

CASH BOX

November 16, 1985

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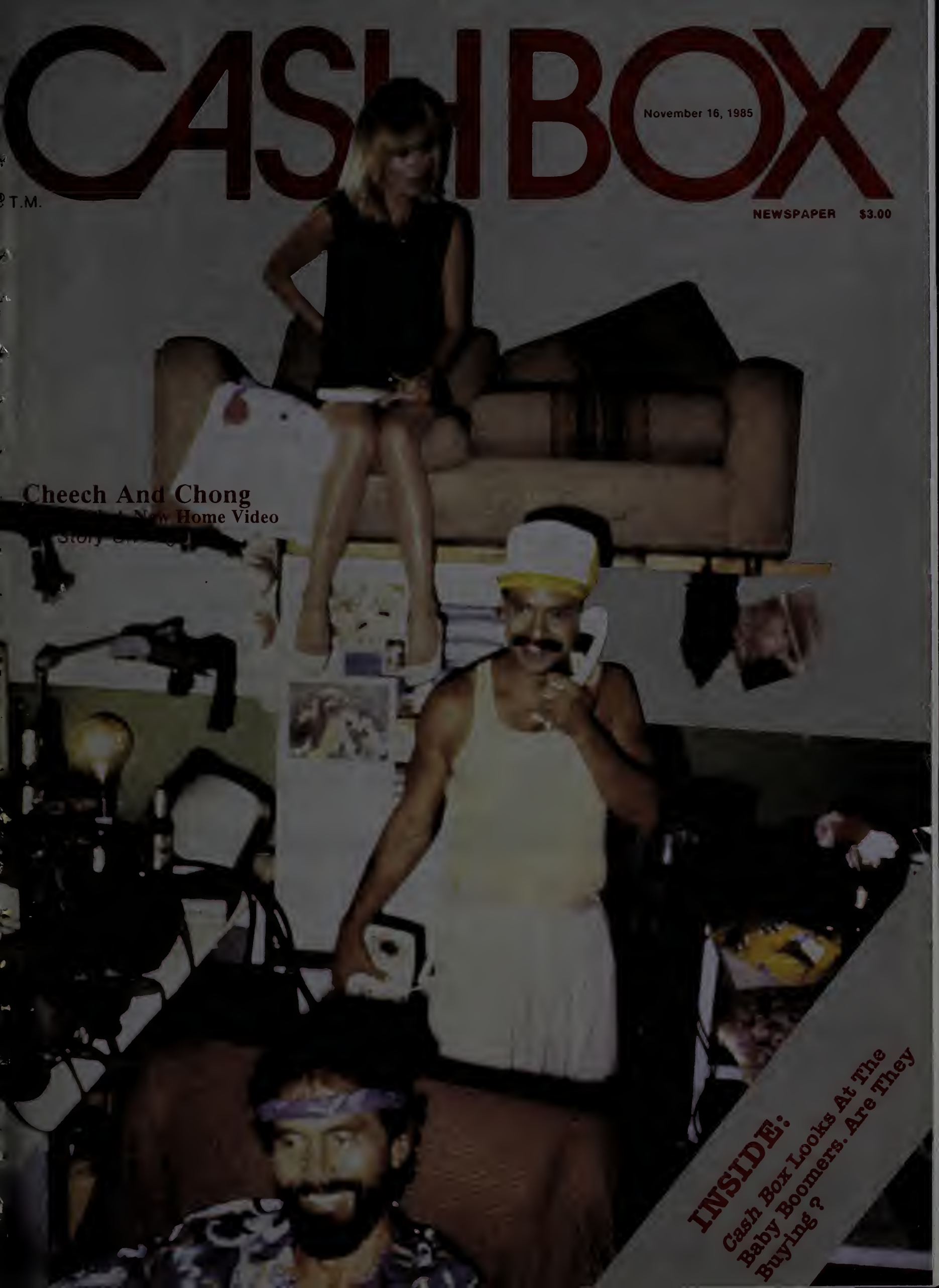
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Story on p. 12

INSIDE:
Cash Box Looks At The
Baby Boomers. Are They
Buying?



CASH BOX

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GUEST EDITORIAL

No Guts No Glory: The Challenge of Rock Concert Promotion in the '80s

By Andy Hewitt

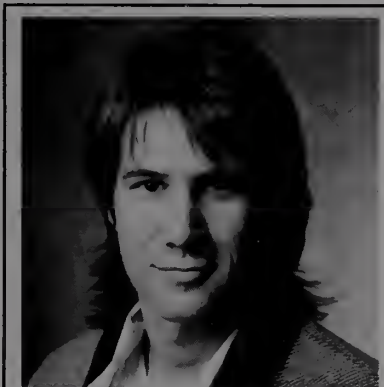
The modern music environment has created an atmosphere of uncertainty in the concert promotion business. To stay in the game promoters have had to become gamblers as well as diplomats. Relationships must be maintained on an international basis, but today relationships are not enough. A promoter must be willing to risk hundreds of thousands of dollars on a hunch.

In years past, a promoter nurtured an act and helped guide its career from clubs to ballrooms to outdoor amphitheatres (and if everybody got lucky) to stadiums. This process occurred over several touring years and several albums.

All involved, the act, the management, as well as the promoter could be reasonably sure of strong sales in a large venue because of the slow and steady rise of a group's popularity. In today's world, you may have a band (like WHAM!) going from small ballrooms to stadiums in a matter of a few months with no guarantee that they can fill stadiums in city after city. If a promoter is unwilling to gamble large sums of money, the act will find another promoter to produce the show. The business decision to go ahead cannot be made on hard facts or proven performance, only a guess that the act will go over,

or on an instinctive feel that the band's upcoming album will support a large tour. You have to have the courage to make instinctive decisions, and have the ability to accept some mistakes (big financial losses) and be able to make the same instinctive decision the next day without being traumatized.

Historically, after supporting an act through rough times and losing money or breaking even, the promoter got the opportunity to finally make some profits when an act became big. Now with overnight success coupled with instant demise, promoters have to have the guts to go with their instincts or lose the opportunity. The same group that went from ballrooms to stadiums last year could very well be struggling to get small halls this



Andy Hewitt is a booker of concert attractions for the Nederlander Companies.

year.

At the same time, since there are very few guaranteed profit makers like the Rolling Stones and the Police, a promoter is forced to keep a close eye on the European music scene, watching for emerging baby superstars. While this may seem like pleasant work, it can be very frustrating because the band and agent you took for a twenty quid lunch in April can be making unreasonable demands in June.

TOP POP DEBUTS

SINGLES

48

TALK TO ME — Stevie Nicks — Modern

ALBUMS

20

AFTERBURNER — ZZ Top — Warner Bros.

POP SINGLE

#1

WE BUILT THIS CITY
Starship
Grunt/RCA

WINNER'S CIRCLE

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

POP ALBUM

#1

MIAMI VICE
Original Soundtrack
MCA Records

B/C SINGLE

#1

PART-TIME LOVER
Stevie Wonder
Tamla/Motown

B/C ALBUM

#1

IN SQUARE CIRCLE
Stevie Wonder
Tamla/Motown

COUNTRY SINGLE

#1

HANG ON TO YOUR HEART
Exile
Epic

COUNTRY ALBUM

#1

GREATEST HITS VOL. 2
Ronnie Milsap
RCA

JAZZ

#1

BLACK CODES (FROM THE UNDERGROUND)
Wynton Marsalis
Columbia

MUSIC VIDEO

#1

PERFECT WAY
Scritti Politti
Warner Bros.

COMPACT DISC

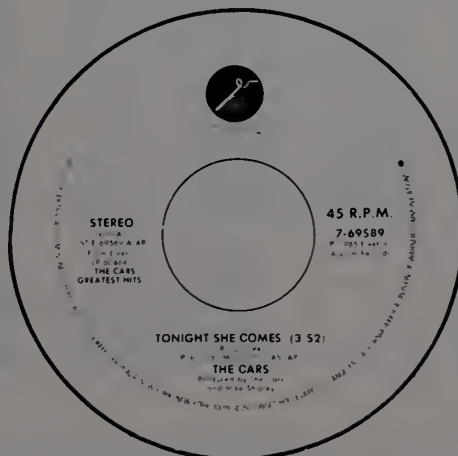
#1

BROTHERS IN ARMS
Dire Straits
Warner Bros.

12" SINGLE

#1

PART-TIME LOVER
Stevie Wonder
Tamla/Motown



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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.

November 16, 1985

	Weeks On 11/9 Chart
1 WE BUILT THIS CITY STARSHIP (Grunt/RCA FB-14170)	5 11
2 "MIAMI VICE" THEME JAN HAMMER (MCA 52666)	1 11
3 HEAD OVER HEELS TEARS FOR FEARS (Mercury 880 899-7)	3 10
4 YOU BELONG TO THE CITY GLENN FREY (MCA 52651)	6 10
5 SEPARATE LIVES (LOVE THEME FROM WHITE NIGHTS) PHIL COLLINS AND MARILYN MARTIN (Atlantic 7-89498)	8 7
6 PART-TIME LOVER STEVIE WONDER (Tamla/Motown 1808TF)	2 11
7 TAKE ON ME A-HA (Warner Bros. 7-29011)	4 17
8 BROKEN WINGS MR. MISTER (RCA PB-14136)	11 9
9 SAVING ALL MY LOVE FOR YOU WHITNEY HOUSTON (Arista AS1-9381)	7 14
10 MONEY FOR NOTHING DIRE STRAITS (Warner Bros. 7-28950)	9 19
11 LAY YOUR HANDS ON ME THOMPSON TWINS (Arista AS1-9396)	13 9
12 BE NEAR ME ARC (Mercury 880 626-7)	14 13
13 NEVER HEART (Capitol B-5512)	15 10
14 WHO'S ZOOMIN' WHO ARETHA FRANKLIN (Arista AS1-9410)	16 8
15 I'M GONNA TEAR YOUR PLAYHOUSE DOWN PAUL YOUNG (Columbia 36-05577)	10 11
16 SLEEPING BAG ZZ TOP (Warner Bros. 7-28884)	22 5
17 YOU ARE MY LADY FREDDIE JACKSON (Capitol B-5495)	19 11
18 ALIVE & KICKING SIMPLE MINDS (A&M/Virgin AM-2738)	24 5
19 ONE OF THE LIVING TINA TURNER (Capitol B-5518)	21 7
20 LOVIN' EVERY MINUTE OF IT LOVERBOY (Columbia 38-05569)	12 13
21 ELECTION DAY ARCADIA (Capitol B-5501)	27 4
22 ONE NIGHT LOVE AFFAIR BRYAN ADAMS (A&M AM-2770)	17 10
23 OH SHEILA READY FOR THE WORLD (MCA 52636)	18 18
24 LOVE THEME FROM ST. ELMO'S FIRE DAVID FOSTER (Atlantic 7-89528)	26 13
25 PERFECT WAY SCRITTI POLITTI (Warner Bros. 7-28949)	29 10
26 SO IN LOVE ORCHESTRAL MANOEUVRES IN THE DARK (A&M/Virgin AM-2746)	28 11
27 WRAP HER UP ELTON JOHN (Geffen 7-28873)	31 4
28 SOUL KISS OLIVIA NEWTON-JOHN (MCA 52685)	30 7
29 SISTERS ARE DOIN' IT FOR THEMSELVES EURYTHMICS AND ARETHA FRANKLIN (RCA PB-14214)	33 5
30 GIRLS ARE MORE FUN RAY PARKER JR. (Arista AS1-9352)	32 7
31 SMALL TOWN JOHN COUGAR MELLENCAMP (Riva/PolyGram 884 202-7)	37 3
32 SAY YOU, SAY ME LIONEL RICHIE (Motown 1819MF)	39 2
33 I MISS YOU KLYMAXX (Constellation/MCA 52606)	36 8
34 THE NIGHT IS STILL YOUNG BILLY JOEL (Columbia 38-05657)	34 7

	Weeks On 11/9 Chart
35 RUNNING UP THAT HILL KATE BUSH (EMI America B-8285)	38 11
36 WINNER'S CIRCLE TONIGHT SHE COMES THE CARS (Elektra 7-69589)	42 3
37 PARTY ALL THE TIME EDDIE MURPHY (Columbia 38-05609)	44 7
38 WALK OF LIFE DIRE STRAITS (Warner Bros. 7-28878)	43 3
39 BURNING HEART SURVIVOR (Scotti Brothers/CBS ZS4 05663)	45 3
40 AND WE DANCED HOOTERS (Columbia 38-05568)	23 15
41 BOY IN THE BOX COREY HART (EMI America B-8287)	25 10
42 OBJECT OF MY DESIRE STARPOINT (Elektra 7-69621)	47 8
43 DO IT FOR LOVE SHEENA EASTON (EMI America B-8295)	48 4
44 EMERGENCY KOOL & THE GANG (De-Lite/PolyGram 884 199-7)	49 4
45 YOU'RE A FRIEND OF MINE CLARENCE CLEMONS AND JACKSON BROWNE (Columbia 38-05660)	50 4
46 AMERICA PRINCE AND THE REVOLUTION (Paisley Park/Warner Bros. 7-28999)	46 5
47 LOVE IS THE SEVENTH WAVE STING (A&M AM-2787)	56 2
48 CHARTBREAKER TALK TO ME STEVIE NICKS (Modern/Atlantic 7-99582)	DEBUT
49 THAT'S WHAT FRIENDS ARE FOR DIONNE & FRIENDS (Arista AS1-9422)	60 2
50 AND SHE WAS TALKING HEADS (Sire 7-28917)	51 8
51 TO LIVE AND DIE IN L.A. WANG CHUNG (Geffen 7-28891)	57 6
52 CHERISH KOOL & THE GANG (De-Lite/PolyGram 880 869-7)	20 20
53 HURTS TO BE IN LOVE GINO VANNELLI (CBS Associated ZS4 05586)	58 7
54 I'LL BE GOOD RENE & ANGELA (Mercury 884 009-7)	54 7
55 FORTRESS AROUND YOUR HEART STING (A&M AM-2767)	35 13
56 TEARS ARE FALLING KISS (Mercury 884 141-7)	62 5
57 DANCING IN THE STREET MICK JAGGER/DAVID BOWIE (EMI America B-8288)	41 12
58 EVERYBODY DANCE TA MARA & THE SEEN (A&M AM-2768)	65 4
59 I'M GOIN' DOWN BRUCE SPRINGSTEEN (Columbia 38-05603)	40 11
60 SUNSET GRILL DON HENLEY (Geffen 7-28906)	52 12
61 CONGA MIAMI SOUND MACHINE (Epic 34-05457)	67 5
62 LIKE TO GET TO KNOW YOU WELL HOWARD JONES (Elektra 7-69598)	55 8
63 FREEDOM POINTER SISTERS (RCA PB-14224)	70 3
64 TOO YOUNG JACK WAGNER (Qwest/Warner Bros. 7- 28931)	71 4
65 SUN CITY ARTISTS UNITED AGAINST APARTHEID (Manhattan/Capitol B50017)	73 3
66 GOODBYE NIGHT RANGER (MCA 52729)	80 2

	Weeks On 11/9 Chart
67 LONELY OL' NIGHT JOHN COUGAR MELLENCAMP (Riva/PolyGram 880 984-7)	53 14
68 CHARM THE SNAKE CHRISTOPHER CROSS (Warner Bros. 7-28864)	69 4
69 FACE THE FACE PETE TOWNSHEND (Atco/Atlantic 7-99590)	86 2
70 SMALL TOWN GIRL JOHN CAFFERTY AND THE BEAVER BROWN BAND (Scotti Brothers/CBS ZS4 05668)	79 2
71 AFTER THE FIRE ROGER DALTRY (Atlantic 7-89491)	59 9
72 TARZAN BOY BALTIMORA (Manhattan/Capitol B50018)	72 5
73 THE OAK TREE MORRIS DAY (Warner Bros. 7-28999)	66 6
74 SIDEWALK TALK JELLYBEAN (EMI America B-8297)	DEBUT
75 DRESS YOU UP MADONNA (Sire 7-28919)	61 14
76 EVERYDAY JAMES TAYLOR (Columbia 38-05681)	84 2
77 ST. ELMO'S FIRE (MAN IN MOTION) JOHN PARR (Atlantic 7-89541)	63 21
78 STAND BY ME MAURICE WHITE (Columbia 38-05571)	64 10
79 COUNT ME OUT NEW EDITION (MCA 52703)	87 2
80 FOUR IN THE MORNING (I CAN'T TAKE ANY MORE) NIGHT RANGER (MCA 52661)	68 13
81 WELCOME TO PARADISE JOHN WAITE (EMI America B-8278)	82 3
82 DANGEROUS I.OVERBOY (Columbia 38-05711)	DEBUT
83 QUE TE QUIERO KATRINA AND THE WAVES (Capitol B- 5528)	75 5
84 HOME SWEET HOME MOTLEY CRUE (Elektra 7-69591)	81 4
85 COMMUNICATION THE POWER STATION (Capitol B-5511)	74 11
86 WE DON'T NEED ANOTHER HERO (THUNDERDOME) TINA TURNER (Capitol B-5491)	76 20
87 THE WAY YOU DO THE THINGS YOU DO/MY GIRL DARYL HALL/JOHN OATES (RCA PB-14178)	77 12
88 WEIRD SCIENCE GINGO BOINGO (MCA 52633)	78 12
89 THE BIG MONEY RUSH (Mercury 884 191-7)	DEBUT
90 A LOVE BIZARRE SHEILA E. (Paisley Park/Warner Bros. 7- 28890)	DEBUT
91 SHOCK THE MOTELS (Capitol B-5529)	83 4
92 BORN IN EAST L.A. CHEECH & CHONG (MCA 52655)	85 9
93 TONIGHT IT'S YOU CHEAP TRICK (Epic 34-05431)	88 16
94 ALL OF ME FOR ALL OF YOU 9.9 (RCA PB-14082)	90 12
95 CRY GCDLEY & CREME (Polydor 881 786-7)	89 17
96 BLUE KISS JANE WIEDLIN (I.R.S./MCA 52674)	93 7
97 DON'T LOSE MY NUMBER PHIL COLLINS (Atlantic 7-89536)	91 18
98 HOLD ME LAURA BRANIGAN (Atlantic 7-89496)	92 5
99 REMO'S THEME (WHAT IF) TOMMY SHAW (A&M AM-2773)	94 5
100 FREEDOM WHAM! (Columbia 38-05409)	95 17

Three Debuts Go Gold In October

NEW YORK — The current healthy climate for emerging talent can be seen in the RIAA's list of gold and platinum album awards for Oct. — Three of the 12 gold awards went to major label debuts: Ready For The World's "Ready For The World," A-Ha's "Hunting High And Low," and the Hooters' "Nervous Night." Gold LPs also went to Bon Jovi's "7800° Fahrenheit," Ronnie Milsap's "Greatest Hits Volume 2," Dio's "Sacred Heart," Huey Lewis & The News' "Picture This," Billy Joel's "Greatest Hits Volume I & Volume II," the "St. Elmo's Fire Soundtrack," John Cougar Mellencamp's "Scarecrow," Daryl Hall & John Oates' "Live at the Apollo with David Ruffin & Eddie Kendrick," and Hank Williams, Jr.'s "Five-O."

The Joel and Mellencamp LPs were also certified platinum in Oct., as was Luciano

Pavarotti's "O Holy Night." Multi-platinum honors went to Madonna's "Madonna" and Tears For Fears' "Songs From the Big Chair" (three million each).

In the Non-Theatrical Music Video category, gold awards were bestowed on "Huey Lewis and the News: The Heart of Rock 'N' Roll" and "Phil Collins: No Jacket Required EP." In the regular non-theatrical category, gold awards went to *Road Runner Vs. Wife E. Coyote: The Classic Chase* and *Bugs Bunny's Wacky Adventures*.

Gold theatrical video awards went to *Hot Moves*, *The Company of Wolves*, and *Gotcha!*, while simultaneous gold and platinum awards went to *Ladyhawke*, *Police Academy 2: Their First Assignment*, *Certain Fury*, *Fraternity Vacation*, and *The Purple Rose of Cairo*.

Musicland Buys Nine Record Bar Stores

By Stephen Padgett

LOS ANGELES — The Musicland Group and The Record Bar announced last week (11-1) that nine stores in two markets have changed hands between the two retail giants. Four stores in Chicago and five stores in St. Louis were purchased by The Musicland Group from The Record Bar for an undisclosed sum. As of Nov. 1, the

facilities, all major locations, began operating as Musicland stores.

Commenting on the purchase, Jack Eugster, president of The Musicland Group said, "These represent markets where we have an interest and they (the nine stores) obviously fit into our plan for those markets." In confirming the sale, Bill Golden, executive vice president, The Record Bar, stated, "We had no real presence in Chicago. It was a real good fit for Musicland and a real good fit for us. We need to expand in some other areas, and they needed to fill in some gaps where they were."

Golden confirmed that the nine stores had been the target of corporate scrutiny for some time, and that the sale came at a perfect time to aid The Record Bar's cash flow crisis (*Cash Box* 10-12). The sale was part of an ongoing assets relocation plan, according to Golden. In addition, The Record Bar did not have plans to expand in the Chicago and St. Louis markets, so the opportunity to sell to The Musicland was mutually beneficial, according to executives for both companies.

The stores, which remained opened

(continued on page 39)



METHENY-GEFFEN PACT — It was announced last week that The David Geffen Company has entered into an agreement with Metheny Group Productions. Under the terms of this relationship, Geffen Records will distribute The Pat Metheny Group albums as well as a wide variety of solo projects by Pat Metheny. The first solo album by Pat Metheny group keyboardist Lyle Mays is also included in the pact. Discussing the agreement in New York last week were three of the principal MGP-Geffen alliance: (l-r) Pat Metheny, Geffen A&R exec Gary Gersh and Geffen Records president Ed Rosenblatt.

Thatcher Steps In To Block U.K. Blank Tape Levy

By Chrissy Iley

LONDON — Prime Minister Margaret Thatcher is believed to have personally intervened to stop the proposed levy on blank video and audio tapes.

The surprise news would represent a reversal of Government policy back to its original thinking in 1981. Premier Thatcher has asked the Department of Trade and Industry to rethink plans for the proposed levy of 25p on video tapes and 10p on audio tapes. Earlier this year a government discussion paper recommended the levy to compensate for unauthorized home taping of copyright material.

A government bill on copyright reform has been drafted, but has now been questioned by Mrs. Thatcher. She is believed to be worried about the introduction of what would amount to a new tax in the run-up to the next election.

For a government that prides itself on its tax cuts, a levy equal to between five percent and 10 percent on the price of

(continued on page 39)

Behind The Bullets

Heart Beats Up The Charts

By Stephen Padgett

After a seemingly endless string of gold and platinum albums and singles during the '70s, Heart somehow lost heart at the dawn of the '80s. The summers of success were followed by a long winter of miserable selling (in Heart terms) records. But, as winter always gives way to spring, new life has once again resuscitated Heart. A lengthy layoff and a new label has rejuvenated the Wilson sisters and their band. This week, "Heart" becomes their first Top Five album. Three times before Heart has peaked at #6,

in November, 1976 with "Dreamboat Annie," again in July, 1977 with "Little Queen" and finally with "BeBe Le Strange" in March, 1980. Then the winter set in.

Their self-titled Capitol debut bullets from seven to five this week. Propelling the LP is Heart's second Top 20 single, "Never." "Never" jumps from 15 to 13 this week.

"Heart" is Top Five at the following retailers: Scott's One-Stop, Indiana; National Record Mart, Pittsburgh; The Record Bar, Durham, NC; Tower Records, Sacramento; Great American

(continued on page 39)



SALES ON THEIR MINDS — MCA Distributing recently held its national Fall sales meeting in Palm Springs, CA (photo 1): Irving Azof, president of MCA Records and Music Group, welcomed the national MCA sales staff (photo 2): An IRS product presentation was given by IRS Records president Jay Boberg (photo 3): Jheryl Busby, vice president of black music, MCA Records (l) and Richard Palmese, executive vice president of marketing and promotion, MCA Records (r), welcomed the national MCA



sales staff and discussed future plans. (photo 4): MCA Nashville presented the Branch of the Year Award to the St. Louis/Cincinnati Branch Office. Shown at the award presentation from left: Bruce Hinton, senior vice president, MCA Nashville; John Burns, senior vice president, MCA Distributing; Bob Schnieders, vice president of national accounts, MCA Distributing; Mike Smith, regional branch manager, St. Louis/Cincinnati, MCA Distributing; Kent Crawford, vice president of marketing, MCA Nashville.

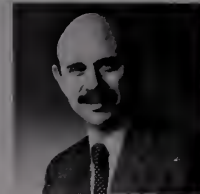
EXECUTIVES ON THE MOVE



Satriano



Nuri



Charney



Earl



Rennie



Konjoyan



Dreger



O'Brien

Satriano Appointed — Sue Satriano has been appointed national director, media and artist relations for Capitol Records. Based at Capitol's headquarters in Hollywood, California, Satriano will oversee all artist and corporate public relations for the diskery, including print, television, and syndicated radio activities. She has been with Elektra Records for the last eight years.

Nuri Named — Erik K. Nuri has been appointed director, A&R, black music, CBS Records Division. He will be responsible for signing acts and supervising the A&R activities of black and urban contemporary artists on the Columbia and Epic labels. He has been product manager, East Coast, Epic/Portrait/Associated Labels since February of this year.

Charney Promoted — Leonard J. Charney has been promoted to the position of general counsel, RCA/Ariola International, the newly formed music industry joint venture between RCA and Bertelsmann, A.G. Charney joined the RCA Records law department in 1975 as counsel. In 1979 he was named senior counsel, talent affairs, a position in which he was responsible for the negotiation and preparation of contracts, as well as matters of copyright, trademark, anti-piracy, and music publishing. In his new position, Charney presides over the law department of RCA/Ariola International and holds responsibility for all legal matters pertaining to the operating procedures of the joint venture. He also supervises all domestic and international outside counsel.

Earl Joins — Lori Earl has joined Bridenthal Public Relations as publicist. She had previously worked in the music division of Rogers & Cowan, Inc. BPR, based in Los Angeles, specializes in music public relations, with clients including Queen, Motley Crue and Aerosmith.

Avalon Promotes Three — Steve Rennie has been promoted to vice president of Avalon Attractions. Rennie has been with Avalon for the past two years, where he has been involved in various aspects of the company and specializing in the promotion of concerts for new music acts. In other appointments, Moss Jacobs has joined Avalon in the capacity of overseeing concerts promoted by the company in Santa Barbara and Fresno venues, in addition to select Los Angeles and San Diego venues. Jacobs comes to Avalon from his own Santa Barbara-based promotion firm, where he co-promoted numerous shows with Avalon. Jim Guerinot has been named assistant to the president of Avalon, where his duties include marketing and research.

Konjoyan Appointed — A&M Records national singles director Jon Konjoyan is now additionally responsible for heading up the label's adult contemporary promotion efforts. The change is effective immediately. Konjoyan's title will be "national singles director/director of A/C promotion." Konjoyan has been with the label since 1981. Previously he worked stints at television's syndicated *Entertainment Tonight* and at RSO Records, both in Los Angeles.

Dreger Named — Bob Campbell, vice president, marketing, CBS Records International, has announced the appointment of Donna M. Dreger as merchandising manager, CBS Records International. In this position, Dreger will be responsible for the servicing to CBS Records International affiliates of all P.O.P. merchandising available through CBS Records U.S. and the creation and servicing of special in-store and promotional items. In addition, she will be responsible for the preparation of video clips for promotional use overseas, the coordination of their worldwide distribution, and the monitoring of international video usage. She will also be responsible for selected video-oriented projects.

O'Brien Named — Karen A. O'Brien has been appointed marketing manager for Monster Cable. In her position, O'Brien is responsible for producing all new product literature, developing advertising and promotional campaigns, and coordinating trade shows.

Acree Joins — Dan Acree has joined Solters/Roskin/Friedman, Inc. and will be based in the Los Angeles office. Acree joins after more than 7 years as an independent publicist. He will handle music and television accounts for Solters/Roskin/Friedman. The change is effective November 1.

Daily Appointed — Dennis D. Daily has been appointed chief operating officer of Mann Media. Daily comes to Mann Media after four years as vice president of marketing and product development of The Seven Up Company, a division of Philip Morris, Inc.

Halsey Expansion — R.C. Bradley and Mack Sanders have joined the Jim Halsey Company in roles that are intended as new expansion areas for the talent agency according to Jim Halsey, Chairman and CEO. Bradley, named vice president for corporate development, heads the division for corporate and tour sponsorships and product endorsements. Mack Sanders has become associated with the Halsey Company as advisor and consultant for their radio promotions division and other broadcast areas of interest to the agency.

Borish Named — Robert S. Borish has been named as vice president and controller for Video Associates. Formerly controller of the video distribution division for Paramount Pictures, Borish's new position entails financial and administrative responsibilities in areas of sales and marketing, business affairs and production.



AIR SUPPLY HITS 3X PLATINUM — Backstage after Air Supply's opening concert at Radio City Music Hall, Graham Russell and Russell Hitchcock were presented with triple-platinum plaques representing sales of more than three million units of "Air Supply's Greatest Hits." Shown toasting the success of the LP are (l to r): Roy Lott, vice president, Business Affairs, Arista Records; Sal Licata, executive vice president and general manager, Arista; Lou Mann, vice president, Sales & Distribution, Arista; Graham Russell, Air Supply; Russell Hitchcock, Air Supply; Jim Cawley, director, National Sales, Arista; Rick Bisceglia, director, National Promotion, Arista; Abbey Konowitch, vice president, Video and Artist Development, Arista.

BUSINESS NOTES

Warner Bros. Music And Michael Jackson Renew Pact

LOS ANGELES — Warner Bros. Music and Michael Jackson have extended their longstanding agreement that calls for Warner Bros. Music to administer all of Jackson's songs that are published by his Mijac Music publishing company, through the release of his next three albums.

In addition, the agreement calls for Warner Bros. Music to administer other copyrighted works in the Jackson catalog that were not written by him, including the entire Sly and the Family Stone repertoire, as well as "Runaround Sue" and "The Wanderer."

Speaking for Jackson, his attorney John G. Branca stated, "We are extremely pleased with the job that Warner Bros. has done on Michael's behalf. We look forward to an even more rewarding relationship in the future."

According to Warner Bros. Music chairman of the board Chuck Kaye, "We are more than pleased with our agreement with Michael and in continuing our relationship with him. We look forward to working with Michael and sharing in his success for many years to come."

N.Y. Bootlegger Sentenced

NEW YORK — Michael Rascio, also known as "Charlie Greenberg," of Richmond Hill, New York, allegedly one of the largest manufacturers of bootleg albums in the country, was sentenced on October 30 to serve 3-1/3 to 8 years in state prison. He had been convicted on October 3 in state court on 26 criminal charges relating to bootlegging activities. Rascio was also ordered to pay a \$41,000 fine as part of his sentence.

Rascio was sentenced based on 21 felony convictions involving the unauthorized duplication of sound recordings of the Beatles, the Rolling Stones, Bob Dylan and Elvis Presley and the unauthorized recording of live performances by Bruce Springsteen. Rascio was also sentenced based on five misdemeanor convictions involving the failure to disclose the origin of sound recordings. The trial was presided over by Judge Kenneth Rohl of Suffolk County Court sitting in Hauppauge, New York. Additionally, the sentence was based in part on Rascio's violation of probation based on a prior piracy conviction. In the prior criminal case, Rascio was sentenced, and paid, a \$75,000 fine and served nine weekends in jail after pleading guilty in 1981 to a felony charge involving the unauthorized duplication of sounds.

The Suffolk County District Attorney's Rackets Bureau was assisted in the investigation which led to Rascio's conviction by the RIAA Anti-Piracy Unit.

At the time of sentencing, Assistant D.A. Lazio advised the Court since Rascio's incarceration, a major source of bootleg recordings in the East has dried up. He also referred to Rascio as being in "open defiance of the law" by returning to his bootlegging operation, at the same location, after his 1981 conviction.

T-I-C-K-E-R-T-A-P-E

NEW YORK — WNEW-AM's subway posters of Ella Fitzgerald, Louis Armstrong, Frank Sinatra, and Peggy Lee — the most interesting things to hit the N.Y. underground since Keith Haring moved upstairs — are now for sale for \$10 each, with proceeds benefitting World Hunger Year, write to WNEW-AM Posters, P.O. Box 3296, Wallingford, CT 06494 for info . . . "Bob & Ray: A Night of Two Stars," a double cassette of that comedy duo's '84 Carnegie Hall appearance, is now available, by mail only, from Radioart; call (800) 345-8112 for details . . . The International Tape/Disc Assoc.'s annual Update Seminar for its member companies will be held Nov. 19 at N.Y.C.'s Sheraton Centre Hotel; a call to (212) 956-7110 gets the lowdown . . . N.Y.'s DIS Company is now doing publicity and public relations for producer Neil Kerner . . . New on the bookshelves: *The History of American Bandstand*, by Michael Shore with Dick Clark (\$12.95, Ballantine); *The Rock Yearbook 1986*, edited by Ian Cranna (\$13.95, paper, \$24.95 cloth, St. Martin's Press).



CBS
RECORDS
INTERNATIONAL
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CANADA

ALBUM RELEASES

THE BROADWAY ALBUM — Barbra Streisand — Columbia 40092 — Producer: Barbra Streisand-Bob Esty-Paul Jabara — List: no list — Bar Coded

A perfect vehicle for Streisand's classic voice, "The Broadway Album" features tracks from such longtime favorites as *The King And I* ("I Have Dreamed," "We Kiss In A Shadow," "Something Wonderful"), *Porgy And Bess* ("I Loves You Porgy," "Porgy, I's Your Woman Now") and others. The orchestration and production here is tremendous as is Streisand's song selection. A collection which has been long awaited from Streisand fans.



WHITE CITY-A NOVEL — Pete Townshend — Atco 90473-1 — Producer: Chris Thomas — List: 8.98 — Bar Coded

Cut-for-cut, another riveting testament to Pete Townshend's vision and energy as a songwriter and guitarist, "White City" has already spawned one powerful single in "Face To Face," but this video soundtrack disc should be a big album cut LP for the few remaining adventurous FM stations around. As usual Townshend works at his best within a story or fictional context, and "White City" is passionate and often exhilarating.

MANILOW — Barry Manilow — RCA AFL1-7044 — Producer: Barry Manilow-Howie Rice-Kevin DiSimone-Michael Delugg — List: 8.98 — Bar Coded

From straight ahead rockers like the opening "I'm Your Man" to pop-rock jumpers like "In Search Of Love" to classic ballads like "He Doesn't Care (But I Do)," "Manilow" is another in a long line of exquisitely produced and sweetly rendered albums. Sure to be another automatic platinum for the singer/songwriter, "Manilow" is guaranteed to be a strong Christmas seller.



ALL FOR LOVE — New Edition — MCA 5679 — Producer: Vincent Brantley-Rick Timas-Richard Rudolph-Michael Sembello-George Tobin-Ricky Bell-Michael Bivins-Ronnie DeVoe-Ralph Tresvant — List: 8.98 — Bar Coded

While this LP's first single is in the vein of past New Edition efforts, other tracks such as "All For Love" and "With You All The Way" show a maturation in terms of material, arrangement and delivery. Still for the younger demos, "All For Love" does deliver one step further on the band's natural promise. A strong cross over LP which should be hot for the holidays.

SUN CITY — Artists United Against Apartheid — Manhattan 53019 — Producer: Little Steven-Arthur Baker — List: 8.98 — Bar Coded

While the single "Sun City" is slowly picking up steam, this album should move even faster. With such powerful tracks such as "Let Me See Your I.D." with a moving rap from Gil Scott Heron and a colorful backing from Miles Davis, a "19"-like news reel edit on "Revolutionary Situation" and a piercing "Silver And Gold" with Bono, Keith Richards and Ron Wood, this is one of the most substantial social issue albums compiled.

DEAD MAN'S PARTY — Oingo Boingo — MCA 5665 — Producer: Danny Elfman — Steve Barter — List: 8.98 — Bar Coded

With the spectacular success of the group's *Weird Science* soundtrack single, radio is seemingly very receptive to this quirky and hyperactive group. "Dead Man's Party" sports various possible singles, and Danny Elfman is in prime form as songwriter and lead vocalist.

DONE WITH MIRRORS — Aerosmith — Geffen 24091 — Producer: Ted Templeman — List: 8.98 — Bar Coded

With the original line-up intact, Steven Tyler, Joe Perry and friends return to the bump 'n' grind rock which made them top draws in the '70s with good success. From the apt "Let The Music Do The Talking" to the rhythmically staggered "Shame On You" this could be a rare rebirth of a dinosaur rock act.

EVERY TURN OF THE WORLD — Christopher Cross — Warner Bros. 25341-1 — Producer: Michael Omartian — List: 8.98 — Bar Coded

Multi-Grammy and Oscar-winning songwriter/performer Christopher Cross displays a new and harder edged slant, though the tunefulness of tracks like first single "Charm The Snake," "Swing Street" and the title track continue in Cross' well-known melodic vein.

FIRE FOX — Atlantic 81270 — Producer: Ollie Brown — List: 8.98 — Bar Coded

From a break on the *Breakin'* soundtrack to this debut disc, Fire Fox and producer Ollie Brown have delivered an irresistible package of DOR cuts with tantalizing lead vocals. A strong crossover LP.

WHAT A LIFE — Divinyls — Chrysalis BFV 41511 — Producers: Gary Langan, Mike Chapman, Mark Opitz — List: 8.98 — Bar Coded

With a critically acclaimed debut and a stirring US Festival performance behind them, Divinyls are back with their second Chrysalis LP. Christina Amphlett's vocals are a combination of the rock energy of labelmate Pat Benatar with the recklessness of Marianne Faithful and the urgency of Patti Smith.

HE IS THE LIGHT — Al Green — A&M 5102 — Producer: Willie Mitchell — List: 8.98 — Bar Coded

Though still holding onto his religious beliefs, Al Green here teams with long-time producer Willie Mitchell for some excellent crossover tracks. From the first single "Going Away" to "True Love" and "Building Up," this LP is the return of a master to the pop world.

MIKE & THE MECHANICS — Atlantic 81287-1 — Producer: Christopher Neil — List: 8.98 — Bar Coded

Genesis guitarist Mike Rutherford and friends like Paul Carrack and Paul Young put together this nicely-textured LP which melds musical expertise and pop music accessibility.

THE BEST OF ELVIS COSTELLO AND THE ATTRACTIONS — Columbia 40101 — Producer: Nick Lowe-Geoff Emerick-Clive Langer-Alan Winstanley — List: no list — Bar Coded

From the early hits like "Alison," "Watching The Detectives" and "Radio, Radio" to later gems such as "Clubland" and the moving "Shipbuilding," this is a nice smattering of tracks though with Costello there is too much material to hit *all* the high spots.

LIFE'S SO COOL — Tex & The Horseheads — Enigma 72062-1 — Producer: John Doe — List: 8.98 — Bar Coded

Longtime L.A. street favorites Tex & The Horseheads get help from X's John Doe on this raw and blustering exercise in thrash rock.

SIDE BY SIDE — Doggy Style — Flipside 006 — Producer: Dave & Doggy Style — List: no list

LAST TANGO - 21 Records 90470-1 — Producer: Sundance Lennard-Dana Thomas — List: 8.98 — Bar Coded

HIT HIP HOP ON HOT VINYL — Various Artists — Macola 0910 — Producer: Dr. Dre — List: 8.98

WANNA QUIT BUT CAN'T — WQBC — Thunder Bay 1185 — Producer: Walter Craig McCoy — List: 8.98

INSIDE — Makoto — Qwest 25301-1 — Producer: Makoto — List: 8.98 — Bar Coded

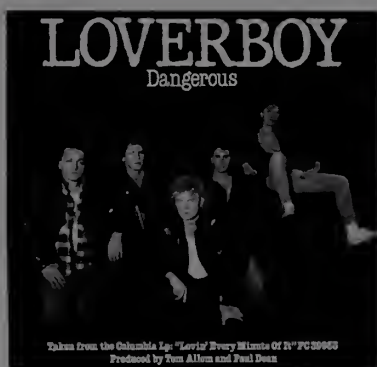
LITE LIFE — Angst — SST 054 — Producer: Joe Carducci-Angst — List: 8.98

SMASH PALACE — Epic 40075 — Producer: Tom Treumuth — List: 8.98 — Bar Coded

SINGLE RELEASES

LOVERBOY (Columbia 38-05711)
Dangerous (3:36) (Irving Music-Adams Communications-Calypto Toons/BMI) (Adams-Vallance) (Producer: Tom Allom-Paul Dean)

Following up the chart success of "Lovin' Every Minute Of It," this Bryan Adams tune captures the raw energy of Loverboy with a killer chorus hook to catch both rock radio and CHR. An economic arrangement with molten instrumentation, "Dangerous" features a howling lead vocal and a no-nonsense drum beat which is perfectly in tune with the current radio climate.



Taken from the Columbia LP: "Lovin' Every Minute Of It" PC 38060
 Produced by Tom Allom and Paul Dean

CHAKA KHAN (MCA 52730)
Own The Night (4:27) (Rightsong Music-Franne Golde Music-Welbeck Music Corp.-ATV Music/BMI) (Golde-Lauria-Sharron) (Producer: Arif Mardin-Joe Mardin)

Taken from the market-breaking *Miami Vice* soundtrack, "Own The Night" is a fire-breathing track featuring the always explosive lead vocals of Chaka Khan. With Arif and Joe Mardin continuing their producing stint behind the vocalist, the track is at once fierce enough for the clubs and pop enough for CHR radio. Energetic and dramatic, "Own The Night" is synth-pop at its best.



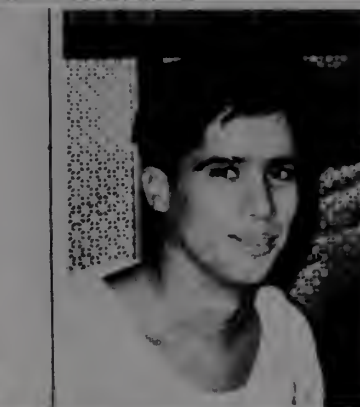
PAUL McCARTNEY (Capitol 9552)
Spies Like Us (3:46) (MPL Communications) (McCartney) (Producer: Paul McCartney)

No, this isn't an outtake from "Live And Let Die," "Spies Like Us" is a playful and danceable new single from McCartney which makes good use of the latest technology but constantly relies on the song's innate tunefulness. An ambitious arrangement and a classic resonant and melodic verse line are highlights here, but the track's distinctive sound and familiar lead vocal should bring this to programmers playlists quickly.



JELLYBEAN (EMI America 8297)
Sidewalk Talk (3:58) (no publisher listed) (Madonna) (Producer: John "Jellybean" Benitez)

Penned by Jellybean's first major protegee Madonna, the first single from the famed remixer's "Dance Music" LP is already getting substantial adds nationwide, and this percolating cut looks to be a major crossover success. Rock solid rhythm track and trade-off lead vocal decorates this song which is perfect for CHR radio and the teen demos.



OINGO BOINGO (MCA 52727)
Just Another Day (3:58) (Little Maestro Music/BMI) (D. Elfman) (Producers: Danny Elfman-Steve Bartek)

This new single from Oingo Boingo's recently released "Dead Man's Party" LP is a frenetic dancer in the style of this most hyperactive of bands. Lead singer Danny Elfman's charging vocal drives the tune, together with churning synthesizers and a stiff dance tempo. Alternative rock radio certainty.

DIANA ROSS (RCA JK-14244)
Chain Reaction (3:47) (Gibb Bros. Music/BMI) (B., R., & M. Gibb) (Producers: Barry Gibb-Karl Richardson)

This brothers Gibb-penned tune is written in the style of the golden age of Motown, and who better to sing it than the woman who most embodies that era? Ross' vocal on this memorizing pop tune harkens back to the days of old, fresh for an '80s audience (some of whom may be discovering this legendary Ross sound for the first time). Ross aficionados will find classic Diana in "Chain Reaction," a song she sings in the style she invented, a style no one can imitate.

DEPECHE MODE (Sire 7-28835)
Shake The Disease (3:59) (Emile/ASCAP) (M.L. Gore) (Producer: Daniel Miller, Depeche Mode, Gareth Jones)

From a new collection of singles about to be released comes this new Depeche Mode 7". The synthesizer band of the '80s is found in perfect stride. "Shake The Disease" is in the same vein as "People Are People" and "Master And Servant."

JON ANDERSON (Elektra 7-69580)
Easier Said Than Done (3:32) (Copyright Control) (Vangelis) (Producer: Roy Thomas Baker)

Yes lead vocalist Jon Anderson steps out on his own with a Vangelis composition and a thickly produced pop track which could re-establish this classic rock voice with a new generation of music fans.

CRUZADOS (Arista AS1-9436)
Motorcycle Girl (3:44) (Placa Music-Route Thirteen Music/BMI) (Larriva-Marsico) (Producer: Rodney Mills)

An AOR natural with a blistering video to boot, the Cruzados first single is pounding guitar rocker, with Tito Larriva's spicely vocals leading the way.

ROBERT PALMER (Island 7-99597)
Discipline Of Love (Why Did You Do It) (3:20) (Warner-Tamerlane Pub.-Haymaker Music/BMI-David Batteau Music-Black Lion Music/ASCAP) (Freeman/Batteau) (Producer: Bernard Edwards)

Palmer's high profile via the Power Station project should ensure this pumping single more radio focus than past solo efforts, and Palmer's lead vocals are, as always, shot full of emotion and soul.

WIRE TRAIN (Columbia/415) (38-05691)
Last Perfect Thing (3:52) (Very Safe Music-Discreet Trains/BMI) (Hunter) (Producer: Peter Maunu)

Taken from this San Francisco group's "Between Two Words" LP, "Last Perfect Thing" is a bittersweet look at the innocence of times past, and the group's passionate playing makes the cut worthy of special notice from rock radio. A much underrated band, Wire Train has all the tools, and with this cut, a great song.

LINDA TILLERY (411/Redwood BLF 777)
Secrets (3:57) (Patada-Dismukes/BMI)(R. Obiedo-T. Trull) (Producer: Ray Obiedo)
 Silky, jazzy and sultry. Tillery combines a smooth R&B vocal with a punchy, cool rhythmic section. An indie single that just might surprise everyone. A perfect B/C, CHR, AC and EOR cut.

THE WRESTLERS (Epic 34-05709)
Land Of 1,000 Dances?!?!? (3:15) (Thursday Music Corp./BMI) (Kenner-Domino) (Producer: Rick Derringer-Dave Wolff)

Taken from "The Wrestling Album," this single is a '50s dance rocker with a strong injection of humor and party time fun. Produced by Rick Derringer, this track could be a sleeper novelty smash.

THE JON BUTCHER AXIS (Capitol B-5534)
Sounds Of Your Voice (3:39) (Unichappell Music-Int'l Pashatoons/BMI) (Butcher-Gimbel) (Producer: Spencer Proffer)

This mid-tempo and airy effort gives guitarist/singer Jon Butcher a chance to get comfortable in a ballad context. A nice romantic theme and spare production lets the pop song come out for this rock radio artist.

JOEY LATINI (Roperry 1122)
Single Again (3:04) (Roperry Music/BMI) (Maharam) (Producer: none listed)
 This A/C slanted tune was a winner in the American Song Festival, and Joey Latini's silky vocal treatment is a real surprise.

PAUL HARDCASTLE (Profile 5082)
Forest Fire (3:55) (Oval Music/PRS) (Hardcastle) (Producer: Paul Hardcastle)

JAKKY BOY & THE BAD BUNCH (Atlantic 7-89480)
Don't Go (4:10) (Zye Music/BMI) (Rutledge-Roberts-Parker) (Producer: Jakky Boy)

SUGARFOOT (Warner Bros. 7-28869)
Fire '85" (4:10) (Ohio Players Music-Unichappell Music/BMI) (Williams-Satchell-Bonner-Jones-Middlebrooks-Pierce-Beck) (Producer: Roger Troutman)

MERI D. MARSHALL (Atlantic 7-89503)
My Obsession (3:03) (MCA Music-Le Mango Music-Krismik Music/ASCAP) (Parr-Parks) (Producer: Bob Parr)

CHEYNE (MCA 52705)
Private Joy (4:09) (Controversy Music/ASCAP) (Prince) (Producer: Greg Phillinganes-Jimmy Iovine)

BOHANNON (Compleat 148)
South Africa (4:12) (April Bohannon Music/ASCAP) (Bohannon) (Producer: Hamilton Bohannon)

MAKOTO (Qwest 7-28832)
Rich Man Poor Man (3:54) (Woo Woo Music-Yellow Brick Road Music/ASCAP) (Woo-Garrett) (Producer: Makoto)

LAST TANGO (21 Records 7-99594)
Stop Me Darlin' (3:51) (Uncle Sam Music-Under 21 Music-Tango Inc./BMI) (Socolof-Yates-McCurry) (Producer: Sundance Lennard-Dana Thomas)

NORMA JEAN (MCA 52676)
Every Bit Of This Love (3:55) (Blackwood Music-Huemar Music/BMI) (Mark-Lennox) (Producer: Hubert Eaves III)

CHARLES (Brofeel 112084)
Groove (3:58) (Kimberlin-Tyler-Time & Effort Pub./BMI) (Khaliq-Kimberlin-Tyler-Heintz) (Producer: Dale Kimberlin)

POINTS WEST

Peter Holden, Los Angeles

TAKING ADVANTAGE — Crossing barriers, breaking rules and jumping at the least likely opportunity are things that usually either get you into trouble or gain you a measurable amount of success. For **Bobby Colombi**, the results have consistently been of the latter category. As drummer and leader of the ground-breaking group **Blood, Sweat & Tears**, A&R vice president for both Epic and Capitol, producer of such groups as **Mother's Finest** and **Jaco Pastorius** and many others, and most currently music reporter for *Entertainment Tonight*, Colombi has definitely amassed a diverse number of skills and experiences. But are there any rules behind this variety of success? "I've found, that whenever there are rules that apply, especially to music, that they are meant to be overcome. When Blood Sweat & Tears began, jazz players played jazz, and idiot pop musicians played idiot pop. I felt there was room to get beyond those lines, and that's what I think Blood, Sweat & Tears did." Getting into the technical aspect of production with the group, — another line that Colombi crossed — the drummer then got hired on by **Steve Popovich** at Epic as an A&R rep. With a first project of **Jaco Pastorius'** debut disc, and production experiences with the **Jacksons**, and others, and finally a five and a half year stint at Capitol as an A&R VP, Colombi remarks, "I just got tired of selling. I'm sure

a lot of label people will agree that there is a real problem because the A&R person is hired for his vision. Yet, he has to go within his own company and try and convince the people that the acts he signs are good enough to sell. That is wrong. You are hired for your vision, that's your job." Now, together with segment producer **Clay Smith**, Colombi is able to follow up on his vision, doing profiles and news on bands which "have not already been in the public eye every five minutes," he says. "The most important thing is that the record company is behind the album or the band, and from there we just follow our leads and sources. If we do a good job, we are doing a favor to both the audience, who will want to know about these acts, and to the acts themselves. There is definitely a bit of A&R-ing done here!"

CROSSLIGHT DISSOLVES — **Peter Golden**, co-founder of Crosslight Management, has left his position at the six-year-old firm which will be dissolved immediately. Known for its clients such as **Cosby**, **Stills & Nash**, **Poco**, the **Dazz Band**, **David Lindley** and **Jesse Colin Young** among others, Golden formed Crosslight in 1979 with **Bill Siddons**. Golden is former head of **William Morris'** Music division which he left in 1977 to manage **Jackson Browne**. The firm's clients will continue to be handled by Siddons.

BLASTERS LEFT PIANO-LESS — **The Blasters'** longtime piano player and crowd favorite **Gene Taylor** has left the group to pursue a solo career. Taylor has long made his home in Toronto and will continue to base his operation from there. The group will continue to tour as a quartet and will appear with saxophonist **Lee Allen** on selected dates. Late news has it that **Billy Zoom** has left **X**, with **Dave Alvin** handling guitar for the band.

REGGAE IN NEWPORT BEACH?!!? — Strange but true, the infamous **Roberto**, host of KNAC's *Reggae Revolution* radio show has gained access to a Newport Beach club **Promises** and will feature a reggae club night every Tuesday starting November 12. With special toasters being brought in from Jamaica and the U.K. and special video features each Tuesday

night, the Promises reggae series will get as authentic as possible, also featuring Red Stripe Beer and Myers Rum. Promises is located at 3333 Pacific Coast Highway just off Newport Beach Blvd., in Newport Beach. For more info call (714) 642-0506.

SUITE BEAT INTRODUCES CHAMELEON LABEL — The Suite Beat Music Group has found a name for its alternative music label: **Chameleon**. While Suite Beat already has an impressive list of licensed labels (American, Epitaph, Posh Boy, and Missing Link among them), Chameleon will have the power to sign and be involved with direct product and artistic development. Chameleon's motto will be "Changing The Face Of Music."



SUN CITY GETS HELP — L.A. Mayor, Tom Bradley has challenged L.A. radio to play the single "Sun City" in a press conference held last week. The single is getting airplay, but slower than was originally expected.

NEW FACES TO WATCH

Yes fans, the rock 'n' roll dream machine is still running, and proof positive is in the case of PolyGram's latest hard rock sensation, **Precious Metal**. From "musicians wanted" ads to the A&R office of a major label in only months, **Precious Metal** is a living example of why kids still flock to Los Angeles in search of the "overnight sensation" dream.

As in the case of most "overnight sensations," there were years of experience that went into the talents of the members of the all-girl hard rock group but **Leslie Knauer-Wasser**, **Janet Robin**, **Carol Control**, **Alex Rylance** and **Mara Fox** did find each other through a local want ad section and did get signed when PolyGram's **Russ Regan** heard the group's demo tape on local new music radio bastion **KROQ**. Lead vocalist **Knauer-Wasser** explains, "We had done some tapes with (producer) **Paul Sabu** and some local shows, when one of the sound guys at the **Club Lingerie** told **Eddie X** over at **KROQ** about us. **Eddie** asked about us on his show, if anybody had heard of us or how to get a tape because he wanted to play us on his show.

"We got him a tape and then **Richard Blade** played it on his morning show and **Russ** heard it. We had just finished another demo — the song **Russ** heard was 'Girls Nite Out' from an earlier session, and **Paul** stayed up all night mixing the new songs so we could play it for **Russ** the next morning. We went in and played it for him, and at one point he just stopped the tape and said he wanted to sign us." Naturally the speed of this music industry process caught the girls by surprise, but the lead vocalist remarks, "We knew that, regardless of what people thought about the music, or said about the name or about the fact that we were an all-girl band, that we would get to a level we would be satisfied with. We



Precious Metal

already loved what we were doing, even though we weren't making any money, but this is even better."

The material on "Right Here, Right Now" is not heavy metal, but a melodic and spontaneously energetic brand of rock 'n' roll which is enhanced by the group's rough-edged playing. From tracks like the first single "Girls Nite Out" to the thumping "Cheesecake" and "This Girl," **Precious Metal** displays a good commercial slant with the substance of solid rockers. "We really love what we are doing, and I think that we got the success that we have through keeping a positive attitude and just plain working hard" says **Knauer-Wasser**. With a heritage which dates back to the **Runaways** and other girl groups, **Precious Metal** seems set for longer stay in the all too transitive world of music. "It's just amazing that we are able to do what we want," exclaims **Knauer-Wasser**, and indeed, it seems as rare as **Precious Metal**.

Weill LP: A Stellar Package

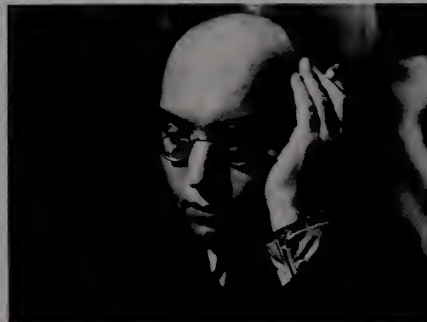
By Peter Holden

LOS ANGELES — Once in a long while, a record is released that, in the words of producer **Hal Willner**, "will bring people out to buy it who have not been to a record store in a long time." "Lost In The Stars—The Music Of Kurt Weill" is just such a record. **Willner's** third compilation project for **A&M** — the previous two have covered the work of **Nina Rota** and **Thelonius Monk** — is probably his most ambitious, and it could be the most commercially successful of the three in the sense that it will appeal to a wide variety of people, from fans of **Sting** and **Lou Reed**, who contribute tracks to the record, to fans of **Kurt Weill** and fans of the era and drama his music evokes.

Weill, best known to American audiences for songs such as "Mac The Knife" and "September Song" as well as his work with writer **Bertolt Brecht** in such dramatic works as "The Seven Deadly Sins" and

"The Threepenny Opera," wrote an amazingly rich and varied body of work from his beginnings in Germany in the '20s to his death in America in 1950. Capturing the sense of bold experimentation, cultural synthesis and social consequence of the period, **Weill's** work is jazzy, theatrical, humorous and often elaborate. Yet at the same time songs such as "What Keeps Mankind Alive?" — performed by **Tom Waits** on the LP, "The Cannon Song" and "Alabama Song" all are immediately heard as familiar, timeless pieces.

While **Willner** says that when he did his first project for **A&M** of soundtrack composer **Nina Rota**, he thought it would be only a "one time thing." Yet last year's "That's The Way I Feel Now" compilation of **Thelonius Monk** tunes performed by various jazz and rock players gained such critical and commercial recognition that he and the label felt compelled to go on. **Weill** had been thought of as a natural subject: "We got the idea in March of last year when we were working on the **Monk** project. **Paul M. Young** (the album's co-producer) and I both love **Weill's** music, and from there we were in the studio almost from April to August," **Willner** recalls. "We wanted to try and break down the barriers for these songs. As I've gone through my own life, I've liked different music at different times, and with this and the other records, I've tried to appeal to a wide cross section of fans. I think **Tom Waits** sounds great next to a string



KURT WEILL — Subject of **Hal Willner's** latest compilation for fans — old and new.

(continued on page 39)

A RICH PARTY — **Buddy Rich** (left) celebrates his birthday with renowned **San Francisco** columnist **Herb Caen** at the **Fairmont Hotel** in **San Francisco** following his opening night in the **Venetian Room**.

Cover Story



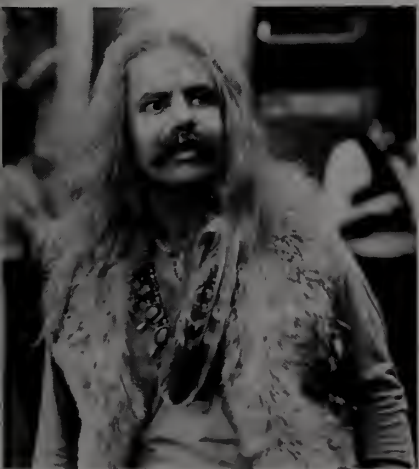
Cheech And Chong Smoke In A New Format

By Gregory Dobrin

LOS ANGELES — Cheech & Chong, a.k.a. respectively, Richard Marin and Tommy Chong, have been recording together for almost 15 years, which only proves how swiftly time has flown while they, and the audience they've kept in stitches, have been having fun. Now, with the comedy duo's first album in five years, Cheech and Chong, who have made five feature films in that time, are back on vinyl their most visual, and least drug oriented record to date.

The album is "Get Out of My Room," for MCA Records, and it has spawned a home video counterpart of the same title, released by MCA Home Video. "The album was more or less recorded with videos in mind," Marin told *Cash Box*. While the single, "Born in East L.A." has climbed both the pop charts and video outlet playlists, "Get Out of My Room" features other singles, each with their own videos. The home video, Marin explained, is basically documentary of the filming of those videos, five in all, with cameo appearances by the likes of Elvira, Jan Michael Vincent and Beverly D'Angelo.

The story unfolded as they went along. "What we did basically was like art imitating life," Marin said, "with Tommy hanging out with the young ladies and me



FROM FILM TO VIDEO — Video is more fun than movies, according to Cheech Marin of Cheech & Chong, here pictured in a scene from Cheech and Chong's *Next Movie*.

as the film director. Then we just made it into a documentary as we went along. We had the documentary camera rolling the whole time. We figured it was a good way to get a little bit of history, to do bits and do videos at the same time."

"It was a lot of fun to make," Marin said. "You don't have to get an ulcer over videos. You just go out and do them, as opposed to movies, which take a lot of time." Marin, who directed the hour-long home video, also took a large part in directing Cheech and Chong's movies. In comparing the two experiences — that of video directing and movie directing — Marin said he found videos much easier. "You're directing to a beat, and basically you're just connecting visuals to the beat," he commented. "Our songs are very story oriented . . . you can story board the whole thing exactly as it will appear."

As with their material, the accent in Cheech and Chong's videos is on fun. And as the duo has maintained all along, the material isn't heavy. It's light, and intended for audiences to relax with. The videos reflect that attitude, and in watching them, one can easily see there was a lot of fun had while making them.

What's the most fun about making a video for Cheech and Chong? "Seeing them on tv quick," Marin told *Cash Box*, "rather than waiting two years for the film to come out, which, if it doesn't draw an audience in the first week, is gone. With videos, you have them on tv quickly, people see it, and it gets the recognition out in the street. You get that immediate feedback. It's about the closest you can come in a visual medium to playing live."

Cheech and Chong released their first album in 1971. They met in Canada, where Marin had gone to escape the draft and Chong ran a topless improvisational comedy revue called *City Lights*, which Marin joined. They were signed to their first recording contract after being seen performing together during amateur night at L.A.'s Troubadour nightclub. Their first self-titled record won them a Grammy.

Videos are something they've wanted to do for several years now. "When I saw videos coming in I said, 'Yeah, we're just perfect for this,'" Marin remarked. "We've always been a combination of music and visuals. It seemed like it would be fun to make videos with our singles which really takes advantage of all our talents. We came from music. Actually, I came from Torrence, but we had music there too."

EAST COASTINGS

Paul Iorio, New York

R.E.M. ON THE NEW FRONTIER — Throw the book at R.E.M. They're wanted for genre trespassing, speeding without brakes, driving with poetic license, ignoring stop signs, you name it. Dossier says they ignore fans' requests for hit songs and encore with an a cappella "Moon River." Dossier also says they play on a darkened stage and bury their vocals so that already obtuse lyrics like "Laocoon misconstrued" are even more unintelligible. And what irks the authorities most is that they get away with it. It's an open and shut case: R.E.M. are America's third most-wanted band after the **Talking Heads** and the **E Street Band**. "We can do anything we want and pretty much get away with it," bassist **Mike Mills** told *East*



R.E.M. IN N.Y. — R.E.M. (I.R.S.) performed in N.Y. November 9 at CMJ's New Music Awards. Pictured (l-r): Mike Mills, Michael Stipe, Peter Buck and Bill Berry.

Coastings. "We might do . . . anything." And on this leg of R.E.M.'s seven-month-plus-tour, which included a November 9 performance at CMJ's New Music Awards presentation, they have been known to open with a short acoustic set before tearing through an unpredictable collection of electric tunes ranging from the **New York Dolls's** "Pills" to **Lynyrd Skynard's** "Sweet Home Alabama." Mills laughs at the mention of the latter song. "We covered 'Sweet Home . . .' maybe once and that was a joke. Not that Skynard was a bad band. They were far and away the best of the bunch (of '70s southern boogie bands)," he says, adding hastily,

"but we don't have anything to do with that. When Mills says "We're going to go on not pigeon-holing ourselves," he's not kidding. Their range is wide; their countryish "Rockville" is poles apart from "Auctioneer's" noise-rock. And the structure of their first two LPs (I.R.S.), with stray musical figures weaving in and out, resembles nothing so much as the **Beatles'** "White Album," which itself was rife with diversity. "I think it's more of a coincidence because I doubt that (singer) Michael (Stipe) has ever even heard the 'White Album,'" says Mills. Now hold on: **Michael Stipe**, age 26, center of the American new music scene, has never heard that Beatles classic? Is this just more Stipe-hype? Mills says that Stipe writes most of the lyrics but that "the rest of us come up with the music." Sometimes accidental sounds play a role in the sound. Mills explains how they got the thunder sound that opens "We Walk": **Bill Berry** (the drummer) was playing pool downstairs and we put a microphone in the hall, turned up the reverb, recorded the (colliding) cue balls and then slowed the tape down to half speed." What bands does Mills admire? "I enjoy the **Lucy Show**. Their music is a little more subtle than ours; it takes a while for it to sink in." His favorite hometown (Athens, Ga.) band is the **Kilkenny Cats** who he says is preparing to record its debut LP on Twin Tone/Coyote. He also likes **Love Tractor**, the **Neats** and **10,000 Maniacs** who will open for R.E.M. on this tour. "We're going to take a break after this tour," says Mills. "We've been on the road for about seven months and we'll be real happy to get home."

GO-GO A SOLO — Another I.R.S. artist, former Go-Go **Jane Wiedlin**, also spoke to *East Coastings* about her recently released self-titled solo LP. "I left the **Go-Go's** because I wanted to sing my own songs," she says. Of these new songs, "Blue Kiss" has already seen some chart action and she would like to release "Modern Romance" as the next single. "My neighbor George kept bugging me to give him lyrics so he could work on the music because he's a songwriter too. I sent him over 'Modern Romance' and he came back with this gorgeous melody," says Wiedlin. "That song is about being more serious about our love affairs," she said, adding that people are "taking love much more seriously than in the 1970's." "When I was younger," she says, "I liked to fall in love all the time but I don't feel that way any more." Those were the days when she wrote songs like "Automatic": "'Automatic' was about lovemaking when everything goes good and smoothly and you don't have to think about it — that's automatic." Wiedlin is taking a wait-and-see attitude toward future projects and says she doesn't have "any firm plans for touring yet."



ASCAP GIVES A HOOT — The Hooters were recently greeted by ASCAP officials backstage after a show. Pictured from (l-r): Hooter Rob Hyman; Karen Petersen, ASCAP membership representative; Lisa Schmidt, ASCAP eastern regional director of repertory; and Hooter Eric Bazilian.



DR. DEMENTO

Fifteen Years And Still Going Strong!

By Jimi Fox

World renowned rock historian/nationally syndicated radio show host Dr. Demento has joined forces with Rhino Records to produce a most ambitious series and major project to be distributed by Capitol Records titled: "Dr. Demento Presents..." The series contains a definitive selection of the very best novelty records released over the entire history of recorded music. Each volume covers a specific decade (with an additional volume devoted to Christmas novelty records), and features extensive annotation by the Doctor himself. A special box set, individually signed and numbered by Dr. Demento, will also be available in a limited edition. Besides containing all six albums, this deluxe embossed-and-gold-stamped box will hold a sixteen-page illustrated booklet and a 24" x 24" full color poster.

The release of this historic record anthology also coincides with another historic event, the fifteenth anniversary of the "Dr. Demento Show", which continues to bring the best of "mad music and crazy comedy" to over 1 million people in over 150 cities each week. It is broadcast nationwide on the Westwood One Radio Network. Los Angeles' KMET serves as the flagship station for Dr. Demento.

The Doctor provides the liveliest and most original alternative in today's radio marketplace. As radio's undisputed keeper of comedy and novelty recordings, each week he skims the creme de la creme from his private collection of over 200,000 records from 1897 to present and spices the brew with the most original music of today, including many basement tapes sent to him by listeners. Those who've listened carefully over the years have undoubtedly realized that somewhere between the Doctor's lively larynx and his battered top hat resides the mind of a seasoned musicologist and a dedicated scholar.

The Doctor's show continues to keep alive many of the old classics by artists such as Spike Jones, Tom Lehrer and Allen Sherman and highlights many contemporary artists such as Monty Python, Frank Zappa and Cheech and Chong. The show has also provided a springboard for new talent. The Doctor's number one discovery to date has been "Weird Al" Yankovic, rock n' roll's premier accordion player and pop satirist best known for his popular rock parodies like "Another One Rides the Bus," "Eat It," and "Like a Surgeon."

Dr. Demento was born and raised among the lakes, trees, polka palaces and art museums of Minneapolis, Minnesota. His parents named him Barret Hansen, and quickly introduced him to their large collection of classical records. The young Doctor-to-be began building his own

record collection in Junior High School, becoming a regular patron of the Twin Cities thrift shops. He collected records of every imaginable kind, including the rock n' roll hits (and misses) of the day, and electric blues—which he tuned in late at night on far-reaching Southern radio stations. He appointed himself DJ for his high school (University High School in Minneapolis) record hops and after enrolling at Reed College in Portland, Oregon, he made himself a home at the campus' 10-watt FM station.

Dr. Demento attended UCLA, where he eventually got a master's degree in Folk Music Studies and wrote his thesis about the evolution of blues in rock n' roll. While there, he appeared regularly on educational radio, emceed at the Ash Grove coffeehouse where legendary blues and folk singers performed, played piano in a blues band, had a brief fling as a rock n' roll roadie for two soon-to-be-famous L.A. bands, Canned Heat and Spirit. Here Dr. Demento reflected to *Cash Box*, "This is where Bob Hite — "The Bear" — from Canned Heat and I became close friends. We were both avid collectors and related very well with each other."

The Doctor did quite a bit of freelance writing, including articles for *Hit Parader* and record reviews for *Rolling Stone*. In the meantime, free-form "progressive" FM radio had come to Los Angeles. A chance meeting with KPPC-FM air talent Steven Siegal (a.k.a. "Steven Clean") led to an invitation for Hansen to spin some of his "crazy records" on the station. Enthusiastic listener response led to a regular show and to Barry Hansen's new name, inspired by a station staffer's comment that he had to be "demented" to play such records as Nervous Norvus' "Transfusion." Thus in 1970, in sunny southern California, the Dr. Demento Show was born. In recalling Steven Clean, Dr. Demento noted "I learned from Steven to be myself, speak with a natural voice and not to worry about quality or that I didn't have a deep voice and every time I hit that microphone key — be in control! And, of course, Steven was right." The Doctor moved to Metromedia's KMET-FM late in 1971, and after building up some impressive ratings, the Dr. Demento show was syndicated nationally in 1974 by Westwood One. The rest is history.

Now in 1985 in conjunction with Dr. Demento's 15 years of radio dementia Rhino Records has released an historic and first-of-its-kind record anthology, titled "Dr. Demento Presents The Greatest Novelty Records Of All Time." This industry milestone will be distributed by Capitol Records and is a must in every vinyl junkies' collection. On behalf of the entire broadcast industry and *Cash Box* — "Happy Anniversary, Doc!"

AIRPLAY

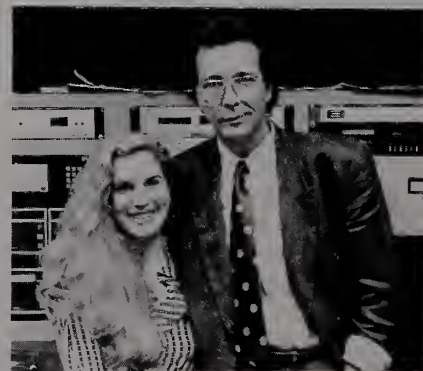
Jimi Fox, Los Angeles

FLYING DEBRIS ON THE STREETS OF L.A. — To say this week that all is calm in L.A. is like saying all is calm and under control in South Africa. Let's kick-off with highlighting the Aug/Sept/Oct-ARB ratings. **KABC** remains strong and now number #1 with an 8.3; **KBIG** up 4.2-4.4; **KDAY** up 1.5-2.1; **KFI** slips 1.7-1.6; **KFWB** up 2.7-2.9; **KIIS-FM** dives again 8.8-7.8; **KJLH** steps up 2.5-2.8; **KJOI**, just sold, climbs 3.6-3.8; **CBS's KKHR** loses its grip from 2.6-2.4; **KLOS** continues to grow 4.4-4.6; while **KMET** loses ground 3.3-3.2; **KMGG** down 2.4-2.1 **KMPC's** music of your life pushes upward 4.2-4.4; **KNX** tumbles 3.1-2.8; **KOST** loses ground with a 4.0-3.8; Oldies outlet **KRLA** slides backwards 20-1.8; **KROQ** goes up 3.1-3.2; While **K-EARTH** goes down 2.5-2.4; **KTNQ** and **KZLA** both hold steady with a 2.3 and 2.1. The rest of the stations are, well let's just say are stumbling around. The coming weeks will most probably create some-toe stomping, finger crushing, brain damaging, pride swallowing changes. Now on the **RKO** war front, let me clear up some rumors that have been flying fast and furious. Yes, **KHJ-TV** has been sold to the **Westinghouse Group** for 313 million dollars; No, **Bob Hamilton** is not leaving his **K-EARTH** post of program director, because he has purchased another radio station. No, **Dean Goss**, morning personality is not out of



MADMEN MEET MADMAN — Gary Owens, vice president of creative services Gannett Radio Division, welcomes Cheech & Chong to **KIIS FM/AM's 10th Anniversary** extravaganza held on the set of *Back To The Future* at **Universal Studios**. Cheech and Chong performed "Born in East L.A." for the guests.

K-EARTH, but on vacation, so says Bob Hamilton. Yes, **Pat Evans** is moving to evenings on **K-EARTH**. Yes, **Steve Scott** moves from **KHTZ, L.A.** as new afternoon air talent in **K-EARTH**. Yes, **Cynthia Jeter** joins the **K-EARTH** news staff from **KUTE, L.A.** Yes, **Hal Merrill** from **KTLA-TV** is named local sales manager of **K-EARTH**. Yes, **Bruce Chandler**, multiple radio roustabout is the new week-end air talent on **K-EARTH**. Yes, **Mary Lyons** did receive three awards, one each for "Best Newscaster," "Feature Reporter," and "Continual Series Reporting" from the **VALLEY PRESS CLUB**, congratulations are in order. Yes, **Rick Scarry** current program director for **KHJ-AM, L.A.** has been elevated into an important **RKO** Radio division position of director of creative development and Yes, **Phil Hall** current program director of **WTIC-AM, Hartford** is the new program director-elect for **KHJ-AM**. In exclusive comments to *Cash Box* Phil said, "I'm real excited about moving to L.A. and **KHJ**, I definitely believe in "Car Radio" and I don't plan to make any major changes." ... Now be honest with yourself, if you worked at any of the three **RKO, L.A.** outlets—wouldn't you be careful with your "P's" and "Q's." Oh-oh, flash, the purchase of **KHJ-TV** by the **Westinghouse Broadcasting and Cable Co.** makes **KFWB, L.A.** a prime candidate for the selling block, or is that chopping block? Here's food for thought, combining **KKHR's** continuous drop and **COX Communications** acquiring the services of **Mike Joseph**. Are we looking at some wild bowling alley, head rolling action coming down the lane? While mayhem and madness lurks on the boulevards of broadcasting in L.A., let's slip out of town on at least one positive note. *Cash Box* congratulations to **Bruce Miller** and **Earl Trout** and their new Los Angeles Broadcasters (**LAB**) training facility. They have moved to a larger complex to comfortably house a very successful, fast growing and highly credible program. They have taken up space at 1717 N. Highland Ave. in Hollywood. In the words of Earl Trout, "Good show boys and girls!" **ZOOMING** into the nation's capital and a visit with the president



HUG FOR HERB — Midday personality **Gerri Latchford** of **102/WPIX, New York**, puts the squeeze on **Herb Albert** after an on-air, in-studio interview!

of **WETA-TV**, **Ward Chamberlin** is the next order of business for the announcement that **WETA-TV** is being converted to complete stereophonic sound, at a cost of \$200,000. Mr. Chamberlin told *Cash Box* "WETA/26 has been committed to serving the public by providing a television service of the highest quality. The **WETA** board of trustees feel that enhancing the broadcast signal in this manner will help honor that commitment." With the change, those programs with monaural signal will pass through a special synthesizer and be converted from a single channel to apparent stereo. In another sector of Washington D.C., **Randy Lane**, program director of **Q 107** the **ABC** owned station has brought in from **WSKZ, Chatanooga**, **Eric Page** as the newest member of the **HitRadio** air staff.

BMI and Kris Kristofferson. For the good times and the good songs.



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MOST ADDED



STRONG ADDS

Party All The Time — E. Murphy — Columbia
Love Is The Seventh Wave — Sting — A&M
Sidewalk Talk — Jellybean — EMI America
That's What Friends Are For — Dionne & Friends — Arista

STATION ADDS

Z100 — Newark — Scott Shannon
Artists Against Apartheid

Z106 — Philadelphia — Steve Davis
E. Murphy
S. Nicks

WGFM — Schenectady — Tom Parker
J. Cafferty
Night Ranger
S. Nicks
R. Palmer
Rush

WKRZ — Wilkes-Barre — Al Brock
Dionne & Friends
J. Cafferty
Night Ranger
Loverboy
S. Nicks
J. Butcher Axis
Last Tango

WBEN — Buffalo — Hank Nevins
Sting
Dionne & Friends
Miami Sound Machine
Artists Against Apartheid
Loverboy
S. Nicks

Q104 — Kansas City — Pat McKay
Klymaxx
Dire Straits
Dionne & Friends
Ta Mara & The Seen
Jellybean

WMEE — Fort Wayne — Tony Richards
E. Murphy
S. Nicks
Jellybean

WKTI — Milwaukee — Tim Fox
F. Jackson
Arcadia
Scritti Politti
E. Murphy
Sting

WSPT — Stevens Point — Bouley/Stephens
F. Jackson
Night Ranger
Loverboy
S. Nicks
Mike and the Mechanics

KHTR — St. Louis — Ed Scarborough
F. Jackson
Sting
Loverboy
S. Nicks
B. Adams and T. Turner

KOPA — Phoenix — Dick Bascom
J. Cougar Mellencamp
S. Easton
Artists Against Apartheid
S. Nicks

KZZP — Phoenix — Guy Zapoleon
Scritti Politti
J. Cougar Mellencamp
S. Nicks
Inxs

KUBE — Seattle — Bob Case
K. Bush
Sting
P. Townshend
S. Nicks

KMEL — San Francisco — Jack Silver
Heart
ZZ Top
Sting
Dionne & Friends
Miami Sound Machine

KITS — San Francisco — Richard Sands
Eurythmics and A. Franklin
L. Richie
Cars
Dire Straits
S. Easton
Kool & The Gang
Sting
Wang Chung
Baltimore
Artists Against Apartheid
Tramaine

KOFM — Oklahoma City — Charlie Cooper
Starpoint
S. Nicks
Jellybean

WBCY — Charlotte — Bill Martin
K. Bush
E. Murphy
Survivor
S. Nicks

B95 — Beaumont — Jerry Lousteau
Ta Mara & The Seen
S. Nicks
Jellybean
D. Ross
The Wrestlers

POP PROGRAMMER'S PICK

<i>Programmer</i>	<i>Station</i>	<i>Market</i>
Rich Kelly	WCRO	Johnstown, PA

Song: "Say You Say Me"

Artist: Lionel Richie

Label: Motown

Comments:

"Good phones; good adult and mass appeal record. The appeal leans towards females in the 18-30 range. Will go Top 5; probably number one."

THE JOB MART

WARM 99.7 FM is looking for a program director. The station prefers candidates that have had experience at several full-service stations. The position is for a "communicator not a personality," says **Al Saunders**. Send T&R to Al Saunders, WARM, 3405 Piedmont Road, Atlanta, GA 30305 EOE/MF . . . **WRCH** is seeking someone for it's evening shift. Females and minorities are especially encouraged to apply. C&R to **Steve Nichols**, Radio Park, Farmington, CT 06034. EOE/MF . . . **WLJE** is currently looking for a sales person. There is an account list that is available and ready for the right person to work. Only candidates that have two to three years of radio sales experience need apply. Send resume to, WLJE Radio, 2755 Sager Road, Valparaiso, IN, or call (219) 462-8215. . . **KQWB** is seeking personalities with production skills and creative skills. Contact **Charlie Ferguson, 1550 AM**, P.O. Box 1301, Fargo, North Dakota, EOE/MF . . . **WCRO** in Johnston is currently seeking a morning man. Applicant must be zany! Send tapes and resume to **Todd Holliday**, WCRO Radio, 407 Main Street, Johnston, Penn. EOE/MF . . . **Z103** is looking for an account executive that has sales experience in broadcasting field. "We have a good list that needs to be worked by the right professional." Call **Gary Exline** at (417) 624-1025. EOE/MF . . . **KISN** is looking for people that have the talent to make the station number one. Send T&R to **Gary Waldron**, P.O. Box 16028, Salt Lake City, Utah 84116 EOE/MF . . . **WAVV** country radio is looking for A/C type personalities. Women are encouraged to apply says programming. Send C&R to WAVV Radio, P.O. Box 489, Vero Beach, FL 32961. Attn; PD . . . **KOOI Stereo 106** is looking for a replace for their morning man of the past eight years. The station is owned by Waller Broadcasting and it offers an "ideal working opportunity" says operations mgr. Send to P.O. Box 1648, Jacksonville, TX 75766 EOE/MF . . . **98 Rock**, in Lexington is in the market looking for a production person who can also write "sizzling copy." Format of the station is AOR. Send C&T to **Ed Bazel, WHQQ**, P.O. Box 100, Lexington, KY 40590 EOE/MF . . . **WQCB-FM** is seeking a morning personality with the attitude of community involvement. Send T&R to WQCB, P.O. Box 273, Brewer, ME 04412 EOE/MF . . . **KJQ** is looking for a crazy personality for its morning team. Creative copy/production is very important not to mention delivery. T&R to **Paul Wilson**, program director, KJQ, 1506 Gibson Street, Ogden, Utah 84404 EOE/MF . . . Westwood One is looking for a traffic/sales assistant. Person must be able to meet deadlines, be self motivated and be able to work under pressure. T&R to **D. Lengyel**, Westwood One, 9540 Washington Blvd., Culver City, CA 90232 EOE/MF . . . **WOHO** is looking for an experienced team player. Format of the station is soft A/C. Shift that is available is the late night. Send T&R to WOHO, P.O. Box 7581, Toledo, Ohio 43616. EOE/MF . . . **KBIM AM & FM** have an immediate opening for a midday opening. Applicant must know football and basketball. T&R to **John King**, KBIM, P.O. Box 2308, Roswell, New Mexico 88201. EOE/MF . . . There is an opening at **Q-104**, the station wants someone who is easy and laid back, for its lite hits formatted station. T&R goes to P.O. Box Q, Atascadero, CA 93423. EOE/MF . . . **KLSC**, Century Broadcasting's uptempo A/C formatted station is looking for an AM/PM type announcer. T&R goes to **David Allen**, 1776 Grant Street, Denver, CO 80203. EOE/MF . . . **KLWN** is looking for a full-time professional with production skills. T&R to **Bill Lee**, KLWN, P.O. Box 3007, Lawrence, KS 66046 . . . **WBNO** is an active station looking for someone to handle local news coverage and an afternoon air shift. T&R to **Bill Priest**, WBNO Radio, P.O. Box 603, Bryan, OH 43506. EOE/MF . . .

Darryl Lindsey



TAKING OFF — RCA recording artists, *The Starship* recently played the Greek Theatre in Los Angeles. Pictured following the show (l-r): **Tim Kelly**, program director, KLOS; **Mickey Thomas**, *The Starship*; **Jeff Naumann**, manager, national album promotion, west coast, RCA; **Don Baldwin**, *The Starship*; **Al Tavera**, music director, *Magic 107*; **Craig Chaquico**, *The Starship*; **Grace Slick**, *The Starship*; **Alan Wolmark**, director, national AOR promotion, RCA; **Front Row**: **Greg Phifer**, local promotion, RCA.

Cash Box Focus: The Baby Boomers

The Baby Boomer: A Giant Awakens

By John Stewart

We've got a lot to talk about, so I'm going to stick to the facts and get on with it.

The baby boom is that huge population bubble of 60 million people born after World War II between 1946 and 1964. A decade from now there will be five million more children but nine million fewer teenagers. The number of boomers aged 31 to 56 will soar by over 20 million.

They are the first adult rock & roll audience. They are Presley's children. Some of them got on the musical train in the '50s, some with the Beatles, some with James Taylor and Fleetwood Mac. They all have the same common ground: Music to them is not a luxury but a necessity. Music has been part of their identity.

Historically, the boomers range from age 24 to 34. For arguments sake, because we're talking about music and this group found rock & roll, we'll say the boomers are 24 plus. From cameras to toothpaste — from cars to health care, they are being tracked by every industry except one. Take a guess. Right! The "record" industry.

When America became corporate, from food franchises to farming and music — when the lawyers and accountants took over the record business, it lost a lot of its heart and most of the boomers.

Radio went from the "top forty" and free form FM, to the "top ten" and "corporate" rock, vapid MOR and faceless bands who's only goal was to sell singles and albums full of AM cuts.

The boomers started listening to "talk radio" and passive FM. They also began to make their own radio with homemade cassettes of songs from their favorite "old" albums. The industry they helped create had left them out in the waste land. Music didn't speak to them any more and record stores seemed more like teenage vinyl mills.

Guess what America: They're back! The boomers are back in the stores. They're buying and listening to music again and in a big way. It had to happen. Where there is a hole, the water will rush in. I want to look at some of the myths and some of the facts about this group and their music. In 10 years the boomers will be half the buying public in America.

MYTH: You Can't Sell Albums Without a Hit Single And Adults Don't Relate to Singles.

Andreas Vollenweider, the electric harpist, sold 10,000 albums out of a New York book store, with "in store" play. Windham Hill sold one million copies of the George Winston album, "December" and over two million of the Winston catalog, according to Larry Hayes, vice president of the label.

There was no hit single on any George Winston album. Hit single! I don't think there even was a single! Oh maybe one of those whippy little singles you put out for AORs who don't play albums. Two million units with no single? That's some serious album sales. The boomers bought all but one, that was purchased by mistake by a teenager in St. Louis who thought "December" was a new group out of Scotland.

J.B. Brenner, national album rock promotion for A&M Records said that they plan to sell 100,000 Suzanne Vega albums by Christmas. He said that there has been strong response from alternative radio and the EOR chain. Again, there was no hit single.

That brings us to a very interesting situation in radio, the EOR stations (Eclectic Oriented Rock). This is John



John Stewart was a member of the Kingston Trio and has recorded his own songs since 1967. He has written such songs as "Day Dream Believer" and "July You're A Woman." He had a top five hit of his own in 1979 with "Gold" and has since established his own record label, Homecoming Records.

Sebastian's baby that targets the boomers and plays 50/50 old favorites and new releases. Sebastian is the radio consultant who took KHJ to number one, refined AOR to an art form and created the "Kick Ass Rock & Roll" format.

There are seven EOR stations in the U.S. and one in Canada. They play Sting, Dire Straits, China Crisis, James Taylor, Windham Hill and Suzanne Vega, to name a few. Sebastian said there was a significant rise in the sales of Suzanne Vega albums in towns with EOR stations. Brenner agreed and added, "We're very excited about the EOR format." A&M has created a special projects department to deal with college and alternative radio.

The boomers are the ones with all the money and now they have their own radio format. They're going into stores and buying the music they hear on the air. What a concept!

I have a small independent label, Homecoming Records. We record and release albums by myself and other artists. Because of one of our distributors, Precision Sound, and radio station KEZX in Seattle, we were able to sell 8,000 copies in Seattle alone. We didn't pay one so called "promo man" or throw one dumb party. They played the music for the only reason KEZX and the EOR stations play music. They Like it! What an idea!!! If there were 10 EOR stations in 10 major markets, I'd be happening.

Robert Hilburn, pop critic for the *Los Angeles Times*, was not aware of the EOR chain and said, "People over 35 are not aware of new music. What we need is a station that plays music with adult sensibilities — active music not passive music." He added, "It's very depressing to go to a friend's house and see nothing but old albums." Ed Rosenblatt, president of Geffen Records, said, "Radio is now gearing to adults . . . that's where all the ad agency money is. As radio changes it's target audience, we're dragged along with them." One record company president said, "We're still signing the same skinny kids in Levis from England that we always did, we're not signing any adult acts."

MYTH: Adults Only Buy Jazz And Classical.

The adult market is not "adults." It's the pan generation who feel they will never grow old. Gary Trudeau talks about them in "Doonesbury" as "not being able to deal with thinning hair . . . They thought they'd be young forever." John Carter, director of A&R for A&M said, "They were first defined in the movie *The Big Chill*."

The boomers wanted their own music again, and along comes Windham Hill and "New Age." They wanted their own radio again and along comes EOR. They got out of the record buying habit and along comes compact discs. They're not only back in the stores buying new music, they're buying old music they already have on albums and now want on CDs.

One store in the San Fernando Valley reported that adults have come in and spent hundreds of dollars to update their CD catalog. The compact disc is the new boomer toy. Boomers are kids wearing grown up clothes, "We're talking about music again instead of tax shelters," said A&M's Carter.

I asked Lenny Warnok, president of Warner Bros. Records, about the boomers. "Teenagers, adults, I don't know. All I know is the music is better," he said.

The music the boomers are buying, as all good music, sprang from the artists. Artists whose music is based not on whim but on commitment. Such a group is Dire Straits, a folk-rock band, with the guitar artistry and songwriting of Mark Knopfler. His well crafted albums have created a strong adult base. Knopfler's dedication to his craft rather than the "great god," CHR airplay, has earned him respect and now mega album sales and a loyal following who won't leave him if he doesn't have another hit single next Tuesday. Guess who makes up most of his following and who buys the lions share of the Dire Straits albums? The boomers.

Dean Serwin of Tower Records in Westwood, Ca. said, "Between 50 and 70 percent of the people buying Dire Straits are adults. When the single 'Money for Nothing' was big, a lot of teenagers were buying the album. Now we're seeing a whole new group of adults coming in for it. They're buying CDs and the Bowie/Jagger single as well." Adults buying singles? Come on!

Vic Savino, a buyer for Tower Records in New York said, "at least 70 percent of the people buying Sting and Dire Straits are adults." He has noticed a 20 percent increase in adult buying in the last six months.

Bob Merlis, director of publicity for Warner Bros., said that the current Dire Straits had sold over 200,000 CDs. He also noted that, "this market has not been addressed by many labels." I asked him if he felt the boomer audience was a force to be reckoned with and Merlis replied, "Major labels have not been known for their long range vision." Merlis added that Michael Franks was strong in the adult

market as is Randy Newman. He also offered that National Public Radio was becoming a force.

Tom Whalley, director of A&R for Capitol Records, said, "A Tina Turner concert includes 15 year old girls and 50 year old women." He added, "We are aware of the audience. If the right act came along, we would sign them."

Sting recorded an album that is regarded by many as a "breakthrough" adult album. A mixture of rock and jazz with folk based melodies and lyrics. An album like Dire Straits' "Brothers In Arms" is tailor made for the EOR format and Tina Turner made a triumphant return with "Private Dancer," an album with more than significant adult sales. All of these albums rocketed up the charts and who's buying most of them? The boomers.

Look who the boomers are buying and look who's at the top of the charts. Now tell me that adults only buy jazz and classical and that they really don't count.

MYTH: The Tastes of the Adult Market Are Too Scattered to be Viable.

If you can't put it in a box, it's not worth bothering with it. Without getting into a long dissertation on what is music — I'll tell you what it's not. It's not just 10 songs all trying to be hits. Windham Hill's Hayes said, "The people who work for MTV tell me that when they're driving home they play Windham Hill cassettes just to get away from rock and roll for awhile."

Does this mean that the people who work for MTV really hate rock and would only listen to Windham Hill if they had the choice? Dumb question? Well you ought to hear some of the dumb answers I get. The boomers want different kinds of music for different situations. The same record buyer could go into a store and walk out with the new Sting, a Windham Hill product, a "Best of the Beach Boys" and a Mozart CD and not be atypical.

One of the mistakes around the awareness of boomer market is that all they want are the records they bought 15 years ago in re-packaged boomer series collections.

The boomers might be middle aged but they're not dead.

The same is true for musicians who aren't new to the game. Many are in their musical prime and have a following. Yet to many of the major labels, they may as well be in the Lawrence Welk Band. One major label executive said, "I had the chance to sign Heart and said, 'Not them again.' Someone else had the foresight to see they're doing their best work now, but I just wasn't interested."

The list of artists with a following and no record deal is too long to even begin to broach. Major labels who treat artists as disposable merchandise and judge them not on their music but on "how new" they are, are doing a disservice not only to the artist but to the people who would buy their records.

If the boomers could, they would include a new Bonnie Raitt, Jesse Winchester or Kenny Rankin in that stack of new albums and CDs. There are some who feel that a label, in the genre of Windham Hill, that would expose known artists to the adult audience, will be the real winner. A&M's Carter said, "A label geared to target the adult audience . . . instead of the scatter gun approach would work."

Craig Sussman, formerly with business affairs for CBS Records has staked his future on this concept. He now has his own label, Cypress Records and plans to sign artists with a built-in following. It is a label tailored to the adult market. "I've got a family to think about, he said. "I wouldn't be doing this if I didn't feel it

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Cash Box Focus: The Baby Boomers

CD, Video Bring Back The Boomer Labels, Retailers Agree, 30+ Are Buying

By Stephen Padgett

LOS ANGELES — Call them baby boomers, call them Yuppies, Presley's children or Beatles Kids. Call them what you like, they are over 30, at one time consumed lots of music and during the first half of the '80s, for one reason or another, rarely darkened the door of a record store. But a *Cash Box* survey of labels and retailers confirms that older buyers are once again pouring into stores and shelling out unprecedented dollars for music.

A generation that grew up to rock and roll had apparently grown tired of it. Records and record stores diminished in importance to the baby boomers. Career oriented, budget conscious and child-bearing young adults found records

irrelevant to their needs. Peculiar-looking bands with odd names were no enticement to these boomers who are beginning to shift gears into middle-age (and slower music?).

But baby boomers are back, according to several label executives and major retailers. Among several reasons cited for the resurgence, the two most commonly given were the prevalence of video rental/sales departments and the emergence of compact discs. "I think the direction that the music business is taking, from the point of view of our customers, specifically their entry into movies, video, rental/sales, is broadening the demographics of the average music store," commented Henry Droz, president WEA Corp. The baby boomers, Droz said, "were rather reluctant to enter a music store, now they're feeling much more comfortable about it" due to video rental outlets which have drawn them in. "Clearly," added Droz, "the compact disc has reopened the market. People who were not buying records all of a sudden have been exposed to the compact disc, they duplicate their libraries on CD. There's no question, if there are any two areas (affecting an older demographic), those are the two, one is video one is CD."

"It isn't young kids who are buying compact discs," confirmed Russ Solomon, president Tower Records. Kids don't buy CDs for a number of reasons according to Solomon. Price and lack of hit new releases are chief among them. "Basically, it is an older demographic who's the only

buyer out there and he's buying very actively," stated Solomon.

"There's no doubt that there's an older demographic that's spending a lot of money," said Jim Bonk, vice president Camelot Music. "They're our movie customers," he said, stating that his findings show increased record sales in stores with video rental departments. "It's a natural marriage," Bonk said of the movie rental/record retail alignment. Lou Garrett, director music purchasing Camelot Music confirmed Bonk's appraisal, saying, "Being a mall retailer, we see a little more of that (older demographic) anyway. There are a lot of reasons for people who are maybe 30 to 45 years old to frequent a music store right now." Garrett cited the cross-demographic success of Tears For Fears and Dire Straits, the upper-demographic success of Whitney Houston and the surprise fortune of "Television's Greatest Hits" and "Miami Vice-Original Television Soundtrack" as recent reasons for the reappearance of the boomer in record stores.

"Plus, the whole video thing," Garrett added, "certainly is targeted at people," in this category. "We're real pleased with that trend. Because the kids are going to come in no matter what. But to also have a base of baby boomers, Yuppies, whatever it is, that's real nice. If you get them reintroduced, maybe they'll stop in more frequently," Garrett suggested.

"The music store is changing its demos a little, by renting films and turning more into a home entertainment store. As it does so, it's drawing in an older demographic, because the consumer for the films, both buy and rent is older than is the music buyer. So that in itself can be a plus to bringing that consumer back in the music store," commented Paul Smith, senior vice president and general manager, marketing CBS Records. Smith's comments echoed those of other industry representatives polled by *Cash Box*.

"The other thing that's done it is the CD," said Smith, again confirming what all the industry persons contacted had felt. "The CD has brought out consumers that, by their own admission, haven't bought music in years. All the surveys that we do on CDs, it becomes evident, we're bringing in an older demographic," Smith stated.

And so it seems, the long slumbering baby boomer has reawakened his dor-



DIRE STRAITS — The multi-platinum, cross-demographic success of Dire Straits' "Brothers In Arms" LP was cited by many retailers as one significant factor in bringing baby boomers back into record stores nationwide.

mant interest in prerecorded music. Video rental departments have lured them into record stores, and a wide variety of product has convinced them to get back into the record buying habit. Windham Hill, Kitaro and Vollenweider have been tremendously successful, but so has Sting, Dire Straits and Tears For Fears. The baby boomer's taste is diverse and it is being fueled, in part, by the compact disc, which is making it possible for them to hear music like they've never heard it before.

John Stewart

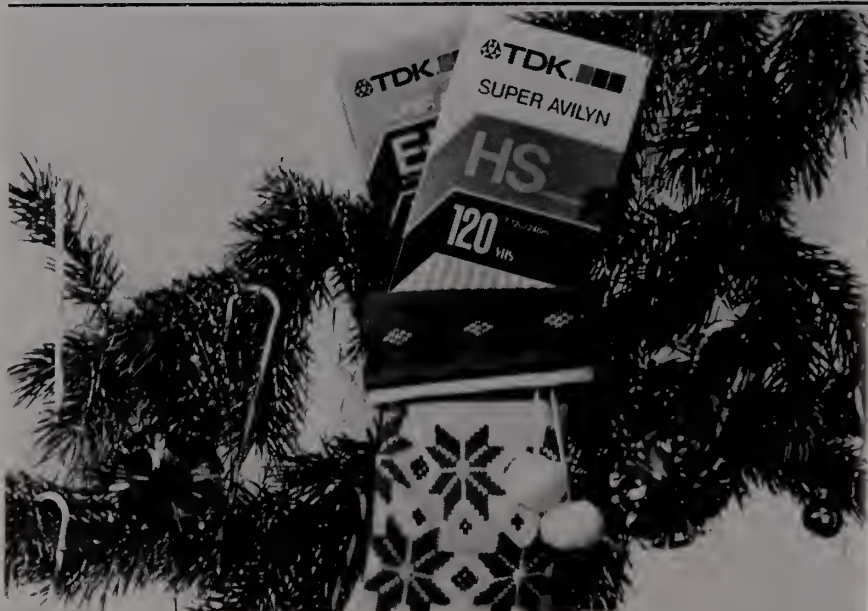
(continued from page 15)

was going to work."

I don't even want to get into how many records Windham Hill and New Age sold last year without hit singles. I don't want to infer the teen market is over. The fact is, there is a huge "old new" audience coming around and why not see what they want and what it's all about.

I find it very curious that there is a reluctance on the part of some major labels who have the biggest boomer albums. Yet they're still saying, "Ho-Hum who cares?"

I guess change always comes hard and that's why pioneers like Windham Hill, John Sebastian, Berry Gordy and Sam Phillips are heroes. They stuck it out when everybody said, "This will never fly."



VIDEO BOOM — Holiday promotions such as these are capitalizing on the baby boomer interest in home entertainment. With VCR penetration approaching 23 percent of American households, the dollars to be made in video and video related businesses are enormous. According to most record labels and retailers, video is one the primary reasons the baby boomer is back in the record retail store.

A WINTER'S SOLSTICE

WINDHAM HILL ARTISTS

WINDHAM HILL — Windham Hill Records, a label which boasts the gold-selling artist George Winston among its roster, captured the hearts of the new older record buyer. Consistently strong sales of the Windham Hill catalog has retailers cheering this trend which is paving the way for artists like Kitaro and Andreas Vollenweider.



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Cash Box Focus: The Baby Boomers

John Sebastian And The EOR Radio Crusade

By David Adelson

LOS ANGELES — A little over three years ago, John Sebastian was sitting on top of the rock and roll radio world. The innovator of "kick ass rock and roll" radio was operating as a successful consultant to over 25 stations when he decided to give it all up to start a new format, Eclectic Oriented Rock (EOR).

"It really started at a dinner party I was at," said Sebastian. "I was sitting around with some friends listening to music. An obscure track was playing and one of my friends said, 'It's really too good to be on the radio.' Well, something just snapped in my head and over the course of the next few weeks I took a legal pad and began writing titles of songs under the heading, 'songs too good to be on the radio.' I realized, after a few weeks, that I had more songs on that legal pad than I did on my existing AOR format."

Sebastian realized he had the beginnings of a new format and began testing and researching the possibilities. "I did some focus with the baby boomers and literally stumbled across this tremendous disenchantment with radio as it is today," he remarked.

After much thought, Sebastian gave his 25 clients five months notice and literally dissolved the lucrative corporation he had established. Since that time, he has devoted 100 percent of his energy to EOR.

Though he has come under some criticism, particularly for the lack of high energy music in the format, Sebastian feels confident that the decision he made three years ago was the correct one. He currently has seven stations under his wing and is expecting several more to join the group soon.

Current EOR outlets are: WGRX, Baltimore; KESI, San Antonio; CFMI, Vancouver; KKGR, Anchorage; KGRQ, Casper, Wyoming and two others that for the moment have not been made public. In addition there are several stations around the country that have taken on a very similar format without falling under the EOR banner.

Sebastian readily admits that he expected to sign more stations to the format and he credits the uniqueness of EOR as the main stumbling block for acceptance. "I still believe I will be infinitely more successful than I have been in the past," he remarked. "I'm feeling good about myself and I'm doing something positive for the industry."

The following is John Sebastian on Eclectic Oriented Rock and the role of the baby boomer.

C.B.: There has been some confusion as to exactly what Eclectic Oriented Rock is. What is the basis of your new format?

Sebastian: E.O.R. is a format that's predicated on the idea that baby boomers haven't had a radio format up to this point. These listeners, 25 to 40 year olds, have felt that AOR was too hard for them, AC was too wimpy for them and CHR was too repetitious for them. The fact is, this audience has felt disenfranchised from radio. Of course, a lot of them still listen to their dial. By switching among all these stations, the baby boomer is, in essence, putting together his own EOR station without knowing it. What we've done is taken the best of various formats and added elements of jazz, folk and music you can't hear on any of the other formats.

C.B.: Who exactly is this boomer you are targeting?

Sebastian: Demographically it is the 25 to 40 year old. Psychographically they tend to be a little bit more upscale than average. They tend to be a little more upscale and more musically sophisticated. They are

white collar as opposed to blue collar and quite frankly, they're the audience that every advertising agency in America wants. It is the cream of the crop audience that every radio station would or should want if they knew what the hell they were doing.

C.B.: Could you give us an example of an average hour of EOR?

Sebastian: O.K. we'll start off with "While My Guitar Gently Weeps" by the Beatles followed by a new release by Michael Tomlinson called, "I Will Not Pass This Way." Then we'll go into Crosby, Stills and Nash's "Guinnevere"; Phil Collins, "Long Long Way To Go"; "April Love" by Earl Klugh; "Everyday" by James Taylor; Elton John's "Harmony"; "Drive" by the Cars; Joni Mitchell's "Dog Eat Dog"; "Meanwhile" by the Moody Blues; "Man's Too Strong," Dire Straits; "Hypnotized," Fleetwood Mac and the new one from Suzanne Vega, "Undertow." In addition we have four commercial breaks an hour and we feel the role of news is very important. We create an ambiance around our information center where we have news, traffic and sports reporters. It's credible, straight forward news just like the boomers want from television or newspapers. Unlike some audiences, these people can read and they're very interested in what's going on in the world.

C.B.: That's some pretty tame music. Do boomers still like kick-ass rock and roll?

Sebastian: No, for the most part they don't. I'm not silly enough to think that they will never listen to any other station except this station. Whenever they get into certain moods they're going to go out and get their fill of kick-ass rock and roll. They're going to get into different moods at times and I understand that. But, for the bulk of their listening, this is going to be their favorite station that they listen to for long periods of time. We don't expect them to be 100 percent loyal to us.

C.B.: What about the major record labels? Do you think they have rejected the idea that the baby boomer is a viable and powerful record buying force?

Sebastian: I don't think they've totally rejected them. I just don't think they've totally realized them yet. The scenario is pretty basic but it doesn't seem to be understood. Record companies have made the judgement that because 25 to 40 year olds are not buying Michael Jackson, Prince and Madonna in large quantities, that this group simply doesn't buy records. What they have missed is that if the boomers were hearing things on the radio that they liked and was targeted to them, rather than to 17 year old girls, then they would go out and buy. This is exactly what we're proving. Boomers will go out and buy product that is right for them, even new product. They will not buy product that insults their intelligence.

C.B.: It seems that in the last 24 months there have been a number of new labels formed that target the boomer. It also seems that the majority of those labels are in the jazz-fusion vein, much like Windham Hill. Why is it the type of music most readily identified with the boomer is fusion or 'new age'?

Sebastian: That's going beyond what's necessary. There's no question that Windham Hill is great and fusion jazz is great and there are elements of that in our format. But that doesn't mean it's the basis of our format. Our format revolves around the mainstream sounding, rock tinged music. Some of the music is being released on small, independent labels because that's the only way it can be released. It's out there but the traditional formats won't play it because it doesn't



JOHN SEBASTIAN — "I don't think the labels have totally rejected the boomers. I just don't think they've realized them yet . . . What they've missed out on is that if the boomers were hearing things on radio that was for them, rather than 17 year old girls, they would go out and buy it."

sound enough like Prince or Madonna. There are a lot of new mainstream artists like Marti Jones and Suzanne Vega that everybody else seems to be missing.

C.B.: It's interesting to note that AOR has, for the most part, targeted itself toward an older demographic. Do you think AOR has finally realized the value of the boomer?

Sebastian: AOR has moved in that direction because of my influence. I used to be Mr. "kick ass rock and roll." Since I announced my format three years ago and described it in great detail, it's not a great coincidence that AOR has moved in that direction. Some AORs are playing 80 percent oldies. We're about 50/50. We are still not playing as many new things as I'd like but that's still pretty good.

C.B.: Is lack of product the reason for the 50/50 ratio?

Sebastian: Yes, up until now it has been. I'll tell you this, when I started EOR three years ago, I had to scrape and scrape to find enough new product that really fit this concept. Now, I've got just the opposite problem. Today, I have 18 potential songs that fit that I could add tomorrow. We're only going to need four or five. The music business has changed, whether it knows it or not, to the point where there is a lot of EOR product.

C.B.: For the past three years you have been working hard to make this format

work. You currently have seven stations officially under your consultation and a handful of others that have an EOR type sound. Are you encouraged by the results?

Sebastian: One hundred percent. In every case where one of our stations has had signal parity, we've made instantaneous growth and impact and dominated the 25 to 54 year old audience. That's the one where we have the most chance to dominate and that has happened without exception. The biggest disappointment has been that the average owner or general manager does not want to do something that is this new or unique before everyone else does it. There has not been the bandwagon effect that I hoped would happen. I was idealistic enough to do this and expect that everyone else would see how great it is and jump on the bandwagon. I think radio is fairly conservative and I think a lot of the people who make the decisions tend to be older than the boomers and have a hard time relating to it personally. Because everyone else isn't doing it and because we don't have a long track record, they feel trepidation over being a pioneer. There are a lot of owners and general managers talking to me at this point but as far as signing on the dotted line, that's still going very slow.

TOP 75 ALBUMS

Title, Artist, Label, Number, Distributor

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

	Weeks On Chart	11/9
1	IN SQUARE CIRCLE	2 6
2	ROCK ME TONIGHT ■	1 28
3	WHITNEY HOUSTON ★■	3 31
4	SO MANY RIVERS	4 11
5	READY FOR THE WORLD	5 26
6	COLOR OF SUCCESS	8 5
7	SINGLE LIFE	6 15
8	THE NIGHT I FELL IN LOVE ★■	7 34
9	PATTI LABELLE	9 16
10	STREET CALLED DESIRE	10 22
11	MAURICE WHITE	11 9
12	WHO'S ZOOMIN' WHO ★□	12 18
13	SHEILA E. IN ROMANCE	15 10
14	AS THE BAND TURNS	14 28
15	CARAVAN OF LOVE	17 5
16	RESTLESS ★	16 13
17	THE FAMILY	13 12
18	MIAMI VICE	22 6
19	CITY LIFE	19 14
20	EMERGENCY ★■	18 50
21	BANGING THE WALL ★	21 12
22	TA MARA & THE SEEN	26 6
23	KRUSH GROOVE	30 5
24	LUXURY OF LIFE	25 15
25	CONTACT ★■	20 17
26	THE FAT BOYS ARE BACK	23 14
27	9.9	24 15
28	EATEN ALIVE	29 6
29	SAY YOU LOVE ME	27 11
30	AMERICA	33 6
31	LOVE FOREVER	28 11
32	AROUND THE WORLD IN A DAY ★■	31 23
33	HOW COULD IT BE	36 72
34	WORKIN' IT BACK	44 2
35	MODERN MAN	35 9
36	JESSE JOHNSON'S REVUE ★□	32 35
37	CAN'T STOP THE LOVE □	34 36
38	LISA LISA AND CULT JAM WITH FULL FORCE	38 12

	Weeks On Chart	11/9
39	TELL ME TOMORROW	45 5
40	SUDDENLY ★■	37 72
41	DIAMOND LIFE ★■	42 39
42	GETTIN' AWAY WITH MURDER	47 3
43	SIX SILVER STRINGS	46 5
44	ALEXANDER O'NEAL	43 32
45	MEMBERS ONLY	50 3
46	ELECTRIC LADY ★	39 28
47	THE NEW ZAPP IV U	56 2
48	A LITTLE SPICE ★	48 27
49	MR. WRIGHT	55 3
50	A.C.	40 10
51	WE COME IN PEACE WITH A MESSAGE OF LOVE	41 8
52	SEX AND THE SINGLE MAN	49 4
53	RHYTHM OF THE NIGHT ★□	51 35
54	COOLIN' OUT	52 16
55	PRIVATE PROPERTY	53 5
56	STRANGER IN THE NIGHT	58 3
57	DARK GABLE	59 3
58	MORE THAN YOU CAN HANDLE	64 2
59	QUE PASA?	60 3
60	MEETING IN THE LADIES ROOM	61 47
61	HIGH PRIORITY	DEBUT
62	A LONG TIME COMING, A CHANGE IS GONNA COME	DEBUT
63	HAVEN'T YOU HEARD	DEBUT
64	FANTASY	DEBUT
65	FULL FORCE	67 4
66	DURELL COLEMAN	57 10
67	I REALLY WANT YOU	54 4
68	KING OF ROCK ★□	66 46
69	ONLY FOUR YOU ★	62 37
70	WATCHING YOU, WATCHING ME ★	63 18
71	GLOW	65 28
72	DANCIN' IN THE KEY OF LIFE	71 32
73	DARYL HALL & JOHN OATES LIVE AT THE APOLLO WITH DAVID RUFFIN & EDDIE KENDRICKS	73 8
74	THE DREAM OF THE BLUE TURTLE ★■	72 18
75	THE VISION	75 13

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

THE BEAT

Darryl Lindsey, Los Angeles

FIGHT AGAINST APARTHEID — At press time popular recording artist **Kashif**, **The Winans** and actress **Kim Fields** (*Facts Of Life*) were hosting a press conference in reference to a new program by "TransAfrica" Free South Africa Movement. The program gives the American people the opportunity to express their support for Nobel Laureate **Bishop Desmond Tutu**. This campaign calls for the collection of one million signatures to send on a freedom letter to The Bishop Tutu from the American people. "Let My People Go" by Qwest's The Winans is a song and video that is centered on South African oppression, Kashif played a prominent role in the recording of "Sun City" and Kim Fields is the Honorary chairpersons of the Brotherhood Crusade.



MACDONALD THROWS A "SURPRISE" PARTY — Music's great percussionist/bandleader **Ralph MacDonald** (r.) was recently feted by PolyGram Records with a listening party for his latest release "Surprise". **Nick Ashford** and **Valerie Simpson** (pictured here) were among the happy celebrants.

THIS IS FOR YOU MR. D.J. — Moving into the 68 bullet slot this week on *Cash Box's* B/C singles chart is a fresh sounding record that is a tribute to D.J.'s worldwide.

As newly appointed PD **Brute Bailey** of WDJY stated in *Cash Box* Nov. 2. "When I received it in the mail (Mr. D.J. by the Concept) I played it and the request lines immediately lit up, the record really brings into focus what D.J.'s do everyday."

"Mr. D.J." is on Tuckwood Records, which is a small independent label based in Hollywood which was founded 2 years ago by its president **Clarence Tucker** and vice president **Roger Woodard**. The Concept who are the artists behind "Mr. D.J." is a duo composed of old friends under a new name: **Robert White**, who's had several releases, and a man who has been turning out hits with **Earth, Wind and Fire**, and drummer **Ralph Johnson**. **Marrel East** also helped in production of the project, and the man behind the mike with golden voice is **Radio Ricco**, aka **Eric Reed**, DJ for Los Angeles' own KJLH who can be heard 10 p.m.-2 a.m.

NUANCE RELEASES — **Gus Redmond**, president of Nuance Records, who has played a major role in the careers of **Gene Chandler**, **Chi-Lites**, **Tyrone Davis**, etc., announces the release of a new single by **Willie Clayton** entitled "Happy." Redmond also spoke of a recent deal with **Bobby Massey**, formerly of the **O'Jays**, with his mass network production on a group out of New Orleans called **The Mystics** and their new release entitled "We Made It." Look for big things out of the Windy City under the umbrella of Nuance Records and Tapes.

MCA HAPPENINGS — In support of his debut LP for MCA, **Bobby Womack** is on the road touring the States and Europe, but during his opening night performance in London's Hammersmith Odeon Theatre in the middle of the show, a fire broke out in the rear seats of the auditorium. The fire was immediately extinguished before London firemen arrived on the scene, and Womack who performed five sold-out shows didn't miss a beat during the incident. Womack who wrote **The Rolling Stone's** first United States hit "It's All Over Now" has long been a favorite of English audiences . . . celebrating the release of **New Edition's** album, "All For Love," the label hosted a listening party for radio and fans of the Boston-based group. It wasn't known whether or not the group would be in attendance, but to the surprise of many, they flew in for the affair.

Last month New Edition was also in L.A. in support of an anti-drug benefit dinner that was held at Universal City. The dinner was planned to promote a new anti-drug video entitled *Stop The Madness*. The video is a concept that features performances from New Edition, **Whitney Houston**, **Herb Alpert**, **Arnold Schwarzenegger**, **Stacy Keach**, **Nancy Reagan** and **Kareem Abdul-Jabbar**. In addition to New Edition's performance at the dinner, **Frank Sinatra** also entertained the guests.



STARPOINT GETS A KISS — **Renee Diggs** and **Ernesto Phillips** recently visited **WRKS (KISS)-FM** in New York City. They were interviewed by **KISS DJ Bob Slade**. Pictured from left to right are **Renee Diggs**, **Earl Hutchinson** (*Elektra Promotion*), **Ernesto Phillips** and **DJ Bob Slade**.

MOST ADDED



STRONG ADDS

Digital Display — Ready For The World — MCA
 Say You, Say Me — Lionel Richie — Motown
 What You Been Missin' — Starpoint — Elektra
 If I Rule The World — Kurtis Blow — Mercury/PolyGram

STATION ADDS

WPLZ — Richmond — H. Jay Lang — PD
 L. Richie
 Dionne & Friends
 Al Jarreau
 B. Womack
 Ready For The World
 T. Turner

WAOK — Atlanta — Larry Tinsley — PD
 Dionne & Friends
 New Edition
 Grace Jones
 Winans
 Shannon
 Starpoint
 Choice MC's featuring Fresh Gordon
 Miami Sound Machine
 LL Cool J
 T. Boom

WBMX-FM — Chicago — Marco Spoon — PD
 O'Jays
 Ready For The World
 The Temptations
 J. Kennedy
 Prince
 New Edition
 Full Force
 R.J.'s Latest Arrival
 Zapp
 Kashif
 Prince

WYLD-FM — New Orleans — Dell Spencer — PD

The Winans
 Prince
 Isley Brothers
 5-Star
 O'Jays

WWDM — Sumter — Scotty B. — MD
 Kashif
 B. Wright
 Hiroshima
 J. Kennedy

WXYV — Baltimore — Mark Williams — MD
 A. Cymone
 O'Jays
 G. Jones
 Loose Ends
 9.9
 Osborne & Giles
 Mary Jane Girls
 Isley Brothers
 L. Vandross

WAMO — Pittsburgh — Chuck Woodson — PD
 Grandmaster Melle Mel
 Eurythmics & A. Franklin
 Atlantic Starr
 Sheila E.

WUSL "Power 99" — Philadelphia — Jeff Wyatt — PD
 Artists United Against Apartheid
 The Temptations
 Starpoint
 K. Blow
 L. Richie

KUKO — Phoenix — Robert Wideman — MD
 The Winans
 Dionne & Friends
 G. Chandler
 L. Richie
 P. Austin
 Kool & The Gang
 New Edition
 Pointer Sisters

WUFO — Buffalo — Jeff Grant — PD
 Osborne & Giles
 G. Guthrie
 L. Richie
 Pointer Sisters
 Ready For The World
 Lisa Lisa And Cult Jam
 Eurythmics & A. Franklin
 Dionne & Friends
 Brass Construction
 P. Nelson

WRKS "KISS 98.7" — New York — Tony Quarterone — PD
 C. Khan
 Rose Royce
 E. King
 Dionne & Friends
 L. Richie

WDMT "FM108" — Cleveland — Dean Dean — PD
 L. Richie
 Isley Brothers
 Starpoint
 Ready For The World

Introduction
WGCI AM & FM
 "TWICE AS NICE"
 New Music Alternatives



TWICE AS NICE — WGCI AM/FM welcomes R&B duo Osborne & Giles on the first stop of their recent promotional tour. Pictured: Rich Girod, director promotion & marketing-Red Label Records; Billy Osborne; Graham Armstrong, WGCI program director; Zane Giles; and Wayne Lewis promotion-Red Label Records.

Dionne & Friends
 O'Jays

WGIV — Charlotte — Don Cody — PD
 Miami Sound Machine
 Chi-Lites
 Klymaxx
 Ready For The World
 Prince
 Bar-Kays
 K. Blow
 Pointer Sisters

WJAX-FM — Jacksonville — Tony Mann — PD
 New Edition
 P. Austin
 Heart
 Isley Brothers
 Pointer Sisters

KJLH — Los Angeles — Doug Gilmour — PD
 V. Young
 New Edition
 Krush Groove
 Prince

KDKO — Denver — Jay Johnson — PD
 L. Richie
 Isley Brothers
 Dionne & Friends
 Kashif
 Starpoint
 Brother Johnson
 Osborne & Giles
 Prince
 J. Kennedy

WJLB — Detroit — Cecelia Whitmore — MD

Sun City
 B. Bland
 J. Kennedy
 Ready For The World
 Prince

WQMG — Greensboro — Doc Foster — PD
 Firefox
 Ready For The World
 K. Blow
 Total Contrast
 Starpoint
 B. Womack

WZAK "93FM" — Cleveland — Lynn Tolliver, Jr. — PD
 The Temptations
 Firefox
 9.9
 Con Funk Shun
 A. Franklin
 Nayobe
 Aleems

WILD-FM — Boston — Elroy Smith — PD
 Dionne & Friends
 Isley Brothers
 K. Blow
 Ebony

WRBD — Ft. Lauderdale — Charles Mitchell — PD
 Bar-Kays
 Isley Brothers
 Aleems
 Lisa Lisa And Cult Jam
 Supernature
 Ready For The World
 Atlantic Starr
 The Temptations
 G. Guthrie

URBAN PROGRAMMER'S PICK

Programmer	Station	Market
Don Kendricks	WPAL	Charleston

Song: "Do You Really Love Your Baby"
 Artist: The Temptations
 Label: Gordy/Motown

Comments:

"The new Temptations records reflects the truth, and it brings back the nostalgia of the group." The single was added this week.

CASH BOX

The Weekly Trade Journal.

TOP 100 BLACK CONTEMPORARY SINGLES

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

November 16, 1985

	Weeks On 11/9 Chart		Weeks On 11/9 Chart		Weeks On 11/9 Chart
1 PART-TIME LOVER STEVIE WONDER (Tamla/Motown 1808TF)	1	11			
2 YOU ARE MY LADY FREDDIE JACKSON (Capitol B 5495)	2	15			
3 THE OAK TREE MORRIS DAY (Warner Bros. 7-28899)	3	10			
4 WHO'S ZOOMIN' WHO ARETHA FRANKLIN (Arista AS1-9410)	6	9			
5 CARAVAN OF LOVE ISLEY, JASPER, ISLEY (CBS ASS. ZS4 05611)	7	9			
6 EVERYBODY DANCE TA MARA AND THE SEEN (A&M AM 2766)	8	10			
7 I WISH HE DIDN'T TRUST ME SO MUCH BOBBY WOMACK (MCA 52624)	4	15			
8 I'LL BE GOOD RENE & ANGELA (Mercury/PolyGram 884 009-7)	5	11			
9 YOU WEAR IT WELL EL DeBARGE with DeBARGE (Gordy/Motown 1804GF)	11	10			
10 SINGLE LIFE CAMEO (Atlanta Artists/PolyGram 884-010-7)	9	12			
11 STAND BY ME MAURICE WHITE (Columbia 38-05571)	10	14			
12 A LOVE BIZARRE SHEILA E (Paisley Paisley/Warner Bros. 7-28890)	23	5			
13 WAIT FOR LOVE LUTHER VANDROSS (Epic 34-05610)	15	7			
14 EATEN ALIVE DIANA ROSS (RCA PB-14181)	16	8			
15 SILVER SHADOW ATLANTIC STARR (A&M AM 2766)	12	13			
16 THE SHOW DOUG E. FRESH and THE GET FRESH CREW (Reality/Dana/Fantasy D-242)	13	12			
17 MIAMI VICE THEME JAN HAMMER (MCA 52666)	19	8			
18 (KRUSH GROOVE) CAN'T STOP THE STREET CHAKA KHAN (Warner Bros. 7-28923)	22	10			
19 PARTY ALL THE TIME EDDIE MURPHY (Columbia 38-05609)	21	10			
20 DON'T SAY NO TONIGHT EUGENE WILDE (Philly World/Atlantic 7-99608)	27	6			
21 FALL DOWN (SPIRIT OF LOVE) TRAMAINÉ (A&M AM 2763)	26	7			
22 YOU LOOK GOOD TO ME CHERRELLE (Tabu/CBS 34-5608)	25	8			
23 OH SHEILA READY FOR THE WORLD (MCA 52636)	14	18			
24 GIRLS ARE MORE FUN RAY PARKER, JR. (Arista AS1-9352)	29	6			
25 SAY I'M YOUR NO. 1 PRINCESS (Next Plateau 50035)	31	7			
26 COUNT ME OUT NEW EDITION (MCA 52703)	36	3			
27 THIS IS FOR YOU THE SYSTEM (Mirage/Atlantic 7-99607)	34	6			
28 I CAN'T BELIEVE IT MELBA MOORE (Capitol B-5520)	32	9			
29 THINKING ABOUT YOU WHITNEY HOUSTON (Arista ASI-9412)	40	5			
30 BABY I'M SORRY R.J.'S LATEST ARRIVAL (Atlantic 7-89510)	33	9			
31 CURIOSITY THE JETS (MCA 52682)	35	6			
32 WHO DO YOU LOVE? BERNARD WRIGHT (Manhattan B50011)	39	7			
33 NEVER FELT LIKE DANCIN' TEDDY PENDERGRASS (Elektra 7-69595)	41	5			
34 HONEY FOR THE BEES PATTI AUSTIN (Qwest/Warner Bros. 28935)	43	5			
35 ONE OF THE LIVING TINA TURNER (Capitol B 5518)	42	5			
36 SHE'S NOT A SLEAZE PAUL LAURENCE (Capitol B-5507)	37	8			
37 STOP PLAYING ON ME VIKKI LOVE (4th & Broadway/Island 418)	38	9			
38 THE SCREAMS OF PASSION THE FAMILY (Paisley Park/Warner Bros. 7-28953)	17	17			
39 HARD TIMES FOR LOVERS JENNIFER HOLLIDAY (Geffen/Warner Bros. 28958)	18	14			
40 EMERGENCY KOOL & THE GANG (De-Lite/PolyGram 884 199-7)	46	4			
41 SAY YOU, SAY ME LIONEL RICHIE (Motown 1819MF)	56	2			
42 SEDUCTION VAL YOUNG (Gordy/Motown 1795GF)	48	5			
43 MAKE YOUR MOVE ON ME BABY CHARLIE SINGLETON (Arista ASI-9386)	20	11			
44 COOLIN' OUT DENNIS EDWARDS (Gordy/Motown 1805GF)	24	11			
45 SOMEBODY TOOK MY LOVE DURELL COLEMAN (Island/Atlantic 7-99605)	28	8			
46 OBJECT OF MY DESIRE STARPOINT (Elektra 7-69621)	30	17			
47 SPEND THE NIGHT WITH ME RICK JAMES (Gordy/Motown 1806GF)	44	9			
48 ALL FALL DOWN FIVE STAR (RCA PB-14108)	45	17			
49 ALICE, I WANT YOU JUST FOR ME! FULL FORCE (Columbia 38-05623)	63	4			
50 MORE THAN FRIENDS, LESS THAN LOVERS ONE WAY (MCA 52699)	52	7			
51 IT DOESN'T REALLY MATTER ZAPP (Warner Bros. 7-28879)	60	5			
52 BIG BOSS MAN B.B. KING (MCA 52675)	54	6			
53 MORE THAN YOU CAN HANDLE LUSHUS DAIM & THE PRETTY VAIN (Conceited/Motown 1801MF)	59	5			
54 SLIP N' SLIDE ROY AYERS (Columbia 38-05613)	61	4			
55 COLDER ARE MY NIGHTS THE ISLEY BROTHERS (Warner Bros. 7-28860)	75	2			
56 DIGITAL DISPLAY READY FOR THE WORLD (MCA 52734)	84	2			
57 YOUR PERSONAL TOUCH EVELYN "CHAMPAGNE" KING (RCA JK-14201)	70	3			
58 HAVEN'T YOU HEART THAT LINE BEFORE GENE CHANDLER (Fast Fire 7003)	68	4			
59 ALWAYS AND FOREVER NICOLE (Portrait/CBS 37-05434)	65	4			
60 TELL ME TOMORROW ANGELA BOFILL (Arista ASI-9414)	66	5			
61 TELL ME WHAT (I'M GONNA DO) CON FUNK SHUN (Mercury/PolyGram 8840189-7)	69	3			
62 YOU AIN'T FRESH THE BOOGIE BOYS (Capitol B 5522)	71	3			
63 AMERICA PRINCE AND THE REVOLUTION (Paisley Park/Warner Bros. 7-28999)	85	2			
64 WHAT YOU BEEN MISSIN' STARPOINT (Elektra 7-5101)	88	2			
65 SHAKE 'EM DOWN DIMPLES (RCA PB-14157)	55	9			
66 CONDITION OF THE HEART KASHIF (Arista ASI-9415)	77	2			
67 GORDY'S GROOVE CHOICE MC'S featuring FRESH GORDON (Tommy Boy TB 817)	80	2			
68 MR. D.J. THE CONCEPT (Tuckwood TW 105)	76	3			
69 I WANT TO FEEL I'M WANTED MAZE featuring FRANKIE BEVERLY (Capitol B 5510)	49	10			
70 THE SHOW STOPPA SUPERNATURE (Pop Art 1413)	79	3			
71 SOMEONE ELSE'S GIRL LEGACY (Private I/CBS ZS4 05630)	72	4			
72 COULD IT BE LOVE LONNIE HILL (Urban Sound 785)	73	4			
73 LET MY PEOPLE GO THE WINANS (Qwest/Warner Bros. 7-28874)	83	2			
74 SUN CITY ARTISTS UNITED AGAINST APARTHEID (Manhattan/Capitol B 50017)	86	2			
CHARTBREAKER					
75 THAT'S WHAT FRIENDS ARE FOR DIONNE & FRIENDS (Arista AS1-9422)					DEBUT
76 RAP IS HERE TO STAY SPIDER D (Profile-Pro 7078)	78	3			
77 IF I RULED THE WORLD KURTIS BLOW (Mercury/PolyGram 884-269-7)					DEBUT
78 URGENT SHANNON (Mirage/Atlantic 7-99602)	90	2			
79 A BROKEN HEART CAN MEND ALEXANDER O'NEAL (Tabu/CBS ZS4 05646)	87	2			
80 STILL SMOKIN' TROUBLE FUNK (Island/Atlantic 7-99613)	81	3			
81 BAD HABIT RAY, GOODMAN & BROWN (Panoramic PRI 206B)	89	2			
82 TRAPPED COLONEL ABRAMS (MCA 52638)	47	13			
83 LET ME KISS IT WHERE IT HURTS BOBBY WOMACK (MCA 52709)					DEBUT
84 ROUND AND ROUND JAKI GRAHAM (Capitol B 5516)					DEBUT
85 HOLD ON (FOR LOVE'S SAKE) JOYCE KENNEDY (A&M AM 2790)					DEBUT
86 I LIKE THE WAY YOU DANCE 9.9 (RCA JB-14203)					DEBUT
87 FREEDOM THE POINTER SISTERS (RCA JK-14224)					DEBUT
88 JUST ANOTHER LONELY NIGHT THE O'JAYS (Philadelphia Int'l./Manhattan 50013)	51	14			
89 PEANUT BUTTER GWEN GUTHRIE (Garage/Island 72002)					DEBUT
90 BREAK IT UP MARY JANE GIRLS (Gordy/Motown 1816GF)					DEBUT
91 YOUR PLACE OR MINE BAR-KAYS (Mercury/PolyGram 880-966-7)	53	16			
92 THE DANCE ELECTRIC ANDRE CYMONE (Columbia 38-05436)	50	16			
93 CHERISH KOOL & THE GANG (De-Lite/PolyGram 880 869-7)	57	18			
94 HARD CORE REGGAE THE FAT BOYS (Sutra SUS 147)	58	8			
95 ARE YOU READY STAPLE SINGERS (Private I/CBS ZS4 05565)	62	10			
96 IF LOOKS COULD KILL (D.O.A.) NONA HENDRYX (RCA PB-14168)	64	5			
97 ROCK THE NATION BILLY & BABY GAP (Total Experience/RCA TES-2424-AS)	67	8			
98 YOU ARE THE ONE STROKE (Omni/Atlantic 7-99583)	74	5			
99 PUT US TOGETHER AGAIN THE SPINNERS (Mirage/Atlantic 7-99604)	82	4			
100 I MISS YOU KLYMAXX (Constellation/MCA 52606)	60	17			

ALPHABETICAL LISTING ON INSIDE BACK COVER

HOT NEW SELLER



Morris Day — "Color Of Success" — Warner Bros.

STRONGEST SALES

S. Wonder — Tamla/Motown
F. Jackson — Capitol
W. Houston — Arista
B. Womack — MCA

STORE REPORTS

Fletcher's One-Stop — Chicago — Ken Fletcher
S. Wonder
P. LaBelle
F. Jackson
L. Vandross
B. Womack

Barney's One-Stop — Chicago — Nellie Thomas
S. Wonder
F. Jackson
B. Womack
A. Franklin
P. LaBelle

Record Theatre — Cincinnati — Marianne Morgan
Zapp
Miami Vice
S. Wonder
L. Vandross
M. White

Scott's Wholesale — Indianapolis — Cheryl Gregory
Miami Vice
Rene & Angela
T. Pendergrass
Isley, Jasper, Isley
W. Houston

H&R One-Stop — Dallas — Walter Jackson
Isley, Jasper, Isley
Bar-Kays
S. Wonder
M. Day
B. Womack

Jones & Harris — Richmond, CA — Robin Harris
F. Jackson
B. Womack
S. Wonder
M. Day

Platter Shack — Orlando — Della Wiggins
M. Day
Isley, Jasper, Isley
F. Jackson
Sheila E.
M. White

Shazada Enterprises — Charlotte — Jack Gordon
F. Jackson
Atlantic Starr
B. Womack
S. Wonder
Krush Groove

Gil's Records And Tapes — Houston — Gil Bultron
D. Ross
J. Holliday
W. Houston
A. Bofill
Ta Mara & The Seen

Street Scene — Atlanta — Jay Robinson
Krush Groove
L. Vandross
Rap 2
F. Jackson
S. Wonder

L&M Sound Center — Lumberton, NC — Malcolm McCallum
Atlantic Starr
F. Jackson
S. Wonder
M. Day
Isley, Jasper, Isley

Greensboro Record Center — Greensboro — Susie Chandler
C. Mayfield
Atlantic Starr
P. LaBelle
M. Day
Starpoint

Record Boutique — Winston-Salem — Archie Torain
S. Wonder
F. Jackson
Rene & Angela
W. Houston
Kool & The Gang

Music Liberated — Baltimore — Larry Jeter
F. Jackson
W. Houston
S. Wonder
Ready For The World
P. LaBelle

Birdland Records — Baltimore — Beverly Burston
S. Wonder
Atlantic Starr
F. Jackson
T. Pendergrass
P. LaBelle

Sikhulu's Record Shack — New York — Sikhulu Shange
S. Wonder
B. Womack
Isley, Jasper, Isley
Krush Groove
M. Day



FREDDIE TAKES THE STAND -- American Bandstand host, Dick Clark gets together with Capitol recording artist Freddie Jackson following a recent Bandstand taping. On the show, which aired November 2 on ABC-TV, Jackson performed his current hit, "You Are My Lady," from his platinum debut album, "Rock Me Tonight."

Skippy White's — Boston — Marc Sieger
F. Jackson
Krush Groove
S. Wonder
P. LaBelle
Rene & Angela

Webb's Department Store — Philadelphia — Bruce Webb
B. Womack
S. Wonder
Atlantic Starr
M. White
P. LaBelle

Tower Records — Sacramento — Jeanie Banvaar
M. Day
F. Jackson
Miami Vice
Kashif
Ta Mara & The Seen

Massachusetts One-Stop — Boston — Ron Heaps
S. Wonder
Cameo
F. Jackson
P. LaBelle
Rene & Angela

Fortune Records — Inglewood, CA — Timmy Fortune
S. Wonder
F. Jackson
W. Houston
A. Franklin
B. Womack

Joe's Swing Shop — Los Angeles — Greta McConnell
F. Jackson
Atlantic Starr
Starpoint
Rene & Angela
Krush Groove

Benson's House Of Music — Los Angeles — Robert Palacios
F. Jackson
W. Houston
A. Franklin
Starship
M. Day

Delicious Records — Inglewood, CA — Tommy Johnson
Atlantic Starr
Isley, Jasper, Isley
Rene & Angela
Zapp
T. Pendergrass

John's Music — Los Angeles — Marie Jackson
F. Jackson
S. Wonder
B. Womack
M. White
The Family

The Wherehouse — Culver City, CA — Arnold Turner
S. Wonder
F. Jackson
W. Houston
Sheila E.
Rene & Angela

Music Master — Chicago — Yvonne Mason
F. Jackson
P. LaBelle
S. Wonder
L. Vandross
M. White

LaGreen's — Detroit — Steve Holsey
S. Wonder
Krush Groove
F. Jackson
Sade
Sheila E.

Penny Lane Records — Tacoma — Debbie Schierman
M. Day
B. Womack
M. White
S. Wonder
Starpoint

Turtles — Atlanta — David Coleman
F. Jackson
S. Wonder
W. Houston
B. Womack
Isley, Jasper, Isley

URBAN RETAILER'S PICK

Retailer	Store	Market
Debbie Schierman	Penny Lane Records	Tacoma

Album: "You Might Be Surprised"
Artist: Roy Ayers
Label: Columbia

Comments:

"Like the title says, it has been a big surprise. I sold my initial shipment in one day, and when I re-ordered that sold out as well. The record has been unbelievably hot."

TOP 75 12" SINGLES

	Weeks On 11/9 Chart		Weeks On 11/9 Chart		Weeks On 11/9 Chart
1		PART-TIME LOVER (SPECIAL REMIX)/8:20 STEVIE WONDER (Tamla/Motown 4548TG)	4	7	
2		OBJECT OF MY DESIRE (EXTENDED VERSION)/5:40 STARPOINT (Elektra 0-66891)	2	12	
3		THE SHOW/LA-DI-DA-DI (EXTENDED VERSION)/6:40 & 4:40 DOUG E. FRESH AND THE GET FRESH CREW (Reality/Danya/Fantasy D242)	1	14	
4		MIAMI VICE THEME (EXTENDED REMIX)/6:52 JAN HAMMER (MCA 23575)	5	6	
5		I'LL BE GOOD (SPECIAL MIX & INSTRUMENTAL)/7:25 & 5:25 RENE & ANGELA (Mercury/PolyGram 884009-1)	5	11	
6		WHO'S ZOOMIN' WHO (DANCE MIX)/8:36 ARETHA FRANKLIN (Arista ADI-9411)	10	6	
7		THE OAK TREE (EXTENDED VERSION & INSTRUMENTAL)/9:06 & 4:32 MORRIS DAY (Warner Bros. 0-20379)	3	8	
8		EVERYBODY DANCE/LOVELY HEART (EXTENDED VERSION)/5:41 & 4:47 TA MARA & THE SEEN (A&M SP-12149)	11	4	
9		OH SHEILA (EXTENDED VERSION & DUBSTRUMENTAL)/6:48 & 4:00 READY FOR THE WORLD (MCA 23572)	7	15	
10		FALL DOWN (SPIRIT OF LOVE) TRAMAINE (A&M SP-12148)	8	9	
11		SINGLE LIFE (EXTENDED VERSION)/6:30 CAMEO (Atlantic Artists/PolyGram 884 010-1)	9	10	
12		NEEDLE TO THE GROOVE/JAMMING ON THE GROOVE (CLUB & DUB VERSION)/6:27 & 4:45 MANTRONIX (Sleeping Rag SLX-00015X)	12	12	
13		DRESS YOU UP/SHOO-BEE-DOO (REMIX & INSTRUMENTAL)/6:15 & 4:36 MADONNA (Sire/Warner Bros. 0-20369)	13	11	
14		BE NEAR ME (MUNICH & ECSTASY MIX)/5:48 & 4:45 ABC (Mercury/PolyGram 884-052-1)	14	11	
15		TRAPPED COLONEL ABRAMS (MCA 253568)	15	15	
16		CONGA (EXTENDED VERSION & INSTRUMENTAL)/6:00 & 4:52 MIAMI SOUND MACHINE (Epic 49-05263)	19	16	
17		YOU WEAR IT WELL (CLUB & DUB MIX)/6:55 & 5:06 EL DeBARGE (Gordy/Motown 4545GG)	17	6	
18		STOP PLAYING ON ME (EXTENDED MIX) VIKKI LOVE (4th & B'way/Island 418)	20	7	
19		THE SHOW STOPPA (IS STUPID FRESH)/5:42 SUPERNATURE (Pop Art PA 1613)	28	3	
20		SAY I'M YOUR NUMBER ONE (EXTENDED VERSION) PRINCESS (Next Plateau NP50035)	24	6	
21		I'M GONNA TEAR YOUR PLAYHOUSE DOWN (SPECIAL YA YA MIX)/6:15 PAUL YOUNG (Columbia XSM 174580)	21	8	
22		(KRUSH GROOVE) CAN'T STOP THE STREET (EXTENDED DANCE MIX & INSTRUMENTAL)/5:15 & 5:01 CHAKA KHAN (Warner Bros. 0-20367)	18	8	
23		HONEY FOR THE BEES (EXTENDED VERSION)/6:40 & 5:30 PATTI AUSTIN (Qwest/Warner Bros. 0-20361)	27	4	
24		PARTY ALL THE TIME (EXTENDED & INSTRUMENTAL VERSION)/7:04 EDDIE MURPHY (Columbia 44-05280)	25	8	
25		POP LIFE/HELLO (FRESH DANCE MIX)/6:16 & 6:38 PRINCE AND THE REVOLUTION (Paisley Park/Warner Bros. 0-20357)	16	13	
26		PERFECT WAY (WAY PERFECT MIX)/5:26 SCRITTI POLITTI (Warner Bros. 0-20363)	30	3	
27		EATEN ALIVE (HOT EXTENDED DANCE MIX)/5:51 DIANA ROSS (RCA PB-14183-1)	22	8	
28		ALL FALL DOWN (EXTENDED VERSION) FIVE STAR (RCA PW-14109)	26	14	
29		THE SCREAMS OF PASSION/YES (EXTENDED VERSION)/6:45 & 4:27 THE FAMILY (Paisley Park/Warner Bros. 0-20360)	23	14	
30		YOU & ME (EXTENDED VERSION)/6:15 THE FLIRTS (CBS Associated 4Z9-05284)	36	4	
31		HEAD OVER HEELS (EXTENDED VERSION) TEARS FOR FEARS (Mercury 880-929-1)	31	6	
32		BABY TALK (SPECIAL REMIX)/6:45 ALISHA (Vanguard SPV 89)	37	3	
33		YOU AIN'T FRESH (MORNING DEW MIX)/4:22 & 7:53 BOOGIE BOYS (Capitol V-15207)	33	5	
34		STAND BY ME (EXTENDED VERSION) MAURICE WHITE (Columbia 44-05262)	34	5	
35		SEDUCTION (EXTENDED MIX) VAL YOUNG (Gordy/Motown 4544GG)	42	4	
36		CARAVAN OF LOVE ISLEY JASPER, ISLEY (CBS Assoc. Z59-05285)	55	2	
37		YOU ARE MY LADY (SPECIAL THEME VERSION)/4:42 & 4:35 FREDDIE JACKSON (Capitol V-8650)	29	12	
38		AMERICA (REMIX)/GIRL/21:46 & 7:36 PRINCE (Paisley Park/Warner Bros. 0-20389)	45	2	
39		LOVER COME BACK TO ME (EXTENDED REMIX)/5:50 DEAD OR ALIVE (Epic 49-05278)	39	5	
40		DON'T STOP THE DANCE/SLAVE TO LOVE (SPECIAL REMIX)/5:52 & 5:57 BRYAN FERRY (Warner Bros. 0-20335)	40	4	
41		ELECTION DAY (EXTENDED MIX)/4:30 ARCADIA (Capitol V-5501)	DEBUT		
42		RUNNING UP THAT HILL (EXTENDED VERSION) KATE BUSH (EMI-America V-7865)	41	7	
43		HARD TIMES FOR LOVERS (EXTENDED DANCE REMIX)/7:00 & 6:45 JENNIFER HOLLIDAY (Geffen/Warner Bros. 020368)	32	7	
44		ALL OF YOU FOR ALL OF ME (REMIX VERSION)/4:57 & 7:05 9.9 (RCA W14083)	35	11	
45		CONDITION OF THE HEART (EXTENDED VERSION)/5:58 KASHIF (Arista AD19416)	49	2	
46		ONE OF THE LIVING (EXTENDED VERSION) TINA TURNER (Capitol V-15205)	50	2	
47		THE BOY WITH THE THORN IN HIS SIDE THE SMITHS (Sire/Warner Bros. 0-20392)	57	2	
48		I LIKE YOU (EXTENDED VERSION)/5:05 PHYLLIS NELSON (Carrera/CBS 4Z9-05268)	53	2	
49		EXPOSED TO LOVE (EXTENDED VERSION)/6:10 Exposa (Arista ADI-9426)	DEBUT		
50		COUNT ME OUT (EXTENDED VERSION)/6:25 NEW EDITION (MCA 23595)	DEBUT		
51		THE DANCE ELECTRIC/RED LIGHTS (LONG VERSION)/5:31 & 4:57 ANDRE CYMONE (Columbia 44-05249)	44	14	
52		IN BETWEEN DAYS (EXTENDED VERSION) THE CURE (Elektra 0-66882)	60	2	
53		GIVE IT UP (EXTENDED VERSION) EVELYN "CHAMPAIGN" KING (Privata I/CBS 4Z9-05283)	58	2	
54		ONE LOVE (EXTENDED VERSION) JANICE CRISTIE (Supertronic RY-09)	54	3	
55		SOME PEOPLE (EXTENDED VERSION) BELCUISS SOME (Capitol V-8649)	38	6	
56		YOUR PERSONAL TOUCH EVELYN "CHAMPAIGN" KING (RCA PW-14202)	DEBUT		
57		SILVER SHADOW (EXTENDED VERSION) ATLANTIC STARR (A&M SP 12148)	43	7	
58		ALICE, I WANT YOU JUST FOR ME/6:09 FULL FORCE (Columbia 44-05282)	DEBUT		
59		THE DREAM TEAM IS IN THE HOUSE/5:07 L.A. DREAM TEAM (Dreem Team DRT-631)	DEBUT		
60		TARZAN BOY (EXTENDED DANCE VERSION)/8:16 BALTIMORA (Manhattan/Capitol V-56011)	DEBUT		
61		DANCING IN THE STREET (EXTENDED DANCE MIX & DUB)/4:40 & 4:41 DAVID BOWIE & MICK JAGGER (EMI-America V-19200)	46	19	
62		EYE TO EYE (REMIX) GO WEST (Chrysalis 4V9-42900)	51	6	
63		DARE ME/I'LL BE THERE (EXTENDED & INSTRUMENTAL VERSION)/6:16 & 4:21 POINTER SISTERS (RCA PW 14127)	52	16	
64		FLY GIRL/CITY LIFE (EXTENDED VERSION)/4:36 & 5:48 THE BOOGIE BOYS (Capitol V-8645)	47	23	
65		BEAT OF THE STREET/GORDY'S GROOVE (Mayberry Mix)/4:25 CHOICE M.C.'S (Tommy Boy TB-871)	DEBUT		
66		STAND UP/SO TUFF (SPECIALLY REMIXED VERSION)/6:26 & 4:50 HOWARD JOHNSON (A&M SP-12137)	48	10	
67		THE ROOF'S ON FIRE (SCRATCHIN' & JIVIN')/3:16 & 3:13 ROCK MASTER SCOTT AND THE DYNAMIC 3 (Reality/Fantasy D 239)	67	68	
68		PICKIN' UP THE PIECES (EXTENDED VERSION & DUB MIX)/6:38 & 6:28 BRENDA K. STARR (Mirego/Atlantic 0-96873)	59	16	
69		TOO TUNED ON (EXTENDED & DUB VERSION)/6:17 & 3:00 ALISHA (Vanguard SPV-82)	63	21	
70		I MISS YOU (EXTENDED VERSION & INSTRUMENTAL)/5:58 & 5:32 KLYMAXX (Constellation/MCA 23587)	70	7	
71		THE FAT BOYS ARE BACK (EXTENDED VERSION & INSTRUMENTAL)/6:10 & 5:42 FAT BOYS (Sutro SUD 034)	61	16	
72		FREEWAY OF LOVE (ROCK MIX & EXTENDED REMIX)/4:40 & 6:26 ARETHA FRANKLIN (Arista AD I-9355)	62	20	
73		BAD BOYS (VOCAL & DUB MIX)/5:54 BAD BOYS featuring K. LOVE (Starlita/Fantasy D-240)	56	16	
74		THE POWER OF LOVE (JELLYBEAN REMIX & INSTRUMENTAL)/7:10 & 4:12 HUEY LEWIS & THE NEWS (Chrysalis 4V9 42889)	64	15	
75		SISTER FATE/SAVE THE PEOPLE (EXTENDED VERSION)/5:45 & 8:28 SHEILA E (Paisley Park/Warner Bros. 0-20359)	65	13	

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

12" REVIEWS

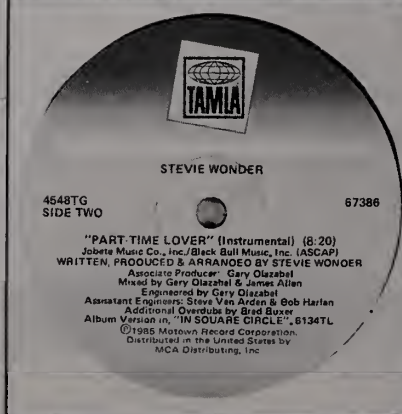
DEBBIE HARRY (Geffen 0-20391)
Feel The Spin (6:50) (Harry-Benitez-Toni C.) (Easy Aire Music-Rare Blue Music/ASCAP/House Of Fun Music/BMI) (Producer: John "Jellybean" Benitez)
Earmarked by Jellybean's latin, percussion filled rhythm tracks and Debbie Harry's understated yet alluring vocals, "Feel The Spin" recalls past dance music eras but features the dynamics of the top contemporary mixes. Taken from the *Krush Grove* soundtrack.

L.L. COOL J (Def Jam 44 05291)
I Can Give You More (5:06) (Smith-Rubin) (CBS Inc.) (Producer: Rick Rubin)
Something of an eerie and typically spare rap tune with a solid drum pattern and a skeletal piano line, "I Can Give You More" is already establishing itself as a club and mixer favorite.

LISA (Suite Beat 12001)
Love Is Like An Itching In My Heart (Holland-Dozier-Holland-Stephens-Parker) (Fantasia Music) (Producer: Ian Anthony Stephens-Paul Parker)
With a solid reworking of this Motown classic, Lisa's soulful vocals are given room to break out and capture the listener. With an incessant beat and a well-paced intro, this latest 12" single from Lisa should continue her success on both coasts.

BALTIMORA (Manhattan V-56011)
Tarzan Boy (6:16) (Hackett-Bassi) (Screen Gems-EMI Music/BMI) (Producer: Maurizio Bossi)
Though already a huge European and U.K. dance smash, Manhattan's domestic release of this Italian novelty dance track should create renewed interest among DJs.

MOST ACTIVE



STRONG ACTIVITY

Who's Zoomin' Who — Aretha Franklin (Arista)
Miami Vice Theme — Jan Hammer (MCA)
Everybody Dance — Ta Mara & The Seen (A&M)
Caravan Of Love — Isley, Jasper, Isley (CBS Assoc.)

CLUB PICK

Feel The Spin — Debbie Harry (Geffen/Warner Bros.)
Club: Mobile
Disc-Jockey: John Powell
Location: Fort Lauderdale

Comments:
"This 12" is another great Jellybean remix. A very danceable cut that is getting many requests. Retail should do very well with this one."

RETAILER'S PICK

Bring On The Dancing Horses — Echo And The Bunnymen — (Korova U.K.)
Store: Wherehouse Records #72
Manager: Pat Fordyce
Location: Northridge, CA

Comments:
"This is a really great song with a haunting sing-a-long melody, nice production by Laurie Latham from Squeeze and Paul Young."

ON JAZZ

Lee Jeske, New York

YOU ARE WHO YOU MEET — Four of the leading names in pop/jazz fusion — all four busy L.A. studio players — are going to get together for a series of concerts called "The Meeting." **Ernie Watts, Patrice Rushen, Leon Ndugu Chancler, and Alphonso Johnson** are going to plug in simultaneously for four dates on the west coast, with "world-wide" touring plans in the works. Look for "The Meeting" at San Diego's La Jolla Museum of Contemporary Arts (11/22), San Francisco's Wolfgang's (11/29), San Jose's The Cabaret (11/30) and Beverly Hill's Beverly Theatre (12/6).

MAIN SELECTION — The Book-of-the-Month Club has been dabbling in the record business over the past few years — mainly reissuing, or putting out previously-unissued material that it has licensed hither and thither. Well, in March that organization staged a two night "Swing Reunion" at N.Y.'s Town Hall and they were warm and musical evenings. Veterans **Benny Carter, Teddy Wilson, Red Norvo, Freddie Green, George Duvivier, Remo Palmier, and Louis Bellson** are the guys who reuned, and now B.-o.-t.-M.C. has issued the highlights of the two evenings as a warm and musical three-record, two-cassette, or two-CD set. The highlights are numerous and the thing swings with an authenticity that many younger ensembles can only dream about. It must be pointed out, however, that the great **Teddy Wilson** has been ailing for the past year or so, and his playing is not quite up to his usually sparkling standards. It should also be pointed out that this must be one of the last recordings of the great **George Duvivier**, who died several months after these concerts. "Selected stores" will stock "Swing Reunion," otherwise it's available from Book-of-the-Month Records, Camp Hill, PA 17012 (\$24.95 for records or tapes, \$27.95 for CDs, and \$1.75 for postage and handling in any case).

MORE! — The reissue business continues healthily. Hot off the presses are 10 new Blue Notes — those are *busy* presses — and six new Atlantic Jazzlores. From **Alfred Lion's** old den comes "Indestructible," **Art Blakey**; "Free Form," **Donald Byrd**; "One Flight Up," **Dexter Gordon**; "Our Thing," **Joe Henderson**; "Poly-Currents," **Elvin Jones**; "Hi Voltage," **Hank Mobley**; "Evolution," **Grachan Moncur III**; "The Gigolo," **Lee Morgan**; "The Amazing Bud Powell Vol. III"; and "Blue Hour," **Stanley Turrentine**. From the less-active vaults of Atlantic (they've reissued about 28 of these things over several years) comes "Backlash," **Freddie Hubbard**; "Countdown," **John Coltrane**; "The Genius After Hours," **Ray Charles**; "Tony Fruscella" (!!!) "That Toddlin' Town," **Eddie Condon**; and the wonderful "Bean Bags," **Coleman Hawkins/Milt Jackson**.

COMMISSION ACCOMPLISHED — The important, but largely dormant, New Jazz at the Public series — which brings jazz to the home of **Joe Papp** — has taken a new tack this season: commissions. The program's canny director, **Nancy Weiss**, has commissioned three programs from an unusual assortment of talent. The first two concerts took place over the past few weeks. One was an evening with **Jay McShann** that was spotty — **McShann**, a monumental bandleader, turned over the leading chores to **Grover Mitchell**, a less-than-monumental bandleader, and despite fine playing from **McShann, Craig Harris, Steve Turre**, and several others, the evening never heated up. The second commission, **John Carter's** "The Castles of Ghana," a suite of six compositions, did heat up — in fact, it was one of the most impressive concerts of the year. **Carter** — a frequently brilliant jazz composer and an always brilliant jazz clarinetist — picked and rehearsed a breathtaking band (**Bobby Bradford**, cornet; **Balkida Carroll**, trumpet; **Benny Powell**, trombone; **Marty Ehrlich**, bass clarinet; **Terry Jenoure**, violin and the astonishing rhythm combination of **Richard Davis**, bass, and **Andrew Cyrille**, drums) and gave it a shifting, entrancing, dynamic suite to play, a suite inspired by slave trade in West Africa in the 15th Century. The evening was, in a word, gorgeous, and, thankfully, Gramavision recorded "The Castles of Ghana" the same week of the concert. The Public's final commission for the season will find **Kip Hanrahan's** band playing works by tango composer **Astor Piazzolla**, some time in May.

BOPPING AROUND — WCAB is about to start up as an 18-hour-a-day "modern instrumental jazz" cable radio station. Contact station manager **Dave Hand**, WCAB, 214 N.W. 13th St., Gainesville, FL 32601 (904-373-2419) for details . . . Jazz/classical fusion group **Free Flight** has inked a multi-album deal with CBS Masterworks; **Stanley Clarke** is to produce the first effort . . . The **Modern Jazz Quartet** has signed with L.A.'s Triad Artists for exclusive representation in all fields .



Coming In April

TOP 40 ALBUMS

★ AVAILABLE ON COMPACT DISC

	Weeks On 11/9 Chart		Weeks On 11/9 Chart
1		BLACK CODES (From The Underground) WYNTON MARSALIS (Columbia FC 40009)	
2	2 8	AL JARREAU IN LONDON ★ (Warner Bros. 25331)	
3	1 9	SKIN DIVE MICHAEL FRANKS (Warner Bros. 25275-1)	
4	3 23	DANCING IN THE SUN GEORGE HOWARD (TBA TB205)	
5	4 29	ALTERNATING CURRENTS ★ SPYRO GYRA (MCA 5606)	
6	5 21	MAGIC TOUCH ★ STANLEY JORDAN (Blue Note BT 85101)	
7	6 38	OASIS JOE SAMPLE (MCA 5481)	
8	7 13	HARLEQUIN ★ DAVE GRUSIN & LEE RITENOUR (GRP 1015)	
9	8 32	ATLANTIS WAYNE SHORTER (Columbia FC 40055)	
10	9 8	VOCALESE ★ THE MANHATTAN TRANSFER (Atlantic 81266-1)	
11	11 15	FABLES JEAN LUC PONTY (Atlantic 81276)	
12	15 4	DIGITAL WORKS ★ AHMAD JAMAL (Atlantic 81258)	
13	12 9	MAISHA SADAO WATANABE (Elektra 60431-1)	
14	10 18	WHITE WINDS ★ ANDREAS VOLLENWEIDER (CBS FM 39963)	
15	14 39	YOU'RE UNDER ARREST ★ MILES DAVIS (Columbia FC 40029)	
16	13 25	WARNING ★ BILLY COBHAM (GRP-A-1020)	
17	19 8	SODA FOUNTAIN SHUFFLE ★ EARL KLUGH (Warner Bros. 25262-1)	
18	16 30	SPECTRUM AZYMUTH (Milestone M 9134)	
19	20 3	SLOW MOTION ANDY NARELL (Hip Pocket HP-105)	
20	22 3	JUST FEELIN' MCCOY TYNER (Palo Alto PA 8083)	
21	18 15	AMERICAN EYES RARE SILK (Palo Alto PA 8086)	17 32
22		SOARING THROUGH A DREAM AL DI MEOLA (Manhattan ST-53011)	23 11
23		HIGH VISIBILITY VICTOR FELDMAN'S GENERATION BAND (TBA TB208)	21 15
24		OPENING NIGHT ★ KEVIN EUBANKS (GRP A-1013)	24 4
25		STAND UP STEVE MORSE BAND (Elektra 60448)	26 31
26		WILD ROMANCE HERB ALPERT (A&M SP-5082)	25 12
27		CHAMPION JEFF BERLIN & VOX HUMANA (Passport PJ 88004)	30 3
28		DECEMBER ★ GEORGE WINSTON (Windham Hill/A&M WH-1025)	29 54
29		YOU MIGHT BE SURPRISED ROY AYERS (Columbia FC 40022)	33 2
30		ANOTHER PLACE HIROSHIMA (Epic BFE 39938)	35 2
31		JUNGLE GARDEN DAVE VALENTIN (GRP 1016)	27 20
32		GRAVITY KENNY G & G FORCE (Arista AL8-8282)	31 27
33		AUTUMN ★ GEORGE WINSTON (Windham Hill/A&M WH-1012)	34 38
34		STRAIGHT TO THE HEART ★ DAVID SANBORN (Warner Bros. 25150-1)	28 31
35		REJUVENATION LONNIE LISTON SMITH (Doctor Jazz FW-40063)	DEBUT
36		MUSICAN ERNE WATTS (Qwest/Warner Bros. 25283)	32 18
37		HOT HOUSE FLOWERS ★ WYNTON MARSALIS (Columbia FC 39530)	36 59
38		SKY DANCE RODNEY FRANKLIN (Columbia FC 39962)	37 23
39		20/20 GEORGE BENSON (Warner Bros. 9 25178-1)	38 42
40		NEW FACES ★ DIZZY GILLESPIE (GRP 1012)	39 18

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

FEATURE PICKS

NIGHTS AT THE KEYSTONE — **Dexter Gordon** — Blue Note BABB 85112 — Producer: **Todd Barkan** — List: 11.98 — Bar Coded

The mighty tenor saxophonist — who has been inactive of late — in a dandy blowing session waxed in '78 and '79 at the defunct San Francisco boite, Keystone Korner. What goes around comes around — **Dexter Gordon** is back on Blue Note (which has been reissuing his earlier efforts for the label) and back with **Bruce Lundvall**, who signed the bebop dynamo to Columbia and Elektra/Musician. A giant at the top of his powers; this is better than any of the CBS or E/M LPs.

MOVING LINES — **Don Sebesky and the Contemporary Arranger's Workshop** — Doctor Jazz FW 40155 — Producer: **Don Sebesky** — List: 8.98 — Bar Coded

A splendid contemporary big band LP from the former CTI star. Intriguing, sometimes eye-opening, arrangements of all sorts of stuff — from "Cherokee" to "I Go To Rio" to "Malaguena." Fine solo work from **Alex Foster, Roger Rosenberg**, and, particularly, the little-heard-from-of-late **Eddie Daniels**, highlights **Sebesky's** second musical bullseye in a row.

A WINTER'S SOLSTICE — **Various** — Windham Hill WH-1045 — Producers: **William Ackerman, Dawn Atkinson** — List: 9.98 — Bar Coded

It's that time of year again — time to drag the goosedown comforter and Ovaltine out of the cupboard and settle down with one of **Windham Hill's** cold weather offerings. Here much of the label's roster — **Will Ackerman, Liz Story, Andy Marshall**, et al — gives us a warming, new age slate of originals and such dandy ditties as "Jesu, Joy of Man's Desiring" and "Greensleeves." Should sell like anti-freeze in St. Paul in February.

PASSION FLOWER — **Mike Gerber** — Sonet SNTF 931 — Producer **Michael Urbaniak** — List: 9.98

Mike Gerber is a solo pianist with extensive chops and a good way with a standard. He can play hard — as he does on "In Your Own Sweet Way," he can tap a rich romantic stream — as he does on "Stella By Starlight," or he can do both at once — something he does on "Passion Flower" and much of the rest of this fine, well-recorded LP, produced by jazz violinist **Michael Urbaniak**.

CASH BOX TOP 100 ALBUMS

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

November 16, 1985

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

		8.98	Weeks On 11/9 Chart
1 MIAMI VICE	ORIGINAL TELEVISION SOUNDTRACK (MCA-6150) MCA	9.98	1 6
2 BROTHERS IN ARMS ■	DIRE STRAITS (Warner Bros. 25264-1) WEA	8.98	2 25
3 SCARECROW ★	JOHN COUGAR MELLENCAMP (Riva 624 865-1) POL	8.98	3 10
4 IN SQUARE CIRCLE ★	STEVIE WONDER (Tamla/Motown 6134) MCA	9.98	4 6
5 HEART ■	(Capitol ST-12410) CAP	8.98	7 19
6 SONGS FROM THE BIG CHAIR ■	TEARS FOR FEARS (Mercury 824 300-1 M-1) POL	8.98	5 34
7 WHITNEY HOUSTON ■	(Arista AL8-8221) RCA	9.98	6 34
8 BORN IN THE U.S.A. ■	BRUCE SPRINGSTEEN (Columbia QC 38653) CBS	—	8 74
9 THE DREAM OF THE BLUE TURTLES ■	STING (A&M SP 3750) RCA	8.98	9 20
10 LOVIN' EVERY MINUTE OF IT	LOVERBOY (Columbia FC 399 53) CBS	—	10 10
11 NO JACKET REQUIRED ■	PHIL COLLINS (Atlantic 81240-1) WEA	9.98	12 37
12 HUNTING HIGH AND LOW ★	A-HA (Warner Bros. 25300) WEA	8.98	11 19
13 RECKLESS ■	BRYAN ADAMS (A&M SP-5013) RCA	8.98	13 51
14 LITTLE CREATURES □	TALKING HEADS (Sire 25305-1) WEA	8.98	15 21
15 READY FOR THE WORLD	(MCA 5594) MCA	8.98	14 21
16 ROCK ME TONIGHT ■	FREDDIE JACKSON (Capitol ST 12404) CAP	8.98	16 27
17 ASYLUM	KISS (Mercury 826 099-1) POL	8.98	17 7
18 WHO'S ZOOMIN' WHO ★□	ARETHA FRANKLIN (Arista AS 8286) RCA	8.98	20 17
19 KNEE DEEP IN THE HOOPLA ★	STARSHIP (GrunT/RCA BXLI-5488) RCA	8.98	23 6
CHARTBREAKER			
20 AFTERBURNER	ZZ TOP (Warner Bros. 25342) WEA	8.98	DEBUT
21 EMERGENCY ■	KOOL & THE GANG (De-Lite 822 943-1) POL	8.98	19 31
22 GREATEST HITS VOLUME I & II ★	BILLY JOEL (Columbia 40121) CBS	—	18 18
23 THEATRE OF PAIN ■	MOTLEY CRUE (Elektra 60418-1) WEA	9.98	21 19
24 SOUL TO SOUL	STEVIE RAY VAUGHAN AND DOUBLE TROUBLE (Epic FE 40036) CBS	—	25 8
25 POWER WINDOWS	RUSH (Mercury 826 098) POL	8.98	47 2
26 HOUNDS OF LOVE ★	KATE BUSH (EMI America 17171) CAP	8.98	31 6
27 COLOR OF SUCCESS	MORRIS DAY (Warner Bros. 25320) WEA	8.98	32 4
28 HOW TO BE A BILLIONAIRE	ABC (Mercury 824 904-1)	8.98	29 7
29 NERVOUS NIGHT ★	HOOTERS (Columbia BFC 39912) CBS	—	26 27
30 LIKE A VIRGIN ■	MADONNA (Sire 25157-1) WEA	8.98	22 41
31 HERE'S TO FUTURE DAYS	THOMPSON TWINS (Arista 8276) RCA	8.98	34 6
32 ST. ELMO'S FIRE ★	ORIGINAL SOUNDTRACK (Atlantic 81261-1) WEA	9.98	33 20
33 WELCOME TO THE REAL WORLD	MR. MISTER (RCA NFL1-8045) RCA	8.98	38 13

		8.98	Weeks On 11/9 Chart
34 MAKE IT BIG ■	WHAM! (Columbia FC 39595) CBS	—	24 41
35 THE SECRET OF ASSOCIATION ★□	PAUL YOUNG (Columbia BFC 39957) CBS	—	27 26
36 DARYL HALL & JOHN OATES LIVE AT THE APOLLO with DAVID RUFFIN & EDDIE KENDRICK ★	(RCA AFL1-7035) RCA	8.98	28 9
37 SACRED HEART ★	DIO (Warner Bros. 25292-1) WEA	8.98	30 12
38 COSI FAN TUTTI FRUTTI	SQUEEZE (A&M 50850) RCA	8.98	39 9
39 INVASION OF YOUR PRIVACY ■	RATT (Atlantic 81257-1) WEA	—	37 22
40 UNDER A RAGING MOON	ROGER DALTRY (Atlantic 81269) WEA	8.98	48 6
41 BOY IN THE BOX □	COREY HART (EMI America 17161) CAP	8.98	35 18
42 WORLD WIDE LIVE ★□	SCORPIONS (Mercury 824 344-1) POL	8.98	36 19
43 BE YOURSELF TONIGHT ■	EURHYTHMICS (RCA AJL 1-5429) RCA	9.98	44 26
44 CRUSH	ORCHESTRAL MANOEUVRES IN THE DARK (A&M/Virgin SP 5077) RCA	8.98	41 18
45 HOW COULD IT BE	EDDIE MURPHY (Columbia FC 39952) CBS	—	54 5
46 SO MANY RIVERS	BOBBY WOMACK (MCA 5617) MCA	8.98	52 11
47 EATEN ALIVE ★	DIANA ROSS (RCA AFL1-5422) RCA	8.98	51 5
48 MAURICE WHITE	(Columbia FC 39883) CBS	—	53 8
49 SHEILA E. in ROMANCE 1600	(Paisley Park/Warner Bros. 25317) WEA	8.98	50 10
50 CONTACT ■	POINTER SISTERS (RCA AFL 1-8056) RCA	9.98	49 16
51 BACK TO THE FUTURE ★□	ORIGINAL SOUNDTRACK (MCA 6144) MCA	9.98	40 16
52 AROUND THE WORLD IN A DAY ■	PRINCE AND THE REVOLUTION (Paisley Park/Warner Bros. 25286-1) WEA	9.98	42 28
53 ONCE UPON A TIME	SIMPLE MINDS (A&M/Virgin 5092) RCA	8.98	DEBUT
54 MASK OF SMILES	JOHN WAITE (EMI America ST 17164) CAP	8.98	45 13
55 MISPLACED CHILDHOOD	MARILLION (Capitol ST-12431) CAP	8.98	56 11
56 NO LOOKIN' BACK ★	MICHAEL McDONALD (Warner Bros. 25291-1) WEA	8.98	43 12
57 BUILDING THE PERFECT BEAST ■	DON HENLEY (Geffen GHS 24026) WEA	8.98	46 49
58 SOUL KISS	OLIVIA NEWTON-JOHN (MCA 6151) MCA	8.98	70 3
59 THE HEAD ON THE DOOR	THE CURE (Elektra 60435) WEA	8.98	64 9
60 LISTEN LIKE THIEVES	INXS (Atlantic 81277) WEA	8.98	73 3
61 STANDING ON THE EDGE ★	CHEAP TRICK (Epic FE 39592) CBS	—	55 14
62 7 WISHES ★□	NIGHT RANGER (MCA 5593) MCA	8.98	59 24
63 MARCHING OUT ★	YNGWIE J. MALMSTEEN'S RISING FORCE (Polydor 825 733-1) POL	8.98	58 12
64 FLY ON THE WALL ★□	AC/DC (Atlantic 81263) WEA	8.98	63 18
65 THE NIGHT I FELL IN LOVE ■	LUTHER VANDROSS (Epic FC 39882) CBS	—	65 33

		8.98	Weeks On 11/9 Chart
66 WHITE NIGHTS	ORIGINAL SOUNDTRACK (Atlantic 81273) WEA	8.98	89 3
67 LITTLE BAGGARIDDIM	UB40 (A&M/Virgin SP-6-5090) RCA	6.98	57 15
68 RESTLESS ★	STARPOINT (Elektra 60424) WEA	8.98	77 11
69 THE FAT BOYS ARE BACK	THE FAT BOYS (Sutra 1016) INI	8.98	60 14
70 GREATEST HITS	THE CARS (Elektra 60464) WEA	8.98	DEBUT
71 SPORTS ■	HUEY LEWIS AND THE NEWS (Chrysalis FV 41412) CBS	—	69 102
72 PRIVATE DANCER ■	TINA TURNER (Capitol ST-12330) CAP	8.98	72 75
73 MAVERICK ■	GEORGE THOROGOOD AND THE DESTROYERS (EMI America ST-17143) CAP	8.98	68 40
74 LISA LISA AND CULT JAM WITH FULL FORCE	(Columbia BFC 40135) CBS	—	74 12
75 LIVE AFTER DEATH	IRON MAIDEN (Capitol SABB-12441) CAP	—	115 2
76 MAHVELOUS!	BILLY CRYSTAL (A&M 5096) RCA	8.98	76 10
77 DIAMOND LIFE ■	SADE (Portrait BFR 39581) CBS	—	78 38
78 SOLDIERS UNDER COMMAND	STRYPER (Enigma 72077) IND	—	83 7
79 VOCALESE ★	THE MANHATTAN TRANSFER (Atlantic 81266-1) WEA	8.98	85 15
80 CUPID & PSYCHE '85	SCRITTI POLITTI (Warner Bros. 25302) WEA	8.98	92 16
81 THE POWER STATION ■	(Capitol SJ-12380) CAP	8.98	61 32
82 A CAPPELLA	TODD RUNDGREN (Warner Bros. 25128) WEA	8.98	87 7
83 THE FAMILY	(Paisley Park/Warner Bros. 25322) WEA	8.98	62 12
84 FABLES OF THE RECONSTRUCTION ★	R.E.M. (IRS-5592) MCA	8.98	66 21
85 "YOUTHQUAKE"	DEAD OR ALIVE (Epic BFE 401190) CBS	—	67 20
86 STAGES	TRIUMPH (MCA 2-8020) MCA	—	105 2
87 DREAM INTO ACTION ★	HOWARD JONES (Elektra 60390-1) WEA	8.98	71 32
88 HOLD ME	LAURA BRANIGAN (Atlantic 81265) WEA	8.98	75 15
89 BANGING THE WALL ★	BAR-KAYS (Mercury 824 727-1) POL	8.98	79 12
90 LUXURY OF LIFE	5 STAR (RCA NFL 1-8052) RCA	8.98	96 8
91 THAT'S WHY I'M HERE	JAMES TAYLOR (Columbia FC 40052) CBS	—	DEBUT
92 MADONNA ■	(Sire 23867) WEA	8.98	91 113
93 SUN CITY	ARTIST UNITED AGAINST APARTHEID (Manhattan ST-53019) CAP	8.98	DEBUT
94 GET OUT OF MY ROOM	CHEECH & CHONG (MCA 5640) MCA	8.98	94 4
95 SINGLE LIFE ★	CAMEO (Atlantic Artists 024 546-1) POL	8.98	82 20
96 PATTI LABELLE	(Philadelphia Int'l./CBS FZ 40020) CBS	—	80 16
97 OLD WAYS	NEIL YOUNG (Geffen GHS 24068) WEA	8.98	81 12
98 DOG EAT DOG	JONI MITCHELL (Geffen GHS 24074) WEA	8.98	DEBUT
99 FACE VALUE ■	PHIL COLLINS (Atlantic 16029) WEA	8.98	100 55
100 DOWNTOWN	MARSHALL CRENSHAW (Warner Bros. 25319) WEA	8.98	107 7

Cash Box Top Albums/101 to 200

		Weeks On Chart			Weeks On Chart			Weeks On Chart
		11/9			11/9			11/9
101	BLACK CODES (From The Underground) WYNTON MARSALIS (Columbia FC 40009) CBS	111	6	8.98	147	3	8.98	170
102	THE HISTORY MIX VOL. 1 ★ GODLEY & CREME (Polydor 825 981-1) POL	84	13	8.98	114	47	8.98	171
103	GO WEST ★ (Chrysalis FC 41496) CBS	88	32	8.98	113	18	8.98	172
104	7800 FAHRENHEIT ★ BON JOVI (Mercury 824 509-1)	86	28	8.98	153	2	8.98	173
105	BOYS AND GIRLS ★ BRYAN FERRY (Warner Bros. 25082) WEA	93	22	8.98	140	19	8.98	174
106	THE HEART OF THE MATTER KENNY ROGERS (RCA AJLI-7023) RCA	119	2	6.98	150	23	8.98	175
107	TA MARA & THE SEEN (A&M SP 6-5078) RCA	128	2	8.98	120	35	8.98	176
108	UNGUARDED □ AMY GRANT (A&M SP 5060) RCA	99	23	8.98	126	8	8.98	177
109	PLAY DEEP THE OUTFIELD (Columbia BFC 40027) CBS	116	5	8.98	118	9	8.98	178
110	RHYTHM ROMANCE THE ROMANTICS (Nemperor/CBS FZ 40106) CBS	90	9	8.98	144	4	8.98	179
111	PHANTOM, ROCKER & SLICK (EMI America 17172) CAP	148	3	8.98	155	3	8.98	180
112	SHOCK THE MOTELS (Capitol SJ-12378) CAP	95	14	8.98	129	15	8.98	181
113	LIGHTING UP THE NIGHT JACK WAGNER (Qwest 25318) WEA	121	6	8.98	156	3	8.98	182
114	TOUGH ALL OVER ★ JOHN CAFFERTY AND THE BEAVER BROWN BAND (Scotti Bros. FZ 39405) CBS	98	24	8.98	123	30	8.98	183
115	JESSE JOHNSON'S REVUE ★□ (A&M SP 6-5024) RCA	97	36	8.98	171	2	8.98	184
116	KRUSH GROOVE ORIGINAL SOUNDTRACK (Warner Bros. 25295) WEA	133	2	8.98	167	2	8.98	185
117	SAY YOU LOVE ME JENNIFER HOLLIDAY (Geffen GHS 24073) WEA	117	11	8.98	122	55	8.98	186
118	ALONG THE AXIS THE JON BUTCHER AXIS (Capitol ST-12425) CAP	127	7	8.98	169	2	8.98	187
119	DURELL COLEMAN (Island 90293) WEA	108	9	8.98	134	30	8.98	188
120	GREATEST HITS VOL. 2 RONNIE MILSAP (RCA AHL 1-5425) RCA	131	6	8.98	125	22	8.98	189
121	FABLES JEAN LUC PONTY (Atlantic 81276) WEA	130	4	8.98	162	3	8.98	190
122	CARAVAN OF LOVE ISLEY, JASPER, ISLEY (CBS Associated BZ 401180) CBS	132	5	8.98	172	55	8.98	191
123	MEETING IN THE LADIES ROOM KLYMAXX (Constellation/MCA 5529) MCA	124	35	8.98	162	3	8.98	192
124	JANE WIEDLIN (IRS-5638) MCA	135	3	8.98	174	2	8.98	193
125	MAD MAX-BEYOND THUNDERDOME ORIGINAL SOUNDTRACK (Capitol SWAV-12429) CAP	106	14	8.98	138	7	8.98	194
126	SOME GREAT REWARD ★ DEPECHE MODE (Sire 25194) WEA	101	37	8.98	145	5	8.98	195
127	CITY LIFE THE BOOGIE BOYS (Capitol SF-12409) CAP	102	12	8.98	139	18	8.98	196
128	VOICES CARRY ★ TIL TUESDAY (Epic BFE 39458) CBS	112	33	8.98	143	33	8.98	197
129	BEHAVIOUR SAGA (Portrait BFR 40145) CBS	104	8	8.98	142	43	8.98	198
130	DARE TO BE STUPID ★ "WEIRD AL" YANKOVIC (Rock 'n' Roll Records FZ 40003) CBS	103	20	8.98	152	23	8.98	199
131	SWEET DREAMS ORIGINAL SOUNDTRACK (MCA 6149) MCA	164	2	8.98	141	25	8.98	200
132	SUDDENLY ★■ BILLY OCEAN (Jive/Arista JL8-8213) RCA	110	62	8.98	142	43	8.98	
133	AIN'T LOVE GRAND X (Elektra 60430) WEA	109	15	8.98	146	22	8.98	
134	THE ROSE OF ENGLAND NICK LOWE AND HIS COWBOY OUTFIT (Columbia FC 39958) CBS	136	8	8.98			8.98	
135	WHAT IF TOMMY SHAW (A&M SP 5097) RCA	147	3	8.98			8.98	
136	BEVERLY HILLS COP ★■ ORIGINAL SOUNDTRACK (MCA 6143) MCA	114	47	8.98			8.98	
137	FLASH ★ JEFF BECK (Epic 39483) CBS	113	18	8.98			8.98	
138	TIM THE REPLACEMENTS (Sire 25330) WEA	153	2	8.98			8.98	
139	STREET CALLED DESIRE RENE AND ANGELA (Mercury 824 607-1) POL	140	19	8.98			8.98	
140	BLACK CARS GINO VANNELLI (HME 40077) CBS	150	23	8.98			8.98	
141	RHYTHM OF THE NIGHT ★■ DeBARGE (Gordy/Motown 6123GL) MCA	120	35	8.98			8.98	
142	9.9 (RCA NFL 1-8049) RCA	126	8	8.98			8.98	
143	AL JARREAU IN LONDON ★ (Warner Bros. 25331) WEA	118	9	8.98			8.98	
144	HALF NELSON WILLIE NELSON (Columbia FC 39990) CBS	144	4	8.98			8.98	
145	BOSTON, MASS. THE DEL FUEGOS (Slash/Warner Bros 25339) WEA	155	3	8.98			8.98	
146	COCK ROBIN ★ (Columbia BFC 39582) CBS	129	15	8.98			8.98	
147	RAIN DOGS TOM WAITS (Island 90299) WEA	156	3	8.98			8.98	
148	THE LAST COMMAND W.A.S.P. (Capitol 12435) CAP	DEBUT		8.98			8.98	
149	TAO ★ RICK SPRINGFIELD (RCA AJ1-5370) RCA	123	30	8.98			8.98	
150	CRUZADOS (Arista AL8-8383) RCA	171	2	8.98			8.98	
151	STRENGTH THE ALARM (IRS-5666) MCA	DEBUT		8.98			8.98	
152	SEX AND THE SINGLE MAN RAY PARKER JR. (Arista AL8-8280) RCA	162	3	8.98			8.98	
153	KATRINA AND THE WAVES (Capitol ST-12400) CAP	134	30	8.98			8.98	
154	THIS IS THE SEA THE WATERBOYS (Island 90457) WEA	165	3	8.98			8.98	
155	WIDE AWAKE IN AMERICA U2 (Island 90279-1-A) WEA	125	22	8.98			8.98	
156	TWO WHEELS GOOD PREFAB SPROUT (Epic BFE 40100) CBS	167	2	8.98			8.98	
157	VITAL SIGNS ★■ SURVIVOR (Scotti Brothers FZ 39578) CBS	122	55	8.98			8.98	
158	TO LIVE AND DIE IN L.A. WANG CHUNG (Geffen GHS 24081) WEA	169	2	8.98			8.98	
159	LIBRA ★ JULIO IGLESIAS (Columbia FC 40180) CBS	137	12	8.98			8.98	
160	DEAD MAN'S PARTY OINGO BOINGO (MCA 5665) MCA	174	2	8.98			8.98	
161	FREAKY STYLEY THE RED HOT CHILI PEPPERS (EMI America 17168) CAP	138	7	8.98			8.98	
162	BACK INTO BLUE ★ QUARTERFLASH (Geffen GHS 24078) WEA	145	5	8.98			8.98	
163	OPEN FIRE Y&T (A&M SP 5076) RCA	139	18	8.98			8.98	
164	KING OF ROCK ★□ RUN D.M.C. (Profile PRO-1205) IND	143	33	8.98			8.98	
165	CENTERFIELD ★■ JOHN FOGERTY (Warner Bros. 25203-1) WEA	142	43	8.98			8.98	
166	U.T.F.O. (Select SEL 21614) IND	152	23	8.98			8.98	
167	LOW LIFE NEW ORDER (Qwest/Warner Bros. 25289-1) WEA	141	25	8.98			8.98	
168	THIS IS BIG AUDIO DYNAMITE BIG AUDIO DYNAMITE (Columbia BCT 40220) CBS	DEBUT		8.98			8.98	
169	EMPIRE BURLESQUE ★ BOB DYLAN (Columbia FC 40110) CBS	146	22	8.98			8.98	
170	SHAKEN 'N' STIRRED ★□ ROBERT PLANT (Es Paranza 90265-1) WEA	149	24	8.98			8.98	
171	A LITTLE SPICE LOOSE ENDS (MCA 5588) MCA	151	19	8.98			8.98	
172	STEPS IN TIME KING (Epic BFE 40061) CBS	154	16	8.98			8.98	
173	MAD NOT MAD MADNESS (Geffen GHS 24079) WEA	161	4	8.98			8.98	
174	LONE JUSTICE ★ (Geffen GHS 24060) WEA	157	29	8.98			8.98	
175	ANOTHER PLACE HIROSHIMA (Epic BFE 39938) CBS	DEBUT		8.98			8.98	
176	HOT SPOT DAZZ BAND (Motown 6149 ML) MCA	160	12	8.98			8.98	
177	WEIRD SCIENCE ORIGINAL SOUNDTRACK (MCA 6146) MCA	159	9	8.98			8.98	
178	SOUTHERN ACCENTS ★■ TOM PETTY AND THE HEARTBREAKERS (MCA 5486) MCA	158	32	8.98			8.98	
179	SUZANNE VEGA (A&M SP 6-5072) RCA	163	16	8.98			8.98	
180	SPOILED GIRL ★ CARLY SIMON (Epic FE 39970) CBS	166	18	8.98			8.98	
181	ONLY FOUR YOU ★ MARY JANE GIRLS (Gordy/Motown 6092GL) MCA	168	36	8.98			8.98	
182	ELIMINATOR ★■ ZZ TOP (Warner Bros. 23774-1) WEA	185	134	8.98			8.98	
183	WILD CHILD THE UNTOUCHABLES (Stiff/MCA 5364) MCA	170	9	8.98			8.98	
184	THE DREAM ACADEMY (Reprise/Warner Bros. 25265) WEA	186	2	8.98			8.98	
185	40 HOUR WEEK ★■ ALABAMA (RCA AHL 1-5339) RCA	184	38	8.98			8.98	
186	SKIN DIVE MICHAEL FRANKS (Warner Bros. 25272-1) WEA	173	23	8.98			8.98	
187	BORN TO RUN ★ BRUCE SPRINGS TEEN (Columbia JC 33785) CBS	187	13	8.98			8.98	
188	BROTHER WHERE YOU BOUND ★ SUPERTRAMP (A&M SP-5014) RCA	172	25	8.98			8.98	
189	PURPLE RAIN ★■ PRINCE AND THE REVOLUTION (Warner Bros. 25110-1) WEA	188	73	8.98			8.98	
190	LAST MANGO IN PARIS JIMMY BUFFETT (MCA 5600) MCA	175	21	8.98			8.98	
191	FIVE-O ★ HANK WILLIAMS JR. (Curb/Warner Bros. 25267-1) WEA	176	27	8.98			8.98	
192	THE BIG CHILL ★■ ORIGINAL SOUNDTRACK (Motown 6062ML) MCA	194	107	8.98			8.98	
193	1999 ★■ PRINCE (Warner Bros. 23720-1) WEA	192	111	8.98			8.98	
194	A.C. ANDRE CYMONE (Columbia FC 40037) CBS	172	9	8.98			8.98	
195	AN INNOCENT MAN ★■ BILLY JOEL (Columbia QC 3673) CBS	195	118	8.98			8.98	
196	DREAMLAND EXPRESS JOHN DENVER (RCA AFL1-5458) RCA	179	19	8.98			8.98	
197	CAN'T SLOW DOWN ★■ LIONEL RICHIE (Motown 6059ML) MCA	199	11	8.98			8.98	
198	MAGIC TOUCH ★ STANLEY JORDAN (Blue Note BT 85101) CAP	182	29	8.98			8.98	
199	RISING FORCE ★ YNGWIE MALSTEEN (Polydor 825 324-1) POL	190	27	8.98			8.98	
200	THE UNFORGETTABLE FIRE ★■ U2 (Island 90231-1) WEA	191	57	8.98			8.98	

THE CASH BOX TOP 200 ALBUMS CHART IS BASED SOLELY ON ACTUAL PIECES SOLD AT RETAIL STORES. ALPHABETIZED TOP 200 ALBUMS (BY ARTIST)

ABC	28	DeBarge	141	Jarreau, Al	143	New Order	167	Scorpions	42	Waits, Tom	147
AC/DC	64	Del Fuegos	145	Joel, Billy	22, 195	Newton-John, Olivia	58	Scritti Politti	80	Wang Chung	158
Adams, Bryan	13	Denver, John	196	Johnson, Jesse	115	Night Ranger	62	Shaw, Tommy	135	W.A.S.P.	148
A-Ha	12	Depeche Mode	126	Jones, Howard	87	9.9	142	Simon, Carly	180	Waterboys	154
Alabama	185	Dio	37	Jordan, Stanley	198	Ocean, Billy	132	Simple Minds	53	Wham!	34
Alarm	151	Dire Straits	2	Katrina And The Waves	153	Oingo Boingo	150	Springfield, Rick	149	White, Maurice	48
Artists United	93	Dream Academy	184	King	172	O.M.D.	44	Springsteen, Bruce	8, 187	Wiedlin, Jane	124
Bar-Kays	89	Dylan, Bob	169	Kiss	17	Outfield	109	Squeeze	38	Williams, Hank Jr.	191
Beck, Jeff	137	E, Sheila	49	Klymaxx	123	Parker, Ray Jr.	152	Starpoint	68	Womack, Bobby	46
Big Audio Dynamite	168	Eurythmics	43	Kool & The Gang	21	Petty, Tom	178	Starship	19	Wonder, Stevie	4
Bon Jovi	104	The Family	83	LaBelle, Patti	96	Phantom, Rocker & Slick	111	Sting	9	X	133
Boogie Boys	127	Fat Boys	69	Lewis, Huey & News	71	Plant, Robert	170	Stryper	78	Yankovic, "Weird Al"	130

MOST ADDED



Face The Face — Pete Townshend — (Atco)

STRONG ADDS

Love Theme From *St. Elmo's Fire* — David Foster — (Atlantic)
 Life in A Northern Town — Dream Academy — (Warner Bros.)
 Hold On — Yes — (Atco)
 That's What Friends Are for — Dionne And Friends — (Arista)

PROGRAM ADDS

FRIDAY NIGHT VIDEOS — Bette Hlsiger — Program Director — New York City
 L. Richie
 Sting
 Dire Straits
 P. Townshend
 Sade
 X
 Queen Ida

TV5 — Houston Hit Video — Mike Opelka — Program Director
 D. Foster
 'Til Tuesday
 B. Joel
 INXS
 C. Sexton
 Katrina and the Waves

KRLR-TV21 — Bob Bell — Music Director — Las Vegas
 Dream Academy
 P. Townshend
 Yes
 D. Foster
 Wall of Voodoo
 Del Fuegos
 Kiss
 Caberet Voltaire
 Dionne & Friends
 The Adventures
 Cheech & Chong

NIGHT TRACKS — Bill Brummel — Program Director — Los Angeles
 P. Townshend
 Heaven
 Weird "Al" Yankovic
 Total Contrast
 J. Lynn Turner
 D. Foster
 Cheech & Chong

B. Adams & T. Turner
 Pointer Sisters

CATCH 22 — John Frost — Program Director — Anchorage
 Dream Academy
 K. Rogers
 R. Springfield
 Motels
 W.A.S.P.
 The Producers
 C. Sexton
 D. Warwick & Friends

TV69 — Lisa Roach — Playlist Information — Atlanta
 Dire Straits
 R. Daltrey
 Talking Heads
 Baltimore
 J. Wiedlin
 Dream Academy
 Cheech & Chong
 M. Crenshaw
 Wall of Voodoo

THE RECORD BUYERS GUIDE — Beth Comstock — Program Director
 Heart
 Sting
 Wang Chung
 P. Collins & M. Martin
 What Is This
 Tears For Fears
 N. Hendrix

TV69 — Thomas Zingale — Program Director
 P. Townshend
 Yes
 Sade
 B. Joel
 5 Star
 Cheech & Chong
 Dionne & Friends
 Dire Straits
 Mr. Mister
 T. Turner
 D. Foster
 S. Wonder

RADIO 1990 — Nancy Henry — Associate Producer — New York City
 Sting
 Danse Society
 'Til Tuesday
 Mr. Mister
 Rush
 H. Ze German
 Thor
 J. Beck
 M. Crenshaw
 J. Cougar Mellencamp
 The Cure
 Fishbone
 L. Richie

DANCE TV — Joe Caliro — Producer — Portsmouth, NH
 Del Fuegos
 Dionne & Friends
 Fishbone
 Dream Academy
 Total Contrast

HEART LIGHT CITY — Janet Williams — Associate Producer
 Talking Heads
 B. Joel
 Shakin' Stevens

TOP 30 MUSIC VIDEOS

1	PERFECT WAY	Scritti Politti (Warner Bros.)	2	8
2	BE NEAR ME	ABC (Mercury)	3	7
3	FORTRESS AROUND YOUR HEART	Sting (A&M)	1	3
4	BROKEN WINGS	Mr. Mister (RCA)	6	7
5	YOU BELONG TO THE CITY	Glenn Frey (MCA)	8	3
6	TAKE ON ME	A-HA (Warner Bros.)	4	21
7	SEPARATE LIVES (LOVE THEME FROM WHITE NIGHTS)	Phil Collins and Marilyn Martin (Atlantic)	12	3
8	RUNNING UP THAT HILL	Kate Bush (EMI America)	11	6
9	SAVING ALL MY LOVE FOR YOU	Whitney Houston (Arista)	5	8
10	OH SHEILA	Ready For The World (MCA)	7	11
11	SO IN LOVE	Orchestral Manoeuvres in the Dark (A&M)	15	6
12	THE OAK TREE	Morris Day (Warner Bros.)	13	5
13	EVERY STEP OF THE WAY	John Waite (EMI America)	14	4
14	STAY UP LATE	Talking Heads (Sire)	9	5
15	DANCING IN THE STREET	David Bowie and Mick Jagger (EMI America)	10	12
16	PART-TIME LOVER	Stevie Wonder (Motown)	22	2
17	THE WAY YOU DO THE THINGS YOU DO	Daryl Hall/John Oates (RCA)	16	9
18	NEVER	Heart (Capitol)	20	2
19	SOUL KISS	Olivia Newton-John (MCA)	DEBUT	
20	WE BUILT THIS CITY	Starship (Grunt)	21	3
21	AND WE DANCED	Hooters (Columbia)	23	7
22	TO LIVE AND DIE IN L.A.	Wang Chung (Geffen)	27	2
23	WALK OF LIFE	Dire Straits (Warner Bros.)	25	2
24	YOU ARE MY LADY	Freddie Jackson (Capitol)	29	2
25	I'LL BE AROUND	What Is This (MCA)	DEBUT	
26	HEAD OVER HEELS	Tears For Fears (Mercury)	24	7
27	LIFE IN A NORTHERN TOWN	The Dream Academy (Warner Bros.)	DEBUT	
28	VANZ CAN'T DANZ	John Fogerty (Warner Bros.)	17	5
29	AND SHE WAS	Talking Heads (Sire)	DEBUT	
30	CHERISH	Kool And The Gang (De-lite)	18	11

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

VIDEO PROGRAMMER'S PICK

PD
 Thomas Zingale

Program
 TV 69

Market
 Gainesville

Video: *Tarzan Boy*
 Artist: *Baltimore*
 Label: *Manhattan*



Comments:

"The video is very colorful. A lot of background graphics. The video is exciting and the song is very catchy. I'm already getting a lot of telephone response."



VIDEO TRANSFER — During their recent nation-wide concert tour, Atlantic recording act The Manhattan Transfer stopped off at video music channel VH-1's New York offices in support of their "Vocalese" album and videos. Pictured at VH-1 (l-r) are: Atlantic vice president of national singles promotion Sam Kaiser; The Manhattan Transfer's Alan Paul, Tim Hauser and Janice Siegel; VH-1's vice president of programming Kevin Metheny; and The Manhattan Transfer's Cheryl Bentley.

AUDIO/VIDEO

Gregory Dobrin, Los Angeles

TALK SHOW CHATTER — Welcome to 1985, a time when the media is so inundated by a useless effusion of tidbits from the lives of the rich and ridiculous that one scarcely sees the line anymore between gossip over other people's lives and one's own, tawdry existence. As **Andy Warhol** once said, in the '80s everyone will have "15 minutes of fame." Only Andy knows what he really meant (if anything) by that remark, but *Audio/Video* surmises it to have been a prescient reference to the Talk Show, and other such show biz oriented programs, in which anything that breathes gets interviewed, and viewers are treated to approximately 15 minutes of vicarious fame. Think of it! 15 minutes of **Simon Le Bon** (plus commercials, usually), or 15 minutes of **Meg Tilly**. **Adrian Zmed?**

Oh, it really makes no difference who's being interviewed as long as You Are There. And for 15 electrified moments of cathode ray nirvana, anyone can plug into the interview pool. Andy knows this, perhaps, which might be why he's gone and launched his own tv Talk Show, titled predictably, *Andy Warhol's 15 Minutes*. (The pilot aired twice on MTV October 20. No future plans for the show have been settled.) The program has been called "hilariously bad" by **Patrick Goldstein** of the *L.A. Times*, citing its vapid repartee as a glaring detriment to . . . to what? The canons of broadcast journal-



THAT OTHER ELVIS — Columbia recording artist **Elvis Costello** comes to home video December 3 with *The Best of Elvis Costello and the Attractions*, from *CBS/Fox Video Music*.

ism? Surely you jest, Pat. One cannot trivialize the trivial. Warhol appears to be doing what the computer generated **Max Headroom** does in revealing the whole format to be rather silly to begin with. Why not take it as far as it will go? And like **Max Headroom** (whose video show can currently be seen on Cinemax.) Warhol is more famous than many of his guests could ever hope to be. And Warhol actually exists (Max is fictional). Do we really care about **Nick Rhode's** views on the socio-economic ramifications of pop stardom? Hell no. The fact that he's got no pimples — Now, that's entertainment. Ask him about his socks, Andy! Now we're rolling (no pun intended.)

LAMBERT TAKES LEAVE — Music Video director **Mary Lambert**, responsible for such videos as **Madonna's** *Like a Virgin* and **Fred Schneider's** *Monster*, has parted company with the **Prince** camp in Italy (where the purple one is currently filming his next feature film, *Under The Cherry Moon*.) Seems Mary and the monarch had a slight difference of artistic opinion. The parting has been called "amicable" by Lambert's and Prince's management, who issued a joint statement. The inside word is that Prince had entirely too much to do with the project, leaving little room for Lambert's input. Sooo, as is fitting, Prince has taken over as director. According to a report by *Daily Variety* over the matter, the Directors Guild of America stipulates that artists cannot take over the reins in the middle of a production. And while DGA spokesmen were not available for comment at press time to verify the report, or to confirm whether or not *Under The Cherry Moon* is even a DGA production, the rule reportedly does not travel abroad. Meanwhile, Lambert had completed 36 days of principal photography, with just 21 days to go, and whether or not Prince plans to reshoot any of that footage or take up where Lambert left off remains to be seen. The film features Prince music, however, and music videos, if not a stylistically cohesive feature film, are most assuredly forthcoming.

WE ARE THE WORLD SHOW — Capping off a year of humanitarianism in the music industry **Ken Kragen** and company have announced that *We Are The World: A Year of Giving* has been slated to air on CBS Thursday November 19. The show will take a look at the year's benefit projects, from "Do They Know It's Christmas" to Farm Aid. And, in keeping with the spirit, CBS will take no profit.

The Release Beat

The Cinematheque Collection, **Media Home Entertainment's** foreign film arm, has three films from France for its November line-up. Each retails for \$59.95 and showcases some of the finest talent in French filmmaking. Each film is in French, with English subtitles. *Swann In Love*, from **Volker Schlöndorff**, the director of *The Tin Drum* features **Jeremy Irons** and **Alain Delon** in leading roles. This Proust-penned story runs 110 minutes. Then there's *Les Comperes*, a comedy starring **Gerard Depardieu** and **Pierre Richard**. Directed by **Francis Veber**, the film runs 92 minutes. Finally from Cinematheque, *Edith and Marcel*, a film concerning the romance between famed French chanteuse **Edith Piaf** and boxer **Marcel Cerdan**. **Evelyne Bouix** plays Piaf, **Marcel Cerdan, Jr.** plays his father. French songsmith **Charles Aznavour** appears as himself . . . **MGM/UA Home Video** brings gymnast extraordinaire **Kurt Thomas** to the small screen this month in *Gymkata*, a martial arts film directed by **Robert Claus** (of **Bruce Lee** fame).

TOP 40 VIDEOCASSETTES

	Weeks On Chart		Weeks On Chart
1 THE BREAKFAST CLUB MCA Dist. Corp. 80167	11/9	20 MRS. SOFFEL MGM/US Home Video MV 800600	11/9
2 AMADEUS Thorn/EMI/HBO Video TVA 2997	1 9	21 BABY, SECRET OF THE LOST LEGEND Touchstone Home Video 269	20 21
3 GHOSTBUSTERS RCA/Columbia Pictures Home Video 60413	2 6	22 GOTCHA! MCA Home Video 80188	27 2
4 THE KILLING FIELDS Warner Home Video 11419	12 2	23 THE TERMINATOR Thorn EMI Video TVA 2535	26 3
5 POLICE ACADEMY 2, THEIR FIRST ASSIGNMENT Warner Home Video 20020	3 10	24 SECRET ADMIRER Thorn/EMI/HBO Video TVA 2990	23 39
6 MISSING IN ACTION 2 - THE BEGINNING MGM/UA Home Video MB 800658	5 5	25 RUNAWAY RCA/Columbia Pictures Home Video 60469	DEBUT
7 DESPERATELY SEEKING SUSAN Thorn/EMI/HBO Video TVA 2992	8 5	26 TURK 182 CBS/Fox Video 7082	15 16
8 FRIDAY THE 13TH, PART V - A NEW BEGINNING Paramount Home Video 1823	4 10	27 STICK MCA Dist. Corp. 80139	18 9
9 PORKY'S REVENGE! CBS/Fox Video 1463	10 5	28 THE FLAMINGO KID Vestron Home Video VA 5072	19 12
10 BEVERLY HILLS COP Paramount Home Video 1134	DEBUT	29 BLOOD SIMPLE MCA Dist. Corp. 80190	22 17
11 A PASSAGE TO INDIA RCA/Columbia Pictures Home Video	9 8	30 UP THE ACADEMY Warner Home Video 11313	24 12
12 THE SURE THING Embassy Home Entertainment	10 5	31 STARMAN RCA/Columbia Pictures Home Video 20412	DEBUT
13 A SOLDIER'S STORY RCA/Columbia Pictures Home Video 60408	7 9	32 HEAVENLY BODIES Key Video 6844	16 21
14 THE KARATE KID RCA/Columbia Pictures Home Video 60406	11 16	33 PARIS, TEXAS CBS/Fox Video 1457	33 3
15 THE PURPLE ROSE OF CAIRO Vestron Home Video 7082	13 25	34 PINOCCHIO Walt Disney Home Video 239V	28 7
16 LADYHAWKE Warner Home Video 11464	14 9	35 FALCON & THE SNOWMAN Vestron Home Video VA 5073	32 15
17 THE COMPANY OF WOLVES Vestron Video 5092	DEBUT	36 PLACES IN THE HEART CBS/Fox Video 6836	29 16
18 THE SLUGGER'S WIFE RCA/Columbia Pictures Home Video 60486	25 2	37 A NIGHTMARE ON ELM STREET Media Home Entertainment M 790	30 16
19 MISSING IN ACTION MGM/UA Home Video MV 800557	17 7	38 2010 THE YEAR WE MAKE CONTACT MGM/UA Home Video MB 800 591	31 17
	21 23	39 INTO THE NIGHT MCA Home Video 80170	39 21
		40 THE MEAN SEASON Thorn/EMI/HBO Video TVA 2981	34 16
		THE CASH BOX TOP 40 VIDEOCASSETTES CHART IS BASED SOLELY ON RENTALS AT VARIOUS RETAIL OUTLETS.	35 15

TOP 15 MUSIC VIDEOCASSETTES

1 PRINCE AND THE REVOLUTION LIVE! Prince And The Revolution (Warner Music Video 38102)	1 14
2 TINA LIVE-PRIVATE DANCER TOUR Tina Turner (Sony Video 97W 50090)	2 13
3 WHAM! THE VIDEO Wham! (CBS-Fox Video Music 3048)	4 18
4 MADONNA Madonna (Warner Music Video 3-38101)	3 18
5 RATT THE VIDEO Ratt (Atlantic Video 50101)	6 9
6 WE ARE THE WORLD - THE VIDEO EVENT USA For Africa (MusicVision 6-20475)	8 18
7 THE BEATLES LIVE — READY STEADY GO! (Sony Video 97W00192)	10 2
8 THE HEART OF ROCK'N'ROLL Huey Lewis And The News (Warner Home Video 30409)	9 3
9 SADE: DIAMOND LIFE VIDEO Sade (CBS-Fox Video Music 7091)	5 13
10 NO JACKET REQUIRED Phil Collins (Atlantic Video 50104)	DEBUT
11 JUDAS PRIEST LIVE Judas Priest (Media Home Entertainment M450)	11 5
12 PRIVATE DANCER Tina Turner (Sony Video 97W50066-7)	14 18
13 WORLD WIDE LIVE Scorpions (MusicVision 6-20412)	7 5
14 U2 LIVE AT RED ROCKS U2 (MCA Dist. Corp. 80067)	12 18
15 DANCE ON FIRE The Doors (MCA Dist. Corp. 80157)	13 13
THE CASH BOX TOP 15 MUSIC VIDEOCASSETTES CHART IS BASED ON ACTUAL PIECES SOLD AT RETAIL STORES	

CASH BOX

WE TALK TO
PEOPLE THAT COUNT

HOT NEW SELLER



Power Windows — Rush — Mercury/PolyGram

STRONGEST SALES

Miami Vice — MCA
Dire Straits — Warner Bros.
Heart — Capitol
Iron Maiden — Capitol

STORE REPORTS

Lieberman — Georgia
Miami Vice
Tears For Fears
W. Houston
B. Springsteen
J.C. Mellencamp

Kemp Mill — Washington DC
ZZ Top
S. Wonder
Miami Vice
Simple Minds
J. Cougar

Camel Records — Los Angeles
Simple Minds
Oingo Boingo
INXS
Thompson Twins
O.M.D.

Scotts — Indiana
Miami Vice
J. Cougar
Heart
S. Wonder
Dire Straits

Greensboro — N.C.
Dire Straits
Loverboy
P. Young
Tears For Fears
Motels

Strawberries — Boston
ZZ Top
Iron Maiden
Miami Vice
Rush
Simple Minds

Seaport — Portland
Miami Vice
Dire Straits
J. Cougar
Loverboy
S. Wonder

Record Theatre — Cincinnati
J. Taylor
Zapp
J. Mitchell

J. Tyzik
Miami Vice

Licorice Pizza — Los Angeles
Dire Straits
Miami Vice
ZZ Top
Kate Bush
Oingo Boingo

CML — St. Louis
J. Cougar
W. Houston
Miami Vice
Sting
Dire Straits

Richman Bros. — Philadelphia
Miami Vice
Dire Straits
Talking Heads
Tears For Fears
J. Cougar

Harvard Coop — Boston
Dire Straits
Del Fuegos
Sweet Dreams
Replacements
J. Mitchell

City One Stop — Los Angeles
Miami Vice
Dire Straits
W. Houston
Talking Heads
Rush

N.R.M. — Pittsburgh
ZZ Top
Miami Vice
Heart
B. Springsteen

Record Bar — South Carolina
Miami Vice
Dire Straits
Heart
Loverboy
Ready For World

Tower Records — Los Angeles
J. Mitchell
Sweet Dreams
S. Wonder
Simple Minds
Miami Vice

Tower Records — Sacramento
Miami Vice
J. Cougar
Heart
S. Wonder
Dire Straits

Tower Records — Campbell
ZZ Top
Miami Vice
Simple Minds
Cars
Tears For Fears

G.A.M. — Minneapolis
Miami Vice
Replacements
W. Houston
Rush
Heart

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

SHOP TALK

SPOKEN WORD CD DEBUTS — Caedmon, a leading marketer of spoken word records and cassettes for young people and adults, has announced that its initial release of the first spoken word compact disc has sold out. "When we released two programs on the compact disc format last fall," said Seth Gershel, director of sales, "it was in the nature of an experiment. We wanted to see whether the technical advantages of the compact disc format would result in a better product, and we wanted to see whether the market responded to spoken word entertainment on the relatively new CD format. On both counts, we seem to be coming up with positive answers." Caedmon's initial releases on spoken word compact disc included a performance of "The Nutcracker" and "A Child's Christmas In Wales," the perennial favorite by Dylan Thomas. Also from Caedmon, consumers of Book-Of-The-Month



TOWERING DAY — Morris Day is seen doing a truncated version of "The Oak Tree" before a three dimensional billboard promoting his Warner Bros. solo debut, "The Color Of Success." The billboard is in front of Tower Records Sunset Blvd. location in Hollywood. Pictured (l-r): Sandy Shaffer, merchandising director, Warner Bros., Day and Rick Rieger, Los Angeles marketing coordinator, WEA.

Club Records will now be able to buy these records in stores via an exclusive distribution agreement between Caedmon and Book-Of-The-Month Club, Inc. Distribution of the recordings is being handled by Caedmon's Arabesque label, a marketer of classical music recordings.

WEA/TOWER CROSS PROMO — The Los Angeles office of WEA Corp. has joined retailer Tower Records in sponsoring the Los Angeles Clippers "Tip Of The Week." WEA and Tower will be sponsoring each Clipper/NBA post-game radio show when a player (who will receive a \$75 gift certificate to Tower) is interviewed. During the show, one album each from Warner Bros., Elektra/Asylum and Atlantic Records will be announced at a sale price. In-store promotion materials featuring the same titles will appear at all eight Los Angeles Tower locations, with sale product changing every two weeks. \$9.98s will sell for \$6.99 and \$8.98s go for \$5.99. The promotion will run for the entire Clipper season.

LOUVRE RECORDS/JEM PACT — Peter Napoliello has announced the formation of Louvre Records. The label will be marketed and distributed by JEM Records, Inc. The first release on Louvre will be a 12" dance record by Canadian-born female singer Solitaire called, "Body And Soul." Retailers should contact Howard at JEM, 201-753-6100.

LIEBERMAN ENTERPRISES — The huge rack Lieberman has announced the introduction of a new inventory technology that will "increase field and branch productivity tremendously," according to Elizabeth Larson, project manager, information systems. The Telxon PTC (Portable Tele-Transaction Computer) allows data (on inventory, orders, shipments received, etc.) to be entered and stored in the unit until the rep is ready to send it to the data center in Minneapolis. Jeanne Gibbs, business systems analyst, wrote the training program. To send the data, the field rep has only to "plug a phone jack into the PTC, press the right buttons, and the data comes in to the mainframe computer here," she said.

Stephen Padgett

RETAILER PROFILE

Store: Camel Records
Market: Huntington Beach
Owner/President: Sam Gennaway

The history of retailing records has always been one of tension between the mass merchandising, corporate approach and the small, committed, "Ma & Pa" approach. This decade has given rise to a new breed of "Ma & Pa" retailers whose commitments lie in the grooves more than in the bottom line. To be sure, the world needs both. Sam Gennaway and his wife Heidi have opened a store in Huntington Beach, CA that serves to sell "music that provokes."

"We opened up in May of 1980. At that time we were both videos and records. I believe we were one of the first stores to have both videos and records. And we've taken the opposite tack of everybody else on the face of the earth and we've eliminated videos with the exception of a few music videos," said Gennaway. After eliminating video, Gennaway began focusing his stores' attention on a selective product mix, which has a greater relation to his personal taste than to the charts. "Whatever I like, I carry," stated Gennaway, describing what goes in to his decision to stock certain titles.

Whereas many of the eclectic, independent record stores have a dark, gloomy atmosphere with unfriendly help, Gennaway contends that his store is open and clean-looking. He does not sell used records or cut-outs, as many others of this type of store do. He sells strictly domestic and import records that pass the test of his or Heidi's taste. "The store has broadened over the last couple of years. We've added some Blue Note-type jazz, we carry a very large selection of New Age music, we have what we feel is one of the nicest selections of Reggae and African music. A real good selection of hard-core punk music," stated Gennaway.

"Probably the one thing our store is most known about in the area is we've had a lot of in-store appearances," said Gennaway. Camel has been host to Ultravox, The Cure, Lords Of The New Church, Depeche Mode, Falco and The Three O'Clock. He advertises these events on KROQ and KNAC, as well as through a newsletter that Gennaway boasts has a circulation of 1,100.

Gennaway stresses that his success is due to the friendly attitude he tries to convey through his store. "We always try to be as informative as we can. There's so much good music that just doesn't get played on the radio. We figure, that's our job, we can get people into the different and more unusual things. Once you get people hooked on certain bands, they get really hooked into them and they buy everything. That's how we make our money, by getting people hooked into these things," he said.

RETAILER'S PICK

Retailer	Store	Market
Karen Tangle	Tower Records	Fresno, CA
Album: Listen Like Thieves		
Artist: INXS		
Label: Atlantic		

Comment:

"The new album from INXS has a rougher sound while still keeping the old solid rocking style."

TOP 75 ALBUMS

Title, Artist, Label, Number, Distributor
 ★ = Available on Compact Disc
 ■ = Platinum (RIAA Certified)
 □ = Gold (RIAA Certified)

		Weeks On Chart	Weeks On 11/9 Chart
1	GREATEST HITS VOL. 2 RONNIE MILSAP (RCA AHL1-5425)	1	30
2	FIVE-O ★ HANK WILLIAMS, JR. (Warner Bros. 1-25267)	2	27
3	ANYTHING GOES GARY MORRIS (Warner Bros. 1-25279)	4	11
4	PARDNERS IN RHYME THE STATLER BROTHERS (Mercury 422-824 420-1)	3	28
5	RHYTHM AND ROMANCE ★■ ROSANNE CASH (Columbia FC-39463)	5	21
6	SOMETHING SPECIAL GEORGE STRAIT (MCA 5605)	8	9
7	STREAMLINE ★ LEE GREENWOOD (MCA 5622)	10	8
8	THE FORESTER SISTERS THE FORESTER SISTERS (Warner Bros. 1-25314)	11	8
9	GREATEST HITS ★ GEORGE STRAIT (MCA-5567)	6	34
10	40 HOUR WEEK ★■ ALABAMA (RCA AHL1-5339)	7	40
11	PARTNERS, BROTHERS AND FRIENDS THE NITTY GRITTY DIRT BAND (Warner Bros. 1-25304)	9	12
12	HIGHWAYMAN W. NELSON, K. KRISTOFFERSON, J. CASH, W. JENNINGS (Columbia FC 40056)	12	26
13	THERE'S NO STOPPING YOUR HEART MARIE OSMOND (Capitol/Curb ST-12414)	17	8
14	HOWARD AND DAVID THE BELLAMY BROTHERS (MCA/Curb-5586)	13	17
15	LAST MANGO IN PARIS □ JIMMY BUFFETT (MCA-5600)	14	17
16	ME AND PAUL WILLIE NELSON (Columbia FC 40008)	15	34
17	WON'T BE BLUE ANYMORE DAN SEALS (EMI-America ST-17166)	21	7
18	TURN THE PAGE WAYLON JENNINGS (RCA AHL1-5428)	16	16
19	WHO'S GONNA FILL THEIR SHOES GEORGE JONES (Epic FE 39598)	20	8
20	GET TO THE HEART BARBARA MANDRELL (MCA 5619)	23	6
21	RESTLESS HEART RESTLESS HEART (RCA CPL1-5369)	18	30
22	HALF NELSON WILLIE NELSON (Columbia FC 39990)	31	5
23	KENTUCKY HEARTS EXILE (Epic FE 39424)	22	57
24	STEP ON OUT THE OAK RIDGE BOYS (MCA 5555)	19	33
25	WHY NOT ME □ THE JUDDS (RCA/Curb AHL1-5319)	25	53
26	KERN RIVER MERLE HAGGARD (Epic FE 39602)	24	31
27	SHAKIN' SAWYER BROWN (Capitol/Curb ST-12438)	35	4
28	MY TOOT-TOOT ROCKY SIDNEY (Epic B5E-40153)	26	16
29	HANG ON TO YOUR HEART EXILE (Epic BFE 40000)	37	3
30	RADIO HEART CHARLY McCLAIN (Epic FE 39871)	28	23
31	SOUTHERN PACIFIC SOUTHERN PACIFIC (Warner Bros. 25206)	32	8
32	STAND UP MEL McDANIEL (Capitol St-12437)	38	3
33	TOKYO, OKLAHOMA JOHN ANDERSON (Warner Bros. 1-25211)	27	17
34	TRYIN' TO OUTFRIN THE WIND JOHN SCHNEIDER (MCA 5583)	33	28
35	SOMEBODY ELSE'S FIRE JANIE FRICKE (Columbia FC-39975)	29	17
36	SAWYER BROWN SAWYER BROWN (Capitol/Curb ST 12391)	30	40
37	JUST A WOMAN LORETTA LYNN (MCA MCA-5613)	48	3
38	HIGH COUNTRY SNOWS DAN FOGELBERG (Full Moon/Epic FE 39616)	39	24
39	GREATEST HITS ★ LEE GREENWOOD (MCA 5582)	34	28
40	HAVE I GOT A DEAL FOR YOU REBA McENTIRE (MCA 5585)	36	12
41	FRIENDSHIP RAY CHARLES (Columbia FC 39415)	40	67
42	LET IT ROLL MEL McDANIEL (Capitol-EMI ST-12402)	42	36
43	GREATEST HITS ★ BARBARA MANDRELL (MCA 5566)	41	34
44	I HAVE RETURNED RAY STEVENS (MCA MCA-5635)	49	3
45	DON'T CALL HIM A COWBOY CONWAY TWITTY (Warner Bros. 9-25207-1)	46	32
46	LIVIN' ON THE EDGE T. G. SHEPPARD (Columbia FC 40007)	43	21
47	ONE GOOD NIGHT DESERVES ANOTHER STEVE WARINER (MCA 5545)	44	38
48	NOBODY WANTS TO BE ALONE CRYSTAL GAYLE (Warner Bros. 1-25154)	45	32
49	MEMORIES TO BURN GENE WATSON (Epic BFE 40076)	50	5
50	#1'S EDDIE RABBITT (Warner Bros. 1-25278)	47	19
51	MAYBE MY BABY LOUISE MANDRELL (RCA AHL1-5454)	52	24
52	TIME STOOD STILL VERN GOSDJIN (Compleat 671012-1)	51	24
53	SWEET DREAMS (MUSIC FROM THE MOTION PICTURE SOUNDTRACK) PATSY CLINE (MCA MCA-6149)	61	2
54	REAL LOVE DOLLY PARTON (RCA AHL1-5414)	53	40
55	TILL I MADE IT WITH YOU MAC DAVIS (MCA 5590)	55	10
56	THE BALLAD OF SALLY ROSE EMMYLOU HARRIS (Warner Bros. 9-25205-1)	54	38
57	THE THINGS THAT MATTER VINCE GILL (RCA CPL1-5348)	57	16
58	LOVE IS WHAT WE MAKE IT KENNY ROGERS (Liberty LO 51157)	56	31
59	HEART OVER MIND ★ ANNE MURRAY (Capitol SJ-12363)	58	56
60	LANE BRODY LANE BRODY (EMI-America ST-17160)	59	10
61	HE THINKS HE'S RAY STEVENS RAY STEVENS (MCA 5517)	60	53
62	TREADIN' WATER EARL THOMAS CONLEY (RCA AHL1-5175)	63	56
63	ONE STEP CLOSER SYLVIA (RCA AHL1-5413)	65	37
64	TWO HEART HARMONY THE KENDALLS (Mercury 824-250-1 M-1)	64	29
65	DOES FORT WORTH EVER CROSS YOUR MIND GEORGE STRAIT (MCA 5518)	62	56
66	COUNTRY BOY ★ RICKY SKAGGS (Epic FE 39410)	67	57
67	BLUE HIGHWAY JOHN CONLEE (MCA 5521)	66	53
68	FEELS SO RIGHT BRENDA LEE (MCA 5626)	68	6
69	MY KIND OF COUNTRY REBA McENTIRE (MCA 5516)	70	53
70	PLAIN DIRT FASHION NITTY GRITTY DIRT BAND (Warner Bros. 9-25113-1)	69	67
71	THE BEST OF REBA McENTIRE REBA McENTIRE (Mercury 824-342-1 M-1)	71	35
72	ATLANTA BLUE ★ THE STATLERS (Mercury/PolyGram 818-652-1)	72	78
73	MAJOR MOVES HANK WILLIAMS, JR. (Warner Bros./Curb 9-25088-1)	73	74
74	YOU'VE GOT A GOOD LOVE COMIN' LEE GREENWOOD (MCA 5488)	75	74
75	KEITH STEGALL KEITH STEGALL (Epic AL 39892)	74	22
76	GOLDEN DUETS FRIZZELL & WEST (Viva 9-25148-1)	—	20

Jones Leaves Post At PolyGram

NASHVILLE — On Friday, Nov. 1, Frank Jones resigned as senior vice president of PolyGram Records, Inc., country division. The resignation took effect immediately. Jones announced that he will be entering the home video field.

"Opportunities have arisen that I feel are in my best interest to accept," Jones said. "It would be inappropriate at this time to go into lengthy detail until certain matters are finalized; however, I look forward to entering this exciting growth market," he added. Early reports indicated that Jones will have an interest in a Nashville chain of video stores called Mason Video Systems.

Jones has over 30 years of experience in the record industry, both as a producer and company executive. Before coming to PolyGram in 1983, Jones had been the chief Nashville executive at CBS, Capitol and Warner Bros. during various phases of his career. He has been involved in producing artists such as Johnny Cash,



Frank Jones

Marty Robbins, Lefty Frizzell, Ray Price and John Anderson, among others.

No one has been named to succeed Jones.

Radio Seminar Format Expanded

NASHVILLE — Next year's Country Radio Seminar (CRS), scheduled for March 6-8 at Nashville's Opryland Hotel, will have an expanded format, including four in-depth seminars each lasting half a day.

The half-day sessions will be augmented by panel presentations, open forums and six Music Industry Professional Seminars (MIPS) sponsored for the third consecutive year by the Country Music Association.

Long-form discussions will include: a personal development seminar conducted by Mike McCaffrey, author, founder of Focus Seminars and instructor at UCLA's graduate school of management; a program on public trends and programming led by Dr. Roger Blackwell, author, veteran CRS speaker and professor of marketing at Ohio State University; a session titled "How to Develop a Marketing Plan" conducted by Dr. Steven Permut, author, professional marketing

and research consultant and associate professor of the Practice of Marketing at Yale University; and a workshop on management directed by Dr. Charles E. Cone, psychologist, therapist and consultant in the areas of behavioral development and human relations.

The more familiar, short-form panel discussions and MIPS sessions will run concurrently with the four long-form panels. Topics for these forums include "Ratings — Arbitron and Birch," "Air Personalities: How to Find Them and Build Them," "Your Questions on Selling Country Radio," "The Future of Country Radio — Whose Responsibility is It?" and "Things You Should Know Even If You Have an Attorney."

Registration forms for the 17th annual seminar will be mailed late this month. For additional information, contact Frank Mull, executive director at (615) 327-4487.

Music Resources Joins Bennett House

NASHVILLE — Bob Montgomery, long-time Nashville producer and president of the Bennett House recording studios in Franklin, TN, and Steve Schaffer, president of Music Resources, have put their separate operations together at Montgomery's Franklin location.

While the two businesses will retain their individual identities, the combination of equipment and facilities has resulted

in a technically sophisticated recording complex, bolstered particularly by Music Resources' Synclavier digital system and Schaffer's real sound samples library, said to be one of the largest anywhere. Both Bennett House studios, equipped with dual 24-track machines with sync, will also be augmented by synthesizers, drum machines, sequencers, keyboards and synchronizing devices brought to the facilities by Schaffer.



JOBETE CELEBRATES — Officials from both coasts were on hand to help celebrate the opening of Jobete/Stone Diamond Music in Nashville. Pictured at the publisher's firm's 17th Avenue location are (l-r): Holly Greene, director, east coast professional activities, Jobete/New York; Jay Lowy, vice president and general manager, Jobete/Hollywood; Roger Gordon, vice president, Jobete/Nashville; Mrs. Lester Sill; Lester Sill, president, Jobete/Hollywood; and Susan Burns, professional manager, Jobete/Nashville.

TOP 100 COUNTRY SINGLES

November 16, 1985

	Weeks On 11/9 Chart		Weeks On 11/9 Chart		Weeks On 11/9 Chart
1		HANG ON TO YOUR HEART EXILE (Epic 34-05580)	4	14	
2		I'LL NEVER STOP LOVING YOU GARY MORRIS (Warner Bros. 7-28947)	3	13	
3		TOO MUCH ON MY HEART THE STATLER BROTHERS (Mercury 884 016-7)	5	13	
4		CAN'T KEEP A GOOD MAN DOWN ALABAMA (RCA PB-14165)	1	13	
5		I DON'T MIND THE THORNS (IF YOU'RE THE ROSE) LEE GREENWOOD (MCA 52656)	7	12	
6		I WANNA SAY YES LOUISE MANDRELL (RCA PB-14151)	6	13	
7		THIS AIN'T DALLAS HANK WILLIAMS, JR. (Warner Bros./Curb 7-28912)	9	11	
8		LIE TO YOU FOR YOUR LOVE THE BELLAMY BROTHERS (MCA/Curb MCA 52668)	10	11	
9		NOBODY FALLS LIKE A FOOL EARL THOMAS CONLEY (RCA PB-14172)	12	10	
10		SOME FOOLS NEVER LEARN STEVE WARINER (MCA 52644)	2	17	
11		YOU MAKE ME FEEL LIKE A MAN RICKY SKAGGS (Epic 34-05585)	15	10	
12		THE CHAIR GEORGE STRAIT (MCA 52667)	17	9	
13		DONCHA T. G. SHEPPARD (Columbia 38-05591)	16	11	
14		STAND UP MEL McDANIEL (Capitol B-5513)	19	10	
15		ANGEL IN YOUR ARMS BARBARA MANDRELL (MCA 52645)	8	13	
16		SOMEBODY ELSE'S FIRE JANIE FRICKE (Columbia 38-05617)	21	9	
17		DESPERADOS WAITING FOR A TRAIN JENNINGS, NELSON, CASH, KRISTOFFERSON (Columbia 38-05594)	20	10	
18		ME AND PAUL WILLIE NELSON (Columbia 38-05597)	23	10	
19		HAVE MERCY THE JUDDS (RCA/Curb PB-14193)	26	7	
20		BETTY'S BEIN' BAD SAWYER BROWN (Capitol/Curb B-5517)	27	7	
21		TOUCH A HAND, MAKE A FRIEND THE OAK RIDGE BOYS (MCA 52646)	11	16	
22		TWO OLD CATS LIKE US RAY CHARLES (with HANK WILLIAMS, JR.) (Columbia 38-05575)	13	12	
23		YOU'VE GOT SOMETHING ON YOUR MIND MICKEY GRILLEY (Epic 34-05460)	14	13	
24		BREAK AWAY GAIL DAVIES (RCA PB-14184)	29	8	
25		MORNING DESIRE KENNY ROGERS (RCA PB-14194)	30	5	
26		IF THE PHONE DOESN'T RING, IT'S ME JIMMY BUFFETT (MCA 52664)	31	9	
27		WHO'S GONNA FILL THEIR SHOES GEORGE JONES (Epic 34-05439)	18	16	
28		A LONG AND LASTING LOVE CRYSTAL GAYLE (Warner Bros. 7-28963)	22	15	
29		I WANNA HEAR IT FROM YOU EDDY RAVEN (RCA PB-14164)	24	15	
30		A WORLD WITHOUT LOVE EDDIE RABBITT (RCA PB-14192)	34	5	
31		HOME AGAIN IN MY HEART THE NITTY GRITTY DIRT BAND (Warner Bros. 7-28897)	36	6	
32		THEY NEVER HAD TO GET OVER YOU JOHNNY LEE (Warner Bros. 7-28901)	35	7	
33		NEVER BE YOU ROSANNE CASH (Columbia 38-05621)	38	7	
34		ONLY IN MY MIND REBA McENTIRE (MCA 52691)	39	7	
35		IT'S TIME FOR LOVE DON WILLIAMS (MCA 52692)	40	6	
36		YOU MAKE ME WANT TO MAKE YOU MINE JUICE NEWTON (RCA PB-14139)	25	18	
37		GET BACK TO THE COUNTRY NEIL YOUNG (Geffen 7-28883)	45	5	
38		MEMORIES TO BURN GENE WATSON (Epic 34-05633)	44	5	
39		THE LEGEND AND THE MAN CONWAY TWITTY (Warner Bros. 7-28866)	47	4	
40		OLD SCHOOL JOHN CONLEE (MCA 52695)	48	4	
41		SHE TOLD ME YES CHANCE (Mercury 884 178-7)	46	5	
42		RIVER IN THE RAIN ROGER MILLER (MCA 52663)	43	8	
43		IN ANOTHER MINUTE JIM GLASER (MCA/Noblevision MCA 52672)	28	9	
44		MEET ME IN MONTANA MARIE OSMOND (DUET WITH DAN SEALS) (Capitol B-5478)	32	18	
45		I'M GONNA LEAVE YOU TOMORROW JOHN SCHNEIDER (MCA 52648)	33	15	
46		I DON'T WANT TO GET OVER YOU THE WHITES (MCA 52697)	53	4	
47		I FEEL THE COUNTRY CALLIN' ME MAC DAVIS (MCA 52669)	54	6	
48		I TELL IT LIKE IT USED TO BE T. GRAHAM BROWN (Capitol B-5524)	56	5	
49		TWO HEART HARMONY THE KENDALLS (Mercury 884 140-7)	50	6	
50		THE NIGHT HAS A HEART OF ITS NOW LACY J. DALTON (Columbia 38-05644)	51	5	
51		BOP DAN SEALS (EMI America B-8289)	59	3	
52		FEED THE FIRE KEITH STEGALL (Epic 34-05643)	57	4	
53		(BACK TO THE) HEARTBREAK KID RESTLESS HEART (RCA PB-14190)	62	3	
54		RUNAWAY GO HOME LARRY GATLIN AND THE GATLIN BROTHERS (Columbia 38-05632)	60	7	
55		AMBER WAVES OF GRAIN MERLE HAGGARD (Epic 34-05659)	37	7	
56		HEART OF THE COUNTRY KATHY MATTEA (Mercury 884 177-7)	61	4	
57		JUST IN CASE THE FORESTER SISTERS (Warner Bros. 7-28875)	63	3	
58		THING ABOUT YOUR SOUTHERN PACIFIC (Warner Bros. 7-28943)	41	15	
59		THERE'S NO STOPPIN' YOUR HEART MARIE OSMOND (Capitol/Curb B-5521)	67	2	
60		WOULDN'T IT BE GREAT LORETTA LYNN (MCA 52706)	68	2	
61		BURNED LIKE A ROCKET BILLY JOE ROYAL (Atlantic-America 7-99599)	69	3	
62		HURT JUICE NEWTON (RCA PB-14199)	70	2	
63		SAFE IN THE ARMS OF LOVE ROBIN LEE (Evergreen EV-1037)	72	2	
64		LOST IN THE FIFTIES RONNIE MIL SAP (RCA PB-14135)	42	20	
65		SOMEONE MUST BE MISSING YOU TERRI GIBBS (Warner Bros. 7-28895)	74	2	
CHARTBREAKER					
66		DOWN IN TENNESSEE JOHN ANDERSON (Warner Bros. 7-28855)	DEBUT		
67		YOU CAN DREAM ON ME STEVE WARINER (MCA 52721)	DEBUT		
68		I SURE NEED YOUR LOVIN' JUDY RODMAN (MTM B-72061)	DEBUT		
69		AMERICAN FARMER THE CHARLIE DANIELS BAND (Epic 34-05638)	49	6	
70		SHE'S LOVIN' ME HOME TONIGHT DAVID HOUSTON (CBT CBT-9205)	78	2	
71		I'M GONNA HURT HER ON THE RADIO DAVID ALLAN COE (Columbia 38-05631)	79	2	
72		COFFEE BROWN EYES BILLY WALKER (Tall Texan TTR 59)	80	2	
73		I FELL IN LOVE AGAIN LAST NIGHT THE FORESTER SISTERS (Warner Bros. 7-28988)	55	21	
74		UP ON YOUR LOVE KAREN TAYLOR-GOOD (Mesa NSD/M-111)	52	7	
75		THE PART OF ME THAT NEEDS YOU MOST B. J. THOMAS (Columbia 38-05647)	DEBUT		
76		PERFECT STRANGER SOUTHERN PACIFIC (Warner Bros. 7-28870)	DEBUT		
77		BOURBON COWBOY JACK FOX (DALE DR1A)	87	2	
78		THE DEVIL'S ON THE LOOSE WAYLON JENNINGS (RCA PB-14215)	DEBUT		
79		QUIET NIGHTS OF QUIET STARS TONY ALAMO (Alamo 333)	86	4	
80		I'LL STILL BE LOVING YOU JOE STAMPLEY (Epic 34-05592)	64	8	
81		LOVE TALKS RONNIE McDOWELL (Epic 34-05404)	58	18	
82		SHEETS OF FIRE BOBBY BORCHERS (Longhorn LH-453001)	DEBUT		
83		HERE COME'S THE NIGHT VICKI LEE (Rustic R-1029)	DEBUT		
84		I KNOW THE WAY TO YOU BY HEART VERN GOSDIN (Compleat CP-145)	65	11	
85		IT'S SUCH A HEARTACHE HILLARY KANTER (RCA PB-14185)	66	4	
86		IF IT WEREN'T FOR HIM VINCE GILL (RCA PB-14140)	71	18	
87		HERE COMES THE HEARTACHE MOGOLLON (Rim Country MG-013)	88	2	
88		I COULD LOVE YOU IN A HEART BEAT MALCHAK AND RUCKER (Alpine APS-001)	DEBUT		
89		LONELY TOGETHER A. J. MASTERS (Bermuda Dune C 111)	75	4	
90		TIL A TEAR BECOMES A ROSE LEON EVERETTE (Mercury 884 040-7)	76	8	
91		WHAT HAPPENED TO THE GIRL (THAT WILLIO AND HOLLIE KNEW) FERNANDO 100% MARVELOUS and HALF NELSON (NLT-FL 1987)	77	5	
92		WITH JUST ONE LOOK IN YOUR EYES CHARLY McCLAIN (with WAYNE MASSEY) (Epic 34-05398)	73	20	
93		THE CLIMATE ON THE MOON SANDY LEHMAN (Radiograph RG-45-1006)	91	2	
94		A MOMENT OF LOVE SOUTHERN COMFORT (Doorknob DKK85-235)	95	2	
95		THE WORLD IS ROUND DOUG PETERS (Comstock COM 1789)	89	3	
96		MONEY CAN'T MAKE LOVE MICHAEL DILLON (Motion MOT 1028)	90	2	
97		REAL SOON MARTY CRAWFORD (Spectrum of Sound)	93	2	
98		SWALLOW YOUR PRIDE CHARLESTON EXPRESS (Soundwaves SW-4763)	94	2	
99		SHE'S COMIN' BACK TO SAY GOODBYE EDDIE RABBITT (Warner Bros. 7-28976)	81	20	
100		LOVIN' UP A STORM BANDANA (Warner Bros. 7-28939)	82	10	

COUNTRY RADIO

MOST ADDED



STRONG ADDS

You Can Dream Of Me — Steve Wariner — MCA
The Devil's On The Loose — Waylon Jennings — RCA
There's No Stopping Your Heart — Marie Osmond — Capitol/Curb
Just In Case — The Forester Sisters — Warner

STATION ADDS

WOWW — Kris O'Kelly — Pensacola
 L. Gatlin & Gatlin Bros.
 L.J. Dalton
 T. Graham Brown
 R. McEntire

KRZY — Jerry Hardin — Albuquerque
 R. Cash
 G. Davies
 E. Rabbitt
 J. Conlee

KROW — Jim Crowe — Reno
 Forester Sisters
 K. Stegall

Restless Heart
 J. Newton

KASE — Steve Gary — Austin
 S. Wariner
 M. Gray
 W. Jennings
 Maines Brothers

WDLW — Nina Ryder — Waltham, MD

Maines Brothers
 J. Newton
 C. McClain
 P. Loveless
 W. Wariner
 S. Wariner

KRYS — Joey Garcia — Corpus Christi

J. Conlee
 J. Rodman
 J. Newton
 R. Lee

KILT — Debbie Pipia — Houston

Chance
 B.J. Thomas
 M. Davis
 J. Newton

KWKH — Kitty Ledbetter — Shreveport

P. Loveless
 S. Wariner
 C. McClain
 M. Gray
 Sylvia/M. Johnson
 W. Jennings
 J. Anderson
 Southern Pacific

KCKN — Tim Mack — Roswell, NM

M. Osmond
 S. Wariner
 J. Anderson
 Southern Pacific
 J. Rodman
 G. Campbell
 C. McClain
 M. Gray
 J. Newton
 Restless Heart

WWWW — Kevin Herring — Detroit

W. Nelson
 R. Cash
 Restless Heart



SOFA SWINGIN' — Surrounded by labelmates, Warner Bros. artist John Anderson relates an anecdote on a recent Warner Bros. episode of *The Nashville Network's "Nashville Now."* Filling in for vacationing host Ralph Emery were *The Nitty Gritty Dirt Band* and their guests were Pinkard & Bowden, Anderson and Emmylou Harris. Pictured (l-r): Richard Bowden, Sandy Pinkard, Anderson, Emmylou Harris, Jeff Hanna and Bob Carpenter (of *The Dirt Band*).

WCCN — Dick Deno — Neillville, WI

T.G. Brown
 D. Seals
 J. Conlee
 V. Lee
 B. Borchers
 L. Lynn
 B. Bare

KSO — Billy Cole — Des Moines

Restless Heart
 K. Stegall
 Chance
 D.A. Coe
 K. Mattea
 S. Wariner

KEED — Billy Pilgrim — Eugene, OR

G. Watson
 K. Mattea
 B.J. Royal
 J. Rodman
 R. Lee
 B.J. Thomas
 Restless Heart

KVEG — Andy Carr — Las Vegas

B. Anderson
 W. Jennings
 K. Mattea
 L. Lynn
 Forester Sisters
 D.A. Coe

KFH — Pete Brier — Wichita

J.R. Richards
 P. Loveless
 J. Conlee
 C. Twitty
 J. Lee
 Chance
 K. Stegall
 J. Anderson
 M. Gray
 R. Lee

WOW — John Dixon — Omaha

M. Bandy
 T. Jones
 C. McClain
 W. Jennings
 G. Campbell
 J. Reed
 S. Wariner
 L.W. Kennedy
 J. Anderson
 Maines Brothers

WWVA — Bill Berg — Wheeling

The Whites
 J. Conlee
 J. Newton
 Sylvia/M. Johnson
 T. Roe
 S. Wariner
 G. Campbell
 C. McClain

KFEQ — Bob Orf — St. Joseph

B. Borchers
 The Whites
 M. Gray

B.J. Thomas
 J. Anderson
 B.J. Royal
 Maines Brothers

KRZK — Jay McFerron — Branson, MO

J. Fox
 D. Houston
 B. Borchers
 V. Lee
 Southern Comfort

WGTO — Henry Jay — Cypress Gardens, FL

C. McClain
 S. Wariner
 M. Gray
 T. Roe

KFGO — Don Roberts — Fargo, ND

S. Wariner
 M. Gray
 G. Campbell
 Sylvia/M. Johnson
 B. Bare
 W. Jennings
 M. Bandy
 C. McClain
 E. Harris
 Malchak & Rucker
 R. Lee
 M. Nesler
 B. Caron
 J.R. Richards

WLWI — Greg Mazingo — Montgomery, AL

J. Anderson
 Southern Pacific
 S. Wariner
 W. Jennings
 C. McClain
 B.J. Thomas
 T. Jones
 R. Lee
 L. Angelle
 V. Lee

KFRM — Randy Hooker — Salina, KS

C. Twitty
 J. Conlee
 Forester Sisters
 B.J. Thomas
 J. Newton
 Southern Comfort
 R. Lee

KFDI — Gary Hightower — Wichita

Maines Brothers
 B. Bare
 G. Campbell
 S. Wariner
 J. Anderson
 T. Gibbs
 K. Rogers

KIKF — Chris Adams — Orange, CA

M. Gray
 Sylvia/M. Johnson
 Southern Pacific
 S. Wariner



IT'S A CELEBRATION — Songwriter John Scott Sherill, MCA recording artist Nicolette Larson, and producer Tony Brown help MCA artist Steve Wariner celebrate the across-the-board #1 status of Wariner's most recent single, "Some Fools Never Learn." Wariner is not one to sit still though. His new single, "You Can Dream of Me," shipped to radio and retail on October 21. Wariner's new album, "Life's Highway," followed on October 28. Pictured (l-r) are: Sherill, Larson, Wariner, and Brown.

ALBUM RELEASES



LIFE'S HIGHWAY — Steve Wariner — MCA-5672 — Producers: Tony Brown, Jimmy Bowen

Wariner's latest has quite a few up-tempo numbers, including "Back Up Grinnin' Again," "She's Leavin' Me All Over Town" and a Rodney Crowell/Guy Clark composition, "She's Crazy For Leavin'." One of the slower tunes, "Natural History," features a guitar solo by Chet Atkins. Almost all of the songs deal with love in some form or fashion, except the title cut, which plays off the highway motif in a very general way, and "Heartland," which is built on the story of a Southern family's migration to the north.

LIVE IN LONDON — Ricky Skaggs — Epic FE 40103 — Producer: Ricky Skaggs

This live, digital recording from two shows Skaggs did in London earlier this year has an extremely clear sound, and the record is a good representation of the artist's show, featuring "Uncle Pen," "Country Boy," "Honey (Open That Door)," and "Heartbroke," among others. The album includes Skaggs' first recorded writing attempt, "Rockin' The Boat," written with Jim Rushing. Overall, a fine, spirited collection — the only slow point is when Skaggs is joined by English rock star Elvis Costello on "Don't Get Above Your Raisin'," and the jamming gets a little aimless.



AMBER WAVES OF GRAIN — Merle Haggard — Epic FE 40224 — Producers: Merle Haggard, Bob Montgomery

Recorded live at two midwest locations by the same folks who did the Ricky Skaggs live album (Digital By Dickinson), "Amber Waves" is a sharply focused set, with the title cut, "I Wish Things Were Simple Again" and medleys which include "Okie From Muskogee," and "Working Man's Blues" setting the tone and supporting Haggard's flurry of activity in relation to the farm crisis.



CMF To Document Opry History

NASHVILLE — Funded by a \$50,000 donation from Opryland USA, Inc., the largest display in the history of the Country Music Hall of Fame and Museum will be produced and opened this spring by the Country Music Foundation. The display will be part of the 60th birthday celebration of the Grand Ole Opry.

A recent press announcement from the CMF says that the planned exhibit "will document the Grand Ole Opry as a unique entertainment institution that is both a business and a cultural phenomenon." Hal Durham, the Opry's general manager and senior vice president for Opryland USA, Inc., expects that more than one million fans will view the exhibit during the three years that it will be open to the public.

The exhibit will occupy 1,200 square feet of space at the museum's entrance, divided into a temporary area devoted to the Opry's 60th anniversary, an introductory area, a section documenting milestones of the radio show's history, a section showing the growth and changes in the staging of the Opry over the years, a special section on Opry road shows, a division devoted to Opry personalities, artists, announcers and executives, and a section dealing with the business aspects of the Opry including its relationships with sponsors, parent corporations and other business allies.

The resources of the CMF design, research and administrative staffs will be combined with materials and information provided by Opryland in setting up the

exhibit, which will be titled "The Grand Ole Opry: 60 Years."

Durham commented, "As the most historic and celebrated institution in country music, the Grand Ole Opry naturally wanted the most credible interpreters of country music history, the Country Music Foundation, to develop this exhibit."

Cash/Kristofferson To Star In TV Movie

NASHVILLE -- A Nov. 1 press announcement from the Tennessee Film, Tape and Music Commission stated that a new, made-for-television movie, starring Johnny Cash and Kris Kristofferson, will be filmed in the state during November and December.

The film will be titled *The Last Days of Frank and Jesse James* and will begin filming the latter part of this month in various areas in and around Nashville and Springfield, TN. The program, produced by the Joseph Cates Co., Inc., will be a two-hour treatment of the last three years of the lives of the famous outlaw brothers, who actually lived for a time in some of the areas to be depicted in the film.

Joseph Cates has filmed at least 75 country music-related projects, according to the announcement, including numerous television specials in Tennessee.

SINGLE RELEASES

OUT OF THE BOX



OAK RIDGE BOYS (MCA-52722) **Come On In (You Did The Best You Could Do)** (3:30) (Dejamus/Riva—ASCAP) (R. Giles, G. Green) (Producer: Ron Chancey)

Duane Allen's lead vocal is supported by a bass line with steadily repeated eighth notes in minor-keyed verses, a pop guitar sound and the Oaks' strong harmonies on this cut from the "Step On Out" album. A powerful song with a clear-eyed philosophical outlook that is already getting a lot of airplay.

FEATURE PICKS

CRYSTAL GAYLE & GARY MORRIS (Warner/Lorimar 7-28856)

Makin' Up For Lost Time (3:29) (WB/Gary Morris/Leeds/Patchwork—ASCAP) (G. Morris, D. Loggins) (Producer: Jim Ed Norman)

Otherwise known as "The Dallas Lovers' Song," this tune was performed by Gayle and Morris on the recent CMA Awards show. The combination of the two voices works very well, and this single should be immensely successful.

LEE GREENWOOD (MCA/Panorama 52733)

Christmas To Christmas (Loving You) (3:17) (Tree—BMI) (R. Hellard, A. Rhody) (Producer: Jerry Crutchfield)

The years do pass by quickly, especially for those in love or in 6/8 time or both, as Greenwood asserts in this beautiful, seasonal pledge of love, the title cut from his Christmas album.

GEORGE JONES (Epic 34-05698)

The One I Loved Back Then (The Corvette Song) (2:29) (Algee—BMI) (G. Gentry) (Producer: Billy Sherrill)

An up-tempo fiddle tune that uses the tried and true, All-American car/woman metaphor.

CON HUNLEY (Capitol B-5525)

What Am I Gonna Do About You (3:54) (Tapedero/AllSongs—BMI) (Simon, Gilmore, Allison) (Producer: Norro Wilson)

A great vocal work-out on a well-written song. This single will bring Hunley back to the playlists with a vengeance.

TOM JONES (Mercury 884 252-7)

It's Four In The Morning (3:28) (Tree—BMI) (J. Chesnut) (Producer: Gordon Mills) Jones applies his big voice and wide vibrato to this country classic, backed by the orchestral Gordon Mills production sound.

RONNY ROBBINS (Columbia 38-05690)

It's The Lovers That Give Love A Bad Name (3:09) (Tree—BMI) (J.M. Johnson) (Producer: Buddy Killen)

Robbins rich baritone is the highlight of this mid-tempo piano ballad.

THE SHOPPE (MTM B-72063)

While The Moon's In Town (3:36) (Music City—ASCAP; Combine—BMI) (P. McManus, B. DiPiero) (Producer: Fred Foster)

This mid-tempo love song should increase The Shoppe's inventory of fans, following, as it does, the good showing of "Holding The Family Together."

HILLBILLY JIM (Epic 34-05686)

Don't Go Messin' With A Country Boy (2:15) (Uncle Bernie/Stayzebo/Tall Girl—BMI) (D. Pomus, M. Chapman, J. Dorn) (Producer: Joel Dorn)

The title says it all . . . over and over again. Yet, the novelty of a song by a professional wrestler may result in some success.



STOREY SIGNS — New Epic artist Lewis Storey recently signed a publishing agreement with ASCAP. Pictured above outside the Nashville offices of ASCAP are (l-r): Bonnie Garner, vice president, A&R, CBS/Nashville; Storey; Merlin Littlefield, ASCAP associate director; and Dixie Gamble-Bowen, Storey's manager.

TOP 30 ALBUMS

Inspirational

	Weeks On Chart	Chart
1	11/9	26
2	2	18
3	3	32
4	4	28
5	5	16
6	6	34
7	7	50
8	10	13
9	9	16
10	8	34
11	12	14
12	11	35
13	14	13
14	15	16
15	13	40
16	17	10
17	16	34
18	19	8
19	18	84
20	20	16
21	21	54
22	23	7
23	22	8
24	24	8
25	26	4
26	25	90
27	27	4
28	29	2
29	28	40
30	30	125

Spiritual

	Weeks On Chart	Chart
1	11/9	28
2	2	40
3	3	16
4	4	44
5	5	34
6	6	16
7	7	17
8	8	16
9	9	63
10	11	12
11	10	50
12	12	16
13	13	11
14	14	60
15	15	58
16	16	33
17	17	110
18	18	34
19	21	6
20	23	6
21	24	4
22	22	134
23	20	34
24	19	70
25	25	58
26	26	6
27	27	6
28	29	2
29	30	2
30	28	44

GOSPEL PICKS

JUST A REHEARSAL — Willie Neal Johnson and the Gospel Keynotes-Malaco 4403 — Producer: not listed

SO GOOD — Howard McCrary — Good News SPN 7-01-812010-1 — Producers: Win Kutz, Howard McCrary

TWENTY TWENTY — Twenty Twenty — Benson/Power Discs PWRO01077 — Producer: Billy Smiley

GOSPEL COLUMN

MORE THAN WONDERFUL — When the RIAA certified Sandi Patti's "More Than Wonderful" as a gold album, the Benson Co. pulled out all the stops in a celebration at Nashville's Vanderbilt Plaza Hotel. Besides presenting the gold album award to Patti, there were also gold presentations made to producer Greg Nelson, arranger David Clydesdale, writer Lanny Wolfe, engineer Bob Clark, and representatives from the publishers involved. Bob Jones, president of Benson's parent Zondervan Music Group, was also on hand. The evening included premiere showings of Patti's video of *Via Dolorosa* and a video of her duet with Larnelle Harris, *I've Just Seen Jesus*. A pre-taped video message of congratulations from Harris was also shown. The title cut from "More Than Wonderful," a duet for Patti and Harris, was the



NELSON JOINS LORENZ — Greg Nelson, a Dove Award-winning producer who has worked with Sandi Patti, Larnelle Harris, Steve Green and others, has signed a new, long-term production and publishing agreement with Nashville's Lorenz Creative Services and 19th Street Productions. Pictured above (l-r): Elwyn Raymer, president of Lorenz Creative Services, and Nelson.

Grammy-winner for Best Gospel Performance by a Duo or Group in 1983 and won the 1984 Dove Award for Gospel Song of the Year. On the same evening as the Nashville affair, Harris, who was in Grand Rapids, MI with the **New Gaither Vocal Band**, was presented with his own gold record award for his part in the project.

THEN HE SAID SING! — Other Gaither news . . . Word Records has recently released a best-of album by **The Bill Gaither Trio** called "Then He Said Sing!" distributed through A&M Records. On the title song, the trio of **Bill Gaither** and **Gloria Gaither** and **Gary McSpadden** was joined by **Amy Grant**, **Sandi Patti**, **Don Francisco**, and **Larnelle Harris**, making a sort of recorded "reunion," since each artist has, at one time or another, toured with the Trio. Each guest singer was recorded separately, due to their busy tour schedules.

TRAMAINE — Turning down an offer to join **Sly and the Family Stone** in favor of a gig with **Andrae Crouch** at the age of 15, **Tramaine Hawkins** embarked on a national career that has taken her from a featured spot with her brother-in-law, **Edwin Hawkins**, through two solo albums on Light Records ("Tramaine" and "Determined"), to the stage of New York's Avery Fisher Hall in Lincoln Center as the first female gospel singer to be featured there, to a role in "Jesus Christ Superstar," and finally, to the dance and black contemporary charts with a hit called "Fall Down." The song is a combination of gospel and groove that hit Top 10 on the *Cash Box* dance chart and currently rests at 21 bullet on the Top 100 black singles chart. Produced by **Robert Wright**, the song, according to Tramaine, is "definitely religious in nature. Although I didn't sing 'Spirit of God fall down' — I simply sang 'Spirit fall down' — it's His Spirit that I want to fall down. When I sang these words, I was singing to him . . . I want to reach all people, so while the message is out there, it doesn't force itself on you." She also adds, "I believe that God has given me the chance to put the music I love and believe in into the mainstream. He has opened the door and allowed 'Fall Down' to be accepted . . ." An A&M album on Tramaine is currently in production.

JOHN T. BENSON, JR. — Nashville's print music and religious communities noted with sadness the recent passing of **John T. Benson, Jr.**, who was president and chief executive of the John T. Benson Publishing Co. for 35 years, retiring in 1969. He was also a partner in the Benson Printing Co. from 1935 to 1964. The Benson name, of course, lives on in the Nashville-based Benson Company, acquired by Zondervan in 1980. In addition to his prominent role in Nashville business and in the field of religious print music, Benson was highly active in the Nazarene Church, and served on the board of directors of Nashville's Trevecca Nazarene College for 50 years.

Bill Fisher



GOLD FOR SANDI — The Benson Company honored Sandi Patti with a gold record celebration recently at Nashville's Vanderbilt Plaza Hotel for the gold status achieved by her album "More Than Wonderful." Pictured (l-r): Bill Traylor, executive vice president and general manager, Benson; Sandi Patti; John Helvering, Patti's manager/husband; and Bob Jones, president, Zondervan Music Group.

GOSPEL SINGING AT ITS BEST!

*"Jesus is Coming Soon!!"
Sung By
Our Brothers' Keepers Quartet*

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SIDES 1942-A/1942-B

The Final Agreement

The Ratings Issue Ends — For Now

By David Adelson

LOS ANGELES — Due to last week's deadline, complete and specific details of the agreement between the Parents Music Resource Center (PMRC) and the Recording Industry of America (RIAA), were not available. The following are the exact terms as announced at a joint press conference in Washington D.C. on 11/1.

- Future releases of recordings by participating member companies of the RIAA will carry a four word inscription when lyrics reflect "explicit sex, explicit violence, or explicit substance abuse." The inscription will state: "EXPLICIT LYRICS—PARENTAL ADVISORY."

- As an option to the use of the inscription, the record company has the option of printing lyrics on the back of albums or displaying a lyric sheet under the shrink wrap.

- Due to lack of space on cassettes, they will bear the imprint, "See LP For Lyrics," when the album displays the lyrics.

- The companies that have agreed to the new terms are: A&M; Arista; Atlantic; Capitol/EMI; CBS; Chrysalis; Columbia; Compeat; Crescendo; Elektra/Asylum; Epic; Manhattan; MCA; Mike Curb Productions; Motown; PolyGram; Portrait; RCA; Solar; Scotti Bros.; Tabu and Warner Bros.

- The RIAA has adopted a guideline for

the placement of the inscription on album jackets in the lower quarter of the back jacket. It will be boxed with ruled lines.

- Due to space limitations, no guidelines on the placement of the inscription on cassettes and single records were set.

- Implementation of the new procedures is expected to be completed in approximately 90 days.

- Upon making the agreement, RIAA president Stanley Gortikov remarked, "we are convinced that this can be accomplished without jeopardizing or diluting the rights and freedoms of creators and recording artists who must be assured protection against censorship."

- Spokespersons for the PMRC and PTA indicated they will, in the future, "balance their presentations by applauding positive factors within the recording industry and focusing on expanding consumer knowledge of the product identification aids provided by the industry."

- In addition the PMRC and PTA announced, "They will concentrate future criticisms on recordings not in compliance with agreed guidelines. They also intend to foster participation in the industry program. Further, both groups expect to monitor the impact of the industry policy and after one year assess its effectiveness in achieving the intended objectives."

Zappa Calls The RIAA/PMRC Sticker Agreement 'A Joke'

By Paul Iorio

NEW YORK — Frank Zappa called the agreement between the Recording Industry Association of America (RIAA) and the Parents Music Resource Center (PMRC), allowing voluntary labeling of albums, "a joke." "They've agreed on an inscription that will say 'Explicit Lyrics — Parental Advisory,'" says Zappa. "Two months ago the record industry voluntarily said they would agree to a label reading 'Explicit Lyrics — Parental Guidance.' Did they really need to drag the music industry through a Senate hearing just to change one word?"

Zappa accused the Senate Commerce, Science and Transportation Committee of a "conflict of interest" in that several members of that committee — which regulates the music industry — have wives in the PMRC. "The threat was 'do what we want or our husbands are going to take care of you,'" says Zappa. "The committee that heard the matter in this case had five senators on it with wives who were PMRC signatories. How do you find facts in a fair and unbiased manner with five senators married to people who are in the PMRC?" he says.

He also sees a relation between the pending Home Audio Recording Act and the Senate Commerce hearings. "Here you have a \$4.4 billion industry that's

trying to move legislation (the penny-per-minute blank tape tax) through Congress that is going to give it mountains of found money. No extra work, but the government will collect on behalf of the record industry. The RIAA took a third party's rights and used them to mortgage their bills," he says.

He also questions why the hearings were held in the Senate Commerce, Science and Transportation Committee rather than the Family, Child, Drug and Alcohol Committee chaired by Sen. Paula Hawkins. "The Family, Child, Drug and Alcohol Committee was supposed to have been too busy to hear it. If that committee was too busy then why was its chairperson Paula Hawkins there (at the Commerce hearings)? The answer is there weren't enough husbands on the Hawkins committee," says Zappa.

Though Zappa's lyrics weren't specifically attacked by the committee or the PMRC, he considered their hearings a "frontal assault on the way I earn my living. Dee Snider's lyrics were attacked. So it was important that someone who was attacked go back and give them the finger." Zappa claims that this was a highly visible forum for him since the hearings were covered by 35 different video feeds and 50 still photographers. Still Zappa would not want to be on the other side of the panel: "The idea of running for office really nauseates me," he says.

Zappa's upcoming Barking Pumpkin LP, "Frank Zappa Meets the Mothers of Prevention," contains one extended track called "Porn Wars," a nightmarish montage of clips from the Senate committee hearings. He says that some of the Senators included on the track have asked him for royalties, pointing up what Zappa calls their "ignorance" about the music business. His new LP will be released on November 15.

Frank Zappa talks about his music — past, present and future — in an interview in next week's *Cash Box*.



CROSSOVER DREAMERS — Singer Robey and author/journalist Mark Bego recently joined producer Joel Diamond at the premiere party of *Crossover Dreams*, in which Diamond has a starring role. Pictured at El Corso in Manhattan (l-r) are: Diamond, Robey, Bego.

A New Twist To Jazz Fests: They Float

By Lee Jeske

NEW YORK — Gerry Mulligan brought his baritone sax and was sitting in with Benny Carter and Al Cohn, who were alternating sets with Maxine Sullivan and the Tommy Flanagan Trio at the Club Internationale. Down the way, at the Checkers Cabaret, Doc Cheatham was leading a sextet that included Art Hodes, and they were alternating sets with Phil Wilson and a sextet of up-and-comers from the Berklee School of Music. And right next door, at the Sage Theatre, Svend Asmussen, Monica Zetterlund, and Marion Cowings and Kim Shaw were waiting away in front of a big band.

Greenwich Village on a good night? A typical day at the Nice Jazz Festival? Nope, all of these players — and, through the course of October, Mel Torme, Cab Calloway, Dizzy Gillespie, the Woody Herman Orchestra, Joe Williams, Gary Burton, and dozens more — were swinging on the high seas, as part of the S.S. Norway's third year of "Floating Jazz Cruises." As the world's largest cruise ship sailed the nautical miles, some of the world's heartiest soloists played in surprisingly agreeable settings — two comfortable and acoustically sound clubs and a cozy 500-seat theatre were in continuous action every evening, with the theatre also used for matinees on days when the ship wasn't in port.

Norwegian Caribbean Lines began their Floating Jazz Festivals with a single week in 1983. Booked by veteran jazz promoter Hank O'Neal and Shelley Shier, the cruise was so successful that the program has grown to this year's full month of jazz at sea. In fact, not only did the Norway play host to a jazz panoply, but NCL's other ships — the Starward, Skyward, and Southward — also presented jazz concerts throughout October. O'Neal and

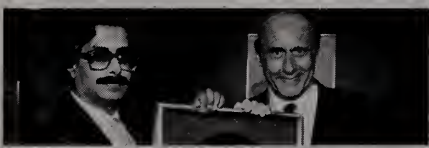


Shier have found a sympathetic partner in Knut Utstein Kloster Sr., N.C.L.'s chairman, who says, "Jazz has over the years become an international language, a musical language that perhaps more than any other kind of language has contributed to the understanding and communication between people of different origins. Everyone who likes jazz has at least once in their lives experienced how the common enjoyment of the music has created contact and communication, even friendship among strangers. The cruise experience and jazz music clearly have something in common."

The musical highlights from the fourth week of the Floating Jazz Festivals were numerous. When players of this calibre get together, especially in such a relaxed setting, interesting alliances, and fine music, is usually the result. Gerry Mulligan led his Orchestra, including such ringers as Kenny Davern, Clark Terry, Doc Cheatham and Al Cohn, through an open rehearsal of classic big band material and little-played items from his own book ("Mainstream," "Blueport," etc.); Mulligan and Terry joined Art Hodes for an interesting trio blues; Cohn teamed up with Flip Phillips for a mighty tenor battle on "The Claw"; Benny Carter led the ship's resident big band through several of his own rarely-heard charts; pianist Eddie Higgins shone everytime he played — particularly memorable was a solo on "I Got Rhythm" during the Carter/Mulligan/Cohn set, the best set of the week; Svend Asmussen played a fitting and beautiful, "My Ship." Other players who sparkled included Tommy Flanagan, Ruby Braff, Maxine Sullivan, George Mraz, Alan Dawson, Scott Hamilton, John Bunch, Seldon Powell, Mike Mossman and Bill Mays. For those jazz buffs who wanted to stay cabin-bound — the Norway's closed circuit television piped in 'round the-clock vintage jazz films. And, of course, the normal cruise activities — costume parties, talent shows, sunbathing



KING OF THE HIGH SEAS — Benny Carter, "The King," swings on the Norway with Phil Flanagan (c) and Bobby Rosen-garden (r), as *The King of Norway* looks on.



MR. LUCKY — RCA Music Service recently celebrated its 20th anniversary. The guest of honor at the Indianapolis celebration was RCA recording artist Henry Mancini (r) who received his first platinum record for having sold over one million recordings to RCA Music Service members. Making the presentation was Raju Puthukarai (l), president of RCA Direct Marketing, Inc.

(continued on page 3)

UK Industry Refutes Sony Charges Of Stalling CD Market

By Chrissy Iley

LONDON — The major record companies are at odds with electronics giant Sony over allegations that they are impeding the progress of the compact disc into the UK market.

EMI and WEA have been angered by a report in Sony's CD Magazine alleging that "the compact disc is temporarily being poisoned by its own success." The report continues: "It now seems clear that major record producers have sat down to make a concerted effort to slow down its successful introduction."

WEA chairman Rob Dickins said, "It is ludicrous to suggest that we are undermining our own industry."

EMI managing director Peter Jamieson commented, "It's the most naive statement I've ever heard. To imagine that it is possible for record company heads to sit down to slow the introduction of a technology that is of benefit to all is amazing."

Sony says hardware manufacturers have kept "their share of the bargain" by reducing price of players by almost half since their introduction in 1983. But it accuses record companies of trying to solve the problem of disc scarcity by putting up prices by as much as 23 percent.

Jamieson countered: "What bargain?"

The hardware companies have started from a position to make it possible to lower prices. We have said that we would start off with a price that we would not need to reduce. We have never spoken to the hardware manufacturers or put together any sort of bargain."

The latest industry prediction forecasts the death of the LP within six years with the CD as the victor.

John Deacon, director general of the BPI, made the prediction at a recent Music Industry Association seminar. He believes the LP will disappear very quickly once "the absence of profitability in 12-inch LPs can be borne no longer," leaving few on the shelves by 1991.

"Experience has shown us that once a particular carrier has reached a certain point — what could be known as the point of consumer uselessness — it fades rapidly," said Deacon. "The 78rpm peaked at a popularity in excess of 50m units in 1957. Its rapid decline made sales volume of no consequence within two years.

He believes the single will suffer a less dramatic decline, estimating a market of 50m units in the early '90s, but said its CD equivalent will be around in the next few years. Deacon forecast a 20 to 30 percent increase in real terms in consumer expenditure on records and tapes in the next decade.



MARILLION'S MILLIONS — EMI recording artist Marillion receiving gold and silver records for U.K. sales of their three most recent albums. Pictured (l-r): Simon Hanhart, producer; Mark Kelly, Marillion; Pete Trewavas, Marillion; Ian Mosely, Marillion; Ken East, EMI president and CEO; Fish, Marillion; John Arnison, Marillion manager; David Munns, EMI director; Steve Rothery, Marillion. Marillion is currently touring Europe.

Canada

TORONTO — By all accounts, the gala premiere of the *Tears Are Not Enough* documentary was a success. The 90 minute film, produced and directed by John Zartisky, will be screened in the U.S. in order to qualify for an Oscar nomination in the documentary category.

After the showing of the film in Toronto, the Northern Lights For Africa Society announced that eight projects have been selected to receive the just over \$1.5 million raised in Canada. Maureen Jacks, executive director for the Society notified those present that the projects included:

UNICEF: Receives \$150,000 from Northern Lights and an additional \$150,000 from African Emergency Aid for a "Cash For Food For Work" project supporting local farmers and community improvement programs. Also UNICEF will receive \$250,000 from each organization for water purification projects in Sudan.

Canadian Physicians For African Relief: To provide care, feeding, immunization and medical treatment in cooperation with two clinics — the Alaba Kolito and Fursi Clinic — in Ethiopia. The total donated by Northern Lights and Africa Emergency Aid is \$362,000.

The Red Cross: Both organizations are

donating \$500,000 to the program which will help equip and help return Ethiopians to farming at their villages.

Save the Children Fund of British Columbia: Northern Lights will donate \$35,000 and African Emergency Aid 34,300 for rural development in Zimbabwe. Both groups will also each donate \$145,000 toward an emergency truck repair in the Sudan.

Care: Will receive \$250,000 from each organization for an agroforestry project in Sudan.

Plenty Canada: The Northern Lights for Africa Society is donating \$65,000 and African Emergency Aid is donating \$57,000 for a water development project in Lesotho.

Grant Larwence

Italy

MILAN — Italy will have its own Compact Disc plant soon: the Italian government announced the creation of the Italcompact company — connected to Stet (IRI group) — in a joint venture with Philips, PolyGram and the Brazilian group Globo. The plant will be located in Pomezia and will begin its activity in 1987, with a production capacity of 12 million units per

year.

The Italian Association of the Phonographic Industry (AFI) decided in an assembly at the end of September to take a common position versus the TV networks in order to obtain programs which can really support the record industry, and threatening the absence of all their artists from live TV shows if their conditions aren't accepted.

The 1985 edition of the Golden Sail festival, which took place in Riva del Garda organized by Gianni Ravera, was won by Antonello Venditti (Italian artist) and Sade (foreign artist), while Rossana Casale was awarded with the Silver Sail as new talent. The event was attended by guests like Thompson Twins, Simply Red and Depeche Mode.

Angela Carrara has created a new record company called Target: the first releases will be two LPs by Faust'O and Alexio, both singers/songwriters. In the plans of the new label there is another album, by the rock group Joggin' Aside.

Alberto Crippa was named International Repertoire manager at CBS Dischi: Fabrizio Giannini is the new Italian Repertoire manager at the same company . . . Francesco Villano was named Press responsible at Five Records . . . Claudio Donato, president of Zig Zag company, announced a licensing agreement with the English label Numa Records.

Mario De Luigi

United Kingdom

LONDON — Roddy Shashoua's Musexpo/Videxpo culminated in an awards party at London's Hippodrome Club last week. A special panel of judges, comprised of DJ Paul Gambaccini, director

Ken Russell, and other industry experts, judged more than 100 videos.

Overall best video award went to "Road To Nowhere" by Talking Heads, produced by Tina Silvey and directed by David Byrne and Stephen R. Johnson.

In all, "Road To Nowhere" picked up seven awards, including best storyboard, best production effects, best direction and best video according to budget. There were three budget categories — under £15,000, £15,000-£30,000, and over £30,000. The Talking Heads video was middle budget.

Tom Petty and The Heartbreakers' "Don't Come Around Here No More" was winner of the high budget range and came second overall. Duran Duran's "Wild Boys," directed by Russel Mulcahy, came third.

Peter Stringfellow, and Paul Gambaccini co-hosted the ceremony.

Kate Bush is enjoying phenomenal success with her album "Hounds of Love," which reached number one in the album charts. Her new single taken from the album is "Cloudbusting." Apparently it is inspired by "A Book of Dreams," which is about the relationship between a young boy and his father. The video features actor Donald Sutherland. According to Frankie Goes To Hollywood's Paul Rutherford, Bush's album is "the event of 1985. When I bought the single I played it 17 times non-stop."

"Profoundly In Love With Pandora" is the theme song from a highly successful TV series called *The Secret Diary of Adrian Mole, Aged 13 3/4*. The song was written and recorded by Ian Dury at the request of author Sue Townsend.

Chrissy Iley

INTERNATIONAL BESTSELLERS

Argentina

TOP TEN 45s

- 1 Do They Know It's Christmas? — Band Aid — PolyGram
- 2 Los Muchachos De Hoy — Luis Miguel — EMI
- 3 Hombre Lobo En Paris — La Union — WEA
- 4 Contractura — Metropolis — Interdisc
- 5 Dlarlo De Una Mujer — Mari Trini — Music Hall
- 6 Cuatro Estrofas — Alejandro Lerner — Interdisc
- 7 Smalltown Boy — Bronski Beat — PolyGram
- 8 Some Guys Have — Rod Stewart — WEA
- 9 Supernatural Love — Donna Summer — WEA
- 10 I Want To Rock — Twisted Sister — WEA

TOP TEN LPs

- 1 Para Cantarle A La Vida — Valeria Lynch — RCA
- 2 20 Great Hits — Creedence Clearwater Revival — Interdisc
- 3 El Fenomeno — Juan Ramon — Microfon
- 4 Por Amor Al Arte — Dyango — EMI
- 5 Libra — Julio Iglesias — CBS
- 6 Coraje — Victor Heredia — PolyGram
- 7 Rockas Vivas — Miguel Mateos — Music Hall
- 8 El Regalao — Piero — CBS
- 9 Amores De Mi Vida — Fernando de Madariaga — CBS
- 10 WEA Originals — Various Artists — PolyGram

—Prensario

Italy

TOP TEN 45s

- 1 Into The Groove — Madonna — WEA/Sire
- 2 Part Time Lover — Stevie Wonder — Ricordi/Motown
- 3 If You Love Somebody Set Them Free — Sting — PolyGram/A&M
- 4 Live Is Life — Opus — CGD
- 5 We Don't Need Another Hero — Tina Turner — EMI/Capitol
- 6 Marla Magdalena — Sandra — Virgin
- 7 L'Estate Sta Finendo — Rigueira — CGD
- 8 Money's Too Tight — Simply Red — WEA
- 9 Midnight Radio — Taffy — CBS
- 10 Alive & Kicking — Simple Minds — Virgin

TOP TEN LPs

- 1 La Vita E' Adesso — Claudio Baglioni — CBS
- 2 Scacchi E Tarocchi — Francesco De Gregori — RCA
- 3 In Square Circle — Stevie Wonder — Ricordi/Motown
- 4 Cosa Succede In Clita — Vasco Rossi — Carosello
- 5 Like A Virgin — Madonna — WEA/Sire
- 6 The Dream Of The Blue Turtles — Sting — PolyGram/A&M
- 7 Le Canzoni D'Amore Di Vasco Rossi — Vasco Rossi — Targa
- 8 Bel Templ — Roberto Vecchioni — CGD
- 9 Asla Non Asla — Pooh — CGD
- 10 Born In The U.S.A. — Bruce Springsteen — CBS

—Musica E Dischi

United Kingdom

TOP TEN 45's

- 1 Take On Me — A-Ha — Warner Bros.
- 2 Nikita — Elton John — Rocket
- 3 The Power Of Love — Jennifer Rush — CBS
- 4 Trapped — Colonel Abrams — MCA
- 5 A Good Heart — Feargal Sharkey — Virgin
- 6 Something About You — Level 42 — Polydor
- 7 Election Day — Arcadia — Parlophone
- 8 Gambler — Madonna — Sire
- 9 St. Elmo's Fire — John Parr — London
- 10 Theme From Miami Vice — Jan Hammer — MCA

TOP TEN LPs

- 1 Once Upon A Time — Simple Minds — Virgin
- 2 Hounds Of Love — Kate Bush — EMI
- 3 The Love Songs — George Benson — K-tel
- 4 Love — The Cult — Beggars Banquet
- 5 Live After Death — Iron Maiden — EMI
- 6 Out Now 2 — Various — Chrysalis/MCA
- 7 The Singles 81-85 — Depeche Mode — Mute
- 8 Level 42 — Polydor
- 9 Afterburner — ZZ Top — Warner Bros.
- 10 Like A Virgin — Madonna — Sire

—Melody Maker



PHRANC ON THE CUTTING EDGE — Rhino recording artist Phranc, a proponent of the neo-folk movement, was taped recently for a segment on the November edition of I.R.S. Records' *The Cutting Edge*. For the segment, Phranc performed selections from her "Folksinger" LP in the middle of a Little League softball game in Los Angeles' Pan Pacific Park. Segment airs Nov. 24, 10:30 p.m. EST & 7:30 p.m. PST. Shown (l-r): are Cutting Edge soundman Mark Hanes, cameraman John Vernon, production assistant Hunter Crowley, production co-ordinator Jessica Cooper, director Jonathan Dayton, Phranc, director Valerie Faris, and director of photography Peter Smokler.

(Photo by Ed Colver)

Britain's Max Headroom Video Show Debuts On Cable

By Gregory Dobrin

LOS ANGELES — Imagine a video show host with a toothpaste commercial smile, impeccable clothes, and the phoniest of poolside Hollywood attitudes, a video show host who is more of a star than the celebrities he interviews. Picture the celeb back hair a la Don Johnson, the hipper-than-thou sunglasses, and occasional spasms of the chisled, movie-star handsome face. Prepare yourself for Max Headroom, the first computer generated video show host, who hasn't quite worked out the bugs in his circuits.

The Max Headroom Show, produced by Peter Wagg, debuted on Cinemax November 6. It is the brainchild of directors Rocky Morton and Annabel Jankel and writer George Stone. Played by actor Matt Frewer, Headroom was created through the use of make-up, lighting and computer graphics, in a project prompted by British network Channel 4 several years ago in its search for concepts in video programming.

"We decided that rather than just provide the links between music videos, we'd actually create the personality that we thought was missing on TV," Jankel told *Cash Box*. "We fictionalized the perfect host."

Interviewing guests from Sting to Boy George in the half-hour program, Max Headroom is irreverent and blase. Easily bored, he's likely to switch videos off midway through rather than bear one more second, a habit which Morton said is less of a critique of the videos themselves as it is of the length of videos in general. "Videos really should only be a minute and a half long," Morton remarked. "It seems to me that the production value starts to wane once they get over two minutes."

And while Morton and Jankel are

sensitive, being video makers themselves, to hacking video at random ("For us it's very important to maintain the overall structure of the videos," Jankel said), clips are treated with the same basic air-letting as the show's guests, who have so far played into the show's concept without taking offense at Max's sarcastic, even patronizing treatment of them. For on *The Max Headroom Show*, stars take a back seat to their glamorous, egocentric host.

"They (the guests) are kind of shocked into a different reality when they're being interviewed by Max," Morton explained. Jankel added that most stars find the situation relaxing because they don't have to live up to being stars. "They can feel at ease," she said. "It's quite an interesting turn-around."

The 10-part, half-hour Max Headroom segments currently seen on Cinemax are edited versions of the original 13-part series seen on England's Channel 4, cropped of specifically English references. The Cinemax presentation includes the show's pilot, shown in four parts, which explains the origins of Max Headroom as the computer generated remains of a popular and all-too-knowledgeable news reporter who the network brass tries to extinguish.

The name, Max Headroom, comes from the last thing the reporter, Edison Carter, saw before crashing his motorcycle while being chased by network thugs: a parking lot gate that read: "Max (for maximum) Headroom 2.3 cm."

And while Edison Carter isn't actually killed, his computer generated image, a replica of his mind and face devised to cover up the murder, winds up in the hands of a small TV network, which uses it as a video show host. It's an idea that finds immediate success, much the same way Max Headroom has gained attention on both sides of the Atlantic.

Music Plus Launches Video Push

By Stephen Padgett

LOS ANGELES — In what president Louis Fogelman hopes will bring a "national mentality" to the Los Angeles record retailing marketplace, Music Plus last week unveiled an ambitious television advertising campaign that will run through the Christmas buying season and beyond. The 20 spots were produced in-house and feature the new Music Plus slug, "There's no end to the videos at Music Plus."

Fogelman stated that Music Plus has been in video for 18 months. "By Thanksgiving we will have opened five new stores," said Fogelman "bringing the total to 42." All but three of the stores are set up for video.

With major time buys on television stations KTLA, KNBC, KTTV and KCOP, Music Plus hopes to cash in on the dramatic rise in VCR ownership in the Los Angeles market. At an estimated 16 percent growth rate in the past year, Fogelman thinks the time is right for attention to be given to Music Plus' aggressive stance on video. Declared Fogelman, "We're going to take advantage of this growth by advertising in a very big way. With cutting edge advertising that brings a national mentality to the L.A. marketplace.

"We've been on TV before, but this is

the first time we've been able to sell our own image," said Fogelman. The spots will run heavily up through Christmas. Negotiations are under way to follow these up past Christmas through January and February to maximize the impact on those who get VCRs for Christmas.

The ad campaign is just the beginning, according to Fogelman, of a complete image-enhancement program that seeks to establish Music Plus as a complete home entertainment retailer.

25 Years Ago In Cash Box

November 19, 1960 — Mills Music is the publisher of all 14 sides of a new RCA Victor LP — the package featuring different versions of the classic standard "Stardust." The LP-named after the song — includes "Stardust" stints by **Fats Waller, Morton Gould, Glenn Miller, Artie Shaw, Tommy Dorsey, Richard Maltby, Andy Russell, Pat Suzuki, Benny Goodman, Jean Sablon, Wayne King, Bobby Dukoff, Ralph Flanagan**, and the composer himself, **Hoagy Carmichael** . . . **Miles Davis** brings his quintet into the Village Vanguard on Nov. 15 for a two week stand that will be the group's only New York nitery booking of the season; Alternating with Davis will be the **Bill Evans Trio** . . . **Johnny Mathis** has become the first Columbia Records artist to be awarded three gold disks for album sales. Mathis achieved the mark with "Warm," "Heavenly" and "Johnny's Greatest Hits" . . . Looking Ahead: A compilation, in order of strength, of up and coming records showing signs of breaking into *The Cash Box* Top 100: 1. "Today I Sing The Blues," **Aretha Franklin**. 2. "Gee Whiz," **The Innocents**. 3. "Last Date," **Lawrence Welk**. 4. "You Don't Want My Love," **Roger Miller**. 5. "Zing Went The Strings Of My Heart," **The Kalin Twins**. 6. "Wonderland By Night," **Louis Prima**. 7. "The Bells/And I Do Just What I Want," **James Brown**. 8. "Woman From Liberia," **Jimmie Rodgers**. 9. "Flamingo Express," **Royaltones**. 10. "The Magnificent Seven," **Al Caiola** . . . Single Pick Of The Week: "I Idolize You"/"Letter From Tina," **Ike & Tina Turner**: "I Idolize You" is set to an enticing middle beat rhythm and wailed with conviction by Tina. A slow shuffle rhythm sets the pace for Tina's infectious reading on the lower lid . . . Popular Album Pick Of The Week: "Connie Francis Sings Jewish Favorites" (MGM).



Miller



Mathis

Behind The Bullets

(continued from page 5)

Music/Wax Museum, Minneapolis; Mainstream Records, Milwaukee; Round-Up Records, Seattle; Camelot Records, Canton, OH and Lieberman Enterprises, Dallas. Top 10 reports came in from Karma Records, Indianapolis; Seaport One-Stop, Portland; CML One-Stop, St. Louis; Richman Brothers, Philadelphia; Tower Records, Campbell and Fresno; Peaches Records, Cincinnati and Benson Records, Los Angeles. The album is Top 20 or better at Greensboro Record Center, Greensboro, NC; Strawberries, Boston; The Record Theatre, Cincinnati; City One-Stop, Los Angeles; J&R, New York; Oz Records, Atlanta and Turtles Records, Atlanta.

"Never" bullets to 13 this week on a full head of steam at radio. "What About Love," the first single from "Heart," peaked at 17 on Aug. 31. "Never" has already surpassed that, and judging from the radio response should keep going right into the Top 10 and perhaps beyond.

The single is holding up well at retail also. It is Top 10 or better at J&R Records, New York; The Radio Doctor, Milwaukee; Western Merchandisers, Texas and Tower Records in San Francisco.

Leading the way at radio are the following stations who have "Never" climbing inside their Top 10s: WGFM, WKRZ, WAVA, WCIR, WCAU, WPRO, WPXY, WHOT, WKDD, ZZ99, WMEE, WGRD, WOKI, KMBQ, WABB, WSKZ, KJYO, WNVZ, WBBQ, KKBQ, WWKX.

Henderson Joins Crosby Ent.

LOS ANGELES — Former Jazz Crusaders member Wayne Henderson has joined the newly formed Crosby Entertainment Corporation as director, A&R. The Crosby Entertainment Group was formed by Ronnie Phillips, executive vice president/general manager, and Keith Schoner, chairman of the board.

Henderson's responsibilities will include production, the first project being a record with Scherrie Payne, former Supremes lead singer.

The Crosby Entertainment Group is a record production and music publishing house.

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Classified Ads Close TUESDAY

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FOR SALE: KUNG FU MASTER (LIKE NEW) \$1645, COMMANDO (LIKE NEW) \$1595, CHENENNE \$1445, CROSSBOW \$975, SUPER BASKETBALL (PERFECT) \$895, YIE AR KUNG FU (CONVERTED) \$895, DEMOLITION DERBY 4PL \$1995, DEMOLITION DERBY 2PL (LIKE NEW) \$1595, VS EXCITEBIKE UNI \$1325, VS HOGAN'S ALLEY UNI (OR DUCK HUNT) \$1395, VS UNI SYSTEM \$1295, NINJA \$1495, CHICAGO CUBS \$1095, BOUNTY HUNTER \$1295, LADY SHARPSHOOTER \$795, SORCERER \$1395, Call or write NEW ORLEANS NOVELTY CO., 3030 No. Arnoult Road, Metairie, LA 70002. Tele: (504) 888-3500.

FOR SALE — Blue Chip Stock Market Wall Street tickertapes, Hi-flyers, Dixielands & uprights. We also carry a complete line of Bingo & Upright parts. Antique slots for legal areas. Call Wassick Dist., Morgantown, West Virginia (304) 292-3791.

FOR SALE — Hi Lo Pokers, Winnercircles, Electronic Slots Bally Slots (Export), Bally Bingos, Electronic Bingos, Lucky Cranes, will exchange for — Quarter Horses, used AM! Rockolas, Wurlitzer and Seeburg — Call MONTIVIDEO, 1428 N. Broad St., Hillside, NJ 07205 — Tel. (201) 926-0700.

MATA HARI-\$695; Evel Knivel-\$495; Strikes & Speres-\$595; Airborne Avenger-\$295; Atariens-\$225; Dolly Per-ton, Getaway-\$395; Thunderbolt-\$395; Nugent-\$695; Hot Tip-\$495; Wheels II-\$395; Sheets-\$295; Recer-\$295; M-4-\$495; Anti Aircraft-\$295; MICKEY ANDERSON, INC P O BOX 6369 ERIE, PA 16512 PHONE (814) 452-3207

DYNAMO POOL TABLES 4x8-\$1,000 each 1 3 deposit & balance C.O.D. I want to buy 22 Crownline Cig Machines in good condition. Henry Adams Amusement Co. 114 South 1st, P.O. Box 3644, Temple, TX 76501

WANTED: Miss Pac Man Cocktails, Whac-a-mole, Skeeball, Lucky Craine. For Sale: Shopped Regular Pac Man \$395, Miss Pac Man \$800, Frogger \$295. Call Mike or Phil (717) 848-1846.

Payphones \$65 as extensions. Add kit to require coins \$98. Requiring coins with free 911, timed calls or not, genuinely FCC registered \$295 one (\$235 quantity). Expecting soon long-distance touch-call under \$400. Since '82 custom circuit board manufacturers for other payphone makers. Call 608-582-4124.

LUCKY DISTRIBUTING COMPANY. Distributors for: I.G.T. Credit Plays - Rock-Ola Phonographs - Irving Kaye Pool Tables. (If It Takes Coins We Got It). 2179 Nolensville Rd., Nashville, TN 37211. (615) 242-3621. Steve Shacklett, owner.

SERVICES

ACE LOCKS KEYS ALIKE: Send locks and the key you want them mastered to: \$1.50 each. 10% D/C in lots of 100 or more. RANDEL LOCK SERVICE, 61 Rockaway Ave., Valley Stream, N.Y. 11580. (516) 825-6216. Our 49th year in vending

SONGWRITERS! Program your subconscious mind to write "Hit Songs" FAST with the all new totally non-hypnotic "SUBLIMINAL SONGWRITER'S SUCCESS TAPE." Send \$12.00 to: EXPRESSION MUSIC GROUP, 2554 Lincoln Blvd., Suite #398, Marina del Rey, CA. 90292.

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JUKEBOX OPERATORS — We will buy your used 45 s — John M. Aylesworth & Co., 9701 Central Ave., Garden Grove, Calif. 92644 (714) 537-5939.

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INDEPENDENT RECORD STORES. Our products are geared to your needs. Record sleeves (inner and outer), rock jewelry, pins, stickers and cut outs. You name it, we got it. SQUARE DEAL RECORDS, Box 1002, Dept. CB, San Luis Obispo, CA 93406.

Musicland, Record Bar Deal

(continued from page 5)

during the transition, will all do business as Musicland. The resignation of the stores began on Monday, Nov. 4 and will be completed by the end of that week, according to Eugster. All of the Record Bar employees were given the opportunity to stay with Musicland, and, said Eugster,

most had decided to stay with their stores.

The Musicland Group, which did \$300 million in volume in 1984, have upped their total number of stores nationwide to 451 in the Record Bar deal. The Record Bar, which earlier this year acquired the Licorice Pizza chain in southern California, now has 179 locations.

U.K. Blank Tape Levy Blocked

(continued from page 5)

each tape would be seen to run counter to Government policy. The Prime Minister has asked for further thought on the levy, which means the decision could now go either way.

After its long campaign for the levy, the record industry will be upset by the Government rethink. It says 85 million blank audio cassettes are sold in Britain each year, and that 90 percent are used by people to record music at home. The BPI believe that 16 million people are

illegally taping music and claims this does considerable harm to the record industry.

But with revived sales the record industry will find it more difficult to present its case. Singles, compact discs and pre-recorded tapes have shown a marked increase in the past 18 months.

The Tape Manufacturers Group argues that the record industry has itself to blame for poor sales. It says that any levy would be unfair because many tapes are used for educational purposes.



SUITE BEAT SINGS AMERICAN — The Suite Beat Music group, home of Epitaph Records, Poshboy Records, Suite Beat Records, and Missing Link Records, has announced an addition to their roster of labels: American Records, whose second release will be a new mini LP by L.A.'s New Marines. Seen (l-r): Stu Yahm center, manager of the New Marines, and from left to right are members of the Suite Beat Music Group, Michael Moore, director of A&R, Debbie LeVine, promotions manager, Eva Sarkis, publicity director, and Bob Marin, president of the Suite Beat Music Group.

Kurt Weill

(continued from page 10)

quartet."

While Willner and Young had to seek out most of the artists involved, as they went along they came across more and more people who wanted to contribute and more and more surprise performances and song selections. "You go in armed with certain songs that you want to do and people you think would be good for the album, but things like Todd's [Rundgren] heavy metal version of 'Call From The Grave' and Aaron Neville's 'Oh Heavenly Salvation' were really surprising." Sting's traditional reading of "The Ballad Of Mac The Knife" and Lou Reed's rocking "September Song" are obvious high points, but Stanard (ex-Wall of Voodoo) Ridgeway's interpretation of "The Cannon Song" and cabaret singer Dagmar Krause's brilliant version of "Surabaya Johnny" — Willner calls it "probably the best ever" — are just two of the many bright spots of this exceptional album.

Willner, an independent producer who has also been musical arranger for *Saturday Night Live* for the last six years, now has two other projects on the drawing

board: compilations of the work of Charlie Mingus and Duke Ellington with another Nina Rota package in the offing. While the jazz works are dear to Willner's heart, he also adds, "this one was fun because the artists didn't have to be experts on Weill's music like they did for the Monk album. The point was to take Weill's songs and give them a new life." A job well done.

Jazz Fest

(continued from page 36)

— went on unabated in and around the musical performances.

Complaints? Only one: there could have been a greater variety of players. Certainly some music that has come along during the past 30 years would also have "floated" among the jazz cruise cognoscenti (though the Berklee band did sneak a number of Wayne Shorterisms aboard).

The S/S Norway will gather up another — or possibly the same — bunch of jazz players for next year's Floating Jazz Festivals, to be held in May and October. Where else can you hear "St. Thomas" on Monday and lie on the beach on St. Thomas on Tuesday?



STEVE AND MICK, CLICK! — Westwood One, always the center of media action, recalls a special Spring event when Baseball Great Mickey Mantle (r), was interviewed by Steve Rosenthal (l) for the Westwood One Radio Network's "Waldenbooks Review" series.

Al Marsh Is New AMOA President

CHICAGO — Alvin A. Marsh, president of Hart Novelty Inc. (Bellingham, Washington), was named 1985-86 president of the Amusement & Music Operators Association at the organization's board of directors meeting which was held during AMOA Expo '85, October 31-November 2 in Chicago.

During the past year Marsh served as AMOA's first vice president. He was elected president at a spring 1985 meeting of the AMOA board with his term officially starting November 3. He succeeds John Estridge, president of Southern Games Distributing of Brentwood, Tennessee.

(continued on page 42)



Alvin A. Marsh

Grand Products Debuts

CHICAGO -- Three of the coin-op industry's most prominent citizens have joined forces to establish Grand Products, a new company based in suburban Chicago. Principals are David Marofske, Stanley Jarocki and Hank Ross. All three gentlemen previously held top

executive positions with the Bally Midway organization.

The new firm is presently in the process of moving into facilities in Elk Grove Village, Illinois. *Cash Box* will have further information as more details become available.

New Products, New Subsid Revealed At Williams Sales Meeting in Chi

CHICAGO -- "We are trying to provide the best possible product for you . . . and will continue to make as much of an investment in our future and in your future, as we can," declared Lou Nicasro, chairman and president of Williams Electronics Games, Inc., in his opening remarks before a full assemblage of factory distributors, both from the U.S. and abroad, who attended Williams distributor sales meeting (10/30) at the Knickerbocker Hotel in Chicago. "We have our house in order now," he assured distributors, emphasizing that they can look forward to "some innovative products" coming forth from Williams.

A good sampling of these products were displayed and subsequently unveiled one at a time by Joe Dillon, vice president of sales. Williams "Comet" pinball machine, which has already made a tremendous impact in the market, was featured in the grouping. The factory initiated a Comet Sales Contest in conjunction with this model, wherein distributors and operators as well are eligible to

participate and win trips to Williams luxurious El San Juan Hotel in Puerto Rico.

Among the first new machines introduced was "Alley Cat," Williams' unique shuffle alley, which has sounds, speech, a sleek cabinet, five different games plus the option of choosing either the traditional pins or bottles, for something different. As a promotional back-up to help generate more income, the factory is launching Williams Shuffle Tournament International Association with Len Schneller, noted industrywide for his expertise in tournament coordination, serving as consultant.

Next up was "4-In-One," a series of wall mounted conversion games offering "Pigskin 2010" (football); "Willy At The Bat" (baseball); "Willy's Cup" (soccer) and "Poker 9" (card game) — geared to the street locations. To dramatize the quick, simplicity of the conversion Williams' Irwin Knigin and Barry Oursler actually demonstrated how fast you

(continued on page 42)

Coverage of AMOA Expo '85 will begin in 11/23/85 edition of Cash Box.

Jukebox Programmer41
Industry News42

COIN MACHINE

THE JUKEBOX PROGRAMMER

*indicates new entry

November 16, 1985

POP

- 1 "MIAMI VICE" THEME
JAN HAMMER (MCA 52666)
- 2 HEAD OVER HEELS
TEARS FOR FEARS (Mercury 880 899-7)
- 3 YOU BELONG TO THE CITY
GLENN FREY (MCA 52651)
- 4 WE BUILT THIS CITY
STARSHIP (Grunt/RCA FB-14170)
- 5 PART-TIME LOVER
STEVIE WONDER (Tamla/Motown 1808TF)
- 6 BROKEN WINGS
MR. MISTER (RCA PB-14136)
- 7 NEVER
HEART (Capitol B-5512)
- 8 TAKE ON ME
A-HA (Warner Bros. 7-29011)
- 9 SEPARATE LIVES (LOVE THEME FROM WHITE NIGHTS)
PHIL COLLINS AND MARILYN MARTIN (Atlantic 7-89498)
- 10 SLEEPING BAG
ZZ TOP (Warner Bros. 7-28884)
- 11 SAVING ALL MY LOVE FOR YOU
WHITNEY HOUSTON (Arista AS1-9381)
- 12 I'M GONNA TEAR YOUR PLAYHOUSE DOWN
PAUL YOUNG (Columbia 36-05577)
- 13 YOU ARE MY LADY
FREDDIE JACKSON (Capitol B-5495)
- 14 LAY YOUR HANDS ON ME
THOMPSON TWINS (Arista AS1-9396)
- 15 MONEY FOR NOTHING
DIRE STRAITS (Warner Bros. 7-28950)
- 16 BE NEAR ME
ABC (Mercury/PolyGram 880 626-7)
- 17 LOVIN' EVERY MINUTE OF IT
LOVERBOY (Columbia 38-05569)
- 18 WHO'S ZOOMIN' WHO
ARETHA FRANKLIN (Arista AS1-9410)
- 19 ONE OF THE LIVING
TINA TURNER (Capitol B-5518)
- 20 ALIVE & KICKING
SIMPLE MINDS (A&M/Virgin AM-2738)
- 21 AND WE DANCED
HOOTERS (Columbia 38-05568)
- 22 ELECTION DAY
ARCADIA (Capitol B-5501)
- 23 PERFECT WAY
SCRITTI POLITTI (Warner Bros. 7-28949)
- 24 SISTERS ARE DOIN' IT FOR THEMSELVES
EURHYTHMICS AND ARETHA FRANKLIN (RCA PB-14214)
- 25 SMALL TOWN
JOHN COUGAR MELLENCAMP (Riva/PolyGram 884 202-7)
- 26 TONIGHT SHE COMES
THE CARS (Elektra 7-69589)
- 27 WALK OF LIFE
DIRE STRAITS (Warner Bros. 7-28878)
- 28 ONE NIGHT LOVE AFFAIR
BRYAN ADAMS (A&M AM-2170)
- 29 LOVE THEME FROM ST. ELMO'S FIRE
DAVID FOSTER (Atlantic 7-89528)
- 30 SO IN LOVE
ORCHESTRAL MANOEUVRES IN THE DARK (A&M/Virgin AM-2746)

COUNTRY

- 1 CAN'T KEEP A GOOD MAN DOWN
ALABAMA (RCA PB-14156)
- 2 I'LL NEVER STOP LOVING YOU
GARY MORRIS (Warner Bros. 7-28947)
- 3 SOME FOOLS NEVER LEARN
STEVE WARINER (MCA 52644)
- 4 TOO MUCH ON MY HEART
THE STATLER BROTHERS (Mercury 884 016-7)
- 5 TOUCH A HAND, MAKE A FRIEND
THE OAK RIDGE BOYS (MCA 52646)
- 6 HANG ON TO YOUR HEART
EXILE (Epic 34-05580)
- 7 ANGEL IN YOUR ARMS
BARBARA MANDRELL (MCA 52645)
- 8 I DON'T MIND THE THORNS (IF YOU'RE THE ROSE)
LEE GREENWOOD (MCA 52656)
- 9 I WANNA SAY YES
LOUISE MANDRELL (RCA PB-14151)
- 10 THIS AIN'T DALLAS
HANK WILLIAMS, JR. (Warner Bros./Curb 7-28912)
- 11 WHO'S GONNA FILL THEIR SHOES
GEORGE JONES (Epic 34-05439)
- 12 LIE TO YOU FOR YOUR LOVE
THE BELLAMY BROTHERS (MCA/Curb MCA-52668)
- 13 TWO OLD CATS LIKE US
RAY CHARLES (with HANK WILLIAMS, JR.) (Columbia 38-05575)
- 14 A LONG AND LASTING LOVE
CRYSTAL GAYLE (Warner Bros. 7-28963)
- 15 NOBODY FALLS LIKE A FOOL
EARL THOMAS CONLEY (RCA PB-14172)
- 16 YOU MAKE ME FEEL LIKE A MAN
RICKY SKAGGS (Epic 34-05585)
- 17 I WANNA HEAR IT FROM YOU
EDDY RAVEN (RCA PB-14164)
- 18 THE CHAIR
GEORGE STRAIT (MCA 52667)
- 19 DONCHA
T.G. SHEPPARD (Columbia 38-05591)
- 20 DESPERADOS WAITING FOR A TRAIN
JENNINGS, NELSON, CASH, KRISTOFFERSON (Columbia 38-05594)
- 21 SOMEBODY ELSE'S FIRE
JANIE FRICKE (Columbia 38-05617)
- 22 STAND UP
MEL McDANIEL (Capitol B-5513)
- 23 YOU'VE GOT SOMETHING ON YOUR MIND
MICKEY GILLEY (Epic 34-05460)
- 24 ME AND PAUL
WILLIE NELSON (Columbia 38-05597)
- 25 HAVE MERCY
THE JUDDS (RCA/Curb PB-14193)
- 26 BREAK AWAY
GAIL DAVIES (RCA PB-14184)
- 27 BETTY'S BEIN' BAD
SAWYER BROWN (Capitol/Curb B-5517)
- 28 IN ANOTHER MINUTE
JIM GLASER (MCA/Noblevision MCA-52672)
- 29 MORNING DESIRE
KENNY ROGERS (RCA PB-14194)
- 30 A WORLD WITHOUT LOVE
EDDIE RABBITT (RCA PB-14192)

BLACK CONTEMPORARY

- 1 THE OAK TREE
MORRIS DAY (Warner Bros. 7-28899)
- 2 PART-TIME LOVER
STEVIE WONDER (Tamla/Motown 1808TF)
- 3 WHO'S ZOOMIN' WHO
ARETHA FRANKLIN (Arista AS1-9410)
- 4 CARAVAN OF LOVE
ISLEY, JASPER, ISLEY (CBS ASS. ZS4 05611)
- 5 YOU ARE MY LADY
FREDDIE JACKSON (Capitol B 5495)
- 6 EVERYBODY DANCE
TA MARA AND THE SEEN (A&M AM 2768)
- 7 YOU WEAR IT WELL
EL DeBARGE with DeBARGE (Gordy/Motown 1804GF)
- 8 I WISH HE DIDN'T TRUST ME SO MUCH
BOBBY WOMACK (MCA 52624)
- 9 SILVER SHADOW
ATLANTIC STARR (A&M AM 2766)
- 10 WAIT FOR LOVE
LUTHER VANDROSS (Epic 34-05610)
- 11 I'LL BE GOOD
RENE & ANGELA (Mercury/PolyGram 884 009-7)
- 12 EATEN ALIVE
DIANA ROSS (RCA PB-14181)
- 13 "MIAMI VICE" THEME
JAN HAMMER (MCA 52666)
- 14 (KRUSH GROOVE) CAN'T STOP THE STREET
CHAKA KHAN (Warner Bros. 7-28923)
- 15 SINGLE LIFE
CAMEO (Atlanta Artists/PolyGram 884-010-7)
- 16 A LOVE BIZARRE
SHEILA E. (Paisley Park/Warner Bros. 7-28890)
- 17 STAND BY ME
MAURICE WHITE (Columbia 38-05571)
- 18 PARTY ALL THE TIME
EDDIE MURPHY (Columbia 38-05609)
- 19 YOU LOOK GOOD TO ME
CHERRELLE (Tabu/CBS 34-5608)
- 20 OH SHEILA
READY FOR THE WORLD (MCA 52636)
- 21 FALL DOWN (SPIRIT OF LOVE)
TRAMAINE (A&M AM 2763)
- 22 COOLIN' OUT
DENNIS EDWARDS (Gordy/Motown 1805GF)
- 23 DON'T SAY NO TONIGHT
EUGENE WILDE (Philly World/Atlantic 7-99608)
- 24 GIRLS ARE MORE FUN
RAY PARKER, JR. (Arista AS1-9352)
- 25 THE SCREAMS OF PASSION
THE FAMILY (Paisley Park/Warner Bros. 7-28953)
- 26 COUNT ME OUT
NEW EDITION (MCA 52703)
- 27 THINK ABOUT YOU
WHITNEY HOUSTON (Arista AS1-9412)
- 28 ONE OF THE LIVING
TINA TURNER (Capitol B 5518)
- 29 I CAN'T BELIEVE IT
MELBA MOORE (Capitol B-5520)
- 30 EMERGENCY
KOOL & THE GANG (De-Lite/PolyGram 884 199-7)

RECORDS TO WATCH

YOU'RE A FRIEND OF MINE — Clarence Clemons And Jackson Browne (Columbia)
DO IT FOR LOVE — Sheena Easton (EMI America)
WRAP HER UP — Elton John (Geffen)
BURNING HEART — Survivor (Scotti Bros./CBS)
LOVE IS THE SEVENTH WAVE — Sting (A&M)

EVERY DAY — James Taylor (Columbia)
FACE THE FACE — Pete Townshend (Atco/Atlantic)
HOME AGAIN IN MY HEART — Nitty Gritty Dirt Band (Warner Bros.)
ONLY IN MY MIND — Reba McEntire (MCA)
THE LEGEND AND THE MAN — Conway Twitty (Warner Bros.)

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Coin Machine



AT THE WILLIAMS BASH — Among the new products introduced at the Oct. 30 distributor sales meeting sponsored by Williams Electronics Games, just prior to the opening of AMOA Expo '85, was the "4-In-One" conversion game in all four play themes. Williams Barry Oursler (photo 1, l-r); and Irwin Knigin gave distributors a firsthand demonstration of how quickly the conversion can be made — in a matter of minutes. The factory's design team of (photo 2, l-r): Steve Kordek and Barry Oursler with their "Comet" masterpiece. Williams' Joe Dillon, who did a terrific job as emcee, (photo 3, l-r): with Phil Sternberg of Eastern Dist., who accepted an award for Highest Percent Sales Increase 1985. One of the awards for Best Penetration In a Sales Territory went to Greater Southern Dist. (photo 4, l-r) with Morris Piha accepting. The award for Top Distributor Far East was presented to Taito Corp. (photo 5, l-r) and Akio

Nakanishi is pictured accepting the award from Dillon. Here are Bert Betti and Joe Cirillo (photo 6, l-r) of Betson Enterprises accepting their award as Top Distributor U.S. 1985. Laniel Automatic, with Jean Coutu accepting (photo 7) was honored as Top Distributor Canada 1985. One of the awards for Highest Percent Sales Increase went to Cleveland Coin and was accepted by company proxy Ron Gold (photo 8, l-r). At the conclusion of the meeting Williams hosted a buffet dinner which everyone enjoyed — and we must mention that Joe Dillon, Williams vice president-sales, excelled in the product presentation and as emcee of the evening's festivities. Event attracted an outstanding turnout of distributors from throughout the U.S., as well as from Australia, Germany, Italy, Japan, Canada, et. al.

Mondial Adds To Sales Staff

CHICAGO — Anthony P. Yula, general manager of Mondial International Corp. (Springfield, NJ) announced that Louis J. Padmos has recently joined the Mondial sales staff as a sales representative covering the New Jersey area.

Padmos comes to Mondial with an extensive background in sales, his previous position being with a prominent manufacturer of parts for the coin operated industry.

Padmos will be working out of the Mondial office in Springfield, New Jersey, which is located at 55 Fadem Road.

New Staff Appointments At IDEA

CHICAGO — Don DeVale, president of IDEA (Industrial Design Electronic Associates) announced two new appointments to the IDEA staff.

Leo Finn is the firm's new customer service manager. His experience in the coin machine business includes five years of service with the Bally organization.

Appointed as vice president of marketing is Ben Rochetti, a 16 year veteran of the coin-

op industry. Rochetti was with Empire Distributing prior to its acquisition by Bally. He also served as director of sales for Stern Electronics and as vice president of the Game Division of Wico Corporation.

Jim Tondelli, formerly director of sales at IDEA, has been promoted to vice president of sales for the Sycamore, Illinois based company.

Marsh New AMOA President

(continued from page 40)

Other officers for the 1985-86 term are: Richard Hawkins (president of D&R Star-Rochester, MN), first vice president; Walter G. Bohrer, Jr. (Hastings Dist. Milwaukee, Wis.), secretary; and Clyde F. Knupp (pres-

ident of Amuse-O-Matic Co.-Fort Dodge, Iowa), treasurer.

In addition, there will be three AMOA vice presidents and 10 directors to the board taking office this year.

New Products, New Subsidiary Revealed At Williams Meeting

(continued from page 40)

can switch from one game concept to another in a matter of minutes.

Another of the new models presented was "High Noon," a mechanical gun game with 36 programmable targets and 12 missions, in two-piece cabinetry. Dillon fully demonstrated the unique gun action and play features of this game — and thoroughly enjoyed doing it.

new subsidiary

Also revealed at this meeting was the formation of a new Williams division, Williams Telephone Co. Inc. (Wiltelco) and the release of the model 5000 Intelligent Pay Phone. John Huggleston, national sales and marketing manager of this new division, briefly apprised distributors of the many features and state-of-the-art technology of this new product. "The 5000 will be the best phone with the most features and the most competitive price in the marketplace . . . and, most importantly, it will have the Williams name to back it," said Huggleston. The model will be available in February of 1986.

In winding up the presentation Dillon indicated that Williams has at least two video

projects under development.

awards

At the conclusion of the meeting Dillon presented achievement awards to a number of distributors on behalf of Williams. Tiffany obelisks were presented to Nova Apparate as Top Distributor in Europe, 1985 (Hans Rosenzweig accepted); Betson Enterprises as Top Distributor in U.S. 1985 (Bert Betti and Joe Cirillo accepted) and Taito Corporation as Top Distributor Far East 1985 (Akio Nakanishi accepted). Tiffany crystal pencil paper-weights were presented to the following firms for Best Territorial Sales 1985: Brady Distg.; J&J Distributors (Kelly Flynn accepted); Greater Southern Dist. (Morris Piha accepted); and Bally Northeast (Rick Kirby accepted). Solid brass replicas of an antique pencil sharpener were presented to the following for Highest Percentage Sales Increase 1985; Eastern Music (Phil Sternberg accepted); Cleveland Coin (Ron Gold accepted) and Albert Simon Dist. (Dick Simon accepted).

Equipment Spotlight

Cybernaut

"Cybernaut" is the latest pingame from Bally Midway — and "the most powerful weapon in the battle for pinball control," according to vice president of sales Steve Blattspieler.

In this game the player takes on the Ion Generators in an explosive pinball adventure, becomes a daring cybernetic ranger and enjoys plenty of heated play action. With a challenging playfield and sound system, Cybernaut has all the power necessary to conquer the future of pinball!

Cybernaut features an enhanced sound system with noise effects and tones designed to attract the player's attention and thus generate increased play. With the special Replay/Extra Ball/Novelty modes, operators have flexibility to control replay balls and scoring when Special is awarded.

Further information about the new model may be obtained through authorized Bally Midway distributors.



CASH BOX COIN MACHINE

ALPHABETIZED TOP 100 SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

A Love (Sister Fate—ASCAP)	90	Everyday (Peer International—BMI)	76	Oh Sheila (Ready For The World/Excalibur Lacey/Trixie Lou—BMI)	23	Sun City (Not Listed)	65
After The (Eel Pie)	71	Face The (Eel Pie/Towers Tunes—BMI)	69	One Night (Adams Communications/Calypto Toonz—PROC/Irving—BMI)	22	Sunset Grill (Cass County/Kortchmar—ASCAP) ..	60
Alive & Kicking (Colgems-FMI—ASCAP)	18	Fortress (Magnetic rep. by Regatta/Illegal adm. by Atlantic—BMI)	55	One Of The (Makiki adm. by Arista—ASCAP)	19	Take On Me (ATV—BMI)	7
All Of Me (Dat Richfield Kat—BMI/Songs Can Sing—ASCAP)	94	Four In (Kid Bird/Rough Play—BMI)	80	Part-Time (Jobete/Black Bull—ASCAP)	6	Talk To (Fallwater—ASCAP)	48
America (Controversy—ASCAP)	46	Freedom (Golden Torch—ASCAP)	63	Party All (Stone City adm. by National League—ASCAP)	37	Tarzan Boy (Screen Gems—EMI—BMI)	72
And She (Index/Bleu Disque adm. by WB—ASCAP)	50	Freedom (Chappell—ASCAP)	100	Perfect Way (Jouissance/WB—ASCAP)	25	Tears Are (Kiss—ASCAP)	56
And We Danced (Dub Notes/Human Boy—ASCAP) ..	40	Goodbye (Kid Bird/Rough Play—BMI)	66	Que Te (Carbert/Megasongs—BMI)	83	That's What (Carole Bayer Sayer/Warner-Tamperlane—BMI/New Hidden Valley/WB—ASCAP) ..	49
Be Near (Neutron/10 adm. by Nymph—BMI)	12	Girls Are (Raydiola—ASCAP)	30	Remo's Theme (Tranquility Base adm. by Arista—ASCAP)	99	The Big Money (Core—CAPAC)	89
Blue Kiss (Kirsch Kett/Before E—ASCAP)	96	Head Over (Virgin. adm. by Nymph—BMI)	3	Running Up (Colgems—EMI—ASCAP)	35	The Night (Joel Songs—BMI)	34
Born In (Bruce Springsteen/Los Guys—ASCAP) ..	92	Hold Me (Kaela/Dill Dough Bean—ASCAP)	98	Saving All (Prince Street—ASCAP/Screen Gems/EMI—BMI)	9	The Oak Tree (Ya D Sir—ASCAP)	73
Boy In (Liesse—ASCAP)	41	Home Sweet (Warner-Tamerlane/Nikki Sixx/Vince Neil/Tommy Lee—BMI)	84	Separate Lives (Stephen Bishop/Gold Horizon—BMI/Pun Music—ASCAP)	5	The Way You (Jobete—ASCAP)	87
Broken Wings (Warner-Tamerlane/Entente—BMI) ..	8	Hurts To Be (Black Keys—BMI)	53	Shock (Clean Sheets/Neup Songs—BMI)	91	To Live (Chong adm. by WB—ASCAP)	51
Burning Heart (Holy Moley/Rude—BMI/WB/Easy Action—ASCAP)	39	I Miss (Spectrum VII—ASCAP)	33	Sidewalk Talk (House Of Fun—BMI/Webo Girl—ASCAP)	74	Tonight It's (Adult—BMI/April—ASCAP)	93
Charm The (Pop 'n' Roll/See This House—ASCAP) ..	68	I'll Be Good (A La Mode—ASCAP)	54	Sisters Are (RCA/Blue Network—ASCAP)	29	Tonight She (Lido—ASCAP)	36
Cherish (Delightful—BMI)	52	I'm Goin' Down (Bruce Springsteen—ASCAP) ..	59	Sleeping Bag (Hamstein—BMI)	16	Too Young (Foster Frees/Garden Rake/Oremwood—BMI/April/Stephen A. Kipner—ASCAP) ..	64
Communication (Bungalow adm. by Ackee/Tritec/Virgin—ASCAP)	85	I'm Gonna Tear (Irving—BMI)	15	Small Town (Riva—ASCAP)	31	Walk Of (Chariscourt adm. by Almo—ASCAP) ..	38
Conga (Foreign Imported—BMI)	61	I Lay Your (Zomba—ASCAP)	11	Small Town Girl (John Cafferty—BMI)	70	We Built (Little Mole/Zomba/Petwolf/Intersong—ASCAP/Tuneworks adm. by Arista—BMI)	1
Court Me (New Generation—ASCAP)	79	Like To (Howard Jones/Warner Bros. adm. by Warner-Tamerlane—BMI)	62	So In (Virgin—ASCAP/Charisma/Unichappel—BMI)	26	We Don't (Irving—BMI/Myx—PMS)	86
Cry (Man-Ken—BMI)	95	Lonely Of (Riva—ASCAP)	67	Soul Kiss (Music Corp. of America/Fleedleedle—BMI)	28	Weird Science (Music Corp. of America/Maestro—BMI)	88
Dancing In The Street (Jobette/Stone Agate—ASCAP/BMI)	57	Love Is (Magnetic rep. by Regatta/Illegal adm. by Atlantic—BMI)	47	St. Elmo's Fire (Gold Horizon/Foster Frees—BMI) ..	77	Welcome To (House of Cards adm. by Walk On Moon—BMI)	81
Dangerous (Irving/Adams Communications/Calypto Toonz—BMI)	82	Love Theme (Gold Horizon/Foster Frees—BMI) ..	24	Stand By (Rightsong/Trio adm. by Unichappel/ADT Enterprises—BMI)	78	Who's Zoomin' (Gratitude Sky—ASCAP/Bellboy—BMI)	14
Do It (Maz Appeal—ASCAP)	43	Lovin' Every (Zomba—ASCAP)	20			Wrap Her (Intersong—ASCAP)	27
Don't Lose (Phil Collins/Pun/Warner Bros.—ASCAP)	97	"Miami Vice" (MCA—ASCAP)	2			You Are My (Stone Jam/Burnin' Bush—ASCAP) ..	17
Dress You (House Of Fun—BMI)	75	Money For (Chariscourt LTD. adm. by Almo/Virgin—ASCAP)	10			You Belong (Red Cloud/Night River—ASCAP)	4
Election Day (Tritec Ltd.)	21	Never (Makiki adm. by Arista/Strange Euphoria/Know—ASCAP)	13			You're A (Gratitude Sky—ASCAP/Polo Grounds—BMI)	45
Emergency (Delightful—BMI)	44	Object Of (AdeKayeode/Philesto/Harrindur/Keith Diamond/Willesden—BMI)	42				
Everybody Dance (Crazy People/Almo—ASCAP) ..	58						

ALPHABETIZED TOP COUNTRY SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

A Long (Almo/Prince Street—ASCAP/Screen Gems/EMI—BMI)	28	Home Again (W/E/A/Mopage/Screen Gems/EMI/Moon And Stars—BMI)	31	Lost In (Lodge Hall/Two Sons/Warner Bros.—ASCAP/LLEE—BMI)	64	Stand Up (Old Friends/Crosskeys/Tree—BMI/ASCAP)	14
A Moment Of Love (Hapco—ASCAP)	94	Hurt (CBS Miller—ASCAP)	62	Love Talks (Cross Keys—ASCAP/Tree/O'Lyric—BMI)	81	Swallow Your Pride (Phono—SESAC)	98
A World (Briarpatch/DebDave—BMI/Kazzoom—ASCAP)	30	I Could Love (DebDave/Briarpatch—BMI/Mallven—ASCAP)	88	Lovin' Up (Dejamus/Stan Cornelius—ASCAP) ..	100	The Chair (Tree/Larry Butler—BMI)	12
Amber Waves (Mt. Shasta—BMI)	55	I Don't Mind (Warner Tamerlane/Duck Songs/Pullman—BMI)	5	Me And Paul (Willie Nelson—ASCAP)	18	The Climate (Contention—SESAC)	93
American Farmer (Hat Band—BMI)	69	I Don't Want (Tree/Rockin' R/Possey—BMI) ..	46	Meet Me In Montana (Web IV—BMI)	44	The Devil's (Granite/Goldline—ASCAP)	78
Angel (Song Tailors—ASCAP/I've Got The Music—BMI)	15	I Feel (Landers-Roberts—BMI)	47	Memories To Burn (Tree—BMI/Cross Keys—ASCAP)	38	The Legend (Tree—BMI/Cross Keys—ASCAP) ..	39
(Back To The Heartbreak (WB Gold—ASCAP/Warner House—BMI)	53	I Fell (Lynn Schawn/Guyasta—BMI)	73	Money Can't Make Love (Atlantic/Tree—BMI) ..	96	The Night (Algee—BMI/Cross Keys—ASCAP) ..	50
Betty's Bein' (Tall Girl—BMI)	20	I Know (Blue Lake/Hookit—BMI)	84	Morning Desire (Leeds/Patchwork—ASCAP) ..	25	The Part Of Me (Arista—ASCAP)	75
Bop (MHG/Sweet Angel/Web IV—ASCAP/BMI) ..	51	I Sure Need (Uncle Artye—ASCAP)	68	Never Be (Gone Gator—ASCAP)	33	The World Is Round (Doug Peters—BMI)	95
Bourban Cowboy (Jack Fox—BMI)	77	I Tell It (Tree/Cross Keys BMI/ASCAP)	48	Nobody Falls (April/New and Used—ASCAP/Blackwood/Land of Music—BMI)	9	There's No (Mother Tongue/Flying Cloud—ASCAP/BMI)	59
Break Away (Cross Keys/April/Ideas of March—ASCAP)	24	I Wanna Hear (Silver Rain/Dejamus—ASCAP) ..	29	Old School (MCA/Don Schlitz—ASCAP)	40	They Never (Rick Hall—ASCAP)	32
Burned Like (Garwin/Blue Moon/Famous—ASCAP)	61	I Wanna Say (Warner-Tammerlane/Three Ships—BMI)	6	Only In My (Jack and Bill/Reba McEntire—ASCAP)	34	Thing About You (Gone Gator—ASCAP)	58
Can't Keep (Sabal—ASCAP)	4	I'll Never (MCA—BMI/Leeds/Patchwork—ASCAP) ..	2	Perfect Stranger (That's What She Said/Long Tooth—BMI)	76	This Ain't Dallas (Bocephus—BMI)	7
Coffee Brown Eyes (Denny—ASCAP)	72	I'll Still (Mullet/Tapadaro—BMI)	80	Quiet Nights (Duchess—BMI)	79	'Til A Tear (April/Shallowfork—ASCAP)	90
Desperado Waiting (Chappell, World Song—ASCAP)	17	I'm Gonna (Rick Hall/Beginner—ASCAP)	71	Real Soon (Southern Artist—ASCAP)	97	Too Much On (Statler Brothers—BMI)	3
Doncha (Rick Hall—ASCAP)	13	I'm Gonna (Chappell—ASCAP/Unichappel—BMI) ..	45	River In (Tree/Roger Miller—BMI)	42	Touch A Hand (Irving/East/Memphis—BMI) ..	21
Down In Tennessee (April/Ideas of March—ASCAP)	66	If It Weren't (Benefit/Monster Beach/Atlantic—BMI)	86	Runaway Go Home (Larry Gatlin—BMI)	54	Two Heart (Nashlon—BMI/Dejamus—ASCAP) ..	49
Feed The Fire (Diro/19 Street—BMI/Alabama Band—ASCAP)	52	If The Phone (Coral Reeler/Willin' David/Blue Sky/Rider/Coconutley—ASCAP/BMI)	26	Safe (Hall-Clement/Bob McDill—BMI/Bibo/Crosskeys—ASCAP)	63	Two Old Cats (WB/Two Sons—ASCAP)	22
Get Back (Silver Fiddle—ASCAP)	37	In Another (Tree/Cross Keys—BMI/ASCAP)	43	She Told Me (Courtland/Artin—BMI)	41	Up On Your Love (Music City—ASCAP)	74
Hang On (Tree/Pacific Island—BMI)	1	It's Such (DebDave—BMI/Mallven—ASCAP)	85	She's Comin' (DebDave/Briarpatch—BMI)	99	What Happened (Dale Morris/Baray—BMI/Figskin—ASCAP)	91
Have Mercy (Irving—BMI)	19	It's Time (Hall-Clement/Hardscuffe—BMI)	35	She's Lovin' (Silverline/Tom Collins—BMI)	70	Who's Gonna (WB/Two Sons—ASCAP/Tree—BMI)	27
Heart Of (Sheddhouse—ASCAP/Screen Gems—EMI/Moon and Stars—BMI)	56	Lie To (Rare Blue/Bellamy Bros./Steeple Chase—BMI/ASCAP)	8	Sheets Of Fire (Tree—BMI)	82	With Just One (Tapadero/Little Shop of Morgansongs—BMI)	92
Here Comes (Loose Ends/Pit Stop—ASCAP) ..	83	Lonely Together (Desert Sands—BMI/Desert Breeze—ASCAP)	89	Some Fools Never (Sweet Baby—BMI)	10	Wouldn't It (Coal Miner's/Sure-Fire—BMI) ..	60
Here Comes (Golden Bridge—ASCAP/Satsuma—BMI)	87			Somebody Else's (Love Wheel—BMI)	16	You Can Dream (Steve Wariner/Siren Songs—BMI)	67

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

A Broken Heart (Flyte Tyme Tunes/Avant Garde—ASCAP)	79	Fall Down (Almo/IPM—ASCAP)	21	Never Felt Like	33	Someone Else's Girl (National League/Ritesonian/ASCAP/American League/Total Image—BMI) ..	71
Alice, I Want (Forceful—BMI)	49	Freedom (Golden Torch Corp.—ASCAP)	87	One Of The Living (Makiki adm. by Arista—ASCAP)	35	Sun City (Manhattan)	74
A Love Bizarre (Sister Fate—ASCAP)	12	Girls Are More (Raydiola—ASCAP)	24	Oh Sheila (Ready For The World/Excalibur Lacey/Trixie Lou—BMI)	23	Tell Me What (National League/Sky Pilot/Van Ross Redding/Platinum Gold—ASCAP)	61
Always And (Rodsongs (PRS)/Almo Music Corp.—ASCAP)	59	Hard-Core Reggae (Amber Pass/Kuwa—ASCAP/Fools Pray—BMI)	94	Object Of (AdeKayeode/Philesto/Harrindur/Keith Diamond/Willesden—BMI)	46	Tell Me Tomorrow (Random Notes/April/Chappell & Co./David Lasley—ASCAP)	60
All Fall Down (Blue Mer/Virgin—ASCAP)	48	Hard Time (Black Lion/RC Songs/ Matak—ASCAP) ..	39	Party All The Time (Stone City Adm. by National League — ASCAP)	19	That's What (Carole Bayer Sager/BMI-New Hidden Valley/WB Music Corp.—ASCAP/Warner Tamerlane Pub. Corp.)	75
America (Controversy—ASCAP)	63	Haven't You Heard (Cachand—BMI)	58	Peanut Butter (Ixta/Island—BMI)	89	The Oak Tree (Ya D Sir—ASCAP)	73
Are You Ready (Hexagram/Modern—BMI)	95	Hold On (Zumbaidah/WB Music Corp.—ASCAP-Fred-dee Dee—BMI)	85	Put Us Together (Off Backstreet/Back Mac/Ruzam—BMI)	99	The Show (Keejue/Mark of Aries—BMI)	16
Baby I'm Sorry (Arrival—BMI)	30	Honey For The Bee's (J&S/Almo Corp.—ASCAP) ..	34	Rap Is Here (Pro-muse/Spido—BMI)	76	The Show Stoppa (Pop Art—ASCAP)	70
Bad Habit (B Goodkey Dark Cloud—BMI)	81	I'll Be Good (A La Mode—ASCAP)	8	Rock The Nation (Temp Co.—BMI)	97	The Screams of Passion (Controversy—ASCAP) ..	38
Big Boss (Conrad Music a Division of Arc/CHS Unart Catalog—BMI)	52	I Can't Believe (Stone Jams/Burnin' Bush—ASCAP)	28	Say I'm Your No. 1 (Terrace—ASCAP)	25	Thinking About (Kashif/The New Music Group/MCA Music—BMI)	29
Break It (Stone City/admin. by National League Co.—ASCAP)	90	If I Rules (Kuwa Inc./Davy D Music)	77	Say You, Say Me (Ole Brampton/Jobete—ASCAP) ..	41	This Is For (Science Lab/Green Star—ASCAP) ..	27
Caravan Of Love (April/Jji—ASCAP)	5	If Looks Could Kill (Eat Your Heart Out Music—BMI)	96	Shake 'Em Down (Pat Richfield/Kat Music—BMI/Songs can sing)	65	Trapped (Moonwalk—ASCAP)	82
Cherish (Delightful—BMI)	93	I Like (Dat Richfield/Kat—BMI/Songs Can Sing—ASCAP)	86	She's Not (Stone Jam/Burnin' Bush—ASCAP) ..	36	Urgent (Somerset Songs/Evansongs—ASCAP) ..	78
Colder Are (Kichelle—ASCAP/Johnny Yuma—BMI)	55	I Miss You (Spectrum VII—ASCAP)	100	She's Not (Stone Jam/Burnin' Bush—ASCAP) ..	36	Wait For Love (Uncle Ronnie's/April/Dillard—BMI)	13
Condition Of The Heart (Kashif—BMI/MCA—BMI) ..	66	I Want To Feel (Amazement—BMI)	69	She's Not (Stone Jam/Burnin' Bush—ASCAP) ..	36	What You Been Missin' (Willesden/Keith Diamond/Jo Skin—BMI)	64
Coolin' Out (Jobete/Wese/Nannacub—ASCAP/Tuneworks—BMI)	44	It Doesn't Really (Troutman's/Saja—BMI)	51	She's Not (Stone Jam/Burnin' Bush—ASCAP) ..	36	Who Do You Love (Bernaru Wryu/i/Mchoma—BMI)	32
Could It Be (Hills Hideaway/Veriena—BMI)	72	I Wish He Didn't Trust (Pea Pod/Pass It On/Skrabue/Legs—ASCAP)	7	She's Not (Stone Jam/Burnin' Bush—ASCAP) ..	36	Who's Zoomin' Who (Gratitude—ASCAP/Bellboy—BMI)	4
Count Me Out (New Generation—ASCAP)	26	Just Another Lonely (Downstairs/Piano—BMI) ..	88	Single Life (Larry jr.—BMI/All Seeing Eye—ASCAP)	10	You Ain't Fresh (Lido/Yeldarps—BMI/ASCAP) ..	62
Curiosity (Almo/Crimson/Irving—BMI)	31	Let Me Kiss (ABKCO Music—Ashtray—BMI)	83	Somebody Took (Ackee/Upward Spiral/Security Hog—ASCAP)	45	You Are My Lady (Stone Jam/Burnin' Bush—ASCAP)	2
Dance Electric (Controversy—ASCAP)	92	Let My People (Skeco/Carijundee/Barjoshah—ASCAP)	73	Spend The Night (Stone City/Adm. by National League Music—ASCAP)	47	You Are The One (Wimot/Sloopus/Very Terry—ASCAP)	93
Digital Display (Ready For The World/Excalibur Lacey/Trixie Lou—BMI)	56	Make Your Move (Wun Tun—ASCAP)	43	Stand By Me (Rightsong/Trio/ADT ENT/BMI)	11	You Look Good (Flyte Time Tunes—ASCAP)	22
Don't Say No (Philly World Music—BMI)	20	Miami Vice Theme (MCA—ASCAP)	17	Still Smokin' (Hugabut—ASCAP)	80	You Wear It Well (Jobete—ASCAP)	9
Eaten Alive (Gibb Brothers adm. by Unichappel/Mjac-adm. by Warner Bros.—BMI)	14	More Than Friends (Duchess MCA/Perk's—BMI) ..	53	Stop Playing On Me (Fresh Ideas/MCA—ASCAP)	37	Your Personal Touch (Warner-Tamerlane Pub. Corp.—Song-A-Tron—BMI)	57
Emergency (Delightful Music Ltd.)	40	More Than (Jobete Co./R.K.S. Music & Concited Inc./admin. by Jobete Co.—ASCAP)	53			Your Place (Bar-Kays/Warner-Tammerlane—BMI) ..	91
Everybody Dance (Crazy People/Almo Corp.—ASCAP)	6	Mr. D.J. (Extra Slick/Eastborn/Frenchy Mac—ASCAP)	50				

Paul McCartney



SPIES LIKE US

NEW 7" + 12" SINGLE

12" PARTY MIX + PREVIOUSLY UNRELEASED MY CARNAGE
TITLE SONG FROM THE WARNER BROS. MOTION PICTURE

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