

CASHBOX

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NEW FACES TO WATCH
Philip Bailey



ALABAMA SCORES THREE CMA AWARDS
CBS RECORDS "ACTIVELY SEEKING" MERGER
WCI, CBS ISSUE THIRD QUARTER REPORTS
INDEPENDENT LABELS FEELING EUROPEAN PINCH
ATARI FOUNDER BUSHNELL REJOINS VID GAME BIZ

Huey Lewis and the News

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THE INTERNATIONAL MUSIC / COIN MACHINE / HOME ENTERTAINMENT WEEKLY

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EDITORIAL

The Only Constant

When record sales were dipping, home video games were heralded as the wave of the future and our profit leader for tomorrow. But things can change, and they can change fast. Just this past week, two significant items pointed out how far we've come from that outlook in such a short time.

In their third quarter financial statements, CBS and WCI reported profits for their recorded music and music publishing operations, and losses for their consumer electronic — read home video games — divisions. At CBS there is cause for celebration and congratulations; having toughed out some lean times, the record operation has come back at fighting weight and scored a victory. For WCI, there is sympathy and hope: the tragic but necessary cutbacks show that the outfit is serious about turning things around.

The second item is the announcement by CBS Records that it is actively seeking discussions with other major record companies, with the object matrimony. Prompted by merger talks between WEA and PolyGram, the announcement tells us all two things: first, that CBS is serious about defending its place as a record industry giant; and second, that the number of major players in the record arena will most likely continue to shrink into just a few superpowers.

What this will mean for the rest of the artists, retailers, managers, smaller manufacturers and ancillary businesses, remains to be seen. But it certainly won't be dull and surely will affect us all. In the home entertainment business, where records and video games can so quickly switch roles as hero and goat, we have to remember the cardinal rule: the only constant is change.

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ON THE COVER

Enough puns about Huey Lewis and the News . . . now the joke is on all those people who thought the group would not last. With its new "Sports" album on Chrysalis and "Heart and Soul," the single with an accompanying video receiving heavy airplay on MTV, Huey Lewis and the News is likely to repeat the success of its "Do You Believe In Love" single, and very probably surpass it. Lewis, the Bay Area-based band's leader and vocalist, formerly played with another local group called Clover which spent two years gigging in England's pubs before splitting up when the punk explosion spelled doom for pub rockers. His stay in England, however, allowed him to play several sessions including one with Phil Lynott, leader of Thin Lizzy, on a solo LP.

Upon returning to the States, "gig junkie" began playing gigs at San Francisco clubs before recording some demos. He sent the tapes to an acquaintance in England and to his surprise, got a singles deal with Phonogram.



TOP POP DEBUTS

SINGLES

59 WHY ME? — Irene Cara — Geffen/Network

ALBUMS

47 FEEL MY SOUL — Jennifer Holliday — Geffen

POP SINGLE

TOTAL ECLIPSE OF THE HEART
Bonnie Tyler
Columbia

B/C SINGLE

PARTY TRAIN
The Gap Band
Total Experience/PolyGram

COUNTRY SINGLE

LADY DOWN ON LOVE
Alabama
RCA

JAZZ

INDIVIDUAL CHOICE
Jean-Luc Ponty
Atlantic

NUMBER ONES



The Gap Band

POP ALBUM

SYNCHRONICITY
The Police
A&M

B/C ALBUM

COLD BLOODED
Rick James
Gordy/Motown

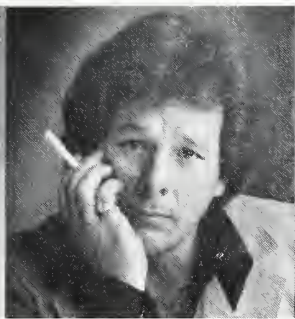
COUNTRY ALBUM

PANCHO & LEFTY
Merle Haggard/Willie Nelson
Epic

GOSPEL

JESUS I LOVE CALLING YOUR NAME
Shirley Caesar
Myrrh

BMI sweeps CMA awards. Again.



SONG OF THE YEAR
"ALWAYS ON MY MIND"

JOHNNY CHRISTOPHER WAYNE CARSON MARK JAMES



SINGLE OF THE YEAR
"SWINGIN'"

JOHN ANDERSON



ALBUM OF THE YEAR
"THE CLOSER YOU GET"

ALABAMA



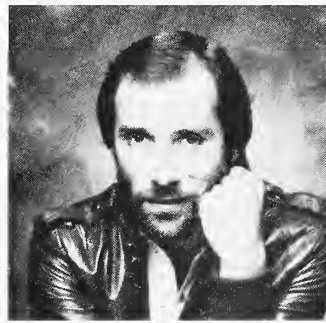
ENTERTAINER OF THE YEAR

ALABAMA



FEMALE VOCALIST OF THE YEAR

JANIE FRICKE



MALE VOCALIST OF THE YEAR

LEE GREENWOOD



VOCAL GROUP OF THE YEAR

ALABAMA



VOCAL DUO OF THE YEAR

MERLE HAGGARD WILLIE NELSON



INSTRUMENTALIST OF THE YEAR

CHET ATKINS



HORIZON AWARD

JOHN ANDERSON



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JIMMY DICKENS

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the Souvenir Journal
is October 7th.*

Alabama Takes Three Awards At CMA Show In Nashville

By Anita M. Wilson

NASHVILLE — RCA recording act Alabama won three of the four awards it was nominated for at the 17th annual Country Music Association Awards, held Oct. 10 at the Grand Ole Opry. John Anderson followed the quartet with two awards of his own at the nationally televised show.

Alabama took the top award of the night for the second year in a row when it was presented with the award for Entertainer of the Year. The only other artist to claim this honor is Barbara Mandrell, who won the awards in 1980 and 1981. The quartet, which includes Randy Owen, Jeff Cook, Teddy Gentry and Mark Herndon also walked away with the Vocal Group of the Year for the third year in a row. "The Closer You Get" garnered Alabama their third

award as the Album of the Year.

John Anderson won his first CMA Award with "Swingin'," which garnered him the Single of the Year award. He was the third recipient of the Horizon Award, created in 1981, which is given to an artist for outstanding career development and artist growth during the past year.

The Oak Ridge Boys gave a vocal medley of the songs nominated for Song of the Year, and when it was all over and done with, Johnny Christopher, Wayne Thompson and Mark James walked away with the award for "Always On My Mind." It was the second year in a row that the trio won the award, which is only the third time a song has won two years in a row in CMA history.

Janie Fricke repeated her triumph from

(continued on page 20)



NICE TO MEET YA — RCA recording artist Deborah Allen recently had a backstage meeting with label mates Daryl Hall and John Oates after their Seattle concert performance. Pictured above left to right are: Bonnie McCassy, field manager, RCA Records, Seattle; Hall; Ms. Allen; Oates; Carson Schreiber, manager regional promotion, RCA Records.

Indies Feel European Pinch

by George Koulermos

LOS ANGELES — While the increased strength of the dollar in Europe has made that continent particularly attractive to value-conscious American tourists, for the U.S. independent labels, Europe's own stagnating economy has become a repelling force.

"I'm just so happy to see any money coming in," said Richard Nevins, president of U.S. independent label Shanachie Records, discussing the ongoing recession and how it has affected indies in trying to market products in Europe. As many U.S. record exporters do not see any immediate reprieve from their financial woes caused by the soaring costs of their products in the European market (**Cash Box** Oct. 8), the independent labels seem less desperate and have simply accepted the situation. Nevins acknowledged business has been down this year but also noted exporters have been much harder hit than independents.

Jonathan Rose, president of Gramavision Records, explained the current economic situation and the effect on overseas licensing deals. "It's very much affected the royalties we've received," he said, "because you can't get as much money for the records. It's hurt our ability to license, as many European companies are discouraged from licensing because American companies don't want to reduce the amount of advance." Rose also pointed out that in countries where his label doesn't have a licensing deal, it has had to complete export deals not nearly as profitable as those a few years ago.

As most licensing deals have been made based on a fluctuating dollar value following the current exchange rates, the advances and royalty payments remain unstable. Bobby Welss, International licens-

ing agent for Palo Alto Jazz, remarked, "What you have here is a situation where American companies who have viable product and foreign companies who want that product can't come to terms on the basis of advances against royalties. The cost of the imported product is so high it negates many deals. Eventually they'll make a deal with you but it's not as strong a deal as you would like and you've been forced into a situation that in order to be in the market you have to."

Not all labels, however, have been locked into that position. Chicago-based Alligator Records has seen the increase in dollar strength as the perfect opportunity to change strategy. Company chief Bruce Iglauer explained, "We haven't done a licensing deal for over six months. We're going to begin manufacturing our own records in Europe since we have very good distribution there. To make records in France is cheap for us since the dollar is so strong against the franc that we see this current situation as a very good opportunity for us to make records inexpensively and be more profitable. This way we get cash flow immediately instead of getting an advance and then royalties a year later through licensing."

The problem of royalty payments appears to be an ever-present burden which independent labels have learned to live with. Harold Bronson, managing director of Rhino Records, elucidated, "We're not making as much money as we have in the past but that's something you have to accept. If someone raises your rent by 30 percent from what you were paying a year or two ago you just accept it."

Bill Nowlin, owner of Rounder Records concurred, "I'd rather have half the money than none . . ."

(continued on page 18)

Radio Marti Signed Into Law As Compromise Arm Of VOA

by Harry Weinger

NEW YORK — A compromise bill allowing the creation of Radio Marti under the auspices of Voice of America (VOA) was signed into law by President Reagan last week after quick passage of the bill in the House of Representatives. The House, which voted 302-109, had set aside two bills proposed by the Commerce and Foreign Affairs Committees that urged the setting up of an independent propaganda-style radio station. That action, favored by the administration, had sent ripples throughout a radio industry fearful of Fidel Castro's retaliatory intent to jam numerous domestic frequencies. But while the National Association of Broadcasters termed the compromise vote a "major victory," some broadcasters acknowledge the long-time existence of Cuban radio interference, and see Radio Marti as a mere political football.

Joel Day, general manager of WIOD, a Miami station greatly affected by nighttime Cuban broadcasts, acknowledged the benefits of the bill and its provision of financial compensation for combative technical upgrades, but is less enthusiastic about the actual ruling. "The Marti bill is a compromise, first of all, although beneficial to broadcasters," said Day, "so it's really a political issue between the State Department and Castro's long-range plans. Radio stations might have been just a pawn in the scheme of things."

The NAB lobbied heavily for the compromise, and has publicly expressed their approval of the move to establish the new radio service. In a statement released to the press after the House vote, NAB presi-

dent Edward Fritts said, "While it has never been NAB's objective to interfere with foreign policy, it is our responsibility to protect our domestic system of radio broadcasting from disruptive interference." Noting the association's continuing concern, Fritts added, "The bill enables broadcasters to continue serving the public, while keeping a vigilante watch over existing and future foreign interference problems. We will continue to actively seek a long-term solution to the Cuban interference problem through a negotiated settlement between our two countries."

Supporting the NAB's view is Stan Cohen, general manager of WINZ/Miami. The station was granted permission by the Federal Communications Commission early last year to increase its power to 25,000 watts after jamming by Cuban broadcasters forced action. "This ruling keeps Castro from getting too riled up," said Cohen. "We're pleased with the passage of the bill."

Cohen also felt a key issue in the bill for broadcasters was the facility compensation allowance added in the compromise negotiations. Matt Leibowitz, general counsel to the Southern Florida Broadcasters Association and special counsel to the Florida Association of Broadcasters, is currently involved in arranging for station reimbursement of out-of-pocket expenses for needed technical equipment. Leibowitz also offered this perspective on the NAB position.

"One of the NAB's major concerns was that Radio Marti be brought under the VOA, an operation which is acceptable to Castro," he stated. "However, VOA was the

(continued on page 17)



BMI HONORS "MILLION-AIRS" — A group of "Million-Airs" was honored Sept. 21 at a luncheon given by Broadcast Music, Inc. (BMI) at the Beverly Hills Hotel in Los Angeles. The ceremony celebrated those writers and publishers from the 13 state western territory of BMI whose songs have achieved over one million U.S. broadcast performances. Scores of writers and songs were recognized for their contributions to the music industry, and the

tune "Yesterday" was named as having over 4,000,000 U.S. broadcast performances. Pictured here standing at the BMI fete are (l-r): Bob Crew; Cynthia Weil; Barry Mann; Ron Anton, vice president, BMI; Fran Amitin; John Farrar; David Foster; Mr. & Mrs. Bruce Johnson; Cyril Shayne; Bobby Vinton; Linda Gavin, BMI; Al Gallico; Michael Siteman, BMI; and Craig Aristi.

CBS Seeking Merger

NEW YORK — CBS Records last week confirmed that it is actively interested in soliciting discussions with one or more major record company for a possible merger.

In a prepared statement, Walter R. Yetnikoff, president, CBS/Records Group said: "The possible merger of the Warner and PolyGram recorded music interests promises to change the worldwide competitive landscape of the records business in significant ways. As a consequence, CBS Records will be actively seeking out important merger candidates in the record business."

BUSINESS NOTES

International Participation Set At MUSEXPO '83 and VIDEXPO '83

NEW YORK — Participation at the forthcoming 9th International Record/Video and Music Industry Market which will be held October 31, 1983 - November 4, 1983 — MUSEXPO '83 is shaping up as a worldwide event in scope of attendance from North and South America, Europe, Asia and Africa.

As of August 31, 1983, over 500 companies from 24 countries have confirmed their participation for MUSEXPO '83 and VIDEXPO '83 and include: Airwave Records (U.S.A.), AME, Inc. (U.S.A.), Arc/Regent Music Corp. (U.S.A.), Arts & Music Organization (Nigeria), Ascot Records (U.S.A.), Atari (U.S.A.), BBC Records & Tapes (U.K.), BMI (U.S.A.), Brave New Music (U.S.A.), Buttermilk Records (U.S.A.), CBS (Mexico), CBS Records Int'l., CBS Broadcast Int'l. (U.S.A.), Columbia Pictures Music Group (U.S.A.), Computex (Mexico), Coro S.A. (Mexico), Crescendo Audio Productions, Inc. (U.S.A.), Cygnus Satellite Inc. (U.S.A.), Dance-Sing Records (U.S.A.), David Werchen Law Offices (U.S.A.), Dawn Productions (U.S.A.), Deboniks Enterprises (Nigeria), Der Musikmarkt (Germany), D.I. Music (U.K.), Disconet (U.S.A.), Doorknob Records (U.S.A.), The Drake Music Group (U.S.A.), Eagle Computer (U.S.A.), FM Discos Cintas (Colombia), Flight Productions, Inc. (U.S.A.), Garand Ltd., Inc. (U.S.A.), Gene Kennedy Enterprises (U.S.A.), Georgia State University (U.S.A.), Hitmakers (Canada), Hollywood Reporter (U.S.A.), Impact International (U.S.A.), Import-O-Disc Corp. (U.S.A.), Ingram Software (U.S.A.), Impact Inter-Records (U.S.A.), Irving/Almo Music (U.S.A.), JCO Communications (Canada), Kenron Productions (U.S.A.), Le Journal de la Discotheque (France), Leosong Copyright Service, Ltd. (U.K.), Lexington Broadcast Services Co. (U.S.A.), Light Music (U.K.), Mandala International (U.S.A.), Maverick (U.S.A.), Max Bunker Productions (Italy), Meki Records (Austria), Melody Records (Mexico), Mercury Music Co., Ltd. (U.K.), Michael Barratt Ltd. (U.K.), Modern Art Music (U.S.A.), Modern Programs Inc. (Japan), Musart Discos (Mexico), Musical Mexicana (Mexico), Music & Video Week (U.K.), Nightflite Records (Canada), Non-Stop Music Service A.S. (Norway), Nightflite Records (Canada), One-Eyed Duck Recording (Canada), Pete Drake Productions (U.S.A.), Philips Compact Discs (Mexico), Philips Video Discs (Mexico), Profomex (Mexico), Punch (Nigeria), RCA Records (Mexico), RCA Videodiscs (U.S.A.), Roemer & Nadler Law Offices (U.S.A.), Romox (Electronic Distribution) (U.S.A.), R.P.M. (Canada), Schulke Radio Productions (U.S.A.), Select-A-Tape (U.S.A.), Ser-Aro & Co., Ltd. (Nigeria), Sesame Street Records (U.S.A.), Shapiro & Bernstein Law Offices (U.S.A.), Showpress (Spain), Sierra-On-Line (U.S.A.), Sirius Software (U.S.A.), Skylark Records (Nigeria), Solarvision, Inc. (U.S.A.), S.R.O. Group of Companies (Canada), Star Video Music (U.S.A.), Studio 57 (Mexico), Super Productions Software (U.S.A.), Televisa S.A. (Mexico), Television Int'l (U.S.A.), The Games Network, Inc. (U.S.A.), Trans Canada Records (Canada), Trevor Lyttleton (U.K.), VAA — The Copyright Agency of the U.S.S.R. (U.S.S.R.), Valentine Music Group (U.K.), MUSEXPO '83 registrants will be allowed free attendance to VIDEXPO '83 — International Video and Telecommunications Market (Trade Show and Conference) taking place concurrently at the Condesa del Mar Hotel, Acapulco. VIDEXPO '83 registrants will be permitted also to attend all MUSEXPO '83 activities.

Sony Introduces Low-Cost CD Player

LOS ANGELES — During the Audio Engineering Society (AES) convention held recently, the Sony Corp. announced that, in an attempt to increase appeal and interest in the compact disc system beyond its hardcore audiophile market, it will introduce a new lower-priced CD player in mid-November.

Carrying a suggested retail price of \$700, \$200 less than the current and more sophisticated CDP-101, the new player, CDP-200, will carry many of the same features as the CDP-101 and will be the most compact and easiest to use of the Sony CD players.

Other manufacturers are also planning similar strategies in attempting to reach a wider and more general market including the introduction of a CD player carrying a \$495 price tag to be sold at Sears outlets under the company brand name.

BMI Hosts Songwriters Symposium

LOS ANGELES — Broadcast Music, Inc. (BMI) will present "The Songwriters Symposium" in Boston on Oct. 26 and 27 featuring a panel of five prominent music business personalities participating in panel discussions as well as Q & A sessions with those attending. All interested songwriters and musicians from the New England area are welcome, and there is no admission or registration required.

Two sessions are scheduled for each day: 4:00 p.m. to 6:00 p.m. and 7:30 p.m. to 9:30 p.m. Panelists include Peter Wood, a writer/producer/keyboardist who has written Al Stewart's "Year Of The Cat" and Carly Simon's "Hello Big Man" and "You Know What To Do"; Stewart Levine, who produced "Up Where We Belong" and selections on the "Stayin' Alive" album; Lance Freed, president of Irving Music, publishers of BMI award winners "Born To Run," "Take Me Down," and "(Sittin' On The) Dock Of The Bay"; Gary Roth, BMI staff attorney, copyright expert and lecturer; and Bobby Weinstein, panel moderator/BMI executive/writer, author of "Goin' Out Of My Head," "Hurt So Bad," and "It's Gonna Take A Miracle."

The symposium will be held at the Boston Marriott Long Wharf, 296 State St., Boston.

WCI Lays Off 250 Employees

NEW YORK — A third quarter loss of \$122,366,000 by Warner Communications, Inc. (WCI), equal to \$1.88 per share, resulted in the layoff of 250 of the company's corporate staff employees — one-third of the total employees at the firm's New York headquarters.

WCI's Recorded Music, Filmed Entertainment, and Consumer Products Divisions all posted gains in revenues and income over the comparable quarter of 1982. However, the company's Atari Division posted a substantial loss of over \$180 million which the other divisions could not overcome.

In a prepared statement, Steven J. Ross, chairman and chief executive officer of WCI said the company has "taken steps to reduce corporate overhead by approximately 30%." During this year, Atari has laid off about 2,500 workers.

(For a complete breakdown of WCI's third quarter results, please see related story, Page 13.)

NEW FACES TO WATCH



Philip Bailey

As a central figure in the nucleus of Earth, Wind & Fire, Phillip Bailey's sweet, soulful voice is known to millions the world over. Whether it's the gospel-tinged ballad "Devotion," the jazzy "Fantasy" or his musical tour-de-force, "Reasons," Bailey's efforts have earned him a niche in the annals of classic American R&B pop. Not everyone, however, "knows" Phillip Bailey. It seemed only right that the time would come for Bailey to take a solo step.

"It's been something that's been in the works for a few years," said the 32-year-old Bailey. "I've been talking about it, I've had contracts to do it, and with timing around the group's commitments, trying to find the right producer, etc., it just took a while to come together." What's come together, finally, is a finely-crafted Columbia solo album entitled "Continuation" that includes a few Bailey originals and a core of support from friends who happen to be fellow musicians: Jeffrey Osborne, Sister Sledge, Deniece Williams, "Hawk" Wolinski of Rufus, Michael Sembello and producer George Duke.

"This will make people aware of Philip Bailey," he noted. "They may know the voice or the sound, but aren't familiar with the name or the face."

Hearing Bailey's voice may never

have come to pass. A native of Denver, Colorado, Bailey spent his teenage years listening to pop records and playing in local jazz bands. "Singing was just something that caught on," he recalled. "I always wanted to play drums, and my first love was playing jazz."

As a member of a group called Friends In Love with classmate (and current E. W. & F. keyboardist) Larry Dunn, Bailey opened for a touring jazz-funk outfit that featured former Chess Records session drummer Maurice White. He met Maurice then, but White had yet to establish the trademark Earth, Wind & Fire sound. It wasn't until a year later, when Bailey was in Los Angeles working with the gospel-rock group The Stovall Sisters as percussionist and musical director, that his future began to take shape.

Maurice White had also come west to rethink and retool his musical vision, intending to replace the group's core of veterans with a younger, more energetic aggregation that befitted the group's title. "I was in the right place at the right time," said Bailey with a smile in his voice. "I was asked to join the group, and a year later invited Larry Dunn to come out. I also called Andrew Woolfolk (tenor sax), whom I had met in the tenth grade, in New York, and the rest fell into place."

With the successful history that followed and such a core of support on the solo debut, Bailey would appear to be facing his independence with supreme confidence. "There were a lot of complications because this was my first record," he admitted. "It was like being a pregnant woman. I even hid from everyone that would listen to it! I was apprehensive about what everyone would think."

Bailey, however, has the unspoken guidance of mentor Maurice, and has no designs in making a permanent move away from Earth, Wind & Fire. "Reece' has made such an impression on me, that's why it made it kind of hard to work without him on this record," acknowledged Bailey. "It's really an outgrowth of a fabulous school that I've been blessed to be a part of. For that reason I want to continue my career, not apart from Earth, Wind & Fire, but just as an extension of it."

Navarre Distrib. Bows For Northern Mid-west

NEW YORK — Navarre Distribution Corp., a full-service record and computer software distributor and one-stop, bowed last week in Minneapolis. The firm, which is headed by Eric Paulson, Jerry Bix and Doug Ackerman, will have a separate sales office in Omaha, and service a territory including Minnesota, Western Wisconsin, Iowa, Nebraska, and the Dakotas. A complete list of labels handled by the independent will be available shortly.

Housed in a 12,000-square foot facility, Navarre features a completely computerized warehouse and ordering system. Sales and ordering for computer software and music product will be handled by separate departments.

Prior to the formation of Navarre, Paulson had been senior vice president and general manager of Pickwick Distribution. He is president and chief executive officer of the new firm. Bix was previously vice president of Jet Records, and a regional manager for Arista Records. Ackerman, who developed the one-stop system employed by Lieberman Enterprises, heads up Navarre's one-stop operation.

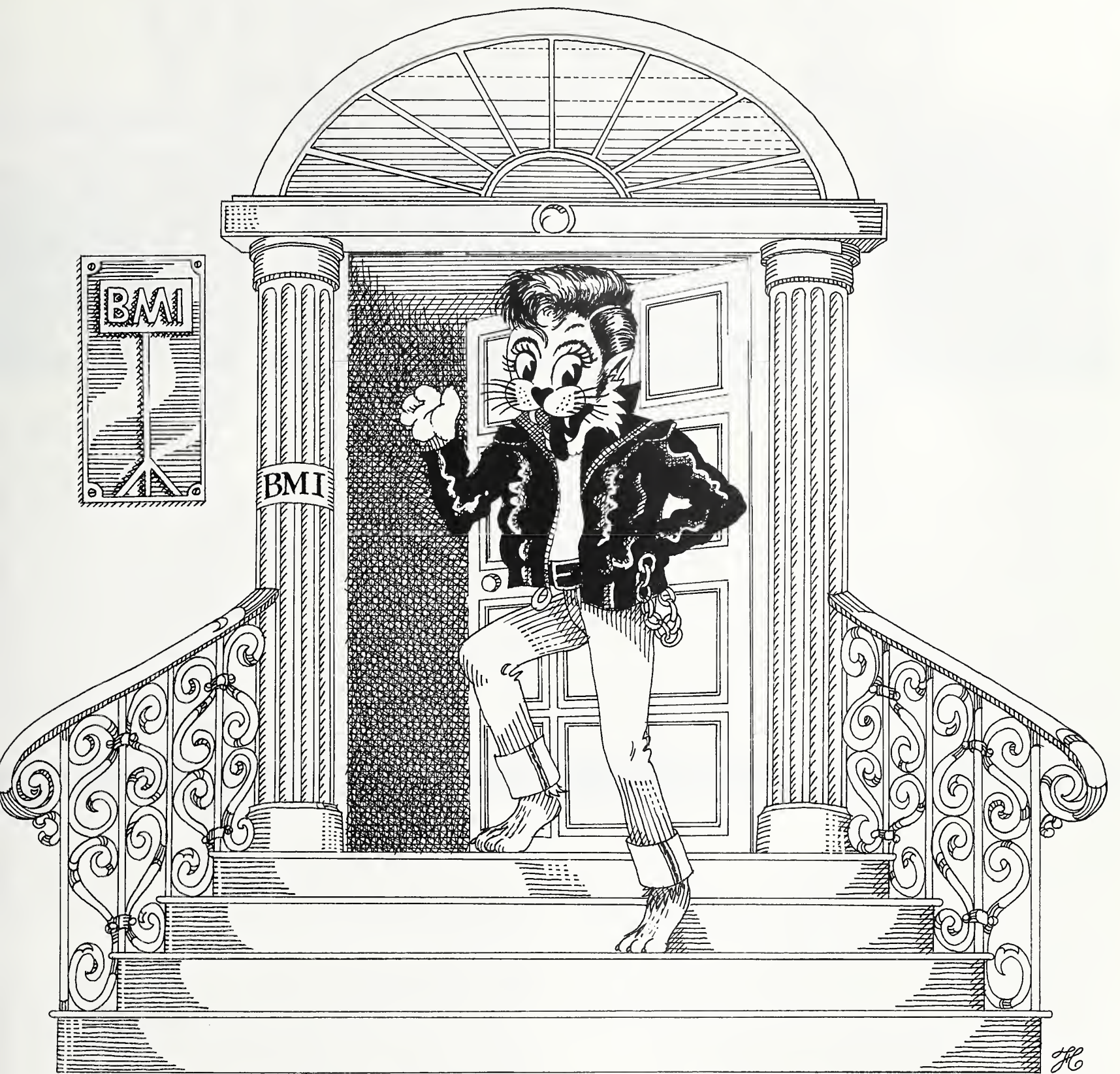
CD Group Holds LA Presentation

LOS ANGELES — The Compact Disc Group held a presentation recently sponsored by the Los Angeles Chapter of the National Academy of Recording Arts and Sciences to announce the rapid selling rate of the Compact Disc.

The program introduced digital audio technology and CD players to more than 200 recording industry attendees.

John Briesch, vice president of audio sales and marketing for Sony Consumer Products Co., stated that 50,000 players had been sold in three months following their introduction in Japan and that all major consumer audio equipment manufacturers have either introduced or announced plans to market the players. Briesch attributed the success of the digital audio launch to the cooperation between hardware, software and merchandising elements of the business.

The Sony exec also predicted that advertising and promotion will give added exposure to the products which include 22 CD player models being sold in the U.S. and feels that in five years time there will be car and Walkman CDs.



The Stray Cats have found a home at BMI.

Wherever there's music, there's BMI.



ALBUMS

OUT OF THE BOX



UH-HUH — John 'Cougar' Mellencamp — PolyGram RVL 7504 — Producers: Little Bastard and Don Gehman — List: 8.98 — Bar Coded

With this sequel to his successful "American Fool" LP, Cougar took a chance and released a rowdier and rougher set of songs recorded in just 16 days. Whether it is foolhardiness or genius, Cougar and his band are definitely enjoying themselves and the whole party atmosphere does actually rub off on the listener. The record is yet another slice of Midwest Americana with Cougar singing about life, women and rock 'n' roll like those prototypes of raunch and roll, the Rolling Stones. With his trademark gruff voice and everpresent acoustic guitar, Cougar wails on the LP's single "Crumbly Down" with a convincing carelessness about other people's opinions.

NEW AND DEVELOPING

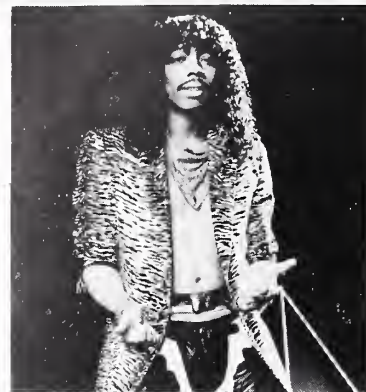


10-5-60 — Long Ryders — PVC/Jem Records 5906 — Producer: Earl Mankey and the Long Ryders — List: 5.98

As part of a '60s music revival, or revitalization in Los Angeles, which includes such bands as the Last, the Plimsouls and Three O'Clock, comes another group whose influences hark back to the Beatles, the Rolling Stones, Creedence Clearwater Revival and the Byrds. The Long Ryders' five-song mini LP, produced by former Beach Boys engineer Earl Mankey, exposes the group's fresh approach to the music which had faded in a psychedelic haze. Combining melodic vocal harmonies, jangling guitars and tambourines, the group gives its unfashionable music a touch of originality. The five songs are well constructed and each features a different style from the group.

SINGLES

OUT OF THE BOX



RICK JAMES (Gordy 1703 GF) **U Bring The Freak Out** (4:06) (Stone City Music Company — ASCAP) (R. James) (Producer: R. James)

Another tough, popular track from the "Coldblooded" LP that comes hot on the heels of the title number's run at the top of the black contemporary charts. There's echoes of Godfather James Brown here again, but James' nasty vocals stamp it as his own. "U" is almost a sequel to "Superfreak," as the line, "You taught me how to rock 'n' roll" attests. Tasty horns add to the track's punch. While the "Coldblooded" single was something of a departure for James, this track's rock edge put it in a league with his past pop successes. James' crossover potential, always an issue for him, makes its case in the grooves.

NEW AND DEVELOPING



UB40 (A&M/Virgin 2600) **Red Red Wine** (3:01) (Tallyrand Music — ASCAP) (N. Diamond) (UB40/R. Falconer)

There's scant similarity between this reggae cover, and the original "Red Red Wine" cut by author Neil Diamond for Bang Records in '68. The British outfit adds a sensual lilt to this version with relaxed yet convincing vocals. Not an easy add for any radio format, but an exceptional record that could cross programming barriers. First single from the new "Labour Of Love" album, and indicative of the band's ability to combine intelligently the best of new music's cutting edge with a strong pop sensibility. Still in the U.K. Top Ten, look for strong U.S. action on this single as well as in the weeks ahead. Recommended for both reggae and new music fans.

FEATURE PICKS

POP

SNAPI — The Jam — PolyGram 815 537-1 Y-2 — Producers: Various — List: 14.98 — Bar Coded

It is ironic that a band of such integrity and power as The Jam never broke big in the United States and, after its breakup, the British invasion with such bands as Duran Duran and Culture Club finally took a big chunk out of the U.S. charts. At the time The Jam was termed to be "too English" while its energy and influences, especially toward the latter part of its career, were obviously American. "Snap!" is just a short portrait of the band whose leader went on to form the Style Council; it is a collection of the group's singles which ranges from the early, angry, punk-inspired songs like "In The City" to the Motownish final tunes such as "Precious." This compilation is highly recommended to everyone who never really had the chance to "hear" the group. This compilation is the story of a band, its growth, its inner conflicts and frustrations with dealing with popularity while maintaining a perspective on their original goal and intention. This is the rise and demise of the Jam. Dig the new breed.

VOICE OF THE HEART — The Carpenters — A&M SP-4954 — Producer: Richard Carpenter — List: 8.98 — Bar Coded

Completed before Karen Carpenter's death earlier this year, this LP will probably be the last and most remembered collection of new songs by the brother and sister duo. One cannot help feel sad about the void she has left, but the songs featured on this LP are some of the best she has recorded in some time and the uplifting messages in their lyrics demand that "Voice of the Heart" be taken as a message of happiness and optimism. This is a fond farewell from a great singer who will be long appreciated for her inspirational and strong love for the music she sang. Recommended cuts include the single, "Make Believe It's Your First Time," the nostalgic "At The End Of The Song" and the escapist "Sailing On The Tide."

COLOUR BY NUMBERS — Culture Club — Virgin/Epic QE 39107 — Producer: Steve Levine — List: None — Bar Coded

Culture Club's second LP just shipped gold, and platinum should not be too far off judging from this week's chart debut of the Motownish single, "Church of the Poison Mind." The LP is also notable for the introduction of new member Helen Terry, whose Aretha Franklin-style voice not only adds a new dimension to the band's sound, but creates an interesting vocal dialogue and contrasting force to Boy George's mellower and melodic singing. "Colour by Numbers" is a natural progression into a more Americanized school of soul thinking only hinted at in the first record. The stylistic dimension is not in any way contrived but, rather, shows off a band whose versatility and genuine passion leads the way. This is music from the heart.

GOLDEN SHOWER OF HITS — Circle Jerks — LAX/Allegiance Records LAX 1051 — Producer: Jerry Goldstein — List: 8.98

Regardless of its LP cover (gold records inside a urinal wetted by a suspicious looking liquid) the hilarious title track, and a raveup medley of AM hits like "Love Will Keep Us Together" and "Afternoon Delight," the group's second LP demands to be taken extremely seriously since it deals with such subjects as the depressed economy and conformity. One of the original and surviving bands of the L.A. punk movement, the

(continued on page 30)

FEATURE PICKS

POP

DARYL HALL & JOHN OATES (RCA JK-13654) **Say It Isn't So** (3:56) (Hot-Cha Music Co./Unichappell Music, Inc. — BMI) (D. Hall) (Producers: Hall/Oates/Clearmountain)

Is there no stopping this team? Hall tears into the lead vocal on a mid-tempo soulful track while Oates croons the fills a la The Four Tops, and with the taut, pop/dance arrangement, they've come up with another winner. "Say" is one of two new sides from the forthcoming "Rock 'N Soul Part I" greatest hits collection. A satisfying, across-the-board release.

CULTURE CLUB (Epic/Virgin 34-04144) **Church of the Poison Mind** (3:30) (Virgin/Chappell — ASCAP) (R. Hay/J. Moss/M. Craig/G. O'Dowd) (S. Levine)

A derivative and decidedly Motown-inflected outing, but the clear-cut leadership of vocalist Boy George O'Dowd places the indelible Culture Club stamp on it. Wailing harmonica and wrenching, gutbucket backup vocals make "Church of the Poison Mind" more vital than nostalgic. Another ace from the Club.

TONI BASIL (Chrysalis/Virgin VS4 42711) **Street Beat** (3:38) (Broozertunes/Baby Shoes/Irving/Wham Repob — ASCAP/BMI) (A. Willis/B. Roberts/T. Basll) (Producers: G. Mathieson/T. Veitch)

Basil re-works the shuffle beat for the hip hop crowd. Produced with a dense, electronic flourish, the focus remains firmly on the simple, clappable rhythm, and Basil's shouted vocals are reminiscent of her earlier singles. Paradoxical in its use of the simple and sophisticated, "Street Beat" emerges first and foremost as a celebration.

IRENE CARA (Network/Geffen 7-29464) **Why Me?** (3:55) (GMP/Carub Pub./AlCor Pub. Inc. — ASCAP) (G. Moroder/I. Cara/K. Forsey) (Producer: G. Moroder)

After numerous delays, Cara's latest non-soundtrack-related project has finally seen the light of day. It's an uptempo tune with a hard rock edge and more than its share of recycled riffs from Moroder's 1980 success, "Call Me." But Cara's strong, lean energy puts this effort in the plus column. Look for sure Top 40 and Black Contemporary play. From the forthcoming "What A Feelin' " LP.

PEABO BRYSON/ROBERTA FLACK (Capitol P-B-5283) **Maybe** (3:19) (Carole Bayer Sager Music/New Hidden Valley Music/Chappell Music/Red Bullet — BMI/ASCAP) (Bacharach-Bayer Sager-Hamlich) (Producers: C. Bayer Sager & B. Bacharach)

Some of pop's heavyweights lent their talents to this track, and Flack and Bryson prove they're more than deserving to be in the same ballpark. The duo's recent success has given Flack a needed shot in the arm, and has made Bryson a bona-fide charter after years of near-misses. "Maybe" is a sweet, simple tune, sung prettily against a whispery backing, and Bryson in particular sounds right at home. An adult contemporary natural.

HAYSI FANTAYZEE (RCA JK-13633) **Sister Friction** (3:04) (Carbert Music, Inc./Rare Blue Music, Inc. — ASCAP) (Caplin-

(continued on page 30)

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POINTS WEST

SUNNY STAR — Mango act **King Sunny Ade and His African Beats** will be contributing two songs to filmmaker **Robert Altman's** next crazed flick, *The Utterly Monstrous, Mind-Roasting Summer of O.C. and Stiggs*, based on the *National Lampoon* story of the same name. Ade is also set to appear in the movie, in a small part as himself. For those of you unfamiliar with the *Lampoon* story *O.C. and Stiggs* is the fictitious tale of two wayward teenagers who get their kicks from pulling trains and consuming vast quantities of lobster. Starring in the adolescent epic now filming in Phoenix are **Nell Barry** and **Dan Jenkins** along with **Dennis Hopper**, **Martin Mull**, **Tina Louise**, **Jane Curtin**, **Melvin Van Peebles**, and **Ray Walston**. As O.C. hissself might exclaim, "It's great."

NO LAUGHING MATTER — In other music-movie news, **Greg Douglass**, former lead guitarist with the **Steve Miller Band** and currently with the **Greg Kihn Band**, finished work scoring *Laughing Horse*, a slightly surreal, slightly avant-garde video production shot in Tucson. The vid, directed by **Michael Blake**, concerns three characters who pursue the "pointedly aimless in the desert landscape of the American Southwest." Starring in the cathode-ray "mystical comedy" production is **Irene Miracle**, a pre-**Pla Zadora** Golden Globes Award winner who was memorable as the smuggler's girlfriend in the movie *Midnight Express* a few years back. Additional music was composed and performed by the **Batteries**, with extended saxophone soloing by **Oingo Boingo's Sam "Sluggo" Phillips**.

MAKING A SCENE — After a slow start on Saturday with roughly 13,000 people showing up, the sixth annual Los Angeles Street Scene attracted over 100,000 the following day and was deemed a success by event organizers. Though marred by the death of a teenager possibly due to a gang-related incident, the scene was generally one of joyous frolicking with several musical groups like **El Chicano** and **Three Dog Night**.

ALL FOUR ISLAND — Due to the preponderance of heavyweight, superstar product released during the Xmas season, Island Records is pulling back its reins a bit and plans to put out four EPs in the next few months. Halloween will see a six-song **Malcolm McLaren** \$5.98 extended player hit the streets. Entitled "Do Ya Like Scratchin'," the record is an all-scratch extravaganza including new mixes of previously released tunes from the rock svengali. Also due out soon are EPs of a live **U2** concert taped at Red Rocks, a "best of" **Gwen Guthrie** compilation, and a disc by Euro-synth-dance artist **Paul Hagg**.

SHORT CUTS — After innumerable hassles with a version of the **Rolling Stones'** "Star Star" that appeared on cassettes only of her latest album "Album," **Joan Jett** has unleashed the song on a 12-inch record as the flipper of "Everyday People" . . . **Dean Martin** is hosting a gala world premiere of his first video, "Since I Met You Baby" at the elegant Bistrot Gardens in Beverly Hills this week. The maligned invitation tells folks, "Running time is 2 minutes and 44 seconds; perhaps you'll even have enough time for a drink." . . . Atlantic is coming out with "The Best of **Roxy Music**" in Oct. with such art-rock hits as "Love Is The Drug," "Midnight Hour," "Do The Strand" and "Dance Away" included on the platter . . . **Willie Nelson** and **Supertramp** recently sang the blues together at 6th St. Live, a music hangout in Austin, Texas, during a benefit performance for a local musician who was injured in a car accident . . . **The Alarm** will appear on **Dick Clark's** American Bandstand show later this month, as will **Paul Anka** . . . In ceremonies held a short while back, members of **ZZ Top** were declared Official Ambassadors of Goodwill from the State of Texas to the World by governor **Mark White** . . . The **Belle Stars** have a new single called "The Entertainer" coming out very shortly . . . A gaggle of A&R reps from several different labels showed up to see **Cock Robin** at the Palace about a week back, and the act could be signed at any moment . . . **Steve Van Zandt**, aka **Little Steven**, has parted ways with the horn section of his band **The Disciples of Soul** in an effort to get more in touch with what one EMI insider called "today's sound," whatever that means. The re-structured band just released a single in Europe called "Solidarity" that's been well-received . . . Although several reports had **Tom Petty** and **Nils Lofgren** jumping over to MCA now that Backstreet Records has shuttered, we've heard the two could be listening to prospective deals from other interested labels. Epic plans to have **Culture Club's** second single from the "Colour By Numbers" album, "Karma Chameleon" out in stores by mid-November, even though the first 45 "Church of The Poison Mind" debuts on the charts just this week . . . Junk mail: Points West recently received a copy of a book called "And I Don't Want To Live This Life" by **Deborah Spungen**. If that name rings a bell, it's cuz she's the mom of "Nauseating Nancy" Spungen, the girlfriend of **Sex Pistol** bassist **Sid Vicious**. Vicious stabbed Spungen to death at the Chelsea Hotel in New York, died soon afterwards himself from an O.D., and became the archetypal punk martyrs. The book, billed as "the very moving true story of one woman's relationship with a deeply disturbed child — and how that child almost destroyed her," is pretty ludicrous, but it does contain over a dozen black-and-white photos of the hard-core goddess, including some dandy baby pictures . . . Late flash: **Julce Newton** has left Capitol for a recording deal with RCA.

jeffrey resner



BURANA BASH — A party celebrating the release of **Ray Manzarek's** new album "Carmina Burana" was held recently at L.A.'s posh *China Club*. Pictured here at the shindig are (l-r): **Michael DesBarres** of EMI group *Chequered Past*; **Iggy Pop**; **Manzarek**; and **Steve Jones** and **Nigel Harrison** of *Chequered Past*.



MONKEYSHINES — **Yello** mastermind **Dieter Meier** (l) is seen here with an unidentified primate at Chicago club *Tut's*. The Swiss newmuzikmeister participated in a "Dinner With Dieter" contest in the *Windy City* a short while back while on his "Yello Video Tour."

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EXECUTIVES ON THE MOVE



Frances

McGathy

Irving

Griffey

Thompkins Appointed — Epic/Portrait/Associated Labels has announced the appointment of **Garcia Thompkins** as vice president, black music promotion for Epic/Portrait/Associated Labels. He has been director, black music promotion, E/P/A since 1979.

Weltzberg Appointed — Karl Video Corporation has appointed **Harold Weltzberg** as director of sales. He has spent the last five months as a video/telecommunications consultant. Prior to that he was employed by Video/A&H Video for three and one-half years as director of special projects.

Bowerbank Named — **John L. Bowerbank** has been appointed vice president and general manager, CBS/Fox Video (Canada) Limited. He was general manager of CBS/Fox Video (Canada) Limited.

Annechino Named — **Jospeh Annechino** has been promoted to merchandising manager for CBS/Fox Video. He joined the company in May 1981 and in June 1982 he was promoted to manager of sales development.

Changes At Solid Gold — **Andrew Frances** has been named director of marketing & artist production for Solid Gold Records. Prior to joining Solid Gold he held similar marketing positions with RCA, RSO, Millennium Records & Intellivision. **Bill McGathy** has been appointed national promotion director-U.S.A. Prior to joining the label, he was national album promotion director with RCA Records for 2½ years and also held a similar post at PolyGram.

Irving Appointed — **Heather Irving** has been appointed associate director, west coast, Epic and Portrait A&R. She was manager, west coast, Epic A&R since 1981.

Griffey Promoted — **Regina Griffey** has been promoted to a&r administration manager and international liaison of Solar Records. She has been with Solar Records since its inception in the areas of publishing, a&r, and international.

Snowden To ITI — **James C. Snowden** has been appointed independent sales director for ITI Records. Prior to joining ITI Records, he was national sales director for Greenworld Distribution, responsible for all domestic and international sales.

Changes At Arista — **Arista Records** has announced the appointment of **Ron Urban** to vice president, finance for the company. He comes to Arista from the RCA Corporation, where he served as staff director of financial analysis. Also **Al Pedecine** was promoted to the vice president and controller. He joined Arista in 1976, and was appointed controller in 1981.

Changes At Disney — **Corinne Travillion** and **Barry Glasser** have joined Walt Disney Pictures as, respectively, director of marketing and national publicity director. **Dick Delson**, current national publicity director, will assume the post of national director of promotion and film advertising. Travillion was vice president, market research, for 20th Century-Fox. Glasser was director of west coast publicity for 20th Century-Fox.

Promoted — In addition to his duties as a staff producer, **Stephen Peebles** has been named editorial director for Westwood One.

KYUU Names Zwick — **KYUU** has announced the appointment of **Todd Zwick** as account executive. He comes to KYUU from Benchmark Computer Systems where he was an account executive. Todd resides in San Francisco.

Dodd Appointed — **Jansen Associates Inc.** has announced the creation of a new division, **Jansen Promotions**, and a new director, **Tari Dodd**. The new division will provide a full range of services that include: market research, public relations, space advertising, direct marketing, design and production, corporate relations and a full range of electronic media capabilities. She has had ten years of experience in advertising and public relations in the hospitality and entertainment industries.



Michael Goldstone

Goldstone Tapped

Michael Goldstone has been named director of A&R for MCA Records. In his new position, Goldstone will be involved in talent acquisition as well as creatively administering the artists signed to the label.

Prior to joining MCA, Goldstone served as the director of marketing for Backstreet Records.



Wally Brill

Brill A&R At A&M

Wally Brill has been appointed to the position of west coast director of A&R at A&M Records. Prior to joining A&M in Los Angeles, Brill functioned as talent acquisition manager with A&M/UK in London. Prior to that, he worked at Roulette Records in A&R and as a freelance producer.

Records & Bdcst. Spur CBS 3rd Qtr. Gains

NEW YORK — Led by the Broadcast and Records Groups, third quarter results for CBS Inc. show that income from continuing operations rose 32% and net income more than doubled compared to the comparable quarter last year.

Boosted by the enormous sales of Michael Jackson's "Thriller" LP, which recently became the largest selling LP in CBS Records history (*Cash Box*, Oct. 8), revenues for the CBS/Records Group increased 10%, with the group reporting a profit in the quarter versus a loss in the same period last year. The gain was also attributed to a stronger domestic and foreign market, as well as the absence of write-offs from last year's closing of manufacturing facilities.

Revenues rose 11% for the Broadcast Group, paced by the performance of the CBS Television Network. Revenues for the Columbia Group rose 4%, although the Group realized a loss in income due to the softness of the home video game market. The Publishing Group also experienced a hike in revenues, up 9%.

Overall, income from continuing operations during the third quarter were up 32% from \$25.3 million to \$33.4 million. Total revenues from the corporation were \$1.02 billion in '83, as compared to \$929 million in the same quarter last year, a rise of 10%. Similarly, income from continuing operations per share were up 24% from \$.90 to \$1.12.

For the first nine months of 1983, income from continuing operations has risen 17%, from \$94.1 million to \$109.9 million. Total revenues for CBS Inc. to date are \$3.12 billion as compared to \$2.90 billion in the first nine months of '82, a rise of 8%.

In a group-by-group analysis, revenues for CBS/Records Group for the third quarter were \$258.5 million, and income totalled \$10.7 million. Figures for the comparable quarter in '82 were \$235.5, with a loss of income of \$12.3 million. Third quarter revenues for the Broadcast Group were \$491.1 million, as compared to \$443.4 during '82. Income rose from \$37.4 million to \$47.9 million. The Columbia Group's quarterly revenue rose from \$168.5 million to \$183.3 million, although the Group continued to lose money, posting a loss of \$15.7 million as compared to last year's third quarter loss of \$500,000. The Publishing Group experienced gains in both revenues and income, with the former rising from \$7.9 million to \$13.9 million, and the later up to \$38 million from \$35.2 million in '82.

For the first nine months of '83, the Record Group has posted revenues of \$832.5 million, resulting in an income of \$75.6 million. During the first nine months of '82, the Group had revenues of \$788.6 million, and an income of \$10.7.

Rick Springfield Sued For \$20 Million

LOS ANGELES — Rick Springfield and his associates have been sued for a figure exceeding \$20 million by Carman Productions, Inc., the artist's former managing company, for attempting to walk out on recording, management and joint venture agreements.

Carman, Springfield's former management company operated by Joe Gottfried and Tom Skeeter which represented the artist since 1975, alleges that Springfield is under contract to the company for all his recording services through 1985. He is also under contract, according to Carman spokesmen, for the company to serve as his personal manager and further entertainment activities.

Named in the suit, aside from Springfield, is Dana Miller, his former tour manager and the president of Major Way

WCI Quarter Loss Is Laid To Atari Troubles

NEW YORK — Continuing losses by Atari brought Warner Communications Inc. (WCI) a third quarter after-tax loss of \$122,366,000, or \$1.88 a share on revenues of \$768,839,000. For the comparable period of 1982, the company had revenues of \$768,839,000. For the comparable period of 1982, the company had revenues of \$1,060,168,000, a net income of \$78,685,000, and earnings per share of \$1.21. For the year to date, WCI has had an after-tax loss of \$424,663,000, or \$6.57 per share on revenues of \$2,373,263,000. For the first nine months of 1982, WCI had revenues of nearly \$3 billion, net income of nearly \$225 million, in earnings per share of \$3.46.

Figures for the Consumer Electronics division, which includes Atari, show that the division's third quarter revenues were approximately \$188 million, producing a loss of \$180 million. During the same quarter last year, the division had revenues of \$528 million and income of nearly \$110 million. For the year to date, Consumer Electronics has posted a loss of over \$536 million.

WCI's three other divisions all show a rise for the quarter. Revenues for the Recorded Music division were \$186 million, up from \$174 million in '82, with profits of over \$14 million, as compared to \$8 million. Filmed Entertainment's revenues were \$226 million, compared with \$198 million, producing income of nearly \$46 million as compared with \$39 million in the same quarter of '82. Revenues for Consumer Products rose to almost \$169 million from \$159 million, and income was up to \$12.8 million as compared to \$7.8 million.

In summing up the third quarter results, Steven J. Ross, chairman and chief executive officer of WCI said that the "increase in operating income from the Recorded Music, Filmed Entertainment and Consumer Products divisions unfortunately did not overcome the substantial loss at Atari. The continuing chaotic market places for video games, home computers and coin-operated games, including distress sales of inventory by companies leaving the business were the principal contributing factors to Atari's third quarter loss.

"This has been a year in which WCI has faced difficult problems," he added.

Settlements Reached In Carolina Piracy Suits

NEW YORK — Eight major record labels have reached settlements in 43 of a series of 52 civil lawsuits against 107 of an original 130 North Carolina defendants charged with selling alleged counterfeit or pirate tapes last February. The lawsuits were the largest action of its kind to date on the part of the recording industry.

Management, a new company created to oversee the artist's career, Barry Gross, former merchandising employee of RCA Records and the new vice president of Major Way, and Lester Knispell, his business manager.

The defendants are accused of breach of contract, fraud, breach of fiduciary duty, inducing breach of contract, interfering with business relations, unfair competition and conspiracy. Carman also is seeking injunctive relief, an accounting and the appointment of a receiver for Springfield's business affairs.

According to a spokesperson for the defendants, Springfield has not had a chance to review the allegations in that he is currently in Japan and a countersuit has not been filed.

EAST COASTINGS

EMI GROWS — EMI/America appears to be making a run at the reggae market. With **Peter Tosh** already inked to the label, the outfit has signed **The Melody Makers** — which features **Bob & Rita Marley's** children — and is reportedly negotiating with **Black Uhuru**. In addition, the label is said to have recently considered buying the seminal Trojan label from Jamaican producer **Marcel Rhodes**.

RIPS 'N RUNS — Attempts are being made to heal a rift in the **J. Geils Band**. Intra-group frictions are said to center around vocalist **Peter Wolf**, with other band members seeking his ouster. . . . Reggae enthusiasts in Washington, D.C. fear that a fatal shooting last week at that city's 930 Club during a **Yellowman** concert will shut down the reggae business in the capitol. . . . Everybody wants to be a star: video author **Bob Giraldi** stepped to the other side of the camera recently while working on the video of "Say, Say, Say" with **Michael Jackson** and **Paul McCartney**. Giraldi plays a pool hustler in the clip, and several other members of his production make group cameos including partner **Phil Suarez**, cinematographer **Dan Quinn**, and executive producer **Antony Payne**. . . . Heavy metal mashers **Iron Maiden** recently brought the house down at their New York show when they railed against the lack of heavy metal on the Gotham FM airwaves. . . . A **Kate Bush** concert video will tour the country this fall with club showings expected in 50 cities. Although Elektra artists **Yello** have already made a similar national video sweep, this is the first test of the concept by an established artist. . . .



TALKIN' WITH MR. LEE — Bassist **Geddy Lee** (l) of **Rush** chats with **Jerry Jaffe**, senior vice president, rock division, **PolyGram** backstage at New York's **Radio City Music Hall**. The band recently sold out a five night string of shows at the Hall.

George Thorogood has just completed an original Christmas single, with a New Years tune on the flip. Producer was **Dave Edmunds**. Thorogood will be coming to New York to tape a special video of his holiday ditty for use by MTV. The rocker's last video, which was extremely popular on the music cable, featured **Bo Diddley**. This one will have **John Lee Hooker**. . . . **The Go-Go's** third LP is being produced by **Martin Rushent** in England. The disc is set for February release. . . . **Ultravox** and **Journey** have each donated their \$1,000 Ampex Golden Reel Award to the T.J. Martell Foundation. . . . **DOR** outfit **Dolce Vita** has been inked to the fledging Brainerd label.

VIDEO FUTURES — As music videos become increasingly sophisticated, more and more established directors are getting involved in the new medium. And while established film directors working out in the short form are few and far between, commercial directors have been seeing it as an opportunity to work in a comparatively lengthy format. "It's nearly impossible to convey a story in 30 seconds," says established commercial director **Tim Newman**. "By comparison, a music video is hours longer." Thus did Newman jump at the opportunity when his cousin **Randy** asked him to direct his most recent video. Since then, Newman has handled two clips for **ZZ Top**, and plans to work on two or three more this year. "It sounds corny, but as an avenue of expression, it's much freer than what I normally do. Plus it's fun. But it remains something of a hobby because of the money. I think that will change, though." Aside from the money aspect, Newman also sees a showdown coming between directors and labels. "There are a lot of forces pushing music video in a commercial direction," he said. "I'm having to get militant about contracts. We — the directors — take all the responsibility and are at risk for cost overruns. And we turn over all rights and interests like a session player. I'm anxious to continue making music videos, but one thing in the way is not feeling exploited, especially if the work I'm giving away is being sold to NBC."

NEW NAME, NEW GAME — Although he's bound to wind up in the new artist bins, Island recording artist **Michael Gregory** is a familiar face to jazz buyers. Except that when he was making his albums for Arista/Novus, Bija and Enja, the guitarist went under his full name, **Michael Gregory Jackson**. Listeners who've followed his earlier career, which included recording as a sideman with saxophonist **Oliver Lake** know that the guitarist has always had a strong feel for rock. That feel comes to the fore on his Island debut, "Situation X," produced by **Nile Rodgers** and featuring **Bernard Edwards**, **Tony Thompson**, **Rob Sabigo**, **Steve Winebod**, and **Anthony Jackson**. "It's what I've been working towards for the last three years," Gregory said of the disc. "I've always had rock bands, even when I was playing with **Leo Smith**. This is definitely not a



ALL MY BLUES — Blues legend **John Lee Hooker** (l) visited the set of "All My Children" and met up with cast member and fan **Taylor Miller** (r), who plays **Nina Cortland** in the daytime soaper. **Hooker** returns to New York November 7 for an evening of blues at **Carnegie Hall**.

guitarist is in the process of assembling one now, and plans to tour during the winter. But although he had no working band at the time of the recording, getting together with Nile Rodgers was a natural. "We met a couple of years ago," Gregory recalled. "I was playing at Seventh Avenue South with a rock band, which was kind of odd, and he came down to hear us. We've been hanging out ever since then, so it was good musically for us to do the record together."

fred goodman

MERCHANDISING

TOP 15 VIDEO GAMES

	Weeks On 10/15 Chart	
1 Q-BERT Parker Brothers 5360	1	8
2 ENDURO Activision AX 026	2	19
3 POLE POSITION Atari CX 2694	6	8
4 JUNGLE HUNT Atari CX2688	4	12
5 BURGER TIME Intellivision 4549	5	13
6 CENTIPEDE Atari CX2676	3	30
7 MS. PAC-MAN Atari CX2675	7	32
8 DECATHLON Activision AZ030	8	8
9 MR. DO! Coleco 2622	11	3
10 RIVER RAID Activision AX020	10	41
11 ROBOT TANK Activision AX028	12	14
12 KEYSTONE KAPERS Activision AX025	13	23
13 PITFALL! Activision AX108	14	47
14 ZAXXON Coleco 2435	9	47
15 CRACK POTS Activision AX029	15	6

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 — Groton • 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 • Wherehouse — Los Angeles • Camelot — Kansas City, Dayton, Cincinnati, St. Louis, Chicago, Indianapolis.

TOP 15 MIDLINES

	Weeks On 10/15 Chart	
1 LED ZEPPELIN (IV) (Atlantic SD 19129)	1	34
2 WHO'S NEXT The Who (MCA 3151)	3	15
3 ELTON JOHN'S GREATEST HITS, VOLUME I (MCA 2128)	5	10
4 LOOK SHARPI Joe Jackson (A&M SP-4919)	2	15
5 THE RISE AND FALL OF ZIGGY STARDUST AND THE SPIDERS FROM MARS David Bowie (RCA AYL 1-3843)	4	26
6 AJA Steely Dan (MCA 1006)	8	13
7 THE DOORS (Elektra EKS 74007)	10	37
8 MORNING DANCE Spyro Gyra (MCA 9004)	12	9
9 LET THERE BE ROCK AC/DC (SD-36151)	13	12
10 PIANO MAN Billy Joel (Columbia PC 32455)	6	12
11 PRETENDERS (Sire SRK 6083)	7	13
12 MEATY, BEATY, BIG AND BOUNCY The Who (MCA 37001)	9	36
13 WORKING CLASS DOG Rick Springfield (RCA AFL1-3697)	15	6
14 WHO ARE YOU The Who (MCA 3050)	11	18
15 TAPESTRY Carolé King (Epic PE 34946)	14	62

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, 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 MOTELS | 9 MOTLEY CRUE |
| 2 BIG COUNTRY | 10 S.O.S. BAND |
| 3 SPANDAU BALLET | 11 ALDO NOVA |
| 4 JENNIFER HOLLIDAY | 12 JOHN DENVER |
| 5 BLACK SABBATH | 13 RAINBOW |
| 6 HUEY LEWIS & THE NEWS | 14 SAGA |
| 7 KISS | 15 MANHATTAN TRANSFER |
| 8 EDDIE & THE CRUISERS | |

NORTHEAST 1.

- 1 SPANDAU BALLET
- 2 LA CAGE AUX FOLLES
- 3 BIG COUNTRY
- 4 JENNIFER HOLLIDAY
- 5 MOTELS
- 6 RAINBOW
- 7 BLACK SABBATH
- 8 HUEY LEWIS & THE NEWS
- 9 JOHN DENVER
- 10 EDDIE & THE CRUISERS

SOUTHEAST 2.

- 1 KISS
- 2 S.O.S. BAND
- 3 SPANDAU BALLET
- 4 BLACK SABBATH
- 5 JENNIFER HOLLIDAY
- 6 HANK WILLIAMS, JR.
- 7 JIMMY BUFFETT
- 8 MOTELS
- 9 BIG COUNTRY
- 10 EDDIE & THE CRUISERS

BALTIMORE/WASHINGTON 3.

- 1 JENNIFER HOLLIDAY
- 2 MOTELS
- 3 S.O.S. BAND
- 4 PHILIP BAILEY
- 5 ASHFORD & SIMPSON
- 6 BLACK SABBATH
- 7 KLIQUE
- 8 SPANDAU BALLET
- 9 BIG COUNTRY
- 10 JOHN DENVER

WEST 4.

- 1 BIG COUNTRY
- 2 MOTELS
- 3 MOTLEY CRUE
- 4 BLACK SABBATH
- 5 X
- 6 SPANDAU BALLET
- 7 HUEY LEWIS & THE NEWS
- 8 JENNIFER HOLLIDAY
- 9 KISS
- 10 MANHATTAN TRANSFER

MIDWEST 5.

- 1 MOTELS
- 2 KISS
- 3 SPANDAU BALLET
- 4 BIG COUNTRY
- 5 HUEY LEWIS & THE NEWS
- 6 SAGA
- 7 JENNIFER HOLLIDAY
- 8 BLACK SABBATH
- 9 EDDIE & THE CRUISERS
- 10 S.O.S. BAND

NORTH CENTRAL 6.

- 1 MOTELS
- 2 BIG COUNTRY
- 3 KISS
- 4 RAINBOW
- 5 EDDIE & THE CRUISERS
- 6 MANHATTAN TRANSFER
- 7 HUEY LEWIS & THE NEWS
- 8 ALDO NOVA
- 9 JOHN DENVER
- 10 SPANDAU BALLET

DENVER/PHOENIX 7.

- 1 ALDO NOVA
- 2 DIO
- 3 MOTLEY CRUE
- 4 HUEY LEWIS & THE NEWS
- 5 BIG COUNTRY
- 6 BLACK SABBATH
- 7 SPANDAU BALLET
- 8 MOTELS
- 9 SAGA
- 10 JENNIFER HOLLIDAY

SOUTH CENTRAL 8.

- 1 SPANDAU BALLET
- 2 BIG COUNTRY
- 3 MOTLEY CRUE
- 4 KISS
- 5 JENNIFER HOLLIDAY
- 6 HUEY LEWIS & THE NEWS
- 7 MOTELS
- 8 HANK WILLIAMS, JR.
- 9 BLACK SABBATH
- 10 ALDO NOVA

WHAT'S IN-STORE



GRP CELEBRATES DISTRIBUTION PACTS — GRP Records recently signed new distributor agreements with several independent distributors. Pictured standing celebrating the signings at the recent NARM Independent Distributors Conference in West Palm Beach are (l-r): Bud Daily, president, HW Daily (Big State); Jim Schwartz, president, Schwartz Brothers, Inc.; Billy Emerson, general manager, Big State Distributors; Wes Daily, sales manager, HW Daily (Big State); Tony Delasandro, president, M.S. Distributing; George Hocutt, president, California Record Distributors; Harvey Korman, vice president and general manager, Piks Corp.; Ron Schafer, president, Piks Corp.; Larry Howell, promotion manager, Big State; and Leonard Singer, president, Associated Distributors. Pictured seated are (l-r): John Salstone, executive vice president, M.S., Distributors; Larry Rosen, co-president, GRP Records; Bud Katzel, director of marketing and distribution, GRP and Jerry Winston, president, Malverne Distributors.

A RECORD A DAY . . . — As part of the 'Give the Gift of Music' campaign organized and co-sponsored by the National Association of Record Merchandisers (NARM) and rack and retail stores across the nation, there will be a display contest with the lucky winner, drawn from a ballot box, receiving a record a day for an entire year. Ten runners-up will receive a record a week for a year and the following 100 winners will get one record a month for the same period of time.

\$84 MILLION GOAL — Trying to reach its sales goal of \$84 million before the end of the 1983 fiscal year, which ends October 31, the Record Bar retail chain is actively involved in the country market by promoting "Country Music Month." One of the competitions on this year-end push involves a drawing where a winner from each of Record Bar's 39 stores will receive a phone call from a member of Country Music Award winning Alabama. Also as a chainwide promotion, the retail company will feature 'The Event II.' Following a successful promotion with WEA last year, entitled 'The Event,' this year's version offers special deals on six featured titles released by WEA which include albums by Asia, Michael Sembello, Linda Ronstadt, Jackson Browne, Robert Plant and AC/DC. The promotional campaign also entails advertising on MTV. Finally, with the holiday season on its way from the North Pole, Record Bar is offering special deals on children's records and tapes as well as special packages containing a tape and a book to teach kids how to read.

SERVE IT WHILE IT'S STILL HOT — The lucky winners of a Licorice Pizza contest will get an all expenses paid, one-week vacation at the Purgatory ski resort in Colorado. Ironically, the winners will have to pay for their own food. If Colorado is too close and you really need to get away, Licorice Pizza is giving away coupons to win a trip to see Asia in concert in Japan. Closer to home, as part of its Top 20 soul sale, customers can enter to win tickets for the Four Tops/Temptations show at the Greek Theatre in Los Angeles. In conjunction with the Windham Hill label, Licorice Pizza is also holding a contest to see George Winston at the Universal Amphitheatre in Los Angeles. Elvira will be making a special in-store appearance to promote her newest Rhino record at the Licorice Pizza in the Sherman Oaks Galleria. With 30 of its 34 stores renting videos, the retail chain is holding an ongoing rental special at \$2 per title per day. Finally, as the exclusive retailer for **Rocktober**, in conjunction with KMET in Los Angeles and KGB in San Diego, it will be giving away Rocktober cards good for \$1 off any non-sale releases.

TWAS A TWITTY TWISTMAS — Warner Bros. Records plans to release a holiday record by Conway Twitty and friends entitled . . . yes you guessed it, "Merry Twistmas," featuring narration and songs by the country artist and his close friends. Warner Bros. is also undergoing a country music campaign which showcases header cards with the slogan, "Discover Country." The promotional campaign includes offers on records by such artists as John Anderson, Gary Morris, Hank Williams, Jr. and Eddie Rabbitt. Within three weeks, the roster will add Emmylou Harris and Shelly West. In the new music category, the record company plans to really push British band Echo and the Bunnymen nationally by releasing the group's new single, "Never Stop" and the new video filmed live at London's Royal Albert Hall, as well as doing a lot of in-store promotion for the group's upcoming releases. Stay tuned for major projects to coincide with the new Van Halen and Pretenders albums.

I HAD A DATE WITH A TEENAGE MUNSTER — Butch Patrick, lead singer and bassist for the Rocshire Recording act "Eddie and the Monsters" and former boy werewolf Eddie Munster from the old "The Munsters" television series is part of a promotion offered by Rocshire and Tiger Beat magazine as a special Halloween contest called "Win a date with Eddie Munster." The winner will go on a chaperoned date with Eddie to Transylvania and the couple will stay at a resort located in the heart of the Romanian Alps, only 15 kilometers from Count Dracula's castle. The six-day stay will include a visit to the Count's castle and home where he was born. This unforgettable date was organized by *Tiger Beat* and Tower Records. Don't forget to pack some garlic, a cross and silver bullets.

VIDEO GAME MERCHANDISING INNOVATION — Vertx Corp., manufacturer and marketer of electronic merchandising systems for the retail industry, recently announced the introduction of a Video Games System capable of merchandising video game cartridges, cassettes and small floppy disks. The system's principal features include customer self-service, centralized cashier control, total security against theft and enhanced product display on a video display unit which allows shoppers to see and hear video game demonstrations without having to play the games themselves. The latter feature was designed to eliminate in-store crowding and congestion caused by customers interested in testing new game selections.

george koulermos



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

Playlist

HEAVY

(Maximum Four Plays Per Day)

ARTIST	CLIP	LABEL
Motels	Suddenly Last Summer	Capitol
Herbie Hancock	Rock It	Columbia
Nell Young	Wonderin'	Getten
Spandau Ballet	True	Chrysalis
Billy Joel	Uptown Girl	Columbia
Pat Benatar	Love Is A Battlefield	Chrysalis
Big Country	In A Big Country	Mercury
Genesis	Mama	Atlantic
Huey Lewis And The News	Heart and Soul	Chrysalis
David Bowie	Modern Love	EMI America
Heart	How Can I Refuse	Epic
Naked Eyes	Promises, Promises	EMI America
Quiet Riot	Cum On Feel The Noise	Pasha/CBS
Bonnie Tyler	Total Eclipse Of The Heart	Columbia
Asia	The Smile Has Left Your Eyes	Getten
Moody Blues	Sitting Behind The Wheel	Threshold
Rainbow	Sweet Dreams	Polydor
Talking Heads	Burning Down The House	Sire/Warner Bros.
Billy Idol	Dancing With Myself	Chrysalis
Def Leppard	Foolin'	Mercury
Kansas	Fight Fire With Fire	CBS
ZZ Top	Sharp Dressed Man	Warner Bros.
Robert Plant	Big Log	Es Paranza/Atlantic
Stray Cats	(She's) Sexy + 17	EMI America
The Fixx	One Thing Leads To Another	MCA
Loverboy	Queen Of The Broken Hearts	Columbia
The Kinks	Don't Forget To Dance	Arista

MEDIUM

(Maximum Three Plays Per Day)

John Cougar Mellencamp	Crumbly'n' Down	Riva/PolyGram
Culture Club	Church Of The Poison Mind	Epic
Stray Cats	I Won't Stand In Your Way	EMI America
Saga	The Filler	Epic
Paul Kantner	Planet Earth	RCA
Kiss	Lick It Up	Mercury
Cheap Trick	I Can't Take It	Epic
Translator	"Un-Along"	415/Columbia
Aztec Camera	Oblivious	Sire
Joan Jett & The Blackhearts	Everyday People	Blackheart/MCA
Eurythmics	Love Is A Stranger	RCA
Peter Schilling	Major Tom	Elektra
The Alarm	The Stand	I.R.S.
Hellx	Heavy Metal Love	Capitol
JoBoxers	Just Got Lucky	RCA
Michael Stanley Band	My Town	EMI America

LIGHT

(Maximum Two Plays Per Day)

The Romantics	Talking In Your Sleep	Nemperor/CBS
Quarterflash	Take Another Picture	Geffen
Juluka	Scatterlings Of Africa	Warner Bros.
Kim Carnes	Invisible Hand	EMI America
Y & T	Mean Street	E&M
Elvis Brothers	Fire In The City	Epic
T-Bone Burnett	The Murder Weapon	Warner Bros.
Industry	State Of The Nation	Capitol
Dial M	Modern Day Love	D&D
The Beat	Dance, Dance	Jem
Eddie & The Cruisers	On The Dark Side	Scotti Bros./CBS
Southside Johnny		
And The Jukes	Trash It Up	Mirage
Nine Ways To Win	Close To You	Atlantic
Taxxi	Gold And Chains	Fantasy
Tim Finn	Made By Dad	Oz/A&M
Oingo Boingo	Nothing Bad Ever Happens To Me	A&M
Tim Scott	Swear	Warner Bros.
Roman Holiday	Don't Try To Stop It	Jive/Arista
Human League	Mirror Man	A&M
Dave Davies	Mean Disposition	Warner Bros.
Howard Devoto	Rainy Season	I.R.S.
Mental As Anything	Brain, Brain	Oz/A&M
The Rads	You	EMI America
Three Dog Night	It's A Jungle	Stet
Madonna	Burning Up	Sire
Zebra	Tell Me What You Want	Atlantic
Payola\$	Where Is The Love?	A&M
Carly Simon	You Know What To Do	Warner Bros.
George Faber & Stronghold	Hold Out Forever	Sound Image
Gang Of Four	Is It Love	Warner Bros.

ADDS

Stevie Nicks	If Anyone Falls	Modern
Dokken	Breaking The Chains	Elektra
Horizontal Brian	She Was Only Practicing	Gold Mountain
Queensryche	Queen Of The Reich	EMI America
Cyndi Lauper	Girls Just Want To Have Fun	Portrait/Epic
Survivor	Caught In The Game	Scotti Bros./CBS
Real Life	Send Me An Angel	MCA
Midnight Oil	Power And The Passion	Columbia

SOUNDVIEWS

WATCH OUT, FLASHDANCE — Last week, after Paramount gave its official word that *Raiders Of The Lost Ark* will be released on vid cassette Dec. 3 for a \$39.95 price point and the epic *Gandhi* was on retailer shelves, it seemed *Flashdance* may be challenged. *Soundviews* surveyed a number of video retailers and rental outlets this week to get a glimpse of how they feel about Paramount's discount policy and the general outlook about the future of home vid purchasing and renting. Most couldn't have been more pleased to learn of Paramount's news. Mike Hunt, the video buyer for Movies To Go's nine retail stores around the St. Louis, Mo. area, already has several pre-orders for *Raiders*. "At that price, anybody who's a movie buff is going to want to own that cassette. But the price by itself won't sell a movie. A comedy like *Caddyshack* can be seen 20 times and still be funny again the next time. But when it comes to drama, like *Ordinary People*, how many times can you watch it and not be depressed?" he explained. He also added that when the price goes above \$40.00, the true "fanatics" are the only ones who purchase vid tapes. Hunt believes Paramount's release will generate "lots of excitement and lots of bucks. The standard price doesn't usually sell. When they get high, it just encourages people to bootleg. Or they figure, 'why should I buy it when I can tape it off my pay TV in a few months for \$10.00 and really have a great copy?' At \$39.95, people will have a great copy of *Raiders*. And with the release coming out before Christmas time, it'll make a great gift — something they probably wouldn't buy for themselves." Mike stated. Terry Hart, the purchaser for Video Library, a 16-store video outlet in the San Diego area, thinks *Raiders* is the best title released thus far. "The price is perfect, its pre-Christmas timing is great, and people have been asking for it since it was released in the theaters. I think it's a more of a collector's item than *Flashdance*. "Butch Nicola, who works for Precision Video, a one-store outlet and secondary distributor in Bellwood, Ill., for between 20 and 40 stores, said "Paramount is the nicest company in the entire world." With *Flashdance*, *48 Hours* and *Star Trek* doing so well, Butch wishes the other companies would mimic Paramount's practices. "Paramount is probably making the same profit as other companies, but selling more units. If the other companies followed suit, more people could see the movies and the companies would make the same profit," Butch said. At Los Angeles' Nickelodeon, store manager Jeremy Kennedy thinks (along with everybody else) that *Raiders* will be a healthy boost to everybody's sales. "I anticipate at least 500 orders. Lot's of people have called who want it. It'll appeal more than any other release we've had, including *Flashdance*." Also in Los Angeles, Video Media's Joan Thompson said she has taken 22 orders in two days for *Raiders*. "I think they could even sell twice as many as we do now if the amount was \$29.95." In stark contrast, Joan has sold only one *Gandhi*, but she expects it to move a little each day. Enough speculation. We'll have to wait and see in December what happens.



PEDAL 'N PLAY — Stationary bicycling used to be dull and tedious, but not anymore. A device called the *Aerobics Joystick* enables consumers to play Atari video games while "riding."

VIDEOCISE — MCA says it's releasing *Yoga Moves With Alan Finger* in November. This hour-long program introduces more than 26 yoga postures to help tone and strengthen the body, develop flexibility and offer a form of mental exercise which can aid in the development of peace of mind. Alan Finger has helped Hollywood celebs such as Barbra Streisand, Raquel Welch and Robin Williams develop their own yoga programs. Finger studied the discipline in his native South Africa, and utilizes his humor and personality, along with contemporary music and exotic locations, to create an appealing show. Produced by Guber-Peter/Centerpoint Production, it retails for \$39.95 vid cassette, \$24.98 CED videodisk, and \$24.95 Laser videodisk. Another release just out is *Jane Fonda's Pregnancy, Birth and Recovery Workout*. Designed especially for pregnant or recently-pregnant women, the first hour details some lighter exercises and techniques, while the second hour gives hints and advice about baby care. It retails for \$59.95.

NOVEMBER RELEASES — Vestron Video plans on releasing *Breathless* on Nov. 16 along with a major advertising campaign that features "Richard Gere Leaves Me BREATHLESS" pin-back buttons for distributors, and P.O.P. items such as "RICHARD GERE is coming soon" counter cards, a four-color poster, a free-standing counter card and camera-ready local advertising to be supported by coop funding. Other Vestron releases for this month include a John Wayne Collector's Limited Edition, containing *She Wore A Yellow Ribbon*, *Fort Apache*, *The Flying Leathernecks*, *The Killing Of President Kennedy*, all on vid cassette. In November, look for *Panama Lady*, *Tom Edison: The Making Of An American Legend*, *The Wright Brothers: Masters Of The Sky*, and *The Con Artists*. Just out from MGM/UA Home Video are three of the most memorable live dramatic television shows from the 1950's, presented in their entirety as they were originally aired. The broadcast of *The Days Of Wine And Roses*, starring Cliff Robertson and Piper Laurie, will retail for \$29.95. The 1953 broadcast of *Marty* starring Rod Steiger and Nancy Marchand, *A Wind From The South*, starring Julie Harris, Michael Higgins and Donald Woods are together on one vid cassette at \$39.95. In future months, look for *Patterns*, *Requiem For A Heavyweight*, *No Time For Sergeants*, *The Comedian* and *A Doll's House* . . .



GIRL GROUPERS GATHER — A party to celebrate MGM/UA Home Video's "Girl Groups: Story Of A Sound" release drew a large crowd at the Peppermint Lounge in New York City. Pictured are (l-r): Shirley Alston, *The Shirelles*; Arlene Smith, *The Cantels*; Don Kirschner, publisher, producer, and record exec.; and Ronnie Spector of *The Ronettes*.

todd marmorstein

TOP 30 VIDEOCASSETTES

	Weeks On Chart		Weeks On Chart
	10/15		10/15
1 FLASHDANCE Paramount Home Video 1454	1	16 THE BEASTMASTER MGM/UA Home Video 00226	18
2 PORKY'S CBS/Fox 1149	2	17 THE BLACK STALLION RETURNS CBS/Fox 4712	—
3 48 HRS. Paramount Home Video 1139	3	18 THE TOY RCA/Columbia Pictures Home Video 10538	12
4 THE OUTSIDERS Warner Home Video 11310	4	19 THE ENTITY CBS/Fox 1234	—
5 BAD BOYS Thorn/EMI 1633	5	20 VALLEY GIRL Vestron V-5016	22
6 DOCTOR DETROIT MCA Home Video 8001	7	21 WITHOUT A TRACE CBS/Fox 1235	—
7 THE YEAR OF LIVING DANGEROUSLY MGM/UA Home Video 00243	16	22 STILL SMOKIN' Paramount Home Video 2315	14
8 THE MAN FROM SNOWY RIVER CBS/Fox 1233	8	23 AN OFFICER AND A GENTLEMAN Paramount Home Video 1467	15
9 THE VERDICT CBS/Fox 1188	6	24 SAVANNAH SMILES Embassy Home Entertainment 2058	24
10 TENDER MERCIES Thorn/EMI 1640	19	25 JANE FONDA'S WORKOUT KVC/RCA Karl Video Corp. 042	25
11 SOPHIE'S CHOICE CBS/Fox 9076	11	26 GANDHI RCA/Columbia Pictures Home Video 10237	—
12 THE KING OF COMEDY RCA/Columbia Pictures Home Video 191200	17	27 SPRING BREAK RCA/Columbia Pictures Home Video 10513	28
13 TABLE FOR FIVE CBS/Fox 2043	13	28 MAD MAX Vestron V-4030	23
14 HIGH ROAD TO CHINA Warner Home Video 11309	9	29 FINAL COUNTDOWN Vestron V-4047	21
15 FIRST BLOOD Thorn/EMI 1573	10	30 SOUTHERN COMFORT Thorn EMI 3015	20

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; Everybodys-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. Video Shack — NYC.

Playboy Bows New Video Subsidiary

LOS ANGELES — Playboy Enterprises announced last week the formation of the Playboy Video Corporation, a wholly owned subsidiary of Playboy Enterprises, Inc., which will be responsible for the production and marketing of video programming and feature films.

Paul Klein, president of the new unit, said the new video corporation would be divided into separate profit centers encompassing pay cable (The Playboy Channel), home videocassettes and discs, domestic pay syndication (over-the-air subscription television, satellite master antenna television systems, direct-broadcast satellite systems, multipoint distribution systems, the lodging industry), foreign syndication, commercial syndication, and theatrical distribution.

Playboy Enterprises president Christie Hefner said, "The Playboy Channel remains our principal outlet for Playboy-produced video programs and films, but the substantial demand for our original programs by others has exceeded our expectations."

Don Rogers, a spokesman for Playboy Enterprises, said the company has several things in store for its first year. "Our goals are basically to improve and increase our audience share. We are expanding into a number of areas, and we started with the Playboy Channel and Playboy Cable. We're looking at continued and additional success in the area of home cassettes and discs, and also theatrical releases. We will have releases shown on the channel, and those films will be released theatrically."

Rogers believes the new subsidiary has a lot to offer to the broadcast consumer. "One of our strongest suits is programming

as well as marketing. We also do a great deal of promotion. Not only do we have the opportunity to do promotions and provide information through the various television guides throughout the country, but also in the (Playboy) club's magazine and newsletter. It's a pretty gargantuan assignment. We're really concentrating on marketing, promotion, selling and truly offering a new type of programming."

Original Playboy programs premiere on the Playboy Channel, with a subscriber base of over 565,000. SelecTV, an over-the-air subscription television service, airs Playboy programs every weekend which reaches approximately 250,000 subscribers in more than 30 markets nationwide. Several other subscription TV outlets also carry selected Playboy programs.

The Canadian national pay cable network First Choice carries Playboy programs on Friday evenings, hooked to over 300,000 subscribers. This month, the Playboy channel will be available in over 150,000 hotel and motel rooms nationwide through licensing arrangements with Telstar Corporation, Video Electronics and Domestidyne.

CBS/Fox Video, in conjunction with Playboy, markets Playboy home cassette and disc programming, including a quarterly "Playboy Video" series.

Playboy has earned two "gold" certifications from the Recording Industry Association of America. The company also has product marketed in England, Australia and Germany.

Richard V. Sowa will serve as executive vice president and chief financial officer of the Playboy Video Corporation.

AIRPLAY

THE FUTURE IS NOW — Effective this week, **Marty Greenberg** joins Duffy Broadcasting as president. Greenberg, who recently resigned his radio vice presidency at Dallas-based Belo Broadcasting, Inc. (**Cash Box**, October 1, 1983), will be a full partner with chairman of the board **Bob Duffy**. Greenberg will maintain his Dallas residency and base the broadcasting company from the city, while Duffy will continue to operate the Christal Co. rep firm out of New York. Duffy Broadcasting currently owns **KCNR-AM & FM/Portland, Oregon**, and **KLIR-FM/Denver, Colorado**, with plans to acquire more properties. Commented Greenberg: "It's an excellent opportunity for me. I've always wanted to be involved with something I own a part of. It's nice to be part of an aggressive team."



THE POWER TRIO — A camera-shy **Eric Clapton** (c) brought together some of rock's top performers in a recent benefit for fellow musician and muscular dystrophy sufferer **Ronnie Lane** at London's **Royal Albert Hall**. The concert, taped exclusively for the radio by **Westwood One**, is scheduled to be broadcast later this year. Pictured together on stage for the first time (l-r): **Jimmy Page**; **Clapton**; and **Jeff Beck**.

try, says a company spokesperson, where their fascination with American radio afforded Pollack the opportunity to be feted like a visiting dignitary — to retile a few key staff members. Former vice president/programming and research **Allen Peterson** is now executive vice president for **Jeff Pollack Communications, Inc.** **Marilyn Tallman**, the firm's current music director, will continue in that capacity with additional responsibilities as vice president of operations. **Judy Jahoda** is now the new business manager, and **Beth Rastad** has been promoted to research coordinator. Both had been administrative assistants.

ROCK AND ROLL OVER — Stations airing features coming down the pike from London Wavelength often find themselves with exclusive import product, much to the consternation of domestic record labels still trying to close the British/U.S. release gap. Such was the case when **WMMR/Philadelphia** aired a recent **Rock Over London** program containing a new **Genesis** track. The station put the song on tape and made it a part of regular rotation before the official U.S. release of the LP, and received a cease and desist order from Atlantic Records. Hmmm. Why all the huff and puff when any import buff at the station (or Atlantic for that matter) could have shelled out nine bucks at a record store and had a few tracks early anyway?

(MORE) SYNDICATION INDICATIONS — United Stations' **Rock, Roll & Remember** line-up for November is set, and includes the **Fifth Dimension**, **Charlie Rich**, **The Mamas and Papas** and **Stevie Wonder**. In a recent **Cash Box** profile of the program network, by the way, it was noted that **Weekly Country Countdown** was heard on 100 affiliates coast-to-coast. For the record, the station count is close to 300. Give credit where credit is due.

NET SCHEDULE — Upcoming on ABC Rock Net's **King Biscuit** is **Big Country** live in concert. **Ronnie Dio** is scheduled for the following week. DIR B'casting produced . . . **Jerry Hopkins** has written a new book, this one on **Jimi Hendrix**, and he'll be a featured guest on the weekend's **Rock USA** from Mutual. **The Romantics**, **David Byrne** and **Ray Davies** are also part of the lineup. . . **Credence Clearwater Revival** will be spotlighted on this weekend's **Solid Gold Saturday Night** with host **Dick Bartley** on the RKO satellite. CCR's record label, Fantasy, has just re-released the group's first five LPs at \$5.98 budget list. Trust Bartley, he's got all the originals in pristine stereo only, anyway . . . **Bryan Adams** also the focus of an RKO **Hot Ones** spotlight.

STATION STUFF — More fallout from **WPLJ/New York's** drastic format change. **Peter Bush**, who was hired to fill in for the departed **Marc Coppola** at night, has moved up to the prime evening spot to replace a shocked **Carol Miller**. Yes, after eight years at the station, Miller has been "let go" after the station opted not to renew her contract. Program director **Larry Berger** is serious in his efforts to remove WPLJ's rock image for a bigger share of the teen market. According to Miller, she happens to have the highest teen share in the city. Miller reported she's not going anywhere. "I want to stay in radio," she told *Airplay*. "I am looking at music and video projects, but I plan to stay in the market." And that's the last on that subject for awhile . . . After a long nation-wide search, **WHYT-FM/Detroit** will bring New Haven's **Dr. Chris Evans and Hosay** to the mid-west as its new morning team. Station P.D. **Seve Goldstein** found the dynamic duo on **KC-101/New Haven, Conn.** . . . **WRQX-FM** ("Q107")/Washington, D.C. recently threw a block party for its listeners. Mayor **Marion Barry** had streets in North East D.C. blocked off for the Coca-Cola sponsored event. There were reports of nearly 20,000 people attending. Columbia group **Scandal** was the main music attraction . . . Follow-up to **WHTZ** giving away the **Billy Idol** video (*Airplay*, **Cash Box**, October 15); **WBLS/New York**, one of the nation's top urban contemporary's is giving away **Pat Benatar's** latest **Giraldi**-directed vid clip in a contest that includes a chance to win a video-cassette recorder . . . **Don Hoffman** joins **KNBQ/Tacoma, Washington**, as operations director . . . **WBCN** airing just a tape of local Boston band the **Sex Execs**, and the song "My Ex" is number three on the station's local list within a week of airing.

The group has had a widely-reviewed debut EP on actual vinyl last year . . . Using studios provided by the British Central Office of Information, **KRBE/Houston** broadcasts its morning show live from London this week. The morning staff, including **DJ Weaver Morrow**, **Penny Crone** (lifestyle reporter), **Mike Martin** (traffic), **Brian Hill** (news) and **John Greer** (sports), were flown over by British Caledonia. They'll feed continuous live reports while a DJ in Houston spins discs and local Houston spots, weather and traffic.

harry weinger



IMPROMPTU JAM — WLS DJs **Steve Dahl** and **Garry Meier** recently joined **Cheap Trick's Rick Nielsen** and **Robin Zander** on stage during the Chicago fest summer concert event in the Windy City. Pictured here are (l-r): **Dahl**, **Meier**, **Zander** and **Neilsen**.

Radio Marti Signed Into Law

(continued from page 7)

factor in Castro rebuilding his radio towers."

Castro recently unveiled a five-year plan to the FCC to set up 180 radio stations, and the level of interference experienced by a number of radio stations on the AM band due to the Cuban premier's efforts had been predicted and expected by Leibowitz.

"We don't think the Radio Marti compromise will be anything new," observed **Gayle Swofford**, president of **WKIZ** in Key West. The VOA facilities are housed in the Key's town of Marathon. "The VOA's been broadcasting information to Cuba for a long time. They've been doing it in Spanish for the last three years, so basically, this ruling was a political football."

The Radio Marti facility has yet to begin official operation; as one Marathon staffer revealed, "We're always the last to know." The service has been granted \$14 million for its first year of operation, and \$11 million for the year after. The \$25 million price tag is more than the \$12 million, and later \$6 million originally proposed for Radio Marti. The new bill also restores some \$55 million to the VOA budget that had been cut by the Senate Foreign Relations Committee.

A spokesperson for a Miami radio station had mixed emotions about the new operation. "There's a gut feeling that the community is 60-40 against it," he said. "Some people feel it will be a propaganda outlet for Cuba government haters, and others see it as a tool to tell the truth." The spokesperson observed that Cuban jamming efforts increase when the station airs Cuban-oriented issues on a talk program. That's the kind of action that has caused most broadcast professionals to put aside their misgivings about the action by House and Senate.

Weekend Programming For United Stations

NASHVILLE — The United Stations Radio Networks has released the schedule of upcoming weekend segments for its **Solid Gold Country** and **The Weekly Country Music Countdown** programs.

Solid Gold Country, hosted by **Stan Martin**, will feature **Ray Price** Nov. 4-6; **T.G. Sheppard** Nov. 11-13; **Porter Wagoner** Nov. 18-20; and **Con Hunley** Nov. 25-27.

The weekend artist lineup for November's episodes of **The Weekly Country Music Countdown** includes **Johnny Lee** Nov. 4-6; and **Hank Williams, Jr.** Nov. 11-13.

>> Cue & Review <<

>> **RINGO'S YELLOW SUBMARINE** — Hour 20 (ABC FM Network) (Disc format) (One hour) (Sponsors: M&M Mars, Levi's, U.S. Army. Local avails: 4 min.) (Producer: ABC/Watermark) (Air date: Oct. 22)

This segment is part of an on-going 26-week series on the history of The Beatles, hosted by **Ringo Starr** himself. Scripted by **Doug Thompson** and **Ringo**, it's an awesome undertaking with interesting Beatle insights — this particular week features anecdotes on the recording of "Sgt. Pepper" — but one may take issue with certain production elements. Starr's stiff, cliched narrative segues are underscored by a cheesy, muzak version of "Yellow Submarine," while the music is presented in three-song blocks with seemingly little to connect them. The Beatles' drummer's asides and closeness to the material blend well and give the presentation a warm, in-studio feel, but it's the stylized packaging that takes the heart out.

<< **THE DOORS PROFILE** (NBC Source) (Disc format) (2 hours plus) (Sponsors: Budweiser, Levi's, Schick, U.S. Navy. Local avails: 3 min. hr.) (Producer: Sean McKay) (Air date: Sept. 30-Oct. 2)

A well thought-out, engrossing profile narrated by **Charlie Kendall**. Produced in conjunction with the new **Danny Sugarman**-penned book, **The Doors: An Illustrated History** and the forthcoming **Doors' "Alive She Cried"** LP, the special includes interview clips from **Densmore**, **Manzarek**, **Kreiger** and **Sugarman**. A bit long for a band whose radio resurgence is nearly over with, but a quality production nonetheless. Feature also includes a contest for listeners to win the book and LP with **the Don Pardo** introducing same, which may not acquiesce to some programmer's taste. The profile is part of the Source's weekly "event" series of concert broadcasts and other artist profiles.

<< **GUEST DJ w/STEVE PERRY OF JOURNEY** (Rolling Stone Magazine Productions) (Disc format) (One hour) (Sponsor: Rolling Stone Magazine. Local avails: 9 min.) (Producer: Dan Formento) (Air date: week of Sept. 26)

This weekly feature comes "clean;" that is, with no narrator, special logos or program title. Each week a guest rock artist plays their favorites, with a story or two revealing why they chose that particular song. The artist lineup has generally been strong, and although in the past the show's producers have restricted some artists' selections, more than a few of them have been revealingly entertaining. Here **Perry** articulates his affection for **Robert Plant**, **Donnie Iris**, **Junior Walker** and **Smokey Robinson**, even playing the latter's "Tears Of A Clown" back-to-back with **Culture Club's** "Time." The top of the disc contains two 30 second promos, one with a music bed, one without.

>> hw <<



HEARD TRIO HEARD — ITI Recording artist The Heard Ranier Trio was the opening act at the 26th Annual Monterey Jazz Festival recently. The trio, consisting of Sherman Ferguson (l) on drums, John Heard on bass, and Tom Ranier on reeds, keyboards, clarinet and saxophone, played selections from the band's new album, "Heard Ranier Ferguson." The trio also performed at the Festival's new Jazz Nightclub.

EMI Music Video-Picture Music Int'l

LOS ANGELES — EMI Music Worldwide recently announced the formation of Picture Music International (PMI), which will operate the worldwide business of EMI Music Video. Los Angeles-based PMI will be responsible for the company's business in North America and Japan. PMI Limited, based in London, will be responsible for other international business.

PMI is now one of the world's largest producers of music video, and has expanded its North American operations by acquiring the production and sales team from Cinerock, the New York-based film and video company. Cinerock will now operate as PMI.

John Diaz, formerly president of Cinerock, becomes director of east coast operations for the firm. He reports to Mark Levinson, newly appointed president of PMI. Reporting to Diaz will be Michael Pillot, director of east coast sales, and Lynn-Allain Dalton, staff producer.

Both Diaz and Pillot will work closely with Bob Hart, PMI's vice president of marketing and production, in identifying new production opportunities in North America and in Europe.

PMI's Levinson will report to Fred Willms, chief operating officer of Capitol's Music Publishing, magnetic products, retail and video group. Willms is now additionally a member of the EMI Music Worldwide Management Board, where he retains primary product responsibility for the development of PMI on a worldwide basis.

Reporting directly to Levinson at PMI will be Diaz, Bob Hart and Vic Rappoport.

PMI Limited will be under the direction of Geoff Kempin, director and general manager, who reports to Ken East, chief operating officer, EMI Music Europe and International.

Reporting to Kempin will be Martin Wyn Griffiths, Allisonne Lewis, Elizabeth Flowers, Charles Jackson and Jim Greenhough.

"The Cinerock team brings to Picture Music a wealth of film production experience in both the television commercial and promotional clip fields," Levinson said.

For The Record

LOS ANGELES — Tickets for "Miles Ahead: A Tribute to an American Music Legend," slated for Nov. 6 at the Radio City Music Hall in New York City, are \$25, \$35, and \$45 as well as \$200 for premium seats. **Cash Box** erroneously reported in our Oct. 15 issue that only \$200 tickets were available for the event. We regret any inconvenience this may have caused.

Indies Feel Pinch

(continued from page 7)

Tom Silverman, president of Tommy Boy Records, agreed that the main obstacles in licensing are the advance payments and the royalties. However, he also pointed out that lately response and interest in U.S. independent products has been lukewarm and the deals have been mostly on a master by master basis which he opposes. "What we really are interested in is a Tommy Boy label deal in a country, not master by master, because that's consistent with our concept in America of developing the artist. We don't want to put out singles. We want to develop our artist in every country.

"There's a lot of companies overseas that want to pick up masters and make a quick buck on it. We want a long time relationship with a label overseas," Silverman retorted. "To tell you the truth there's so much money to be made here that the amount of money overseas is almost negligible."

Hall of Famers Named

LOS ANGELES — Louis "Satchmo" Armstrong and Edward Kennedy "Duke" Ellington were recently named as the first musicians inducted into the National Jazz Hall of Fame at the University of Virginia.

Armstrong, famed trumpeter and vocalist, and Ellington, the noted composer, pianist and conductor, were honored with exhibits of their portraits displayed in the Bayly Museum. Suitable portraits and a bronze plaque will be housed later in the National Jazz Hall of Fame.

Sinatra Gigs Announced

LOS ANGELES — As part of Frank Sinatra's national tour, to begin November 1 at Cincinnati Riverfront Coliseum, he will appear in concert at the San Diego Sports Arena November 15.

Backed by Buddy Rich and his band and comedian Tom Dreesen, who will be opening for Sinatra, other tour dates include appearances in New Jersey, at the Brendan Byrne Center November 2, and in Connecticut, at the Hartford Civic Center November 3.

K.C. Blues Soc. Plans Fest

LOS ANGELES — The Kansas City (Mo.) Blues Society presents the Third Annual Kansas City Blues & Heritage Festival from Nov. 3-6 at various venues around the city. Performing Nov. 3 at Harling's will be Lowell Fulson, and Charlie Musselwhite at The Grand Emporium; on Nov. 4, Jimmy Witherspoon plays at The Mardi Gras Club, and Eddie "Cleanhead" Vinson headlines there Nov. 5; Jay McShann, Witherspoon, Vinson, and 16 other blues acts spotlight the Uptown Theatre on Nov. 6.

TOP 30 ALBUMS

	Weeks On Chart	10/15	Chart		Weeks On Chart	10/15	Chart
1 INDIVIDUAL CHOICE JEAN-LUC PONTY (Atlantic 7 80098-1)	1	9		17 PASSION, GRACE & FIRE JOHN McLAUGHLIN, AL DI MEOLA, PACO DeLUCIA (Columbia FC 38645)	18	15	
2 IN YOUR EYES GEORGE GENSON (Warner Bros. 9 23744-1)	3	19		18 AUTUMN GEORGE WINSTON (Windham Hill/A&M WH-1012)	19	28	
3 CITY KIDS SPYRO GYRA (MCA 5421)	2	13		19 SHADOWDANCE SHADOWFAX (Windham Hill/A&M WH-1029)	22	3	
4 TRAVELS PAT METHENY GROUP (ECM 23791-1)	4	19		20 AN EVENING WITH WINDHAM HILL LIVE VARIOUS ARTISTS (Windham Hill/A&M WH-1026)	20	3	
5 FUTURE SHOCK HERBIE HANCOCK (Columbia FC 38814)	6	8		21 DREAM OF TOMORROW LONNIE LISTON SMITH (Doctor Jazz/CBS FW 38447)	21	30	
6 INVITATION JACO PASTORIUS (Warner Bros. 9 23876-1)	7	8		22 SOARING FREE FLIGHT (Palo Alto PA 8050-N)	23	9	
7 FOXIE BOB JAMES (Tappan Zee/Columbia FC 38801)	11	3		23 SCENARIO AL DI MEOLA (Columbia FC 38944)	—	1	
8 MR. NICE GUY RONNIE LAWS (Capitol ST-12261)	8	13		24 FRIENDS LARRY CARLTON (Warner Bros. 9 23834-1)	17	17	
9 THINK OF ONE . . . WYNTON MARSALIS (Columbia FC 38641)	5	17		25 PASSIONFRUIT MICHAEL FRANKS (Warner Bros. 9 23962-1)	—	1	
10 STANDARDS, VOL. 1 KEITH JARRETT (ECM 23793-1)	10	5		26 JOURNEY TO A RAINBOW CHUCK MANGIONE (Columbia FC 38686)	25	19	
11 THIRD GENERATION HIROSHIMA (Epic FE 38708)	12	11		27 OREGON (ECM 23796-1)	—	1	
12 LES FLEURS RAMSEY LEWIS (Columbia FC 38787)	13	17		28 PLUG IT OLIVER LAKE & JUMP IT (Gramavision/PolyGram GR 8206)	28	3	
13 JARREAU (Warner Bros. 9 23801-1)	9	28		29 DECEMBER GEORGE WINSTON (Windham Hill/A&M WH-1025)	30	45	
14 ISLAND BREEZE ERIC GALE (Musician/Elektra 9 60198-1)	14	10		30 MURRAY'S STEPS DAVID MURRAY OCTET (Black Saint/PolyGram BSR 0065)	—	1	
15 BLOW YOUR OWN HORN HERB ALPERT (A&M SP-4949)	16	4					
16 LOW RIDE EARL KLUGH (Capitol ST-12253)	15	26					

ON JAZZ

STILL MAKIN' IT REAL — The late sixties weren't the fattest of times for jazz artists; with flower power and psychedelia taking center stage, jazz recordings were hardly the product of preference in the commercial mainstream. But in every era a few artists manage to break through and score with a commercially accepted jazz recording. And perusing through record collections of that period, it seemed that everybody, regardless of whether their tastes ran to **Blue Cheer** or **The Chambers Brothers**, owned a copy of "Swiss Movements" by **Les McCann** and **Eddie Harris**. Since that recording, pianist McCann has always been linked to the tough stance of the disc's most popular track, "Compared To What." But with the release of his new album, "The Longer You Wait" on JAM Records, McCann is evincing a mellow, more self-satisfied style. The album's title track is firmly rooted in a gospel feel. All in all, it's quite a change from McCann's last LP, "Tall Dark & Handsome," cut for A&M three years ago. "During the period between these two records I changed a lot of areas in my personal life," McCann recently told us. "The music of course is part of that changing, and I feel I'm expressing my real roots — it's where my heart and faith is. Sometimes you get misfocused. We seldom give ourselves the chance to tell ourselves to be ourselves. We're cluttered." Backing off from the music, McCann re-examined his direction and formed the quartet that appears on the JAM album. Started two years ago, the group has been evolving into a tight-knit unit. "They're oddballs," McCann says of the band, which includes saxophonist **Bobby Bryant, Jr.**, the son of trumpeter **Bobby Bryant**. "We're all from very different directions and somehow we're making it. The band's had to work through problems, so out of that, the music keeps getting better. And we're all strong willed individuals. But we're growing together." An avid and talented photographer, McCann has continued to develop in that area during the last few years and is hoping to put together club exhibits of his work simultaneously with performances. "I'm now at a point where I have time to do this," he said. "You don't realize how tense you become, and when you find that peace, you want to hold onto it and know that you have it." McCann and his band will be in New York next month for an appearance at Fat Tuesday's.

THIS 'N THAT — The Black Music Association (BMA) held a press reception in Manhattan last week to talk up the tribute to **Miles Davis** scheduled for Nov. 6 as a benefit for the organization. Most surprising was the presence of the honoree himself, shaking hands, posing for pictures and chatting with well-wishers. Incidentally, the trumpeter has been working on his next LP, which will feature saxophonist **Branford Marsalis** as well as the group's steady sax, **Bill Evans**. Meanwhile, Evans has his own disc in the works for Elektra/Musician . . . Producer and studio vet **Fred Catero** has bowed his own record label, dubbed Catero Records. The San Carlos, California-based outfit has just released two titles, "Windsailor," by flutist **Ernie Mansfield**, and "Chameleon Cry" by vocalist **Roberta Vandervort**. The new label will reportedly focus on new and under-recorded artists, and a letter of intent included with each LP says the company will record "exceptionally talented people whose efforts deserve to be released and enjoyed without regard to commerciality." . . . **Lee Jeske** has ankleed his gig as east coast editor of *Down Beat* . . . Pennsylvania's independent Omni Sound Records has just released volume 2 of the **Dave Frishberg** "Songbook" . . .

fred goodman

TOP 15 ALBUMS

Spiritual

Inspirational

	Weeks On Chart		Weeks On Chart
1 JESUS I LOVE CALLING YOUR NAME SHIRLEY CAESAR (Myrrh MSB-6721) Open	10/15	1 WALL OF GLASS RUSS TAFF (Myrrh MSB 6708) "We Will Stand"	1 14
2 FEEL THE SPIRIT THE WILLIAMS BROTHERS (Myrrh MSB-6745) Open	1 17	2 MICHAEL W. SMITH PROJECT (Reunion RRA0002) "Great Is The Lord"	2 19
3 I'LL RISE AGAIN AL GREEN (Myrrh MSB-6747) Open	2 8	3 MORE THAN WONDERFUL SANDI PATTI (Impact R 3818) Title Cut	3 18
4 PEACE BE STILL VANESSA BELL ARMSTRONG (Onyx/Benson R 3631) Title Cut	5 7	4 AGE TO AGE AMY GRANT (Myrrh MSB-6697) Open	4 28
5 YOU BROUGHT THE SUNSHINE THE CLARK SISTERS (Sound of Gospel SOG 132) Title Cut	4 28	5 MORE POWER TO YA PETRA (Star Song SSR0045) Open	5 75
6 ROUGH SIDE OF THE MOUNTAIN F. C. BARNES AND REV. JANICE BROWN (Atlanta International Records 10059) Open	5 7	6 COUNT THE COST DAVID MEECE (Myrrh MSB-6744) Open	4 40
7 LORD, YOU KEEP ON PROVING YOURSELF TO ME FLORIDA MASS CHOIR (Savoy SGL 7078) "Be Ye Steadfast"	8 23	7 LEGACY BENNY HESTER (Myrrh MSB-6704) Open	6 11
8 UNCLOUDY DAY MYRNA SUMMERS (Savoy SL 14594) Open	7 29	8 LEGACY MICHAEL CARD (Milk & Honey MH1045) Open	7 10
9 HEAR MY VOICE RANCE ALLEN GROUP (Myrrh 6737) Open	8 23	9 I PUT AWAY MY IDOLS DION (Dayspring DST 4109) "Day Of The Lord"	8 7
10 LONG TIME COMING WINANS (Light 5826) Open	9 6	10 SIDE BY SIDE IMPERIALS (Dayspring/World 7014112015) "Wait Upon The Lord"	9 24
11 DETERMINED TRUMAINE HAWKINS (Light - 5821) "I'm Determined"	10 3	11 I ONLY WANT TO SEE YOU THERE KEITH GREEN (Sparrow SPR-1066) Open	14 3
12 PRAYER AND FAITH KEITH PRINGLE AND THE PENTECOSTAL COMMUNITY CHOIR (Savoy SL-14719) Open	11 2	12 MORE MYLON LEFEVRE & BROKEN HEART (Myrrh MSB 6753) Open	11 6
13 WE SING PRAISES SANDRA CROUCH (Light-5825) Open	12 6	13 PRESS ON JOE ENGLISH (Myrrh/World MSB-6750) "Stop"	12 7
14 LEAD ME THE JACKSON SOUTHERNAIRS (Malaco 4383) Open	13 4	14 PASSIN' THE FAITH ALONG THE NEW GAITHER VOCAL BAND (Dayspring DST-4102) "No Other Name But Jesus"	13 4
15 WORDS CAN'T EXPRESS NICHOLAS (Message Records MGN'1002) "The Closer I Get"	14 2	15 LIVE EXPERIENCE LEON PATILLO (Myrrh MSB-6728) Open	10 18
	15 2		15 6

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.

COUNTRY COLUMN

CMA AWARDS ENTERTAINING — The 17th annual Country Music Association (CMA) Awards show proved entertaining for all who watched. One of the biggest questions of the night was answered within seconds of the start of the show. Whether co-host **Willie Nelson** would wear his traditional jeans and bandana, or surprise everyone with a tuxedo, became a hot conversational item prior to the awards. If you bet on the jeans and bandana you won. With a voice like his, it doesn't matter what he wears, but it sure is fun guessing. The women on the other hand carried away the award for high slit dresses, **Dolly Parton** won the award with her dazzling dress, but was followed closely by **Anne Murray** and **Barbara Mandrell** who showed their share of leg, much to the delight of the male viewing audience. **Randy Owen** of **Alabama** showed us how well his



OAKS DIG FOR ACORN — The Oak Ridge Boys gathered for the groundbreaking ceremony for its recording facility which is undergoing a major expansion. Pictured are (l-r): Richard Sterban of the group; Bob Todrank, president of Valley Audio; Duane Allen of the group; Jim Aanderudd, Viking Builders; William Lee Golden and Joe Bon-sall of the group.

legs work when he continuously tried to break some track records when running up to the stage to receive all the awards the group won. The only near tragedy of the show came when **Ricky Skaggs** and his band were getting ready to perform and were in the process of moving the set upstage at the same time an angular backdrop was being lowered. Skaggs and the drum set narrowly missed being punctured. Excluding that incident, the set was one of the nicest looking on an awards show. The show ran smoothly and it was obvious that some top professionals were running the show.

PRIDE'S SLIPPING — It's a sad day in the sports world when RCA recording artist **Charley Pride** doesn't know who the winner of the first World Series game is. At the annual Broadcast Music, Inc.'s (BMI) awards ceremony, Pride was asked by a baseball fan who had won and Pride wasn't sure. Last year at the same awards show, Pride took a miniature television with him and kept the entire crowd abreast of the score. This year, however, he forgot it. By the way Charley, the Phillies won. Pride was recently feted at a party thrown by RCA Records to honor him as the #2 all-time number one singles artist in country music. Producers **Blake Mevis** and **Norro Wilson** co-hosted the event which was held at the ASCAP offices. The next day he called the **Cash Box** offices from Canada which shows that man sure gets around.

LORETTA ONE IN 100 — Loretta Lynn has been named one of the 100 most important women in America by the editors of *Ladies Home Journal*. The October issue features women who have excelled in business, entertainment, writing, science, politics and fine arts. Lynn is one of only three women to be honored by the magazine this year in the singing category. Lynn was the first woman to win the Country Music Association's "Entertainer of the Year" and is tied with Alabama and the Statler Brothers for receiving the most awards from the CMA.

STATLERS HIT THE BIG APPLE — The Statler Brothers headlined at the Westbury Music Fair in New York recently. This may not seem unusual for most artists, however it was the first time the Statlers have played in New York since becoming a headline act. The last time they performed in the Big Apple was 13 years ago when they opened for Johnny Cash. The wait was evidently worth it, because when the show came to an end, the Statlers received three standing ovations.

PLEASE STAND FOR THE NATIONAL ANTHEM — Several artists are showing their support of the football and hockey seasons by singing the national anthem at the games. **Larry Gatlin** and the **Gatlin Brothers** will be singing the anthem November 21st at the New Orleans Saints vs. New York Jets Monday night football games. **The Oak Ridge Boys** will be taking time off from the Carlton Theatre in Bloomington, Minnesota on December 10 to sing the national anthem at the North Stars/Islanders hockey match. **Richard Sterban** of the Oaks is part owner of the North Stars farm team the South Stars. The next day, the Oaks will perform the anthem at the Vikings/Bears football game. **Roy Clark** won't be singing the anthem, but instead will be honored during half-time by the University of Kansas in Lawrence during the football game. The Jayhawk Marching Band will be honoring the music of Clark. He will be attending the game to watch the 200-plus member band.

CONDOLENCES — Our condolences to **D. Bergen White** on the death of his wife **Carol**. She died Monday morning, October 4 in an automobile accident. She is survived by Bergen and son **Chancey**.

JOHNNY LEE & THE COLONEL — Johnny Lee will be recording the grand prize winner's song in the Kentucky Fried Chicken Country Music Songwriting Contest. The seven year old national contest is open to all songwriters. Ten winners will be chosen by October 31 and will not only be recorded by Lee, but will be nationally distributed.

DROPPING IN — Jeff Hanna of the Nitty Gritty Dirt Band dropped by the **Cash Box** offices last week. The band was in town recording a Christmas song entitled "Colorado Christmas" which will be released in November. They had a busy summer opening for Willie Nelson and released their 15th LP at the end of June, which includes their Top 40 hit "Shot Full Of Love." Hanna will be joined by Dirt Band members, Jimmie Fadden, John McEuen, Jimmy Ibbotson and Bob Carpenter in the studio in December for some more recording.

ALABAMA RE-SIGNS — Alabama announced this week the re-signing of their contract with RCA. The contract will be a long-term deal. The group first signed with RCA three years ago and have gone on to become one of the most popular country music artists, which is evidenced by their CMA Entertainer of the Year award they received the night before the announcement. Their latest LP "The Closer You Get" has stayed at the top of the charts throughout the year and is the only country platinum LP so far in 1983, and is quickly approaching double platinum status.

THANKS, FRIENDS — Just wanted to take this opportunity to thank all the people who took the time out to chat with Cash Box during this very busy and important week for Country music. All of us at the Nashville office appreciate your help, comments, goodwill and love.

anita m. wilson



WHICH SIDE? — Producer Neal Joseph dropped in on an Imperials' rehearsal recently to present them with a copy of their latest album on DaySpring Records, "Side By Side." The album features each member of the Imperials on a separate side singing as a soloist. Pictured (l-r) are: Jim Murray, David Will of the group; Neal Joseph, producer; Armond Morales and Paul Smith of the group.

THE COUNTRY MIKE

CMA HONORS DISC JOCKEYS — Country radio provides the medium through which country music is carried around the United States and beyond. The Country Music Association recognizes this so each year during country music week they honor an air personality from the large, medium and small markets for his contribution as broadcast leader. This year the winners from each market were **Stan Davis, WVAM/Altoona; Rhubarb Jones, WLWI/Montgomery** and **Jim London, WPKX/Washington, D.C.** Congratulations DJs on a job well done.

OLDIES BUT GOODIES — WHN/New York has now incorporated an "Ancient Oldies" segment into **Lee Arnold's** morning show every weekday. Program director **Joel Raab** came up with the idea in response to numerous listener requests and in keeping with WHN's philosophy of giving the listeners what they want to hear. This segment of Arnold's program has been made into a contest as well. Listeners are asked to call in with the record's name and recording artist of the "Ancient Oldie" and are awarded various prizes.

FIRST REUNION — Recently **WHOO/Orlando** held the First Annual WHOO Family Reunion at the Central Florida Fairgrounds. A total of 14,419 country music fans were in attendance. Headline acts included **Sonny James, T.G. Sheppard, Reba McEntire** and **Johnny Lee.**

KBRQ NEWS — Hyland Hills waterworld was the site of the second anniversary party for over 5000 avid **KBRQ/Denver** listeners. The party is one of many annual promotions which are free to **KBRQ AM & FM Country Club** members. . . The station and Country Music Television have reached agreement on a joint sales/promotion/marketing plan. Country Music Television, a 24-hour satellite channel featuring the top 100 country artists and their current hits, began airing in Denver the first of October. This new cable programming service with 2.5 million subscribers, has a library of more than 6,000 videos of major country music artists. Many of the videos are "oldies," with the exception of 1,000 that are current, or less than a year old. **KBRQ** and Country Music Television have a special package deal for Denver area clients including spots on the station as well as Country Music Television. . . **KBRQ** has installed an earth station at the station facilities. All major radio station networks are on the satellite, **SAT-COM1R.** This earth station is used to receive digital ABC radio programming including regular news, **Paul Harvey** shows, plus a variety of special sporting events such as the 1984 Summer Olympics.

STATION CHANGES — **Debbie Langston** is now music director at **WKLM/Wilmington.** She is taking over the duties of **Al Watkins** who is leaving to pursue his own musical interests and devote more time to his family and video business. Langston comes to **WKLM** from **WWQQ-FM & WMFD/Wilmington** where she handled the midday air shift and acted as assistant program and music director. . . **Watson Jelks** has joined the staff at **KOMA/Oklahoma City** where he will man the morning show. Prior to this Jelks was at **KKYX/San Antonio** and **KORK/Las Vegas.** He is known to his listening audience as "WATT". . . **Jim London** has left **WPKZ/Washington, D.C.** and now is anchorman on the morning drive shift. London's move is just 15 days behind that of former **WPKX** program director, **Bob Cole** to the station. **Dino DeGallo** has moved from the morning shift at **WMZQ** to the afternoon drive position. DeGallo replaces **Doug McGuire** who has been promoted to the newly created position of assistant program director as well as retain his current duties as **WMZQ's** music director.

juanita butler

PROGRAMMERS PICKS

Andy Witt	WTSO/Madison	Ozark Mountain Jubilee — Oak Ridge Boys — MCA
Rick Turner	KFKF/Kansas City	Double Shot — Joe Stampley — Epic
Dugg Collins	KMML/Amarillo	She Meant Forever When She Said Goodbye — Mel Tillis — MCA
J.D. Cannon	WFMS/Indianapolis	Ozark Mountain Jubilee — Oak Ridge Boys — MCA
Bert O'Brien	WAXX/Eau Claire	Ozark Mountain Jubilee — Oak Ridge Boys — MCA
John Brelot	WKHK/New York	Ev'ry Heart Should Have One — Charley Pride — RCA
Bill Stedman	WHK/Cleveland	Ozark Mountain Jubilee — Oak Ridge Boys — MCA
Cathy Hahn	KLAC/Los Angeles	Your Love Shines Through — Mickey Gilley — Epic
Glen Garrett	WCOS/Columbia	Ozark Mountain Jubilee — Oak Ridge Boys — MCA
Jay Phillips	WMAQ/Chicago	In My Eyes — John Conlee — MCA
Doc Holiday	WDAK/Columbus	The Conversation — Waylon Jennings — RCA
Rob Hough	KTTS/Springfield	Wounded Hearts — Mark Gray — Columbia

SINGLES REVIEWS

OUT OF THE BOX



RAZZY BAILEY (RCA PB-13630)

This Is Just The First Day (3:22) (Sandy-Port Music — ASCAP/Tree Publ. Co., Inc./Tree Group — BMI) (R. Bailey, H. Cochran, R. Porter) (Producer: R. Bailey)

Razy teams up with Royce Porter and songwriter great Hank Cochran to pen this slow paced ballad which is the only "new" single from his "Greatest Hits" LP. The breakup lament starts with sharp instrumental backing, building with the singer's emotion in the middle, then returns to the beginning in sound and sorrow.

FEATURE PICKS

LORETTA LYNN (MCA-52289)

Walking With My Memories (3:11) (Coal Miners Music, Inc./King Coal Music, Inc. — BMI/ASCAP) (F. Koller, M. Pace) (Producer: O. Bradley)

TONY JOE WHITE (Columbia 38-04134)

The Lady In My Life (3:11) (Tennessee Swamp Fox Music Co. — ASCAP) (T. J. White) (Producer: R. Reynolds)

LANE BRODY (Liberty P-B-1509)

It's Another Silent Night (2:57) (Hall-Clement Publ. c/o The Weik Music Group — BMI) (K. Bell, T. Skinner) (Producer: C. Moman)

BILL ANDERSON AND ROY ACUFF (MCA-52290)

I Wonder If God Likes Country Music (4:05) (Touchdown Music Co. — BMI) (O. Couch, B. J. Carroll) (Producer: B. Killen)

MEL McDANIEL (Capitol P-B-5298)

I Call It Love (3:07) (Hall-Clement Music Pub. c/o The Weik Music Group — BMI) (B. McDill) (Producer: M. McDaniel)

MERLE HAGGARD & LEONA WILLIAMS (Mercury 814 359-7)

Waitin' On The Good Life To Come (3:06) (Shade Tree Music, Inc. — BMI) (M. Haggard) (Producer: M. Haggard & L. Williams)

BERTIE HIGGINS (Kat Family ZS4 04164)

When You Fall In Love (3:19) (JEN-LEE Music Co./Chappell Music Co./Brother Bills Music/Rose Key Music — ASCAP/Lowery Music Co., Inc. — BMI) (B. Higgins, J. Helay, S. Limbo, J. Pinkham) (Producer: S. Limbo, S. Maclellan)

TOM T. HALL (Mercury 814560-7)

How'd You Get Home So Soon (2:14) (Hallnote Music — BMI) (T.T. Hall) (Producer: C. Atkins)

THOM BRESH (Liberty P-B-1510)

Whatever Blows Your Dress Up (3:00) (Great American Music Emporium — BMI) (T. Bresh) (Producer: T. West)



MCA TOASTS McENTIRE — Reba McEntire recently signed an exclusive long-term recording contract with MCA Records. She was the first artist in 1983 to have two consecutive number one country singles, "I Can't Even Get The Blues," and "You're The First Time I've Thought About Leaving." The debut MCA release is due before Christmas. Pictured here toasting to her success are (l-r): McEntire; Don Williams, her manager; Irving Azoff, president, MCA Records Group; and Charlie Battles, Reba's husband.

CASH BOX

October 22, 1983

AROUND THE ROUTE

by Camille Compasio

Mylstar's newly debuted "M.A.C.H. 3" laserdisc game became the darling of the mass media, which turned out in full force on Tuesday, October 4, at the Hyatt Regency Chicago for a special press preview of the game. Also on hand was Lt. Colonel Steve Ritchie, former USAF fighter pilot, who recently contracted to make personal appearances at various showings of the new game. An expert with the F-15 fighter plane (which is featured in M.A.C.H. 3) Ritchie helped demonstrate the machine and gave tips to the members of the press on how to "fly" it. Assisting him were Mylstar's Jack Hubka, John von Leesen and Rick Tighe, who are fast becoming experts themselves. On the day prior to this function, popular WLS disk jockey Steve Dahl, devoted half an hour of his show to the "M.A.C.H. 3," featuring the sounds of the game as he was playing it, his personal observations and comments plus a brief interview with Jack Hubka. Additionally, the new piece has been enjoying extensive exposure in all levels of the media and is surely headed for celebrity status.

Take note. Both of the service department toll-free numbers at Bally Midway,

(continued on page 33)



FREE AT LAST, FREE AT LAST — Sente Technologies' Milpitas, Calif. manufacturing plant was the site of a celebration party Sept. 30 where company chief Nolan Bushnell addressed Sente employees about the end of his noncompetition agreement with Atari, Inc.

Bushnell's Sente Technologies Announces 1983-84 Game Plan

by Jeffrey Ressler

LOS ANGELES — Pizza Time Theatre's game division, Sente Technologies, began its official operations on Oct. 1, marking the return of Pizza Time Inc.'s chairman of the board, Atari's founder and father of video game Nolan Bushnell to the electronic amusement industry. Bushnell was out of the business for seven years under a noncompetition agreement with Atari following that company's sale to Warner Communications Inc. (WCI) in 1976. Although the agreement expired Oct. 1, Bushnell had purchased several assets from a game design firm called Videa earlier in the year and Atari filed a lawsuit, claiming Bushnell had violated the noncom-

petition clause. The case was settled out of court in May, with Atari purchasing the licenses to develop home cartridge versions of Sente's arcade units, but in the meantime Sente's engineers were slowed down considerably. Games that were to be introduced on Oct. 1 will now be ready for public play in Pizza Time Theatre arcade/restaurant locations in mid-December, with shipments to outside distributors occurring in early January of 1984.

As a result of this engineering and production slowdown, Sente has reduced its exhibit space at the upcoming Amusement and Operator's Exposition (AMOA) in New Orleans to buy more time for the preparation

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COIN MACHINE



Bushnell's Sente Technologies Announces 1983-84 Game Plan

(Continued from page 31)

of product releases. The company has, however, contracted for one of the biggest display spaces at the February, '84 Amusement Showcase International (ASI) trade show.

According to Sente Technologies president Robert Lundquist, the company will not be showing any product, design sketches or mock-ups at the AMOA. "We've taken a small booth and basically we'll be there for informational purposes, to talk to people," said Lundquist. "We know that the industry, for the most part, is waiting for us to come out with something and we wanted to be on hand. We thought it was important that we get our name out. But we're really saving our big guns for December 9, when we're holding a grand unveiling of the games for our distributors in San Francisco. We'll have at least one complete game there and hope to have two that are playable."

Lundquist said Sente is currently "in the throes of setting up a manufacturing plant in Milpitas, Calif. in order to start production in early November." All of the first batch of games to roll off the production line has been earmarked for use in Bushnell's Pizza Time Theatres. The first game introduced in December utilizes conventional vid amusement technology, yet Lundquist stresses it is "advanced in many ways," especially in the areas of enhanced sound quality and graphics. The controls of the game — a joystick, track ball and fire button — are also traditional but they have never been combined as they are in Sente's product. "It's a game that's going to keep you on your toes," chuckled Lundquist. "It has very frenzied action."

To expedite sales and delivery of the new games, Sente will be meeting with distributors later this month in New Orleans at the AMOA Expo. "The distributor network is now in the throes of being set up," explained the Sente exec. "The final selection hasn't been made and actually won't be until December. We think we know who we would like as our distributors, but we want to find out if they are

jazzed enough about what we are doing to want to represent our product."

Lundquist also pointed out that Sente plans to develop innovative sales and marketing procedures to ensure proper delivery and promotion of its games. "The sales of the games to operators and distributors will be a very unique sort of program," he promised. "It won't be traditional in any sense of the word. We think we have developed a way of marketing the games that will really restore the economic state of the industry. This business, which used to be very lucrative, is now a loser for a lot of people. There are some operators who aren't even recouping their initial investments in the games. We believe we have some solutions to some of the problems the industry is facing. If there's anything that's really revolutionary about Sente, it's in the way things are going to be marketed and distributed. Of course, we do have some phenomenal games on the drawing board. Our engineering department is really going to town and the stuff they have for next year will knock your socks off!"

Holiday Token Bags From Business Builders

CHICAGO — Business Builders of Cupertino, California has added a new velveteen token bag to its line of promotion items for game operators, which is especially geared to the Christmas holiday season. The velvet-like bags measure 3" x 4" and have a twist nylon drawstring. They will make a great item to offer as gifts or prizes for players, according to Carol Kantor, president of Business Builders. "These high quality bags are less than \$1.00 each with a 500 minimum quantity and include your imprint with no added screen charges," she noted.

Samples of both the new velveteen bag and a cotton economy bag are available from Business Builders. For further information contact the firm at P.O. Box 209, Cupertino, California 95051 or phone 408-446-4400.



M.A.C.H. 3

Mylstar 'M.A.C.H. 3' Promo

CHICAGO — In conjunction with the release of its first laser arcade game, "M.A.C.H. 3," Mylstar Electronics, Inc. recently hosted a special showing of the game for the Chicago and suburban press corps. The event was held on October 4 at the Hyatt Regency Chicago's Ogden Room and attracted a full turnout of media reps who welcomed the opportunity for a hands-on demonstration of the game. A special guest at the showing was Lt. Colonel Steve Ritchie, former USAF fighter ace, who will be making personal appearances for the Mylstar exhibit at the AMOA convention in New Orleans.

In August of 1983, Vietnam ace pilot Steve Ritchie was commissioned to test-pilot the new F-15 Eagle, the jet which led to the design of Mylstar's "M.A.C.H.3." Having tested the plane for low level speed, maneuverability, radar and avionics, Ritchie is the perfect candidate to evaluate the "flight" of the "M.A.C.H. 3."

He made aviation history when he became the only American pilot to shoot down five Soviet MIG-21s while on his second tour of duty in Southeast Asia during the Vietnam conflict. He is the Air Force's first fighter ace since the Korean War. A veteran of 339 combat missions, Ritchie is one of the most highly decorated Americans in U.S. military history. His decorations include the Air Force Cross, four silver stars, 10 distinguished flying crosses and 25 air medals.

Ritchie's other awards include the "Mackay Trophy" for the most significant Air Force mission of the year; the 1972 "Colonel James Jabara Award for Airmanship," presented by the Air Force Academy; and the 1973 VFW "Armed Forces Award" for outstanding contributions to the National Security of the United States.

Ritchie is past president of the Combat Pilots Association of America, a Lieutenant Colonel in the Air National Guard and a former national director of the Air Force Association. He is the winner of two Freedom Foundation Awards in the category of Public Address. He currently runs his own speaking, film and television company in Las Vegas, Nevada.

When "M.A.C.H. 3" was initially presented, Boyd W. Browne, president of Mylstar Electronics stated, "Mylstar's introduction of video disk technology in the new M.A.C.H. 3 game confirms our commitment to both short and long-term advancement in the coin-operated game industry."

Video disk technology is one of the most cost-effective storage media available today. Video and audio information is stored in the form of microscopic tracks arranged in a continuous spiral on a video disk — a plastic two sided disk, approximately 30 centimeters in diameter. The video disk has a capacity for 54,000 tracks per side. The video disk player processes the information using a laser beam, which reads the recorded information as it moves along the disk tracks.

Modeled after the F-15 fighter plane design, the "M.A.C.H. 3" (Military Air Command Hunter) uses actual color film footage over which the player "flies" avoiding enemy action while firing at ground and airborne targets, or bombing enemy installations. (By making a selection on the control stick, players can choose to pilot either a bomber or a fighter plane).

"M.A.C.H. 3" is the first arcade game that puts the player into a total environment situation," commented John von Leesen, vice president of marketing and new business development for Mylstar. "The rumbling of the cockpit seat and tension felt in the controls further enhance the feeling of flight at three times the speed of sound."

The machine has been test-marketed in several game locations throughout the country, and has achieved the highest overall ratings of any game developed by Mylstar in its 56-year history. "We expect the game to create a surge in the coin-op industry since it increases total game revenues at a location and does not merely cannibalize revenues from the location's other games," said von Leesen.

U.S. Vid Team Holds Tourney

LOS ANGELES — The United States National Video Game Team held its first of three "State Teams Tournaments" August 24-28, in order to find more team members for the team that will challenge Japan to a world championship on video games.

With the other two tournaments on October 28-30 and November 24-27, team captain Walter Day hopes to fill the 30 spots open for the team by recruiting the top ten finalists from each competition.

The "State Teams Tournament" brings state teams against each other on seven pre-selected games including "Star Trek," "Buck Rogers" and "Congo Bongo." A new innovation in the competition, testing the players' skills, is the inclusion of both arcade games and a home game, "Spike's Peak" — a yet-to-be released home game where each player receives a demonstration and then was allowed only five tries to establish who can learn the new game in the fastest time possible.

These seven games will be played on all three rounds, and the next round taking place October 28-30 will include 12-18 states which have not previously participated. The November and the final round will offer the last opportunity for a state to enter its team.

The first round brought eight teams, with 10 players each, and the top ten winners included five from Northern California, three from Southern California and two from Ohio. The overall standings winner was Tim Collum of Ohio, who was also the winner of last year's nationally televised "That's Incredible" Ms. Pac-Man contest.

Italy is just one of the foreign countries who has accepted the U.S. challenge to a world video game championship.

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

CASH BOX

The Weekly Trade Journal.

AROUND THE ROUTE

continued from page 31

namely 800-323-7182 and 800-323-3555, were accidentally cut by the phone company, which caused quite a bit of delay (not to mention frustration for a lot of customers). They should be back in full working order by the time this column makes print but the factory has asked us to express its apologies for any inconvenience caused by the delay in service.

The September 29 "New Products Introduction" hosted by Rock-Ola Mfg. Corp. at La Costa in Carlsbad, California, saw a near 100% turnout of factory distributors, according to company executive **Frank Schultz**. Agenda focused on future plans and was highlighted by a private meeting and new product showing for distributors only — "everyone came away smiling," said Frank — and that's about all we can report at this time.

As of early October, operator pre-registration for this year's AMOA convention reached an all-time high — which should be music to the ears of all of the exhibitors who are targeting their product displays to this audience. While there is a lot of new equipment earmarked for debut at Expo '83, a few factories confided that they might not have their new pieces ready in time for Expo's opening, but will give it their best shot — otherwise, they'll feature current releases. Regardless of what transpires in his regard, though, there is a lot of enthusiasm for this year's show — in all levels of the industry. Exhibitors, however, are quite nervous about the limited time allotted for setting things up at The Rivergate.

Dateline Sunnyvale, California, home of Exidy, where everyone's involved in preparations for the factory's participation in AMOA Expo '83. Because of this preoccupation with Expo, Exidy did not attend the recent JAMMA convention in Tokyo so that full energy could be devoted to the products that will be revealed at the AMOA exposition. "Mass memory" and "high resolution graphics" are key phrases at Exidy these days, as stressed by executive veepee **Paul Jacobs**. Watch for "Tidal Wave" and "Crossbow," which will be featured in the Exidy display. And speaking of trade shows, interest in the AGMA/AVMDA sponsored ASI Feb. '84 convention in Chicago, is mounting rapidly. A couple of weeks back the convention was half sold out; at this point, it's way beyond that!

SMS Manufacturing Corp. of Point Pleasant Beach, New Jersey sends word that they will be hosting Booths 5, 7 and 9 at AMOA Expo '83.

AGMA's Braswell Scores On Larry King Radio Show

CHICAGO — Questions and responses called in by the radio audience during AGMA executive director Glenn Braswell's three-hour appearance on the Larry King Talk Show indicate that the amusement game industry may be held in higher esteem by the American public than some industry experts have calculated.

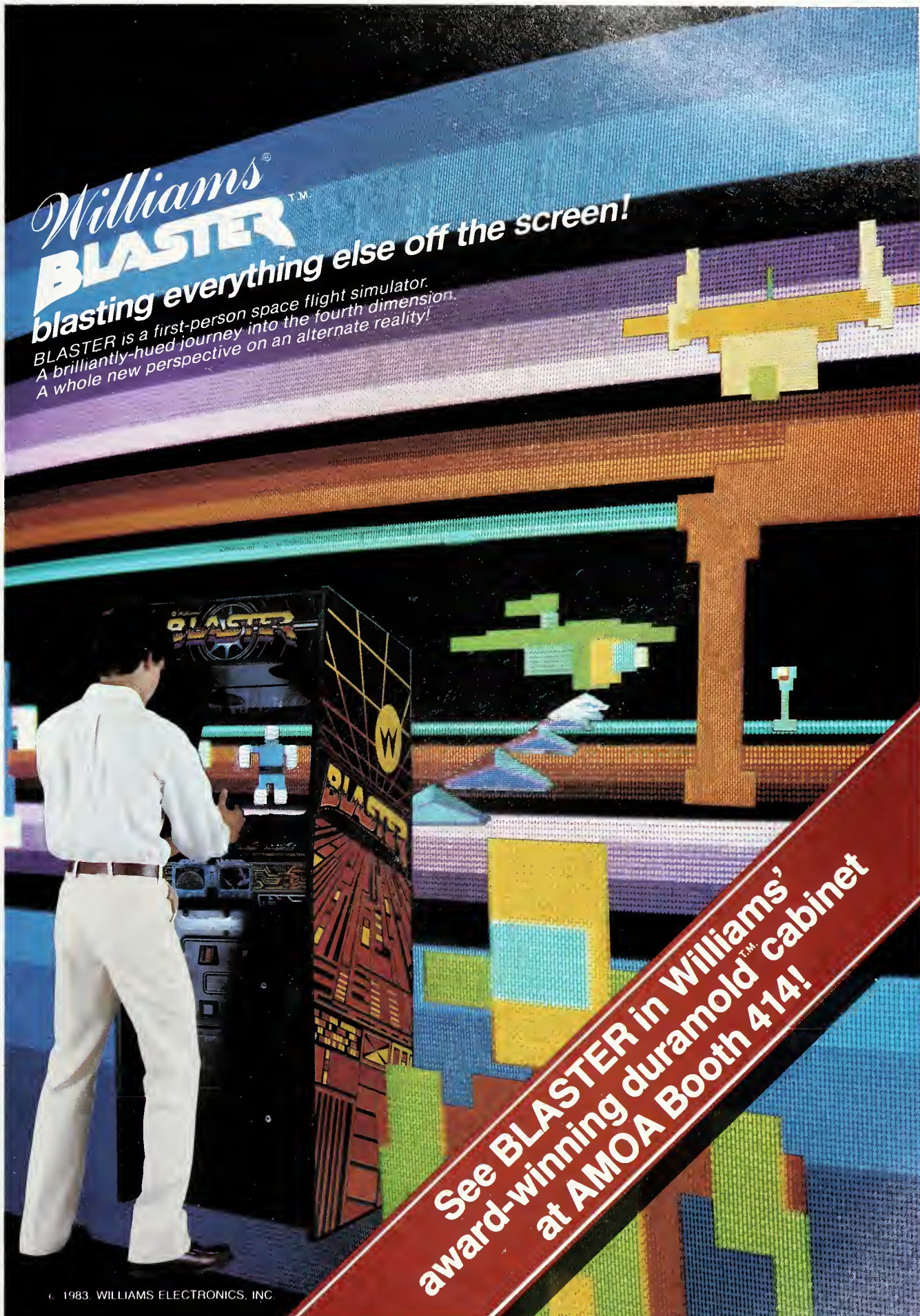
Of the show's 47 million listeners, those

who were able to get through the station's switchboard indicated a livelier interest in new game technology and two-or-more player interaction games than in banning the machines or taxing them out of existence.

The vast majority of the callers during the two-hour call-in segment either had positive comments about the games or had questions about the technological advances expected in

the future. There were, however, a few calls complaining about children spending long hours in arcades and about the proliferation of gray area games in certain parts of the country.

The show, which was aired live the evenings of September 21 and 22, was received by 299 radio stations around the country. The earlier show segments were taped for rebroadcast.



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CALENDAR

1983

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).

HYPERBALL MACHINES

DAILY

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)
Goldball (7/83)

GOTTLIEB (see MYLSTAR)

GAME PLAN

Sharp Shooter II (10/83)

MYLSTAR

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)
Royal Flush Deluxe (4/83)
Amazon Hunt (5/83)
Rack 'Em Up (7/83)
Ready, Aim, Fire (8/83)

STERN

Orbitor I (4/82)

WILLIAMS

Hyperball Pin/Video (2/82)
Cosmic Gunfighter (7/82)
Defender (2/83)
Warlok (2/83)
Joust, 2-pl. (3/83)
Time Fantasy (4/83)
Firepower II (8/83)

ZACCARIA

Soccer King

VIDEO GAMES (upright)

ATARI

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)
Star Wars (7/83)

BALLY/MIDWAY

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/Vld (12/82)
Bump 'N' Jump (2/83)
Journey (4/83)
Mappy (6/83)
Discs of Tron (9/83)

CENTURI

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

Jack The Giantkiller (4/82)
Naughty Boy (5/82)
Cosmic Chasm (4/83)
Dragon's Lair, Laserdisc (7/83)

MANUFACTURERS EQUIPMENT

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

DATA EAST

Explorer (9/82)
Burger Time (11/82)
Bump 'N' Jump (2/83)
Destiny, Non-Video Game (9/83)
Bega's Battle Laserdisc (9/83)

EXIDY

Victory (2/82)
Pepper II (6/82)
Whirly Bucket, non-video game (11/82)
Hardhat (12/82)
Fax (5/83)

GAME PLAN

Pot Of Gold (2/82)
Hold 'Em Poker (3/83)

GAMETECNIKS

Tri-Pool (1/82)

GDI

Slither (8/82)

GOTTLIEB (see MYLSTAR)

INTERLOGIC, INC.

Roc 'N' Rope (6/83)

INTREPID MARKETING

Beezer (1/83)

MYLSTAR

Reactor (7/82)
Q*bert (12/82)
Mad Planets (3/83)
Krull (5-83)
Juno First (7/83)
M.A.C.H. 3, LaserDisc (10/83)

NAMCO AMERICA

Sweet Licks (4/82)

NICHIBUTSU USA

Frisky Tom (1/82)
Rug Rats (3/83)
Crazy Climber ('81)
Moon Shuttle ('81)

NINTENDO

Donkey Kong Jr. (8/82)
Popeye (12/82)
Mario Bros. (6/83)

ROCK-OLA

Eyes (7/82)
Nibbler (11/82)
Rocket Racer (3/83)

SEGA/GREMLIN

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)
Champion Baseball (6/83)

STERN

Jungler (2/82)
Frenzy (5/82)
Tazz-mania (5/82)
Tutankham (7/82)
Dark Planet (11/82)
Lost Tomb (2/83)
Bagmann (2/8)
Mazer Blazer (3/83)
Cliff Hanger (9/83)

TAITO AMERICA

Qix (10/81)
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)
Elevator Action (7/83)
Change Lanes (7/83)

THOMAS AUTOMATICS

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

WILLIAMS

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)
Motorace USA (7/83)

ZACCARIA

Money Money (7/83)

COCKTAIL TABLES

AMSTAR

Phoenix

ATARI

Tempest (10/81)
Dig Dug (4/82)

BALLY/MIDWAY

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

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 (see MYLSTAR)

MYLSTAR

Q*BERT (6/83)

SEGA/GREMLIN

Carnival
Space Firebird
Astro Blaster (4/81)
Frogger (11/81)
Zaxxon (5/82)
Pengo (1/83)
Champion (6/83)

STERN

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

TAITO AMERICA

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

THOMAS AUTOMATICS

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

WILLIAMS

Joust (10/82)
Bubbles (3/83)
Motorace USA (7/83)

PHONOGRAPHS

Lowen-NSM Consul Classic
Lowen-NSM Prestige ES-2
Lowen-NSM 240-1
Lowen-NSM Satellite 200
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)
Star Gaze, Video Jukebox
Stern/Seeburg DaVinci (7/81)
Stern/Seeburg VMC (11/81)
VMI Startime Video Jukebox
Wurlitzer Cabarina
Wurlitzer Tarock
Wurlitzer Atlanta
Wurlitzer Silhouette

POOL, SHUFFLE, TABLE GAMES, ETC.

Irving Kaye Silver Shadow
Irving Kaye Lion's Head
Dynamo Model 37
Dynamo-The Tournament Foosball (5/82)
Dynamo Big D Pool Table (9/83)
I.C.E., Chexx
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)

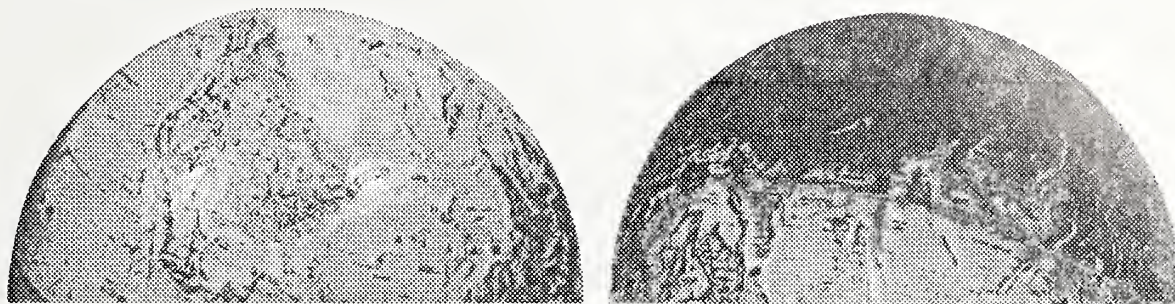
Bally Midway, Pac-Man Plus (12/82)
Centuri, Guzzler
Cinematronics, Brix (1/83)
Computer Kinetics, You-Pick-It
Intrepid Marketing, Encore Retro-Kit (1/83)
Data East, Burger Time
Data East, Bump 'N' Jump (2/83)
Data East, Multi Conversion Kit
Data East, Cluster Buster (7/83)
Data East, Pro Bowling (7/83)
Data East, Pro Soccer (9/83)
Exidy Hardhat (2/83)
Exidy Pepper II (6/82)
Exidy Retrofit
Mylstar/Gottlieb, Royal Flush Deluxe (5/83)
Interlogic Roc 'N' Rope (6/83)
Rock-Ola, Levers (3/83)
Rock-Ola, Nibbler
Rock-Ola, Eyes
Rock-Ola, Survival
Rock-Ola, Mermald
Nichibutsu, Flisky Tom (1/82)
Nichibutsu, Rug Rats (3/83)
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)
Stern, Super Draw (7/83)
Stern, Fast Draw (7/83)
Taito America, Elevator Action (7/83)
Universal, Lady Bug
Universal, Mr. Do

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