

# CASHBOX

June 4, 1983

NEW FACES TO WATCH  
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Wall of Voodoo

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Def Leppard

# NUMBER

# 33

# AND THE MOVIE HASN'T EVEN OPENED YET!



The Bee Gees' smash single, "The Woman In You," from the original soundtrack of Paramount Pictures' "Staying Alive," sequel to "Saturday Night Fever." The fever is rising again.



Produced by Barry Gibb, Robin Gibb, Maurice Gibb,  
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# CASH BOX

THE INTERNATIONAL MUSIC / COIN MACHINE / HOME ENTERTAINMENT WEEKLY

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## EDITORIAL

## Thank You

It somehow seems appropriate that we enter Black Music Month just as the industry seems to be showing the first really positive (and concrete) signs of a recovery. We are still in on what we hope is the tail end of this disastrous recession, but there is more and more every day to suggest that the worst is over.

And if we may be permitted an observation, it seems that black music is intimately involved in the recovery. For example — Michael Jackson's more-than-we-could-have-hoped-for success with the "Thriller" LP is the best-selling album in years and has brought back a sense of excitement to the music; Motown, without a doubt the cornerstone of black music in the world today, is busy celebrating its 25th Anniversary with a *joie de vivre* that brings back memories of past years; Prince, once confined to an audience of cultists, is beginning to expand the

horizons of everyone who loves rock 'n' roll; and this doesn't even address the boost provided by the synthesis of Black American urban dance music and English synthesizer-driven rock.

The litany goes on and on (we couldn't possibly have mentioned everyone who has had a hand in this), but the point remains that black music is more than deserving of at least a month. The black music industry survived the recession on its own terms, and now it is showing us the way out.

This year, the Black Music Assn. (BMA) has adopted as its theme, "Black Music Is Universal." When he first proclaimed it five years ago, President Jimmy Carter sought to recognize the contributions of all involved, past and present, when he made Black Music Month an official national observance.

We at **Cash Box** couldn't agree more.

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### ON THE COVER

Formed in 1977, Mercury/PolyGram recording group Def Leppard began its rock 'n' roll career much like many other young bands, playing cover versions of songs written by its members' heroes, in this case, Led Zepelin, Marc Bolan, Thin Lizzy and David Bowie. Soon, however, the band tired of merely copying songs and started developing original material with a focus on heavy metal sounds, even though that genre was deemed unhip at the time by the press in its native U.K.

Three years after playing its first gigs, Def Leppard recorded its debut album, "On Through The Night," and worked hard as a backup band for such heavy metal stalwarts as AC/DC and Sammy Hagar. The combo's second album, "High And Dry," was released in 1981, and the group vaulted into the American Top 40, eventually earning a Gold certification for sales exceeding 500,000 units. But even that major success could hardly prepare the group for the tumultuous reception accorded its most recent LP, "Pyromania," which has reached Top Five status on the **Cash Box** Pop Albums chart.



## TOP POP DEBUTS

### SINGLES

32 EVERY BREATH YOU TAKE — The Police — A&M

### ALBUMS

78 PIECE OF MIND — Iron Maiden — Capitol

### POP SINGLE

FLASHDANCE...WHAT A FEELING  
Irene Cara  
Casablanca/PolyGram

### B/C SINGLE

BETWEEN THE SHEETS  
The Isley Brothers  
T-Neck/CBS

### COUNTRY SINGLE

THE RIDE  
David Allan Coe  
Columbia

### JAZZ

LOW RIDE  
Earl Klugh  
Capitol

## NUMBER ONES



David Allan Coe

### POP ALBUM

THRILLER  
Michael Jackson  
Epic

### B/C ALBUM

THRILLER  
Michael Jackson  
Epic

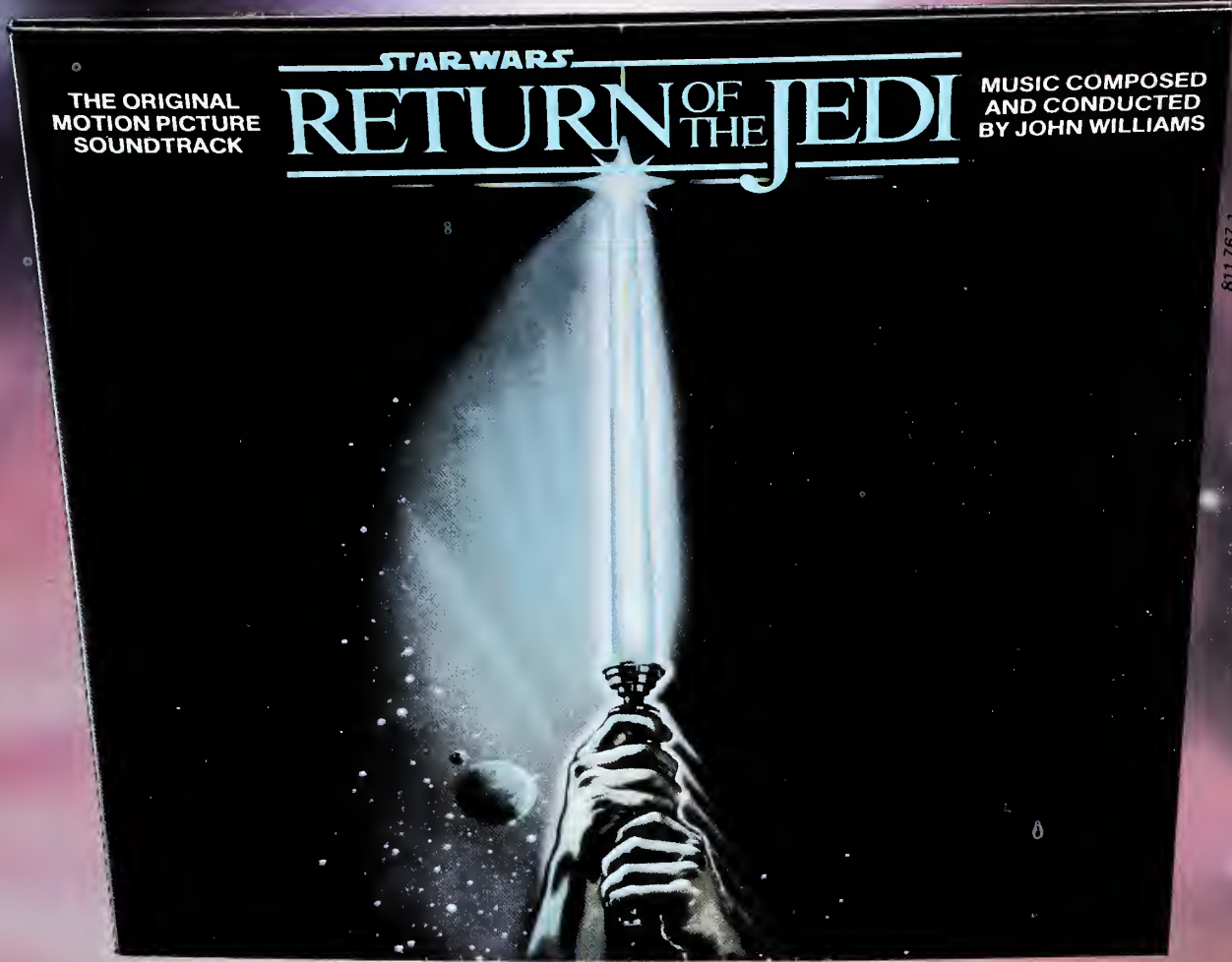
### COUNTRY ALBUM

THE CLOSER YOU GET  
Alabama  
RCA

### GOSPEL

THE JOY OF THE LORD IS MY STRENGTH  
Douglas Miller And The True Way Choir  
Gospearl Records

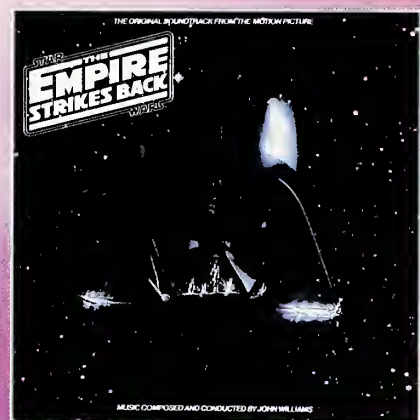
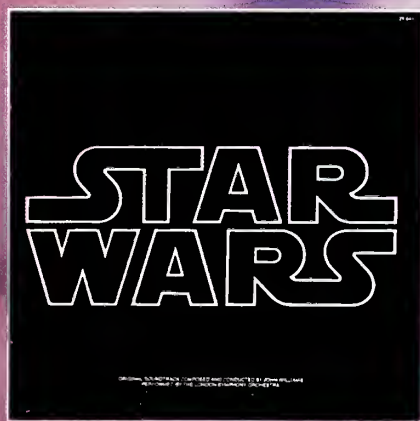




**If just one out of every 162 people who see the movie also buy the soundtrack album, we're platinum.**

Over 325 million people saw the movies *Star Wars* and *The Empire Strikes Back*. These movie fans were so thrilled with the soundtracks, they bought over two million copies!

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Produced by John Williams

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**MARTELL HONORS MUNI** — Scott Muni of New York radio station WNEW-FM was honored recently by the T.J. Martell Foundation For Leukemia and Cancer with its 1983 Humanitarian Award. The event raised nearly one million dollars for research. Pictured at the reception are (l-r): Floyd Ginert, chairman, Martell Foundation; Chris Wright, co-chairman, Chrysalis Group, and 1982 co-honoree; Joyce Bogart, West Coast dinner co-chairperson; Muni; Dr. James F. Holland, chairman, Neoplastic Diseases at Mount Sinai Hospital, and research director, T.J. Martell Foundation Laboratories; Terry Ellis, co-chairman, Chrysalis Group, and 1982 co-honoree; and Tony Martell, president, Martell Foundation.

## 'Marketing Agreement' Inked By Pickwick, Largo Music

by Michael Martinez

LOS ANGELES — The "marketing agreement" that pairs Pickwick rack services with Largo Music, another major rack jobber, will officially begin June 2, when all invoices for Largo Music accounts will carry the Pickwick name, according to Jim Moran, president of Pickwick racks.

The accompanying reorganization makes Largo Music founder Lawrence M. Goldberg senior vice president at Pickwick, joining the company's William A. Hall in a similar position. Goldberg will remain in the Columbus, Md. base that ser-

ved as headquarters when the company opened 10 years ago, while Hall will be based in the Burlingame, Calif., Pickwick office.

While Moran would not reveal dollar prospects for the improvement of Pickwick's business as result of the merger, he noted that Largo Music's \$33 million in annual sales would help the American Can subsidiary derive greater benefits in the sale of records and tapes.

Largo, considered the fourth largest U.S. rack — behind Pickwick, Lieberman and Handleman — maintains a strong sales record in overseas markets, particularly through U.S. Marine shops and other U.S. military stores.

Largo's accounts will join the Pickwick stable, which includes Zody's, Sears, Gemco, Penny's, Montgomery Ward's and Payless. Hall is slated to handle Pickwick and the new Largo accounts, from Hawaii to the Midwest, while Goldberg will handle the East Coast, European markets and activity in Chicago, Des Moines and Minneapolis.

"We're looking for added sales all the time," said Moran, "and this seems to represent that opportunity."

The new arrangement also represented an opportunity to reorganize the Pickwick rack management structure in the com-

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## Twelve-Inch Discs Show Sales Gain Beyond Urban Markets

by Jim Bessman

NEW YORK — Sales of 12-inch disc product are starting to increase significantly outside the configuration's traditional urban market strongholds. A **Cash Box** retailer survey shows 12-inchers, primarily of the new music variety, have picked up heavily as a sales item in smaller markets, particularly in the last six months. Dealers credit the effect of cable music programming in stimulating new demand for the 12-inch product in their areas, as well as club and air play of the discs in some cases. They further expect to see continued sales action now that the major labels seem to be jumping in with both feet.

Most retailers cited the growing strength of new music 12-inch disc product, as opposed to the disco/R&B product that

dominated the configuration in the disco heyday. At the Durham, N.C. headquarters of the Record Bar chain, buyer and product manager Betsy Heady said that sales of R&B and new music 12-inchers were currently running 50-50, but that new music product showed greater potential. She said that new music 12-inch titles had increased in sales, especially in the chain's "non-urban" markets.

"We're seeing these sales increase in markets like LaGrange, Ga.; Terre Haute, Ind.; and Killeen, Texas, and the increase is largely due to customer awareness of the product through cable music programming such as MTV, the Atlanta video channel, HBO's *Video Jukebox*, *Nightflight* and *Radio 1990*," said Heady. "Rural markets now have access to rock videos and stores

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## Blues Makes Big Comeback In Southern Radio Markets

by Harry Weinger

NEW YORK — Blues is experiencing a resurgence on radio in the South. Stations that have been committed to the black contemporary format are reporting a rediscovery of the older black audience that retreated from an onslaught of dance records.

At the core of this trend is Floyd Blackwell, program director of KRNB/Memphis. Black programmers and blues labels agree that Blackwell and his mandatory inclusion of at least one blues track per hour has spurred the return to radio of this traditional black music form. "I filled a void by playing the same stuff everyone else was playing, but including blues cuts," said Blackwell, "and we went to #1 in a year."

The station, which changed its call letters from KWAM-FM, jumped from dead last to an 11 share of the market. Its incredible success was a shock to the many competing black stations in the area and has forced programmers to add blues records.

### Importance Of Blues

Bobby O'Jay, recently appointed operations manager and program director for former leading black station WDIA/Memphis, said, "Blues was the backbone of this radio station and is the backbone of this market. KRNB relit interest in blues in this market." O'Jay went on to say, "I've put in a blues category, and now we play more blues."

Larry Steele, music director of AM outlet WDDJ/Memphis, feels very strongly about the blues in his format. "Blues has never left; blues is not a turn-off," he said. "The blues is a part of our life."

Veteran record promoter Dave Clark, now with Malaco Records in Jackson, Miss., noted the change in attitude. "Floyd B. started the ball rolling," observed Clark. "Until last year, I got all kinds of resistance to the blues. Now stations are asking for the blues."

Gaylord Boyd, music director for WXOK/Baton Rouge, has been mixing the old and the new for a little over a year. "We sandwich Albert Collins, Clifton Chenier and B.B. King in between George Clinton and whatever," said Boyd. "The response has been tremendous."

KYDB/Pine Bluffs, Arkansas is an AM daytimer that began mixing blues in with their regular format about a year ago. Acting general manager Alan Ferguson reports growth is overwhelming, and finds the station neck-and-neck with full-time black music competitor KCAT. "If we can

do so well by playing the blues and only be on the air 15 hours a day," stated Ferguson, "then we will continue to try and reach that audience."

Strong reaction to records aired on specialty shows are forcing programmers to add blues records to the regular format. WKXI in Jackson also plays one blues cut per hour and has had great success with a weekly weekend feature called *Blues Workshop*. Intended as an outlet for blues music that wasn't being played anywhere else, as well as an educational forum, station music and program director Tommy Marshall found he was getting requests during the week for records played on *Blues Workshop*. "We had to add Koko Taylor because of that show," reports Marshall. "We also had a tribute to Lightning Hopkins at the time of his death last year, and we suddenly had requests non-

(continued on page 21)

## Subcommittee In Senate Approves Disc Rentals Bill

by Earl B. Abrams

WASHINGTON — A Senate subcommittee on May 26 cleared an audio rental copyright provision that revises the current right of first sale doctrine. The proposed legislation would require retailers who rent records to the public to secure permission from the copyright holders.

The bill is essentially that proposed by Senator Charles McC. Mathias (R-Md.), chairman of the copyright subcommittee, as amended to ensure that permission is gotten from both the underlying copyright owner as well as the recording copyright owner. This amendment to Senator Mathias' S-32 was urged by Senator Orrin G. Hatch (R-Utah), also a member of the copyright subcommittee.

The audio rental bill must now be approved by the full Senate Judiciary Committee before being submitted for a vote by the entire Senate. At present, the parent committee has not scheduled consideration of the legislation.

Sources at the Senate committee explained that the copyright subcommittee decided to vote on the audio element of the rental legislation because the companion bill (S-33) dealing with the same protection for video copyright owners was more complicated and is involved in litigation. This

(continued on page 38)



**POINTING THE WAY** — Planet recording artist June Pointer was recently at RCA Records' New York headquarters to celebrate the release of her debut solo LP, "Baby Sister." Pictured at the party are (l-r): Bill Staton, division vice president, black music marketing, RCA Records; Pointer; and Robert Wright, division vice president, black music A&R, RCA.

## BUSINESS NOTES

## NARM Indie Distribs Meeting Set

NEW YORK — The newly appointed advisory committee for the National Assn. of Recording Merchandisers (NARM) independent distributors will meet at the Amfac Hotel in Dallas on June 23. Topics slated for discussion include planning for the second annual Independent Distributors Conference, scheduled for Sept. 30-Oct. 2 in West Palm Beach, Fla. Further definition of duties for the soon-to-be-hired independents' lobbyist; and how to enlist support for the independents from ancillary businesses such as pressing plants, tape duplicators and album jacket and tape box manufacturers.

According to Dan Davis, vice president, NARM, there "have been commitments" already from some of those outfits, but they will not be finalized until after the Dallas meet. Davis added that the committee meeting will also seek to finalize funding for the independents' proposed public relations campaign, aimed at luring labels away from their distribution deals with the majors (**Cash Box**, April 23).

The new committee, appointed by Lou Fogelman, president, NARM, is chaired by Billy Emerson of the Texas-based Big State Distribution. Other committee members include: John Cassetta, Alpha, New York; Tony Dalesandro, M.S., Illinois and Georgia; Warren Hildebrand, All South, Louisiana; George Hocutt, California Record Dist.; Steve Marmaduke, Western Merchandisers, Texas; Ron Schafer, Piks, Ohio; James Schwartz, Schwartz Bros., Maryland; Leonard Silver, Action Music, Ohio; and Jerry Winston, Malverne, New York.

## NARAS Reveals President Awards

LOS ANGELES — The National Assn. of Recording Merchandisers (NARM) was among organizations and individuals in music related fields that were honored with the President's Merit Award by the National Academy of Recording Arts and Sciences (NARAS).

NARM received its award for its 25th anniversary, and in appreciation of its integration of the artistic value of music with retail and wholesale distribution.

Other winners included 3M, the Recording Industry Assn. of America (RIAA) for its 25 years of service as a liaison between the industry and various levels of government; Berry Gordy, chairman of Motown Records, for having guided the company through 25 years and developing some of the business' most noted talent; *Phonolog*, for its 35 years of documenting the industry's growth; and the Country Music Assn. (CMA), for its 25 years of supporting, promoting and expanding country music worldwide.

Presidential Merit Awards earlier this year were also given to Pierre Cossette of Pierre Cossette Prods. who has served as executive producer of the live Grammy Awards telecast since they commenced in 1971, and to Christine Farnon, national executive director of NARAS since the Academy's inception 25 years ago.

## Two RIAA Shipping Guides Are Updated

NEW YORK — Both the Recording Industry Assn. of America's (RIAA) *Motor Carrier Freight Shipping Guide* and *Small Shipment Breakpoint Index* publications have been updated and are now available free to all RIAA and RIAA/VIDEO members.

The 1983 edition of the *Motor Carrier Freight Shipping Guide* has been completely revised. Its shipping rules and freight claim sections have been expanded, as has the newly-designed shipping descriptions summary. In addition, a detailed table of contents and cross-reference index have been included.

The updated *Small Shipment Breakpoint Index* contains charts of weightbreaks indicating the most economical shipping procedure. It further shows all pertinent rate adjustments effective through May 1.

Both publications have been developed by Behme Assoc., the consultant to the RIAA/VIDEO Traffic Committee. The subscription to either one includes any updates or revisions published for a one-year period. Further information and extra copies can be obtained through Stephen Tralman, vice president and executive director, RIAA, 888 Seventh Ave., New York, N.Y. 10106, phone (212) 765-4330.

There is a \$20 charge for each publication to non-RIAA members.

## Country Benefit Concert Set For June 2

NASHVILLE — A number of country entertainers, including George Jones and Tom T. Hall, will appear the night of June 2 on the grounds of Franklin High School just outside of Nashville as part of a three-way benefit in aid of Williamson County Youth, Inc., the Williamson County Humane Society and the high school.

Organized by Dixie Hall, wife of singer Tom T. Hall, the four-day event will include a number of other fund-raising activities before wrapping up June 5 with a non-denominational gospel gathering featuring Jeannie C. Riley, Jimmy Snow and the Evangelical Temple Choir and the Mt. Pisgah United Methodist Choir.

Others set to appear June 2 are: the Carter Family, Tommy Cash, Ray Pillow, Little Jimmy Dickens and Melba Montgomery.

## Turtles Is Acquired By N.Y. Investment Firm

NEW YORK — The Atlanta-based Turtles Records & Tapes chain has been acquired by a New York investment firm. According to the 26-store chain's vice president Joe Martin, there will be no changes in operations of the company. Former owner and founder Al Levinson, who opened his first Turtles six years ago, will continue as head of the company.

The buyer is the Clinton Holding Co., which also owns majority stock in the Peoples Drugs chain located primarily in the Washington, D.C./Baltimore area. Peoples Drugs owns Atlanta's Reeds Drugs chain.

## AGAC Sets Songwriters Seminar For June 16

NEW YORK — The American Guild of Authors and Composers (AGAC) Foundation is holding a songwriters' seminar in Cleveland on June 16. The session will take place at the Hollenden House from 10:30 a.m.-4:30 p.m. and will include four workshops.

The workshops are "What Every Songwriter Should Know," covering vital business topics such as contracts and royalties; "The Songwriter's Marketplace," which will look at current songwriting styles and available markets; "Ask-A-Pro," which will be in the form of a question-and-answer discussion; and "Song Critique," which will allow participants to have one of their songs judged by panelists.

The panelists scheduled include Guild president George David Weiss, Guild executive director Lewis Bachman, Guild national projects coordinator Bob Leone, and songwriter Sandy Willbur.

The cost of the session is \$25. Reservations can be made by calling (216) 621-8181, and should be made soon as seating is limited to the first 200 people.

## Motown's '25 #1's Package Spurred By TV Special

by Michael Martinez

LOS ANGELES — The *Motown 25th Anniversary* TV special, aired May 16 over the NBC-TV network, has apparently spurred sales of one of the label's anniversary anthologies, "25 #1 Hits From 25 Years," which has shipped in 200,000 unit quantity since its May 6 shipping date, according to Miller London, vice president of sales for the company.

The TV special, which earned a top Nielsen slot with a 22.8 rating and a 35 audience share, featured a deluge of Motown luminaries — both old and new — from Martha Reeves, the Four Tops, Marvin Gaye, The Supremes, Temptations and Four Tops to The Jackson clan, DeBarges, Hi Inergy and Stevie Wonder.

Many of the songs performed during the program, either during the taping or through clips, are included on the "25" package, which, London said, ran out of the stores following the show's airing.

(continued on page 30)

## WEA Corp. Hikes LP, Cassette Base Prices By 1½%

LOS ANGELES — Warner/Elektra/Atlantic (WEA) Corp. is "moderately" increasing prices, by approximately 1½%, on selected LPs and tapes, effective May 30. The increase affects all LPs and cassettes with a suggested retail list price of \$5.98 or more and all invoicing and issuance of new return authorizations will be in accordance with the new schedule.

With the 1½% hike, LPs and cassettes carrying a \$5.98 suggested list now have a base price of \$3.68, while \$6.98 list product goes up to \$4.30. All \$7.98 suggested list LPs and cassettes now bear a base price of \$4.90, \$8.98 product goes up to \$5.53 and \$9.98 titles move to \$6.13.

Multi-album sets at \$10.98 list have a \$6.74 base price now, while \$11.98 packages go up to \$7.36 and \$12.98 LPs climb slightly to \$7.97.

For wholesalers, a 9% discount will be applied to Pro Rata Share of all purchases. WEA Corp. is also implementing an expanded volume discount structure applying to all retailers and wholesalers "to the extent of their retail involvement" through Dec. 30 of this year, accounts with an annual volume of \$40,000 to \$87,499 are allowed a 1% discount; \$87,500 to \$164,999 gets 3%; \$165,000 to \$324,999 is given 5%; \$325,000 to \$999,999 is granted 7%; and \$1,000,000 is permitted 8%.

In a letter to customers dated May 20, WEA stated that despite "strenuous efforts to avoid price increases on our recorded product," the 1½% raise in base prices was now "necessary."

## Jett Inked To MCA

LOS ANGELES — Following two top-selling albums and the smash single "I Love Rock 'n' Roll" for the Independent Boardwalk label, Joan Jett & The Blackhearts have signed an exclusive recording contract with MCA Records. Jett's first LP for MCA, entitled "Album," is slated for release June 22.

"Album," produced by Kenny Laguna, will be under the MCA/Blackheart logo.

Jett, a former member of all-girl rock group The Runaways, and the Blackhearts' first two albums and several singles sold in excess of 8 million units worldwide. "I Love Rock 'n' Roll," the single, topped the charts for nearly two months last year, while the LP of the same name is double platinum.

## REVIEWS

## ALBUMS

## OUT OF THE BOX



PIECE OF MIND — Iron Maiden — Capitol ST-12274 — Producer: Martin 'Black Night' Birch — List: 8.98 — Bar Coded

Produced by former Deep Purple mate Martin 'Black Night' Birch — the George Martin of heavy metal — Iron Maiden's latest LP is in the same league as Def Leppard when it comes to state-of-the-art brainbashing rock. Showing extremely active sales in its first week of release, "Piece of Mind" features "Eddie," the traditional gnarly skull creature on the front cover, the obligatory quote from Revelations on the back and a major dose of guitar pyrotechnics and full-bodied screams. "Quest For Fire" and "Die With Your Boots On" are just two of the AOR cuts destined for teen acceptance.

## FEATURE PICKS

## POP

MOTOWN SUPERSTARS SING MOTOWN SUPERSTARS — Various Artists — Motown 5310ML — Producers: Various — List: 8.98 — Bar Coded

Out of all the albums Motown is releasing in celebration of the label's 25th anniversary, this collection is undoubtedly the most intriguing — never-before-released, well-known Motown hits sung by other famous artists from the company. Listeners should groove on The Spinners' updated version of Smokey Robinson & The Miracles "Shop Around," Diana Ross' 1977 treatment of Stevie Wonder's "For Once In My Life" and The Jackson Five's rendition of The Four Tops' "Ask The Lonely," among other covers on this historically valuable, made-with-love platter. About the only gripe most Motown fans might have is that there are only nine selections here and not 90.

25 #1 HITS FROM 25 YEARS — Various Artists — Motown 5308ML2 — Producers: Various — List: 9.98

One of the greatest "greatest hits" packages ever released, this two-record set includes Motown chart-topping classics from The Marvlettes "Please Mr. Postman" hit back in 1961 up to Diana Ross and Lionel Richie's monster 1981 single, "Endless Love." Two Supremes blockbusters, three Jackson 5 killer cuts, four Marvin Gaye soulstirrers and other memorable singles from Stevie Wonder, The Temptations, The Commodores and Rick James make this collection one that shouldn't be missed by fans of American R&B/pop. This is an exciting and extremely potent anthology.

(continued on page 10)



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ISSUE DATE: JUNE 25, 1983 ■ AD CLOSING: JUNE 16, 1983

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## REVIEWS

## ALBUMS

(Continued from page 8)

**THE NET** — Little River Band — Capitol ST-12273 — Producers: Little River Band and Ernie Rose — List: 8.98 — Bar Coded

Before Men At Work and INXS, Australia brought the U.S. Little River Band, a group whose singles like "Night Owl" and "Take It Easy On Me" proved there was more to Down Under than just boomerangs and kangaroos. Although Glen Shorrock's vocals have been replaced by John Farnham's, the original core of the band is still the same as when it began back in 1975. In the past seven years, LRB released about a half-dozen memorable mellow-rock albums, and considering the group's loyal following, it's a cinch that "The Net" will be another big seller. "We Two," the disc's first single, is already scaling the charts and this week jockeys into a Top 40 position.

**TOO LOW FOR ZERO** — Elton John — Geffen GHS 4006 — Producer: Chris Thomas — List: 8.98 — Bar Coded

After a major comeback last year with his "Jump Up!" new label LP bow and "Empty Garden," a high charting single about the death of John Lennon, John seems well-poised to score with this second Geffen Records waxing. Guest shots by Kiki Dee and Stevie Wonder add some excitement to the recording, which also sees John reuniting with composing associate Bernie Taupin for the first time since 1978. Expect radio adds on "Whipping Boy," the title tune and "One More Arrow," with the first 45, "I'm Still Standing," currently enjoying Top 25 status on the Pop Singles chart.

**CLASSICS THE EARLY YEARS** — Neil Diamond — Columbia PC 38792 — Producers: Jeff Barry and Ellie Greenwich — List: None — Bar Coded

This enchanting package highlights Diamond's first contributions to the music scene as a pop-rock performer, with a great deal of the material here taken from the mid-'60s Bang Records archives. Diamond's initial smash single, "Solitary Man," and subsequent Top 20 successes, such as "Cherry Cherry" and "Girl You'll Be A Woman Soon" are included, as well as the composition "I'm A Believer," which the Monkees turned into a chart-topper back in 1966. "Shilo," one of Diamond's last hits during this phase of his career during the '60s, is also featured.

**WORKS** — Pink Floyd — Capitol ST-12276 — Producers: Various — List: 8.98 — Bar Coded

Both singles and popular album tracks are included on this "best of" anthology, which traces the group's career up until the "Dark Side Of The Moon" era. Starting off with "One Of These Days," the song which broke the band on commercial AOR stations in the early '70s, Pink Floyd gives listeners an extensive overview of its early years, with such classic cuts as the Syd Barrett-penned "See Emily Play" the stereo masterpiece "Several Species of Small Furry Animals . . ." (which contains such aural sound effects as bees buzzing from speaker to speaker) and the perennial concert favorite, "Set The Controls For The Heart Of The Sun." An unreleased studio song, the 1970 Roger Waters-composed "Embryo," is an added bonus for Floyd fanatics.

**JOURNEY TO A RAINBOW** — Chuck Mangione — Columbia FC 38686 — Producer: Chuck Mangione — List: None — Bar Coded

With classic instrumental numbers like "Feels So Good," flugelhornist/composer/producer Chuck Mangione made

(continued on page 12)

## NEW FACES TO WATCH



## Wall of Voodoo

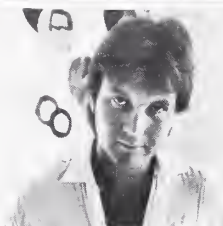
An aggregation of self-styled "Art Monsters" that also doubles as a rock 'n' roll quintet producing music designed for "incurable malcontents," Wall of Voodoo had a colorful, if checkered, career before its first appearance on pop charts with the infectious south-of-the-border ode, "Mexican Radio."

The group originated back in early 1977 when Stanard Ridgway and Marc Moreland met at L.A.'s legendary Masque punk club, located beneath an X-rated movie theatre, and agreed to form a soundtrack firm to write scores for low-budget movies. The company, called "Wall of Voodoo" after the duo's recorded experiments with a Phil Spector-esque "Wall of Sound" aural approach went awry, proved unsuccessful, but Ridgway and Moreland made ends meet another way: by selling giant telescopes and "amazing sea monkeys" in a hairbrained mail order scheme. The next year the band Wall of Voodoo debuted on stage, playing its rejected soundtracks at Hollywood's Immaculate Heart Girls School, but it wasn't until mid-1979 that the group became a full-fledged quartet with the addition of two new members — "claw method" synthesizer tinkler Chas. T. Gray and percussionist Oliver "Joe" Nanini, who plays anvils, pots, pans and whatever else happens to be handy.

An Index/I.R.S. EP was issued in 1980, earning the band a solid local rep as up-and-comers to watch on the basis of an electronic cover of Johnny Cash's classic "Ring of Fire." A full-length album, "Dark Continent," followed a year later and received a smattering of airplay on progressive and new music stations, but it wasn't until summer of 1982 that the group's "Call of the West" LP emerged, along with the "Mexican Radio" single. Even then, the group wasn't fully appreciated by the masses; however, a skillfully-crafted video clip of the single received massive airplay on Music Television: MTV cable network and created a national groundswell of interest in the group.

Ridgway seems thrilled about the way his combo assaulted the airwaves. "Our whole idea from the beginning was to subversively change people's perceptions about what a popular song could sound like," he said. "Actually having a song like 'Mexican Radio' popping out of the radio is exciting . . . it's a pretty odd little song, and to have to go as far as it did was always our goal. We always wanted to make, excuse the term, Top 40 avant-garde music and bridge the gap: pushing the music forward in an innovative manner, but at the same time having something that wasn't elitist or cultist."

When asked to describe the band's schitzo-rock music, Ridgway paused for a moment before replying, "Challenging, but at the same time, catchy. There's a lot of things that are popular-sounding or work in pop formulae but are still challenging. I still consider Brian Wilson and The Beach Boys challenging, so maybe I'm twisted, I don't know."



## Robert Ellis Orrall

"Special Pain," the new five-song RCA mini-LP by Robert Ellis Orrall, is the latest in a series of what he calls "logical steps up the ladder" of a recording career that began when his brother made a tape of his third grade group, The J.B. Four.

"There were only two of us — Jeff and Bob," the singer/songwriter recently recalled. "We always expected two more to come along but they never did."

The tape finds the young Orrall playing a toy drum set and singing songs by prominent influence The Dave Clark 5 with his fellow bandleader. "When I was a little kid, I was into pop bands like the Monkees, the Beatles, the Dave Clark 5, whoever was on Ed Sullivan last was my favorite band."

Orrall remained in bands while growing up in the Boston-area community of Lynnfield, Mass. He was a sixth grader at the time of his first paying gig and vividly remembers the unpleasant experience.

"It was at a kid's birthday party, and no one came. His mother had chips and cokes and it was all decorated and we were all ready to roll but no one showed up. I felt so bad for the kid. I'll never forget it."

Orrall's compassionate lyrics in "Special Pain" are full of this same empathy for others. The title comes from a line in "Tell Me If It Hurts" and refers to "that special pain, the kind we suffer deep inside . . . the pain that's never satisfied."

"(You've Had) Too Much To Think" offers an understanding analysis of a friend who is "crying on the sleeve of the straight jacket" that he "wears so well." And "Facts And Figures" takes a harsh look at the physical and mental interrogation of a rape victim. All of this seems pretty removed from the Ed Sullivan show.

"When I heard 'My Aim Is True,' I decided that I didn't have to write just love songs but that I could right about other things," explained Orrall, singling out Elvis Costello's landmark debut album as a turning point in his writing style. "I started writing about subjects other than relationships, but I also realized that there was a much broader spectrum of things within relationships to write about as well."

The Costello connection is also apparent in the modern pop sound of the album, which was produced by longtime Costello engineer and producer Roger Bechirian.

Then when it came time to record "Special Pain," Orrall went through his "immense" record collection looking for his desired production style. Four of the dozen he picked had Bechirian's name.

"I sent him a tape and he heard it and we got along really well," said Orrall of Bechirian, who produced "Special Pain" in England and is now set to produce half of Orrall's next album in England and the other half in Boston.

Bechirian was also responsible for suggesting that Carlene Carter join in for the current album's outstanding duet tune, "I Couldn't Say No."

## REVIEWS

## SINGLES

## OUT OF THE BOX



**STEVIE NICKS** (Modern 7-99863) **Stand Back** (4:18) (Welsh Witch — BMI) (S. Nicks) (Producer: J. Iovine)

It appears the scenario of success played with Nicks' "Bella Donna" album last year will get a repeat performance in '83 if this track from the forthcoming "Wild Heart" album is any indication. Nicks manages to retain her vamp posture while taking a few turns on the dance floor, making "Stand Back" both familiar and challenging listening.

## FEATURE PICKS

## POP

**THE BEE GEES** (RSO 813 173-7)

**The Woman In You** (4:02) (Gibb Brothers Music (Unichappell Music, Administrator) — BMI) (B. Gibb, R. Gibb, M. Gibb) (Producers: B. Gibb, R. Gibb, M. Gibb, K. Richardson, A. Galuten)

The first single from the *Staying Alive* soundtrack provides an excellent barometer of the changes and similarities in dance music since The Bee Gees landmark *Saturday Night Fever* score. While the keyboards, horns and funk beat make for a tougher sound this time around, the end result is equally tuneful.

**LOVERBOY** (Columbia 38-03941)

**Hot Girls In Irons** (4:05) (Dean Of Music/Blackwood Music Inc. — BMI) (P. Dean, B. Fairbairn) (Producers: B. Fairbairn, P. Dean)

The title of Loverboy's latest suggests the theme of a skin flick, as does the lyric's list of attributes of a girl who keeps "turning on the heat." The hard guitar driven rocker suitably keeps the temp "a hundred above."

**THE HOLLIES** (Atlantic 7-89819)

**Stop In The Name Of Love** (3:06) (Stone Agate Music Division — BMI) (Holland, Dozier, Holland) (Producers: The Hollies, G. Nash, S. Johnston, P. Bliss)

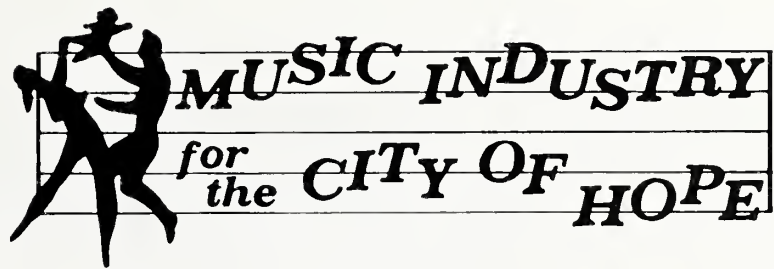
Graham Nash rejoins singer Allan Clarke and the rest of the Hollies for the first time since the "Listen To Me" single in 1968. Together, they sound so good that they make the Supremes' classic their own, which, when you think about it, says plenty.

**MICHAEL JACKSON** (Epic 34-03914)

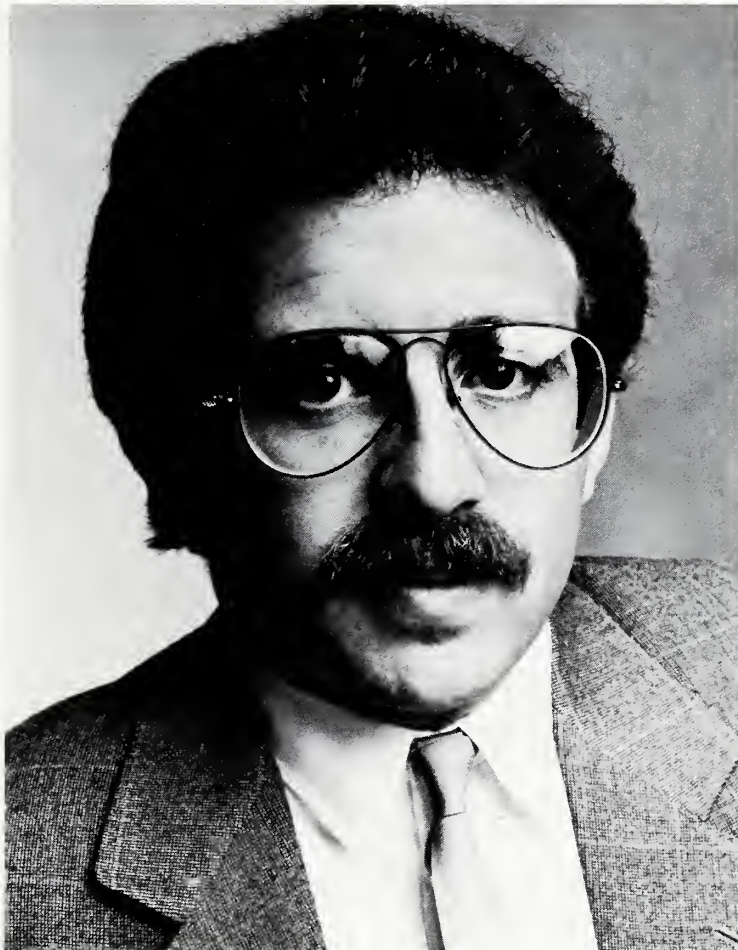
**Wanna Be Startin' Somethin'** (4:15) (Mijac Music Adm. by Warner-Tamerlane Publishing Corp. — BMI) (M. Jackson) (Producers: Q. Jones, M. Jackson)

Almost any cut from "Thriller" might have been the next single, but this remix of the LP's lead-off track combines all of "Thriller's" best elements: a danceable groove, a superb arrangement and strange but ultimately uplifting lyrics. The groove builds steadily, then explodes in a universal chant borrowed from Manu Dibango's "Soul Makossa." Another smash from

(continued on page 12)



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REVIEWS

ALBUMS

(continued from page 10)

the message of jazz accessible to a far-reaching pop/MOR audience, and on his most recent Columbia effort he serves up another fine sampling of frothy free-flight music. "Love Bug Boogie" and "Chaia's Theme" percolate with short, bubbly horn lines, while other selections including "Song For A Latin Lady," cruise along at a much smoother speed. Able support is provided by flautist/saxman Chris Vadala.

**CITY OF GLASS — Allegiance SA10 — Producers: Matt Hyde with Bob Casale — Llist: 5.98**

Once known around Southern California as The Naughty Sweeties, this four-man aggregation from Los Angeles was playing late-'70s rock clubs with groups like The Go-Go's, The Motels and The Plimsouls when new music was called new wave. Now, with a new name and an assist on synthesizer and production from Devo's Bob Casale, the group makes an auspicious label debut on this four-song mini-album. Best showing here is the combo's signature song, "Amanda (City of Glass)," which alternates between being a low-key romancer and a high-voltage axe attacker.

BLACK CONTEMPORARY

**MAMA AFRICA — Peter Tosh — EMI America SO-17095 — Producer: Peter Tosh — Llist: 8.98 — Bar Coded**

On his second album for EMI America, Jamaican superstar Peter Tosh reggaefies perhaps the best-known rock and roll anthem of all time, Chuck Berry's "Johnny B. Goode," and in doing so may wind up accruing more airplay than ever before. As one of the original Wailers and a strong

solo artist in his own right — with such irie works as "Legalise It" and "I Am The Toughest" to his credit — Tosh is currently among reggae's most powerful and inspired artists, right alongside Jimmy Cliff and Eddy Grant. Studio session stars Robbie Shakespeare and Sly Dunbar help out on several songs here, including "Stop That Train."

**COME ON OVER — Freddie McGregor — RAS Records 3002 — Producer: Freddie McGregor — Llist: 8.98**

The latest chapter in a career that began at age eight, McGregor's "Come On Over" finds the smooth-as-silk vocalist working over an insistent, rock-steady rhythm. Standouts are "Rhythm So Nice," "Shortman," "Shirley Come On Over" and "Natty Dread." Particularly impressive as the first disc produced, arranged and written entirely by McGregor.

NEW AND DEVELOPING

**WHITE FEATHERS — Kajagoogoo — EMI America ST-17094 — Producers: Colln Thurston and Nick Rhodes — Llist: 8.98 — Bar Coded**



As proteges of explosive U.K. technopop act Duran Duran, Kajagoogoo made waves overseas with a #1 smash called "Too Shy" and a Top Five hit entitled

"Ooh To Be Ah" during the last few months. Both of these British chart monsters are included on the group's American debut album, along with other trendy, new music-oriented love songs such as "Magician Man" and "White Feathers." Cynical but synthy, look for Kajagoogoo to claim it's initial U.S. following through KROQ-type radio outlets and MTV cable play.

REVIEWS

SINGLES

(continued from page 10)

Jackson and mentor Jones.

**ROBERT HAZARD (RCA JH-13536) Change Reaction (3:30) (Heroic Music — ASCAP) (R. Hazard) (Producer: R. Hazard)**

Hazard does without the portentous techno effects of his debut single, "Escalator of Life," and instead goes with a straight-ahead, organ-based rocker. The catchy tune grabs immediately and doesn't let go.

BLACK CONTEMPORARY

**MAZE featuring FRANKIE BEVERLY (Capitol B-5221)**

**Love Is The Key (3:59) (Amazement Music — BMI) (F. Beverly) (Producer: F. Beverly)**

The group's latest single is the key to a smile, complete with sounds of an in-studio party. An harmonica solo adds a nice touch, but it's Beverly who gives his all, injecting the sunny sound with irresistible vocal turns while urging the band (and listeners) on to a finger-snapping, ad-lib, a capella out.

**JUNIOR (Mercury 812 397-7)**

**Communication Breakdown (3:32) (Junior Music/SaMusic/Colgems/EMI — ASCAP) (J. Giscombe, B. Carter) (Producer: B. Carter)**

Having established himself last year with a string of hits from his "J!" debut, Brit funkier/songwriter Junior shows no inclination to break stride. "Communication Breakdown" is more ornate than any previous offering from the vocalist, but retains Junior's upbeat style while making a bid for dance floor action.

**FATBACK (Spring SPR-7-3032)**

**Is This The Future? (3:45) (Sign of the Twins/Fired-Up Music — ASCAP) (G. Thomas) (Producers: B. Curtis, G. Thomas)**

Fatback tackles a timely question with a depressing rap look at the present. A smooth male voice details the tough socioeconomic times now and to come, and at the end, a femme soul voice wails in displeasure.

**TEMPTATIONS (Grody 1683GF)**

**Surface Thrills (3:48) (Tuneworks Music Co. — BMI; Adamsongs and Pass It On Music — ASCAP) (D. Lambert, H. Payne) (Producers: D. Lambert, S. Barri)**

The Temps' reunion rolls on with a rock-oriented track from the man responsible for the early '70s hits of the Four Tops and the late '70s re-tooling of the Santana sound. There's a new message this time as the get-down ethic gives way to brotherly advice against mindless partying. The updated sound may recall the Temps' pioneering work with Norman Whitfield.

**DENISE LASALLE (Malaco MAL 2089)**

**A Lady In The Streets (3:41) (Malaco Music — BMI; Wolfville Music — BMI) (D. LaSalle) (Producer: not listed)**

Malaco's success on the Black Contemporary charts is spearheading a return to classic R&B, and this mid-tempo record continues the movement: no beats-per-minute here. LaSalle's self-penned, risqué lyrics give an obvious double meaning to the song's title.

12-INCH SINGLES

**FONDA RAE (Posse POS 1207)**

**Heobah (Hey-O-Bah) (8:04) (W.D. Music/Sandbox/Perez — ASCAP) (F. Rae/F. Perez) (Producers: F. Rae, F. Perez, D. Weiss)**

Although the title suggests a Druid chant, "Heobah" is a bright I'm-in-love tune with an insistent, churning rhythm for dancing, yet relaxed and open enough for listening. Rae scored big last year with

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## REVIEWS

## SINGLES

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"Over Like A Fat Rat," and this breezy groove, her first recording for the Posse label, shows she's no flash-in-the-pan.

**WILL POWERS** (Island DMD 638) (Available in seven-inch, Island 7-99868) **Adventures In Success** (8:05) (Adrenalynn/Ackee/Magnetic — BMI/ASCAP) (L. Goldsmith, R. Palmer, Sting) (Producer: L. Goldsmith)

Will Powers is the *nom de guerre* for photographer Lynn Goldsmith and a cast of talented friends, including Sting, Stevie Winwood, Nile Rodgers, Ellen Foley and Gwen Guthrie. Although the end result is somewhat less than the sum of its parts, this tongue-in-cheek EST on vinyl outing is sure to attract a good deal of attention.

## NEW AND DEVELOPING

**JOHNNY GILL** (Cotillion 7-99859) **Super Love** (3:59) (Perren-Vites Music, Inc. — ASCAP; Bull Pen Music, Inc. — BMI) (F. Perren, K. St. Lewis, E. Wolff) (Producer: F. Perren)



Teen star Stacey Lattisaw discovered Gill in his hometown of Washington, D.C. Only 15 years old himself, Gill makes an impressive

debut with this uptempo pop tune. His strong tenor extolling the virtues of a special woman, soars over a signature Perren production.

## Music Arrangers Fete Green And Arnaud

NEW YORK — Five-time Academy Award winner John Green last week became the first recipient of the American Society of Music Arrangers' President's Award at a presentation at the Castaway Restaurant in Burbank, Calif. The award was made in recognition of his career as music director, composer, conductor, songwriter and arranger for films, television, theater and symphony.

Leo Arnaud, a founder of the society and music director for MGM Studios from 1936-1944, was also honored at the function.

## Vanguard Bows Flip

NEW YORK — Vanguard Records has formed the Flip label as a subsidiary for dance oriented rock. First releases, set for early June, include an EP by the Scottish group Endgames and a 12-inch single by New York's Lex.

John Hammond, former assistant promotions director for Vanguard's O Records, has been named director of promotion for Flip. Hammond will coordinate both radio promotion and publicity for the label. Club promotion will be handled by Heidi Jo Spiegel, manager of dance promotion for Vanguard.

Flip Records will be headquartered at Vanguard's offices at 71 West 23rd Street, New York, N.Y. 10010. The telephone number is (212) 255-7732.

## Sondag Forms Cactus

NEW YORK — Cactus Records has been formed in Chicago by Tom Sondag. The label will be independently distributed and slanted towards Midwest acts. First signing is B.B. Spin, a Chicago-based quintet.

## Melvoin Elected NARAS National President, '83-'84

LOS ANGELES — West Coast musician Mike Melvoin has been named national president of the National Academy of Recording Arts & Sciences (NARAS). Melvoin, who has been serving as president of Los Angeles' NARAS chapter, was unanimously elected by the Academy's national trustees during their mid-May meeting at California's La Jolla Village Inn.

Also elected to NARAS posts were Dan Morgenstern of New York, who was named national first vice president, and L.A.'s Jules Chaikin, who was appointed national security-treasurer. Other national vice presidents from the Academy's chapters will be elected within the next few weeks.

In other moves, the trustees discussed changes in the Grammy Awards, which will be instituted next year. Several eligibility requirements were changed, and the Award categories were increased to a record total of 67 due to the addition of one more video category and two more each to the fields of Latin and gospel music. The trustees also met with Pierre Cosette, executive producer of the annual Grammy Awards shows, to discuss next year's telecast, including the possibility of again having the show last three hours.

Eligibility requirement changes included returning the Song of the Year criterion to songs released on record for the first time during the eligibility period, rather than permitting the entering of any songs released on recordings during that period. Furthermore, the trustees voted to reduce from three to two the amount of entries members would be permitted to make in each category, and from nine to seven the number of fields in which they could vote during the Awards' final round.

## NMPA Nominates 27 For Board Of Directors

NEW YORK — The nominating committee of the National Music Publishers' Assn. (NMPA) has selected 27 nominees to its new board of directors. Eighteen directors will be elected to two-year terms at the annual membership meeting on June 21.

Among the nominees chosen are Joseph Auslander of Edward B. Marks Corp.; Ray Baker of Baray Music Inc.; Al Brackman of T.R.O. Inc.; Leon J. Brettler of Shapiro, Bernstein & Co.; Arnold P. Broido of Theodore Prosser Co.; Tom Collins of Tom Collins Music; Jean Dinegar of Cherry Lane Music Co., Inc.; Ernest R. Farmer of Birch Tree Music Group Ltd.; Lance Freed of Almo/Irving Music; Al Gallico of Al Gallico Music, Corp.; Robert Gordy of Jobete Music Co., Inc.; Sidney B. Herman of Famous Music Corp.; Dean Kay of The Welk Music Group; Chuck Kaye of Warner Bros. Music; Buddy Killen of Tree Publishing Co. Inc.; Leeds Levy of MCA Music; Burton L. Litwin of Belwin Mills Publishing Corp.; William B. Lowery of The Lowery Group; Stanley Mills of September Music Corp.; Ed Murphy of G. Schirmer & Co.; Ralph Peer II of Peer International Corp.; Irwin Z. Robinson of Chappeil & Co., Inc.; Wesley H. Ross of Acuff-Ross Publications, Inc.; Lester Sill of Screen Gems-EMI Music; Hal Spencer of Linns Music Inc.; Mike Stewart of CBS Songs; and Samuel Trust of ATV Music Corp.

## Jarreau Goes Gold

LOS ANGELES — Al Jarreau scored another gold album, this time for his latest Warner Bros. LP, "Jarreau," which has sold over 500,000 units to date according to the Recording Industry Assn. of America (RIAA). The LP features the singer's hit single, "Mornin'."

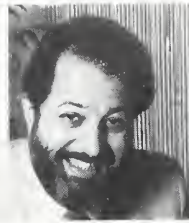
## EXECUTIVES ON THE MOVE



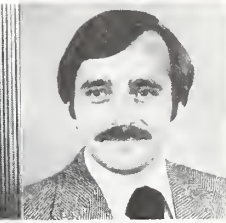
Lau



Foster-Levy



Eagle



Williamson

**Kravitz Named** — Robyn Kravitz has joined Elektra/Asylum Records as director, national album promotion. She was most recently director, modern music promotion for Arista.

**Changes At CBS** — Meta Lau has been appointed manager, A&R for CBS Masterworks. She joined CBS Masterworks in 1981 after serving for one year as a sales assistant at WCBS-AM. Also JoAnn McDermott has been appointed assistant controller, label finance at CBS Records. Prior to this appointment she was analyst, manager and associate director of financial analysis, Columbia Label.

**Scharf Named** — Joe Scharf has been appointed plant manager, Capitol Magnetic Products Division, Glenbrook. He was manager, coating and milling since 1977 and in 1978 moved to the position of manager, coating and slitting.

**Foster-Levy Appointed** — Quincy Jones Publishing has announced the appointment of Jaymes Foster-Levy to professional manager. She comes to the organization from positions as professional manager with Jay Landers Music and United Artists Music.

**Europa Appoints Neel** — Alex Neel has been named New York sales manager for Europa Records. He had previously been with wholesaler/mail-order house Daybreak Express Records, and was general manager of Record Haven.

**Mildner Appointed** — Audio International Productions, Ltd. has announced the appointment of Herbert Mildner as controller. He has over 25 years experience in the entertainment industry in which he has functioned as an accountant and tax advisor.

**Shimmel Named** — Mark Shimmel has joined Regency Artists, Ltd. as an agent in the contemporary music division.

**4 Appointments Announced By Thorn EMI** — Four new appointments have been announced by Thorn EMI Home Video. They are: Larry Beck as western sales manager, home computer software. He comes to Thorn EMI from Emerson Radio Corporation where he was west coast sales manager. Charles Carr as eastern sales manager, home computer software. Previously, he worked for Sony Corp. as eastern sales representative for the blank tape division. Lucinda Anthony as director of communications. Prior to joining Thorn EMI, she was in account management at Dancer-Fitzgerald-Sample. Cathy McAdam as promotion manager. She was promoted from marketing assistant at Thorn EMI Home Video.

**Schneider Named** — Cy Schneider has been named vice president and general manager for Nickelodeon. He joined Nickelodeon as vice president in September 1980 from Ogilvy & Mather Advertising Agency, New York where he was senior vice president, international accounts manager.

**Lauer Joins WASEC** — Dorene Lauer has been named publicist, MTV: Music Television, Warner Amex Satellite Entertainment Company. Before joining WASEC, she was an account executive with the Los Angeles-based Gail Roberts Public Relations.

**Rothschild Named** — Lynda Rothschild has been appointed sales manager at Schwartz Brothers. She joined Schwartz Brothers in 1979 as a field merchandiser and was later promoted to marketing manager.

**Proton Names Eagle** — Proton Corporation has announced the appointment of Jay S. Eagle as executive vice president of its U.S. Division. Eagle, who was formerly sales division manager for Yamaha Electronics Corp., will be responsible for overall administration, as well as marketing and sales at Proton.

**Williamson Appointed** — Nortronics has announced the appointment of Steve Williamson to northeast regional sales manager. He previously worked for Nortronics in 1980 as the western regional sales manager.

**Ardi To McGraw-Hill** — Dr. Dana Beth Ardi has been named special consultant for film and television development at the McGraw-Hill Book Company. As an independent producer, she has several film and television projects in development.

## CPM Taps Holmes Roperry Pacts Visar For Int'l Distribution

NEW YORK — Bob Holmes has been appointed senior vice president and general manager of the Columbia Pictures Music (CPM) Group. He was formerly vice president of Business Affairs for Music for the studio.

Jonathan Dolgen, senior executive vice president of Columbia Pictures, said in making the announcement: "The ever-increasing importance of music in our product and the expanding manner in which it can be published throughout the world in various media requires that we have someone with vision and foresight guiding our publishing activities. Columbia is fortunate in having an individual of Holmes' legal background and broad entertainment experience since he represents a fine melding of both business acumen and creative talent."

Holmes, who will continue his responsibilities at the studio for music business affairs, also heads Columbia's music publishing companies, Golden Torch Music Corp. (ASCAP) and Gold Horizon Music Corp. (BMI). He will continue to report directly to Dolgen.

NEW YORK — Roperry, the New York-based recording/publishing/production/management company, has inked with Visar Records of Canada for distribution of Roperry Records in Canada, France, Mexico and Italy. The first release is expected to be the single "Joggin'" by Patsy, in both English and French versions.

## JAMPOL RESIGNS FROM POLYMEDIA

Polymedia regretfully announces that Jeffrey Jampol, formerly its Executive Producer, is no longer with the company. While Mr. Jampol's current plans are not known at this time, his functions have been temporarily assumed by Alan R. Jampol, Senior Vice President.

(Paid Advertisement)



**LANDSLIDE COVERS HEARTFIXERS** — Landslide Records recently hosted a party in Atlanta to celebrate the signing of local act The Heartfixers. Pictured at the fete are (l-r): Tim Coy and Michael Rothchild, Landslide; and Tinsley Ellis, Mike McCauley, Jim Bullard and "Chicago" Bob Nelson of the group.

## Second Midwest Music Exchange Set For June 24-26 In Chicago

NEW YORK — The Midwest Music Exchange (MMX) will convene its second annual music industry conference June 24-26 at the Bismarck Hotel in Chicago. The three-day schedule is a day longer than last year's symposium and will allow more extensive coverage of all aspects of the industry, as well as individual consultation time with speakers and panelists.

The Exchange gets under way with registration at 9 a.m. on Friday, June 24. Following a general session from 10:30 a.m.-11:30 a.m., seminars are scheduled from 1-2:30 p.m. Running concurrently from 2:30-6:45 p.m. are various trade exhibits, clinics and workshops. A VIP cocktail reception runs from 4:30-6:45 p.m., and at 7:30 p.m., the ChicagoFest competition returns, featuring six Midwest acts chosen from submitted tapes, who are also set to play at this summer's annual ChicagoFest.

The morning schedule for Saturday and Sunday, June 25 and 26, calls for a general session from 9-10:30 a.m. and seminars from 10:30 a.m.-noon. Clinics, workshops, and exhibits will take place on Saturday from noon-6 p.m., as will an "Ask-A-Pro" session. Following dinner on Saturday

## Jermaine Jackson Leaves Motown

LOS ANGELES — Jermaine Jackson, the only member of the original Jackson 5 that remained with Motown, was recently released from his contract with the labels to explore further career potential as a solo artist, it was announced in a statement from the company.

Commenting on the development, Berry Gordy, chairman of Motown Industries, said, "The parting is not only amicable, but wrapped in love and best wishes for Jermaine's future. After all, Jermaine is married to my daughter, and we love each other very much."

## Cougar Nixes 'US'

LOS ANGELES — Riva/PolyGram recording star John Cougar cancelled his appearance at the Memorial Day Weekend "US '83" music festival last week, reportedly in a dispute over video rights and royalties. Taking Cougar's place on May 30 was Joe Walsh, a performer who originally was pegged to appear on the second day of the rock/C&W fest, May 29, as part of the heavy metal program. Slated to take over Walsh's May 29 spot was hard rock act Quiet Riot. Coincidentally, Cougar was one of the first acts signed to appear at this year's "US" event.

## MUSEXPO '83 Set For Nov. In Acapulco

NEW YORK — This year's MUSEXPO '83, the 9th annual International Record and Music Industry Market, will be held in Acapulco, Mexico, Nov. 1-4.

night from 6-7:30 p.m., "The Best Of The Midwest" talent showcase will return, again presenting five top Midwest acts.

Clinics, workshops and exhibits are scheduled Sunday afternoon from noon-4 p.m. Seminars follow from 4-5:30 p.m., and are immediately followed by the MMX Banquet, hosted by the AVC studio equipment company. Arista Records president Clive Davis is the keynote speaker. Awards will be given for the best creative contribution to the Midwest record industry and for the best business contribution to the Midwest industry.

Following the banquet is a record release party thrown by Our Gang Entertainment in support of the new album by Amusement Park, which will perform.

### Discussion Topics

Among the topics that will be discussed at the seminars are "Music Publishing: Starting On The Right Foot"; "Three R's of Song Revue: Royalties, Rates & Rights"; "Chrysalis, Wherefore Art Thou, Chrysalis? or Why An Indie Label Makes Sense in 1983"; "How The Majors Plan To Survive in the '80s"; "Making a Small Venue Count Big"; "New Music On The Radio: A Change of Format"; "Expanding Your Studio's Business"; "Record Promotion: Broadcast vs. Press"; "Cable Television: Facts and Figures"; "Strategy for Breaking Acts Through Midwest Radio"; "Changing Trends in Record Production"; "Women in the Music Business"; "The ABC's of Marketing for the Music Business"; "Putting a Tour Together: Why & How To Do It"; and "Successful Talent Representation Team."

Among the industry representatives scheduled to attend are Lee Abrams, partner, Burkhardt/Abrams & Assoc.; Murray Allen, president, United Recording Co; Keith Altomare, L.R.S. Records; Cary Baker, music journalist; Howard Bloom, president, Howard Bloom Organization; Steve Casey, operations manager, WLS-AM & FM; Ted Cohen, director, artist development, Warner Bros. Records; Sky Daniels, music director, WLUP-FM; Bob Destocki, Full Moon Records; Scott Forman, president, Metro America Records; Mindy Giles, vice president of marketing, Alligator Records; Arny Granat and Jerry Mickelson, Jam Prods.; Gwen Husney, president, American Artists; Pete Katsis, artist manager; Bruce Kaplan, president, Flying Fish Records; James Mack, independent producer; Linda Mensch, music attorney; Phil Ramone, record producer; Frank Rand, director of A&R, West Coast, Epic Records; John Ryan, independent producer; Charlie Salah, national field service manager, Motown Records; John Sykes, director of programming, MTV; Chuck Toler, First Artists Management; Tom-Tom 34 record producer; Maurice White, president, Chicago International Records; Norm Weiner, program director, WXRT-FM; and Hank Zemola, owner, Tuts showcase club.

## COAST TO COAST

**EAST COASTINGS** — Diana Ross will perform in Central Park this July . . . Summer touring get-togethers are said to include **The Band** for a quick spin around Europe and **Paul McCartney's Give My Regards To Broad Street** band with **Ringo Starr, Chris Spedding** and **Dave Edmunds** . . . Antilles has slated "Synchro System," the second album for the label by **King Sunny Ade & His African Beats**, for release this summer. The title track will also be available as a 12-inch . . . Record collector's monthly bible, **Goldmine**, has been purchased by Krause Publications of Iola, Wisc. Gotham-based **Jeff Tamarkin** stays on as editor . . . Spring Cleaning: A seemingly unending stream of artists flows past the door of our *Coastings* command post. Recent visitors have included **Patrick Simmons, The Bangles, Narada Michael Walden** and **Jim Capaldi**.



**DOUBLE TROUBLE** — Guitarist Stevie Ray Vaughan (r) was recently visited backstage at New York's Bottom Line by Cheap Trick star Rick Nielson. Vaughan's first album, "Texas Flood," will be released by Epic in June.

Herewith, an amalgam of remarks, running from the off-hand to the contrived . . . Percussionist and **Traffic** alumnus Capaldi recently bowed his ninth solo LP, "Fierce Heart," co-produced with former bandmate **Steve Winwood**. Capaldi found the reunion project both familiar and somewhat different. "We fell into our old pattern of working," he said. "Frisbee in the morning, work, lunch, softball, work, dinner and then watching the tapes of the World Cup. I had arranged to stay with Steve for three weeks, but we worked for seven, and it became a great little thing. Steve has become very proficient in the studio and in the business end of it . . . People have never felt Traffic was over. I think Steve and I will have some future reflection of that. In many ways we're still competitive. He was checking me out, and then he had 'Arc Of A Diver' . . . I had worked with him on his first solo record, and I remember there wasn't the openness to getting the basic tracks. Steve just didn't want to lead the sessions the way they needed to be led, and Blackwell was in there saying they were all great" . . . Having been at the helm of **The Doobie Brothers** for a decade, guitarist Patrick Simmons recently release his first solo album, "Arcade," on Elektra Records. As with the Doobie Brothers, Simmons' first single sparked a good deal of crossover interest, with "So Wrong" muscling its way onto dance club playlists: "I just like exploring different avenues," said Simmons. "I've been fooling around with some new things, and I think maybe I'd like to get a little bit further out with mood things like **Peter Dinklage** or **Pink Floyd**. The surface has only barely been scratched with things like drum machines. You can sequence patterns and run through other boards and get new sounds. I think all of it is going to be taken a lot further. It's neat that 'So Wrong' has gotten the action it has, because I really didn't think in those terms, of trying to get a club hit. It was the same thing with the **Chi-Lites** track ('Have You Seen Her'). I listened to it wing up and wasn't really sure how it would turn out if I did it. But I eventually decided to drop the rap, get rid of the horns

(continued on page 38)

**POINTS WEST** — McCabe's concert room in Santa Monica welcomed **John Hiatt** on May 20, performing an all-acoustic set of material from his past five LPs and new songs from his upcoming "The Irony and the Ecstasy" album, due out this August. Playing only guitar, piano and harmonica, Hiatt engaged the West Side folk club's crowd with intense ballads like "Death by Misadventure" and rockers such as the **Bo Diddleyesque** "Falling Up," both of which will be included on his next record with a full band backup. Formerly a songwriter for Nashville's Tree Publishing, Hiatt also sang some of his tunes made famous by other artists, i.e., "Heavy Tears," a #1 country hit for **Conway Twitty** a few years back. Opening the show was **Jonathan Richman's** favorite group, a capella trio **The Baltimoreos**.

Other upcoming dates of note at the small guitar shop/concert spot are June 11, when Texas songstrummer **T-Bone Burnett** takes the stage, and June 4-5, when R&B-funk-gospel-soul-vooodoo howler **Dr. John** appears . . . Although many of the songs on the new **Plimsouls** LP have been featured in the group's live act for the last year or more — pop-rock ditties like "How Long Will It Take?," "Inch by Inch" and "Oldest Story in the World" — lead singer **Peter Case** credits producer **Jeff Eyrich's** magic touch for making the songs exceptionally accessible. "I'm really happy with this one," said band founder Case, who's usually hypercritical of his combo's recorded works and put in overtime to get the sound down right for this major label bow. "We thought it might sound old to some people by now, but Jeff got a very live sound that will make the songs sound fresh even to the people who've heard most of them before," he added. Case & Co. jammed at the Roxy recently to celebrate the release of the "Everywhere At Once" album, and opening for the L.A. pop-rockers was Austin-based trio **The Explosives** . . . Back in the U.S.S.R.: **Men at Work** and a Russian rock group called **Arsenal** were pegged as the featured acts in a two-way satellite-fed program broadcast both in Moscow and at the start of the Memorial Day Weekend US '83 Festival in San Bernardino County, Calif. . . **No Mag**, Los Angeles's quarterly journal of art, music, fotos, and sleazy style, recently published a special "Close Up" edition, chock full of prose by honcho **Bruce Kalbert** and drawings by **Lane Smith** and **Luna Ticks**. Interviews and snaps covering such local folks as **Tex & The Horseheads, Boris & Delores, Tracy Lea of Red Kross** and **Lotus Lane & The Flame Flames**, among others, are spotlighted in the issue . . . Stereocast Prods. director/president **Yuri Zabran**, alleges Columbia Pictures accidentally erased a 90-



**STREET LOVE** — Penthouse Records artist Tonita (r), who sings lead vocals for the group **Threshold**, recently visited KROQ's home base in Pasadena, Calif. Seen here with Tonita is KROQ DJ **Dusty Street**, who was presented with **Threshold's** new mini album containing the popular cut called "Love Somebody."

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## Line-Up Set For Telluride Country, Bluegrass Festival

NASHVILLE — The 10th Anniversary Telluride, Colo., Bluegrass and Country Music Festival, scheduled to take place the weekend of June 24-26, will feature performances by a number of leading figures in the shaping of contemporary acoustic music.

Veteran Bill Monroe and his Bluegrass Boys, making their first appearance in Telluride, will be joined by fellow festival newcomers Chris Hillman, remembered for his tenure as the Byrds' bassist, Herb Pederson and the David Bromberg Band. Among those returning to the venue from previous years will be Doc Watson, Russell Smith, Peter Rowan, Hot Rize, the latest edition of the New Grass Revival and "dawg" mandolinist David Grisman. As in previous years, a gospel showcase will be held Sunday morning with many of the weekend's performers participating.

Workshops in a variety of areas ranging from instrumental instruction to song promotion will be conducted throughout the weekend, preceded by a two-day competition for bluegrass bands and guitar flatpickers June 23-24. Contestants are required to submit demo tapes to the festival office. Information concerning contestants and tickets is available by writing: Telluride Festival Corp., P.O. Box 908, Telluride, Colo. 81435 or by calling (303) 449-6007 for out-of-state inquires and (303) 449-6007 for Colorado residents.

## VSOP Tour Set

LOS ANGELES — Herbie Hancock, Wynton Marsalis, Branford Marsalis, Ron Carter and Tony Williams are performing around the globe on their V.S.O.P (Very Special Onetime Performance) II World Tour, which began in Sapporo, Japan, May 14. The tour by the premier jazzmen spans three months and includes dates in Paris, London and Holland, in addition to a performance with the current Miles Davis Band at New York's Avery Fisher Hall on June 26.

May dates for the V.S.O.P. II tour include: May 14, Sapporo, Japan; (16) Mito; (17) Yokohama; (18-19) Tokyo; (20) Osaka; (23) Akita; (24-25) Tokyo; (26) Nagoya; (27) Fukuoka; and (28) Kobe. Following the Japanese gigs, the quintet will appear May 30 in Berkeley, Calif., at the Greek Theatre.

During June, the group will appear on the following dates: (4) Baltimore; (5) Washington, D.C.; (7) St. Louis, Mo.; (10) Milwaukee; (11) Philadelphia; (12) Cleveland; (13) Pittsburgh; (14) Toronto, Ontario; (15) Chicago; (18) Los Angeles; (19) Napa, Calif.; (22) Denver; (24) Miami; (25) Hampton, Va.; and (26) New York, N.Y.

In July, the V.S.O.P. gigs include: (1) Buffalo, N.Y.; (2) Saratoga, N.Y.; (3) Montreal, Canada; (8) Paris, France; (9) Holland; (10) Nice; (11) Nimes; (12) Perugia; (13-14) Nice; (16) Pori; (17) Wiesen; (18) Salon; (19) London; (20) Brest; (22) San Sebastian; (23) Montreux; (27) Tel Aviv; (28) Jerusalem; and (31) Cincinnati.

The last month of the tour has four dates planned. Aug. 4, the band will be in Seattle; on Aug. 5, in Vancouver, Canada; on Aug. 6 sees the band in Portland, Ore.; and the final gig is set for Atlanta on Aug. 9.

## Williams Gets 'Star'

LOS ANGELES — Blues/jazz vocalist Joe Williams will be presented with a "star" on the Hollywood Walk of Fame on June 13 at 6508 Hollywood Boulevard. The installation ceremony for Williams' star, #1763, is expected to be attended by local government officials, as well as by luminaries from the music world.



**STEVIE OR EDDIE?** — Stevie Wonder (1), making a rare television appearance, joined Eddie Murphy on NBC-TV's Saturday Night Live program as a guest host on May 7. In the skit depicted above, Murphy played a producer and Wonder portrayed a bad Stevie Wonder imitator singing "My Cherie Amour."

## Styx, Hagar To Headline Sixth Texas Jam

HOUSTON — A&M recording group Styx and Geffen recording artist Sammy Hagar have been scheduled to co-headline the sixth annual Texas Jam, June 18 at the Dallas Cotton Bowl and June 19 at the Houston Astrodome. The festival is being presented again by Budweiser and produced by Pace Concerts.

The 1983 Texas Jam marks the first time in two years that Styx has appeared in the Lone Star State, while Hagar returns after previous performances at the Dallas/Houston fest. Also on the line-up this year are Canadian hard rock trio Triumph and gonzo rocker Ted Nugent, the latter a veteran of the Texas Jam as well.

Tickets for the Jam, priced at \$18.50 for both general admission and reserved seating, went on sale May 21 at all Rainbow/Ticketmaster outlets in Dallas. Ticketmaster in Houston and at various other locations throughout the Gulf Coast region. Included are Hastings Books and Records stores in Abilene, Amarillo, Corsicana, Greenville, Longview, Lubbock, Palestine, Paris, San Angelo, Tyler, Waco, Lawton and Tulsa, Okla., for the Dallas show. For the Houston concert, Hastings Books and Records in College Station, Rainbow Records in Conroe and Flipside, Dillard's and Harbor Playhouse in Corpus Christi are just some of the outlets where tickets are available.

For further information, contact Dal Adamson at Pace Concerts, 1124 Lovett Blvd., Houston, Texas 77006. The phone number is (713) 526-7666.

## Coors To Back Bruce

NASHVILLE — Ed Bruce, MCA recording artist and co-star of the NBC television series *Bret Maverick*, has signed with Coors Beer of Golden, Colo., for a promotional package consisting of personal appearances and broadcast commercials throughout the brewery's 26 state domestic market.

Bruce and his Tennessee Cowboy Band will perform at a number of major concerts sponsored by Coors under the terms of the agreement. Additionally, the tour bus used by the performer will bear specially painted displays of the Coors logo and product. The brewery has further agreed to support each concert with in-store merchandising.

## Largest West Coast Amphitheatre Set

LOS ANGELES — The Pacific Amphitheatre, a concert and entertainment venue under construction in Costa Mesa, Calif., is expected to be the largest center of its kind on the entire West Coast, according to Nederlander Companies spokesperson Stan Sieden. The open-air venue, originally planned to seat 16,200 people, has been expanded to accommodate a crowd of 18,765, with 8,543 fixed seats and 10,222 lawn seats situated along a large grassy knoll.

## The Rockats

THE PALACE, HOLLYWOOD — A small but appreciative crowd of pompadoured and poodle-skirted rockabilly guys 'n' gals came out on a quiet Sunday evening recently to hear the Anglo-American Rockats, a band that was into rockabilly when rockabilly wasn't cool. In existence since 1978, The Rockats — a spirited quintet that fuses strains of R&B, country, rock and soul with a hard boppin' rockabilly base — have had to watch while upstarts like the Stray Cats whizzed past them to become pop darlings... and wealthy in the process.

It'd be enough to frustrate any band. While the Stray Cats play mammoth festivals, the Rockats played to a quarter full house in a trendy high tech dance club on the slowest night of the week. Yet, if the Rockats are disappointed they sure don't let it show onstage. This high decibel act is exuberant and if their songs, mostly from the RCA LP "Make That Move," didn't grab the crowd right off, their sheer energy did.

English frontman Dibbs Preston, with his blonde boyish good looks, was particularly engaging, while Smutty Smith, playing a big old white standup bass, combined amusing showmanship with solid playing. Ever moving and constantly mischievous, Smith, with tattoos stretching down the length of his arms, acted like somebody's hyperactive kid brother.

The rest of the band was rock solid... and they solidly rocked. For this band is louder, harder than nearly any other rockabilly band. But they are also capable of dropping into a blues wail, harmonica and all, as quick as they can a rockin' rave up. That can be a curse, though, as well as a blessing, because to the pop masses the music might seem too scattered or unfocused. That may be why the band has yet to register a hit.

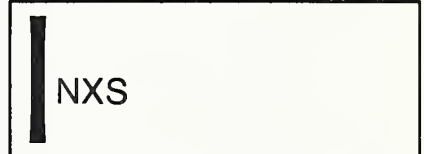
Another problem might be that the arrangements themselves could clutter the songs way too much. In trying to reach a happy medium between basic, earthy rockabilly and modern synth pop, the Rockats may have ended up in no man's land.

The different influences in the music are undoubtedly a product of the various band members' backgrounds. Guitarist Barry Ryan, steeped in bluesology before joining the band, injects blues shadings into the music and gets off a hot blues lick now and again. Guitarist/keyboardist Danny Harvey is the country & western aficionado, and he

adds the twang.

You've got to admire the band for plugging on, though. The Rockats can be so likable that whether you like all of their material or not you end up rooting for them anyway. Keep on boppin.'

Michael Glynn



THE RITZ, N.Y.C. — In the space of as many weeks, The Ritz hosted two of the finest post-Men At Work Australian bands in The Divinyls and INXS, both prime examples of the remarkable variation of music coming out of Down Under. While INXS could not match the awesome intensity of the Divinyls' Christina Amphlett, their's was more of a group effort, though lead singer Michael Hutchence earned high marks in his own right.

Hutchence combined the dark good looks of Jim Morrison with a Van Morrison vocal edge and Mick Jagger moves in leading the group through its entire Atlantic debut LP and a healthy portion of material previously released in Australia, including the title track to its second album, "Underneath The Colours." This number was built entirely upon Jon Farriss' drum pattern and served to remind those familiar with INXS that the "Shabooh Shooobah" title of its U.S. album derives from an emphasis on rhythm. A droning synthesizer figure supplied by Andrew Farriss made for a spooky instrumental mix, and Hutchence's vocal intonations made it even more compelling.

Other "oldies," as drummer Farriss put it, were equally impressive as were the more familiar offerings from "Shabooh Shooobah." Foremost here was "Spy Of Love," on which guitarist/saxophonist Kirk Pengilly elicited animal cries from his guitar, and the current single, "The One Thing," in which keyboardist Farriss plucked out harp-like chords during the choruses. Of course, they do both of these techniques on the record, and it might have been better had they deviated from the vinyl a bit more, but it was still fun to see how it was done live.

The set ended appropriately with an extremely powerful version of the U.S. album's closer, "Don't Change," which was lifted out of this world by drummer Farriss. Hutchence was apparently caught up in the swirl so much that when it was over he abruptly walked straight out off the stage and into the outstretched arms of the crowd below.

Jim Bessman



## Local Services Set For Jim Isaacson

LOS ANGELES — Local memorial services for independent sound mixer and engineer Jim Isaacson will be held June 12 at the Self-Realization Fellowship, 17190 Sunset Blvd., beginning at 3 p.m. Isaacson, 33, died in his sleep May 5.

As a sound mixer, Isaacson had worked with producer Michael Jackson on albums by such groups as KISS. He also mixed a number of recordings by the Doobie Brothers and, most recently, was engineering a new LP by Japanese recording artist Eikichi Yazawa.

Prior to his freelance career, Isaacson had been chief of maintenance at Sunset Sound Studios in Hollywood, Calif.

Funeral services were held for Isaacson on May 10 in his hometown of Omaha, Neb.

For further information regarding local services, contact Warren Saylor at Sunset Sound Studios, (213) 469-1186.



**GARY PUCKETT RETURNS** — After a ten year break from recording and performing, Gary Puckett (r) of Union Gap fame in the '60s, reteamed with producer Jerry Fuller at Footprint Sound studios in North Hollywood for some work on new tracks. Engineering is Mark Piscitelli.

## A&M Bows 'Alternative Marketing' Unit For Colleges, Clubs, Small Retail

by Michael Glynn

LOS ANGELES — In an effort to more fully develop markets and marketing techniques beyond the traditional and established radio and retail channels, A&M Records has begun an Alternative Marketing department. Directed by Mark Williams, a former Atlanta college rep for the label, the Alternative Marketing department is presently comprised of a staff of 12 regional representatives around the country hired "from the ranks of retail, colleges and clubs," according to Harold Childs, senior vice president, promotion and sales.

"We thought it was necessary to augment our promotion staff at this point," Childs explained as the reason for the department's formation. "Over the last two or three years, the alternative markets have become a lot more important . . . There have been a number of radio stations that have sprung up in the past few years, playing new music, that may or may not have been covered through our normal promotion. The same goes for small, specialty retailers who haven't received the attention of our sales and marketing staffs."

### College Emphasis

While A&M's Alternative Marketing staff will concentrate on colleges and, especially, college radio, as part of its regular functions, both Childs and Williams stress that it is not the only or even the central focus of the department.

"College radio is a main focus of my department but not the only focus," said Williams. "We'll be involved with small retail stores and dance clubs . . . A lot of people on the staff, in fact, come from clubs and some have never even worked in the music business before but have a strong working knowledge of this music and the type of market that they'll be working."

Added Childs, "We've had college reps over the years but we're really taking it beyond the college level."

Williams, while coming from a college radio background as music director for 20,000 watt station WRAS in Atlanta ("We were the only album rock station in the city for quite some time . . . RAS even had a regular rotation, it wasn't free form like most college radio"), has also worked in the clubs. He was a DJ for three years at the 688, a dance music club. As such, he became familiar with many import records and some of the more obscure new music recording, both domestic and international. He points out that Alternative Marketing will be working the same sort of acts, even though they are now on a major

label.

"We'll be working acts like Bauhaus, UB40 and I.R.S.'s Suburban Lawns," he stated. "We'll also be working closely with A&M 12-inch dance single department in New York, promoting acts like Color Box."

Although the Alternative Marketing department is starting off with 12 people, Williams sees it eventually swelling to 18. Presently, staffers are based in such major metropolitan centers as Atlanta, Boston, New York, Los Angeles, Washington, D.C., San Francisco, Miami, New Orleans, Philadelphia, Dallas, St. Louis, Seattle and Chicago.

Most importantly, because of the uniqueness of the market that Williams' staff is catering to and the fact that it has largely been left untapped by the major labels, the department head believes that the marketing possibilities may only be limited by he and his personnel's own creativity. After all, Williams points out that Alternative Marketing "suggests alternative ways of marketing as much as alternative markets."

## PolyGram Issues Jedi Booklets With Cassettes

NEW YORK — PolyGram Records is including a full-color 12-page picture booklet in cassette packages of its *Return Of The Jedi* soundtrack. The 2 1/4 x 1 1/4 inch booklet is basically a miniature version of the four-page 11 x 11-inch photo supplement included in the title's album version, which contains stills from the movie.

According to Bill Levy, vice president of creative services, PolyGram Records, the booklets satisfy the established "collectible nature" of *Star Wars*-related product. He said that the idea was presented to the film's director George Lucas, who agreed that it was a "great innovation" that would help spur sales of the cassette.

"We had originally thought of trying a spaghetti box or an oversized blister package, but were afraid that there would still be nothing that would be kept," continued Levy. "The booklet is really a natural for *Jedi* and is great for the cassette buyer, who shouldn't be shut out of the visual material available on the album."

Levy said that similar booklets may be included in future cassette releases "where warranted, depending on how this is received and if there is a demand." He added that cassette packages were being stickered with "Includes 12-page mini-photo album" in the same manner as the "Includes full-color collector's photo supplement" stickers on the albums.

## SESSION MIX

Geffen Records' Asia is recording its second LP at Andre Perry's **Le Studio** in the Great White North (Morin Heights, Quebec to be exact). **Mike Stone** is producing and co-engineering with Le Studio's **Paul Northfield** on the LP, which will be mixed on Le Studio's JVC digital system for Compact Disc (CD) release.

**Sunset Sound** in Hollywood sends *Session Mix* more than three pages worth of projects at the Sunset Blvd. studio. First, Warner Bros. recording artist Randy Crawford has been doing live tracking and overdubs with producer **Tommy Lipuma** and **Al Schmitt** engineering. **Peggy McCreary** assisted. Next, producer **Denny Diante** and engineer **Larry Hirsch** were doing a Necam mix for Paul Anka's CBS recording. **Bill Jackson** assisted. Johnny Mathis was doing live tracking and overdubs, also with the team of Diante and Hirsch, while **Hiroshima**, producing itself, was doing a Necam mix with engineer **Don Murray** and assistant **Terry Christlan**. Christlan, by the way, was also co-producing and engineering a Sus Ruso single for Atlantic, entitled "Switch It To Rock & Roll." Soundtracks were being mixed at Sunset for the Warner Bros. films *The Man With Two Brains* and *Twilight Zone*. **Bruce Botnick**, producer/engineer for *Twilight Zone*, was mixing to 32-track digital, while producer **Alan Metter** and engineer **Bob Edwards** oversaw the mix on *The Man With Two Brains*. **Steve Shelton** assisted. Plenty of Warner Bros. activity at Sunset, with The Time, J.D. Souther and Brenda Russell. The Time's **Morris Day** is producing the Minneapolis band, with McCreary engineering, while producer **David Malloy** oversaw guitar and piano overdubs for the Souther set, also with McCreary engineering. Producer Lipuma and engineer Schmitt were remixing Brenda Russell's track "Two Eyes" for a single release in Europe. McCreary assisted. Among the other Sunset projects, Eikichi Yazawa was doing overdubs for a Japanese LP (WEA International) with **Bobby Schaper** engineering and **Richard McKernan** assisting; a single by Ian Hunter was being mixed by producer Diante and engineer Hirsch and Men At Work producer **Peter McLean** was overseeing live tracking by Capitol recording group Dear Enemy, with **Paul Ray** engineering. Finally, Joni Mitchell was doing a video mix with **Chase Williams** producing, Hirsch engineering and **Bill Jackson** assisting.

Over at **Pasha Studios**, singer/songwriter/producer Mark Stein has been producing tracks for local Los Angeles band Modern Design. **Duane Baron** is engineering.

**Group IV Recording** saw Louis St. Louis in recently, laying down rhythm tracks for

the soundtrack to the feature film *Where The Boys Are*. Associate producer on the project is **Dennis Pregnotato**, while **Andy D'Addario** engineered and **Greg Russell** assisted. Composer Alan Silvestri was also in at Group IV mixing tracks on *The Mack* soundtrack LP for Laff Records with engineer **Lee Miller**.

In the San Francisco Bay Area, Austin, Texas rockers The Explosives began work on their second LP for Ready Go Records. Producing is former Creedence Clearwater Revival bassist **Stu Cook**, who also produced The Explosives' Ready Go debut LP, "Restless Natives." The new album is being recorded at **Starlight Sound** in Richmond and is slated to be mixed at **Different Fur** in SF. Engineering is **Kurt Derfler**.

**Phil Edwards Recording** on Mission St. in SF informs *Session Mix* that since adding an Adams-Smlth 605B 3-machine SMPTE synchronizer to its Studio A, they've done three audio post production projects for video. **PER** mixed live recordings of Airtio & Flora Purim, McCoy Tyner and Bobby Hutcherson performing at the Paul Masson Chateau. The shows were produced by **Blaise Cook** and are scheduled to air on PBS. Phil Edwards has also upgraded its location audio facilities, adding UREI 811B Time-Aligned monitor speakers, two #M 79 24 track tape machines, and expanding its API console, giving it 40 input and 32 output busses.

Down in Nashville at Emerald Sound Studios, **Jimmy Bowen** is producing K.T. Oslin's LP for Warner Bros., with **Steve Tillsch** engineering and **Kelth Odle** and **Russ Martin** assisting. **Eddie Kilroy** is producing Louise Mandrell's next RCA LP, with **Joe Bogan** engineering and Martin assisting. The same team is also handling Randy Wright's MCA LP. **David Malloy** is producing Eddie Rabbitt's new Warner Bros. set at Emerald, with Bogan engineering and Martin and Odle assisting.

In Boston at **Syncro Sound Studios**, **Stephen Hague** wrapped production of an EP by Hilary for Backstreet Records. **Walter Turbitt** engineered. Arista recording group Ministry was also in, remixing two songs, with **Ian Taylor** engineering and **G.S.** assisting. Robert Ellis Orrall mixed live material for both the *King Biscuit Flower Hour* and USA Cable Network, with **Thom Moore** engineering. Seattle group The Blackouts has been recording an EP at Syncro Sound, **Al Jourgensen** producing and Moore behind the board, with **Roger Merritt** assisting. **Andy Pratt** mixing his Lamborghini Records LP, with **Leroy Radcliffe** and Hague producing and Turbitt engineering. Merritt assisted. Last but not least, Iggy Pop has been recording tracks with **Ric Ocasek** producing. Turbitt and Moore engineered, with G.S. assisting.



**SURRENDER IN NASSAU** — RCA recording group Triumph was recently greeted by label executives following a performance at the Nassau Coliseum in Long Island. Pictured backstage are (l-r): Vince Pellegrino, division vice president, merchandising, contemporary music, RCA; Mike Levine of the group; Don Ellis, division vice president, RCA U.S.A. and Canada; Ric Emmett of the group; John Boulos, field promotion representative, RCA Records; Joe Mansfield, division vice president, contemporary music, RCA; Pat Kelleher, manager, artist relations, RCA; Gil Moore of the group; and Jack Maher, director, merchandising, East Coast, RCA.



## TOP 30 ALBUMS

	Weeks On Chart		Weeks On Chart
<b>1 LOW RIDE</b> EARL KLUGH (Capitol ST-12253)	5/28 1 6	<b>17 CONRAD SILVERT PRESENTS JAZZ AT THE OPERA HOUSE</b> VARIOUS ARTISTS (Columbia C2 38430)	5/28 21 3
<b>2 STAR PEOPLE</b> MILES DAVIS (Columbia FC 38657)	3 3	<b>18 COME WITH ME</b> TANIA MARIA (Concord Jazz Picante CJP 200)	15 10
<b>3 JARREAU</b> (Warner Bros. 9 23801-1)	2 8	<b>19 ATTITUDE</b> LENNY WHITE (Elektra 9 60232-1)	23 2
<b>4 THE HUNTER</b> JOE SAMPLE (MCA 5397)	5 12	<b>20 WINTER INTO SPRING</b> GEORGE WINSTON (Windham Hill C-1019)	16 45
<b>5 PROCESSION</b> WEATHER REPORT (Columbia FC 38427)	4 12	<b>21 THE GENIE</b> THEMES & VARIATIONS FROM THE TV SERIES "TAXI" BOB JAMES (Columbia FC 38678)	— 1
<b>6 THE BEST IS YET TO COME</b> GROVER WASHINGTON, JR. (Elektra 9 60215-1)	6 26	<b>22 QUARTET</b> HERBIE HANCOCK (Columbia C2 38375)	11 19
<b>7 GUARDIAN OF THE LIGHT</b> GEORGE DUKE (Epic FE 38513)	7 7	<b>23 FINESSE</b> JOHN KLEMMER (Musician/Elektra 9 60197-1)	24 16
<b>8 GENTLE FIRE</b> WILTON FELDER (MCA-5406)	9 6	<b>24 PREVIOUSLY UNAVAILABLE</b> MICHAEL FRANKS (John Hammond/CBS BFW 38864)	— 1
<b>9 DREAM OF TOMORROW</b> LONNIE LISTON SMITH (Doctor Jazz/CBS FW 38447)	8 10	<b>25 AUTUMN</b> GEORGE WINSTON (Windham Hill C-1012)	22 8
<b>10 DECEMBER</b> GEORGE WINSTON (Windham Hill C-1025)	10 25	<b>26 THE YOUNG LIONS</b> VARIOUS ARTISTS (Musician/Elektra 9 60196-1R)	30 7
<b>11 DAVE GRUSIN AND THE NY/LA DREAM BAND</b> (GRP A1001)	12 16	<b>27 CASINO LIGHTS — RECORDED LIVE AT MON- TREUX, SWITZERLAND</b> VARIOUS ARTISTS (Warner Bros. 9 23718-1)	17 32
<b>12 STEPS AHEAD</b> Musician/Elektra 9 60168-1)	13 6	<b>28 OFF RAMP</b> PAT METHENY GROUP (ECM-1-1216)	25 55
<b>13 TWO OF A KIND</b> EARL KLUGH/BOB JAMES (Capitol ST-12244)	14 31	<b>29 INCOGNITO</b> SPYRO GYRA (MCA-5268)	27 34
<b>14 MIRAGE A TROIS</b> THE YELLOWJACKETS (Warner Bros. 9 23813-1)	20 3	<b>30 SHADOWFAX</b> (Windham Hill C-1022)	18 16
<b>15 FRIENDS</b> LARRY CARLTON (Warner Bros. 9 23834-1)	— 1		
<b>16 SMOKIN'</b> BILLY COBHAM'S GLASS MENAGERIE (Musician/Elektra 9 60233-1)	19 2		

## ON JAZZ

**POLYGRAM'S SUMMER ASSAULTS** — By now you should be hip to the new pact between PolyGram and Gramavision and the first three titles under the deal (Cash Box, May 21). But as mentioned in that earlier column, the Gramavision recordings are just the tip of the PolyGram jazz iceberg. Two other release programs — Black Saint/Soul Note through PolyGram Special Imports (PSI) and Japanese Verve's through PolyGram Classics — have just been updated with a slew of titles. New from the Italian Black Saint and Soul Note labels are five titles that extend Black Saint's commitment to experimental artists while enhancing Soul Note's position as a home for accomplished mainstream and modern musicians. Out on Black Saint are two chamber-flavored dates: "Mixed Quintet" by violinist **Leroy Jenkins** with **James Newton**, **Marty Ehrlich**, **John Clark** and **J.D. Parran**; and "Dauwba" by **The John Carter Octet**, also featuring flutist James Newton as well as **Bobby Bradford**, **Red Callender**, **Charles Owens**, **Roberto Miranda**, **William Jeffrey** and **Luis Peralta**. Emphasizing group improvisation and individual space within the group context, the Jenkins-led unit manages to attain a clarity of mind and direction despite (or perhaps because of) the absence of any rhythm or time-keeping instruments. Although the line-up is completely different, one is constantly reminded of the violinist's earlier work with the **Creative Construction Company**. Clarinetist Carter and company have created a music that honors both melodic and rhythmic structures while challenging the listener with tonal excursions and a broad sophisticated approach to meter . . . Three releases from Soul Note are somewhat more predictable, although no less rewarding. "In The Light" by drummer/bandleader **Max Roach** spotlights the longstanding quartet with tenorman **Odean Pope**, bassist **Calvin Hill** and trumpeter **Cecil Bridgewater**, and the date finds the foursome re-examining modern jazz history with covers of **Todd Dameron**, **Thelonious Monk** and **Oscar Pettiford** compositions. Also included are two new tunes by Roach. "Mirage," by the **Art Farmer Quintet**, is a relaxed post-bop session featuring the flugelhornist with saxophonist **Cifford Jordan**, bassist **Ray Drummond**, drummer **Akira Tana** and pianist **Fred Herach**, who also contributed the Tyner-like title track. The quintet is a strong, communicative band that plays with a great deal of warmth, and it's particularly nice to hear tenorman Jordan's seamless work throughout. Finally, the label continues its romance with pianist **Kenny Drew** via a solo outing, "It Might As Well Be Spring" . . . The latest batch from Japan includes one title on the old MGM Metrojazz label, "Keepin' Up With The Joneses," while not up to the small group recordings done by **Thad Jones** for Blue Note, is a welcome re-issue and the only disc we know of that features the trumpeter with both musical brothers, **Elvin** and **Hank**. "Gigi Cryce-Donald Byrd & Cecil Taylor At Newport" is a magnificent collection, although all three tracks by the early **Cecil Taylor Quartet** are still available on the Verve Two-fer "Masters of the Modern Piano." Baritone sax champ **Gerry Mulligan** is heavily represented this time out with two LPs: "Gerry Mulligan Presents A Concert In Jazz" featuring his '61 big band, including alto man **Gene Quill**, drummer **Mel Lewis** and spotlighted soloist **Bob Brookmeyer** on valve trombone; although the bari-man's name is in bigger letters on the cover of "Gerry Mulligan Meets **Ben Webster**," it's the tenor giant who steals the show here. The rhythm section of pianist **Jimmy Rowles**, bassist **Leroy Vinnegar** and drummer Lewis is, of course, impeccable.

(continued from page 23)

CASH BOX  
PROUDLY  
ANNOUNCES  
ITS  
ANNUAL

# SPOTLIGHT ON JAZZ

ISSUE DATE:  
JULY 2, 1983

In conjunction with the 1983-84 Directory Edition

ADVERTISING DEADLINE:  
JUNE 10, 1983

TO RESERVE ADVERTISING SPACE CONTACT:

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# MERCHANDISING

## TOP 15 VIDEO GAMES

	Weeks On 5/28 Chart
1 CENTIPEDE Atari CX2676	1 11
2 MS. PAC-MAN Atari CX2675	2 13
3 KEYSTONE KAPERS Activision AX025	5 4
4 FROGGER Parker Bros. 5300	4 27
5 PITFALLI Activision AX018	3 27
6 DONKEY KONG JR. Coleco 2601	6 10
7 RIVER RAID Activision AX020	7 21
8 ZAXXON Coleco 2435	8 27
9 OINK! Activision AX023	10 5
10 PHOENIX Atari CX 2673	11 12
11 STRAWBERRY SHORTCAKE MUSICAL MATCHUPS Parker Bros. 5910	9 7
12 SPIDER FIGHTER Activision AX021	13 17
13 DEMON ATTACK Imagic 3200	12 27
14 VANGUARD Atari CX2669	15 2
15 VENTURE Coleco 2457	14 9

COMPILED FROM: Alta — Phoenix • Disc-O-Mat — New York City • Sound Video, Unltd. — Chicago • Musicland — St. Louis • Everybody's — Portland • Licorice Pizza — Los Angeles • New England Home Video — Grotton • Movies To Go — St. Louis • Sound Warehouse — San Antonio • Spec's — Miami • American Tape & Video — Atlanta • Nickelodeon — Los Angeles • Show Industries — National • Tower — Sacramento, Seattle • Crazy Eddie — New York City • Video Store — Cincinnati • Turtles — Atlanta • Radio 437 — Bala Cynwyd • Wonderful World of Video — Chattanooga • Entertainment Systems — Phoenix • Lieberman — Kansas City • Day Jay — Denver • Cavages — Buffalo • Tower — Sacramento, Seattle • Warehouse — Los Angeles • Camelot — Kansas City, Dayton, Cincinnati, St. Louis, Chicago, Indianapolis.

## TOP 15 MIDLINES

	Weeks On 5/28 Chart
1 THE RISE AND FALL OF ZIGGY STARDUST AND THE SPIDERS FROM MARS David Bowie (RCA AYL1-3843)	1 6
2 LED ZEPPELIN (IV) (Atlantic SD 19129)	2 14
3 LOOK SHARP! Joe Jackson (A&M SP-4919)	3 37
4 THE DOORS (Elektra EKS 74007)	5 46
5 WINELIGHT Grover Washington, Jr. (Elektra 6E 305)	4 15
6 PRETENDERS (Sire SRK 6083)	6 4
7 LET THERE BE ROCK AC/DC (Atco SD-36151)	12 2
8 FLEETWOOD MAC (Reprise MSK 2281)	10 20
9 TAPESTRY Carole King (Epic PE 34946)	8 42
10 MEATY, BEATY, BIG AND BOUNCY The Who (MCA 37001)	7 18
11 THE CARS (Elektra 6E 135)	9 17
12 PIANO MAN Billy Joel (Columbia PC 32455)	11 20
13 SOUVENIRS Dan Fogelberg (Full Moon/Epic PE 33137)	15 31
14 LIVE AT LEEDS The Who (MCA 3023)	13 3
15 SO FAR Crosby, Stills, Nash & Young (Atlantic SD-19119)	14 37

COMPILED FROM: Licorice Pizza — Los Angeles • Cavages — Buffalo • Dan Jay Music — Denver • Musicland — St. Louis • Karma — Indianapolis • Peaches Records — Cincinnati, Columbus • Charts — Phoenix • Gary's — Virginia • Sound Video, Unltd. — Chicago • Record Theatre — Cincinnati • Tower Records — Sacramento, San Diego, Seattle • Disc-O-Mat — New York City • Massachusetts One-Stop — Boston.



This listing of records outside the national Top 20 showing steady or upward movement is designed to keep retailers abreast of the latest regional sales trends.

## REGIONAL ALBUM ANALYSIS

### NATIONAL BREAKOUTS

- |                            |                  |
|----------------------------|------------------|
| 1 EDDY GRANT               | 9 B-52's         |
| 2 ISLEY BROS.              | 10 MAZE          |
| 3 A FLOCK OF SEAGULLS      | 11 SERGIO MENDES |
| 4 GLADYS KNIGHT & THE PIPS | 12 MTUME         |
| 5 IRON MAIDEN              | 13 EARL KLUGH    |
| 6 DeBARGE                  | 14 MADNESS       |
| 7 JOAN RIVERS              | 15 RONNIE MILSAP |
| 8 LAKESIDE                 |                  |

### NORTHEAST 1.

- 1 ISLEY BROS.
- 2 EDDY GRANT
- 3 DeBARGE
- 4 JOAN RIVERS
- 5 GLADYS KNIGHT & THE PIPS
- 6 B-52's
- 7 SERGIO MENDES
- 8 MTUME
- 9 SCANDAL
- 10 DENIECE WILLIAMS

### SOUTHEAST 2.

- 1 EDDY GRANT
- 2 B-52's
- 3 MOTOWN'S #1 HITS
- 4 DeBARGE
- 5 SERGIO MENDES
- 6 A FLOCK OF SEAGULLS
- 7 GLADYS KNIGHT & THE PIPS
- 8 EARL KLUGH
- 9 ISLEY BROS.
- 10 LAKESIDE

### BALTIMORE/ WASHINGTON 3.

- 1 EDDY GRANT
- 2 ISLEY BROS.
- 3 GLADYS KNIGHT & THE PIPS
- 4 IRON MAIDEN
- 5 MTUME
- 6 A FLOCK OF SEAGULLS
- 7 DENIECE WILLIAMS
- 8 MAZE
- 9 DeBARGE
- 10 LAKESIDE

### WEST 4.

- 1 A FLOCK OF SEAGULLS
- 2 B-52's
- 3 GLADYS KNIGHT & THE PIPS
- 4 ISLEY BROS.
- 5 IRON MAIDEN
- 6 MADNESS
- 7 EARL KLUGH
- 8 JOAN RIVERS
- 9 EDDY GRANT
- 10 CAMEO

### MIDWEST 5.

- 1 A FLOCK OF SEAGULLS
- 2 EDDY GRANT
- 3 IRON MAIDEN
- 4 DAVE EDMUNDS
- 5 DeBARGE
- 6 ISLEY BROS.
- 7 JOAN RIVERS
- 8 THE FIXX
- 9 LAKESIDE
- 10 MAZE

### NORTH CENTRAL 6.

- 1 RONNIE MILSAP
- 2 WILLIE NELSON  
& WAYLON JENNINGS
- 3 JOAN RIVERS
- 4 LAURA BRANIGAN
- 5 CHRIS DE BURGH
- 6 EDDY GRANT
- 7 SERGIO MENDES
- 8 MADNESS
- 9 A FLOCK OF SEAGULLS
- 10 GLADYS KNIGHT & THE PIPS

### DENVER/PHOENIX 7.

- 1 IRON MAIDEN
- 2 LAKESIDE
- 3 EDDY GRANT
- 4 DAVE EDMUNDS
- 5 A FLOCK OF SEAGULLS
- 6 ISLEY BROS.
- 7 B-52's
- 8 MAZE
- 9 GLADYS KNIGHT & THE PIPS
- 10 EARL KLUGH

### SOUTH CENTRAL 8.

- 1 MAZE
- 2 GLADYS KNIGHT & THE PIPS
- 3 ISLEY BROS.
- 4 IRON MAIDEN
- 5 LAKESIDE
- 6 MTUME
- 7 RONNIE MILSAP
- 8 DeBARGE
- 9 A FLOCK OF SEAGULLS
- 10 SCANDAL

# WHAT'S IN-STORE



**IN-STORE RIOT** — Columbia Recording group Quiet Riot recently visited the Upland Licorice Pizza outlet. More than 500 fans attended the promotion, held in support of the group's "Mental Health" LP. Pictured are (l-r): Frankie Banali, Rudy Sarzo, Carlo Cavazo, and Kevin Du Brow of the band.

**RCA & HBO CO-PROMO** — RCA Records is tying in with Home Box Office (HBO) on the pay-cable channel's upcoming **Dolly Parton** special, set to premiere on June 19. Parton's new "Burlap And Satin" album is stickered with "Miss Dolly In Concert" on HBO tags, which also plug her current single, "Potential New Boyfriend," and two other album cuts, "Appalachian Memories" and "Jealous Heart." RCA's director of national country sales, **Dave Wheeler**, reports that a "June is Dolly Parton Month" promotion will include a retail display contest with 30 field merchandisers, "even in markets where we don't have salesmen." The contest calls for the merchandisers to make the best use of the display materials available, which include the label's "Burlap And Satin" and "Dolly Parton's Greatest Hits" posters, "Burlap And Satin" 1x1's and HBO's posters promoting the special, 10,000 of which have been sent out to its cable affiliates. Prizes include a trip to Nashville for Country Music Week in October and various cash awards. Wheeler notes that the promotion is possible because of perfect timing, as the album release and special playdates are so close together. In fact, Parton was able to spotlight three songs from the new album when she taped the special in London. Timing, however prevented Atlantic Records from heavily cross-promoting **Crosby, Stills & Nash** product with Showtime during that pay-cable network's May showing of a CSN concert. "That was the unfortunate problem," admitted **Perry Cooper**, vice president of artist relations and media development for Atlantic. "The new Crosby, Stills & Nash album, 'Allies,' is not out until June, and the old album, 'Daylight Again,' is out there already. Obviously we can't sticker the new album, because when it does come out the show will be over." Cooper did say that Atlantic provided Showtime with plenty of "Daylight Again" posters and die-cut logo streamers for distribution to its cable affiliates, as well as ad mats for Showtime program booklets. Some 75 videocassettes of the show were sent out to reviewers, and preview screenings were set up in New York and Los Angeles for the radio, retail and press community. In addition, copies of "Daylight Again" were given to Showtime, and Atlantic branch sales and promotion staff were in contact with their Showtime counterparts. "If everything was done right, retailers would have had their CSN catalog in corner displays or set off by signs and posters showing the cable playdates and times," said Cooper, adding that Atlantic would plug "Allies" into future Showtime cross-promotions if the CSN special is repeated following the album's release.

**MERCH REPORT** — Amarillo, Texas-based Western Merchandisers, parent to the **Hastings** record and book retail chains, last week concluded its three-day 14th annual sales seminar. Highlights of the meet, which was attended by a record 1,000-plus, included performances by **Dave Edmunds**, **Cameo**, **George Strait** and **Rory Block**, and speeches by video game and gambling author **Ken Uston** and *Ghost Story* writer **Peter Straub**. The concluding awards banquet bestowed five-year awards to 22 recipients, 10-year awards to three people and 15-year awards to two Amarillo employees. **Edgar Sellers** and **Ed Perry** both received 25-year awards. Retail sales awards to retail store managers with over 31 million in sales went to **Don Taylor**, **Bobby Harper**, **Greg Butler**, **Jill Robillard** and **Larry McMillan**; rack salesmen with like sales figures and awards were **David Lemon**, **Andy Wagner**, **Kurt Potter**, **Bob Daves** and **Steve Pittman**. Special achievement awards for excellence were presented, also, including the Support Division Award to **Kira Florita** of Amarillo, the Rack Division Award to **Wayne Raneau** of Dallas, and the Retail Division Award to **Holly Keenan** of Austin. In addition, Western Merchandisers' president **John Marmaduke** presented awards to outstanding vendors, including **Jack Chase**, branch manager, CBS Records; **Rick Cox**, sales representative, Random House, Inc.; **Michael Golacinski**, marketing coordination manager, Maxell Corp.; and **Rob Ziff**, owner, Paradise Creations. . . . Another highlight

**PIZZA PIES** — Licorice Pizza's vice president of merchandising, **Lee Cohen**, reports that last week's meeting at the Marina City Club in Marina Del Rey, Calif., which was dubbed "Marketing Opportunities For Licorice Pizza In The '80s," gained a lot of its impetus from the recent National Assn. of Recording Merchandisers (NARM) convention in Miami. "We came back from NARM very excited about some of the presentations we'd seen there," says Cohen. "So we asked some of the speakers that were there to come here and make the same presentations before our managers." **John Sykes**, director of programming for MTV, headed the list and reprised his audio/video presentation on the cross-marketing of the video music channel at retail. **Ron Katz**, head of Light Signatures, described marketing research deriving from his anti-counterfeiting process, which was used on **Pat Benatar's** "Get Nervous" LP. **Emiel Petrone**, vice president of marketing, West Coast, at PolyGram Records, demonstrated his company's compact discs. NARM-related presentations were made concerning future Grammy tie-ins and the "Gift Of Music" television test campaign, which is coming to the Southern California market in late summer. In addition, results of the just concluded managers exchange with **Record Bar** were presented by the participating Licorice Pizza managers.

jim bessman



FOR THE WEEK OF MAY 25-31, 1983

## Playlist

This report does not include those videos in recurrent or oldie rotation.

### HEAVY

3-4 PLAYS PER DAY

ARTIST	CLIP	LABEL
Duran Duran	Is There Something I Should Know?	Capitol
Men At Work	It's A Mistake	Columbia
Chris DeBurgh	Don't Pay The Ferryman	A&M
Def Leppard	Rock Of Ages	Mercury
The Tubes	She's A Beauty	Capitol
ZZ Top	Gimme All Your Lovin'	Warner Bros.
Naked Eyes	Always Something There To Remind Me	EMI America
David Bowie	Let's Dance	Epic
Michael Jackson	Billie Jean/Beat It	Atco
INXS	The One Thing	Geffen
Planet P	Why Me?	Warner Bros.
Prince	Little Red Corvette	

### MEDIUM

2-3 PLAYS PER DAY

Elton John	I'm Still Standing	Geffen
Journey	Faithfully	Columbia
Pink Floyd	The Final Cut	Columbia
Roman Holiday	Stand By	Arista
Todd Rundgren	Bang The Drum All Day	Bearsville
The Call	When The Walls Come Down	Mercury
Devo	Doctor Detroit	Backstreet
Goanna Band	Sold Rock	Atco
Belle Stars	Sign Of The Times	Stiff/Warner
Quiet Riot	Metal Health	Pasha/CBS
Donna Summer	Romeo	Casablanca
"Weird Al" Yankovic	Ricky	Rock 'n' Roll/CBS
Walter Egan	Fool Moon Fire	Backstreet
Dave Edmunds	Slippin' Away	Columbia
Kajagoogoo	Too Shy	EMI America
A Flock Of Seagulls	Wishing	Jive/Arista
Journey	Chain Reaction	Columbia
Bow Wow Wow	Do You Wanna Hold Me?	RCA
INXS	Don't Change	Atco
Red Rockers	China	415/CBS
The Kinks	Come Dancing	Arista
Rick Springfield	Affair Of The Heart	RCA
Styx	Don't Let It End	A&M
Sparks w/ Jane Weldon	Cool Places	Atlantic
Patrick Simmons	So Wrong	Elektra
Thompson Twins	Love On Your Side	Arista
Eddy Grant	Electric Avenue	Ice/Portrait
Madness	Our House	Geffen
Scandal	Love's Got A Line On You	Columbia
Martin Briley	The Salt In My Tears	Mercury

### LIGHT

1-2 PLAYS PER DAY

20/20	Jack's Got A Problem	Enigma
Musical Youth	Heartbreaker	MCA
Lene Lovich	Blue Hotel	Stiff/Epic
Bananarama	Shy Boy	London
Altered Images	Don't Talk To Me About Love	Portrait/CBS
Nitecaps	Go To The Line	Sire
Bangles	The Real World	Faulty/I.R.S.
Robert Ellis Orrall	I Couldn't Say No	RCA
Blackfoot	Teenage Idol	Atco
Ramones	Cycle Therapy	Sire
Joe "King" Carrasco	Party	MCA
Laura Branigan	Solitaire	Atlantic
Martha & The Muffins	Danseparc	RCA
Nile Rodgers	Land Of The Good Groove	Atlantic
Marty Ballin	Born To Be A Winner	EMI America
Single Bullet Theory	Hang On To Your Heart	Mercury
Iron Maiden	Flight Of Icarus	Capitol
Jim Capaldi	That's Love	Atlantic
Gary Myrick	Guitars, Talk, Love & Drums	Epic
Bonnie Tyler	Total Eclipse Of The Heart	Columbia
Rank & File	Rank & File	Slash/Warner
Rail	Hello	unassigned
Pete Shelley	Telephone Operator	Arista
Joan Armatrading	Drop The Pilot	A&M
Tears Of Fears	Mad World	Mercury
Kix	Body Talk	Atlantic
Dexys Midnight Runners	Celtic Soul Brothers	Mercury
New Models	Stranger In Disguise	PVC/Jem
Eurythmics	Sweet Dreams	RCA
The Flxx	Saved By Zero	MCA
Peter Tosh	Johnny B. Goode	EMI America
Rockats	Make That Move	RCA
Ellen Foley	Boys In The Attic	Epic
Polyrock	Working On My Love	PVC/Jem

### ADDS

Krokus	Screaming In The Night	Arista
The Human League	(Keep Feeling) Fascination	A&M
Marillion	He Knows You Know	Capitol
Planet P	Static	Geffen
Triumph	When The Lights Go Down	RCA
Blasters	Bare Foot Rock	Slash/Warner
DNA	Doctor's Of The Universe	Slash/Warner
Meat Loaf	The Razor Edge	Cleveland Int'l
Mental As Anything	If You Leave Me, Can I Come Too?	A&M
Police	Every Breath You Take	A&M

## SOUND/IEWS

**KARL VIDEO: APPLYING KNOW HOW TO 'HOW TO' MARKET** — *Jane Fonda's Workout* is a phenomenon in the home video business, the single largest selling non-movie title ever and the top selling title overall of last year at such chains as New York's Video Shack. According to **Stuart Karl**, owner and president of Karl Video Corp., the small Newport Beach, Calif. company that outbid the majors for Fonda's *Workout*, the cassette is presently nearing the 150,000 mark in units sold. Flush with the "triple platinum" success of *Workout*, you would expect Karl to speak in glowing terms of the vast opportunities to be had in the 'how to' market. However, over a recent lunch in Hollywood, the blonde, 29-year-old entrepreneur stated that when he decided to get into what he calls "alternative programming" 2½ years ago, his "picture of the market



**STAR STYLIST ON KARL VIDEO** — Jose Eber (l), "hairstylist to the stars," shakes with Stuart Karl, president of Karl Video Corp., on the June release of his 90 minute tape, *Why Do I Call You Sexy*. Sexy features complete makeovers by Eber, both male and female.

was a lot more rosey than it is now." "We were going totally upstream," recalled Karl, who was owner of *Video Store* magazine, among other publications, prior to forming Karl Video. "When we acquired *Jane Fonda's Workout*, people told me it would never sell . . . We only shipped 2,000 or 3,000 units to retail, initially. That's how blind the market was . . . We had to educate video retailers and distributors as to the value of our programming." Of course, *Workout* wasn't the first tape that Karl Video had released, nor was it their first exercise title; in fact, a program entitled *Exercise Now*, a two-part fitness course, was Karl's debut entry. How To's on first aid, speed reading and three NBC programs covering such topics as sex & love, marriage & divorce and nutrition followed, as well as **John Lennon's** famous interview with **Tom Snyder** and **The John McEnroe Story**, before *Workout*. When *Workout* was finally released, Karl was confident of its appeal, but says he couldn't foresee its continuing popularity. "I thought we'd do about 100,000, but I never thought we'd keep going as we have." Does he attribute the staying power of *Workout* to Fonda's star status? "I think that's part of it," he replied after carefully contemplating the question. "But I think the real factor was the hands on marketing that we did. I don't want to sound immodest, but I think that's the real strength of our business. Our biggest assets are our distribution and marketing, the fact that we're at work every day selling *Jane* like it was a new title." Presently, Karl is applying the expertise his staff of 15 has developed to selling *Everday With Richard Simmons*. "We're positioning it differently than *Jane*," he noted. "Richard (Simmons) has a little broader audience from his TV following and the exercises are a little easier." On tap now is *Meet Your VCR*, a program on the "ins & outs" of the home video recorder with *Good Morning America's* **Joan Lunden**, and *Why Do I Call You Sexy*, a program on personal grooming techniques with hairstylist to the stars **Jose Eber**. "We think of *Why Do I Call You Sexy* as a follow-up to *Workout* in a way," Karl interjects. "Jose instructs you on how to take care of your hair after *Jane* has gotten done with your body." There will be a sequel by Fonda, however: a pregnancy, birth & recovery workout regimen to accompany her just released album. Karl is also "toying with" the idea of starting a music video label. But, he says, he remains cautious because the market is still relatively small. "There's a tremendous number of misconceptions about how much money is in the home video business . . . People think it's a gold mine, but it's not . . . We've only made money within the last six months." Yet, he is still optimistic about the future. "I can hardly wait for the day when there is a 20 million player population . . . Then you'll see million selling videocassette titles."

**PACIFIC ARTS' TO ISSUE MR. MIKE'S MONDO VIDEO** — The *Saturday Night Live* offshoot that was too weird for television is coming to home video. *Mr. Mike's Mondo Video*, the brainchild of SNL's former black humorist **Michael O'Donoghue**, is set to be released July 1 by Carmel, Calif.-based Pacific Arts Video. Featuring ex-SNL regulars **Dan Aykroyd**, **Bill Murray**, **Jane Curtin**, **Glida Radner** and **Laraine Newman** (along with **Margot Kidder**, **Deborah Harry**, **Julius LaRosa**, **Teri Garr**, **Joan Hackett**, **Paul Schaeffer** and **Sid Vicious**), *Mondo Video* was produced in 1979 for NBC. However, the network refused to air the 75-minute show, and it consequently ended up for a while on the late night cult movie circuit prior to being picked up by Pacific Arts. *Mr. Mike's Mondo Video* marks the first of several acquisitions under a deal between PAV and **Lorne Michaels'** Broadway Video (as you may remember, Michaels was the producer of *Saturday Night Live* prior to **Jean Doumanlan** and, now, **Dick Ebersol**); Michaels served as exec producer on *Mondo Video*. It was co-written by O'Donoghue, **Mitchell Glazer**, **Emilly Prager** and **Dick Whittenborn**. *Mr. Mike's Mondo Video* sells for \$59.95.

**VIDEO SOFTWARE NOTES** — Before the '70s and '80s irreverence of *Saturday Night Live*, there was the political satire of the '60s, when such troupes as the **Ace Trucking Company**, the **Credibility Gap** and **The Committee** rose to popularity. Pacific Arts is now offering a comedy relic from that era in the way of *The Committee*, an 88-minute long film shot during the turbulent 1968 election year. It stars **Howard Hesseman** (who later went on to become Johnny Fever of *WKRP In Cincinnati*), **Barbara Bosson** (now a star of *Hill Street Blues*), **Peter Bonerz** (TV watchers best remember him as the dentist from *The Bob Newhart Show*), **Gary Goodrow** (a top comic on cable and network TV) and **Carl Gottlieb** (who co-wrote *The Jerk* with **Steve Martin** and penned the script for *Jaws*.) Also re-released by PAV is the *hungry reunion*, which features a get together of other such satirists and comics from the '60s era as **Mort Sahl** . . . Catching up with new video titles announced in the past few weeks, Vestron checks in with the predecessor to *The Road Warrior*, *Mad Max* (previously released by Warner Home Video), starring **Mel Gibson**. Also from Vestron, *Golden Rendezvous*, *Battle Beyond The Stars*, with **Richard Thomas**; *Killer Force*; *Search and Destroy*; and the VidAmerica title, *The Boys of Summer*, the story of the old Brooklyn Dodgers . . . On tap from Paramount are **John Schlesinger's** *The Day of the Locust*, based on **Nathanle West's** story; **Haskell Wexler's** *Medium Cool*, a fictional story using the police-protestor confrontations of the '68 Democratic Convention in Chicago as a backdrop; and *Uncle Sam Magoo*, a new Mr. Magoo cartoon collection . . . In June, Walt Disney unveils its new line of Cartoon Classics with *Volume One: Chip 'n' Dale with Donald Duck* and *Volume Two:*

(continued on page 34)

## TOP 30 VIDEOCASSETTES

	Weeks On Chart	5/28	Weeks On Chart	5/28
<b>1 FIRST BLOOD</b> Thorn EMI 1573	1	4		
<b>2 AN OFFICER AND A GENTLEMAN</b> Paramount Home Video 1467	2	14		
<b>3 ROAD WARRIOR</b> Warner Home Video 11181	3	15		
<b>4 AIRPLANE II</b> Paramount 1489	4	4		
<b>5 CREEP SHOW</b> Warner Home Video 11306	5	10		
<b>6 BLADE RUNNER</b> Embassy 1380	6	13		
<b>7 BEST FRIENDS</b> Warner Home Video 11265	—	1		
<b>8 THE BOAT (DAS BOOT)</b> RCA/Columbia Pictures Home Video 10149	7	18		
<b>9 LOVESICK</b> Warner Home Video 20011	—	1		
<b>10 MONSIGNOR</b> CBS/Fox 1108	8	11		
<b>11 POLGEREIST</b> MGM/UA 00164	11	23		
<b>12 STILL OF THE NIGHT</b> CBS/Fox 4711	—	1		
<b>13 TEX</b> Walt Disney WD 142	12	3		
<b>14 THE WORLD ACCORDING TO GARP</b> Warner Home Video 11261	9	19		
<b>15 THE SECRET OF NIMH</b> MGM/UA 00211	10	7		
<b>16 FAST TIMES AT RIDGE-MONT HIGH</b> MCA Distributing Corp. 77015	15	19		
<b>17 ROCKY III</b> CBS/Fox TW 4708	16	23		
<b>18 NIGHT SHIFT</b> Warner Home Video 20006	13	19		
<b>19 PLAYBOY VIDEO, VOLUME II</b> CBS/Fox 6202	14	6		
<b>20 VICTOR VICTORIA</b> MGM/UA 0051	19	29		
<b>21 JANE FONDA'S WORKOUT</b> KVC/RCA Karl Video Corp. 042	21	46		
<b>22 VIDEODROME</b> MCA 71013	24	2		
<b>23 TIMERIDER</b> Pacific Arts Video PAVR526	—	1		
<b>24 THUNDERBALL</b> CBS/Fox 4611	—	1		
<b>25 ANNIE</b> RCA/Columbia Home Video 10008	25	23		
<b>26 THE BEST LITTLE WHOREHOUSE IN TEXAS</b> MCA Distributing Corp. 77014	17	13		
<b>27 MISSING</b> MCA Distributing Corp. 71009	18	23		
<b>28 HONKY TONK MAN</b> Warner Home Video 11305	20	9		
<b>29 TRON</b> Walt Disney WD 122	26	23		
<b>30 STAR TREK II: THE WRATH OF KHAN</b> Paramount Home Video PA 1180	30	25		

The Cash Box Top 30 Videocassettes chart is a compilation of the fastest moving titles in both Beta and VHS formats, based on sales and rental activity, as reported by various accounts around the country. Accounts surveyed include: Video Plus-Chicago; Radio 437-Philadelphia; Classic Video-Oak Lawn; The Video Store-Cincinnati; Precision Video-Chicago; Entertainment Systems-Phoenix; Nickelodeon-Los Angeles; Everybodies-Portland; Radio 437-Bala Cynwyd; American Tape & Video-Atlanta; Crazy Eddie-New York; The Cinema Store-Encino; Video Company-Larkspur; Video Studio-Farmington; Video Library-San Diego; Video Media-Chatsworth; Wonderful World of Video-Chattanooga; Warehouse-National; Video Showroom-Louisville; Erol's Video Club-Springfield; New England Home Video-Groton; Movies Unlimited-Philadelphia; Video Showcase-Federal Way; Movies To Go — St. Louis.

## NEW VIDEO SOFTWARE RELEASES

This listing of new videocassette and videodisc software releases is designed to keep home video retailers and dealers abreast of the latest product available and can be used as an ordering aid. Product is separated into Cassette and Disc groups, followed by manufacturer, catalog number and price. Some product listed may not have been assigned either a catalog number or price at presstime.

<b>ONE FROM THE HEART</b> Cassette—RCA/Columbia 10463 \$79.95	<b>PLAYBOY PLAYMATES</b> Cassette—CBS/Fox 6255 . . . . . \$59.98
<b>LAWRENCE OF ARABIA</b> Cassette—RCA/Columbia 10359 \$79.95	<b>THE COMMITTEE</b> Cassette—Pacific Arts 534 . . . . . \$59.95
<b>ALONG IN THE DARK</b> Cassette—RCA/Columbia 91050 \$59.95	<b>DODGE CITY</b> Cassette — CBS/Fox 4625 . . . . . \$49.98
<b>NIGHTWING</b> Cassette—RCA/Columbia 10453 \$59.95	<b>THE KENTUCKIAN</b> Cassette — CBS/Fox 4649 . . . . . \$59.98
<b>GOLDEN BOY</b> Cassette—RCA/Columbia 10241 \$59.95	<b>RUN SILENT RUN DEEP</b> Cassette — CBS/Fox 4657 . . . . . \$59.98
<b>THE TROUBLE WITH ANGELS</b> Cassette—RCA/Columbia 10541 \$59.95	<b>SEPARATE TABLES</b> Cassette — CBS/Fox 4658 . . . . . \$59.98
<b>NEA</b> Cassette—RCA/Columbia 2400 \$59.95	<b>TRAPEZE</b> Cassette — CBS/Fox 4702 . . . . . \$59.98
<b>SENSUAL MAN</b> Cassette—RCA/Columbia 8780 \$59.95	<b>THE FICTION MAKERS</b> Cassette — CBS/Fox 9055 . . . . . \$59.98
<b>MR. MAGOO, Volume 7</b> Cassette—RCA/Columbia 10560 \$39.95	
<b>FIONA</b> Cassette—USA Video 1 . . . . . \$59.95	
<b>MS. 45, ANGEL OF VENGEANCE</b> Cassette—USA Video 2 . . . . . \$59.95	
<b>THIN THIGHS IN 30 DAYS</b> Cassette—USA Video 3 . . . . . \$39.95	
<b>BASIC SPANISH BY VIDEO</b> Cassette—Mastervision 2311 . . . \$69.95	
<b>BASIC ITALIAN BY VIDEO</b> Cassette—Mastervision 2312 . . . \$69.95	
<b>BASIC GERMAN BY VIDEO</b> Cassette—Mastervision 2313 . . . \$69.95	
<b>LOVE BUTCHER</b> Cassette—Monterey 22 . . . . . \$59.95	
<b>HIGH HEELS</b> Cassette—Monterey 23 . . . . . \$59.95	
<b>THE MEAN MACHINE</b> Cassette—Monterey 24 . . . . . \$39.95	
<b>SUNDANCE AND THE KID</b> Cassette—Monterey 25 . . . . . \$39.95	



**ME ROD, YOU JANE** — Rod Stewart recently taped his latest video in Los Angeles for his upcoming album, "Body Wishes." The vid, based on the tune "Baby Jane," was taped at Hollywood's TVC Studios by Limelight Film And Video Productions, and was directed by Steve Barron.

## AIRPLAY

**STATION STUFF** — Rock 'n' roll clubs in New York are notorious for annoying patrons with fashionably late starting times for bands. The regulars may be used to it, but some of us have to go to work in the morning . . . well, **WPLJ**, in conjunction with The Ritz club, is promoting a series of low-priced Saturday afternoon matinees featuring bands also appearing at the club at the usual sometime-after-midnight hour. The series kicked off May 14 with **Modern English**, hosted by morning man **Jim Kerr**; **The Fixx** played this past weekend with nite rocker **Marck Coppola** as host; and station vet **Carol Miller** introduces **Scandal** June 11. The Saturday afternoon shows begin at 3 p.m. and with no alcohol served, people of all ages are welcome. WPLJ's publicist, **Debra Stein**, reports that the shows are often more exciting than the nighttime appearances, saying, "With more young kids, the excitement level is really something to see. It's almost like watching *American Bandstand*." New York AOR competitor **WNEW-FM** recently turned the afternoon microphone over to **Elton John**. The "E.J. the D.J." sessions are becoming a station tradition . . . **KSTP-FM/Minneapolis-St. Paul** was invaded by a team of electronic journalists from Luxembourg last week: it seems the FM band is illegal over there, and a group of broadcasters is pressing the government for expansion of the dial. Since Minneapolis-St. Paul is similar to Luxembourg in size and "looks," a film crew was dispatched to survey the city's FM radio market as proof of the viability of greater radio service. Station PD **Chuck**



**BACK TOGETHER AGAIN** — The Hollies' original line-up is recording again, and members **Allan Clarke** and **Graham Nash** stopped by the **ABC Rock Radio Network** to tell it to Rocknotes host **Pat St. John**. Pictured at the studio (l-r): **Clarke, Nash and St. John**.

**Knapp** says that in addition to the large crew, the station was overrun by translators. . . . **Knapp** also discovered the Luxembourg crew's report will be seen by close to 7 million people in Europe . . . **Jerry Ryan** has been named sales manager at **WLS-AM & FM/Chicago**. Ryan, with the station since 1979, moves up from account executive. . . . Across town, **WBBM-FM** is introducing a new logo, **B96**. The station is on a new drive to break away from its ties with its sister AM station, an all-news outlet. **B96** is experiencing a year-long growth with a CHR format. . . . Local NAACP chapters will be conducting mobile health fairs in the coming months, and CBS Records is lending its support through public service announcements for radio, with acts like **Luther Vandross, George Duke** and **Deniece Williams** contributing their voices and/or music. . . . **Steve Goldstein** at **WFTC-FM** in Hartford reports **Dave Lebow** has joined the staff as promotion director. Cheers, Dave. . . . **WGAR/Cleveland** has a new advertising/promotion director, **Janet Lofgren**. You may remember Janet as the U.S. double gold medal winner in figure skating in 1974. . . . **Sybil C. Brown** joins **RKO's KRTH-FM** and **KHJ-AM/Los Angeles** from **KFAC/Los Angeles** as director of creative services. She'll be supervising all aspects of promotion, publicity and advertising. . . . San Francisco's **KOME-FM** has a new morning man in **Scott McConnell**. . . . **Sergio Dean**, a.k.a. **Sturgis Griffin** when he was at **WABC**, most recently afternoon lead-in to **Frankie Crocker** at **WBLS-FM**, leaves the latter for PD position at **WLBS/Detroit** (he'll need cue cards for that). . . . Adult contemp station **KFMB/San Diego** begins broadcasting in stereo next month, and there are plans to air selected Padres baseball games in stereo. So what, you say, but the station hopes to create an in-the-park feeling with the new system. . . . don't knock it 'till you've tried it. . . . NPR affiliate **WBGO-FM/Newark**, currently the only 24-hour jazz outlet for the New York area, will be conducting its third annual Jazzathon this Sunday, June 5, at New York's famed Jazz Forum. Last year's event attracted many stars of jazz, including **Wynton Marsalis**, and this year's guarantees the same.

**NETWORK NEWS** — **Rona Elliot**, NBC's Source reporter for *Rock Report*, goes on vacation next week and lined up **Kevin Cronin** and **Gary Richrath** of **REO Speedwagon** to fill in for her. Wow, what a deal. . . . Mutual's *Rock U.S.A.* feature is adjusting its music mix, according to **Dick Carr**, vice president for programming, to include more new music and less "classic" rock. This weekend's show features **U2, Dexys Midnight Runners** and **Modern English**. . . . June is the month for *The Best of The Silver Eagle* from ABC's Entertainment Network. . . . This weekend will feature a tribute to **Lefty Frizzell**, recorded live in Nashville with **Dottie West, Merle Haggard, Moe Bandy, John Anderson, David Allan Coe**, and many others. . . . The following week will feature a concert from **T.G. Sheppard**. . . . Watermark/ABC Radio Enterprises' joint venture, *Soundtrack of the '60s* profiles **Gary Lewis and the Playboys** in the month of June, and just when everyone had forgotten about Jerry's kid.

**SYNDICATION INDICATIONS** — *Rolling Stone Magazine Prods.* noted for its radio features, offers a new telephone information service featuring artist news, new release and tour information, and short interview clips. The two-minute message can be heard by dialing 1 (900) 410-ROCK. . . . Westwood One and HBO join forces for the sixth time as Westwood will provide the audio portion of a **Billy Joel** taped concert broadcast to interested stations. The simulcast is set to air July 24. . . . Creative Factor of Hollywood has signed *Daily News* columnist **Rick Talley** as host for the 1983-84 edition of its *Countdown To Kickoff* series. . . . The weekly pro game prediction show and separate college feature can be customized for a station's particular geographic region.

**NEWS 'N' NOTES** — **Trudi Cowlan** joins Birch Radio as national advertiser/agency sales manager next Monday, June 6. She'll be vacating her position as vice president/agency account executive with the A.C. Nielsen Company. . . . National Public Radio's tribute to **Kurt Adler**, former general director of the San Francisco Opera for more than 30 years, recently won a 1983 Ohio State Award. . . . Houston-based broadcast consultant **Ed Shane** is offering an instructional videocassette designed for radio management professionals. The one-hour program features discussions on cable radio, radio-cable simulcasts, and new radio ventures in video. . . . The Broadcast Information Bureau has just published the second edition of its invaluable *Radio Programs Source Book*. Use it like the yellow pages for info on syndicators, producers, networks and trade associations.

harry weinger



**A DISTANT THUNDER** — **KZOK/Seattle** recently flew two listeners to Portland, Ore. to see **Bob Seger** in concert as part of a contest called "The Distance" after Seger's platinum LP of the same name. Pictured backstage after the show are (l-r): **Stan Foreman**, Northwest promotion manager, **Capitol**; **Connie Cole**, DJ, **KZOL**, the two contest winners; and **Seger**.

## Blues Makes Big Comeback In Southern Radio Markets

(continued from page 5)

stop for a 1959 song of his called 'Old Mr. Charlie.' According to our survey, that old song became the #1 record in Jackson."

**WKDJ** has had similar response to its overnight show. Market veteran **Robert Thomas** hosts for six nights a week, "playing nothin' but the blues," says **Steele**. "He breaks a lot of records that wouldn't normally get played in regular rotation."

Another industry vet who hosts his own blues show is **Buddy King** of 50,000-watt **KAAY/Little Rock, Ark.** The show, called *Blues Alley*, is on for three solid hours six nights a week, and is influential in markets outside the station's immediate coverage area. "We hit 22 states and 14 foreign countries," claims King, "I've been on the air 4½ months, and I get mail from North Dakota; Kingston, Jamaica; Minnesota; etc. I get requests from Sweden sometimes," King continued, "I am pleasantly surprised to find so many blues pockets. I know many R&B stations are being influenced by the response to our show to add a few blues cuts."

### Older Audience

Programmers are tapping into a seemingly forgotten older audience. It is now considered a market that never went away, and, as **Marshall** says, "they're hungry for this music again." **Steele** adds, "The 25-plus demographic demands the blues. They haven't heard it in so long."

Stations once fearful of turning off the younger segment of their audience by playing the blues are finding the opposite to be true. Programmers pointed to the universal acceptance of blues-oriented records like **Z.Z. Hill's "Down Home"** LP as the leverage to maintain youthful listenership. "When we started playing blues and blues-oriented records I didn't lose, I gained," said **Blackwell**. "The younger kids went for **Z.Z. Hill**, while our older audience responded to **Muddy Waters**. They're opening each other up." **Marshall** offered an explanation: "Times are hard, and young and old alike have to deal with it. The blues talk about hard times."

Besides the ratings boost that the rediscovery of the blues has given stations, the resurgence has been a shot in the arm for blues labels and clubs. **Bruce Iglauer** of **Alligator Records** echoed **Marshall's** conviction that the blues are appropriate for today: "There is a need out there for emotionally mature music with a message. As a result of all this new interest, sales have been very active in the past year."

**Stewart Madison**, president of **Malaco Records**, is witnessing a snowball effect. "Radio is open to these records right now," he said. "We have had tremendous demand for our product."

Stations are taking note of the renewed vigor at the box office for performing blues artists. **E. Rodney Jones**, long-time black radio maven at Chicago's **WVON** and now programming **WYLD-AM** in New Orleans, sees direct results from his station's success with playing blues. "A recent show with **B.B. King, Bobby 'Blue' Bland** and **Millie Jackson** sold out way ahead of expectations." **King** and **KAAY** helped sell out a **B.B. King** and **Z.Z. Top** bill, then promoted a free show with local Arkansas blues artists, including **Albert Collins** and **Son Seals**, that same weekend. "Ten thousand people showed up," he reports.

With the wealth of available material and the maturing black audience, programmers see continued strength in the format. **Blackwell** concluded simply: "Without the blues, I'm dead."



**TOO MUCH MONKEY BUSINESS** — **L.A. scenemaker/producer Geza X** recently dressed up in a monkey costume to promote a new record by artist **Carl Stewart** on the **XES indie record label** called "The Monkey's You." Pictured here standing at **KNAC/Los Angeles** are (l-r): **Bambi Byrens**, **Back to Back Management**; **Stewart**; and **Jimmy Christopher**, PD, **KNAC**. Pictured seated is **KNAC DJ Sylvia** next to the apeman.

# CASH BOX ROCK ALBUM RADIO REPORT



— **THE KINKS • STATE OF CONFUSION • ARISTA**  
**ADDS:** WYFE, KNAC, WMMS, KEZY, WOUR, WCCC, WKLS, WNEW, WHFS, KBPI, WBLM. **HOTS:** KEZY, WCCC, WKLS. **MEDIUMS:** WYFE. **PREFERRED TRACKS:** Dancing, Maybe, Title.  
**SALES:** Just shipped.



4 **DAVID BOWIE • LET'S DANCE • EMI AMERICA**  
**ADDS:** None. **HOTS:** WBLM, WHFS, KMET, WNEW, WKLS, WPLR, WCCC, WOUR, KEZY, WMMS, WSKS, KNAC, WYFE, KNX. **MEDIUMS:** KBPI. **PREFERRED TRACKS:** Title, China.  
**SALES:** Good in all regions.

## MOST ADDED

LP Chart Position

- 14 **BRYAN ADAMS • CUTS LIKE A KNIFE • A&M**  
**ADDS:** None. **HOTS:** KMET, WKLS, WCCC, WSKS, KNX. **MEDIUMS:** WBLM, KSJO, WPLR, KEZY, WYFE. **PREFERRED TRACKS:** Straight, Title.  
**SALES:** Good to moderate in all regions.
- **ARCANGEL • PORTRAIT**  
**ADDS:** WMMS, WOUR, WCCC, WPLR, KBPI, KSJO. **HOTS:** None. **MEDIUMS:** WCCC, WPLR. **PREFERRED TRACKS:** Open.  
**SALES:** Just shipped.
- 36 **JOAN ARMATRADING • THE KEY • A&M**  
**ADDS:** None. **HOTS:** WBLM. **MEDIUMS:** WHFS, WNEW, WKLS, WOUR, KEZY, WSKS, KNAC, WYFE. **PREFERRED TRACKS:** Drop.  
**SALES:** Moderate to fair in all regions.
- **BLACKFOOT • SIOGO • ATLANTIC**  
**ADDS:** WYFE. **HOTS:** WKLS. **MEDIUMS:** WYFE, WBLM, WCCC, WOUR, WMMS, WSKS. **PREFERRED TRACKS:** Open.  
**SALES:** Good initial response in all regions.
- 167 **MARTIN BRILEY • ONE NIGHT WITH A STRANGER • MERCURY**  
**ADDS:** None. **HOTS:** WBLM, KSJO, KBPI, KMET, WCCC, WOUR, WSKS, KNX. **MEDIUMS:** WKLS, WPLR, KEZY, WYFE. **PREFERRED TRACKS:** Salt.  
**SALES:** Fair in all regions.
- 192 **JIM CAPALDI • FIERCE HEART • ATLANTIC**  
**ADDS:** None. **HOTS:** KNX. **MEDIUMS:** WBLM, WNEW, WKLS, WCCC, WOUR, KEZY. **PREFERRED TRACKS:** That's Love.  
**SALES:** Fair in all regions.
- 103 **CHRIS DEBURGH • THE GETAWAY • A&M**  
**ADDS:** None. **HOTS:** WKLS, WYFE, KNX. **MEDIUMS:** WBLM, WNEW, WCCC, WOUR, WMMS. **PREFERRED TRACKS:** Ferryman.  
**SALES:** Moderate to fair in all regions.
- 5 **DEF LEPPARD • PYROMANIA • MERCURY**  
**ADDS:** None. **HOTS:** WBLM, KSJO, KMET, WKLS, WPLR, WCCC, WOUR, WMMS, WSKS, WYFE. **MEDIUMS:** None. **PREFERRED TRACKS:** Ages, Photograph.  
**SALES:** Good in all regions.
- 13 **THOMAS DOLBY • THE GOLDEN AGE OF WIRELESS • CAPITOL**  
**ADDS:** None. **HOTS:** WHFS, KNAC, KNX. **MEDIUMS:** WBLM, WNEW, WCCC, WOUR, WMMS. **PREFERRED TRACKS:** Blinded, Submarines, Europa.  
**SALES:** Good to moderate in all regions.
- 22 **DURAN DURAN • RIO • HARVEST**  
**ADDS:** None. **HOTS:** KSJO, WMMS, KNAC, WYFE. **MEDIUMS:** WBLM, KBPI, WCCC, KNX. **PREFERRED TRACKS:** Rio, Hungry.  
**SALES:** Moderate in all regions.
- 79 **DAVE EDMUNDS • INFORMATION • COLUMBIA**  
**ADDS:** None. **HOTS:** WCCC, WMMS, WSKS, KNX. **MEDIUMS:** WBLM, KSJO, WHFS, KMET, WNEW, WKLS, WPLR, KEZY, KNAC, WYFE. **PREFERRED TRACKS:** Slippin'.  
**SALES:** Good to moderate in all regions.
- **EURHYTHMICS • SWEET DREAMS • RCA**  
**ADDS:** WYFE, WKLS, WNEW. **HOTS:** WHFS, WOUR. **MEDIUMS:** KEZY, KNAC, KNX. **PREFERRED TRACKS:** Sweet.  
**SALES:** Fair in East.

LP Chart Position

- 169 **FASTWAY • COLUMBIA**  
**ADDS:** None. **HOTS:** WCCC, WOUR, WMMS. **MEDIUMS:** WBLM, KSJO, KMET, WKLS, WPLR, WSKS, WYFE. **PREFERRED TRACKS:** Open.  
**SALES:** Fair in all regions.
- 119 **THE FIXX • REACH THE BEACH • MCA**  
**ADDS:** None. **HOTS:** WCCC, KEZY, WMMS, KNX. **MEDIUMS:** WBLM, WHFS, WNEW, WKLS, WPLR, WSKS, KNAC, WYFE. **PREFERRED TRACKS:** Zero.  
**SALES:** Good to moderate in all regions.
- 59 **A FLOCK OF SEAGULLS • LISTEN • JIVE/ARISTA**  
**ADDS:** KMET, KSJO. **HOTS:** WKLS, KEZY, WMMS, KNAC. **MEDIUMS:** WBLM, KBPI, KMET, WNEW, WCCC, WYFE, KNX. **PREFERRED TRACKS:** Wishing.  
**SALES:** Good to moderate in all regions.
- **GOANNA BAND • SPIRIT OF PLACE • ATCO**  
**ADDS:** KSJO. **HOTS:** WCCC, WOUR, WMMS. **MEDIUMS:** WBLM, WHFS, KMET, WNEW, WKLS, WPLR, KEZY, WSKS, WYFE, KNX. **PREFERRED TRACKS:** Open.  
**SALES:** Fair in Midwest.
- 27 **EDDY GRANT • KILLER ON THE RAMPAGE • ICE/PORTRAIT**  
**ADDS:** None. **HOTS:** WHFS, WKLS, WPLR, WOUR, WMMS, WYFE, KNX. **MEDIUMS:** WBLM, WNEW, KEZY. **PREFERRED TRACKS:** Electric.  
**SALES:** Good to moderate in all regions.
- 45 **INXS • SHABOOH SHOOBAH • ATCO**  
**ADDS:** None. **HOTS:** KMET, WNEW, WCCC, WOUR, WMMS, WSKS, WYFE. **MEDIUMS:** WBLM, KSJO, WPLR. **PREFERRED TRACKS:** Thing, Change.  
**SALES:** Moderate to fair in all regions.
- **ELTON JOHN • TOO LOW FOR ZERO • GEFFEN**  
**ADDS:** KNX, KEZY, WOUR, WNEW, KBPI, WBLM. **HOTS:** KNX, KEZY. **MEDIUMS:** WMMS. **PREFERRED TRACKS:** Standing.  
**SALES:** Just shipped.
- 6 **JOURNEY • FRONTIERS • COLUMBIA**  
**ADDS:** None. **HOTS:** KSJO, KEZY, WSKS, KNX. **MEDIUMS:** WBLM, KBPI, WPLR, WCCC, WOUR, WMMS. **PREFERRED TRACKS:** Fairthfully, Separate.  
**SALES:** Good to moderate in all regions.
- 156 **KAJAGOOGOO • WHITE FEATHERS • EMI AMERICA**  
**ADDS:** WYFE, KNAC, KEZY, KBPI, WBLM. **HOTS:** WOUR. **MEDIUMS:** KEZY, WNEW, WMMS, WYFE. **PREFERRED TRACKS:** Shy, Ooh.  
**SALES:** Moderate breakouts in all regions.
- 115 **KROKUS • HEADHUNTER • ARISTA**  
**ADDS:** None. **HOTS:** KSJO, KMET, WKLS, WCCC. **MEDIUMS:** WBLM, WPLR, WMMS, WSKS, WYFE. **PREFERRED TRACKS:** Screaming.  
**SALES:** Fair in all regions.
- 54 **MADNESS • GEFFEN**  
**ADDS:** KSJO. **HOTS:** WKLS, KEZY, WMMS, KNAC, WYFE. **MEDIUMS:** WBLM, WHFS, WNEW, WPLR. **PREFERRED TRACKS:** House.  
**SALES:** Moderate in all regions.
- **MARILLION • SCRIPT FOR A JESTER'S TEAR • CAPITOL**  
**ADDS:** WCCC, WPLR, WBLM. **HOTS:** WMMS. **MEDIUMS:** WCCC, KSJO, KMET, WKLS, WSKS, WYFE. **PREFERRED TRACKS:** He Knows, Chelsea.  
**SALES:** Fair in East.

## MOST ACTIVE

LP Chart Position

- 2 **MEN AT WORK • CARGO • COLUMBIA**  
**ADDS:** None. **HOTS:** KNX, WBLM, KBPI, KMET, WNEW, WKLS, WPLR, WCCC, WOUR, KEZY, WMMS, WSKS, KNAC, WYFE. **MEDIUMS:** KSJO. **PREFERRED TRACKS:** Overkill.  
**SALES:** Good in all regions.
- 15 **PINK FLOYD • THE FINAL CUT • COLUMBIA**  
**ADDS:** None. **HOTS:** WBLM, KMET, WNEW, WPLR, KEZY, WSKS. **MEDIUMS:** KSJO, WCCC, WOUR. **PREFERRED TRACKS:** John.  
**SALES:** Good to moderate in all regions.
- 65 **PLANET P • GEFFEN**  
**ADDS:** None. **HOTS:** KBPI, KMET, KEZY, WMMS, WSKS, KNX. **MEDIUMS:** WBLM, KSJO, WCCC, WOUR, WYFE. **PREFERRED TRACKS:** Why.  
**SALES:** Fair in all regions.
- **THE PLIMSOLS • EVERYWHERE AT ONCE • GEFFEN**  
**ADDS:** WCCC, WKLS, KMET, KBPI. **HOTS:** None. **MEDIUMS:** WCCC, WHFS, KEZY, KNAC. **PREFERRED TRACKS:** Miles.  
**SALES:** Good initial response in West.
- 168 **RED ROCKERS • GOOD AS GOLD • 415/COLUMBIA**  
**ADDS:** None. **HOTS:** WBLM, WPLR, WCCC, WOUR, KEZY, WMMS. **MEDIUMS:** WHFS, KMET, WKLS, WSKS, KNAC, WYFE, KNX. **PREFERRED TRACKS:** Open.  
**SALES:** Fair in all regions.
- 16 **RICK SPRINGFIELD • LIVING IN OZ • RCA**  
**ADDS:** None. **HOTS:** KSJO, WPLR, WCCC, WOUR, KEZY, WYFE. **MEDIUMS:** WBLM, WSKS. **PREFERRED TRACKS:** Affair.  
**SALES:** Moderate to fair in all regions.
- 160 **TEARS FOR FEARS • THE HURTING • MERCURY**  
**ADDS:** None. **HOTS:** KNAC. **MEDIUMS:** WHFS, WNEW, WKLS, WOUR, KEZY, WYFE. **PREFERRED TRACKS:** Mad, Change, Title.  
**SALES:** Fair in all regions.
- 20 **THE TUBES • OUTSIDE INSIDE • CAPITOL**  
**ADDS:** None. **HOTS:** WBLM, KMET, WNEW, WKLS, WPLR, WCCC, WOUR, KEZY, WMMS, WSKS. **MEDIUMS:** KSJO, KNAC. **PREFERRED TRACKS:** Beauty.  
**SALES:** Good to moderate in all regions.
- 18 **U2 • WAR • ISLAND**  
**ADDS:** None. **HOTS:** WBLM, WHFS, KMET, WNEW, WPLR, WOUR, WMMS, WSKS, KNAC, WYFE. **MEDIUMS:** KSJO, KBPI, WCCC. **PREFERRED TRACKS:** New Year's, Sunday.  
**SALES:** Good to moderate in all regions.
- 19 **ZZ TOP • ELIMINATOR • WARNER BROS.**  
**ADDS:** None. **HOTS:** WBLM, KSJO, KMET, WKLS, WPLR, WCCC, WOUR, WMMS, WSKS. **MEDIUMS:** KBPI, WYFE. **PREFERRED TRACKS:** Gimme.  
**SALES:** Good to moderate in all regions.
- 149 **ZEBRA • ATLANTIC**  
**ADDS:** None. **HOTS:** KSJO, WKLS, WOUR, WMMS, WSKS. **MEDIUMS:** WBLM, KMET, WPLR, WCCC, KEZY, WYFE. **PREFERRED TRACKS:** Open.  
**SALES:** Fair in all regions.

# Twelve-Inch Discs Show Sales Gain Beyond Urban Markets

(continued from page 7)

in those areas are showing increased sales of new music 12-inch singles." She added that black artists with "crossover pop potential" like Michael Jackson were also benefitting by their videos, and included the Black Entertainment Television network among the other services impacting on the increased 12-inch sales.

## Sony To Bow Professional CD Player Model

LOS ANGELES — Sony Professional Audio Products is coming out with a professional Compact Disc (CD) player model in September, for use in radio and TV stations as well as recording studios.

According to Sony, the pro CD model, CDP-5000, features a rapid access function allowing it to address signal "frames" of 13.3 milliseconds anywhere on the 4 3/4 inch Compact Disc. Any musical selection can be accessed at random within two seconds or less via a 10-key input device where recording track number, minute, second and frame information are entered.

The CDP-5000 also includes a Search Dial function for accurate manual cueing.

Among the other features and functions of the CDP-5000 are a Remaining Time Indicator, which monitors the track being reproduced and displays remaining time; a line fader adjustment to control output levels and initiate playback; dual channel output meters and built-in monitor speaker with gain control.

The unit has a Player Section, Control Section, Output Indicator Section and Console Main Frame, measuring 34 1/8 inches high, 19 3/4 inches wide and 22 1/4 inches deep. The CDP-5000's special mechanical block was designed for long life and minimal downtime. The block mount enables easy maintenance and inspection while maximizing reliability and durability.

According to Heady, sales of 12-inch product at the chain had picked up almost a full percentage point from last year in terms of total sales, and is now at between 2 and 2.5 percent. She also noted that the warehouse was stocking twice as many 12-inch titles than a year ago.

At the Camelot Music chain based in Canton, Ohio, single buyer Pat Tidwell estimated that 12-inch product now makes up between two and three percent of the total business. She also stated that sales of the configuration were increasing in the chain's "southern markets, the Carolinas, and Florida, naturally, with all the clubs and the international market there."

Backing up Tidwell somewhat was Joe Andrules, vice president at the Miami-based Spec's Music chain. Andrules noted the effect of club play on sales of 12-inchers, but felt that volume sales of the configuration were mostly in the populated areas where most of the new music clubs were located. He said that some discs, however, were strong enough to break out of the urban centers, and in this regard cited David Bowie's "Let's Dance" as "too big a record to be held back," along with Billy Idol's "White Wedding." "It depends on the product," concluded Andrules.

David Roy, buyer for the 50-store Northeastern Record Town chain based in Albany, N.Y., also mentioned club play of 12-inchers as the major factor in breaking the product in his areas, especially in the New Jersey market. He said that the configuration had become a major part of his stores' singles departments in the last three to six months to where it now makes up as much as 10% of the total singles business.

"Sales of 12-inch singles have gone up three or four times over the last three months," continued Roy. "Of course, I'm more aware of them now. It used to be a backseat priority item because returns were quite heavy, especially in soul titles, so I shied away. But now, most of the sales

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**ROCKIN' THE CASH BOX** — RCA recording group The Rockers, recently visited the West Coast offices of Cash Box following the first show of the band's current American tour, at The Palace in Hollywood. Pictured are (l-r): Smutty Smith and Dibbs Preston of the group; Richard Imamura, Cash Box managing editor; Danny Harvey, Mike Osborn and Barry Ryan of the group; and Michael Glynn, Cash Box editorial staffer.

## ASCAP Explains Slow Negotiations To Establish Cable Performance Fees

by Tom Roland

NASHVILLE — Faced with the growth of cable television as a viable communication network, music publishers are looking with high hopes at the cable industry, still in its formative stages, as a source for increased performance revenues. Because of the complexities involved in TV-through-subscription, agreements as to the value of a performance on cable have been difficult to obtain, so, while an article in the May 14 issue of Cash Box indicated that the American Society of Composers, Authors and Publishers (ASCAP) currently has agreements with both Home Box Office (HBO) and Showtime, Bernard Korman, chief legal counsel for the performing rights agency, indicates that those agreements are still in the negotiating stages.

Originally, ASCAP agreed to rates with the existing cable networks that paid for performances through 1979, and, since the medium was still a developing one, ASCAP admittedly gave those cable systems lower rates on an experimental basis. HBO is the only cable network which has paid royalty fees past 1979; the agreement with HBO

ran out at the end of 1982.

At the time, ASCAP was involved in the anti-trust suit filed against it by CBS-TV, and the cable networks wished to await the settlement of that court battle before entering into any further agreements. To complicate matters, the varying methods of distribution of the cable system have forced the society to follow a number of different routes in trying to obtain just compensation for the use of copyrights.

Korman notes that the "real money" in cable TV royalties stems from the "pay TV" stations — operations such as HBO and Showtime for which there is a specific charge to the subscriber for that specific channel. In cases where the network is a "pay TV" operation, ASCAP is working specifically with that company to reach some sort of agreements as to just compensation.

"Non-pay TV" stations, such as MTV, the Cable News Network and the Cable Health Network, which are included in some sort of basic package, must be dealt with in the same manner, but Korman indicates that both ASCAP and non "pay TV" outlets are waiting for the outcome of the "pay TV" negotiations to establish some sort of barometer for the scale of payment. Stations such as WGN-TV/Chicago, WTBS-TV/Atlanta and WOR-TV/New York, which are locally aired stations broadcast nationally through the cable system, have already been covered by their compulsory license.

That leaves local access stations, which, Korman claims, are of lesser significance since they are produced on a smaller budget. Such programming is produced by the local system owner, which is represented nationally by the National Cable Television Assn. (NCTA). The association includes 25 multiple-system operators (MSOs) who own and distribute cable programming to more than one market. The MSOs represent, according to Korman's estimates, half of the current cable market.

Because of the scattered nature of the cable industry, and because of the fact that such negotiations are being conducted for the first time ever, the agreements are apparently coming along extremely slowly, but Korman notes that if an agreement cannot be reached within a reasonable time period, ASCAP has an alternative to allow the court to serve as an arbiter. He suggests, however, that publishers should expect an amicable agreement since neither cable representatives nor ASCAP would be particularly interested in a lengthy and costly court presentation.

Korman also emphasizes that once the agreements are reached, they will be retroactive, and writer/publisher affiliates will be paid for their past performances via cable.

## ON JAZZ

(continued from page 17)

"Bumpin'" by **Wes Montgomery** is one of the greats from the latter part of the guitar master's career and features arrangements by **Don Sabesky** that do more than hint at the avalanche of recordings he would later put his stamp on with **Creed Taylor**. "Norman Granz Jam Session #3" is the kind of recording nobody makes these days but Verve honcho Granz once pumped out steadily. J.A.T.P. fans especially should check this one out, although you'd be hard pressed to find any jazz fan disinterested in hearing a relaxed, well-recorded date that features **Stan Getz**, **Count Basie**, **Buddy Rich**, **Wardell Gray**, **Benny Carter**, **Buddy DeFranco**, **Willie Smith**, **Harry Edison**, **Freddie Green** and **John Simmons**. Rounding out the release are two catalog chestnuts, "Mel Torme Swings Shubert Alley with **The Marty Palch Orchestra**" and "Oscar Peterson Plays the **Cole Porter Song Book**." All in all, a nice way to start the summer.

**CATCHIN' UP WITH THE INDIES** — The hits just keep on coming. New York's Muse label has three new titles in the bin: "The Last Stitt Sessions, Vol. 1" by **Sonny Stitt** with **Junior Mance**, **George Duvivier** and **Jimmy Cobb**, recorded just a month-and-a-half before Stitt's death last summer; "A Two-fer!" by **Stephane Grappelli** and **Hank Jones** is not, as the title suggests, a two-record set, but rather a pairing of the violinist and pianist. Supporting the "two-fer" are bassist **Jimmy Woods** and drummer **Alan Dawson**; "More **Arnett Cobb** and the Muse All-Stars Live At Sandy's" completes the four-album Sandy's series that featured Cobb with **Buddy Tate** and **Eddie "Cleanhead" Vinson**. The rhythm section once again features George Duvivier, Alan Dawson and **Ray Bryant**. . . The Fantasy group has new titles on its Galaxy, Milestone and Prestige labels: "Spanish Wave," by violinist **L. Subramanian** combines the leader's classic Indian roots with the commercial/progressive sound of sidemen **Tom Scott**, **Stanley Clarke**, **Larry Coryell**, **George Duke**, **Alphonso Johnson** and **Ralph Humphries**; "Carnaval," recorded live in Tokyo, features local boy **Sadao Watanabe** on alto, backed by the rhythm section of **Ron Carter**, **Tony Williams** and **Hank Jones** on a decidedly be-bop flavored date; "Bahia" by **John Coltrane** on Prestige is an honest-to-goodness two-fer, combining '57 and '58' Trane dates from the "Stardust," "Bahia" and "Catin' With Coltrane and Quinichette" sessions. The latter recordings with **Paul Quinichette** are particularly nice to hear again, as the "vice-president" has slipped into an undeserved obscurity. . . Pianist **Horace Silver** has bowed his own label, Silver Prods. First two releases are "Spiritualizing The Senses," featuring Silver with **Eddie Harris**, **Bobby Shew**, **Bob Malze**, **Ralph Moore** and **Carl Burnett**; the second, "Guides To Growing Up," is a children's record featuring **Bill Cosby** with Silver and company providing the music.

fred goodman

## RFC Signs New Acts; Adds More Staff Members

LOS ANGELES — The mutual agreement between RFC and Atlantic signed six months ago has been quite profitable and should continue its steady upward streak with a number of new signings, according to Ray Caviano, president and executive director of the Atlantic New Music Department. Among the label's most recent additions are performers **Jean Stevens**, **Jerril Bokemo**, **The Jeannie Smith Band** and **John Jarrett & The Weekend Warriors**.

In addition, current and upcoming releases for the RFC/Atlantic label include the just-issued **Change** album; **Tomorrow's Edition** second LP; debut long-players from **Prestige**, **Attitude**, and **Jean Stevens**, and an EP from label veteran **Gino Socclo**.

Besides the multitude of new product, Caviano also said that two additions have been made to the RFC staff. Just on board at the label are **Chuck Coleman**, who's been appointed national promotion assistant in RFC's New Music Department, and **David Salidor**, who's set to serve as media consultant to the label.

"I am extremely happy with the tools and support that Atlantic has given me in my operation," said Caviano. "Atlantic has supplied me with the proper support systems to enhance and solidify RFC as a truly competitive and bona fide artist development label."



**STARTING OFF RIGHT** — Newly signed Leona Williams recently visited Mercury/PolyGram's Nashville offices to discuss her upcoming LP project, a duet with Merle Haggard. A solo LP is also scheduled for later in the year. Pictured are (l-r): Joe Polidor, country marketing director, PolyGram; Frank Jones, senior vice president, country division, PolyGram; Williams; and Tex Whitson, Williams' manager.

## BMI Honors 'Million-Air' Publishers, Songwriters At Awards Luncheon

NASHVILLE — Broadcast Music, Inc. (BMI) held a special awards luncheon here May 25 honoring its "million-airs" — a select group of affiliated songwriters and publishers in the Southern region whose songs have been aired in excess of one million times, based on logged reports submitted to the performance rights organization by radio and television broad-

casters.

"The Southern writers who are included in the BMI Nashville family represent the very best, as witnessed here by honoring these songs, which have been heard millions of times by millions of listeners," said BMI vice president Frances W. Preston in her remarks at the ceremony. "It's a pleasure to gather them all together and celebrate their accomplishments." Joining Preston in distributing certificates of recognition to the award winners at the gathering were BMI officers Patsy Bradley, Del Bryant, Phil Graham, Joe Moscheo and Harry Warner.

Along with the award certificates, writers and publishers of songs reaching the one million performance plateau reap the additional benefit of bonus performance credit for continuing usage of their material. Particularly prominent among publishers whose songs had attained this level of activity were multiple-award winners Acuff-Rose with six citations; Deb-dave/Briarpatch and Unichappell with five; Dick James with four; Unart with three; and Arc Music, Duchess Music, House of Bryant, Low-Sal, Tree and Warner-Tamerlane with two each.

A complete listing of BMI "million-airs" recipients is as follows:

**AIN'T THAT A SHAME** — Dave Bartholomew/Antoine "Fats" Domino — Unart Music Corp.; **ALWAYS ON MY**

(continued on page 29)

## Coe 'Rides' 45 Chart At #1

NASHVILLE — For the first time in his career, David Allan Coe is at #1 this week on the **Cash Box** Country Singles chart with "The Ride," his tribute to the ghost of Hank Williams. The single signals a change in Coe's attitudes about his own support of his musical projects, since, for the first time, he backed the record with a promotional tour of radio stations.

Coe has long been known for his seeming unwillingness to compromise his musical integrity and his past disinterest at involving himself with radio had made programmers reluctant to play his material. His only other commercially successful single was a Steve Goodman tune, "You Never Even Called Me By My Name," which reached the Top 10 in the late '70s. Coe also wrote Johnny Paycheck's "Take This Job And Shove It," which later became the title of a major motion picture. "The Ride" was written by Chuck Dixon and Gary Gentry.

## Artist Profile

# Big Al Downing: Making It In Country Today With An Independent Label

by Tom Roland

NASHVILLE — With an unpredictable economy and the tightening of playlists at the radio level, country artists on independent labels are facing tougher times than ever before. Only a handful have been able to consistently place records in the Top 40 of the Country Singles chart, and Big Al Downing, with his pure country voice and affinity for strong story songs, is certainly among them.

Downing, currently signed to Philadelphia-based Team Records, has been actively pursuing music as a career since the late '50s, but the push and pull of those guiding his career made his entry into country a slow process, since, as a black artist, he was stereotyped as an R&B singer. Thus, he is only now enjoying the fruits of his first album, a self-titled effort that contains a few Top 20 records from several years back, "Mr. Jones" and "Touch Me," as well as recent releases such as "It Takes Love" and "I'll Be Loving You." In addition to his abilities as a performer, Downing also has strong writing skills, as demonstrated by his "Touch Me," recently covered by Tom Jones, which rose to #10 on the **Cash Box** Country Singles chart, and "Mr. Jones," soon to be produced as a movie with Downing in the leading role.

### Country, Blues Roots

Downing was raised in a sharecropping family in Oklahoma along with nine other brothers and two sisters, where he picked up an affinity for the blues from strong-signalled WLAC/Nashville and country from WSM's Grand Ole Opry. "You can't be a farmer in Oklahoma without liking country music," he notes.

Because of those varied influences, Downing caught inspiration from a wide variety of artists, learning to play piano by imitating Fats Domino, Little Richard and Ray Charles, while copying the emphasis of such artists as Porter Wagoner, Elvis Presley and Hank Williams placed on the song itself. His strongest influence, however, was Domino, and when he played "Blueberry Hill" in a talent contest at a local radio station, he was given a job playing with Bobby Poe at halls all over the Midwest. When the band went on tour with country singer Wanda Jackson, who scored in 1960 with a song called "Let's Have A Party," he had his first professional gig.

Eventually, he headed east to Boston to make a living as a singer. The group immediately began playing The Combat Zone, Boston's sleazy prostitution district,



Big Al Downing

working seven days a week (including a 12-hour session on Saturdays) for a mere \$90. "We walked into one club in Boston," he relates of the earlier period, "and the other band was just leaving. We were going to go ahead and set up, and the bandleader walked over the club manager and asked to get paid. The club owner said, 'Okay, put out your hand.' When he put out his hand, he hit it with a baseball bat, and said, 'I didn't like you; now you've been paid.' Here we are from Oklahoma watching this in a club we're going to work, but the guy happened to like us, so we were all right."

Later, while playing solo at Rend's in Washington, D.C., Downing was visited by Domino, who enjoyed Big Al's playing so much that he asked him to play Floyd Cramer's "Last Date" three times consecutively. Eventually, Domino wound up recording a pair of Downing's compositions, "Mary, Oh, Mary" and "Heartbreak Hill," for ABC Records.

After bouncing around the East Coast and touring some foreign countries, Downing connected with producers Lance Quinn and Tony Bongiovi, who cut a disco record, "I'll Be Holdin' On," in 1975. Released on the now-defunct Janus label, the platter brought Downing an appearance on *American Bandstand*, as well as a date at Madison Square Garden. However, when he went back into the studio to cut a follow-up, nothing seemed to click.

"We were looking for a way to do another disco hit or a blues record," recalls Downing. "We went into the studio and tried to pick out some other songs that I had written for rhythm & blues and disco, and it didn't work. It upset me, and when they went out of the room, I sat down at the piano and

(continued on page 29)

**WAYNE CARSON**  
WRITER OF  
"ALWAYS ON MY MIND"  
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**CONLEY WORKS FOR KIDNEYS** — Earl Thomas Conley was one of many artists who appeared on the National Kidney Foundation's (NKF) recent Country Music Festival, a radiothon that raised more than \$1 million nationwide for the organization. Others who appeared on the broadcast included Ronnie Milsap, John Anderson, Dobie Gray and Jerry Clower. Pictured on the Opry stage during the show are (l-r): NKF chairman E. Burns McLindon; Country Music Assn. (CMA) director Jo Walker-Meador; Conley; festival producer Gayle Hill; and festival director Jim Warren.



TOP 75 ALBUMS

Table with 5 columns: Rank, Album Title, Artist, Weeks On Chart, Chart Position. Lists top 75 country albums as of 5/28.



CASH BOX: The Only Trade To Devote A Full Page Every Week To Country Radio! Includes a 'CASH BOX' logo at the top and a 'COUNTRY RADIO' section with various news items and a 'PROGRAMMERS PICKS' table.

# TOP 100 COUNTRY SINGLES

June 4, 1983

	Weeks On Chart	5/28	Chart		Weeks On Chart	5/28	Chart
<b>1 THE RIDE</b> DAVID ALLAN COE (Columbia 38-03778)	3	12		<b>37 I LOVE HER MIND</b> BELLAMY BROTHERS (Warner/Curb 7-29645)	46	3	
<b>2 LUCILLE</b> WAYLON (RCA PB-13465)	1	12		<b>38 CHANGES</b> TANYA TUCKER (Arista AS 1053)	40	7	
<b>3 YOU'RE OUT DOING WHAT I'M HERE DOING WITHOUT</b> GENE WATSON (MCA-52191)	7	12		<b>39 DON'T YOUR MEM'RY EVER SLEEP AT NIGHT</b> STEVE WARINER (RCA PB-13515)	44	5	
<b>4 OUR LOVE IS ON THE FAULTLINE</b> CRYSTAL GAYLE (Warner Bros 7-29719)	8	10		<b>40 HE'S A HEARTACHE</b> JANIE FRICKE (Columbia 38-03899)	53	3	
<b>5 I'M MOVIN' ON</b> EMMYLOU HARRIS (Warner Bros. 7-29729)	6	12		<b>41 3/4 TIME</b> RAY CHARLES (Columbia 38-03810)	43	6	
<b>6 YOU CAN'T RUN FROM LOVE</b> EDDIE RABBITT (Warner Bros. 7-29712)	9	10		<b>42 YOU CAN'T LOSE WHAT YOU NEVER HAD</b> LYNN ANDERSON (Permlan P-82000)	42	9	
<b>7 FOOL FOR YOU LOVE</b> MICKEY GILLEY (Epic 14-03783)	11	10		<b>43 LOST IN THE FEELING</b> CONWAY TWITTY (Warner Bros. 7-29636)	50	2	
<b>8 STRANGER IN MY HOUSE</b> RONNIE MILSAP (RCA PB-13470)	10	10		<b>44 EVERYBODY'S DREAM GIRL</b> DAN SEALS (Liberty P-B-1498)	47	6	
<b>9 LOVE IS ON A ROLL</b> DON WILLIAMS (MCA-52205)	15	8		<b>45 FLAME IN MY HEART</b> DELIA BELL (Warner Bros. 7-29653)	49	5	
<b>10 HIGHWAY 40 BLUES</b> RICKY SKAGGS (Epic 3403812)	14	6		<b>46 EASY ON THE EYE</b> LARRY GATLIN AND THE GATLIN BROS. (Columbia 38-03885)	51	4	
<b>11 IN THE MIDDLE OF THE NIGHT</b> MEL TILLIS (MCA-52182)	12	13		<b>47 GOOD OLE BOYS</b> JERRY REED (RCA PBD-13527)	56	3	
<b>12 YOU TAKE ME FOR GRANTED</b> MERLE HAGGARD (Epic 34-03723)	2	13		<b>48 TILL YOU AND YOUR LOVER...</b> ENGELBERT HUMPERDINCK (Epic 34-03817)	59	4	
<b>13 MY LADY LOVES ME (JUST AS I AM)</b> LEON EVERETTE (RCA PB-13466)	17	12		<b>49 LOVE SONG</b> OAK RIDGE BOYS (MCA-52224)	—	1	
<b>14 LOVE AFFAIRS</b> MICHAEL MURPHEY (Liberty P-B-1494)	16	11		<b>50 ATLANTA BURNED AGAIN LAST NIGHT</b> ATLANTA (MDJ A4831)	63	3	
<b>15 I.O.U.</b> LEE GREENWOOD (MCA-52199)	19	9		<b>51 WHATEVER HAPPENED TO OLD-FASHIONED LOVE</b> B.J. THOMAS (Cleveland Int'l/Epic 38-03492)	13	17	
<b>16 IN TIMES LIKE THESE</b> BARBARA MANDRELL (MCA-52006)	20	7		<b>52 OVER YOU</b> LANE BRODY (Liberty P-B-1498)	65	3	
<b>17 THE CLOSER YOU GET</b> ALABAMA (RCA PB-13524)	21	4		<b>53 PRECIOUS LOVE</b> THE KENDALLS (Mercury/PolyGram 812 3000-7)	70	3	
<b>18 OH BABY MINE</b> STATLER BROTHERS (Mercury/PolyGram 81488-7)	23	8		<b>54 TIJUANA SUNRISE</b> BAMA BAND (Soundwaves SW-4707-NSD)	64	5	
<b>19 WITHOUT YOU</b> T.G. SHEPPARD (Warner/Curb 7-29695)	22	10		<b>55 SAVE ME</b> LOUISE MANDRELL (RCA PB-13450)	18	15	
<b>20 SNAPSHOT</b> SYLVIA (RCA PB-13501)	27	5		<b>56 YOU GOT ME RUNNING</b> JIM GLASER (Noble Vision NV-102)	28	10	
<b>21 THE LOVE SHE FOUND IN ME</b> GARY MORRIS (Warner Bros. 7-20682)	25	8		<b>57 MORE AND MORE</b> CHARLEY PRIDE (RCA PB-13451)	34	14	
<b>22 FLY INTO LOVE</b> CHARLY McCLAIN (Epic 34-03808)	26	9		<b>58 WHERE ARE YOU SPENDING YOUR NIGHTS THESE DAYS</b> DAVID FRIZZELL (Warner/Viva 7-29617)	72	2	
<b>23 SINGING THE BLUES</b> GAIL DAVIES (Warner Bros. 7-29726)	24	11		<b>59 LOVERS AGAIN</b> BRICE HENDERSON (Union Station ST 1001)	60	7	
<b>24 PONCHO AND LEFTY</b> WILLIE NELSON & MERLE HAGGARD (Epic 34-03842)	29	6		<b>60 MARYLEE</b> RODNEY LAY (Churchill CB 94020)	66	5	
<b>25 I ALWAYS GET LUCKY WITH YOU</b> GEORGE JONES (Epic 34-03883)	30	5		<b>61 LYIN', CHEATIN', WOMAN CHASIN'...</b> LORETTA LYNN (MCA-52219)	73	2	
<b>26 ALL MY LIFE</b> KENNY ROGERS (Liberty P-B-1495)	31	5		<b>62 WE'RE STRANGERS AGAIN</b> MERLE HAGGARD & LEONA WILLIAMS (Mercury/PolyGram 812 214-7)	77	4	
<b>27 YOUR LOVE'S ON THE LINE</b> EARL THOMAS CONLEY (RCA PB-13525)	33	4		<b>63 THE JOGGER</b> BOBBY BARE (Columbia 38-03809)	79	2	
<b>28 COMMON MAN</b> JOHN CONLEE (MCA-52178)	4	14		<b>64 LEAVE THEM BOYS ALONE</b> HANK WILLIAMS, JR. (Warner/Curb 7-29633)	—	1	
<b>29 OLD MAN RIVER</b> MEL McDANIEL (Capitol P-B-5218)	32	9		<b>65 I JUST HEARD A HEART BREAK</b> TAMMY WYNETTE (Epic 34-03811)	41	7	
<b>30 AFTER THE GREAT DEPRESSION</b> RAZZY BAILEY (RCA PB-13512)	35	6		<b>66 IF I DIDN'T LOVE YOU</b> GUS HARDIN (RCA PB-13532)	86	2	
<b>31 I WONDER WHO'S HOLDIN MY BABY TONIGHT</b> THE WHITES (Warner/Curb 7-29659)	36	6		<b>67 TOUCH ME (I'LL BE YOUR FOOL ONCE MORE)</b> TOM JONES (Mercury/PolyGram 810 445-7)	48	15	
<b>32 IT'S YOU</b> KIERAN KANE (Warner Bros. 7-29711)	37	6					
<b>33 POTENTIAL NEW BOYFRIEND</b> DOLLY PARTON (RCA PB-13514)	39	6					
<b>34 FOOLIN'</b> JOHNNY RODRIGUEZ (Epic 34-03598)	5	15					
<b>35 YOU'RE NOT LEAVIN' HERE TONIGHT</b> ED BRUCE (MCA-52210)	45	4					
<b>36 ONCE YOU GET THE FEEL OF IT</b> CON HUNLEY (MCA-52208)	38	6					

After The Great (Sandy-Port — ASCAP/Tree/Tree Group — BMI) . . . . .30	Highway 40 (Jack & Bill/Amanda-Lin/ c/o Welk Group — ASCAP) . . . . .10	Love Is (Roger Cook/Big Ears/Bruised Oranges — BMI/ASCAP) . . . . .9	Stranger In My House (Lodge Hall — ASCAP) . . . . .8
All My Life (Warner/WB Gold — BMI/ASCAP) . . . . .26	I Always Get Lucky (Shade Tree — BMI) . . . . .25	Love Me (Johnny Beinstock — BMI) . . . . .100	Talk To My Childrens Mama (Dream City — BMI) . . . . .95
Amarillo By (Cottillion/Terry Stafford/Admin. by Cottillion — BMI) . . . . .81	I'd Do It (North Creek — BMI) . . . . .74	Lover In Disguise (Hossier/Jack & Bill/c/o Welk — ASCAP) . . . . .69	The Closer You Get (Irving/Down 'N' Dixie/Chinichap/Adm. In U.S. & Canada by Careers — BMI) 17
American Made (Music City — ASCAP/Combine — BMI) . . . . .90	If I Didn't (Unichappell/Van Hoy/Posey — BMI) . . . . .66	Lovers Again (Royalhaven — BMI) . . . . .59	The Devils Son (Middle Forty/Nickel Roller — BMI) 88
Another Man's (Stonewix/Corinna — BMI) . . . . .96	If You're Gonna (Hookit/Blue Lake — BMI) . . . . .76	Love Song (Youngun — BMI) . . . . .49	The Jogger (Evil Eye — BMI) . . . . .53
A Taste Of (Our Child's — BMI) . . . . .78	I Just Heard (ATV/First Lady/Sylvia's Mother — BMI) 65	Lucille (Venice — BMI) . . . . .2	The Love She (Southern Nights — ASCAP/Combine — BMI) . . . . .21
Atlanta Burned Again (Unamed) . . . . .50	I Love Her Mind (Bellamy Brothers/Famous — ASCAP) . . . . .37	Lyin' Cheatin' (Music City — ASCAP) . . . . .61	The Ride (Algee/Newwriters — BMI) . . . . .1
Changes (Lanya Tucker/Milene — ASCAP) . . . . .38	I'm Movin' On (Rightsong — BMI) . . . . .5	My Love's Got To Grow (McKen — ASCAP) . . . . .86	There Are You (Pesc/Wallet — BMI) . . . . .58
Common Man (Lowerey/Legibus/Captain Crystal — BMI) . . . . .28	In The Middle (Sabel — ASCAP) . . . . .11	No Fair Fallin' (Sweet Baby — BMI) . . . . .70	Touch Me (ATV Music — BMI) . . . . .87
Cotton Fields (Folkways — BMI) . . . . .73	In Times Like These (Tom Collins — BMI) . . . . .16	Oh Baby Mine (Edwin Morris/a div. of MPL — ASCAP) . . . . .18	You Got Me Running (Dawnbreaker — BMI) . . . . .56
Don't Say You (MCA — ASCAP/Music Corp. of Amer. — BMI) . . . . .93	I.O.U. (Vogue c/o Welk Group/Chriswald/Hopl Sound/MCA — BMI/ASCAP) . . . . .15	Old Man River (Vogue/Partner/Julep/c/o Welk — BMI) . . . . .29	Why Doesn't She (Tree — BMI) . . . . .92
Don't Your Mem're (Tom Collins — BMI) . . . . .39	I.O.U. (Plainview — BMI) . . . . .98	Once You Get (Tree/Larry Butler — BMI) . . . . .36	Willie, Write Me A Song (Pesc — BMI) . . . . .80
Easy On The Eye (Larry Gatlin — BMI) . . . . .46	I Still Love You (Baray — BMI) . . . . .77	Our Love Is (Rondor (Australia)/Irving — BMI) . . . . .4	Without You (Apple — ASCAP) . . . . .19
Everybody's Dream (Warner House/WB Gold/Pink Pig — ASCAP/BMI) . . . . .44	It Ain't Real (Irving/Down 'N' Dixie/Face The Music/Warner-Tamerlane — BMI) . . . . .82	Over You (Colgems-EMI/Faterh — ASCAP/BMI) . . . . .52	You're Not Leavin' (Chappell/Bibo/Vogue/c/o Welk — ASCAP/BMI) . . . . .35
Fade To Blue (Young Beau (Div. of Merit)/Tapadero — BMI) . . . . .68	It's A Dirty Job (Cross Keys/Tree Group — ASCAP/Unichappell/VanHoy — BMI) . . . . .99	Pancho And Lefty (United Artists/Columbine — ASCAP) . . . . .24	You're Out Doing (Desert Rose/Ski Slope — BMI) . . . . .3
Flame In My Heart (Glad — BMI) . . . . .45	It's You (Old Friends/Litom — BMI/Kieren Kane — ASCAP) . . . . .32	Pickin' Dixie Blues (Loud Cry — BMI) . . . . .97	You're The First (Maplehill/Hall-Clement Vogue c/o Welk — BMI) . . . . .79
Fly Into (Unart/Land of Music/Old Friends — BMI) 22	I Wonder Who's (Hall-Clement/Laurel Mountain c/o Welk Group — ASCAP) . . . . .10	Potential (April/Stephen A. Kipner — ASCAP/ATV — BMI) . . . . .33	Your Love's (Blue Moon/April — ASCAP/Full Armor — BMI) . . . . .27
Fool For Your Love (Jensing/Black Sheep — BMI) 7	Keep On Keepin' On (Millhouse — BMI) . . . . .89	Precious Love (Visa — ASCAP) . . . . .53	You Take Me For Granted (Shade Tree — BMI) . . . . .12
Foolin' (Ace In The Hole — BMI) . . . . .34	Leave Them Boys (Tree/Forrest Hills/Tanya Tucker — BMI) . . . . .64	Roll With The Tide (First Lady/Maypop — BMI) . . . . .83	
From Cotton To Satin (Jim Martin — ASCAP) . . . . .75	Little Old Fashioned (Willie Nelson — BMI) . . . . .71	Save Me (Rare Blue — ASCAP) . . . . .55	
Good Ole Boys (Hall-Clement/c/o Welk — BMI) . . . . .47	Lost In The Feeling (Old Friends — BMI) . . . . .43	Singing The Blues (Acuff-Rose — BMI) . . . . .23	
Heart For A (Famous/Boo — ASCAP/Little Jeremy/Tree — BMI) . . . . .94	Love Affairs (Timberwold /d'Abo — BMI) . . . . .14	Snapshot (Tom Collins — BMI) . . . . .20	
He's A Heartache (Bobby Goldsboro — ASCAP/House Of Gold — BMI) . . . . .40			
Hidden Messages (White Cat — ASCAP) . . . . .85			

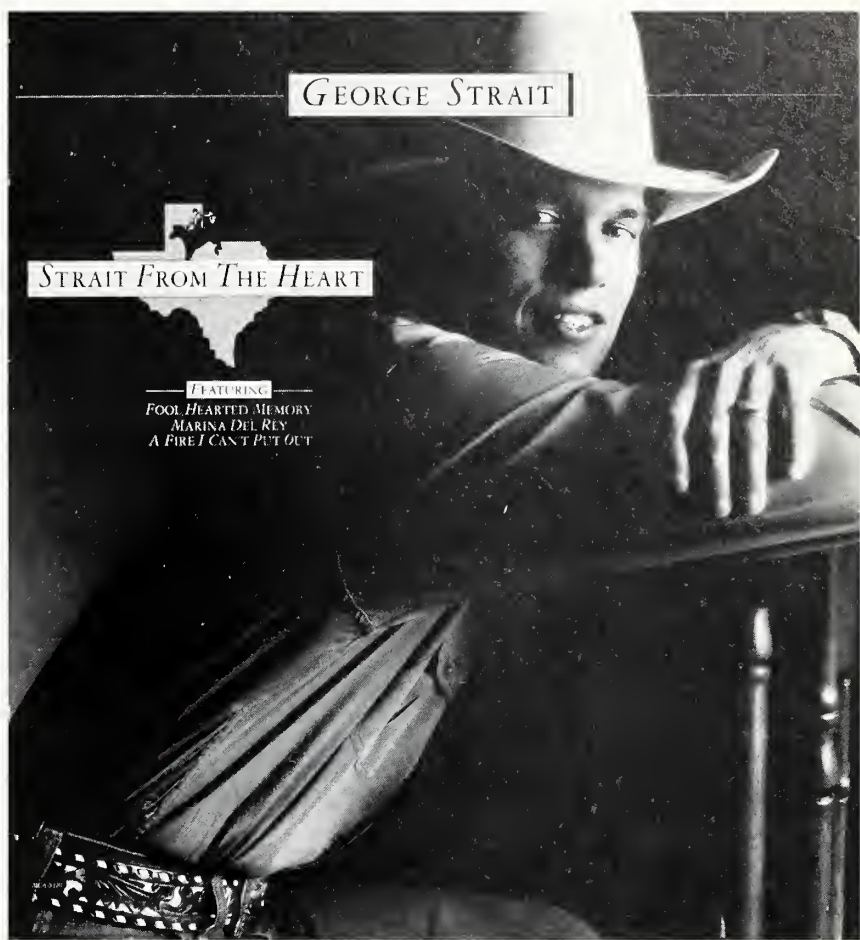
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# STRAIT TO THE TOP!!

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“DOWN AND OUT,”  
“IF YOU'RE THINKIN'  
YOU WANT A  
STRANGER”

MCA RECORDS

MCA-5248

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# COUNTRY RADIO HIGHLIGHTS

**KEBC — OKLAHOMA CITY — AL HAMILTON — #1 — D.A. Coe**  
 ADDS: Oak Ridge Boys, L. Lynn, B. Swan, E. Humperdinck, H. Williams, Jr., M. Gray, B. Henderson, T. Riley

**WDLW — BOSTON — DUNCAN STEWART — #1 — D.A. COE**  
 ADDS: G. Campbell, H. Williams, Jr., J. Lee, J & M Younger, K. Carradine, Oak Ridge Boys

**WAMZ — LOUISVILLE — COYOTE CALHOUN — #1 — D.A. COE**  
 ADDS: R. Charles, J. Reed, J. Fricke, H. Williams, Jr.

**WCMS — NORFOLK — LEE MANNING — #1 — D.A. COE**  
 ADDS: T. Riley, B. Clark, J & M Younger, J. Greene

**WPLO — ATLANTA — JIM CLEMENS — #1 — D.A. COE**  
 ADDS: D. Bell, D. Frizzell, G. Hardin

# SINGLES REVIEWS

## OUT OF THE BOX

**RAY STEVENS** (Mercury 812 496-7)  
**Mary Lou Nights** (3:26) (Ray Stevens Music — BMI) (R. Stevens) (Producers: J. Kennedy, R. Stevens)

Known for his diverse range of songs, from "Ahab The Arab" to "Everything Is Beautiful," Stevens relies on the Grammy winning style of the latter for this tune. The first song off his forthcoming LP, "Me," is a slow ballad about life after breaking up. The slow tempo and smooth lyrics combine nicely to get Stevens off to a good start with his new record company.



## FEATURE PICKS

**RUSTY WIER** (Compleat CP-107)  
**You Give Me A Reason** (2:52) (Prophecy Publ. — ASCAP) (R. Wier) (Producer: G. Sutton)

**TOM WOPAT** (Columbia 38-03947)  
**Sha-Marle** (3:14) (Central Songs — BMI) (B. Darnell, B. Hall) (producers: H. Pedersen, M. Post)

**RICH LANDERS** (A.M.I. 1313)  
**What Goes Up Always Comes Down** (2:37) (Escrow Music/Muhlenberg Music — BMI) (R. Landers) (Producer: B. Fisher)

**SAM NEELY** (MCA-52226)  
**When You Leave That Way You Can Never Go Back** (3:50) (Music City Music, Inc. — ASCAP) (S. Clark, J. MacRae) (Producer: R. Chancey)

**JESSEY HIGDON** (Charta CH 179)  
**You've Got To Move Two Mountains** (2:05) (Jobete Music — ASCAP) (B. Gordy) (Producer: C. Fields)

**WONNIE C. JOHNSON** (Mountain Music MMR Inc. 003)  
**Trucker's Rhythm** (3:14) (Tennessee River Publ. — BMI) (W.C. Johnson, S. Winter) (Producer: J. Eubanks)

**BILL ANDERSON** (Southern Tracks ST 1021)  
**Son Of The South** (3:24) (Stallion Music Inc./Lowery Music Co. Inc. — BMI) (B. Anderson) (Producer: B. Anderson, N. Johnson)

**HANK THOMPSON** (Churchill CR 94026)  
**Once In A Blue Moon** (2:48) (Songmaker Music, Inc. — ASCAP) (M. Rossi) (Producer: H. Thompson)

## NEW AND DEVELOPING



**DAVID WILLS** (RCA PB-13541)  
**The Eyes Of A Stranger** (3:42) (Dick James Music, Inc. — BMI) (S. Davis) (Producer: B. Mevis)

Wills' second RCA single finds him riding atop a churning production that holds a little energy back in reserve. Another tune utilizing a singles bar setting, the nighttime lyrical images are enhanced by shrill guitar lines and crisp drum work. Wills' performance itself is convincing, increasing in intensity as the Blake Mevis-produced record mounts to its final fade.

# ALBUM REVIEWS

**SNAPSHOT — Sylvia — RCA AHL1-4672 — Producer: Tom Collins — List: 8.98 — Bar Coded**

The follow-up to her gold "Just Sylvia," "Snapshot" finds the young songstress in an even more progressive mode than on her last LP with shades of rockabilly and even Motown interspersed with her pop/country textures. Sylvia seems more poised and confident than ever with flawless readings of the tunes, while Tom Collins succeeds in taking a few daring chances in the production of the country disc. Best cuts include "Bobby's In Vicksburg" and "Who's Kidding Who." Expect plenty of pop and A/C airplay.

# THE COUNTRY MIKE

**WEEDECK PRODUCES NEW SHOW** — The Weedeck Radio Network is producing another in a series of one-hour radio specials that will be made available to radio stations throughout the United States. *Stroker Ace* is a film starring **Burt Reynolds, Ned Beatty, Jim Nabors, Parker Stevenson** and **Lon Anderson** and features the music of the **Charlie Daniels Band, Larry Gatlin & the Gatlin Brothers Band, The Marshall Tucker Band** and **Terri Gibbs**. The radio special will contain exclusive interviews with the film's actors, as well as with the director **Hal Needham**. Additional comments from ace NASCAR driver **Richard Petty** and his son **Kyle**, who also appears in the film, will also be included. The format will be similar to other Weedeck specials, including *The Best Little Whorehouse In Texas*, *Coalminer's Daughter*, and *Smokey And The Bandit II*.



**MANDRELL IN THE APPLE** — MCA recording artist **Barbara Mandrell** recently stopped by the studios of WHN/New York to visit station personnel. Pictured are (l-r): **Pam Green, MD, WHN; Mandrell; and Joel Raab, PD, WHN.**

*Stroker Ace* is being offered exclusively to one station per metro market with Weedeck's *Country Report* and *Country Report Countdown* subscriber stations having first refusal. The program is being shipped mid-June and must be aired prior to July 10. Four minutes will be made available to stations for local sale. For further information regarding the special, stations should contact Weedeck at (213) 462-5922.

**CONGRATULATIONS** — **Jim Ray**, vice president and general manager of KOKE, Inc., has been elected president of the Austin Assn. of Broadcasters for 1983-1984. Ray has been in broadcasting over 20 years, with 17 of those years in Austin. He has worked with radio stations featuring country, Top 40 and Spanish-language formats and has been involved with every facet of radio, including announcing, news, sales and management. Ray is also currently serving as the president of the Organization of Country Radio Broadcasters (OCRB) and been the vice president and general manager of **KOKE-FM/Austin** since 1977. The Austin Assn. of Broadcasters is a group of local area radio and television stations organized in 1978 for the purpose of serving the broadcasting needs of the community.

**WHERE DO YOU MZQ?** — **WMZQ/Washington, D.C.**, has given away a total of \$10,000 over the past four weeks in the "Where do you MZQ?" promotion. Listeners were solicited, on-air, to send postcards to the station listing when and where they "MZQ." The station drew entries randomly, by the time of day, and announced contestant names, giving the listeners 30 minutes to call WMZQ to claim their \$100 when their name was called. The station learned that its audience "MZQed" from home, in traffic jams, at the pool, in school and at their federal government jobs, as well as other various locations.

**GUEST ARTIST LINEUP** — The artist line-up for The United Stations **The Weekly Country Music Countdown** for the month of June is as follows: **Earl Thomas Conley**, June 3-5; **Loretta Lynn**, June 10-12; **Lee Greenwood**, June 17-19; and **Tom Jones**, June 24-26.

**STATION CHANGES** — **Ted Stecker** is the new program director and consultant for **WSAI AM & FM/Cincinnati**, and **Doris Thompson** has been named assistant program director/music director for the same station. Thompson is also in charge of research. **Tim Harper** has returned to **WQYK-FM/St. Petersburg** as promotion director. Harper had been on the air doing middays a year ago. He most recently was an air personality for **WDAE/Tampa**. **Bill Jenkins** is now the program director for **WQTK**. He previously was program director for **WKOS-FM/Nashville**. **Della L. Kelly** has been named promotion director for **KWEN/Tulsa**. She was formerly a sales representative for **KBBJ/Tulsa** and before that, served as continuity director for **KMOD/KBBJ**. Kelly had also been a part-time radio announcer for **KKXL & KYTN/Grand Forks.**

juanita butler

# PROGRAMMERS PICKS

<b>Randy Hooker</b>	<b>KFRM/Salina</b>	<b>A Taste Of The Wind</b> — James & Michael Younger — MCA
<b>Rhubarb Jones</b>	<b>WLWI/Montgomery</b>	<b>Way Down Deep</b> — Vern Gosdin — Compleat
<b>Dugg Collins</b>	<b>KMML/Amarillo</b>	<b>Tennessee Pride</b> — Don Reno Band — E.M.H.
<b>Denny Bice</b>	<b>WNWN/Coldwater</b>	<b>Love Song</b> — Oak Ridge Boys — MCA
<b>Janet Fort</b>	<b>WSM/Nashville</b>	<b>Way Down Deep</b> — Vern Gosdin — Compleat
<b>Tony Petta</b>	<b>WSDS/Ypsilanti</b>	<b>Long Time Comin'</b> — Dave Lemmon — SCP
<b>Janet Bozeman</b>	<b>WJKZ/Nashville</b>	<b>Love Song</b> — Oak Ridge Boys — MCA
<b>Ron Norwood</b>	<b>KMPS/Seattle</b>	<b>You're Gonna Ruin My Bad Reputation</b> — Ronnie McDowell — Epic
<b>Andy Wlitt</b>	<b>WTSO/Madison</b>	<b>Love Song</b> — Oak Ridge Boys — MCA
<b>Tim Rowe</b>	<b>WMNI/Columbus</b>	<b>Your Love's On The Line</b> — Earl Thomas Conley — RCA
<b>Bill Berg</b>	<b>WWVA/Wheeling</b>	<b>Atlanta Burned Again Last Night</b> — Atlanta — MDJ
<b>Jack Seckle</b>	<b>WIXZ/McKeesport</b>	<b>Keep On Keepin' On</b> — Chuck Wagon Gang — Copperfield



**A GAYE AFFAIR** — Columbia Records recently held a party at New York's Studio 54 in honor of Marvin Gaye, who sold out eight shows at Radio City Music Hall. Pictured are (l-r): Bob Sherwood, vice president, marketing, Columbia Records; Al Teller, senior vice president and general manager, Columbia; Jan and Marvin Gaye; Mick Jagger, Jerry Hall; Lynda Emon, vice president, Norman Winter Assoc.; and Walter Yetnikoff, president, CBS/Records Group.

## BMI Honors 'Million-Airs' In Nashville

(continued from page 24)

**MIND**— Johnny Christopher/Mark James/Wayne Carson Thompson — Rose Bridge Music, Inc./Screen Gems-EMI Music; **ARE YOU SINCERE** — Wayne Walker — Cedarwood Publishing Co.; **BEFORE THE NEXT TEARDROP FALLS** — Vivian Keith/Ben Peters — Shelby Singleton Music; **CAN'T SMILE WITHOUT YOU** — Christian Arnold (PRS)/David Martin (PRS)/Geoffrey Morrow (PRS) — Dick James Music; **CHANTILLY LACE** — J. P. Richardson — Glad Music Co.; **COWARD OF THE COUNTY** — Roger Bowling — Roger Bowling Music; **CROCODILE ROCK** — Elton John (PRS)/Bernard Taupin — Dick James Music; **CRYING** — Joe Melson/Roy Orbison — Acuff-Rose Publications; **THE DEVIL WENT DOWN TO GEORGIA** — Tommy Crain/Charlie Daniels/Taz Digregorio/Fred Edwards/Charles Hayward/Jim Marshall — Hat Band Music; **DEVOTED TO YOU** — Boudleaux Bryant — House of Bryant Publications; **DON'T LET THE STARS GET IN YOUR EYES** — Slim Willet — Acuff-Rose Publications; **DRIVIN' MY LIFE AWAY** — David Malloy/Eddie Rabbitt/Even Stevens — Briarpatch Music/Debdave Music; **DUST IN THE WIND** — Kerry Livgren/Don Kirshner; **EL VIRA** — Dallas Frazier — Acuff-Rose Publications; **EVERLASTING LOVE** — Buzz Cason/Mac Gayden — Rising Sons Music; **EVERYBODY'S TALKING** — Fred Neil — Third Story Music; **GOOD HEARTED WOMAN** — Willie Nelson — Hall-Clement Publications/Willie Nelson Music; **GOODBYE YELLOW BRICK ROAD** — Elton John (PRS)/Bernard Taupin — Dick James Music; **HALF THE WAY** — Bobby Wood — Chriswood Music; **HEARD IT IN A LOVE SONG** — Toy Caldwell — Marshall Tucker Publishing Company; **HEARTBREAK HOTEL** — Mae Boren Axton/Tommy Durden/Elvis Presley — Tree Publishing Co.; **HEY JOE** — Boudleaux Bryant — Acuff-Rose Publications; **I FALL TO PIECES** — Hank Cochran/Hula Howard — Tree Publishing Co.; **I LOVE A RAINY NIGHT** — David Malloy/Eddie Rabbitt/Even Stevens — Briarpatch Music/Debdave Music; **I WON'T MENTION IT AGAIN** — Cam Mullins/Carolyn Jean Yates — Seaview Music; **(IF YOU'RE IN A LOVE SONG) I DON'T WANT TO BE RIGHT** — Homer Banks/Carl Hampton/Raymond Jackson — Irving Music/Klondike Enterprises; **IF YOU'VE GOT THE**

## Big Al Downing

(continued from page 24)

started playing country music. When they heard it, they said, 'Let's do a session country.'"

Warner Bros. signed him on the basis of those sessions, releasing "Mr. Jones" as the first single in 1977, and the single became a Top 20 record. Downing was able to consistently follow with others that garnered him a favorable response, and, although his contract called for the label to put out two albums per year over five years, by 1980 the label had yet to release a Big Al Downing 12-inch collection.

Downing bought back his masters and cancelled the contract, and, after two years of unfruitful negotiations with other labels, his management team decided to form its own label, Team Records, to distribute his product. The company attracted former National Assn. of Record Merchandisers (NARM) head Jules Malamud and put out his debut LP approximately six months ago.

Following somewhat in the footsteps of Charley Pride, Downing is one of few black entertainers who has successfully entered the realms of country music, and he suggests that in touring, life on the pop circuit was actually more trying because of racism. "I ran into it more doing rock 'n' roll and blues than I did doing country with Wanda Jackson," he says. "On the rock side, they enjoy taunting you — 'look at that nigger sing' — they get some kind of perverse joy out of it. It doesn't bother me if somebody calls me a nigger. If somebody calls me a nigger, what's it going to do to me?"

**MONEY (I'VE GOT THE TIME)** — Jim Beck/Lefty Frizzell — APRS; **IT'S A HEARTACHE** — Ronnie Scott (PRS)/Steve Wolfe (PRS) — Hall-Clement Publications/Scott Wolfe Songs; **KISS AN ANGEL GOOD MORNIN'** — Ben Peters — Ben Peters Music; **LAY DOWN SALLY** — Marcella Levy/George Terry — Eric Clapton (PRS) Unichappell Music; **LOVE CAN MAKE YOU HAPPY** — Jack Sigler — Dandelion Music Co./Tobac Music; **LOVING HER WAS EASIER (THAN ANYTHING I'LL EVER DO AGAIN)** — Kris Kristofferson — Combine Music Corp.; **LUCILLE** — Roger Bowling/Hal Bynum — ATV Music Corp./Andite Invasion; **LUCKENBACH TEXAS (BACK TO THE BASICS OF LOVE)** — Bobby Emmons/Chips Moman — Baby Chick Music/Vogue Music; **MARGARITAVILLE** — Jimmy Buffett — Coral Reefer Music/Outer Banks Music; **MEMPHIS** — Chuck Berry — Arc Music Corp.; **MOCKINGBIRD** — Charlie Foxx/Inez Foxx — Unart Music Corp.; **9 TO 5** — Dolly Parton — Velvet Apple Music/Warner-Tamerlane Pub. Corp.; **OH PRETTY WOMAN** — William Dees/Roy Orbison — Acuff-Rose Publications; **PLEDGING MY LOVE** — Don Robey/Ferdinand Washington — Duchess Music Corp./Wemar Music Co.; **RAMBLIN' MAN** — Dicky Betts — Forrest Richard Betts Music/Unichappell Music; **SILVER THREADS AND GOLDEN NEEDLES** — Dick Reynolds/Jack Rhodes — Central Songs; **SLOW HAND** — Michael Clark — Flying Dutchman Music/Warner-Tamerlane Pub. Corp.; **SO INTO YOU** — Buddy Buie/Dean Daughtry/Robert Nix — Low-Sal, Inc.; **STAND BY ME** — Ben E. King/Jerry Leiber/Mike Stoller — ADT Enterprises/Trio Music Co./Unichappell Music; **STEP BY STEP** — David Malloy/Eddie Rabbitt/Even Stevens — Briarpatch Music/Debdave Music; **STORMY** — J. R. Cobb — Low-Sal; **SUSPICIONS** — David Malloy/Randy McCormick/Eddie Rabbitt/Even Stevens — Briarpatch Music/Debdave Music; **SWEET DREAMS OF YOU** — Don Gibson — Acuff-Rose Publications; **SWEET LITTLE SIXTEEN** — Chuck Berry — Arc Music Corp.; **TALKIN' IN YOUR SLEEP** — Roger Cook/Bobby Wood — Chriswood Music/Roger Cook Music; **THAT'LL BE THE DAY** — J. I. Allison/Norman Petty — Wren Music Co.; **THIS MASQUERADE** — Leon Russell — Teddy Jack Music; **A VERY SPECIAL LOVE SONG** — Billy Sherrill/Norro Wilson — Algee Music Corp.; **WAKE UP LITTLE SUSIE** — Boudleaux Bryant/Felice Bryant — House of Bryant Publications; **WASTED DAYS WASTED NIGHTS** — Freddie Fender — Unart Music Corp.; **WHEN YOU'RE IN LOVE WITH A BEAUTIFUL WOMAN** — Even Stevens — Debdave Music; **WHITE SPORTCOAT AND A PINK CARNATION** — Marty Robbins — Fred Rose Music; **WHY ME** — Kris Kristofferson — Resaca Music Publishing Co.; **THE WONDER OF YOU** — Thomas Baker Knight — Duchess Music Corp.; **YEAR OF THE CAT** — Alastair Stewart/Peter John Wood — Dick James Music/Unichappell Music; **YOU DON'T KNOW ME** — Cindy Walker/Eddy Arnold — Unichappell Music

## Comedy Academy Bows

LOS ANGELES — Radio/TV producer Eddie Kritzler has founded the American Academy of Comedy in partnership with comedy impresario Budd Friedman. The two will also produce *The American Comedy Awards* for tentative airing as a fall TV special in conjunction with International Creative Management's Chris Albrecht. The awards show is set to honor outstanding achievements in comedy over the past year and will focus on humor in feature films, on television, in live performance and audio recordings. Performers, writers, producers and directors will be honored in these specific areas.

Founding members of the non-profit Academy include Bob Hope, Lucille Ball, Steve Martin, Joan Rivers, Art Buckwald, Milton Berle, Rich Little, Steve Allen, Dudley Moore, Redd Foxx, Dyan Cannon, George Burns, Carl Reiner, Lynn Redgrave, George Carlin, Julie Andrews, Blake Edwards, Alan Carr, Jay Sandrich, Chuck McCann, Richard Pryor and Joe Piscopo.

The American Academy of Comedy has its offices at 9229 Sunset Boulevard, Los Angeles, Calif. 90069. The telephone number for the organization is (213) 859-9579.

# TOP 15 ALBUMS

	Spiritual	Inspirational
	5/28 Chart	5/28 Chart
1	<b>THE JOY OF THE LORD IS MY STRENGTH</b> DOUGLAS MILLER AND THE TRUE WAY CHOIR (Gospelart Records PL-16008) "Pass Me Not" 1 20	1 <b>AGE TO AGE</b> AMY GRANT (Myrrh MSB-6697) Open 1 55
2	<b>JESUS I LOVE CALLING YOUR NAME</b> SHIRLEY CAESAR (Myrrh MSB-6721) Open 2 6	2 <b>PEACE IN THE VALLEY</b> B.J. THOMAS (Myrrh MSB-6710) Title Cut 2 20
3	<b>YOU BROUGHT THE SUNSHINE</b> THE CLARK SISTERS (Sound of Gospel SOG 132) Title Cut 5 30	3 <b>MORE POWER TO YA</b> PETRA (Star Song SSR0045) Open 3 20
4	<b>SOON I WILL BE DONE WITH THE TROUBLES OF THIS WORLD</b> JAMES CLEVELAND AND THE NEW JERSEY MASS CHOIR (Savoy SL-14709) Open 3 13	4 <b>STAND BY THE POWER</b> IMPERIALS (Dayspring DST-4100) Open 4 30
5	<b>IT'S GONNA RAIN</b> MILTON BRUNSON (Myrrh MSB 6695) Title Cut 4 56	5 <b>STEP OUT OF THE NIGHT</b> ANDRUS BLACKWOOD AND CO. (Greentree R3942) Title Cut 5 15
6	<b>PRECIOUS LORD</b> AL GREEN (Hi/Myrrh MSB-6702) Title Cut 6 43	6 <b>HE SET MY LIFE TO MUSIC</b> BARBARA MANDRELL (MCA/Songbird MCA 5330) Open 7 9
7	<b>LORD, YOU KEEP ON PROVING YOURSELF TO ME</b> FLORIDA MASS CHOIR (Savoy SGL 7078) "Be Ye Steadfast" 7 56	7 <b>RIGHT FROM THE START</b> WILL McFARLANE (Refuge R3789) "You Call Me A Dreamer" 6 12
8	<b>WHEN IT RAINS IT POURS</b> F.C. BARNES AND SISTER JANICE BROWN (Atlanta International Records 10041) Open 9 7	8 <b>I PUT AWAY MY IDOLS</b> DION (Dayspring DST 4109) "Day Of The Lord" 8 4
9	<b>I FEEL LIKE GOIN' ON</b> KEITH PRINGLE (Hope Song HS-2001) Title Cut 10 5	9 <b>LIFT UP THE LORD</b> SANDI PATTI (Impace 3799) "How Majestic Is Thy Name" 10 40
10	<b>THE RICHARD SMALLWOOD SINGERS</b> (Onyx/Benson R3803) "I Love The Lord" 8 37	10 <b>EQUATOR</b> RANDY STONEHILL (Myrrh MSB 6742) "Turning Thirty" 9 7
11	<b>ROUGH SIDE OF THE MOUNTAIN</b> F.C. BARNES AND REV. JANICE BROWN (Atlanta International Records 10059) Open 12 3	11 <b>SPIRIT WINGS</b> JONI EARECKSON (Word WSB-8878) "Hosanna" 12 21
12	<b>LEAD ME</b> THE JACKSON SOUTHERNAIRS (Malaco 4383) Open 11 6	12 <b>THE LIVE CONCERT</b> DON FRANCISCO (Newpax NP 33128) "Love Is Not A Feeling" 11 19
13	<b>NEVER GIVE UP</b> NEW JERUSALEM BAPTIST CHURCH CHOIR (Savoy SL-14700) Open 13 2	13 <b>LEGACY</b> MICHAEL CARD (Milk & Honey Records MH1045) "Love Crucified A Rose" 13 3
14	<b>SACRAMENTO COMMUNITY CHOIR LIVE</b> (Onyx/Benson RO 3824) Open 15 2	14 <b>AMAZING GRACE</b> B.J. THOMAS (Myrrh 6675) Title Cut 14 93
15	<b>THE GOSPEL MUSIC WORKSHOP OF AMERICA MASS CHOIR</b> (Savoy SGL-7081) "He'll Never Let You Down" 14 14	15 <b>MICHAEL W. SMITH PROJECT</b> (Reunion Records RRA0002) "Great Is The Lord" 15 9

Last notation indicates the cut receiving the most airplay. The Cash Box Gospel chart is compiled from a sampling of sales reports from national distributors and one-stops and radio.



**READY TO ROLL** — Sparrow recording artist Michelle Pillar recently visited label representatives in Nashville to discuss the release of her upcoming LP, "Reign On Me." The LP, set for a mid-August release, was recorded in Muscle Shoals. Pictured are (l-r): Bill Hearn, vice president, marketing, Sparrow Records; Pillar; Billy Ray Hearn, president, Sparrow; Jerry Wallace, co-producer of "Reign On Me"; Lenny LeBlanc, co-writer with Pillar and back-up singer on "Reign On Me"; and Lonnie "Butch" Ledford, co-producer of "Reign On Me."

# Twelve-Inch Discs Show Sales Gain Beyond Urban Markets

(continued from page 23)

are rock or dance-oriented, and it's mostly because of club play without airplay action or album action, though they are proving a great way to kick off both airplay and album sales."

Increased airplay of 12-inch product was noted by Wilma Nealy, singles and 12-inch buyer of the Music Plus chain based in Los Angeles. She reported that sales of 12-inchers have been building for the last three months, and that the number of titles being stocked in that period has grown from 50 to 300.

The 25-store Co-op Records & Tapes chain based in Peoria, Ill., has also expanded its 12-inch merchandise in the last three months. Sue Anderson, manager of Co-op's wholesaler Sound Investment, said that she now carries everything on the dance/disco charts.

## Consumer Feedback

"A few of our stores started requesting 12-inch titles, and the feedback was so good that I was encouraged to carry it all and do it right," explained Anderson.

The Co-op chain is located mostly in college towns in Illinois, Indiana and Wisconsin. At the Beloit, Wisc. outlet, manager John McCallum reported getting requests for 12-inch product eight months ago and that new music titles were now "going over like hot cakes." He said that sales of the configuration had "really booted up" since the first of the year to where they now accounted for a whopping 25% of his business. "Customers are so trendy here that they need something immediately," explained McCallum. "No way are they going to wait for a 12-inch title to be released on an album."

In response to the enormous demand for 12-inchers at his store, McCallum is displaying the product in 10 rows taking up half of a wall, which if further divided in half to separate R&B and new music titles. Similarly, two full racks of 12-inch merchandise are evenly divided by genre.

Most of the other dealers queried also showed special merchandising methods for 12-inch product. Record Bar keeps the discs in a separate area usually adjacent to the singles and broken down into soul and rock categories. Camelot's Tidwell said stores that do particularly well with configuration mix some titles on the hot walls, "especially the ones with the nice picture

covers like 'White Wedding' or black titles with cross over potential."

Both Camelot and Spec's include 12-inch titles in their new music sections, while Record Town and Music Plus stores have special dance music sections. At Everybody's Record Co., based in Portland, Ore., chain head Tom Keenan stood alone in offering "nothing extraordinary" in terms of marketing 12-inchers. While noting that the configuration was showing sales increases in such smaller Oregon markets as Corvallis, Albany, and Eugene, Keenan said that the product was being filed by artist in the regular album bins. "That way we don't have to carry double inventory," explained Keenan.

All of the retailers predicted further growth in 12-inch sales. Camelot's Tidwell noted the expanding 12-inch release schedules of the major labels. "They realize the potential of the configuration, and since it won't go away, they might as well join in," she said.

Record Bar's Heady pointed to the increased use of picture sleeves by major labels, such as in the recent Prince 12-inch singles. She also noted a greater willingness on the part of both independent and major labels to offer deals "varying anywhere from 5%-10% and extra dating," even on a "guaranteed hit" like Michael Jackson's new "Wanna Be Startin' Somethin'."

Heady further noted that domestic labels were catching up on the head starts usually given to importers of foreign 12-inch releases. "It used to be a month or two before a domestic company came out with 12-inch titles that were available on import," she explained. "Now the domestic labels are coming out with their own versions two or three weeks later. In fact, I just got word that Capitol is coming out with a 12-inch of Duran Duran's new 'Is There Something I Should Know' on June 3."

## '1999' Goes Platinum

LOS ANGELES — Controversial funk-rock Prince recently picked up a platinum certification for his specially priced double-disc "1999" set, which the Recording Industry Assn. of America (RIAA) deemed has sold more than one million units. The two-record collection contains the hit singles "1999" and "Little Red Corvette."



**THESE LITTLE PIGGYS SIGN WITH VARIETY** — Nashville-based rock act *The Piggys* recently signed an exclusive booking agreement with *Variety Artists International*. The quartet, signed with *Almo/Irving Music*, is scheduled to appear on the *WKDF/Nashville*-sponsored "One For The Sun" concert event, which will also star such groups as *Krokus*, *Quiet Riot* and *Maggie Bell*. Pictured signing the pact with *Variety* are (l-r): *Howie Tipton* of the group; *David Conrad*, publisher and producer of the group; *Ronnie Brooks* of the group; *Rod Essig*, *Variety*; *Tom DeLuca* and *Richard Watson* of the group; and *Ted Hacker*, *Piggys* manager.

# Motown's '25 #1 Hits' LP Spurred By Success Of Anniversary Special

(continued from page 8)

Some of the songs include, "Heatwave" (Martha & The Vandellas), "Superstition" (Stevie Wonder), "What's Goin' On" (Marvin Gaye), "I'll Be There" (Jackson 5), "Please, Mr. Postman" (Marvelettes) and "Sugar Pie, Honey Bunch" (Four Tops).

Aside from the attraction created by the music and TV special, Motown, according to London, bought advertising time on NBC-affiliated stations throughout the Southeast. The sales executive explained, "We checked with NBC affiliates and dis-

## Songwriters' Coop Formed In Atlanta

NASHVILLE — In response to the increased difficulty of successfully pitching outside songs to recording artists, a number of Atlanta-based writers have formed *Songwriters' Co-op*, an organization that will record, publish and promote their songs.

The new enterprise will seek to reverse the pattern normally followed by record labels. Instead of signing artists and then selecting songs for them to record, *Songwriters' Co-op* will choose the best material available from its roster of writers and then pick the artist to interpret it.

According to former Atlanta *Songwriters' Association* president Don Bryant, co-op investor/writers contribute \$300-\$600 initially, followed by monthly payments of \$50-\$100, in exchange for which they receive votes in selecting the songs to be recorded and the artists to perform them.

Bryant will produce the songs chosen for recording by the label's investor/writers at Bill Lowery's *Snapfinger Music Studio*. Interested parties may contact Bryant at (404) 981-0865.

## Tuccar Label Bows With Johnson 45

LOS ANGELES — Tuccar Records, formed by Walter Tucker III and Lolita Carter, has released its first single, "Love Volcano." The Los Angeles-based company is an offshoot of a publishing company, Tuccar Music, formed in 1981.

The single, a dance track, is sung by Gary Johnson with Tucker and is backed with an instrumental track. According to its creators, the song "captures the emotional essence of a rising, erupting volcano of love which has been bottled up much too long."

For more information about the disc — available at the Warehouse, VIP Stores and Musicland — the record company can be reached at (213) 859-0232.

covered that some of the stations in major markets couldn't run the advertising during the show, which is when we wanted to run it. But markets in Florida, Georgia, the Carolinas, Tennessee and Mississippi were allowed to run the ads."

Motown featured the "25" package along with its "25 Years of Grammy Greats" and "Motown Superstars Sing The Superstars," which ran six times throughout the two-hour telecast.

London said that dealers in Atlanta, Nashville, Miami, Charleston, Chattanooga, Augusta, Savannah, Jackson, Jacksonville, Orlando and Tampa were tagged during the airing of the commercials in those markets.

"The very next day," said London, "People were in the stores looking for the show soundtrack. There wasn't one, but stores encouraged consumers to buy the '25 #1 hit' package."

Attractively priced at \$9.98, the double album set's sales began to "snowball" in other major markets like Chicago and in the Northeast.

## Good Price

Aiding the spread of the package's sales in the ensuing weeks were radio features on Motown music, including *20/20 Music Worlds'* three-hour syndicated special on the company, which was distributed by the Creative Factor. Stations nationwide have been running excerpts from a seven-album set produced for radio, titled "The Motown Story: The First 25 Years," which is being condensed to a five-LP consumer set and priced at \$17.98 suggested list.

Dealers, who have been preparing in-store display for the Motown anniversary product for the last month, that got mentioned in the market commercials included Musicland, Be Bops, Camelot Music, Peaches, Record Bar, Turtles, Franklin Music, Port O' Cali, Mother's, Spec's, Oz, Odyssey, Recordland, Grapevine, Starship, Vibrations, Sound Shop and others.

"We spent a lot of money to mount this campaign," said London, "but it has paid off." He noted that a Turtle's Records staffer in Atlanta had said that the "25" package outgained the top-selling *Flashdance* soundtrack the first week after the TV special aired.

London said that label plans to continue with selective TV advertising to in a K-tel style commercial, but also tagging local dealers in each market.

"We've also heard that some dealers home-taped the special and are using it in store to help sell the product," London said, adding, "One guy in New York even used a tape of the Motown show to sell his giant screen TVs."



**THE GRAMMY WINNER AND THE GODFATHER** — Churchill recording artist Roy Clark was recently presented with the Grammy Award that he won in February for Best Country Instrumental Performance from his "Live From Austin City Limits" LP. "Godfather of Soul" James Brown, who records for Churchill/Augusta, attended the event. Pictured at the presentation are (l-r): David Webb, vice president, Churchill Records; Clark; Brown; Jim Halsey, chairman, Halsey International; Tommy Martin, president, Churchill Records; and Terry Cline, assistant to the chairman, Halsey International.

# BLACK CONTEMPORARY

## TOP 75 ALBUMS

	Weeks On Chart	5/28		Weeks On Chart	5/28
<b>1 THRILLER</b> MICHAEL JACKSON (Epic OE 38112)	1	24	<b>39 BET CHA SAY THAT TO ALL THE GIRLS</b> SISTER SLEDGE (Cotillion/Atco 7 90069-1)	43	4
<b>2 LOVE FOR LOVE</b> THE WHISPERS (Solar/Elektra 9 60216-1)	2	10	<b>40 KISSING TO BE CLEVER</b> CULTURE CLUB (Virgin/Epic ARE 38398)	36	14
<b>3 ALL THIS LOVE</b> DeBARGE (Motown 6012G)	3	32	<b>41 MIDNIGHT LOVE</b> MARVIN GAYE (Columbia FC 38197)	31	29
<b>4 JARREAU</b> (Warner Bros. 9 23801-1)	5	8	<b>42 FICKLE</b> MICHAEL HENDERSON (Buddah/Arista BDS 6004)	55	2
<b>5 LIONEL RICHIE</b> (Motown 6007ML)	6	34	<b>43 SURFACE THRILLS</b> THE TEMPTATIONS (Gordy/Motown 6032GL)	28	12
<b>6 COMPUTER GAMES</b> GEORGE CLINTON (Capitol ST-12246)	4	27	<b>44 FOREVER, FOR ALWAYS, FOR LOVE</b> LUTHER VANDROSS (Epic FE 38235)	40	34
<b>7 VISIONS</b> GLADYS KNIGHT & THE PIPS (Columbia FC 38205)	12	3	<b>45 ON THE ONE</b> DAZZ BAND (Motown 6031 ML)	38	18
<b>8 STYLE</b> CAMEO (Atlanta Artists/PolyGram 811 072-1 M-1)	9	5	<b>46 WRIGHT BACK AT YOU</b> BETTY WRIGHT (Epic FE 38558)	23	7
<b>9 MODERN HEART</b> CHAMPAIGN (Columbia FC 38284)	8	11	<b>47 JANET JACKSON</b> (A&M SP 6-4907)	41	32
<b>10 1999</b> PRINCE (Warner Bros. 9 23720-IF)	11	29	<b>48 KIDDO</b> (A&M SP-6-4924)	52	10
<b>11 WE ARE ONE</b> MAZE featuring FRANKIE BEVERLY (Capitol ST-12262)	13	4	<b>49 GUARDIAN OF THE LIGHT</b> GEORGE DUKE (Epic FE 38513)	45	7
<b>12 KASHIF</b> (Arista AL 9620)	10	10	<b>50 SERGIO MENDES</b> (A&M SP-4937)	60	2
<b>13 UNTOUCHABLES</b> LAKESIDE (Solar/Elektra 9 60204-1)	19	4	<b>51 GAP BAND IV</b> THE GAP BAND (Total Experience/PolyGram TE-1-3001)	53	52
<b>14 FLASHDANCE</b> ORIGINAL SOUNDTRACK (Casablanca/PolyGram 811 492-1 M-1)	16	5	<b>52 ATTITUDE</b> LENNY WHITE (Elektra 9 60232-1)	58	2
<b>15 POWERLIGHT</b> EARTH, WIND & FIRE (Columbia TC 38367)	7	14	<b>53 GENTLE FIRE</b> WILTON FELDER (MCA-5406)	54	5
<b>16 TOO TOUGH</b> ANGELA BOFILL (Arista AL 9516)	14	20	<b>54 DON'T PLAY WITH FIRE</b> PEABO BRYSON (Capitol ST-12241)	49	27
<b>17 JUICY FRUIT</b> MTUME (Epic FE 38588)	24	3	<b>55 INSTANT FUNK V</b> INSTANT FUNK (Salsoul/RCA SA 8558)	46	17
<b>18 BETWEEN THE SHEETS</b> THE ISLEY BROTHERS (T-Neck/CBS FZ 18674)	—	1	<b>56 THIS IS YOUR TIME</b> CHANGE (RFC/Atlantic 7 80053-1)	42	11
<b>19 TO THE MAX</b> CON FUNK SHUN (Mercury/PolyGram SRM-1-4067)	15	29	<b>57 DREAM OF TOMORROW</b> LONNIE LISTON SMITH (Doctor Jazz/CBS FW 38447)	59	4
<b>20 BOTTOM'S UP</b> THE CHI-LITES (LARC LR-8103)	22	4	<b>58 HEARTBEATS</b> YARBROUGH & PEOPLES (Total Experience/PolyGram TE-1-3003)	48	13
<b>21 YOU AND I</b> O'BRYAN (Capitol ST-12256)	21	14	<b>59 MUSIC</b> "D" TRAIN (Prelude PRL 14109/0898)	—	1
<b>22 IS THIS THE FUTURE?</b> FATBACK (Spring/PolyGram SP-1-6738)	18	9	<b>60 RISE</b> RENE & ANGELA (Capitol ST-12267)	—	1
<b>23 PROPOSITIONS</b> THE BAR-KAYS (Mercury/PolyGram SRM-1-4065)	17	30	<b>61 STICKY SITUATION</b> TYRONE BRUNSON (Believe In A Dream CBS FZ 38140)	50	12
<b>24 NONA</b> NONA HENDRYX (RCA AFL1-4565)	25	9	<b>62 THE GOLDEN AGE OF WIRELESS</b> THOMAS DOLBY (Capitol ST-12271)	68	2
<b>25 I'M SO PROUD</b> DENIECE WILLIAMS (Columbia FC 38622)	—	1	<b>63 THE OTHER SIDE OF THE RAINBOW</b> MELBA MOORE (Capitol ST 12243)	67	32
<b>26 STEVE ARRINGTON'S HALL OF FAME</b> (Atlantic 7 80049-1)	20	14	<b>64 ASPHALT GARDENS</b> GEORGE HOWARD (Palo Alto PA 8035)	66	6
<b>27 MARY JANE GIRLS</b> (Gordy/Motown 6040GL)	32	4	<b>65 THE HUNTER</b> JOE SAMPLE (MCA-5397)	65	6
<b>28 LOW RIDE</b> EARL KLUGH (Capitol ST-12253)	29	5	<b>66 JUST AIN'T GOOD ENOUGH</b> JOHNNIE TAYLOR (Beverly Glen BG 1001)	51	32
<b>29 SWEAT</b> THE SYSTEM (Mirage/Atlantic 7 90062-1)	27	15	<b>67 ALL THE GREAT HITS</b> THE COMMODORES (Motown 6028ML)	61	27
<b>30 KILLER ON THE RAMPAGE</b> EDDY GRANT (Ice/Portrait B6R 38554)	34	6	<b>68 EVERYBODY LOVES A WINNER</b> GLENN JONES (RCA MFL1-8508)	56	8
<b>31 THE RHYTHM &amp; THE BLUES</b> ZZ HILL (Malaco MAL 7411)	26	26	<b>69 25 #1 HITS FROM 25 YEARS</b> VARIOUS ARTISTS (Motown 5-308ML2)	—	1
<b>32 GLASSES</b> OZONE (Motown 6037ML)	30	6	<b>70 EVERY HOME SHOULD HAVE ONE</b> PATTI AUSTIN (Qwest/Warner Bros. QWS 3691)	62	35
<b>33 LET'S DANCE</b> DAVID BOWIE (EMI America SO-17093)	47	3	<b>71 THE BEST IS YET TO COME</b> GROVER WASHINGTON, JR. (Elektra 9 60215-1)	57	26
<b>34 H2O</b> DARYL HALL & JOHN OATES (RCA AFL 1-4346)	35	24	<b>72 THE YOUTH OF TODAY</b> MUSICAL YOUTH (MCA-5389)	72	21
<b>35 LOST IN SPACE</b> JONZUN CREW (Tommy Boy TBLP 1001)	39	5	<b>73 S.O.S. III</b> THE S.O.S. BAND (Tabu/CBS FZ 38352)	70	28
<b>36 TOUCH THE SKY</b> SMOKEY ROBINSON (Tamla/Motown 6030TL)	33	19	<b>7 CHAKA KHAN</b> (Warner Bros. 9 23729-1)	74	25
<b>37 A LADY IN THE STREET</b> DENISE LaSALLE (Malaco 7412)	37	8	<b>75 WHAT TIME IS IT?</b> THE TIME (Warner Bros. 9 23701-1)	71	38
<b>38 CONVERSATIONS</b> BRASS CONSTRUCTION (Capitol ST-12268)	44	3			



**KLIQUEING IN THE STUDIO** — Long-time Commodores member Thomas McClary was recently in the studio with MCA Records trio Klique producing their debut LP due later this year. Pictured at the studio are (l-r): Isaac Suthers of the group; McClary; and Deborah Suthers and Howard Hunstberry of the group.

## THE RHYTHM SECTION

**HOT VINYL** — CBS Records group is burning a hole on the B/C and Pop Singles charts, with product from both the Columbia and Epic/Portrait/CBS Associated (E/P/A) stables making a strong bid for pole position in the summer sales derby. On the **Cash Box** Top 100 Black Contemporary (B/C) Singles chart this week, the CBS labels control more than 35% of the top 20 positions. Leading the way is the **Isley Brothers'** T-Neck/CBS single, "Between The Sheets," at #1, with **Gladys Knight & The Pips** Columbia entry, "Save The Overtime (For Me)," nipping at their heels with a #2 bullet rating. Also bulleting at #3 is **Mtume's** Epic single, "Juicy Fruit," and right behind Mtume is **Michael Jackson's** "Beat It," also on Epic. Showing graceful legs is **Deniece Williams** with her Columbia single, "Do What You Feel," at #8 bullet. **Champaign's** Columbia single, "Try Again," which hit the **Cash Box** B/C #1 May 7, is currently clinging tenaciously to a spot in the Top 20 at #14. Neck and neck with Champaign in the #15 spot is **Earth, Wind & Fire's** "Side By Side" single on Columbia. On the **Cash Box** Pop Singles chart counterpart, a look at the top 40 reveals that black-oriented product from the CBS labels copped six spots. Michael Jackson's "Beat It," a former #1 on the chart, leads the records group at #3, while Epic's **Culture Club**, who scored heavily in the B/C market with the "Do You Really Want To Hurt Me" single, is repeating that success at black radio. But the group's "Time (Clock Of The Heart)" is making its strongest showing as a pop item, clocking in this week at #7 bullet. Having brought home a #1 on the B/C singles chart, Champaign's "Try Again" philosophy is working on the Pop chart as the single enters the Top 20 this week at #20. Not far behind is the #26 bullet showing of **Eddy Grant's** "Electric Avenue" on Ice/CBS. Jackson's fourth single from the top selling "Thriller" LP, "Wanna Be Startin' Somethin'," continues the legacy, rising to #34 bullet this week after a #44 bullet debut the previous week. The now infamous siren "Billie Jean," another Pop #1 for Jackson, is holding on at #38 on the Pop chart this week. Hey, let's not sneeze, folks.

**SHORT CUTS** — **Gene Anthony Ray**, the energetic dancer that played **Leroy** on NBC-TV's now defunct **Fame** series and also in the movie that spawned the show, is doing an album through the Entertainment Co. for RCA Records. . . . **RADIOSCOPE: The Entertainment Magazine of the Air**, a syndicated program, began airing May 9 in 31 U.S. markets. Producer **Lee Bailey**, a 13-year veteran of radio, is at the controls of five-minute daily or 60-minute weekly program, sponsored partly by the U.S. Army. New York's WKTU, KACE/Los Angeles, WVON/Chicago and KDIa/San Francisco are among major stations airing the show. . . . **The Brothers Johnson's** **George** and wife **Debbie** gave birth to seven pounds, seven ounce **Troy Lemar** April 23.

**SOUL QUEEN HONORED** — The Brotherhood Crusade, which raises funds for various health, education and social service agencies, will be holding its annual concert June 18, 1983, to honor Queen of Soul **Aretha Franklin** with a little "Respect," the theme of this year's program. To be held at its traditional venue, the Shrine Auditorium in Los Angeles, celebrities such as **Smokey Robinson**, **Quincy Jones**, **James Ingram**, **Deniece Williams**, **George Duke**, **O'Bryan**, **Andrae Crouch**, **Natalie Cole**, **Jeffrey Osborne**, **Richard "Dimples" Fields**, **Rev. James Cleveland**, **Bryan Allen**, **Todd Bridges**, **Don Cornelius** and Franklin's long-time maestro of old, **H. B. Barnum** will be on hand for the fete.

**NEW COMPANIES** — Hollywood-based **Time Prods.**, a multi-media company that recently co-produced the sixth annual Rhythm and Blues Awards TV show in Las Vegas, just announced the formation of the **Winning Records** label, with debut product from the new company being **Esther Phillips'** current 12-inch single, "Turn Me Out." Industry stalwart **Eddie Singleton** is serving as vice president to Time Prods. Singleton also announced that **Buddy Scott** has been retained as consultant to set up their independent promotion and sales strategies. Tabbed as indie distributors for the new label are: **Bib of Charlotte, N.C.**; **Piks, Cleveland** and **Detroit**; **Sunshine of New York**; **M.S. Distributing, Chicago**; and **Tara of Atlanta**. Other distributors for the network are to be named at a later date. In addition to the Phillips product, **Winning** also plans release of an album by **Barbara Randolph**, who has a single that will serve as the theme for an upcoming TV soap opera to be produced by **Time Prods.** . . . Another label that has already hit the streets with product is **Marrakech Records**, headed by **Bob Reno** and **Stephen Metz**, who also operate **Quicksilver Records**. **Linda Ransom's** cover of the

(continued on page 34)





## MOST ADDED SINGLES

- SHE WORKS HARD FOR THE MONEY — DONNA SUMMER — MERCURY/POLYGRAM**  
WWIN, V103, WDAS, WILD, WYLD, WRAP, OK100, WATV, WWDM, KPRS, KGFJ, KUKQ, KSOL, WAIL, KOKA, WTLC, WSOK, WPAL, WNHC, WGIV, WRBD, WUFO, WHRK
- WANNA BE STARTIN' SOMETHIN' — MICHAEL JACKSON — EPIC**  
WAWA, WCIN, V103, WDAS, OK100, WATV, WBMX, KMFJ, KUKQ, WAIL, WTLC, WLUM, WRBD, WOKB, WHRK, KDAY
- I NEVER FORGOT YOUR EYES — LARRY GRAHAM — WARNER BROS.**  
WWIN, V103, WILD, WICI, WPLZ, KPRS, KUKQ, WSOK, WGIV, WEDR, KDKQ
- BOOGIE DOWN — JARREAU — WARNER BROS.**  
WIGO, WATV, WGPR, WLLC, KGFJ, KUKQ, WPAL, WNHC, WLOU, WAMO, KDKO
- READY FOR SOME ACTION — JUNE POINTER — PLANET/RCA**  
WAWA, WCIN, V103, WBMX, WJMO, WICI, KDIA, WLUM, WOKB
- STONE LOVE — KASHIF — ARISTA**  
WWIN, WYLD, WGPR, WLLC, KGFJ, KUKQ, WAIL, WGIV, KDKO

## MOST ADDED ALBUMS

- I'M SO PROUD — DENIECE WILLIAMS — COLUMBIA**  
WAWA, WCIN, WKYS, WATV, KGFJ, KUKQ, WTLC, WSOK, WNHC, WRBD, WAMO, WOKB, WHRK, KDKO, KDAY
- BETWEEN THE SHEETS — THE ISLEY BROTHERS — T-NECK/CBS**  
WWIN, WKYS, WATV, WBMX, WGPR, WLLC, KMFJ, KUKQ, WSOK, WRBD, WEDR, WAMO, WOKB
- THE GENIE — BOB JAMES — COLUMBIA**  
WPLZ, WLLC, KUKQ, WTLC, WPAL, WRBD, WAMO, WHRK, KDAY

## UP AND COMING

- JOY — MARVIN GAYE — COLUMBIA**  
**I CAN'T STAND THE PAIN — THE O'JAYS — PHILLY INT'L/CBS**  
**SUPER LOVE — JOHNNY GILL — COTILLION/ATCO**  
**FREAK-A-ZOID — MIDNIGHT STAR — SOLAR/ELEKTRA**

## BLACK RADIO HIGHLIGHTS

**V103 — ATLANTA — SCOTTY ANDREWS, PD**  
HOTS: G. Knight & The Pips, O'Jays, S. Robinson, Jonzun Crew, Michael Jackson, DeBarge, Whispers, New Edition, I. Cara, T. Dolby, E. Grant, Rocket, Ingram/Austin, G. Benson, A. Wilson, Jarreau. ADDS: Michael Jackson, L. Graham, J. Pointer, L. Rawls, Glenn Jones, E. Phillips, D. Summer, O'Jays, A. Baker.

**WIGO — ATLANTA — MIKE ROBERTS, PD — #1 — JONZUN CREW**  
HOTS: Michael Jackson, DeBarge, G. Knight & The Pips, Lakeside, L. Richie, O'Bryan, T. Dolby, Run D-M-C. ADDS: Culture Club, Grand Master Flash, Jarreau, Janet Jackson, G. Jordan, D. Joseph.

**WWIN — BALTIMORE — CURTIS ANDERSON, PD — #1 — MTUME**  
HOTS: G. Benson, Champagn, Isley Brothers, I. Cara, G. Knight & The Pips, Cameo, Indeeep, New Edition, N. Hendryx, DeBarge, Maze, G. Washington, Instant Funk. ADDS: Kashif, L. Graham, Junior, L. Rawls, M. Gaye, O'Jays, D. Summer, R. Palmer, Q. Johnson, H. Ray, Reddings, J. Gill. LP ADDS: Lakeside, B. Russell, Isley Brothers.

**WILD — BOSTON — CHARLES CLEMONS — #1 — G. KNIGHT & THE PIPE**  
JUMPS: 11 To 8 — S. Mendes, 24 To 20 — Elec. Power Band, Ex To 27 — Maze. ADDS: D. Summer, L. Graham, O'Bryan, Sly & The Family Stone, C. Watkins, Starpoint, V. Mason & B. Dayo. LP ADDS: June Pointer, M. Wycoff, Indeeep.

**WBMX — CHICAGO — LEE MICHAELS, PD — #1 — MTUME**  
HOTS: G. Knight & The Pips, Lakeside, Champaign, Chi-Lites, N.M. Walden, Bar-Kays, Yarbrough & Peoples, Maze, L. Richie, Special Request, D. Williams, N. Hendryx, "D" Train, Indeeep, Cameo, New Edition, L. White, I. Cara, O. Cheatham, J. Taylor, F. Thornton, S. Robinson, Whispers. ADDS: Starpoint, Jonzun Crew, Rene & Angela, J. Ingram/P. Austin, J. Pointer, Mass Production, Michael Jackson, Collage. LP ADDS: Lakeside, Cameo, Isley Brothers, D. Smith.

**WGCI — CHICAGO — RICHARD PEGUE, PD — #1 — MICHAEL JACKSON**  
HOTS: Isley Brothers, Mtume, G. Knight & The Pips, Maze, N.M. Walden, New Edition, Lakeside, I. Cara, Chill Factor, Cameo, L. Richie, Indeeep, E. Grant, Prince, J. Feliciano, Whispers, N. Hendryx, Yarbrough & Peoples, D. Williams, D. Bowie, Bar-Kays, Jarreau, G. Benson. ADDS: L. Graham, J. Ingram/P. Austin, Junior, J. Pointer, R.J.'s Latest Arrival.

**WCIN — CINCINNATI — FRANK BAILEY, MD — #1 — G. KNIGHT & THE PIPS**  
HOTS: Mary J. Girls, Maze, Earth, Wind & Fire, G. Washington, Jr., N. Hendryx, D. Williams, Prince, DeBarge, S. Mendes, T. Davis, Sister Sledge, Jonzun Crew. ADDS: Midnight Star, J. Gill, J. Pointer, Santana, Jr. Tucker, M. Henderson, M. Gaye, Michael Jackson, Eleanor Grant, O'Kays. LP ADDS: D. Williams, E. Klugh, Syreeta.

**WDMT — CLEVELAND — BOBBY MAGIC, PD — #1 — D. BOWIE**  
HOTS: L. Richie, I. Cara, G. Knight & The Pips, Culture Club, Men At Work, Cameo, Michael Jackson, P. Simmons, L. Branigan, Lakeside, E. Grant, Ingram/Austin, Earth, Wind & Fire, Toto, G. Benson, 1-2-3, Jarreau, Whispers, D. Williams, DeBarge. ADDS: A. Bofill, L. Vandross, Grand Master Flash, Elton John.

**WJMO — CLEVELAND — ERIC STONE, PD — #1 — G. KNIGHT & THE PIPS**  
HOTS: Chi-Lites, Earth, Wind & Fire, Yarbrough & Peoples, Jonzun Crew, L. Richie, D. Williams, Cameo, Lakeside, DeBarge. ADDS: Glenn Jones, P. Austin, G. Benson, C. Santana, J. Pointer, Sweet "G", D. Bowie.

**WGPR-FM — DETROIT — JOE SPENDER, PD — #1 — MTUME**  
HOTS: Isley Brothers, G. Knight & The Pips, New Edition, Brass Construction, Earth, Wind & Fire, Cameo, D. Williams, G. Benson. ADDS: Lanier & Co., M. Tyson, Midnight Star, Jarreau, Kashif, Reddings, Kiddo, Whodini, Blue Magic, I. Cara, Whispers. LP ADDS: Isley Brothers, T. Dolby, "D" Train, High Inergy, M. Henderson, F. Thornton, P. Austin.

**KMJQ — HOUSTON — FRED HENDERSON, PD — #1 — JONZUN CREW**  
JUMPS: 14 To 11 — D. Williams, 18 To 12 — O'Bryan, 20 To 13 — A. Bofill, 17 To 14 — N. Hendryx, 21 To 18 — G. Benson, 22 To 19 — Whispers, 23 To 20 — Sister Sledge, 28 To 22 — New Horizons, 29 To 25 — Trouble Funk, Ex To 35 — Grand Master Flash, Ex To 36 — Starpoint, Ex To 38 — Mary Jane Girls. ADDS: Slim, Michael Jackson, T. Brunson, I. Cara. LP ADDS: Isley Brothers, B.B. King, Mary Jane Girls.

**KDAY — LOS ANGELES — JACK PATTERSON, PD — #1 — I. CARA**  
HOTS: A. Baker, Lakeside, Isley Brothers, Chi-Lites, G. Knight & The Pips, L. Richie, Mtume, Maze, M. Henderson. ADDS: C. Hahn, O. Cheatham, O'Jays, Michael Jackson, Reddings, Junior, Starpoint. LP

ADDs: Flashdance, B. James, "D" Train, G. Van Buren, G. Guthrie, D. Williams, L. White, Mary Jane Girls, Maze, Yellow Jackets.

**KGFJ — LOS ANGELES — GEORGE MOORE, PD — #1 — ISLEY BROTHERS**  
HOTS: G. Knight & The Pips, Ozone, M. McLaren, A. Baker, Mary Jane Girls, D. Williams, "D" Train, New Edition, D. Bowie. ADDS: O'Jays, D. Summer, S.O.S. Band, Michael Jackson, Jarreau, Kashif, T. Peppers & T. Rock. LP ADDS: Prince, M. Wycoff, D. Williams, A. Baker, B. Russell, M. Henderson, Kagny & The Dirty Rats.

**WLUM — MILWAUKEE — JIMMY GOODYME, MD — #1 — TEMPTATIONS**  
HOTS: Mary Jane Girls, Fatback, S. Mendes, High Inergy, N.M. Walden, Lakeside, Maze, L. Richie, D. Williams, G. Knight & The Pips, DeBarge, Chi-Lites, L. White, Earth, Wind & Fire, O'Bryan, New Edition, I. Cara, G. Benson, L. Haywood, M. Henderson. ADDS: Collage, O'Jays, J. Pointer, Michael Jackson, S. Arrington.

**WAIL — NEW ORLEANS — BARRY RICHARDS, PD — #1 — MTUME**  
HOTS: New Edition, Jonzun Crew, D. Williams, Cameo, Janet Jackson, Maze, Isley Brothers, G. Knight & The Pips, Brass Construction, G. Benson, Indeeep, DeBarge, Men At Work, L. Richie, F. Thornton, Mary Jane Girls, "D" Train, D. Bowie, Thomas Dolby, Sister Sledge. ADDS: D. Summer, Kashif, P. Hyman, Michael Jackson, R. Palmer.

**WYLD-FM — NEW ORLEANS — BRUTE BAILEY, PD — #1 — MTUME**  
HOTS: G. Knight & The Pips, Maze, Brass Construction, Jonzun Crew, D. Williams, Whispers, Michael Jackson, New Edition, Enchantment, A. Bofill, Trouble Funk, Janet Jackson, G. Benson, J. Ingram/P. Austin, New Horizons, I. Cara. ADDS: Kiddo, M. Gaye, D. Summer, Advance, Kashif, B. Marley, Santana, Thunderflash. LP ADDS: G. Knight & The Pips.

**WRKS — NEW YORK — BARRY MAYO, PD — #1 — MTUME**  
JUMPS: 12 To 6 — Culture Club, 13 To 9 — L. Richie, 20 To 14 — Madonna, 26 To 18 — G. Knight & The Pips, 23 To 20 — Fatback, 25 To 22 — C. Dawson/R. Diggs, 28 To 23 — Whispers, Ex To 29 — Men At Work, Ex To 30 — N.Y. 88's. ADDS: M. Gaye, M. Sembello.

**WDAS-FM — PHILADELPHIA — JOE TAMBURRO, PD — #1 — G. KNIGHT & THE PIPS**  
HOTS: New Edition, Mtume, D. Bowie, E. Grant, DeBarge, Maze, Earth, Wind & Fire, Prince, I. Cara, N.M. Walden, Chi-Lites, Indeeep, "D" Train, G. Benson, F. Thornton, Brass Construction, Ingram/Austin, Grand Master Flash, D. Williams, Cameo. ADDS: D. Summer, Michael Jackson, M. Gaye, J. Gill, Midnight Star, J. Lynn/G. Chandler, O'Jays, Run D-M-C. LP ADDS: Fatback.

**WAMO — PITTSBURGH — J. C. FLOYD, PD — #1 — MICHAEL JACKSON**  
JUMPS: 22 To 2 — Mtume, 12 To 5 — Maze, 21 To 10 — Advance, 17 To 12 — D. Williams, 24 To 14 — Cameo, 25 To 15 — Aurra, 27 To 17 — G. Benson, 36 To 18 — Whispers, 29 To 19 — Mary Jane Girls, 28 To 21 — Sister Sledge, 30 To 22 — S. Robinson, 32 To 23 — F. Thornton, 38 To 24 — Starpoint, 34 To 26 — "D" Train, 40 To 27 — Janet Jackson, Ex To 28 — L. White, Ex To 39 — Jonzun Crew. ADDS: Jarreau, Glenn Jones, B. Russell, O'Bryan, Junior, Madonna, Run D-M-C. LP ADDS: B. James, D. Williams, Isley Brothers.

**WLLC — RALEIGH — CHESTER DAVIS, PD — #1 — ISLEY BROTHERS**  
HOTS: Mtume, Garrett's Crew, Lakeside, Champaign, Michael Jackson, D. Williams, New Edition, G. Knight & The Pips, DeBarge. ADDS: N. Rodgers, Slave, Change, Jarreau, Kashif. LP ADDS: D. Williams, B. James.

**KSOL — SAN FRANCISCO — MARVIN ROBINSON, PD — #1 — MICHAEL JACKSON**  
HOTS: Cameo, Chi-Lites, DeBarge, New Edition, Maze, G. Knight & The Pips, L. Richie, Isley Brothers, I. Cara. ADDS: Junior Tucker, D. Summer, A. Baker, Change.

**OK100 — WASHINGTON, D.C. — JON TURK, PD — #1 — MICHAEL JACKSON**  
HOTS: Whispers, Maze, L. White, Culture Club, Sister Sledge, L. Richie, D. Williams, I. Cara, Lakeside, DeBarge, N. Hendryx, G. Knight & The Pips, G. Benson, Earth, Wind & Fire, D. Summer, V. Mason/B. Dayo, F. Thornton, Troublefunk, T. Dolby, Dazz Band. ADDS: Michael Jackson, Hall & Oates, M. Gaye, Eleanor Grant, New Horizons, T. Brunson, The Reddings, P. Upchurch, L.V. Johnson.

**WKYS — WASHINGTON, D.C. — DONNIE SIMPSON, PD — #1 — G. CLINTON**  
HOTS: New Edition, Michael Jackson, Mtume, Champaign, G. Knight & The Pips, Isley Brothers, I. Cara, Chi-Lites, DeBarge, Michael Jackson, Jarreau, Instant Funk, Lakeside, L. Richie, The System, N. Hendryx, Temptations, T. Dolby, D. Williams, Maze, Prince, Whispers, Eddy Grant, D. Bowie, Culture Club, Kashif, Fatback, G. Kihn Band, After The Fire, Cameo, Whispers, Earth, Wind & Fire, G. Benson, "D" Train, Hall & Oates. ADDS: M. Henderson, J. Gill, R. Palmer. LP ADDS: D. Williams, Isley Brothers, Maze.

# "RFC SUMMER '83 COUNTDOWN"

Summer will never be the same

WATCH FOR  
ATTITUDE'S  
NEW ALBUM  
"PUMP THE NATION"  
COMING SOON!

"DON'T WAIT ANOTHER NIGHT" • CHANGE  
RFC/ATLANTIC 7-89828

"ROBOT LOVE" • INTERFACE  
RFC/ATLANTIC 7-89845

"LOVE ME TONIGHT" • ATTITUDE  
RFC/ATLANTIC 7-89823

WATCH FOR  
CHANGE'S  
UP-COMING  
NATIONAL  
TOUR.

OUR STRENGTH IS OUR MUSIC.



# 'Marketing Agreement' Inked By Pickwick, Largo Music

(continued from page 7)

pany's Minneapolis home base. Eric Paulson, who had served as senior vice president of the division, has relinquished his duties and Moran said that he personally will now become more intricately involved in the operation.

The joint operation will be managed through the Minneapolis headquarters, with supervision of the marketing administration, new product development, sales training, store presentation, technical services and computer data centers being part of the operation from that office.

Pickwick facilities will be used to service Los Angeles, Denver, Seattle, Minneapolis, Des Moines, Dallas, Chicago, Hawaii and Somerset, Mass. Largo's facilities in Columbus Md., and New Hampshire will also be used in the Pickwick rack plan. The disposition of the Largo facility in Garden Grove, Calif. was uncertain at presstime.

Of the Largo executive staff based in Maryland, Jim Lara, who served as vice president of marketing for the company, is currently general manager of Integrity Entertainment (operators of the L.A.-based Warehouse and Big Ben's chain) branch operations. Justin Dudley of Largo, who served as vice president of purchasing for the company, will remain in a buying role under the Pickwick umbrella.

Product purchasing will be of utmost importance under the new management structure, according to Moran, who said, "I'm going to supervise buying myself because it's really too important to delegate to anyone else."

He said that rack accounts have different buying needs from the marketing and sales

## Schwartz Bros. Settles With Arista And RCA

(continued from page 7)

all litigation between the parties, including Schwartz Bros.'s \$5 million breach of contract suit against the two companies, which resulted from Arista's move to RCA branch distribution (**Cash Box**, April 9). While Carter said that none of the parties were allowed to make any further comment, he said that "the relationship between the parties would be apparent to the trade as time goes on" and added that "obviously the settlement is satisfactory to Schwartz Bros., otherwise they wouldn't have entered into it."

At RCA, Robbin Ahrold, division vice president, communications, said that a company statement regarding its relationship with Schwartz Bros. could be expected next week. He also said that the settlement would have no effect on RCA's current distribution of Arista product.

The Schwartz Bros. settlement suggests the possibility that other independent distributors of Arista product might find it worthwhile to pursue similar legal remedies.

stand point. Moran explained that he uses record and tape product for different reasons, including attracting store traffic, acquiring gross market dollars and creating a certain image in the marketplace. "We have to find out what their needs are and address them."

From the sales standpoint, Pickwick plans to refine its computer inventory system, which gets on the spot store reports on what items are selling what product needs to be replenished and to collect data to be used in the stocking of new product. "Computers are key to so much of the information we need; it's a lot to process without that system," Moran said.

Pickwick's computer tickets, which adorn all product shipped from its warehouses, were developed in-house and are used in conjunction with Honeywell computer hardware. The system will now become part of the Largo facilities inventory monitoring.

Another area of particular interest to Moran is advertising and promotion, where Mary Pietromonaco has been named vice president. He said that alignment of advertising and promotion campaigns with each of the company's accounts — old and new — is a prime goal for the company in its restructured form, especially in regards to guiding promo resources to the proper markets.

Moran pointed out that Pickwick currently stocks more than 6,000 titles which are regularly deleted and augmented as the product flow dictates. He further said that despite the perception that rack jobbers do not carry full line inventory, "we don't do the bulk of our business on the Top 20 titles because they are normally used in promotions; we have a strong business in catalog."

The Pickwick executive added that the computer inventory system allows the company to meet the specific title by title demands of a given market, also noting that each region had its particular consumer character. "We have to merchandise each of our accounts differently," Moran explained, "The stores we service in Minneapolis normally do a fine business in classical music, while the stores we service in the Detroit metropolitan stock R&B product in greater quantities."

Regarding stock, Moran revealed that Pickwick would not absorb responsibility for the Largo Music inventory, but that the company would absorb the salaries of those employees retained in the merger.

In a final comment on the deal, Moran noted that the death knell sounded by Pickwick's competitors in recent months, reaching a zenith with the closure of the company's distribution arm, should be quelled at this point. "I don't think people can honestly continue to predict our demise after we've entered this agreement with Largo."



**HATLESS AT BACKSTREET** — Backstreet Records recently signed the group Men Without Hats to a long term recording contract. First product from the band is a 12-inch maxi single, "Safety Dance," which is presently being rush released, while the band's debut album, "Rhythm Of Youth," is due in June. Pictured standing are (l-r): Alan McCarthy, keyboards, Men Without Hats; Tom Attencio, director of product development/creative affairs, Backstreet; Colin Doroscuk, keyboards, Men Without Hats. Shown seated are (l-r): Stefan Doroschuk, guitar, and Ivan, keyboards and vocals, Men Without Hats.

## SOUNDVIEWS

(continued from page 20)

**Pluto.** New live action follow-ups, of a sort, to March's animated release, *Disney's American Heroes*, are *Johnny Tremain* and *The Sons of Liberty* and *The Great Locomotive Chase*. In July, the recent theatrical release *Trenchcoat*, starring **Margot Kidder** and **Robert Hays**, will be made available to the home video market. . . . In June, CBS/Fox issues *Elmer Gantry*, starring **Burt Lancaster**; *Charge Of The Light Brigade*; *Dodge City*; *The Kentuckian*; *Run Silent, Run Deep*; *Separate Tables*; *Trapeze*; and *The Fiction Makers*. . . **Francis Ford Coppola's** *One From The Heart* will be available in June from RCA/Columbia Pictures Home Video, and vid industry insiders are predicting that the film which failed so spectacularly at the box office just could be a home video hit. The only obstacle, though, might be its price, a hefty \$79.95. Also out from RCA/Columbia will be a two cassette version of the Oscar-winning *Lawrence Of Arabia*; *Alone In The Dark*; *Nightwing*; *Golden Boy*; *The Trouble With Angels*, starring **Hayley Mills**; and two adult minded features *Nea* and *The Sensual Man*. . . . Monterey comes with a trio of Grade B violence and exploitation flicks, *High Heels*, *The Mean Machine* and *Love Butcher*, as well as *Sundance And The Kid*. . . . Who needs Berlitz when there's Mastervision? The tiny indie is teaching Basic Spanish, Italian and German by video on three separate programs.

**VIDEOODDITIES** — In our journeys through the home video underbrush, we sometimes stumble across those programs that don't neatly fit into any particular category, and you most likely won't find in any home video retail outlet. We like to call them videoddities, exotic or perhaps esoteric little tapes that, in most cases, are available only through mail order. For example, Broadway Costumes, Inc. of Chicago informs us that the professional costume rental company has put out *The Video Encyclopedia of Makeup, Volumes 1-3*. A six-hour, three-cassette demonstration program, the *Encyclopedia* details the "application of stage, children's theatre, fantasy, casualty and masquerade makeups," with professional makeup artist **Jeffery Segal** as instructor. The encyclopedia is available in either VHS or Beta formats, with each volume going for \$124.95, plus \$2.50 per tape for shipping and handling (schools and libraries are entitled to a 10% discount. Broadway Costume also has made up a 20-minute preview tape, which it rents for five dollars per week, applicable to the purchase price. For more information, write Broadway Costumes, Inc. at 932 W. Washington, Chicago, Ill. 60607 or phone (312) 829-6400. . . . Another mail order videoditty that recently came to our attention through an ad in a Los Angeles tabloid was *How To Test Cocaine For Quality* from a company called Newsplash in Montchanin. According to the ad, this videotaped "Consumer's Guide To Cocaine" instructs viewers (or abusers, as the case may be) "how to spot and identify adulterants and avoid the ingestion of unknown substances." It also provides an "entertaining documentary" on the derivative of the coca leaf.

michael glynn

## THE RHYTHM SECTION

(continued from page 31)

1969 **Steam** hit "Na Na Hey Hey Kiss Her Goodbye" is the first product from the label, which will cater to the dance craze on 12-inch singles. Existing staff at Quicksilver, which will deliver the product to the market place through its extensive indie network will operate Marrakech. Serving as West Coast promotion rep for the new label is indie promoter **Chris Jones**, while the East Coast, meaning New York, is being worked by independent promoter **Jerry Lembow**. According to Metz, Ransom's single is doing well on both coasts, with club play fueling New York sales and rotation on black radio moving product in L.A. Handling marketing and sales for Quicksilver and Marrakech is **Howard Silvers**. Other acts slated for Marrakech vinyl in coming months are former Venture artist **Sandra Feva** and an import from Holland by the act **L-O-V-E**, led by **Tony Sherman**. . . . Pilot Records is a new label led by industry veteran **Wally Roker** with partners **Susan Joseph** and **Henry Marx**. . . . Blue Records has bowed under the guidance of **The Manhattan's** stalwart **Blue Lovett**, who wrote the debut single from the New Jersey-based label, "Dr. DJ" by **Wish**.

**IT'S SHOWTIME!** — Show Industries' City One Stop will be holding its now annual Salute to Black Music, Friday, June 10 from 11 a.m.-2 p.m. at the company's facility in Los Angeles. Eats and entertainment are on the activity menu as the affair was lavishly catered last year and, like last year, this year's fete will feature some top name artists. Included thus far are **Michael Wycoff**, **Kiddo**, **Brenda Russell**, **Joanie Sledge**, the **Bus Boys**, **Janet Jackson**, **O'Bryan**, **Rene & Angela**, **Thelma Houston** and others. According to **Alan Schwartz**, vice president at Show Industries, the one stop sponsors the event to allow accounts to share some fun with the artists whose product they sell year-round.

michael martinez



**JOBSON GETS A JOB WITH CAPITOL** — Virtuoso keyboardist/violinist Eddie Jobson recently signed an exclusive long-term, worldwide contract with Capitol Records. Jobson has performed on about 30 albums, contributing his skills to works by such groups as *Roxy Music*, *U.K.* and *Curved Air*, and his own solo LP will be released on June 3. Pictured at the signing are (l-r): Don Grierson, vice president, A&R, Capitol; Jobson; and Bruce Garfield, vice president, A&R, East Coast, Capitol.

## INTERNATIONAL DATELINE

### Argentina

**BUENOS AIRES** — Three foreign artists have been visiting Buenos Aires for promotional purposes: Spanish lark **Paloma San Basilio**, whose product is being released by RCA under the recent representation agreement signed by this company with Hispavox; chanteur **Francisco**, honored by PolyGram with a typical "paella" lunch with strong press attendance; and Mexican kid artist **Luis Miguel**, who was the guest of honor at a hamburger party held at the Pumper Nic (the local version of Burger King) franchise in downtown Buenos Aires. It was a good week for DJs, since they received plenty of visits and were able to have live chats with the artists, and also for the record companies, with their promo people active in the streets.

Sicamericana is releasing the new album recorded by **Alberto Cortez** for Hispavox and retains the representation rights for this artist, while RCA is marketing **Paloma San Basilio** and **Raphael**. Cortez resolved recently a feud he had with his label, signing a new contract after a lot of speculation about another affiliation, while Hispavox insisted on the validity of the previous agreement. In Buenos Aires, the company headed by **Nestor Selasco** has been maintaining a steady flow of Cortez releases and selling his recordings well.

Microfon topper **Marlo Kaminsky** reports that **David Carradine** and **Gail Jensen** have signed a contract with the label regarding an album produced and sung by them. Carradine is well known here through the *Kung Fu* TV series, and is in Buenos Aires shooting a movie to be co-produced by a local filmmaker and a U.S. indie producer. The label has already released a single culled from the album, titled "Trouble Maker."

**Selasco** also informs that the Latin American Federation of Record Producers (FLAPF) will meet in Buenos Aires, Oct. 10-12, and that a booklet with information about the achievements of the organization its fight against piracy will be published soon. Selasco jetted a few weeks ago to Guayaquil, Ecuador, to attend a meeting of the Board of the FLAPF. **miguel smirnoff**

### Italy

**MILAN** — **Giuseppe Ornato**, recently named president of the AFI (Italian Phonogram Producers Assn.), had a series of meetings — over the last few weeks — with the major Italian record companies to decide the new line of the Association. "This moment is particularly hard for the recorded music industry in Italy," Ornato declared to **Cash Box**, "and now it's necessary for all the companies to be united in a common action, to develop the AFI operations begun in the last years, mostly

to fight the home-taping, the main reason for our crisis." The new vice president of the Association will be named in the first days of July.

The second edition of the Azzurro song festival, which took place in Bari from May 6-8, ended with the victory of the EMI Italiana Team, composed by **Allice, Nada, Franco Battlato, Peter Tosh, Richele Evans, Lou Colombo, Claudio Lolli, Glusto Pio** and **Garbo**. The contest was attended by 72 Italian and foreign artists.

CGD will hold its 1983 convention from May 28-30 in Fort Village, Sardegna. Together with the executives and salesmen of the society, many artists and journalists are expected to attend the event.

A big campaign for the introduction in Italy of the Compact Disc (CD) has been started by Philips and Sony (the Sony players will be sold with a free CD record, imported from CBS). The results, according to Phonogram (which was the first company to distribute compact discs on the Italian market, from May 1), are very encouraging.

**marlo de luigi**

### United Kingdom

**LONDON** — WEA is set to release some of its biggest-selling artists for its European launch of the Compact Disc this summer. The company will launch nine titles initially in the U.K. and 10 in Europe comprising of hit LPs by **Fleetwood Mac, Rod Stewart, George Benson, Al Jarreau** and **Christopher Cross**, among others... Legal wrangles are still simmering between **Rod Stewart** and his co-manager, **Billy Gaff**, despite their recent settlement. Gaff is threatening legal action against a recent press release from Stewart that he claims contains several incorrect facts and a number of misrepresentations.

**ELO** is set to release its 10th LP worldwide, June 24, titled "Secret Messages." It's the first LP from the group in two years and a single has been taken from the platter, "Rock 'n' Roll Is King," for release June 3... **The Boomtown Rats** are due to take to the road throughout the U.K. for a month's tour next month before leaving for France to record a new LP. The band has been working on new material since Christmas... A&M Records hosted a press party this week for **The Police** to discuss the forthcoming album, "Synchronicity," which is due out June 17... while WEA is doing the same for **Rod Stewart**, whose new single on Warner Bros., titled "Baby Jane," is out May 27. It is his forthcoming LP, "Body Wishes." Stewart recently announced his intention to live in the U.K. permanently after several years residing in Hollywood.

**nick underwood**

## Addison Lagos: Developing Artists, Unlocking Creativity

by Nick Underwood

**LONDON** — An independent artist development consultancy has recently been set up by an experienced psychologist who is applying his practised psychotherapeutic skills to the process of new talent development within the UK music business.

Addison Lagos has gained considerable success in the past, working and applying psycho-therapy, psycho-drama and general psycho-dynamics into the development of various theatre groups and musicians. His work has reaped positive results with artists who have been able to consolidate their full creative potential via his compelling techniques. Lagos believes his current style of psychodynamic counselling is particularly relevant to emerging bands and music artists on the brink of establishing their talent.

His consultancy work has attracted considerable interest among several small independent labels that do not have the time or resources to spend nurturing and developing new acts through conventional A&R and artist relations departments. Lagos works in conjunction with A&R personnel, managers and producers — on the group, establishing a catalytic link between the commercial business and the creative process which generates the business a company requires.

### Creative Environment

"I attempt to create an environment in which creativity can thrive. I know a number of techniques and have the necessary tools which apply to creative circumstances," explains Lagos. "It is quite a common situation that many good new bands lose their creative direction due to all sorts of internal and external pressures and this can usually occur just before they are about to achieve real success. It is my business to avert this and prevent a split or creative stagnation by applying certain group dynamic techniques and relieving the pressures which can lift these blocks.

"In most cases, record companies and

managers do not have the time needed to prevent common internal difficulties. They usually move on to the next group with the least amount of problems. Because of this many good groups are being lost," he continued, adding, "The kinds of problems within a group which are usually considered unsolvable, can usually be easily resolved, but by methods not commonly associated with the music business."

Lagos bases his working philosophy on the premise that many new acts and artists can reach their full creative potential far sooner and more effectively than normal management and A&R systems allow.

"One can get a group to be tuned into itself. A lot of companies try to get bands to be tuned into something which isn't them, but commerce and fashion," he said continuing that, "creative people tend to fluctuate in their moods a lot. However, it's only identifying what is happening in the process that one can prevent disasters from happening. Dealing with creativity has to always foster the positive side. Again, most people don't have the time to do this properly for a band. Attempting to unblock whatever communication difficulties there are amongst the people who are trying to create the music.

"My work" he added, "is the process of unblocking and going back to what it is that is stopping the creative process."

When defining his psychological approach to artists development, Lagos cites the example of Virgin artist, Mike Oldfield, who several years ago publicly claimed that similar techniques resolved his creative difficulties. Oldfield's career was at the time fairly stagnant, but after several psychotherapy sessions his talent once again flowed through and his career took off. Lagos was in fact involved in the same sessions and since then has developed his own style based on similar techniques.

"All the therapies that exist are part of the same process of unblocking," Lagos said, "What I attempt to do is release talents that won't come to the surface because of various typical pressures that exist within the music business."

Lagos interprets his role as that of a psycho-dynamic consultant to group and artist management, acting primarily as a catalyst between the music and the day to day business of commercial management. Keeping all lines of communication open properly between the group and their company, so that creativity can thrive in harmony with the business of selling that creativity.

"Music is a product of people and people's behaviour, no matter how bizarre and if there is anything I can do to keep people producing more good music through psycho-therapy — that's where I strive."

### Pinto Named Managing Director, CBS Portugal

**NEW YORK** — Carlos Pinto has been named managing director, CBS Records Portugal. In his new position, Pinto will handle daily operations for the company as well as obtain local artists for use in exploiting both the Portuguese market and the Brazilian market.

Prior to joining CBS Records, Pinto was managing director at PolyGram Records Portugal. He has also served as deputy managing director/A&R director, PolyGram Records Spain.

## INTERNATIONAL BESTSELLERS

### Argentina

#### TOP TEN 45's

- 1 **Olivdame** — Pimpinela — CBS
- 2 **Y Como Es El** — Jose Luis Perales — Music Hall
- 3 **Para Volverte A Ver** — Dyango — EMI
- 4 **Balla Conmigo** — Rita Lee — EMI
- 5 **Fiera Herida** — Roberto Carlos — CBS
- 6 **Conclusiones** — Sergol Denis — PolyGram
- 7 **Ojo De Tigre** — Survivor — CBS
- 8 **Paraiso** — Pomada — RCA
- 9 **Cambias Mi Amor** — Valeria Lynch — PolyGram
- 10 **Che Pibe** — Raul Porchetto/Leon Gieco — Music Hall

#### TOP TEN LP's

- 1 **Confidencias** — Jose Velez — Discosa
- 2 **Enganchados En Pop** — Laser — RCA
- 3 **John Lennon Collection** — EMI
- 4 **Pimpinela** — CBS
- 5 **Quiereme** — Valeria Lynch — PolyGram
- 6 **Todo Pastoral** — Pastoral — Interdisc
- 7 **Blvenido Al Club** — Dyango — EMI
- 8 **En Castellano** — Roberto Carlos — CBS
- 9 **En Concerto** — Pedro y Pablo — Music Hall
- 10 **Balla Conmigo** — Rita Lee y Roberto — EMI

—Prensario

### Italy

#### TOP TEN 45's

- 1 **Vacanze Romane** — Matia Bazar — Ariston
- 2 **Billie Jean** — Michael Jackson — CBS/Epic
- 3 **I Didn't Know** — Ph.D. — WEA
- 4 **Amico E'** — D. Baldan Bembo & C. Caselli — CGD
- 5 **Chi Chi Chi Co Co Co** — Pippo Franco — Lupus
- 6 **Face To Face Heart To Heart** — Twins — Fonit Cetra
- 7 **Shock The Monkey** — Peter Gabriel — PolyGram/Charisma
- 8 **Let's Dance** — David Bowie — EMI
- 9 **Do You Really Want To Hurt Me** — Culture Club — Virgin
- 10 **Vita Spericolata** — Vasco Rossi — Carosello

#### TOP TEN LP's

- 1 **The Final Cut** — Pink Floyd — EMI/Harvest
- 2 **Tutto Sanremo83** — various artists — Ricordi
- 3 **Thriller** — Michael Jackson — CBS/Epic
- 4 **1983** — Lucio Dalla — RCA
- 5 **Flying Mix n. 2** — various artists — Gong
- 6 **Tango** — Matia Bazar — Ariston
- 7 **Acquarello** — Toquinho — CGD/Maracana
- 8 **One + One** — various artists — K-tel
- 9 **The John Lennon Collection** — EMI/Parlophone
- 10 **Oro Puro** — various artists — CBS

—Musica e Dischi

### United Kingdom

#### TOP TEN 45s

- 1 **Temptation** — Heaven 17 — B.E.F./Virgin
- 2 **True** — Spandau Ballet — Reformation
- 3 **Candy Girl** — New Edition — London
- 4 **Can't Get Used To Losing You** — The Beat — Go Feet
- 5 **Bad Boys** — Wham! — Innervision
- 6 **Dancing Tight** — Galaxy — Ensign
- 7 **Our Lips Are Sealed** — Fun Boy Three — Chrysalis
- 8 **Blind Vision** — Blancmange — London
- 9 **Nobody's Diary** — Yazoo — Mute
- 10 **Fascination** — The Human League — Virgin

#### TOP TEN LPs

- 1 **True** — Spandau Ballet — Reformation
- 2 **Let's Dance** — David Bowie — EMI America
- 3 **Thriller** — Michael Jackson — Epic
- 4 **The Luxury Gap** — Heaven 17 — B.E.F./Virgin
- 5 **Power, Corruption and Lies** — New Order — Factory
- 6 **The Hurting** — Tears For Fears — Mercury
- 7 **Night Dubbing** — Imagination — R&B
- 8 **Cargo** — Men At Work — Epic
- 9 **Sweet Dreams** — Eurythmics — RCA
- 10 **Faster Than The Speed Of Night** — Bonnie Tyler — CBS

—Melody Maker

# CASH BOX TOP 100 ALBUMS

June 4, 1983

Title, Artist, Label, Number, Distributor

			Weeks On 5/28 Chart		Weeks On 5/28 Chart		Weeks On 5/28 Chart
1	<b>THRILLER</b>	MICHAEL JACKSON (Epic OE 38112) CBS	24	34	<b>WE'VE GOT TONIGHT</b>	KENNY ROGERS (Liberty LO-51143) CAP	13
2	<b>FLASHDANCE</b>	ORIGINAL SOUNDTRACK (Casablanca 811 492-1 M-1) POL	6	35	<b>HAVANA MOON</b>	CARLOS SANTANA (Columbia FC 38642) CBS	7
3	<b>CARGO</b>	MEN AT WORK (Columbia OC 38660) CBS	5	36	<b>THE KEY</b>	JOAN ARMATRADING (A&M SP-4912) RCA	6
4	<b>LET'S DANCE</b>	DAVID BOWIE (EMI America SO-17093) CAP	6	37	<b>KIHNSPIRACY</b>	GREG KIHNS BAND (Beserkley/Elektra 9 60224-1) WEA	14
5	<b>PYROMANIA</b>	DEF LEPPARD (Mercury 810 308-1 M-1) POL	17	38	<b>ATF</b>	AFTER THE FIRE (Epic FE 38282) CBS	14
6	<b>FRONTIERS</b>	JOURNEY (Columbia OC 38504) CBS	16	39	<b>PLEASURE VICTIM</b>	BERLIN (Geffen GHS 2036) WEA	17
7	<b>KILROY WAS HERE</b>	STYX (A&M SP-3734) RCA	12	40	<b>POWERLIGHT</b>	EARTH, WIND & FIRE (Columbia TC 38367) CBS	14
8	<b>BUSINESS AS USUAL</b>	MEN AT WORK (Columbia ARC 37987) CBS	48	41	<b>HELLO, I MUST BE GOING</b>	PHIL COLLINS (Atlantic 80035-1) WEA	28
9	<b>JARREAU</b>	(Warner Bros. 9 23801-1) WEA	8	42	<b>GET NERVOUS</b>	PAT BENATAR (Chrysalis FV 41396) CBS	29
10	<b>LIONEL RICHIE</b>	(Motown 6007 ML) IND	33	43	<b>BUILT FOR SPEED</b>	STRAY CATS (EMI America ST-17070) CAP	50
11	<b>H2O</b>	DARYL HALL & JOHN OATES (RCA AFL1-4383) RCA	32	44	<b>LOW RIDE</b>	EARL KLUGH (Capitol ST-12253) CAP	6
12	<b>1999</b>	PRINCE (Warner Bros. 9 23720-1F) WEA	29	45	<b>SHABOOH SHOBAH</b>	INXS (Atco 7 90072-1) WEA	12
13	<b>THE GOLDEN AGE OF WIRELESS</b>	THOMAS DOLBY (Capitol ST-12271) CAP	10	46	<b>BLINDED BY SCIENCE</b>	THOMAS DOLBY (Capitol MLP-15007) CAP	18
14	<b>CUTS LIKE A KNIFE</b>	BRYAN ADAMS (A&M SP-4919) RCA	16	47	<b>DAWN PATROL</b>	NIGHT RANGER (Boardwalk NB-33259-1) IND	20
15	<b>THE FINAL CUT</b>	PINK FLOYD (Columbia OC 38243) CBS	9	48	<b>QUARTET</b>	ULTRAVOX (Chrysalis B6V 41394) CBS	14
16	<b>LIVING IN OZ</b>	RICK SPRINGFIELD (RCA AFL1-4660) RCA	6	49	<b>VISIONS</b>	GLADYS KNIGHT & THE PIPS (Columbia FC 38205) CBS	3
17	<b>KISSING TO BE CLEVER</b>	CULTURE CLUB (Virgin/Epic ARE 38398) CBS	27	50	<b>SPECIAL BEAT SERVICE</b>	THE ENGLISH BEAT (I.R.S./A&M SP 70032) RCA	33
18	<b>WAR</b>	U2 (Island/Atco 7 90067-1) WEA	12	51	<b>COMPUTER GAMES</b>	GEORGE CLINTON (Capitol ST-12246) CAP	27
19	<b>ELIMINATOR</b>	ZZ TOP (Warner Bros. 9 23774-1) WEA	8	52	<b>OLIVIA'S GREATEST HITS VOL. 2</b>	OLIVIA NEWTON-JOHN (MCA-5347) MCA	36
20	<b>OUTSIDE INSIDE</b>	THE TUBES (Capitol ST-12260) CAP	9	53	<b>WE ARE ONE</b>	MAZE FEATURING FRANKIE BEVERLY (Capitol ST-12262) CAP	4
21	<b>THE CLOSER YOU GET . . .</b>	ALABAMA (RCA AHL1-4633) RCA	12	54	<b>MADNESS</b>	(Geffen GHS 4003) WEA	7
22	<b>RIO</b>	DURAN DURAN (Harvest ST-12211) CAP	24	55	<b>NEVER SURRENDER</b>	TRIUMPH (RCA AFL1-4382) RCA	19
23	<b>IV</b>	TOTO (Columbia FC 37728) CBS	60	56	<b>WHAMMY!</b>	THE B-52's (Warner Bros. 9 23819-1) WEA	3
24	<b>WHAT BECOMES A SEMI-LEGEND MOST?</b>	JOAN RIVERS (Geffen GHS 4007) WEA	8	57	<b>THE HIGH ROAD</b>	ROXY MUSIC (Warner Bros. 9 23808-1B) WEA	10
25	<b>THE DISTANCE</b>	BOB SEGER & THE SILVER BULLET BAND (Capitol ST-12254) CAP	21	58	<b>TOUGHER THAN LEATHER</b>	WILLIE NELSON (Columbia OC 38248) CBS	12
26	<b>JULIO</b>	JULIO IGLESIAS (Columbia FC 38640) CBS	11	59	<b>LISTEN</b>	A FLOCK OF SEAGULLS (Jive/Arista JL8-8013) IND	2
27	<b>KILLER ON THE RAMPAGE</b>	EDDY GRANT (Ice/Portrait B6R 38554) CBS	7	60	<b>SPRING SESSION M</b>	MISSING PERSONS (Capitol ST-12228) CAP	32
28	<b>ALL THIS LOVE</b>	DeBARGE (Motown 6012G) IND	19	61	<b>MOUNTAIN MUSIC</b>	ALABAMA (RCA AHL1-4229) RCA	64
29	<b>JANE FONDA'S WORKOUT RECORD</b>	(Columbia CX2 38054) CBS	54	62	<b>DEEP SEA SKIVING</b>	BANANARAMA (London 810 102-1-R-1) POL	8
30	<b>BRANIGAN 2</b>	LAURA BRANIGAN (Atlantic 7 80052-1) WEA	9	63	<b>TOO TOUGH</b>	ANGELA BOFILL (Arista AL 9616) IND	20
31	<b>TOO-RYE-AY</b>	KEVIN ROWLAND & DEXYS MIDNIGHT RUNNERS (Mercury SRM-1-4069) POL	17	64	<b>SIDE KICKS</b>	THOMPSON TWINS (Arista AL 6607) IND	16
32	<b>SCANDAL</b>	(Columbia FC 38194) CBS	18	65	<b>PLANET P</b>	(Geffen GHS 4000) WEA	9
33	<b>LOVE FOR LOVE</b>	WHISPERS (Solar/Elektra 9 60216-1) WEA	10	66	<b>STYLE</b>	CAMEO (Atlanta Artists 811 072-1M-1) POL	5
				67	<b>MODERN HEART</b>	CHAMPAIGN (Columbia FC 38284) CBS	11
				68	<b>AEROBIC SHAPE-UP II</b>	JOANIE GREGGAINS (Parade/Peter Pan PA 106) IND	24
				69	<b>BETWEEN THE SHEETS</b>	THE ISLEY BROTHERS (T-Neck FZ 18674) CBS	2
				70	<b>UNTOUCHABLES</b>	LAKESIDE (Solar/Elektra 9 60204-1) WEA	4
				71	<b>KEYED UP</b>	RONNIE MILSAP (RCA AFL1-4670) RCA	6
				72	<b>NAKED EYES</b>	(EMI America ST-17089) CAP	8
				73	<b>NIGHT AND DAY</b>	JOE JACKSON (A&M SP-4906) RCA	37
				74	<b>WILD &amp; BLUE</b>	JOHN ANDERSON (Warner Bros. 9 23721-1) WEA	14
				75	<b>CUT</b>	GOLDEN EARRING (21 T1-1-9004) POL	27
				76	<b>ARCADE</b>	PATRICK SIMMONS (Elektra 9 60225-1) WEA	7
				77	<b>PONCHO &amp; LEFTY</b>	MERLE HAGGARD/WILLIE NELSON (Epic FE 37958) CBS	19
				78	<b>PIECE OF MIND</b>	IRON MAIDEN (Capitol ST-12274) CAP	1
				79	<b>INFORMATION</b>	DAVE EDMUNDS (Columbia FC 38651) CBS	3
				80	<b>SCOOP</b>	PETE TOWNSHEND (Atco 90063-1-F) WEA	11
				81	<b>YOU AND I</b>	O'BRYAN ST-12256) CAP	14
				82	<b>FRIEND OR FOE</b>	ADAM ANT (Epic ARE 38370) CBS	32
				83	<b>KASHIF</b>	(Arista AL 9620) IND	9
				84	<b>HOOLED ON CLASSICS III — JOURNEY THROUGH THE CLASSICS</b>	LOUIS CLARK conducting THE ROYAL PHILHARMONIC ORCHESTRA (RCA AFL 1-4588) RCA	7
				85	<b>ALWAYS ON MY MIND</b>	WILLIE NELSON (Columbia FC 37951) CBS	62
				86	<b>EINZELHAFT</b>	FALCO (A&M SP-6-4951) RCA	8
				87	<b>THE HUNTER</b>	JOE SAMPLE (MCA-5397) MCA	11
				88	<b>NO GUTS . . . NO GLORY</b>	MOLLY HATCHET (Epic FE 38429) CBS	12
				89	<b>MEMORIES</b>	BARBRA STREISAND (Columbia TC 37678) CBS	20
				90	<b>WHO'S GREATEST HITS</b>	(MCA-5408) MCA	7
				91	<b>STEVE ARRINGTON'S HALL OF FAME</b>	(Atlantic 7 80049-1) WEA	13
				92	<b>JUICY FRUIT</b>	MTUME (Epic FE 38588) CBS	3
				93	<b>TAKE IT TO THE LIMIT</b>	WILLIE NELSON WITH WAYLON JENNINGS (Columbia FC 38562) CBS	4
				94	<b>SERGIO MENDES</b>	(A&M SP 4937) RCA	4
				95	<b>THREE LOCK BOX</b>	SAMMY HAGAR (Geffen GHS 2021) WEA	24
				96	<b>MONEY AND CIGARETTES</b>	ERIC CLAPTON (Duck/Warner Bros. 9 23773-1) WEA	16
				97	<b>MURMUR</b>	R.E.M. (I.R.S./A&M SP-70604) RCA	6
				98	<b>LONG AFTER DARK</b>	TOM PETTY AND THE HEARTBREAKERS (Backstreet BSR5360) MCA	25
				99	<b>ANOTHER PAGE</b>	CHRISTOPHER CROSS (Warner Bros. 9 23757-1) WEA	16
				100	<b>GREATEST HITS</b>	MELISSA MANCHESTER (Arista AL 9811) IND	16

# Cash Box Top Albums/101 to 200

June 4, 1983

	Weeks On Chart	5/28
101 HIGH ADVENTURE	94	38
102 IN OUTER SPACE	110	7
103 THE GETAWAY	115	13
104 THE NYLON CURTAIN	102	34
105 WHEN THE GOING GETS TOUGH, THE TOUGH GET GOING	95	12
106 MIDNIGHT LOVE	97	29
107 RECORDS	98	24
108 GREATEST HITS	109	30
109 AFTER THE SNOW	105	12
110 GET LUCKY	108	82
111 SWEAT	114	14
112 I'M SO PROUD	—	1
113 JON BUTCHER AXIS	103	12
114 LEXICON OF LOVE	96	40
115 HEADHUNTER	120	8
116 STRONG STUFF	111	15
117 GREATEST HITS	113	138
118 FOREVER NOW	107	34
119 REACH THE BEACH	137	3
120 NON FICTION	122	5
121 SOMETHING'S GOING ON	100	30
122 HERE COMES THE NIGHT	123	26
123 THE INARTICULATE SPEECH OF THE HEART	104	10
124 MODERN ROMANS	127	8
125 AEROBIC SHAPE-UP	117	59
126 AMERICAN MADE	119	16
127 METAL HEALTH	138	9
128 NONA	129	7
129 WILLIE NELSON'S GREATEST HITS (AND SOME THAT WILL BE)	131	90
130 AMERICAN FOOL	128	57
131 LIVE!	125	5
132 25 #1 HITS FROM 25 YEARS	—	1
133 STAR PEOPLE	145	3
134 TWISTING BY THE POOL	116	15

	Weeks On Chart	5/28
135 ESCAPE	135	96
136 BOTTOM'S UP	147	4
137 HEAVEN 17	101	17
138 DECEMBER	124	24
139 TRUE	139	5
140 THE LUXURY GAP	—	1
141 MARY JANE GIRLS	151	3
142 BET CHA SAY THAT TO ALL THE GIRLS	144	4
143 THUNDER AND LIGHTNING	153	3
144 JANE FONDA'S WORKOUT RECORD — FOR PREGNANCY, BIRTH AND RECOVERY	155	3
145 SOMEBODY'S GONNA LOVE YOU	149	5
146 PRIDE	132	5
147 NEW GOLD DREAM (81-82-83-84)	133	15
148 DAZZLE SHIPS	130	9
149 ZEBRA	150	8
150 I WAS THE ONE	152	4
151 TOUCH THE SKY	126	19
152 MIRAGE A TROIS	158	3
153 WORLDS APART	141	32
154 MY LIFE FOR A SONG	136	10
155 GREATEST HITS	159	5
156 WHITE FEATHERS	—	1
157 CONVERSATIONS	3	
158 THE GENIE	—	1
159 LOST IN SPACE	169	2
160 THE HURTING	166	4
161 DIANA ROSS ANTHOLOGY	—	1
162 GUARDIAN OF THE LIGHT	163	5
163 OXO	140	6
164 MIDNIGHT AT THE LOST AND FOUND	—	1
165 STICKY SITUATION	142	11
166 IT'S ONLY ROCK & ROLL	173	3

	Weeks On Chart	5/28
167 ONE NIGHT WITH A STRANGER	171	4
168 GOOD AS GOLD	170	3
169 FASTWAY	178	2
170 CALL OF THE WEST	134	17
171 BILLY IDOL	179	2
172 GREATEST HITS	154	27
173 FOREVER, FOR ALWAYS, FOR LOVE	143	34
174 PROCESSION	148	12
175 EMOTIONS IN MOTION	157	44
176 PROPOSITIONS	146	30
177 WITH SYMPATHY	—	1
178 MICHAEL BOLTON	181	4
179 SINGLES — 45's AND UNDER	162	26
180 GAP BAND IV	168	52
181 CORRIDORS OF POWER	185	4
182 SHINE ON	187	3
183 SUBTERRANEAN JUNGLE	161	12
184 ON THE ONE	160	18
185 GANDHI	172	12
186 NERUDA	167	18
187 LEGENDARY HEARTS	175	10
188 PORCUPINE	165	8
189 HANK WILLIAMS, JR.'S GREATEST HITS	188	35
190 HEARTLIGHT	192	34
191 TIME-LINE	180	7
192 FIERCE HEART	—	1
193 WINDS OF CHANGE	176	32
194 I WON'T BE HOME TONIGHT	177	12
195 KIDDO	186	7
196 JUJU MUSIC	189	14
197 THE RHYTHM & THE BLUES	198	19
198 SURFACE THRILLS	191	11
199 MAKING CONTACT	174	7
200 COOL KIDS	182	6

## ALPHABETIZED TOP 200 ALBUMS (BY ARTIST)

A Flock of Seagulls	59	Clinton, George	51	Grant, Eddy	27	Lakeside	70	Planet P	65	Streisand, Barbra	89
ABC	114	Collins, Phil	41	Greenwood, Lee	145	Little River Band	172	Presley, Elvis	150	Styx	7
Adams, Bryan	14	Conlee, John	155	Hagar, Sammy	95	Loaf, Meat	164	Prince	12	System	111
Aerobics (Greggains)	68,125	Cougar, John	130	Haggard & Nelson	77	Loggins, Kenny	101	Psychedelic Furs	118	Tears For Fears	160
After The Fire	38	Cross, Christopher	99	Hall & Oates	11	Loverboy	110	Quiet Riot	127	Temptations	198
Alabama	21,61	Culture Club	17	Heaven 17	137,140	Madness	54	R.E.M.	97	Thin Lizzy	143
Anderson, John	74	Davis, Miles	133	Hendryx, Nona	128	Manchester, Melissa	100	Ramones	183	Thompson Twins	64
Ant, Adam	82	Dazz Band	184	Hill, Z.Z.	197	Manilow, Barry	122	Red Rider	186	Toto	23
Armstrading, Joan	36	de Burgh, Chris	103	Idol, Billy	171	Mary Jane Girls	141	Red Rockers	168	Townshend, Pete	80
Arrington, Steve	91	DeBarge	28	Iglesias, Julio	26	Maze	53	Reed, Lou	197	Triumph	55
B-52's	56	Def Leppard	5	Inxs	45	Men At Work	3,8	Renaissance	191	Tubes	20
Bananarama	62	Dexys Midnight Runners	31	Iron Maiden	78	Mendes, Sergio	94	Richie, Lionel	10	25 #1 Hits	132
Bar-Kays	176	Diamond, Neil	190	Isley Brothers	69	Miller, Steve	131	Rivers, Joan	24	U2	18
Benatar, Pat	42	Dire Straits	134	Jackson, Joe	73	Ministry	177	Robinson, Smokey	151	UFO	199
Berlin	39	Dolby, Thomas	13,46	Jackson, Michael	1	Milsap, Ronnie	71	Rogers, Kenny	34,117	Ultravox	48
Blasters	120	Domingo, Placido	154	James, Bob	158	Missing Persons	60	Ross, Diana	161	Vandross, Luther	173
Bofill, Angela	63	Duke, George	162	Jarreau	9	Modern English	109	Roxy Music	57	Wall Of Voodoo	170
Bolton, Michael	178	Duran Duran	22	Jefferson Starship	193	Molly Hatchet	88	Royal Philharmonic Orch	64	Weather Report	174
Bow Wow Wow	105	Earth, Wind & Fire	40	Jennings, Waylon	166	Moore, Gary	181	Saga	153	Whispers	33
Bowie, David	4	Echo & The Bunnymen	188	Joel, Billy	104	Morrison, Van	123	Sample, Joe	87	Who	90
Branigan, Laura	30	Edmunds, Dave	79	Jones, George	182	Mtume	92	Santana, Carlos	35	Williams, Deniece	112
Brass Construction	157	English Beat	50	Jonzun Crew	159	Naked Eyes	72	Scandal	32	Williams, Hank	116,189
Briley, Martin	167	Falco	86	Journey	6,135	Nelson, Willie	58,85,93,129	Seger, Bob	25	Winston, George	138
Brunson, Tyrone	165	Fastway	169	Kajagoogoo	156	Newton-John, Olivia	52	Simmons, Patrick	76	Yellowjackets	152
Butcher, Jon	113	Fixx	119	Kashif	83	Night Ranger	47	Simple Minds	147	Zebra	149
The Call	124	Fogelberg, Dan	108	Kiddo	195	O'Bryan	81	Sister Sledge	142	ZZ Top	19
Cameo	66	Fonda, Jane	29,144	Kinn, Greg	37	Oak Ridge Boys	126	Spandau Ballet	139		
Capaldi, Jim	192	Foreigner	107	King Sunny Ade	96	Orchestral Manoeuvres	148	Sparks	102		
Carey, Tony	194	Frida	121	Kix	200	Oxo	163	Springfield, Rick	16		
Champaign	67	Gap Band	180	Klugh, Earl	44	Palmer, Robert	146	Squeeze	179		
Chi-Lites	136	Gayle, Marvin	106	Knight, Gladys	49	Petty, Tom	98	Squier, Billy	175		
Clapton, Eric	96	Golden Earring	75	Krokus	115	Pink Floyd	15	Stray Cats	43		
										SOUNDTRACKS	
										Flashdance	2
										Gandhi	185

# CLASSIFIEDS

## CLASSIFIED AD RATE 35 CENTS PER WORD

Count every word including all words in firm name. Numbers in address count as one word. Minimum ad accepted \$10.00. CASH OR CHECK MUST ACCOMPANY ALL ORDERS FOR CLASSIFIED ADVERTISING. If cash or check is NOT enclosed with order your classified ad will be held for following issue pending receipt of your check or cash. NOTICE — \$203 Classified Advertisers (Outside USA add \$78 to your present subscription price). You are entitled to a classified ad of 40 words in each week's issue for a period of one full year, 52 consecutive weeks. You are allowed to change your Classified each week if you so desire. All words over 40 will be billed at the rate of 35c per word. Please count words carefully. Be sure your Classified Ad is sent to reach Hollywood publication office, 6363 Sunset Blvd. Los Angeles, CA 90028 by Wednesday, 12 noon, of preceding week to appear in the following week's issue.

## Classified Ads Close WEDNESDAY

### COIN MACHINES

**FOR SALE:** One penny falls like new \$4,000.00. Used OK Bingo machines, used flippers, and video games. Write for special prices. Also have five AMI Music M-1, and M-11. With dollar bill acceptors. D. & P. MUSIC, 658 W. Market St., York, Pa. Box 243 ZIP 17405. PHONE 717-848-1846.

**DYNAMD 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.

**FOR SALE:** Stock Markets, Ticker Teles, and Hi Flyers. We also carry a complete line of Bingos and Uprights. We are also Distributors for Amstars Hold end Drew poker games. Antique slots for legal areas. Call Wesslock Dict. area code 304 - 292-3791. Morgentown, W. Ve. 26505.

**FOR SALE:** Liberator \$1825, Food Fight (write or call), Kozmik Krooz'r (floor sample) \$1895, Super Pac-Man \$1875, BurgerTime \$1375, Wacko (floor sample) \$1975, Galaga \$1625, Mini Galaga \$1525, Joust \$1675, Moon Patrol \$1625, Rescue \$1225, Front Line \$1795, Jungle King \$1225, Jungle Hunt \$1225, Popeye \$1775, Donkey Kong, Jr. \$1395, Donkey Kong \$1395, Subroc 3D \$1775, Super Zaxxon \$1095, Warlock \$1125, 2-Player Marksman Rifle \$1225, Carousel Merry-Go-Round (brand New) \$2250. Call or write New Orleans Novelty Co., 3030 No. Arnoult Rd., Metairie, LA. 70002. Tele: 888-3500.

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

**FOR SALE:** New and used Sircoma Draw Pokers, also Status, Omega and Speak Easy, Draw Pokers, like new. Call (717) 248-9611 Guerrini's, 1211 W. 4th St., Lewistown, PA. 17004

### RECORDS-MUSIC

**NATIONAL RECORD DISTRIBUTION** with promotion for independent labels or artists. Best prices. Call, write for details. 40 years in music industry. General Broadcasting Service, 38 Music Square East, Suite 216, Nashville, TN. 37203 (615) 242-5001.

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

**FREE CATALOG:** New York's largest and most complete One-Stop specializing in OLDIES BUT GOODIES. Retail stores and chains only. Write to: Peremount Records Inc., 1 Colonial Gate, Plainville, New York 11803.

**FOR EXPORT:** All labels of phonograph records, cartridges, cassettes. Also excellently priced selections of close-outs. Nearly 30 years of personalized service to importers world over. Wholesale only. DARO EXPORTS, LDT. 1468 Coney Island Avenue, Brooklyn, NY 11230 Cable: EXPODARO, NEW YORK.

### PROFESSIONAL

**AUDIO CASSETTE DUPLICATION** — Quality-Quick-Economical. State of the art equipment, 15 years service to the Audio/Visual Cash Box Specialist. Quantitape Duplicating Inc. 311 W. Superior St. Chicago, Ill. 60610. Call Collect (312) 951-7270.

### SERVICES COIN MACHINE

**ACE LOCKS KEYS ALIKE:** Send locks and the key you want them mastered to: \$1.35 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.

## Senate Subcommittee Approves Bill Regulating Commercial Disc Rentals

(Continued from page 7)

was a reference to the Betamax case involving home taping of TV programs. The Betamax case was argued before the U.S. Supreme Court earlier this year. A decision is expected sometime in this month.

This case is also the reason given by

### B'nai B'rith Meeting To Focus on 12-Inch Discs, Dinner Dance

**NEW YORK** — Presidents of major dance music labels will examine the proliferation of 12-inch product at the final spring meeting of the Music And Performing Arts Lodge of B'nai B'rith. In addition, the procedure for obtaining tickets for the 19th annual Award Dinner Dance, which will honor Charlie Daniels and Alberta Hunter, will be disclosed.

The meeting is open to the public and is scheduled for June 6 at the Sutton Place Synagogue in New York. A buffet dinner will be served at 6 p.m. followed by a business session at 6:30. The panel discussion, entitled "The Growing Influence Of The 12-Inch Record In Today's Market Place," begins at 7 p.m.

Participants in the panel discussion include Ray Caviano, president, RFC/Atlantic Records; Joe Robinson, president, Sugarhill Records; and Tom Silverman, president, Tommy Boy Records.

The Lodge's annual Award Dinner Dance is scheduled for 7 p.m. on June 18 at the Sheraton Centre. Daniels will receive the Creative Achievement Award, and Hunter will receive the Humanitarian Award.

"One of the wonderful aspects about our 1983 winners is that either could justifiably have been given the other's award," said Joe Cohen, executive vice president of the lodge. "Charlie Daniels is not only a major creative force but has given his time and talent graciously to numerous charitable causes, while Alberta Hunter, who spent 20 years of her life in nursing and still gives much of her time to visiting and entertaining hospitals, is a recognized American musical treasure."

The proceeds from the dinner help support the Lodge's charitable activities including funding for the B'nai B'rith Youth Services, scholarships at the High School of Performing Arts, and contributions to homes for the elderly. Subscription tickets for the event cost \$175 each and may be obtained by sending a check to Florence Lipper, 75-08 178th St., Flushing, N.Y. 11366. Additional information is available from Pete Hyman at (212) 695-6117 or (201) 788-0877.

House copyright subcommittee staffer for not taking up the proposed copyright revisions dealing with rental practices of both audio and video programs. The House bills are H.R. 1027 for audio and H.R. 1029 for video; both were introduced by Rep. Don Edwards (D-Calif.).

Both Sen. Mathias and Rep. Edwards have also introduced similar bills dealing with the home taping of audio and TV programs. These bills would hold blameless, as far as copyright infringement is concerned, those who tape audio and TV programs at home for non-commercial use. The proposed legislation also would impose a copyright royalty fee on the sale of both domestic and imported taping equipment — including blank audio and video tapes.

#### Proper Compensation For All

Sen. Hatch's interest, it was explained, came from his earlier representation as a private lawyer of entertainment clients and his interest, as a member of the subcommittee, in ensuring that both the copyright owner of the basic work as well as the copyright owner of the recording will be compensated properly in rental practices. This is similar, it was noted, to the compulsory licensing arrangement now in existence whereby the underlying copyright owner is paid a fee by the record company for each record or album sold.

Commenting on the subcommittee's action, Stanley Gortikov, president of the Recording Industry Assn. of America (RIAA) and a strong supporter of the bill, said: "S-32 places the control of audio record rentals just where it belongs — in the hands of the copyright owners. Continuing positive action in the Congress will curtail a budding practice ominous to creators and the entire music community."

### Euro Tec Records Bows

**LOS ANGELES** — Record producer Bruce Caplin recently formed Euro Tec Records, a new label with main headquarters in North Lake Tahoe, Nevada and offices here. The company's first release, slated for the summer, is an album by Michael Bruce, the original guitarist/keyboardist with the Alice Cooper Band. The LP was produced by Caplin and Bruce at L.A.'s Record Plant and Phoenix, Ariz.'s Pantheon Studios. Later this year, Caplin will produce an album by San Francisco's The Limit.

Euro Tec Records can be reached at P.O. Box 5346, Incline Village, Nev. 89450, with the L.A. office situated at 8625 Santa Monica Blvd. in Hollywood, Calif. 90069. The phone numbers for the respective Euro Tec locations are (702) 831-5642 and (213) 550-1351.



**BAR-B-Q BUNCH** — Billy's Bar-B-Q, a restaurant specializing in ribs, chicken and other down-home delicacies, has been frequented by a number of record company and entertainment industry celebs since it opened in L.A. recently. Seen here at a Billy's bash are (l-r): Charlie Minor, vice president, promotion, A&M Records; ex-Mamas & The Papas vocalist Michelle Phillips; Billy Bass, owner of Billy's Bar-B-Q and former Chrysalis and Motown executive; and Linda Gray.

## COAST TO COAST

### EAST COASTINGS

(continued from page 14)

and instead use strings and an acoustic guitar. It turned out that we really liked the track and it was a real kick" . . . Narada Michael Walden became a force on the music scene in the '70s when he replaced Billy Cobham as the drummer for John McLaughlin's Mahavishnu Orchestra. Since then, Walden has moved from the fusion sphere to the world of R&B and built a reputation as a producer through his own recordings and projects with Stacy Lattisaw, Sister Sledge, Angela Bofill and Phyllis Hyman. Queried on the shift of direction, Walden offered a hard tacks explanation: "I have been hammering at communicating through music and have found that it's given me a lot of joy to make things people want to buy," he said. "My first music wasn't supported, and you have to make hit records or get off. I love all music, and maybe that's why I haven't really had a big hit. I like to try a lot of new things, like on 'Reach Out' I consciously put the African thing in it (a synthesizer program that sounds like a Kalimba). I just try to use my own musical feelings and the modern technology to update it" . . . On the eye of their label folding, Faulty foursome The Bangles discussed their future: "We're planning on expanding our vocal situation," said guitarist Susanna Hoffs. "We're looking to work with and against each other a bit more, and we're always looking for different instruments. We'll probably use dulcimer on the next record, which will be a full LP, and we wanted to use bagpipes on the first EP, but it was such a low budget project." Commenting on the plethora of girl groups, Vicki Peterson termed it "both good and bad. It gets us attention, but takes away from the fact that we're four people who like music. The novelty aspect bothers us, but we have a blind faith that it will eventually die off." Although pop-oriented, the group made its initial dates with hard core punk bands: "It was more the other musicians than the hard core clubs that wanted us," said Hoffs. "And in some ways, our stage show gets a bit wild. But we don't spit at the audience. Well, at least we don't mean to."

fred goodman

### POINTS WEST

(continued from page 13)

minute videotape of a concert starring Earth, Wind & Fire, Rod Stewart, Genesis and Renaissance, and he's suing the studio for \$350 grand as a result . . . Robbie Fields' ebullient, if evasive, Posh Boy Records label has put out a new series of discs, including Channel 3's second album, "After the Lights Go Out," the sophomore LP by Sparks sideman Gleaming Spires entitled "Walk on Well Lighted Streets" and a compilation platter dubbed "Posh Hits Vol. 1" with contributions from the Circle Jerks ("Wild In The Streets"), Black Flag ("Louie Louie") and Agent Orange ("Everything Turns Grey") . . . Island Records just shipped an outstanding 12-inch and 7-inch single of "Adventures in Success" with "Will Powers," taken from the LP "Dancing For Mental Health." With fortune cookie message music composed by Sting and Robert Palmer, the album also boasts guest appearances by Steve Winwood, Tom Bally of Thompson Twins, Nile Rodgers, Robbie Shakespeare, Todd Rundgren, Mary Beth Hurt, Karen Allen, Ian Hunter, Carly Simon, Gwen Guthrie and Ellen Foley, with production by Rundgren. Billed as "mental aerobics," expect the "Adventures" single — co-written and produced by rock photog Lynn Goldsmith — to catch on quickly in clubs, especially when accompanied by its dazzling, animated video clips . . . Notorious exotic dancer Candy Barr is the cover girl of the new Surf Raiders LP released last week, "Surf Bound," distributed by Enigma.

jeffrey resner

# CASH BOX

June 4, 1983

## AROUND THE ROUTE

by Camille Compasio

Amusement & Music Operators of Tennessee (AMOT) is to be commended for securing a sizeable reduction in the state's newly passed video tax bill, and a very significant amendment, as well, that will relieve operators of what could have been a very burdensome assessment. The bill, as passed, calls for an annual \$100 per machine tax — period! In its proposed form (*Cash Box*, Feb. 26), the bill had required a \$1,000 annual license fee, plus an annual \$200 per machine tax. Thanks to the efforts of AMOT and the full support of its membership, with letters, phone calls, personal contact with legislators and numerous meetings with officials, as well as the leadership in both houses, operators have a bill they can live with — and an amendment that provides further relief in its specification that the new bill is in lieu of all other local and state taxes. This means, among other things, that under the terms of the new bill, ops in the various municipalities requiring a tax on collections will no longer have to pay this tax. Here's further evidence of your state association in action!

State Sales & Service Corp. of Baltimore, Md., hosted a gala celebration in Virginia on Thursday, May 12, to

*(continued on page 40)*

## FUNDED BY ATARI

### Harvard Symposium Explores Benefits Of Video Game Play

LOS ANGELES — A conference at Harvard University called "Video Games and Human Development" drew over 100 participants to the Ivy League campus in Cambridge, Mass., on May 22-24. Funded by Atari's Institute for Educational Action Research to the tune of \$40,000, the three-day symposium featured a variety of educators speaking on the benefits of games, as well as a hands-on exhibit area.

In addition to the familiar statement that vid amusements improve hand-eye coordination, the game proponents also said playing the electronic diversions can help further develop inductive reasoning, spatial perceptions, motivation, attention span and handling multiple variables interacting simultaneously. Among the orators present at the conference were William Lynch, a psychologist who deals with brain-injured adults in Palo Alto, Calif.; B. David Brooks, a consultant and teacher at the University of Southern California; Edna Mitchell, chairman of the education department at Mills College in Oakland, Calif.; and Patricia Greenfield, a psychology professor at the University of California at Los Angeles, specializing in children's language and cognitive skills.

Sponsored by the Harvard Graduate School of Education, the conference was officially started with a keynote address by psychologist Robert Kegan, entitled "Donkey

Kong, Pac-Man and the Meaning of Life: Casual Reflections in River City."

Brooks, who's appeared as a witness in several legal cases as well as on television talk shows discussing how video games affect the behavior of youth, described his study of 973

*(continued on page 41)*

### AGMA To Sponsor Trade Show In '84

CHICAGO — The Amusement Game Manufacturers Assn. (AGMA), at its recently held general membership meeting, May 19-20, in Alexandria, Va. voted to sponsor an annual trade show, commencing in late winter or early spring of 1984. The event is tentatively referred to as a "Spring" trade show, however, further details as to the exact date and location will be determined by AGMA at a future time.

A highlight of the annual meeting was the presentation of the first annual AGMA Award, known as the Joseph Robbins Coin-Op Award (named for the association's president). It is a "traveling" plaque, presented for an annual term in recognition of an individual's "outstanding participation, contribution and

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# COIN MACHINE

## AROUND THE ROUTE

(continued from page 39)

herald the grand opening of its first branch office, which is located at 10400 Chester Rd. in Chester, Va. (a stone's throw from Richmond). **Bill Carnohan** is heading up the new branch, which houses full showroom and administrative facilities. The grand opening party was attended by representatives of more than 37 operating companies in the area, along with a number of manufacturers reps, including **Larry Berke** of Bally Midway, **Tom Siemieniec** of Centuri, **Lauren Bromley** of Stern Electronics, **Don Canfield** of K-Enterprises and **Mark McCleskey** of Data East. Luminaries from the Baltimore headquarters were also present.

**Toni Marchinski**, marketing and sales supervisor at Stern Electronics, is expecting her second child in December of this year. The arrival of her first born was announced in this column and, would you believe, **Michael** celebrated his first birthday on March 2! How time flies! Congrats!

The corporate offices of Bally Manufacturing Corp. have relocated to new facilities, at 8700 W. Bryn Mawr Ave., Chicago, Ill. 60631. The phone number is (312) 399-1300. All members of the corporate staff will be headquartered at this location.

Dateline Hialeah, home of Centuri, Inc., where the newly debuted "Gyruss" video game is ready to roll off the line. The piece has been the talk of the trade since it was introduced at AOE '83, and sales manager **Tom Siemieniec** tells us test reports have been "super." "Guzzler," which is Centuri's first conversion kit, is doing very well, and "Time Pilot" is still in production — still in demand — and going very strong! Tom was on hand at the State Sales grand opening party which launched the distrib's new branch in Chester, Va., and said he was quite impressed with the facilities and enjoyed the warm hospitality of the State Sales staff.

Attention jukebox ops. **Gus Tartol** of Singer One Stop For Ops advised that "after being unobtainable for many years, the complete lineup of **Four Seasons** singles are being re-released and will be available on the Seasons label." He also recommended the new **Bobby Braddock** single on RCA, titled "Dolly Parton Hits," for jukebox programming, particularly in adult and country locations. It's a natural, he said, noting that it was pulled from Braddock's "Hardcore Cornography" album! . . . Sorry to hear that Singer's **Sharon Ciasnocha** broke her right wrist and will be sporting a cast for awhile. Hope it heals soon — lefty!

### AGMA Show Set

(continued from page 39)

service to the coin-op amusement industry in the U.S." The first recipient to be honored with this award was AGMA president Joseph Robbins.

Also on the agenda was an election of officers and new board members, as well as various committee reports and other pertinent business, which, because of deadline, will be reported by *Cash Box* in a future edition.

## Wico Names Walter VP, Marketing, Sales

CHICAGO — Alan R. Walter has been appointed vice president-marketing and sales for Wico Corporation of Niles, Illinois. Walter comes to Wico from Dresser Industries of Franklin Park, Illinois, where he was director of product management for S-K Handtools. In his new position, he will be responsible for management of parts distribution through Wico's national direct sales forces as well as management of consumer product distribution through Wico manufacturing representatives. His additional areas of responsibility include marketing and product development in both the distribution and consumer divisions.

Walter is a veteran national commercial and consumer product marketer. He was formerly associated with Gulf & Western Industries, New York City, as general sales and marketing manager for a home furnishings division; and with General Electric Co., where he served in consumer product marketing and sales.

Walter, who holds a M.B.A. degree from Michigan State University, resides with his wife in Barrington Hills, Illinois.

## Gonzalez Joins Circle International Sales Staff

CHICAGO — Dan Gonzalez has joined Circle International as a sales representative in Circle's Los Angeles office, according to an announcement from Dean McMurdie, chief executive officer.

Gonzalez, former director of purchasing for Sega Centers, has been involved in the coin machine industry for eight years. In commenting on his new affiliation, he said, "I am proud to be a part of Circle International's team, where my expertise in game purchasing and sales can be best utilized. The position at Circle will offer me many challenges and continued professional growth."

The Los Angeles office of Circle International is located at 2225 W. Pico Blvd.

## CALENDAR

May 13-15: Wisconsin Amusement Music & Operators; state convention & trade show; Sheraton Hotel Madison, Wisc.

May 20-22: Music and Amusement Assn.; annual convention; Concord Hotel; Keamesha Lake, N.Y.

June 9-11: Illinois Coin Machine Operators Assn.; state convention; Holldome; Springfield, Ill.

June 9-12: Amusement & Music Operators of Tennessee; state convention; The Peabody; Memphis, Tenn.

June 16-18: Ohio Music & Amusement Assn.; annual exposition; Hyatt Regency Columbus; Columbus, Ohio.

Sept. 8-11: No. Carolina Coin Operators Assn.; state convention & trade show; Hyatt House; Winston-Salem, N.C.

Oct. 13-16: NAMA National Convention; annual convention; McCormick Place; Chicago, Ill.

Oct. 28-30: Amusement & Music Operators Assn.; annual exposition; The Rivergate; New Orleans, La.

Nov. 3-6: National Home Electronics Show; Arlington Park Exposition Hall; Arlington Heights, Ill. (Chicago Suburb).



**MUCHO CONGO BONGO** — SEGA Electronics recently revved up production on its new cartoon adventure game, "Congo Bongo," which involves a fearless hunter chasing a mischievous gorilla through a dense jungle environment. "Operators have been holding back on their purchases, looking for that hot game," said SEGA vice president of marketing and sales Bob Rosenbaum, "and Congo Bongo appears to be it." Pictured above are production workers churning out dozens of the arcade upright coin-op machine.

## 1983 Nat'l Home Electronics Show Set For Nov. 3-6 In Suburban Chicago

CHICAGO — The 1983 National Home Electronics Show, focusing on the latest in electronics technology for the home, will be held Nov. 3-6, at the Arlington Park Race Track Exposition Hall in Arlington Heights, Ill., a Chicago suburb.

In announcing the premiere exposition, Richard Ansfeld, vice president of the Trade Show Division of Lincoln Merchandising, the show's organizer, said, "Americans have long seen electronics reshape the business sector. Electronic products and personal computers have made their way into the homes of people who never dreamed of owning such equip-

ment a few years ago, and with the new fierce competition in telecommunications and pay cable TV services, the public needs such an event to evaluate the latest technologies."

He went on to explain, "In a survey we conducted, over 96% of the respondents indicated that manufacturers, retailers and distributors of electronic products and services were very enthusiastic about a marketing forum for the public where brand recognition can be stressed, as well as features and qualities of new products, systems and services."

The National Home Electronics show will cover the equipment and technology relating to the electronic revolution taking place throughout the nation, he added. These or related products can be promoted at the show, including electronic games, home computers, video and audio systems, telecommunications security systems, musical instruments, and more.

Further information may be obtained by contacting Lincoln Merchandising Co., Inc., 1417 Milwaukee Ave., Chicago, Ill. 60622, phoning Elliot Sheck at (312) 276-2819.

## Business Builders Offers Plastic 'Club Cards'

CHICAGO — Plastic "Player Club" membership cards, which can be used for many promotional and merchandising purposes, are currently being offered by Business Builders of Cupertino, Calif. in 100 minimum quantity orders at rush one-week production time, if required.

"Many operators had requested smaller quantities or were trying to meet a special date to start their player clubs, so I found a supplier who could meet their demand," explained Carol Kanter, president of Business Builders, Business Builders.

The cards, measuring 2 1/8" x 3 3/8" are of good quality 30-gauge plastic, printed in the silk screen process. They come in many colors of plastic, can be printed in any standard color and can be embossed with consecutive numbers or individualized with special prepaid embossing service.

"Player Clubs are one of the most effective ways to build customer loyalty," noted Kanter. "There are so many different ways to run a club, but all of them require some type of special identification for members. Plastic cards are practical, efficient and give the membership a higher perceived value. Clubs designed around free plays per week are the most popular type," she added. "However, more and more organizations are starting daily privilege clubs and special contest clubs."

Operators desiring a sample card may send their logo and a rough sketch of what they would like the card to look like to Business Builders, 10381 S. De Anza Blvd., Suite 209, Cupertino, Calif., 95014 or they may call the firm at (408) 446-4400 for further information.

## SERVICE TIPS

This week's service tip, from SMS Manufacturing Corp. (Point Pleasant Beach, N.J.), pertains to adjusting coin mechanisms to reject Canadian quarters and is applicable to all SMS games. The procedure for making the adjustment is as follows:

- Step 1) Remove coin mechanism
- Step 2) Locate lever on top of coin mechanism, which, when depressed, rejects coins
- Step 3) With pliers, bend the lip of that lever upwards 1/4 inch. This allows for more room internally when lever is depressed.

Step 4) Replace coin mechanism  
No parts are needed for this adjustment, and the only tool required is a pair of pliers. Any questions regarding this procedure may be directed to the SMS service department at (201) 295-2777 (in New Jersey) or (800) 221-0138 (outside of New Jersey).



# INDUSTRY NEWS



**IT'LL FIT** — Sega's recently debuted "Star Trek" sit-down game, with its unique design and size, has dispelled the assumption that cockpits are limited to arcades only. Boldly styled in gleaming white plastic and smoked plexiglass for hi-tech appearance, the Star Trek cockpit has opened a new universe of locations that until now were deemed "off limits," to sit-down games, as noted by Bob Rosenbaum, Sega's vice president-marketing and sales. Taking up about as much floor space as a player standing at an upright game, the cockpit model fits comfortably into locations such as convenience stores where floor space is at a premium, and grocery store operations as well. Additional sites that have been

untapped for cockpits are taverns and bowling alleys, according to Rosenbaum. "Tremendous player popularity and earnings strength, consistency of earnings and the longevity of Star Trek have already made the upright model a winner," he said. "And now, as a result of a major commitment to our suppliers, Sega is able to offer its outstanding Star Trek cockpit in the price range of an upright game. This is a super opportunity for any location operator." As a further illustration, Sega supplied the accompanying photos of the Star Trek cockpit in (l-r): a bowling alley; a grocery store; a convenience store; and a tavern. The model is available through factory distributors.

## ICMOA Annual Meeting Set For June 10-12

CHICAGO — A Full agenda of business meetings and social activities has been planned by ICMOA for the Illinois state group's annual meeting, which will be held June 10-12

### Coinco Names Shepard

CHICAGO — Mark Shepard has been named branch manager of the Baltimore, Maryland branch of Coin Acceptors, Inc. (COINCO), as announced by Jim Douglass, vice president, marketing, of the St. Louis-based company. In his new position, Shepard will be responsible for the sales and service management of the Baltimore branch covering the Maryland and eastern Virginia territories. He was previously a sales and service representative for Coinco's Pittsburgh, Pa. branch, where he covered the western New York and western Pennsylvania areas. Prior to joining Coinco, Shepard worked as a restaurant administrator for the Sheraton Corp. in State College, Pa. He received a B.A. degree in English from Penn State University and makes his home in Baltimore, Md.

at the Springfield East Holiday Inn (Holidome) in Springfield, Ill. Guest speakers for the general membership meeting on Saturday afternoon will be AMOA president Wesley Lawson and AMOA executive vice president Leo Droste. Charles Ross, president of Innovative Management Consultants, will conduct a seminar covering "Depreciation, R.O.I. & Computer Application for the Amusement Operator," commencing at 9 a.m., Saturday morning. An Afternoon seminar, titled "What's Going On With Conversions?," will be conducted by Floyd Babbit of Bally Midwest Distg. (Chicago). Other activities will include the annual ICMOA "Guys & Gals Golf Tournament," June 10, a banquet and floor show, June 11, and the "Men's Golf Tournament," June 12. An early-bird cocktail party will take place on Thursday evening, June 9, preceding the official opening of the annual meeting, and a board meeting and president's reception have been scheduled for Friday afternoon.

## Harvard Meet Probes Games Issues

(continued from page 39) young people from 10-18 years old who frequented arcades. According to Brooks, the vast majority of kids who go to game rooms don't cut school or use drugs while playing and spend roughly eight hours a week in family amusement centers. "The arcades themselves do not present the danger we read about in the media," he concluded from his comprehensive analysis. Another survey, by Edna Mitchell, was conducted with 20 families who purchased home video game sets and who felt the machines didn't harm their kids' schoolwork. Mitchell added that 40% of the parents queried said the home electronic game systems actually im-

proved their children's grades. In addition, she claimed families seemed to spend more time together when playing the games and hailed the entertainment medium as a means of promoting family stability. Professor Greenfield remarked that children seem to be picking up keener powers of observation through the games, as well as an understanding of how different variables can act simultaneously and react with each other. As a result, more children are participating and controlling the action of the television screen instead of just watching TV programs with drone-like attention, becoming active, rather than passive, viewers.

## New Equipment

### Space Gyration

Centuri, Inc. began shipping its initial sample orders of "Gyruss," a new multi-stage video space adventure game, the week of May 16, as announced by company president Arnold Kaminkow, who indicated that this is one of the largest sample orders ever produced in Centuri's history. Gyruss is being manufactured under license from Konami Industries of Japan. "Clearly one of the smash hits of the recent Amusement Operators Expo (AOE) in Chicago, Gyruss has the potential to become one of the all-time great coin-operated video games ever produced," said Kaminkow. "Distributors and operators who saw the game in Chicago will be extremely pleased with the final product," he added. "We've improved on what many felt was an absolutely perfect game." At the start of the game, the player begins a 23-stage adventure on the cold dark planet Neptune, almost 3 billion miles from Earth. His progression through these stages brings him closer to home. "The extraordinary game theme and graphics are further enhanced by a remarkable original musical score," Kaminkow noted. A computer-generated version of a classical music theme has been programmed into Gyruss and is synchronized with the game play. "This innovative feature of mixing music and sound with the game play is

an industry first, and one we expect will be imitated," he added. Gyruss will be produced in upright and cocktail table models. "Both models will feature new cabinet designs," according to Kaminkow. "The upright model places the monitor in greater proximity to the player, while the cocktail table version features a complete new design that includes a full-size, 19-inch monitor. The new game will be available through factory distributors. Further information may be obtained by contacting Centuri, Inc., 245 W. 74th Place, Hialeah, Florida 33014.



## AMOA EXPOSITION 1983 ... "Reflecting A Proud Industry" ...



THE RIVERGATE, NEW ORLEANS, LOUISIANA  
HILTON HOTEL, HEADQUARTERS  
OCTOBER 27-30, AMOA EDUCATION PROGRAMS  
OCTOBER 28-29-30, INTERNATIONAL EXPOSITION

AMOA's International Trade Show for Coin-Operated Games, Music and Allied Products

## PINBALL MACHINES

### BALLY

Eight Ball Deluxe (4/81)  
Fireball II (5/81)  
Embryon, w.b. (7/81)  
Fathom (8/81)  
Medusa (10/81)  
Centaur (10/8)  
Elektra (12/81)  
Vector (2/82)  
Mr. & Mrs. Pac-Man (5/82)  
Rapid Fire (5/82)  
Spectrum (8/82)  
Speakeasy, 2-pl. (9/82)  
Grand Slam (4/83)

### GOTTLIEB

Mars (6/81)  
Volcano (8/81)  
Black Hole (10/81)  
Haunted House (2/82)  
Devil's Dare (4/82)  
Caveman Pin/Video (5/82)  
Rocky (8/82)  
Spirit (9/82)  
Punk (11/82)  
Q\*bert's Quest (2/83)  
Super Orbit (4/83)

### STERN

Free Fall (2/81)  
Lightning (4/81)  
Split Second (7/81)  
Catacomb (9/81)  
Viper (11/81)  
Orbiter I (4/82)

### WILLIAMS

Jungle Lord (4/81)  
Pharaoh (7/81)  
Solar Fire (9/81)  
Barracora (10/81)  
Hyperball Pin/Video (2/82)  
Cosmic Gunfighter (7/82)  
Defender (2/83)  
Warlok (2/83)  
Joust, 2-pl. (3/83)  
Time Fantasy (4/83)

## VIDEO GAMES (upright)

### AMSTAR

Laser Base (7/81)

### ATARI

Asteroids Deluxe (4/81)  
Asteroids Deluxe Cabaret (4/81)  
Centipede (6/81)  
Centipede Cabaret (6/81)  
Red Baron (8/81)  
Red Baron, sit-down (8/81)  
Tempest (10/81)  
Tempest Cabaret (10/81)  
Dig Dug (4/82)  
Dig Dug Cabaret (4/82)  
Kid Kangaroo (6/82)  
Gravitar (8/82)  
Pole Position (12/82)  
Millipede (12/82)  
Liberator (12/82)  
Quantum (12/82)  
Xevious (2/83)  
Food Fight (4/83)

### BALLY/MIDWAY

Rally-X (2/81)  
Rally-X Mini-Myte (2/81)  
Gorf (4/81)  
Gorf Mini-Myte (4/81)  
Wizard of Wor (6/81)  
Wizard of Wor Mini-Myte (6/81)  
Omega Race (8/81)  
Omega Race Mini-Myte (8/81)  
Omega Race sit-in capsule (8/81)  
Galaga (11/81)  
Galaga Mini-Myte (11/81)  
Kick-Man (1/82)  
Kick-Man Mini-Myte (1/82)  
Ms. Pac-Man (2/82)  
Ms. Pac-Man Mini-Myte (2/82)  
Bosconian (2/82)  
Bosconian Mini-Myte (2/82)  
Tron (8/82)  
Tron Mini-Myte (8/82)  
Solar Fox (8/82)  
Solar Fox Mini-Myte (8/82)  
Satan's Hollow (10/82)  
Blueprint (11/82)  
Blueprint Mini-Myte (11/82)  
Super Pac-Man (11/82)  
Burger Time (11/82)  
Domino Man (12/82)  
Baby Pac-Man, pin/vid (12/82)  
Bump 'N' Jump (2/83)  
Journey (4/83)

## MANUFACTURERS EQUIPMENT

A compilation of music and games equipment (new and used) with approximate production dates included in most cases.

### CENTURI

Route 16 (4/81)  
Route 16 Elite (4/81)  
Pleiades (7/81)  
Vanguard (9/81)  
Challenger (11/81)  
The Pit (3/82)  
Loco-Motion (3/82)  
D-Day (3/82)  
Tunnel Hunt (7/82)  
Swimmer (10/82)  
Time Pilot (12/82)  
Gyruss (5/83)

### CINEMATRONICS

Armor Attack (5/81)  
Solar Quest (10/81)  
Jack The Giantkiller (4/82)  
Naughty Boy (5/82)  
Cosmic Chasm (4/83)

### DATA EAST

Explorer (9/82)  
Burger Time (11/82)  
Bump 'N' Jump (2/83)

### DYNAMO

Lil Hustler (12/81)

### EXIDY

Spectar (1/81)  
Venture (8/81)  
Mousetrap (12/81)  
Victory (2/82)  
Pepper II (6/82)  
Whirly Bucket non-video game (11/82)  
Hardhat (12/82)  
Fax (5/83)

### GAME PLAN

Intruder (2/81)  
Tank Battalion (3/81)  
Killer Comet (4/81)  
Megatack (9/81)  
King And Balloon (10/81)  
Enigma II (10/81)  
Kaos (11/81)  
Pot Of Gold (2/82)  
Hold 'Em Poker (3/83)

### GAMETECNIKS

Tri-Pool (1/82)

### GDI

Red Alert (10/81)  
Slither (8/82)

### GOTTLIEB

New York, New York (2/81)  
Reactor (7/82)  
Q\*bert (12/82)

### INTREPID MARKETING

Beezer (1/83)

### NAMCO AMERICA

Sweet Licks (4/82)

### NICHIBUTSU USA

Frisky Tom (1/82)  
Rug Rats (3/83)

### NINTENDO

Donkey Kong (9/81)  
Donkey Kong Jr. (8/82)  
Popeye (12/82)

### ROCK-OLA

Warp-Warp (9/81)  
Eyes (7/82)  
Nibbler (11/82)  
Rocket Racer (3/83)

### SEGA/GREMLIN

Astro Blaster (3/81)  
Pulsar (4/81)  
Space Odyssey (7/81)  
Space Fury (7/81)  
Frogger (9/81)  
Eliminator (12/81)  
Turbo (1/82)  
005 (1/82)  
Eliminator 4-player (2/82)  
Zaxxon (4/82)  
Turbo Mini-Upright (5/82)  
Zektor (8/82)  
Subroc 3-D (8/82)  
Pengo (10/82)  
Tac/Scan (10/82)  
Buck Rogers (12/82)  
Super Zaxxon (12/82)

Monster Bash (12/82)  
Star Trek (2/83)  
Star Trek, cockpit (2/83)

### SIGMA

Launcher Z (12/81)  
Rolling Star Fire (12/81)

### STERN

The End (3/81)  
Scramble (4/81)  
Super Cobra (7/81)  
Moon War (10/81)  
Turtles (11/81)  
Strategy X (11/81)  
Jungler (2/82)  
Frenzy (5/82)  
Tazz-mania (5/82)  
Tutankham (7/82)  
Dark Planet (11/82)  
Lost Tomb (2/83)  
Bagman (2/83)  
Mazer Blazer (3/83)

### TAITO AMERICA

Space Invaders Trimline (2/81)  
Crazy Climber (3/81)  
Crazy Climber Trimline (3/81)  
Zarzon (5/81)  
Zarzon Trimline (5/81)  
Colony 7 (7/81)  
Colony 7 Trimline (7/81)  
Moon Shuttle (8/81)  
Moon Shuttle Trimline (8/81)  
Qix (10/81)  
Qix Trimline (10/81)  
Lock 'N Chase (10/81)  
Grand Champion (12/81)  
Alpine Ski (3/82)  
Wild Western (5/82)  
Electric Yo-Yo (5/82)  
Kram (5/82)  
Space Dungeon (7/82)  
Jungle King (9/82)  
Jungle Hunt (11/82)  
Front Line (12/82)  
Zoo Keeper (4/83)

### THOMAS AUTOMATICS

Triple Punch (6/82)  
Oli Boo Chu (7/82)  
Holey Moley (9/82)

### UNIVERSAL USA

Zero Hour (1/81)  
Space Panic (1/81)  
Cosmic Avenger (8/81)  
Lady Bug (12/81)

### U.S. BILLIARDS

Quasar (4/81)

### WILLIAMS

Stargate (10/81)  
Make Trax (10/81)  
Robotron 2084 (3/82)  
Moon Patrol (8/82)  
Joust (10/82)  
Sinistar (3/83)  
Sinistar-cockpit (3/83)  
Bubbles (3/83)  
Bubbles-mini upright (3/83)

## COCKTAIL TABLES

### AMSTAR

Phoenix

### ATARI

Asteroids Deluxe (4/81)  
Centipede (6/81)  
Tempest (10/81)  
Dig Dug (4/82)

### BALLY/MIDWAY

Rally-X (2/81)  
Gorf (4/81)  
Wizard of Wor (6/81)  
Omega Race (8/81)  
Galaga (11/81)  
Kick-Man (1/82)  
Ms. Pac-Man (2/82)  
Bosconian (2/82)  
Tron (8/82)  
Solar Fox (8/82)  
Blueprint (11/82)

### CENTURI

Pleiades (7/81)

Swimmer (10/82)  
Gyruss (5/83)

### ELCON

Diversions booth size (9/81)

### GAME PLAN

Shark Attack (5/81)

### GAMETECNIKS

Tri-Pool (1/82)

### GDI

The Thief (4/82)  
Slither (8/82)

### GOTTLIEB

New York, New York (3/81)

### SEGA/GREMLIN

Carnival  
Space Firebird  
Astro Blaster (4/81)  
Frogger (11/81)  
Zaxxon (5/82)  
Pengo (1/83)

### STERN

Berzerk (2/81)  
Scramble (5/81)

### TAITO AMERICA

Zarzon (5/81)  
Qix (10/81)

### THOMAS AUTOMATICS

Triple Punch (6/82)  
Oli Boo Chu (7/82)

### WILLIAMS

Defender (4/81)  
Joust (10/82)  
Bubbles (3/83)

## PHONOGRAPHS

Centuri 2001  
Lowen-NSM Consul Classic  
Lowen-NSM Prestige ES-2  
Lowen-NSM Festival  
Lowen-NSM 250-1  
Rock-Ola Grand Salon II Console (9/80)  
Rock-Ola 484 (11/80)  
Rock-Ola 481 Max 2 (1/81)  
Rock-Ola Deluxe (10/82)  
Rock-Ola 488 (10/82)  
Rock-Ola 476, furniture model  
Rowe R-85 (10/80)  
Rowe Jewel  
Rowe R-87 (10-82)  
Seeburg Phoenix (12/80)  
Stern/Seeburg DaVinci (7/81)  
Stern/Seeburg VMC (11/81)  
VMI Startime Video Jukebox  
Wurlitzer Cabarina  
Wurlitzer Tarock  
Wurlitzer Atlanta  
Wurlitzer Silhouette

## POOL, FOOSBALL, SHUFFLE

Irving Kaye Silver Shadow  
Irving Kaye Lion's Head  
Dynamo Model 37  
Dynamo-The Tournament Foosball (5/82)  
TS Tournament Eight Ball  
U.B.I. Bronco  
Valley Cougar  
Valley Tiger Cat Bumper Pool (6/82)  
Valley Cougar Cheyenne (8/82)  
Williams Big Strike shuffle alley

## CONVERSION KITS

(including interchangeable games & enhancement kits)

Bally Midway, Pac-Man Plus (12/82)  
Centuri, Guzzler  
Cinematronics, Brix (1/83)  
Intrepid Marketing, Encore Retro-Kit (1/83)  
Data East, Burger Time  
Data East, Bump 'N' Jump (2/83)  
Data East, Multi Conversion Kit  
Exidy, Hardhat (2/83)  
Exidy, Pepper II (6/82)  
Exidy, Retrofit  
Gottlieb, Royal Flush Deluxe (5/83)  
Rock-Ola, Levers (3/83)  
Rock-Ola, Nibbler  
Rock-Ola, Eyes  
Rock-Ola, Survival  
Rock-Ola, Mermaid  
Sega, Tac/Scan (9/82)  
Sega, Monster Bash (11/82)  
Sega, Super Zaxxon (1/83)  
Stern, Lost Tomb (2/83)  
Stern, Pop Flamer (3/83)  
Universal, Lady Bug  
Universal, Mr. Do

# THE JUKEBOX PROGRAMMER

indicates new entry

June 4, 1983

## POP

- 1 **FLASHDANCE . . . WHAT A FEELING**  
IRENE CARA (Casablanca/PolyGram 811 440-7)
- 2 **LET'S DANCE**  
DAVID BOWIE (EMI America B-8158)
- 3 **OVERKILL**  
MEN AT WORK (Columbia AE7-1633)
- 4 **BEAT IT**  
MICHAEL JACKSON (Epic 34-03759)
- 5 **SHE BLINDED ME WITH SCIENCE**  
THOMAS DOLBY (Capitol B-5204)
- 6 **PHOTOGRAPH**  
DEF LEPPARD (Mercury/PolyGram 811 215-7)
- 7 **RIO**  
DURAN DURAN (Capitol B-5215)
- 8 **SOLITAIRE**  
LAURA BRANIGAN (Atlantic 7-89868)
- 9 **AFFAIR OF THE HEART**  
RICK SPRINGFIELD (RCA PB-13497)
- 10 **DER KOMMISSAR**  
AFTER THE FIRE (Epic 34-03559)
- 11 **TIME (CLOCK OF THE HEART)**  
CULTURE CLUB (Epic 34-03796)
- 12 **STRAIGHT FROM THE HEART**  
BRYAN ADAMS (A&M 2536)
- 13 **MY LOVE**  
LIONEL RICHIE (Motown 1677)
- 14 **FAMILY MAN**  
DARYL HALL & JOHN OATES (RCA PB-13507)
- 15 **FAITHFULLY**  
JOURNEY (Columbia 38-03840)
- 16 **LITTLE RED CORVETTE**  
PRINCE (Warner Bros 7-29746)
- 17 **DON'T LET IT END**  
STYX (A&M 2543)
- 18 **JEOPARDY**  
GREG KIHN BAND (Basarkley/Elektra 7-29848)
- 19 **ALWAYS SOMETHING THERE TO REMIND ME**  
NAKED EYES (EMI America 8155)
- 20 **STRANGER IN MY HOUSE**  
RONNIE MILSAP (RCA PB-13470)
- 21 **I'M STILL STANDING**  
ELTON JOHN (Gaffan 7-29639)
- 22 **COME ON EILEEN**  
DEXY'S MIDNIGHT RUNNERS (Mercury/PolyGram 76189)
- 23 **SHE'S A BEAUTY**  
THE TUBES (Capitol B-5217)
- 24 **ELECTRIC AVENUE**  
EDDY GRANT (Ica/Portrait/CBS 37-03793)
- 25 **TOO SHY**  
KAJAGOOGOO (EMI America B-8121)
- 26 **NEVER GONNA LET YOU GO**  
SERGIO MENDES (A&M 2540)
- 27 **LOOKING FOR A STRANGER**  
PAT BENATAR (Chrysalis/CBS VS4 42688)
- 28 **WE TWO\***  
LITTLE RIVER BAND (Capitol B-5231)
- 29 **THE WOMAN IN YOU\***  
THE BEE GEES (RSO/PolyGram 813 173-7)
- 30 **I WON'T HOLD YOU BACK**  
TOTO (Columbia 38-03597)

## COUNTRY

- 1 **LUCILLE**  
WAYLON (RCA PB-13465)
- 2 **STRANGER IN MY HOUSE**  
RONNIE MILSAP (RCA PB-13470)
- 3 **THE RIDE**  
DAVID ALLAN COE (Columbia 38-03778)
- 4 **OUR LOVE IS ON THE FAULTLINE**  
CRYSTAL GAYLE (Warner Bros. 7-29719)
- 5 **YOU CAN'T RUN FROM LOVE**  
EDDIE RABBITT (Warner Bros. 7-29712)
- 6 **YOU'RE OUT DOING WHAT I'M HERE DOING WITHOUT**  
GENE WATSON (MCA-52191)
- 7 **FOOL FOR YOUR LOVE**  
MICKEY GILLEY (Epic 14-03783)
- 8 **YOU TAKE ME FOR GRANTED**  
MERLE HAGGARD (Epic 34-03723)
- 9 **WHATEVER HAPPENED TO OLD-FASHIONED LOVE**  
B.J. THOMAS (Clavaland International/Epic 38-03492)
- 10 **LOVE IS ON A ROLL**  
DON WILLIAMS (MCA-52205)
- 11 **COMMON MAN**  
JOHN CONLEE (MCA-52178)
- 12 **OH BABY MINE**  
STATLER BROTHERS (Mercury/PolyGram 811 488-7)
- 13 **HIGHWAY 40 BLUES**  
RICKY SKAGGS (Epic 3403812)
- 14 **LITTLE OLD-FASHIONED KARMA**  
WILLIE NELSON (Columbia 38-03674)
- 15 **SINGING THE BLUES**  
GAIL DAVIES (Warner Bros. 7-29726)
- 16 **THE CLOSER YOU GET**  
ALABAMA (RCA PB-13524)
- 17 **IN TIMES LIKE THESE**  
BARBARA MANDRELL (MCA-52206)
- 18 **WITHOUT YOU**  
T.G. SHEPPARD (Warner Bros. 7-29695)
- 19 **MORE AND MORE**  
CHARLEY PRIDE (RCA PB-13451)
- 20 **FOOLIN'**  
JOHNNY RODRIGUEZ (Epic 34-03598)
- 21 **PONCHO AND LEFTY\***  
WILLIE NELSON & MERLE HAGGARD (Epic 34-03842)
- 22 **ALL MY LIFE**  
KENNY ROGERS (Libarty P-B-1495)
- 23 **JOSE CUERVO**  
SHELLY WEST (Warner/Viva 7-29778)
- 24 **I.O.U.**  
LEE GREENWOOD (MCA-52199)
- 25 **MY LADY LOVES ME**  
LEON EVERETTE (RCA PB-13466)
- 26 **IN THE MIDDLE OF THE NIGHT\***  
MEL TILLIS (MCA-52182)
- 27 **SNAPSHOT\***  
SYLVIA (RCA PB-13501)
- 28 **YOUR LOVE'S ON THE LINE\***  
EARL THOMAS CONLEY (RCA PB-13525)
- 29 **I'M MOVIN' ON**  
EMMYLOU HARRIS (Warner Bros. 7-29729)
- 30 **PERSONALLY**  
RONNIE McDOWELL (Epic 34-03526)

## BLACK CONTEMPORARY

- 1 **BETWEEN THE SHEETS**  
THE ISLEY BROTHERS (T-Neck/CBS ZS4 03797)
- 2 **SAVE THE OVERTIME (FOR ME)**  
GLADYS KNIGHT & THE PIPS (Columbia 38-03761)
- 3 **BEAT IT**  
MICHAEL JACKSON (Epic 34-03759)
- 4 **JUICY FRUIT**  
MTUME (Epic 34-03578)
- 5 **CANDY GIRL**  
NEW EDITION (Straatwisa SWRL2208)
- 6 **RAID**  
LAKESIDE (Solar/Elektra 7-69836)
- 7 **MORNIN'**  
JARREAU (Warner Bros. 7-29720)
- 8 **ALL THIS LOVE**  
DaBARGE (Gordy/Motown 1660)
- 9 **TRY AGAIN**  
CHAMPAIGN (Columbia 38-03563)
- 10 **DO WHAT YOU FEEL**  
DENIECE WILLIAMS (Columbia 38-03807)
- 11 **MY LOVE**  
LIONEL RICHIE (Motown 1677)
- 12 **ATOMIC DOG**  
GEORGE CLINTON (Capitol B-5201)
- 13 **TONIGHT**  
WHISPERS (Solar/Elektra 7-69842)
- 14 **LOVE IS THE KEY**  
MAZE FEATURING FRANKIE BEVERLY (Capitol B-5221)
- 15 **LITTLE RED CORVETTE**  
PRINCE (Warner Bros. 7-29746)
- 16 **BOTTOM'S UP**  
THE CHI-LITES (LARC LB81015)
- 17 **STYLE**  
CAMEO (Atlanta Artists/PolyGram 812 054-7)
- 18 **SIDE BY SIDE**  
EARTH, WIND & FIRE (Columbia 38-03814)
- 19 **THE GIRL IS FINE (SO FINE)**  
FATBACK (Spring/PolyGram SP 3030)
- 20 **CANDY MAN**  
MARY JANE GIRLS (Gordy/Motown 1670)
- 21 **KEEP IT CONFIDENTIAL**  
NONA HENDRYX (RCA PB-13437)
- 22 **FLASHDANCE . . . WHAT A FEELING**  
IRENE CARA (Casablanca/PolyGram 811 440-7)
- 23 **LOVE ON MY MIND TONIGHT**  
TEMPTATIONS (Gordy/Motown 1666)
- 24 **SHE TALKS TO ME WITH HER BODY**  
BAR-KAYS (Mercury/PolyGram 810 435-7)
- 25 **INSIDE LOVE (SO PERSONAL)\***  
GEORGE BENSON (Warner Bros. 7-29649)
- 26 **SAY YOU DO\***  
JANET JACKSON (A&M 2545)
- 27 **WALKIN' THE LINE\***  
BRASS CONSTRUCTION (Capitol B-5219)
- 28 **YOU AND I**  
O'BRYAN (Capitol B-5224)
- 29 **LET'S DANCE**  
DAVID BOWIE (EMI America B-8158)
- 30 **SPACE COWBOY**  
JONZUN CREW (Tommy Boy TB-833)

## OPERATORS PICKS

Gary Snortum (Cigarette Service, Inc., Appleton)  
**OH BABY MINE** — Statler Brothers — Mercury/Polygram  
 Russ Mawdsley, Jr. (Catskill Amusement, Hurleyville)  
**WANNA BE STARTIN' SOMETHIN'** — Michael Jackson — Epic  
 Dan Tortorice (Modern Specialty, Madison)  
**LOOKING FOR A STRANGER** — Pat Benatar — Chrysalis

## RECORDS TO WATCH

**FLY INTO LOVE** — Charly McClain — Epic  
**SWEET DREAMS (ARE MADE OF THIS)** — Eurythmics — RCA  
**(KEEP FEELING) FASCINATION** — The Human League — A&M  
**READY FOR SOME ACTION** — June Pointer — Planet/RCA  
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