17	NOBODY FALLS LIKE A FOOL EARL THOMAS CONLEY (RCA PB-14172)	7	15	51	TIMBERLINE EMMYLOU HARRIS (Warner Bros. 7-28852)	58	5	83	I FEEL A HEARTACHE COMING ON BOBBI LACE (GBS-728)	DEBUT	
18	IT'S TIME FOR LOVE DON WILLIAMS (MCA 52692)	19	11	52	STILL HURTIN' ME THE CHARLIE DANIELS BAND (Epic 34-05699)	61	3	84	I HOPE THIS NIGHT WILL NEVER END MAL STOVER (Killer-1003)	DEBUT	
19	(BACK TO THE) HEARTBREAK KID RESTLESS HEART (RCA PB-14190)	24	8	53	WHAT AM I GONNA DO ABOUT YOU CON HUNLEY (Capitol B-5525)	62	3	85	HANG ON TO YOUR HEART EXILE (Epic 34-05580)	59	19
20	THE LEGEND AND THE MAN CONWAY TWITTY (Warner Bros. 7-28866)	23	9	54	YOU SHOULD HAVE BEEN GONE BY NOW EDDY RAVEN (RCA PB-14250)	64	2	86	RENO AND ME BOBBY BARE (EMI B-8296)	79	4
21	HURT JUICE NEWTON (RCA PB-14199)	27	7	55	SHE'S LOVIN' ME HOME TONIGHT DAVID HOUSTON (CBT 9208)	57	5	87	DONCHA T.G. SHEPPARD (Columbia 38-05591)	37	16
22	LIE TO YOU FOR YOUR LOVE THE BELLAMY BROTHERS (MCA/Curb MCA-52668)	9	16	56	GET BACK TO THE COUNTRY NEIL YOUNG (Geffen 7-28883)	35	10	88	IF THE PHONE DOESN'T RING, IT'S ME JIMMY BUFFETT (MCA 52664)	28	14
23	SHE TOLD ME YES CHANGE (Mercury 884 178-7)	25	10	57	IT'S FOUR IN THE MORNING TOM JONES (Mercury 880 569 7)	66	5	89	SOME OF SHELLY'S BLUES MAINES BROTHERS (Mercury 884-228-7)	68	5
24	YOU CAN DREAM OF ME STEVE WARINER (MCA 52721)	31	6	58	EVERY DAY JAMES TAYLOR (Columbia 38-05681)	67	2	90	YOU'LL NEVER KNOW LEW DeWITT (Compleat CP-147)	73	4
25	MAKIN' UP FOR LOST TIME CRYSTAL GAYLE/GARY MORRIS (Warner Bros. 7-28856)	33	5	59	TWO HEARTS CAN'T BE WRONG TWO HEARTS (MDJ 5831)	55	5	91	THE PART OF ME THAT NEEDS YOU MOST B.J. THOMAS (Columbia 38-05647)	84	6
26	THERE'S NO STOPPIN' YOUR HEART MARIE OSMOND (Capitol/Curb B-5521)	32	7	60	I'LL NEVER STOP LOVING YOU GARY MORRIS (Warner Bros. 7-28947)	46	18	92	SHE ALMOST MAKES ME FORGET ABOUT YOU L.W. KENNEDY (Jere 1001)	88	3
27	I TELL IT LIKE IT USED TO BE T. GRAHAM BROWN (Capitol B-5524)	30	10	61	LONELY DAYS, LONELY NIGHTS PATTY LOVELESS (MCA 52694)	70	4	93	(IF YOU AIN'T GOT IT) I DON'T NEED IT ANYWAY BILL PITCOCK (Motion 1020)	89	5
28	I DON'T MIND THE THORNS (IF YOU'RE THE ROSE) LEE GREENWOOD (MCA 52656)	16	16	62	OLD BLUE YODELER RAZZY BAILEY (MCA 52701)	69	2	94	I'M LEAVING NOW JOHNNY CASH (Columbia 38-05672)	80	4
29	I DON'T WANT TO GET OVER YOU THE WHITES (MCA/Curb 52697)	29	9	63	EVERYTHING IS CHANGING JOHNNY PAYCHECK (AM! 1327)	72	2	95	MUSICAL FIX ERNIE BIVENS (GBS 725)	78	4
30	COME ON IN (YOU DID THE BEST YOU COULD DO) THE OAK RIDGE BOYS (MCA 52722)	34	5	64	HONKY TONK TONIGHT COLT DANIELS (Messa NSD/M-1120)	71	2	96	SHE'S MINE NOW CARL FARRIS (Swanee DKD-SW 5022)	77	4
31	THE DEVIL'S ON THE LOOSE WAYLON JENNINGS (RCA PB-14215)	38	6	CHARTBREAKER				97	MR. BARTENDER CAROL ROMAN (RCI R-2390-1)	93	2
32	DOWN IN TENNESSEE JOHN ANDERSON (Warner Bros. 7-28855)	36	9	65	WHAT'S A MEMORY LIKE YOU (DOING IN A LOVE LIKE THIS) JOHN SCHNEIDER (MCA 52723)	DEBUT		98	MY BEST FRIEND THINKS HE'S RAMBO KEN BURROWS (GBS 726)	76	3
33	THEY NEVER HAD TO GET OVER YOU JOHNNY LEE (Warner Bros. 7-28901)	20	12	66	WHAT A MEMORY YOU'D MAKE JIM COLLINS (White Gold 22251)	75	3	99	I FEEL THE COUNTRY CALLIN' ME MAC DAVIS (MCA 52669)	87	11
34	IT'S JUST A MATTER OF TIME GLEN CAMPBELL (Atlantic America 7-99600)	40	5					100	THIS AIN'T DALLAS HANK WILLIAMS, JR. (Warner Bros./Curb 7-28912)	90	16

ALPHABETICAL LISTING ON INSIDE BACK COVER

MOST ADDED



STRONG ADDS

You Should Have Been Gone By Now — Eddy Raven — RCA
Dreamland Express — John Denver — RCA
Fast Lanes and Country Roads — Barbara Mandrell — MCA
Every Day — James Taylor — Columbia
I Love You By Heart — Sylvia/Michael Johnson — RCA
Love's Gone Bad — Jay Clark — Concorde Records
Five Fingers — Ray Price — Step One

STATION ADDS

KCJB — Jay Davis — Minot
J. Rodman
C. McClain/W. Massey
M. Gray
D. Parton
B. Mandrell
D. Houston
T. Jones
J. Taylor

KCTI — Jim Perkins — Gonzales
B. Mandrell
Exile
C. Hunley
T. Roe

KFDI — Gary Hightower — Wichita
B.J. Royal
R. Lee
E. Raven
R. Price

KFEQ — Bob Orf — St. Joseph
J. Newton
W. Jennings
Sylvia/M. Johnson
E. Raven
R. Price

KFRD — Bill Ingram — Rosenberg
J. Newton
J. Anderson
P. Loveless
L. DeWitt

KEED — Billy Pilgrim — Eugene

G. Campbell
G. Jones
B. Mandrell
J. Taylor
R. Price

KKYX — Jerry King — San Antonio
S. Pacific
R. Lee
J. Paycheck
The Shoppe
J. Clark
J. Denver

KRAK — Rick Stewart — Sacramento
Sylvia/M. Johnson
S. Pacific
M. Gray
B. Mandrell

KRDR — Mark Wade — Gresham
W. Jennings
Sylvia/M. Johnson
C. Hunley
E. Raven
J. Schneider

KTOM — Marc Hahn — Salinas
T. Graham Brown
C. Daniels Band
E. Raven
B. Walker
J. Schneider

KVEG — Andy Carr — Las Vegas
T. Graham Brown
S. Pacific
M. Gray
E. Harris
P. Loveless
J. Denver

KVOX — Scotty Winston — Moorhead
B.J. Royal
D. Parton
V. Gill
Exile
B. Mandrell
C. Daniels-Band

WCMX — Jeff Gill — Leominster
Exile
T. Roe
E. Raven
J. Denver

WACO — Bob Kirby — Waco
P. Loveless
J. Paycheck
J. Clark
J. Schneider

WCCN — Dick Deno — Neillsville
C. Gayle/G. Morris
G. Campbell
S. Pacific
T. Roe
R. Price
Osmonds
C. Ruman

WKKN — Curtis King — Rockford
Sylvia/M. Johnson
Exile
T. Jones
P. Loveless

Tree International Toasts Songwriters

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

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

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

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

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

HOT PHONES

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

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

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

Exile
E. Raven
J. Taylor
J. Clark

WWWW — Kevin Herring — Detroit
T. Graham Brown
S. Wariner
M. Osmond
Exile

WIXZ — Jack Seckel — East McKeesport
J. Rodman
R. Lee
T. Jones
Colt Daniels
B. Anderson

WWVA — Bill Berg — Wheeling
V. Gill



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



WANTED — BMI hosted a gathering recently in celebration of Rosanne Cash and her number one CBS single, "I Don't Know Why You Don't Want Me." Pictured above during the festivities are (l-r): Waylon Jennings; Bonnie Garner, CBS Records; Rodney Crowell; Del Bryant of BMI; Ted Barton of Criterion Music Group; Johnny Cash; Rosanne Cash; and Frances Preston, senior vice-president, BMI.

ALBUM RELEASES



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

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

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

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



Country Videos Take Gold

NASHVILLE — The International Film and Television Festival of New York recently awarded its first gold medal in the Country/Western video category to the *Highwayman* and its second place silver medal to *Who's Gonna Fill Their Shoes*.

According to a spokesperson for the festival, this is the first year in three years since the establishment of the country category that a first place or gold medal has been awarded. Determination of awards in music video categories are made by a panel consisting of New York production executives.

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

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



TOGETHER AGAIN — Warner Brothers artists John Anderson and Emmylou Harris were reunited in the studio recently during the production of Harris' upcoming album. Anderson joined Harris on "Someone I Used To Know." The two had worked on projects in the past and it's rumored a duet single may be released.

SINGLE RELEASES

OUT OF THE BOX



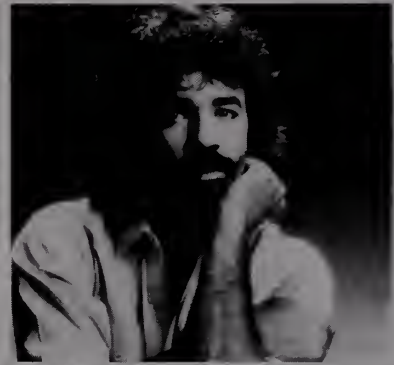
LEE GREENWOOD (MCA-52741) **Don't Underestimate My Love For You** (3:03) (MCA/Diamond House/Warner-Elektra-Asylum/Dorff/Leeds/Patchwork—BMI/ASCAP) (S. Diamond, S. Dorff, D. Loggins) (Producer: Jerry Crutchfield)

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

GARY MORRIS (Warner Brothers 7-28823)

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

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



FEATURE PICKS

KENNY ROGERS (Liberty P-B-1526)

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

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

CHARLEY PRIDE (RCA JK-14265)

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

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

NEW FACES TO WATCH

"I'm such a big fan of the old, traditional type of country music. That's all I've ever really listened to and I want to keep that kind of sound alive. I love stone country."

That, from Randy Travis who has recently signed with Warner Brothers and is currently "cautiously optimistic" about the future of his latest single "1982."

Though Randy began singing and picking guitar at age eight and playing clubs at age 14, it wasn't until 1980, The North Carolina native made the move to Nashville.

Though his first job was at the Nashville Palace, a popular club near Opryland, it wasn't singing. His place was in the kitchen — as a cook and dishwasher. But before long Randy was performing on stage and it was there that Warner Brothers execs spotted his talent.

The 26-year-old's first release "On The Other Hand" secured a foothold on the charts and got Randy Travis out to radio. "1982," a classic, country single of love gone astray, could do even better. Randy's voice reflects a deep maturity and maintains strong influences from Hank Williams, Merle Haggard and George Jones.



Randy Travis

In the past several months Randy's been opening shows for T.G. Sheppard, and his idol George Jones. In between recording and writing, he is still playing at the Nashville Palace and hopes that 1982 will make 1986 a big year!

GOSPEL COLUMN

CHANGES TAKIN' PLACE — Three former execs from The Benson Company have opened a Nashville-based Christian music products and services company. Stronghold Inc., is staffed by **Wayne Erickson**, president; **Phil Johnson**, vice-president, artist and songwriter development; **Allen Brown**, vice president, marketing and product development; and **Klm Williams**, manager of operations . . . Canaan Records, **The Florida Boys** and Templeton Tours are giving away a cruise for two to the Bahamas on the 13th annual "Singing At Sea." The Florida Boys' new album has been shipped with contest entry forms in each record. Entry deadlines are May 31, 1986 . . . The Benson Company and the nationally syndicated **Pat Boone Show** have teamed up for 1986. The show airs weekly in 200 markets and the 52 shows slated for 1986 will feature 90-second spotlight segments highlighting the Benson Company and their roster of artists . . . Reports from the



HELPING HAND — Andrae Crouch (right) helps the Fords on their first album "One Touch."

Bill Galther Trio publicist acknowledge that the trio's tour drew more than 100,000 people in 17 cities throughout the north and east this past fall. The Gaithers and **Sandi Patti's** tour took the group to places which included Radio City Music Hall, The Omni (Atlanta), Crisler Arena (Ann Arbor and Rupp Arena (Lexington) . . . Myrrh Records has expanded its artist roster to include **Dave Perkins**, who is best known for his work with **Carole King**, **Jerry Jeff Walker** and **Papa John Creach** of **Jefferson Starship** . . . **Kenneth** and **Theresa Ford** have been joined by a series of top gospel music artists including **Andrae Crouch**, **James Cleveland** and **Krislie Murden Edwards** for their premiere album "One Touch." Crouch is writing at least

one song on the Ford's album and working with Kenneth on arranging the project . . . **Robert Turner** and his **Silver Heart Singers** have celebrated their 25th anniversary, following the release of their "A Change In My Life" and "Hold Out" albums on Tyscot Records. Plans are being made to release another album in spring of 1986 . . . Greentree recording artists **Mickey** and **Beckl Moore** recently helped raise \$18,000 as guest hosts for the Philadelphia Teen Challenge's 1985 Radiothon. This is the second year the two have hosted the live five-hour broadcast on station WZZD to raise money for the teen's drug and rehabilitation center . . . It was a high-energy crowd that gathered at the Opry House Dec. 5, to see the **DeGarmo** and **Key** concert. The audience was mainly made up of fans ranging in ages from 13 to 22, that rocked to the group's string of hits including "6,6,6," "You Can't Run From Thunder" and "Communication."

Mary Kujawa



STOOKEY AND COMPANY — Noel Paul Stookey and his group **Bodyworks**, recently performed cuts from their "State Of The Heart" album at a Salvation Army sponsored concert in New York City. (l-r) Captain **James Knaggs**; **Denny Bouchard**, keyboardist; **Karla Thibodeau**, vocalist; **Kent Palmer**, bassist; **Jimmy Nalls**, guitarist; **Major Lawrence Moretz** and **Stookey**.

CASHBOX

Anything Else Is A
Compromise

TOP 30 ALBUMS

Inspirational

		Weeks On 12/14 Chart
1	UNGUARDED AMY GRANT (Myrrh 7-01-680606-5)	1 31
2	MEDALS RUSS TAFF (Myrrh 7-01-679206-4)	2 23
3	LET THE WIND BLOW THE IMPERIALS (Myrrh 7-01-682006-8)	3 37
4	SEVEN DAVID MEECE (Myrrh 7016812065)	4 21
5	CHOOSE LIFE DEBBIE BOONE (Lamb And Lion LLR 3008)	5 33
6	BEAT THE SYSTEM PFTRA (Starsong 7012057881)	6 39
7	SONGS FROM THE HEART SANDI PATTI (Impact RO3884)	7 55
8	SHEEP IN WOLVES CLOTHING MYLON LEFEVRE & BROKEN HEART (Myrrh 7-01-6/90-06-1/Word)	8 18
9	HE HOLDS THE KEY STEVE GREEN (Sparrow SPR 1104)	10 19
10	ON THE FRITZ STEVE TAYLOR (Sparrow SPR-1105)	9 21
11	POWER OF PRAISE PHIL DRISCOLL (Sparrow SPR 1102)	13 21
12	HOTLINE WHITEHEART (Home Sweet Home 7010001391)	12 18
13	BENNY FROM HERE BENNY HESTER (Word SPCN 9-01-638357-3S)	14 15
14	COMING ON STRONG CARMAN (Myrrh 7016807061)	11 39
15	COMMUNICATION DEGARMO AND KEY (Benson 01073)	15 40
16	HAVE YOURSELF COMMITTED BRYAN DUNCAN (Light LS 5871/Lexicon)	17 13
17	JESUS IS COMING SOON OUR BROTHERS KEEPER QUARTET (Alamo 1942)	18 12
18	SHAKE ME TO WAKE ME STEVE CAMP (Sparrow SPR 1103)	20 12
19	WHAT A WAY TO GO BILLY SPRAGUE (Reunion SPCN 701008124)	16 39
20	LOOK WHO LOVES YOU NOW MICHELLE PILLAR (Sparrow SPR 1095)	19 45
21	KINGDOM SEEKERS TWILLA PARIS (Starsong SPCN 7-102-06186-2)	23 5
22	DON'T HIDE YOUR HEART SHEILA WALSH (Sparrow 1101)	22 13
23	I'VE JUST SEEN JESUS LARNELLE HARRIS (Impact RO 3732)	21 21
24	BY HIS SPIRIT SILVERWIND (Sparrow SPR 1097)	24 13
25	NON-FICTION BOB BENNETT (Starsong 7-102- 05986)	28 3
26	ACTION STEVE ARCHER (Home Sweet Home 7-102-0002098)	29 3
27	WHAT YOU NEED THE ENGLISH BAND (Word 7-01-681306-1)	27 9
28	STRAIGHT AHEAD AMY GRANT (Myrrh 675706-4)	26 95
29	MICHAEL W. SMITH MICHAEL W. SMITH (Reunion 00412-9)	25 89
30	COMMANDO SOZO DEGARMO AND KEY (Benson/Pow- er Disc PWR 01079)	DEBUT

Spiritual

		Weeks On 12/14 Chart
1	BLESSED THE WILLIAMS BROTHERS (Malaco 4400)	1 33
2	LOVE ALIVE III WALTER HAWKINS (Light LS 5857)	2 45
3	I GIVE MYSELF TO YOU THE RANCE ALLEN GROUP (Myrrh 7-01-678406-1)	3 21
4	TOMORROW THE WINANS (Light 5857)	4 49
5	HEAVY LOAD REV. MARVIN YANCY (Nashboro NA 8656)	5 39
6	UNSPEAKABLE JOY DOUGLAS MILLER (Light 5876)	6 22
7	DEDICATED NICHOLAS (Command CRN 1003)	9 16
8	LIVE AT THE WASHINGTON TEMPLE C.O.G.I.C. TIMOTHY WRIGHT (Gospearl PL-16021)	8 17
9	MAKING A WAY THE TRUTHTTES (Malaco 4397)	7 21
10	HAVE MERCY EDWIN HAWKINS (Light 5887)	11 11
11	NO TIME TO LOSE ANDRAE CROUCH (Light LS 5863)	10 68
12	I AM GOING ON COMMISSIONED (Light 5861)	12 21
13	GREATEST HITS JACKSON SOUTHERNAIRES (Malaco 4402)	14 11
14	I WANT TO KNOW WHAT LOVE IS NEW JERSEY MASS CHOIR (Prelude PRL 14113)	13 21
15	HOLD ON REV. F.C. BARNES & REV. JANICE BROWN (Atlanta Int'l 10099)	17 7
16	CHOSEN VANESSA BELL ARMSTRONG (Onyx 3825)	15 55
17	WE'RE WAITING SANDRA CROUCH (Light/Lexicon 5855)	18 7
18	REV. CHARLES NICKS PRESENTS REV. CHARLES NICKS & THE WOL- FERINES CHOIR (Sound Of Gospel SOG 145)	16 13
19	HUMBLE THYSELF MATTIE MOSS CLARK (DME 7772)	19 39
20	COME UNTO JESUS REV. CHARLES NICKS (Sound of Gospel 146)	23 5
21	DeLEON DeLEON RICHARDS (Word 7-01-680406-2)	20 38
22	WHEN THE GATES SWING OPEN OTIS CLAY (Jewel 1200)	22 11
23	MADE IN MISSISSIPPI JACKSON SOUTHERNAIRES (Malaco 4372)	21 65
24	LIVE IN ATLANTA JAMES CLEVELAND & THE GMWA (Savoy 7090)	24 11
25	ROUGH SIDE OF THE MOUNTAIN REV. F.C. BARNES & REV. JANICE BROWN (Atlanta International 10059)	25 139
26	JUST A REHEARSAL WILLIE NELSON JOHNSON AND THE GOSPEL KEYNOTES (Malaco 4403)	29 3
27	MISSISSIPPI POOR BOYS CANTON SPIRITUALS (Jay and Bee 0069)	27 3
28	ANGELS WILL BE SINGING EDWIN HAWKINS & THE SEMINAR MASS CHOIR (Birthright BRS 4045)	28 63
29	WE SING PRAISES SANDRA CROUCH (Light-5825)	26 115
30	CELEBRATION SHIRLEY CAESAR (Rejoice 7-01- 500128-4)	DEBUT

GOSPEL PICKS

TAKE ME THERE — LuLu Roman Smith — Word 7-01-000133-2 — Producer: Gary McSpadden

WE ALL ARE ONE — The Florida Boys — Canaan 7-01-993813-2 — Producer: Herman Harper

HEROES — R.K. Fraser — Bright Star KRR 5403 — Producer: Jerry Marcellino



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

Harry Belafonte

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

For his first New York area concerts in some nine years, Belafonte chose to return to the Westbury Music Fair, whose middle-age, suburban clientele consists of many of the same faces who helped make the man a megastar in those distant pre-Beatles days. And while Belafonte played to that audience — kibitzing with them, trotting out the calypsos that they remembered so well, even singing a rousing "Havah Nagilah" (a set piece from the old days) — he also played things his way: doing such contemporary pieces as



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

Bob Dylan's "Forever Young," and a beautiful number for Martin Luther King; allowing the South Africans to strut their stuff; and sharing the stage with South African vocalist Letta Mbula. Rather than let Mbula open the show — which would have amounted to throwing her to the wolves — Belafonte introduced her at the midway point of both halves of the concert. Her South African pop singing — strong-voiced, rhythmic, and uplifting — went down without a problem.

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

Lee Jeske

M 10,000 Maniacs

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

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

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

While this evening's opening slot in

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

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

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

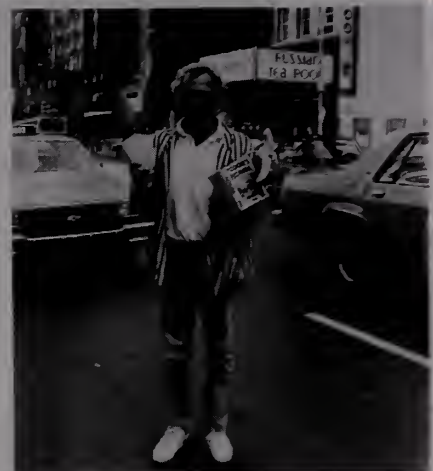
While this evening's show was not in the optimum circumstances, 10,000 Maniacs still managed to draw some very enthusiastic responses from the crowd, testimony to the band's ability to strike that just-right chord.

Peter Holden

Til' Tuesday

THERITZ, N.Y.C. — People just don't take the pain of beautiful women very seriously. We can't quite imagine someone like, say, Aimee Mann not getting what she wants. But her performance with 'Til Tuesday December 1 demonstrated that there are more than just shards of hell in paradisiacal beauty. In fact one gets the sense that something hugely tragic happened to Mann at some point and she can't face it. This is not to say that 'Til Tuesday's show was brilliant; the band has not yet developed a great set of songs. It was, however, sublime and cathartic to watch and hear Mann wail, and flail her long arms at some inner torment that is hers to know and ours to find out.

There are clues. Songs like "Don't Watch Me Bleed" and "Voices Carry" seem to be purging the ghosts of some



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

not-so-charming ex-lovers. In concert one could hear that the breathing of her singing in the chorus of "Voices Carry" is identical to that of someone crying. But by mid-set she had gotten that out of her system and invited her boyfriend Jules Shear onstage for a duet on a cover of the Spinners' "Could It Be I'm Falling In Love?" The flailing and wailing stopped and the mood turned decidedly upbeat from there on in. After closing the set with a tight and gracious "Maybe Monday" and encoring with an acoustic "Everybody Needs A Home To Come Back To," the transition to a new mood and new material was complete.

Though 'Til Tuesday has the sound, musicianship, and presence of heavyweights they don't have a knock-out repertory. Aside from "Looking Over My Shoulder," "Maybe Monday," and the LP title track, the other tunes are only marginal. What makes the band listenable even during weak spots are the virtuoso touches: the plucked bass in "Love In A Vacuum," the guitar/keyboard interplay of "I Could Get Used To This," and Mann's dazzling vocal range. Judging from the second half of their performance, their next LP will probably be happier, mirroring the activity of someone in love rather than the passivity of someone enduring abuse. "Could It Be I'm Falling In Love?" tells me that Mann's long day's journey into love has ended with her discovery of the paradise in pain and not the pain in paradise.

Paul Iorio



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

RCA's Greg Geller Keeping Experimentation Alive In A&R

By Paul Iorio

This is the second in a six-part series spotlighting top A&R professionals.

NEW YORK — History hinges on timing. Lovers and battles and lives are often won or lost in split second twists of fate. If Greg Geller, for example, had stepped out of the London Hilton five minutes later than he did on July 26, 1977, the course of popular music might have been quite different. "I walked out of the London Hilton and immediately staring me in the face was this guy with glasses and an electric guitar plugged into a tiny amp singing," says Geller. "Parading back and forth in front of him was a guy with a sandwich-board reading 'Elvis Costello on Stiff Records Welcomes Columbia Records To London.' Elvis sang two songs, 'I'm Not Angry' and 'Welcome to the Working Week.' Then a paddy-wagon drove up and some London bobbies jumped out, arrested him, and hauled him away." Geller went on to sign Elvis Costello to Columbia. "But had I lingered inside the hotel for ten minutes more chatting with someone, I might have missed him and it could have all been different."

Today Geller is the A&R division vice-president at RCA and an A&R professional who believes strongly in taking chances. "There are moments when you simply say an artist makes no sense given the



Greg Geller

prevailing tendencies of radio and this and that but my gut tells me that I've got to do this," he says. "I also think artists should be encouraged to experiment. There are moments in their careers when that experimentation causes commercial difficulties. It's too easy to write somebody off based on one failed experiment." Geller commends Kenny Rogers as having a dynamic attitude toward his music. Artists' careers go by the wayside if they don't experiment wildly or at least make those kinds of adjustments that, say, ZZ Top made when they did 'Eliminator.' A guy like Kenny Rogers has to be commended. He never stands still. He always works with different producers, he tries

(continued on page 36)

Music Publishers' Forum Discusses A&R Approach To Picking Hits

By Paul Iorio

NEW YORK — The Music Publishers' Forum of New York presented a three person panel discussion at the Essex House December 5 on the A&R approach to picking the hits. Panelists Nancy Jeffries, A&M A&R director, Ed Eckstine, Arista vice president of A&R, and PolyGram A&R director Peter Lubin discussed their professional philosophies regarding the signing and development of artists.

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

Lubin, who has worked with the Everly Brothers, said that an artist should submit the tape that best represents his or her sound, adding that a finished master does not necessarily stand a better chance of getting an artist signed. Though the three agreed that most of their submissions come from either producers, artists,

lawyers or publishers these sources do not necessarily guarantee their finding a hit record. How do they know a hit when they see one? "What it comes down to is one dummy's opinion," said Eckstine, adding, "A&R is a combination of gold mining and witch hunting."



HE'S ON HIS WAY — The ASCAP Foundation, the Jean and Louis Dreyfus Foundation, Chappell Music Company, and The City College of New York presented the third annual scholarship honoring George and Ira Gershwin. At the ceremony, which took place at ASCAP's N.Y. office, Hal David (l), president of ASCAP, and Irwin Robinson (r), president of Chappell Music Company, presented the \$1,500 scholarship to Benjamin Yarmolinski (c).

The Waterboys Shoot The Whole Of The Moon

By Stephen Padgett

SAN FRANCISCO — The blending of literary references, spiritual imagery, personal testament and rock music are incendiary items in the hands of lesser writers. More than a few would-be mystic rock and roll outfits, with a "personal vision" of the world, have become combustible substances for lack of real insight. Because of an insufficient grasp of literature and a shallow spiritual experience, they become merely clanging cymbals and sounding brass. Mike Scott of The Waterboys is no such cheap visionary. He is a gifted, insightful writer and neither betrays his rock and roll mission nor sacrifices his lyrical incision.

Like the 19th century poet Rimbaud, Scott seems to understand his role as one of describing the spiritual quest from the inside. He is not a mere theorist or apologist, he is a mirror or reporter of the things he sees "on the other side." Rimbaud did this by abusing his body with drugs and alcohol until he had visions of God. One doesn't know how Scott does it, but the documents of his journeys are three of the best rock albums ever recorded, "The Waterboys," "A Pagan Place" and the recently released "This Is The Sea." All three are on Island Records through Ensign Records.

"I think of a lot of the songs like doorways," said Scott, "I don't want to make a finite statement. 'This Is The Sea' and 'Spirit' and 'Whole Of The Moon' are songs where I've left the ideas open." The experience you get with a Waterboys record is completely up to you. But, if you take Scott up on his offer and step through the doorway, you just might hear the big music!

Can anyone with these concerns be serious about making records, getting on the charts, becoming 'big'? When asked if he had aspirations for the Top 40, Scott said, "It matters, but it's not something to work at. Anybody who makes records with an eye on the Top 40, conceives their records with the primary aim of having a hit, should stop making records and let

us people who are interested in music get on with it."

"I met Patti Smith when I was 17," said Scott of one of his benchmark experiences. Her influence is seen throughout his records. From the sometimes uncontrolled shriek of his vocals to lyrics bathed in mysticism, the spirit of Patti Smith is present. Patti Smith fans will recall that the lyric sheet insert to her LP "Easter" contained a picture of none other than Arthur Rimbaud. Many times in concert, and often in interviews, Scott acknowledges Smith as the object of The Waterboys' first hit, "A Girl Called Johnny."

Other dominant musical influences are Bob Dylan (The Waterboys do, live, a scorching "Gotta Serve Somebody" and an unreleased Dylan song, "Death Is Not The End") and Van Morrison, whose

Celtic soul permeates not a few Waterboys records — listen to "The Thrill Is Gone." In concert, the Waterboys do a version of Morrison's "Astral Weeks" gem, "Sweet Thing." The effect of these influences is not a hodge-podge pastiche, but a unique, singular synthesis with a distinct vision and image.

Scott's fascination with Rimbaud is seen as well. In at least three separate places in Scott's writing, 17-year-old boys are caught up in life and death situations ("Somebody Might Wave Back," "Red Army Blues" and "Out Of Control"). The boy in "Somebody Might Wave Back" is riding the train on September 17. "I found out later that Rimbaud, the French poet, went to Paris for the first time during his 17th September," remembered Scott. It was this trip to Paris that initiated Rim-

baud's raging disregard for conventional morality — his great experiment to purify himself through the complete pollution of his body. Out of this pathetic self destruction has come some of the purest revelations; visions that have charged Scott and found their way to his music, most notably in "The Whole Of The Moon."

It is a mistake to restrict any of Scott's songs to just one meaning. "The Whole Of The Moon" is a perfect example of a song that can have a different meaning for any listener. "Some songs you listen to and you get the message right away and that's it. You don't get further thoughts generated by the song. I wanted to write songs that would throw light or seek ideas and that would lead to other things. . . That's what I mean when I talk about doorways. Different lines (in "Whole Of The Moon") are definitely about definite people. But the people aren't relevant. Everybody can think of people who saw the whole of the moon. I mean, C.S. Lewis did, for sure. Mark Helprin who wrote *Winter's Tale* did. Patti Smith saw it. Bob Dylan, he sees it. Iggy Pop, lots of people," said Scott.

The Waterboys have just completed their first tour of the U.S. as a headlining act. Scott expects to be back with the band in the spring. "The Whole Of The Moon," which is climbing the British charts, will be released as a single in the U.S. in January. And after that? "I think 'This Is The Sea' is a culmination really, an ending. An end to rivers. The next record's got to be quite different. I've got some ideas. I've got a song called 'World Party,' and a song called 'Higher In Time' and another one called 'Born To Be Together.' These might come out," Scott stated.

For Rimbaud, as for Scott, life is marked by beginnings and endings. Every beginning contains its end. This is true in these lines from "This Is The Sea": "these things you keep/you better throw them away/turn your back/on your soulless days/once you were tethered/nor you are free/that was the river/this is the sea."



Banks To Head Island; Stiff Signs Enigma, DB

By Chrissy Iley

LONDON — Clive Banks is the new managing director of Island Records. The appointment is to be effective from the start of the new year.

Banks joins the company after a decade of running his own promotion, management and publishing companies. "Island is the only record company that could tempt me away from my own activities," he claims. "Throughout its history Island has built a reputation for being motivated directly by its artists, not simply by pound notes. I am very excited by the prospect of working with artists through all stages of their development."

Modern Media, Banks' own promotion company, will continue with Martin Mayhead at the helm, and Banks will retain control of his other company, Multi Media, a publishing and management company.

Island founder Chris Blackwell commented, "I think Clive is the perfect choice to carry Island into the future. Our 25th anniversary is in 1987 and I'm delighted that Clive will be guiding the company's fortunes through that landmark in our history. We share the same ideas and aspirations and Island will benefit from Clive's vast experience. He's proved himself through his own companies, and he is no stranger to Island. He was our head of promotion in the mid-'70s."

Banks replaces Dave Robinson, who left Island in August to go back to running his own company, Stiff.

Stiff Records itself is expanding into America. It has picked up two of what it claims are the USA's leading independent labels. Enigma Records, from Los Angeles, will be marketed and distributed by Stiff, while DB Records, from Atlanta, is now also licensed to Stiff.

Robinson comments: "We are moments away from history. Enigma and DB are the beginning of a new era for Stiff. The next year is going to see us releasing quality indie material from labels all over the world and from all over Britain. Records which normally wouldn't get the chance are going to reach a wider audience. And we won't be sticking the records out to let them linger in the indie ghetto. We will be promoting them as aggressively as we would the normal one independent label." Dave Robinson is obviously back at Stiff with a vengeance after his foray into Island.

Enigma is responsible for Motley Crue and The Untouchables. Stiff is releasing three of their most successful new LPs immediately in the U.K. They are Stryper's "Soldiers Under Command," Passionel's "Our Promise" and Tex And The Horseheads' "Life Is Cool."

DB Records, run by Danny Beard, the man responsible for launching the careers of The B-52s and REM, has records out by Zeitgeist, and Fetchin' Bones; and a "Best Of DB" compilation will be released this month. Enigma and DB will be sending their acts over to tour Britain early next year.

United Kingdom

LONDON — Phonogram has decided to re-release a revamped version of "Do They Know It's Christmas." The single has been slightly repackaged and now has a new B-side. It will carry Phonogram's normal dealer price, with the label informing the trade by circular to sell it at normal retail price. Phonogram says it will continue to make no profit from the record, and intends continuing its donation at the same level as last year.

John Waller, product manager, commented: "The onus is now on the retailer. The response was superb last year and I would hope they would respond favorably this time. But it's entirely up to them. We don't know how well its going to do. Obviously we hope it is successful because the cause is still valid. There are still people dying, and more money is needed to keep the Band Aid Trust going."

The new B-side, entitled "One Year On ... (Feed The World)," has been produced by Midge Ure and Paul Hardcastle's engineer Alvin Jeff Clarke. It features Ure listing where all the money raised so far

has been spent. To date "Do They Know It's Christmas" has sold 3.5m copies in the UK and has raised £8m for the trust worldwide.

Warner Bros. Music Ltd. has signed a worldwide exclusive administration deal with Dave Stewart's new publishing company, Anxious Music. This includes all the new company's activities excluding Stewart's own writing.

"Anxious Music is more like a writers workshop than a publishing company with much more interaction amongst the writers than one would normally find. The idea of forming Anxious came by my natural inability to stop interfering with other people's songs — and now I have the perfect excuse," said Stewart.

Anxious Music will be located in part of the Eurythmics' Church, in London, and it will be run by Ian Dickinson. Stewart continues, "It is a constant hive of activity. I encourage cowritten projects and have great fun being the catalyst for the strangest combinations." Chrissy Iley



THEY ADORE YA, ZADORA — Pia Zadora has signed a worldwide recording contract with CBS Records. The first album under this new agreement, entitled "Pia & Phil," recorded with the London Philharmonic Orchestra has just been released. Pictured in London, giving Pia a lift, are Epic executives (l-r): Terri Doherty, head of regional promotion; Malcolm Eade, head of international A&R; Jerry Turner, marketing director; Ronnie Fischer, product manager; Kit Buckler, senior product manager; and Richard Evans, television promotion.

Argentina

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

At RCA, the Marketing director vacancy left by Mario Lopez (who has received an offer from Mexico and is now there) will not be fulfilled; Horacio Verto has been appointed Commercial director and will be aided by two sales managers in the future, one of them for the RCA catalog and the other one for the PolyGram labels, which are distributed by the company. Jorge Cano is handling the Promotion and Advertising manager post, and both Cano and Verto will report to Jorge Schutt, managing director of the company.

EMI, through its Capitol/Hispanovox division, has released, with good advance sales, a compilation by Jose Luis Perales, Spanish chanter and composer who has sold very well his previous recordings, released by Music Hall. As we reported before, EMI acquired Hispanovox in Spain and formed in that country a division to handle its repertoire; the same attitude has been taken here, appointing Roberto Piay (previously promotion manager of the company) to head it. Other releases coming from this division are a new album by Raphael and another one by Mexican chanteuse Daniela Romo.

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

Cash Box that one of his duties will be to promote joint efforts between the PolyGram affiliated companies in Latin America and release waxings that otherwise would be difficult to finance. John has been managing director of the Argentinian branch and afterwards headed the Mexican subsidiary of PolyGram.

CBS duet Pimpinela has been performing at the Opera Theatre, in Buenos Aires, last week, as part of the unveiling of their new album, which is selling very well and is being heavily promoted by the company. The artists are planning to establish themselves in Miami after a series of successful tours of the Caribbean and Latin American markets.

Miguel Smirnoff

Italy

MILAN — The Righeria duo won the 1985 edition of Festivalbar — the song contest organized in Verona by Vittorio Salvetti — with "L'Estate Sta Finendo" (on CGD label). The new talents award went to Baltimore, with "Tarzan Boy" (on EMI).

PolyGram organized through the month of September its annual Expo, dedicated to the record retailers: according to Giorgio Coletti, who replaced Mario Gabelli as sales manager of the company, this year the Expo — which will touch 14 cities — will see the strong rise of the Compact Disc on the Italian market. PolyGram announced 340,000 units (in the CD sector) were sold in the first six months of '85.

Massimo Giuliano, formerly at CBS Dischi, was named head of the promotion dept. at WEA Italiana; he will be replaced in CBS by Massimo Bonelli, formerly at EMI.

Mario De Luigi

INTERNATIONAL BESTSELLERS

Italy

TOP TEN 45s

- 1 **Alive And Kicking** — Simple Minds — Virgin
- 2 **Into The Groove** — Madonna — WEA
- 3 **Election Day** — Arcadia — EMI
- 4 **Part Time Lover** — Stevie Wonder — Ricordi
- 5 **P. Machinery** — Propaganda — Ricordi
- 6 **Johnny Come Home** — Fine Young Cannibals — PolyGram
- 7 **We Don't Need Another Hero** — Tina Turner — EMI
- 8 **Question Of Feeling** — Mina/Riccardo Cocciante — Virgin
- 9 **Come To My Aid** — Simply Red — WEA
- 10 **Alone Without You** — King — CBS

TOP TEN LPs

- 1 **Like A Virgin** — Madonna — WEA
- 2 **Scacchi E Tarocchi** — Francesco De Gregori — RCA
- 3 **Once Upon A Time** — Simple Minds — Virgin
- 4 **La Vita E Adesso** — Claudio Baglioni — CBS
- 5 **Finalmente Ho Conosciuto Il Conte Dracula** — Mina — PDU
- 6 **In Square Circle** — Stevie Wonder — Ricordi
- 7 **Ferryboat** — Pino Daniele — EMI
- 8 **Cosa Succede In Citta** — Vasco Rossi — Carosello
- 9 **Il Mare Del Papaveri** — Riccardo Cocciante — Virgin
- 10 **Le Canzoni D'Amore Di** — Vasco Rossi — Ricordi

—Musica e Dischi

Argentina

TOP TEN 45s

- 1 **Cantare, Cantaras** — Hermanos — CBS
- 2 **Esa Mujer** — Dyango — EMI
- 3 **Eddie Espanol** — Laura Branigan — WEA
- 4 **Lobo Hombre En Paris** — La Union — WEA
- 5 **Contractura** — Metropoli — Interdisc
- 6 **Los Muchachos De Hoy** — Luis Miguel — EMI
- 7 **Do They Know It's Christmas?** — Band Aid — PolyGram
- 8 **Dlarlo De Una Mujer** — Mari Trini — Music Hall
- 9 **I Want Rock** — Twisted Sister — WEA
- 10 **Smalltown Boy** — Bronski Beat — WEA

TOP TEN LPs

- 1 **Para Cantarle A La Vida** — Valeria Lynch — RCA
- 2 **Por Amor Al Arte** — Dyango — EMI
- 3 **20 Great Hits** — Creedence Clearwater Revival — Interdisc
- 4 **Libra** — Julio Iglesias — CBS
- 5 **El Fenomeno** — Juan Ramon — Microfon
- 6 **De Fiesta** — El Topo Gigio — Music Hall
- 7 **Corazon Viajero** — Miguel Gallardo — RCA
- 8 **Rock And Pop** — Various Artists — CBS
- 9 **Amores De Mi Vida** — Fernando de Madariaga — CBS
- 10 **Coraje** — Victor Heredia — PolyGram

—Prensario

United Kingdom

TOP TEN 45s

- 1 **Saving All My Love For You** — Whitney Houston — Arista
- 2 **See The Day** — Dee C. Lee — CBS
- 3 **I'm Your Man** — Wham! — Epic
- 4 **Separate Lives** — Phil Collins & Marilyn Martin — Virgin
- 5 **Dress You Up** — Madonna — Sire
- 6 **Say You, Say Me** — Lionel Richie — Motown
- 7 **Don't Break My Heart** — UB40 — DEP International
- 8 **A Good Heart** — Feargal Sharkey — Virgin
- 9 **West End Girls** — Pet Shop Boys — Parlophone
- 10 **Don't Look Down The Sequel** — Go West — Chrysalis

TOP TEN LPs

- 1 **Now That's What I Call Music 6** — Various — Virgin/EMI
- 2 **The Hits Album 3** — Various — CBS/WEA
- 3 **Promise** — Sade — Epic
- 4 **Easy Pieces** — Lloyd Cole & The Commotions — Polydor
- 5 **The Love Songs** — George Benson — K-tel
- 6 **The Greatest Hits of 1985** — Various — Telstar
- 7 **The Singles Collection** — Spandau Ballet — Reformation
- 8 **Songs To Learn And Sing** — Echo & The Bunnymen — Korova
- 9 **Now That's What I Call Music-The Christmas Album** — Various — Virgin/EMI
- 10 **Feargal Sharkey** — Feargal Sharkey — Virgin

—Melody Maker

CBS/Fox Video Acquires Entire BBC Catalog

By Gregory Dobrin

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

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

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

CBS/Fox president and CEO James Fifeild commented on the magnitude of the agreement, stating that "the BBC library and their future products was the most sought after acquisition of its type in the (home video) industry." Fifeild also said that the BBC chose CBS/Fox because of the company's three sales arms, and because of its "innovative program-

ming abilities."

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

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

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

Of the first 100 titles, only five aside from the Eric Clapton tape have been disclosed. They are *Fawlty Towers*, *Pride And Prejudice*, *Pidgeon Street*, *Ripping Yarns* and *Dr. Who*. A wide range of pop materials will accompany the release, including banners, posters and standees plus consumer and trade print advertising.

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

By Chrissy Iley

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

It follows an investigation by MORI which revealed that 49 percent of the British public enjoys country music and that country music came second to pop music as the most popular in the UK.

Since the survey was published a specific country chart has been issued by Gallup for the first time for albums. It appeared in August of this year and is the first of its kind to appear anywhere outside the US. The chart was a major step for the CMA and its efforts to develop country music in Europe. Cynthia Leu, manager of the CMA London office and of all European operations was delighted with the chart and saw it as a foundation from which the record companies could work. She commented, "The whole industry organizes its efforts around the charts. A chart is the most obvious and effective promotional tool we have. It can be a stocking list for merchandisers, who currently, have no way of knowing what is selling nationwide; it can be a playlist for country music programmers, permitting more continuity of radio play, and it can focus consumers attention on artists or titles they may have heard or seen."

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

A compilation album featuring tracks from these artists will be available for

promotional use and several of the names will be visiting the UK.

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

25 Years Ago In Cash Box

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



Checker



Lee



CHECKING IN — The Motels stopped by the new Wax Museum outlet on the University of Minnesota campus to greet fans and join in celebrating the Grand Opening of the sixth and largest Wax Museum location. The 16 year old chain is owned and operated by the Minneapolis-based Great American Music Co.

Retailer Charged With Distribution Of Unauthorized Parallel Imports

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

The lawsuit, filed on Nov. 12 by RCA/Ariola International; A&M Records, Inc.; and CBS Inc. alleges that Crystal Promo-

tions infringed the labels' copyrights by importing, distributing and selling foreign manufactured phonorecords embodying copyrighted sound recordings imported without the respective recording company's authorization. Such activity illegally competes with the labels' domestic products.

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

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

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Behind The Bullets

(continued from page 5)

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

Radio appears to be going for "The Sweetest Taboo" with the same sort of zeal that it accepted Sade's first singles. New stations are weekly rushing to add "The Sweetest Taboo," which is taking off nationally. This week alone, in only its

fourth week out, B94, KC101, WXPY, ZZ99, BJ105, Q94, Q101, WWKX, KITY, Q105, Y106, KNBQ, KMJK, KZZP and KITS added the record.

In addition to the hot records already crowding the Top 10, a number of new releases are coming on strong, helping to boost a much needed strong Christmas. Stevie Nicks, Pete Townshend, Pat Benatar, Arcadia and Tom Petty all have new records that are burning up the charts.

MCA Video Promotion

(continued from page 5)

sell records, let's do all of MCA. So we came up with the concept of doing an MCA video tour."

Cerrone and Metrick devised a plan in which Rockamerica would be responsible for contracting the clubs, while MCA would provide the videos. In order for the clubs to participate, they would have to commit to a radio tie-in, whether it be broadcasts of the event or straight advertising.

"This is something I've always wanted to do," said Cerrone, who has overseen the production of a 75-second ad spot for the promotion using Glenn Miller's "In The Mood," from the 1954 soundtrack to *The Glenn Miller Story* (never released in the U.S.). Cerrone hopes each radio

station will become actively involved, however, beyond running the ad spots. "We want the clubs to advertise on these stations, of course, but we don't want these stations to say 'Thanks for your ad dollars, goodbye.'" We hope they'll say "let's send a jock. Let's get involved."

Rockamerica has done similar promotions, but only with individual artists and projects. The largest, in promotion of *Goonies* for Warner Bros. Records, covered 50 markets. Never has the Manhattan-based video pool dealt with an across-the-board label promotion. It is possible, according to Metrick that MCA and Rockamerica's 'Video Night' will become a yearly promotion.

Greg Geller

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different things and he never makes the same record twice."

Geller spends less time than he used to scouting for talent, preferring to delegate that task to the A&R staffers who work for him. "My job is to provide guidance and independence for them. I'm not the individual A&R man out to make his mark." Most would agree that he has already done that. Aside from signing Elvis Costello, Geller has also signed Dave Edmunds, the Boomtown Rats, and Nick Lowe. He described his first meeting with Lowe: "I was visiting Jake Riviera and it happens that Nick was Jake's roommate and Nick was in the studio doing some work on what was to become his first album. On the spot — and this is some-

thing I rarely do — I said it would be a great honor to have you on Columbia records and I'll do everything in my power to see that that happens. I came home and did in fact make it happen."

Geller's recent projects for RCA include serving as A&R director for the 50th anniversary salute to Elvis Presley, which included the release of a Grammy-award winning six-record set comprised largely of unreleased Presley performances. He was also responsible for the release of "Sam Cooke Live At the Harlem Square Club, 1963." With all the quality projects Geller has worked on and is working on, he is most proud of signing Costello and Lowe. "There are no two signings that I'm prouder of," he says. "I'd be willing to accept the possibility that that may be it for me. But all A&R men feel that the next one is going to be the one."

Clarence Clemons

(continued from page 10)

LP's song list. "We sat down one day in a hotel room in New York, and I just told Narada all of the things that I wanted to say on the album. The concept of the 'hero' was the centerpiece, and it came from the Bonnie Tyler song 'We Want A Hero' from the *Footloose* soundtrack. I thought after hearing it, 'that's me!' Tina Turner came out with 'We Don't Need Another Hero' before this album was ready, but that's Tina — she's cool, she doesn't need a hero, but the rest of us do. The world needs more heroes."

While Clemons' last solo musical outing with the Red Bank Rockers was a more roots oriented R&B effort, "Hero" is a thoroughly contemporary production with the saxophonist taking front seat on

CLIO Awards (continued from page 12)

final stage, after low scoring entries have been dropped from the competition, the remaining entries are then set in direct competition against one another in their respective categories. It is in this stage that CLIO winners are chosen.

When the judging is completed, the year long effort of the CLIO Award staff culminate in a festival week which honors the world's best. At weeks end a black-tie event is attended by a "Who's Who" of professionals. Certain years have called for additional awards ceremonies in Los Angeles and in European cities. After the festival week is over, hundreds of ad clubs feature presentations, and colleges and universities make ample use of the CLIO film and tape library, the most extensive of its kind in the world. Because the odds against winning a CLIO are greater than

most of the lead vocals. "It took me a while to get used to my own voice, to come to really like it, but I feel comfortable now," he comments. The blend — though unlikely — of Clemons' gruff voice and Jackson Browne's emotional tenor is perfect for his first single. Clemons notes, "The song was originally written for Bruce and I, but the schedules didn't mesh and he and I are really beyond that in our relationship. But I think that it is a sentiment that is really important, especially between heterosexual men. There is so much confusion now, that two men who love each other can't touch each other and say 'I love you' without some kind of sexual thing entering into it. It's o.k. to say 'I love you for men, and that's one of the things that I wanted to say on the album.'"

for an Oscar, Emmy or Tony, it makes becoming a winner or finalist in this unusual competition all the sweeter to taste.

With all due respect to the advertising community-broadcasters should and must take steps to be involved in the CLIO program. I have heard and seen broadcasting production that would make the advertising agencies stand up and take notice. For further information on becoming involved in the CLIO competition write or contact the CLIO offices in New York right now. Entry packages are being sent out now. I know that many of you have quality production that deserve recognition by your peers. Furthermore, broadcasting's voice, the heart of creativity must have a greater representation in the presentation of this coveted award!

John/Taupin

(continued from page 1)

tapes to 136 songs which they had signed away to DJM for life. Included amongst them were some huge hits — such as "Rocket Man," "Crocodile Rock," and "Goodbye Yellow Brick Road."

On the repayment of foreign royalties, the judge told the court that overseas DJM subsidiaries had withheld royalties at the rate of 50 percent. A normal figure for a sub-publisher would be about 15 to 25

percent.

The judge set a rate of 25 percent and ruled that DJM should pay back John and Taupin the backdated difference.

Commenting on the overall result, Stephen James, of DJM, said, "We are very relieved that we did not lose the main claim, and we are treating it as a victory."

Bernie Taupin is also claiming victory. "I'm happy with everything. We may not have gained the copyrights, but we proved that we were morally right."

AROUND THE ROUTE

By Camille Compasio

The trade is responding favorably to the recently announced merger of AOE and ASI (*Cash Box* 11/30/85) into a single trade show venture called the **American Coin Machine Exposition**. *Cash Box* contacted representatives from the various trade levels and while a number of opinions were expressed (some questioning the need for a second national convention), the majority of those queried were in agreement that the merger was a move in the right direction. "It's the best thing for the industry," commented **Tom Siemieniec**, sales chief at Digital Controls. From the standpoint of economics it costs manufacturers a lot of money to exhibit at trade shows and, with AOE and ASI coming together they will no longer be torn between which show to choose, as he pointed out . . . "There's no room for two spring trade shows," stated **Fred Skor**, president of World Wide Distributors in Chicago. "The timing of ACME is good," and he sees merit in this joint venture . . . Ohio operator **Don Van Brackel** said, "This is a good idea," in that the two organizations have resolved their differences, but he personally questions the need for a spring trade show. Van Brackel's home state, under

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Seeburg Adds To Distrib Network

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

In North Carolina and South Carolina further extension of the Seeburg distribution network has been accomplished with the appointment of Music & Games, Inc., located at 112 Fairwood Ave. in Charlotte, N.C. Among principals of this firm are Oscar Hedrick, Toy Hoyle and John Parker. Thorpe Music, located at 120 Atlantic Ave. in Rocky Mt., NC., was also appointed. Firm is headed by Jim Thorpe, president with Jeff Joines heading up sales and service. The combination of these two distributing officers will provide the support for North Carolina and South Carolina operators on Seeburg products, Breither added.

NSM/Loewen To Produce Parts for IBM

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

Another contract recently agreed upon between the two companies will considerably extend the cooperation between IBM and NSM. The production of magnetic-disc-substrates will be moved to the NSM/Loewen headquarters in Bingen. This requires an investment of DM 15 million for alterations of the large sales building that so far has been

used exclusively for the sales department and service and storage facilities. IBM will also have to make an important investment in machinery and other equipment.

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

As stated by NSM officials, "We will certainly bring our know-how into this new production line and we expect an additional annual turnover of 20 million German marks. At the same time we hope to gain additional largescale experience for our own production."

Coin Machine



AT THE NOMAC TOURNEY — (Photo 1): Over 300 of the best dart shooters in Minnesota, Wisconsin, Illinois and Indiana qualified for the Pub Time Darts \$20,000 Four State Championships. **(Photo 2):** Wayne Roewer of Chicago shows his championship form as he shoots for first place in "A" Flight Men's Doubles. **(Photo**

3): Nomac's V.P. Fred Kelley congratulates Spence Pettigrew and Kathy Smith of Rockford on their third-place finish in Mixed Doubles. **(Photo 4):** Sharon Huffman and Mary Lopez of Chicago show off their trophies for second place in "A" Flight Women's Doubles.

Nomac's \$20,000 Tourney Draws Big Midwest Crowd

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

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

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

"Anytime someone sponsors a tournament giving away \$20,000 there is going to be a lot of excitement generated among the players of that sport, and that excitement will eventually translate into increased play, and revenue, for the operator," commented Nomac's president Bill McClure. "The goal

of our kit programs is to let the operator capitalize on that excitement by bringing it directly into his own locations for weeks before the big tournament takes place."

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

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

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

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

Lane Helgeson and Rick Brinkman from

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

Chicago's Frank and Mary Lopez (\$800).

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

AROUND THE ROUTE

(continued from page 37)

auspices of OMAA, presents an outstanding state convention each spring. He pinpointed September as the buying season for street operators and suggested that AMOA consider scheduling their annual trade show a little earlier in the year, rather than the customary late October early November dates . . . Some of the manufacturers we contacted indicated that they would be bringing new equipment to ACME '86, and this is the key to a successful trade convention . . . and an incentive for attracting attendance! Dates of the 1986 American Coin Machine Exposition are March 7, 8, and 9 at the Expocenter/

Downtown in Chicago.

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

Moving. Atari Games Corporation headquarters office has moved to a new location at 675 Sycamore Drive in Milpitas, California — which is where administration, sales, marketing, finance and engineering is now located.

ALPHABETIZED TOP COUNTRY SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

American Waltz (Warner Bros./ASCAP/Two Songs-ASCAP/Make Believe/ASCAP/Warner-Tamerlane—BMI).....71	Heart Of (Sheddhouse—ASCAP/Screen Gems—EMI/Moon and Stars—BMI).....50	Makin' Up (Warner Bros./Gary Morris/Leeds/MCA/Patchwork—ASCAP).....25	Some Such (Barnwood—BMI).....68
A World (Briarpatch/Deb/Dave—BMI/Kazzoom—ASCAP).....12	Home Again (W/E/A/Mopaga/Screen Gems/EMI/Moon and Stars—BMI).....5	Me And Paul (Willie Nelson—ASCAP).....39	Stand Up (Old Friends/Crosskeys/Tree—BMI/ASCAP).....4
Baby When Your Heart (Golden Bridge Music—ASCAP).....76	Honky Tonk Tonight (I.S.P.D. Pub—ASCAP).....64	Memories To Burn (Tree—BMI/Cross Keys—ASCAP).....15	Still Hurlin' Me (Fairdust—BMI).....52
(Back To The) Heartbreak (WB Gold—ASCAP/Warner House—BMI).....19	Hurt (CBS Miller—ASCAP).....21	Morning Desire (Leeds/Patchwork—ASCAP).....2	The Chair (Tree/Larry Butler—BMI).....6
Belly's Bein' (Tall Girl—BMI).....7	I Could Get (Tree/Pacific Island c/o Carers—BMI).....47	Musical Fix (Contention Music/SESAC).....95	The Devil's (Granite/Goldline—ASCAP).....31
Bob (MHG/Sweet Angel/Web IV—ASCAP/BMI).....9	I Don't Mind (Warner Tamerlane/Duck Songs/Pullman—BMI).....28	My Best Friend (First Million).....98	The Legend (Tree—BMI/Cross Keys—ASCAP).....20
Break Away (Cross Keys/April/Idea of March—ASCAP).....14	I Don't Want (Trio/Rockin' R/Posey—BMI).....29	Never Be (Gone Gator—ASCAP).....8	The One I (Aige Music Corp.—BMI).....37
Burned Like (Garwin/Blue Moon/Famous—ASCAP).....36	I Feel (Landers Roberts—BMI).....99	Nobody Falls (April/New end Used—ASCAP/Blackwood/Land of Music—BMI).....17	The Part Of Me (Arista—ASCAP).....91
Can't Keep (Saba—ASCAP).....82	I Feel A Heartache (Bobbi Lane pub. Glen Campbell—BMI).....83	Oklelona (Benefit Music—BMI/Atlantic Music Corp. Coolwell/Granite—ASCAP GSC Music—ASCAP).....45	There's No (Mother Tongue/Flying Cloud—ASCAP/BMI).....26
Coffee Brown Eyes (Danny—ASCAP).....72	I Hope This Night (Mil Stover pub. Little Bill—BMI).....84	Old Blue Yodeler (Razy Bailey Music—ASCAP).....62	They Never (Rick Hall—ASCAP).....33
Come On (DeJamus/Riva—ASCAP).....30	I Love You (Somebody's/SESAC/Welk).....41	Old School (MCA/Don Schlitz—ASCAP).....13	Think About (Malven/Cottonpatch/Bibo c/o Welk—ASCAP).....44
Country Music Lives (Tree Pub—BMI Cross Keys Pub—ASCAP).....78	I Sure Need (Uncle Artie—ASCAP).....35	Only In My (Jack and Bill/Reba McEntire—ASCAP).....11	This Ain't Dallas (Bocephus—BMI).....100
Dorcha (Rick Hall—ASCAP).....87	I Tell It (Tree/Cross Keys BMI/ASCAP).....27	Perfect Stranger (That's What She Said/Long Tooth—BMI).....38	Timberline (Emmy Lou Songs—ASCAP/Irving—BMI).....51
Down In Tennessee (April/Idea of March—ASCAP).....32	I'll Never (MCA—BMI/Leeds/Patchwork—ASCAP).....60	Please Be Love (MCA, Div of MCA Inc./Berger Bits—ASCAP).....42	Too Much On (Statter Brothers—BMI).....46
Dreamland Express (Cherry Mountain—ASCAP).....69	I'm Gonna (Rick Hall/Beginner—ASCAP).....74	Quiet Nights (Duchess—BMI).....85	Two (First Lady—BMI/Tapeage—ASCAP).....59
Every Day (Peer Intl—BMI).....58	I'm Leaving Now (John Carter Cash Music—ASCAP).....94	Reno & Me (Tree Pub/Cross Keys Pub/Tree Group/BMI ASCAP).....86	What's A Memory (Deja/Quillsong/Alabama Band—ASCAP).....65
Everything (Kashif—ASCAP).....3	If The Phone (Coral Reefer/Wilkin' David/Blue Sky/Rider/Conantley—ASCAP/BMI).....88	Safe (Hall-Clement/Bob McMill—BMI/Bibo/Crosskeys—ASCAP).....43	What A Memory (Bibo/Chappell/Robin Hill—ASCAP).....66
Fast Lanes and Country Roads (Tom Collins—BMI).....46	If You Ain't (NMI Pub.—ASCAP).....93	She Almost Makes (Monk Family/19th Street/Old Friends—BMI).....92	What Am I (Tapadero c/o Merit/All Songs—BMI).....53
Feed The Fire (Dino/19 Street—BMI/Alabama Band—ASCAP).....49	It's Just (Eden Music/Times Square—BMI).....34	She Said Me (Courtland/Art—BMI).....23	While The Moon's (Music City Music/Combine Music/ASCAP/BMI).....67
Feel The Fire (Rick Yancay—BMI/Bibo ASCAP/Partnership ASCAP/Vogue BMI/Partner—BMI).....80	It's Four (Tree—BMI).....57	She's Lovin' (Silverline/Tom Collins—BMI).....55	Why You Been (Auff-Hose-Opry—BMI).....77
Five Fingers (Almaire Music—BMI Cross Keys, Pub. Co. Inc.—ASCAP).....70	It's Time (Hall-Clement/Hardsculfe—BMI).....18	She's Mine Now (Contention/SESAC).....96	You Are My (Grey Hawk Music/Sand/Apper Music/Jim Carter Pub—ASCAP).....40
Get Back (Silver Fiddle—ASCAP).....56	Just In Case (Pacific Island/Tree—BMI).....16	Somebody Else's (Love Wheel—BMI).....3	You Can Dream (Steve Warner/Siren Songs—BMI).....24
Hang On (Tree/Pacific Island—BMI).....80	Li-o To (Flare Blue/Bellamy Bros./Steeple Chase—BMI/ASCAP).....22	Some Of (Screen Gems—BMI Music Inc./BMI).....89	You (Lail-Clement/Ricky Skaggs/Welk—BMI).....10
Have Mercy (Irving—BMI).....1	Lonely Days (Rever Music-AMR Inc.—ASCAP).....61		You're (Bregman, Vocco/Conn—ASCAP).....90
	Louisiana Legs (Del Reeves Pub.—Lovey—BMI).....81		You Should Have (Reven Song Music, Inc./Michael H. Golden, Inc./Collins Court Music, Inc./ASCAP).....54
	Love's Gone Bad (Wilix Music—ASCAP).....73		Your Memory Ain't (Tapadero Music (merit)/Chriswood Music/Pangola—BMI).....75

ALPHABETIZED TOP B/C SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

Alive, I Want (Forceful—BMI).....19	Freedom (Almo/TPM—ASCAP).....49	Let Me Be (Brampton Ltd.).....26	Redding/Platinum Gold—ASCAP).....47
Affection (Crazy People/Almo Music—ASCAP).....65	Freedom (Golden Torch Corp.—ASCAP).....40	Let Me Kiss (ABKCO Music-Ashtray—BMI).....34	Tender Love (Flyte Tyme Tunes—ASCAP).....74
A Love Bizarre (Sister Fate—ASCAP).....3	Girls Are More (Raydiola—ASCAP).....56	Let My People (Skeco/Carjundee/Barjocha—ASCAP).....33	That's What (Carole Bayer Sager/BMI-New Hidden Valley/WB Music Corp.—ASCAP/Warner Tamerlane Pub. Corp.).....6
America (Controversy—ASCAP).....93	Go Home (Jobette/Black Bull—ASCAP).....14	Lock And Key (Spectrum VII—ASCAP).....37	The Heart (Editions Sunset—ASCAP/Adm. by Arista Music Inc.—ASCAP).....50
Baby Talk (Hub/MCA—ASCAP).....90	Gordy's Groove (Tommy Boy—ASCAP).....21	Lipstick Lover (April/Ultravave—ASCAP).....64	The Oak Tree (Ya D Sir—ASCAP).....38
Banging The Wall (Bar-Kays/Warner/Tamerlane—BMI).....67	Guilty (Temp Co—BMI).....46	Love Always Finds A Way (Snow/Dyad Ltd.—BMI).....84	The Sweetest Taboo (Silver Angel—ASCAP).....15
Can You Feel (Forceful—ASCAP).....52	Isn't You Heard (Cashand—BMI).....97	Love Patrol (Milestone/Ro-Hut—BMI).....84	Thinking About (Kashif/The New Music Group/MCA Music—BMI).....8
Can You Rock (Protoons/Rush Groove—ASCAP).....70	Isn't You Heard (Cashand—BMI).....97	Members Only (Malaco—BMI).....71	This Ain't No (Hit Tunes/Johnny Yuma—BMI).....94
Caravan Of Love (Apr/1j—ASCAP).....16	High Fashion (Parisongs—ASCAP).....63	Middle Of The Night (Dangerous/Liedla—ASCAP).....60	This Is For (Science Lab/Green Star—ASCAP).....31
Chain Reaction (Gibb Brothers—BMI).....83	Hold On (Zumbaidah/WB Music Corp.—ASCAP-Fred die Dee—BMI).....63	Never Felt Like (Walpergus/WB/Monte Seward—ASCAP).....51	Tomorrow (Lexicon/Laura—ASCAP).....82
Colder Are (Kichelle—ASCAP/Johnny Yuma—BMI).....11	Honey For The Bee's (J&S/Alma Corp.—ASCAP).....18	No Frills Love (Unique/Shakin' Baker/Tina B. Writin—BMI).....62	Wait For Love (Uncle Ronnie's/April/Dillard—BMI).....48
Condition Of The Heart (Kashif—MCA—BMI).....28	How Will I Know (Irving/BMI).....68	One Of The Living (Makiki adm. by Arista—ASCAP).....96	What A Woman (Assorted/Henry Suman/Rose Tree/Adm. by Mighty 3 Music Group—ASCAP/BMI).....42
Conga (Foreign Imported—BMI).....66	I'll Be Good (A La Mode—ASCAP).....85	Part Time Lover (Jobette/Black Bull—ASCAP).....37	What, When, Where (Intersong—ASCAP).....73
Count Me Out (New Generation—ASCAP).....1	I'll Make (Red Writer/Billy Osborne/Captain Z—ASCAP).....99	Party All The Time (Stone City—ASCAP).....53	What You Been Missin' (Willosden/Knith Diamond/Jo Skin—BMI).....13
Curiosity (Almo/Crimson/Irving—BMI).....9	I Can't Believe (Stone Jams/Burnin' Bush—ASCAP).....91	Party All The Time (Stone City—ASCAP).....53	When The Going Gets Tough (Zomba Enterprise).....44
Desire (Temp Co—BMI).....75	I Can't Live (Def Jam—ASCAP).....45	Peanut Butter (Ivax/Island—BMI).....100	Who Do You Love (Bernard Wright/Michoma—BMI).....7
Digital Display (Ready For The World/Excalibur Lace/Trixie Lou—BMI).....5	If I Ruled (Kuwa Inc./Davy D Music).....41	Say I'm Your No. 1 (Torrae—ASCAP).....23	Who's Zoomin' Who (Gratitude—ASCAP/Bellboy—BMI).....24
Do Me Baby (Controversy—ASCAP).....27	I Like (Dat Richfield/Kat—BMI/Songs Can Sing—ASCAP).....35	Say You, Say Me (Ola Brampton/Jobette—ASCAP).....4	You Ain't Fresh (Lifo/Yeldarps—BMI/ASCAP).....92
Do You Really Love Your Baby (Uncle Ronnie's Co./April Inc./Thriller Miller/MCA Music A Division of MCA—ASCAP).....25	I Need (Lynn Ro/Dafern Co.—BMI-Century City—ASCAP).....46	Secret Lovers (Almo Corp./Jodaway—ASCAP).....12	You Are My Lady (Stone Jam/Burnin' Bush—ASCAP).....55
Do You Really Love Me (Sinoda/Rustomatic/Steel Chert—ASCAP).....75	It Doesn't Really (Trotman's Saja—BMI).....54	Seduction (Stone City/National League—ASCAP).....22	You Look Good (Flyte Time Tunes—ASCAP).....29
Don't Be Stupid (Amber Pass/Kuwa/Fools Prayer Adm. by Amber Pass Music).....60	It Takes Two (Tricky-Trac—BMI).....77	Slip N' Slide (Murne Publishing—ASCAP).....95	You Wear It Well (Jobette—ASCAP).....98
Don't Say No (Prilly World Music—BMI).....2	I Wish He Didn't Trust (Pea Pod/Pass It On/Skrubus/Logs—ASCAP).....57	Sisters Are (RCA/Blue Network—ASCAP).....59	Your Personal Touch (Warner-Tamerlane Pub. Corp.—Song-A-Tron—BMI).....17
Emergency (Delightful Music Ltd.).....10	Just The Way I Planned It (PMT Music—ASCAP).....89	Slave To The Rhythm (April—ASCAP/Perfect Songs/Unforgettable Songs/Island—BMI).....39	Your Smile (A La Mode—ASCAP).....78
Everybody Dance (Crazy People/Almo Corp.—ASCAP).....30	Krush Groovin' (Def Jam/Kuwa—ASCAP).....80	Stand Back (Music Corp. of America/Bayjun Beat adm. by MCA Music—BMI).....43	
Everlasting Love (Wayne Brathwaite—ASCAP).....87	Learn To Love (Airbear/Garden Rake/Entente/Warner-Tamerlane—BMI).....93	Solidarity (ASCAP).....20	
		Take A Little (Aikey Ltd./Chrysalis Music Ltd./PRS) Both Adm. by Rere Blue Music—ASCAP).....79	
		Tell Me What (National League/Sky Pilot/Van Ross).....26	





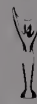


ALPHABETIZED TOP 100 SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

A Love (Sister Fate—ASCAP).....50	Go Home (Jobette/Black Bull—ASCAP).....26	Know—ASCAP).....13	Somewhere (Chappell/G. Schirmer—ASCAP).....73
Alive & Kicking (Colgems-EMI—ASCAP).....4	Goodbye (Kid Bird/Rough Play—BMI).....36	Object O' (Ace Kayode/Philesto/Harrindur/Keith Diamond/Willesden—BMI).....28	Soul Kiss (Music Corp. of America/Fleedleedle—BMI).....58
America (Controversy—ASCAP).....99	Girls Are (Raydiola—ASCAP).....84	Oh Sheila (Ready For The World/Excalibur Lece/Trixie Lou—BMI).....89	Spies Like (MPL Communications—ASCAP).....25
And She (Index/Blue Disque adm. by WB—ASCAP).....87	Head Over (Virgin. adm. by Nymph—BMI).....48	One Night (Adams Communications/Calypto Toonz—PROC/Irving—BMI).....93	Sun City (Not Listed).....42
Be Near (Neutron/10 adm. by Nymph—BMI).....54	He'll Never (Willesden/Zomba—BMI/ASCAP).....70	One Of The (Makiki adm. by Arista—ASCAP).....63	Teke On Me (ATV—BMI).....77
Bea's So (Pending/Swindle—ASCAP).....85	How Will (Irving—BMI).....40	One Vision (Queen/Beechwood—BMI).....64	Talk To (Fallwater—ASCAP).....12
Broken Wings (Warner-Tamerlane/Entente—BMI).....2	Hurts To Be (Black Keys—BMI).....91	Part-Time (Jobette/Black Bull—ASCAP).....61	Tarzen Boy (Screen Gems-EMI—BMI).....51
Burning Heart (Holy Moley/Rude—BMI/WB/Easy Action—ASCAP).....20	I Miss (Spectrum VII—ASCAP).....16	Party All (Stone City adm. by National League—ASCAP).....3	Tears Are (Kiss—ASCAP).....67
Can You Feel (Mokojumbi—BMI).....71	I'm Gonna Teer (Irving—BMI).....86	Perfect Way (Jouissance/WB—ASCAP).....11	That's What (Carole Beyer Seyer/Warner-Tamerlane—BMI/New Hidden Valley/WB—ASCAP).....10
Caravan Of (April/Ij—ASCAP).....83	I'm Yours (Chappell—ASCAP).....24	Running Up (Colgems-Short—EMI—ASCAP).....59	The Big Money (Core—CAPAC).....49
Cherish (Delightful—BMI).....100	It's Only (Adems Communications/Calypto Toonz—PROC/Irving—BMI).....23	Saving All (Prince Street—ASCAP/Screen Gems/EMI—BMI).....78	The Heart (Editions Sunset adm. by Arista—ASCAP).....81
Conga (Foreign Imported—BMI).....37	Just Another (Little Maestro—BMI).....90	Say You (Brockman—ASCAP).....1	The Night (Joel Songs—BMI).....98
Count Me (New Generation—ASCAP).....52	"Kid" Santa (Potie Pros—BMI).....95	Secret (Virgin—ASCAP).....88	The Sun (ATV—BMI).....44
Dangerous (Irving/Adams Communications/Calypto Toonz—BMI).....69	Kyrie (Warner-Tamerlane/Entente—BMI).....55	Seperate Lives (Stephen Bishop/Gold Horizon—BMI/Pun Music—ASCAP).....5	The Sweetest (Silver Angel—ASCAP).....45
Day By (Dub Notes/Human Boy/Hobbler—ASCAP).....79	Lay Your (Zomba—ASCAP).....29	Sidewalk Telk (House Of Fun—BMI/Webo Girl—ASCAP).....30	This Time (MCA—ASCAP).....97
Digital (Ready For The World/Excalibur Lace/Trixie Lou—BMI).....72	Leader Of (Screen Gems-EMI—BMI).....56	Silent Running (Micheel Rutherford/Pun—ASCAP/B.A.R. adm. by Warner-Tamerlane—BMI).....60	To Live (Chong adm. by WB—ASCAP).....39
Discipline of (Warner-Tamerlane/Haymaker—BMI/David Battaaz/Black Lion—ASCAP).....96	Life In (Cleverite Ltd./Farrowise Ltd. adm. by Warner Bros.—BMI).....46	Sleeping Bag (Hemstein—BMI).....9	Tonight She (Lido—ASCAP).....15
Do It (Miz Appeal—ASCAP).....35	Living In (April/Second Nature—ASCAP/Blackwood/Janicigs—BMI).....47	Smell Town (Rive—ASCAP).....8	Too Young (Foster Frees/Garden Reke/Oremwood—BMI/April/Stephen A. Kipner—ASCAP).....66
Electric Day (Tritec Ltd.).....7	Love Gremmar (Cerbent—BMI).....94	Small Town Girl (John Cefferty—BMI).....76	Walk Of (Cheriscourt adm. by Almo—ASCAP).....17
Emergency (Delightful—BMI).....21	Love Is (Magnetic rep. by Reggetta/Illegal adm. by Atlantic—BMI).....22	So In (Virgin—ASCAP/Charisma/Unichappel—BMI).....82	We Built (Little Mole/Zomba/Petwolf/Intersong—ASCAP/Tuneworks adm. by Arista—BMI).....6
Everybody Dance (Crazy People/Almo—ASCAP).....31	Love Theme (Gold Horizon/Foster Frees—BMI).....75		When The Going (Zomba Enterprises—ASCAP).....33
Everyday (Peer International—BMI).....68	Lovin' Every (Zomba—ASCAP).....92		Who's Zoomin' (Gratitude Sky—ASCAP/Bellboy—BMI).....19
Everything In (Lies—ASCAP).....41	"Miami Vice" (MCA—ASCAP).....43		Wrap Her (Intersong—ASCAP).....14
Everything Must (Young Songs/Bright adm. by WB—ASCAP).....53	Money For (Cheriscourt LTD. adm. by Almo/Virgin—ASCAP).....80		You Are My (Stone Jam/Burnin' Bush—ASCAP).....62
Face The (Eel Pie/Towser Tunes—BMI).....38	My Hometown (Bruce Springsteen—ASCAP).....34		You Belong (Red Cloud/Night River—ASCAP).....18
Freedom (Golden Torch—ASCAP).....74	Never (Makiki adm. by Arista/Strengu Euphoria).....82		You're A (Gratitude Sky—ASCAP/Polo Grounds—BMI).....27
Go (WB/Almond Legg adm. by WB/Nosebag adm. by Ackee—ASCAP).....65			



Initial inductees into The Rock And Roll Hall of Fame

THE ROCK AND ROLL HALL OF FAME

CHUCK BERRY  JAMES BROWN  RAY CHARLES  SAM COOKE
 FATS DOMINO  THE EVERLY BROTHERS  BUDDY HOLLY
 JERRY LEE LEWIS  LITTLE RICHARD  ELVIS PRESLEY

The Board of Directors of the Rock and Roll Hall of Fame Foundation, Inc. cordially invite you to attend the first annual Induction Dinner, Thursday, January 23rd, 1986.

The Waldorf Astoria

50th Street at Park Avenue

Cocktails—6:00 PM, The Jade Room
 Dinner and Induction Ceremony—7:00 PM Grand Ballroom
 Black Tie

ROCK AND ROLL HALL OF FAME FOUNDATION

**c/o SUZAN EVANS
 ATLANTIC RECORDS
 75 ROCKEFELLER PLAZA
 NEW YORK, N.Y. 10019**

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

NAME _____

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

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

I cannot attend but enclose my contribution of \$_____
PLEASE RESPOND NO LATER THAN JANUARY 1st

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