

Rick Springfield— World Class Rock 'n' Roll

The first hit single:

AFFAIR OF THE HEART_{PB-12497}

- R&R #1 Most added single April 8
- R&R BREAKER April 15
- BB 29** CB 26 ●
- MTV debut April 14

The album: LIVING IN OZ

- BB Top Album Pick 72 ★★ CB Feature Pick 56●
- An FMOB Album Report Hard Choice
- Album Network Best New Music Pick
- FMQB #2 Most Added
- Album Network #2 Most added

TOUR ITINERARY Sioux Falls, South Dakota JUNE 15

Omaha, Nebraska Cedar Rapids, Michigan 18 Indianapolis, Indiana 20/21 Detroit, Michigan 22/23 Toronto, Canada Saratoga, New York 25 New York, N.Y 27/28 Washington, D.C. 30 Pittsburgh, Pennsylvania JULY Fort Wavne, Indiana Rockford, Illinois Milwaukee, Wisconsin Springfield, Illinois

Chicago, Illinois Evansville, Indiana Cincinnati, Ohio Columbus, Ohio Kalamazoo, Michigan

Philadelphia, Pennsylvania New Haven, Connecticut Providence, Rhode Island Allentown, Pennsylvania

Buffalo, New York Cleveland, Ohio

Charleston, West Virginia

Norfolk, West Virginia Columbus, South Carolina 23 24

Atlanta, Georgia Charlotte, North Carolina 26 27 Chattanooga, Tennessee

29 Memphis, Tennessee 30 Nashville, Tennessee 31 Birmingham, Alabama

AUG. 2 Biloxi, Mississippi Albany, Georgia Tampa, Florida

Jacksonville, Florida Orlando, Florida West Palm Beach, Florida St. Louis, Missouri

12 13 Louisville, Kentucky Peoria, Illinois Minneapolis, Minnesota Madison, Wisconsin 14 16

La Cross, Wisconsin 19/20 Kansas City, Kansas

Tulsa, Oklahoma 23 New Orleans, Louisiana Lake Charles, Louisiana

Houston, Texas

28 Dallas, Texas

30 Odessa, Texas Amarillo, Texas

31 Denver, Colorado **SEPT**. 1/2 3 4 Albuquerque, New Mexico

Tucson, Arizona Los Angeles, California Irvine, California 6-11

San Diego, California Santa Barbara, California

Fresno, California Concord, California 24 25

Vancouver, B.C. Seattle, Washington 30 OCT.

Portland, Oregon Spokane, Washington

Anchorage, Alaska 10-18 Japan 20

Hong Kong Thailand 24 Philippines

28 Open NOV. 6 Australia Honolulu

All Dates Are Subject To Change

LIVING IN OZ. There's platinum at the end of this rainbow.

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EDITORIAL

Serious Gamesmanship

Now that reality has come to the once seemingly limitless home video games industry, it may be that record dealers will be in their best position yet to effectively market the product. While it may not be the best situation for the home games manufacturers themselves, the fact that competition has already transformed what was essentially a cottage industry plus one giant into a situation more akin to the record business with a number of majors and large indies plays right into dealers' hands.

The home video games industry has now become a "hit"-oriented one in the grandest fashion of the record business. Now that it is clear that one or two smash titles like Activision's "Pitfall" or Parker Bros.' "Frogger," can carry a company for a year, we will undoubtedly see the general quality of the individual games increase. Add to this the tendency of hot games to have a longevity analogous to that of a hit album, and it becomes a situation where the

games can become the perfect accessory product.

Competition among the games manufacturers themselves and the practical experience gained along the way by record dealers indicate that carrying enormous catalog is not necessary - a few hit titles will be much more effective - and for stores specializing in prerecorded music, what better accessory product could there be?

The demographics are roughly the same for both home video games and prerecorded music product, and now that the marketplace has created a hit-oriented situation in the former much like the one that already exists in the latter, it seems as though the perfect opportunity has arisen. Sure, our primary business is and always will be prerecorded music; but if, in a manner analogous to old Top 40 radio, we can get a lot of mileage from a hit-packed selection of home video games titles as accessories, all we can do is benefit from it.

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ON THE COVER

What artist goes "Woof, Woof!," outrageously celebrates partying with unsurpassed fervor and puts on a dynamic visual presentation with each performance? Well, "woof, woof" may sound like a Bow Wow Wow buzzword, but it's actually a phrase used by George Clinton, who's currently whipping audiences into a frenzy with his tour supporting his hit "Atomic



Dog" single off the solo debut "Computer Games" techno-funk LP. On the Cash Box B/C singles charts, Clinton's nuclear pooch tune holds onto the #1 spot for the third week in a row, while his album remains secure in its Top Five post on the B/C LP charts.

Known in past incarnations as Dr. Funkenstein, the Maggot Overlord, StarChild, Mr. Wiggles and Sir Nose D'Voidoffunk, Clinton originally started singing with a doo-wop group called the Parliments, then progressed into a psychedelically influenced R&B groove with the Funkadelics. Eventually he merged the two groups' ideologies into one band, P. Funk, and later developed his solo "'80s funkentelechy" material which appeared in record stores last November

TOP POP DEBUTS

SINGLES	42	DON'T LET IT END — Styx — A&M
ALBUMS	37	LET'S DANCE — David Bowie — EMI America

POP SINGLE

STYX Mr. Roboto A&M

B/C SINGLE

ATOMIC DOG George Clinton Capitol

COUNTRY SINGLE

YOU'RE THE FIRST TIME I'VE THOUGHT ABOUT LEAVING Reba McEntire Mercury/PolyGram

JAZZ

JARREAU Warner Bros.

NUMBER



Reba McEntire

POP ALBUM

THRILLER

Michael Jackson Epic

B/CALBUM

THRILLER Michael Jackson Epic

COUNTRY ALBUM

THE CLOSER YOU GET

GOSPEL

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

April 30, 1983

	4/	23	On Chart
П мп. повото			
STYX (A&M	2525)	2	12
2 COME ON EILEEN DEXYS MIDNIGHT RUN (MErcury/PolyGram)		1	15
3 BEAT IT MICHAEL JACKSON (Epic 34-	03759)	4	10
4 BILLIE JEAN MICHAEL JACKSON (Epic 34-	03509)	3	15
5 JEOPARDY GREG KIHN			
Beserkley/Elektra 7-		5	14
7 ONE ON ONE		7	12
DARYL HALL & JOHN (13421)	6	14
8 LET'S DANCE DAVID BOWIE (EMI America B	-8158)	10	6
9 SHE BLINDED ME WITH SCIENCE			
THOMAS DOLBY (Capitol B	-5204)	11	11
LIONEL RICHIE (Motowr	-	9	16
PRETENDERS (Sire 7- 12 DO YOU REALLY WANT TO		8	20
HURT ME CULTURE CLUB (Epic 34-	03368)	12	22
13 HUNGRY LIKE THE WOLF DURAN DURAN (Capitol B		13	19
14 LITTLE RED CORVETTE		18	10
PRINCE (Warner Bros. 7-		10	10
BOB SEGER AND THE SILVER B BAND (Capitol E		17	8
MEN AT WORK (Columbia AE7	'-1633)	22	4
TOTO (Columbia 38-	03597)	20	8
18 SOLITAIRE LAURA BRANIGAN (Atlantic 7- 19 IT MIGHT BE YOU (THEME	89868)	21	7
19 IT MIGHT BE YOU (THEME FROM "TOOTSIE") STEPHEN BISHOP (Warner Bros. 7-	207021	19	14
FLASHDANCE WHAT A	23132)	13	14
	CARA 440-7)	27	5
21 RIO DURAN DURAN (Capitol E		24	6
MY LOVE LIONEL RICHIE (Motowi		25	4
PHOTOGRAPH DEF LEI	PPARD		
(Mercury/PolyGram 81*	1217-7) . RT)	28	7
25 WELCOME TO HEARTLIGH	03796)	39	3
KENNY LOGGINS (Columbia 38-		26	9
RICK SPRINGFIELD (RCA PB-		35	3
BRYAN ADAMS (A&A		34	8
JARREAU (Warner Bros. 7- 29 WHIRLY GIRL	29720)	32	7
OXO (Geffen 7-	29765)	29	11
JOHN ANDERSON (Warner Bros. 7-		30	9
ALWAYS SOMETHING THE TO REMIND ME NAKED EYES (EMI AMERIC		35	8
32 SO WRONG		36	
PATRICK SIMMONS (Elektra 7-		33	7
RONNIE MILSAP (RCA PB	13470)	37	6

		Wee
	4/23	
34 FAITHFULLY JOURNEY (Columbia 38-03840)	44	
35 WE'VE GOT TONIGHT KENNY ROGERS AND SHEENA EASTON (Liberty B-1492)	1 15	14
36 SEPARATE WAYS (WORLDS APART)		
JOURNEY (Columbia 38-03513)	14	13
37 TWILIGHT ZONE GOLDEN EARRING (21/PolyGram T1103) 38 MINIMUM LOVE	16	2
MAC McANALLY (Geffen 7-29763) SHE'S A BEAUTY	38	
THE TUBES (Capitol B-5217)	50	
40 SOME KIND OF FRIEND BARRY MANILOW (Arista AS 1046)	31	1
41 LOVE MY WAY PSYCHEDELIC FURS (Columbia 38-03340)	43	1
42 DON'T LET IT END STYX (A&M 2543)	_	
13 I COULDN'T SAY NO ROBERT ELLIS ORRALL WITH CARLENE CARTER (RCA PB-13431) 44 I KNOW THERE'S SOMETHING		3
GOING ON		-
FRIDA (Atlantic 7-89984) 45 I LIKE IT		20
DeBARGE (Motown 1645) 46 TRY AGAIN CHAMPAIGN (Columbia 38-03563)		
47 I'VE GOT A ROCK 'N ROLL HEART	1 30	
ERIC CLAPTON (Warner Bros. 7-29780) 48 POISON ARROW	42	14
ABC (Mercury/PolyGram 810 340-7) 49 NEVER GIVE UP	41	14
SAMMY HAGAR (Geffen 7-29718) THE ONE THING	53)
INXS (Atco 7-99905)	57	
51 TAKE THE SHORT WAY HOME DIONNE WARWICK (Arista AS 1040) 52 SMILING ISLAND	45	1
ROBBIE PATTON (Atlantic 7-89955	59	1
53 GIMME ALL YOUR LOVIN' ZZ TOP (Warner Bros. 7-29693) 54 WIND BENEATH MY WINGS	58	
LOU RAWLS (Epic 34-03758 55 MEXICAN RADIO	54	
WALL OF VOODOO (I.R.S./A&M 9912)	55	
56 EVERY HOME SHOULD HAVE ONE		
PATTI AUSTIN (Qwest/Warner Bros. 7-29727)		1
SAGA (Portrait/CBS 37-03791)	62	
58 FULL MOON FIRE WALTER EGAN (Backstreet/MCA BSR-52200)		7
LOVE'S GOT A LINE ON YOU SCANDAL (Columbia 38-03615)		
60 NEW YEAR'S DAY U2 (Island/Atco IL 7-99915)		
FAMILY MAN		
DARYL HALL & JOHN OATES (RCA PB-13507)		1
62 WHY ME? PLANET P (Geffen 7-29705)	68	
63 REAP THE WILD WIND ULTRAVOX (Chrysalis/CBS VS4 42662) 64 NEVER GONNA LET YOU GO	69	4
64 NEVER GONNA LET YOU GO SERGIO MENDES (A&M 2540 65 LOOKING FOR A STRANGER	76	į
PAT BENATAR (Chrysalls/CBS VS4 42688)	78	
DeBARGE (Gordy/Motown 1660)	77	;

_ =	4/	23	Chart
TOO SHY KAJAGOOGOO (EMI America E	3-8161)	84	2
68 DOWN UNDER			
MEN AT WORK (Columbia 38-		48	26
70 IF YOU WANNA GET BACK YOUR LADY		75	6
POINTER SISTERS (Planet/RCA YB	13430)	60	6
SING ME AWAY NIGHT RANGER (Boardwalk 12 72 ESCALATOR OF LIFE	-175-7)	79	3
ROBERT HAZARD (RCA PB	-13449)	52	8
EDDY GRANT (Portrait/CBS 37		83	2
DO YOU WANNA HOLD ME BOW WOW WOW (RCA PB		82	2
SPARKS AND JANE W (Atlantic 7		85	4
76 YOU CAN'T RUN FROM LO EDDIE RABBITT (Warner Bros. 7		87	2
ALL MY LIFE KENNY ROGERS (Liberty		_	1
FRONT PAGE STORY		0.0	
NEIL DIAMOND (Columbia 38		86	2
SHERIFF (Capital		88	2
GOLDEN EARRING (21/PolyGram	T1 108)	89	2
31 THAT'S LOVE JIM CAPALDI (Atlantic 7	-89849)	90	2
82 DER KOMMISSAR FALCO (A8)	M 2532)	74	5
183 LOVE ON YOUR SIDE THOMPSON TWINS (Arista A		_	1
84 DON'T PAY THE FERRYMA CHRIS De BURGH (A&	N M 2511)	-	1
MADNESS (Geffen 7	-29668)	_	1
86 RICKY "WEIRD AL" YANKOVIC (Rock 'n' R	oli/CBS 03849)	_	1
87 SIDE BY SIDE EARTH, WIND & FIRE (Columbia 38	-03814)	_	Ť
88 NO TIME FOR TALK CHRISTOPHER CROSS (Warner			
89 BANG THE DRUM ALL DAY		=	1
TODD RUNDGREN (Bearsville 7		_	1
91 BABY, COME TO ME		_	1
Qwest/Warner Bros. QWE	AUSTIN 50036)	47	31
STRAY CATS (EMI America 93 YOU ARE IN MY SYSTEM	B-8122)	46	19
THE SYSTEM (Mirage/Atco WTG-7	-99937)	66	9
THOMPSON TWINS (Arista A	S 1024)	61	15
95 I MELT WITH YOU MODERN ENGLISH (Sire 7	-29775)	80	6
96 MAKE LOVE STAY DAN FOGE (Full Moon/Epic 34		63	13
97 BREAKING US IN TWO JOE JACKSON (A&		72	16
98 OUTSTANDING THE GAI			,0
(Total Experience/PolyGram 1 99 CHANGE OF HEART TOM PETTY AND THE HEARTBRE	E 8205)	73	9
(Backstreet/MCA BS 100 SEX (I'M A) BERLIN (Geffen 7	R-5218)	70 92	10
Serien (General)	20, 71)	72	

ALPHABETIZED TOP 100 SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

Affair Of The Heart (Vogue - BMI/Blbo - ASCAP)26
All My Life (Warner - BMI/WB Gold - ASCAP) 77
All This Love (Jobete - ASCAP)
Always Something (Intersong/Blue Seas/Jac
ASCAP)
Baby, Come (Rodsongs - PRS/Admin. by Almo -
ASCAP)91
Back On The Chain (Al Gallico - BMI)
Bang The Drum (Humanold/Fiction - BMI)89
Beat It (Mljac - BMI)
Billie Jean (Mljac - BMI) 4
Breaking Us In Two (Alblon Admin, by Almo —
ASCAP)97
Candy Girl (Boston — ASCAP/Streetsounds — BMI)90
Change Of Heart (Gone Gator — ASCAP)99
Come On Eileen (Colgems/EMI — ASCAP) 2
Cool Places (Ron & Russell Mael — ASCAP)75
Der Kommissar (Chappell — ASCAP) 6/82
Don't Pay The (Rondor — BMI)84
Do You Really Want (Virgin/Chappell — ASCAP) 12
Do You Wanna (Blackwood — BMI)
Don't Let It End (Styglan/Adm. by Almo — ASCAP) 42
Down Under (Blackwood — BMI)68
Electric Avenue (Greenheart — ASCAP)73
Escalator Of Life (Heroic — ASCAP)
Even Now (Gear — ASCAP)
Every Home Should (Blackwood — BMI) 56
Faithfully (Twist & Shout — ASCAP)
Family Man (Virgin/Adm. by Chappell/Josef
Weinberger, PRS/TBP/Adm. by April — ASCAP)61
Flashdance (Chappell/Famous/GMPC/Carub/Alcor

ront Page Story (Stonebridge/New Hidden Valley —	
ASCAP/Carole Bayer Sager — BMI)78	
full Moon (April/Seldak/Swell/Melody Deluxe —	
ASCAP)	
lungry Like The Wolf (Tritec Ltd.)	
Couldn't Say No (Twin Compulsions/M-	
Ocean/Warner Bros. — ASCAP)	
Eat Cannibals (Virgin/Adm. by Chappel — ASCAP) 69	
ve Got A Rock N' Roll (WB/Warner-Tamerlane/	
Diamond Mine/Face The Music — ASCAP/BMI) 47	
Know There's (Russ Ballard Ltd./Island Ltd.) 44	
Like It (Jobete — ASCAP)	
Melt With You (Beggars Banquet Ltd. — ASCAP) 95	
Won't Hold You Back (Rehtakul Veets — ASCAP) 17	
You Wanna Get (ATV Corp. — BMI)	
Might (Gold Horizon—BMI/Golden Porch—	
ASCAP)19	
eopardy (Rye Boy/Well Received — ASCAP) 5	
et's Dance (Jones — ASCAP)	
ies (Point Ltd. — PRS)	
ittle Red Corvette (Controversy — ASCAP)14	
ooking For (Franne Golde/Rightsong — BMI/Mac's	
Million — ASCAP)	
ove My Way (Blackwood — BMI)	
ove On Your Side (Zomba Enterprises)83	
ove's Got (Just Friends — BMI/KJG — ASCAP) 59	
Make Love Stay (Hickory Grove — ASCAP)96	
Mexican Radio (Big Talk — BMI)	

Minimum Love (I've Got The Music — ASCAP/Song Tailors — BMI)	
Ar. Roboto (Stygian Songs Adm. by Almo —	
ASCAP) 1	
Mornin' (Al Jarreau/Garden Rake/Foster Frees —	
BMI)	
My Love (Brockman — ASCAP)22	
lever Give Up (Itsall/Pogologo — BMI)49	
lever Gonna (ATV/Mann & Well — BMI)64	
New Year's Day (Island — BMI)60	
No Time For Talk (Pop 'N' Roll — ASCAP)88	
One On One (Hot-Cha/Unichappell — BMI) 7	
Our House (Nutty/WB — ASCAP)	
Outstanding (Total Experience — BMI)98	
Overkill (April — ASCAP)16	
Photograph (Zomba Enterprises — BMI)23	
Poison Arrow (Virgin/Chappell — ASCAP)48	
Reap The Wild Wind (Mood/Hot Food/Jump Jet	
Songs/Sing Sing Songs)	
Ricky (Chinnichap/Holy Moley/Ear Booker —	
BMI/Desilu — ASCAP)86	
Rio (Tritec — LTD.)	
Separate Ways (Weed High Nightmare — BMI)36	
Sex (Berlin Era/Xytyryan Rex/Malladin — BMI)100	
She Blinded Me (Participation — ASCAP) 9 She's A (Foster Frees/Rehtakul Veets/Decom-	
position/Boone's Tunes — BMI/ASCAP)39	
Side By Side (Saggiffre/Yougoulel/Wenkewa —	
ASCAP)	
Adda j	

Sing Me Away (On The Boardwalk/Rough Play — BMI)	71
Solitaire (Younster Muslkverlag/Gmbh — GEMA) So Wrong (Soquel Song/C.T. Muslc/Irving) Some Kind Of Friend (Townsway/Angela — BMI)	. 18
Smiling Islands (Red Snapper/Adel — ASCAP) Straight From The Heart (Irving/Adams	. 52
Communications — BMI) Stranger in My House (Lodge Hall — ASCAP)	. 33 . 92
Take The Short Way Home (Glbb Brothers/Unichappell — BMI) That's Love (Warner Bros. — ASCAP) The Devil Made Me (Fever — ASCAP) The One Thing (Browning — BMI) Time (Virgin — ASCAP/Admin. by Chappell) Too Shy (Tritec) Try Again (Walkin — BMI) Twilight Zone (Fever — ASCAP)	81 80 50 24 67
We've Got Tonight (Gear — ASCAP) Welcome To Heartlight (Mllk Money — ASCAP) When I'm With You (Rock Hard — ASCAP) Whirly Girl (Toy Band — BMI) Why Me? (Rockoko, GMBH — GEMA) Wind Beneath My Wings (Warner-Tamerlane —	. 25 . 79 . 29 . 62
BMI/WB— ASCAP) Wind Him Up (Pocket — ASCAP) You Are (Brockman — ASCAP) You Are In My (Science Lab/Green Star — ASCAP) You Can't Run (DebDave/Briarpatch — BMI)	57 10 93

NEWS & REVIEWS



A TRIO OF MILLIONS TO ADD TO THE COLLECTION — Screen Gems-EMI Music, Inc. was recently presented with certificates from Broadcast Music, Inc. (BMI) honoring the latest three songs from the firm's catalog to achieve one million performances. They included "Love," "Working My Way Back To You" and "Nadia's Theme." That now brings the total number of songs from Screen Gems-EMI Music and its affiliated BMI publishing companies that have surpassed the million performance mark to 44. Pictured are (I-r): Mary Mattis, BMI director of performing rights, West; Lester Sill, Screen Gems-EMI Music president; and Ron Anton, BMI vice president, California.

Snow And More Snow

Strong New Product Helps Dealers Past April Storms

by Jim Bessman

NEW YORK — Northeastern record retailers shivered through snowstorms and unseasonably cold spring weather in several markets last week, but the low temperatures and mid-April snow barely affected weekly sales figures in most cases. Buoyed by the strength of new product and a perceived return of consumer buying,

Atari 'Considering' Video Game Carts For Coleco System

by Jeffrey Ressner

LOS ANGELES — In a move that could have profound ramifications for the entire home video game industry, sources indicate Atari is seriously considering plans to manufacture game cartridges compatible with its rival Coleco Industries' ColecoVision system. According to informed sources outside of both companies, the Warner Communications, Inc. (WCI)-owned Atari is engaging different independent software design firms to create a line of ColecoVision cartridges based on games in Atari's catalog including "Missile Command" and soon-to-be-released titles like "Jungle Hunt."

If such an event comes to pass, it will mark the first time Atari's consumer electronics division has made product compatible with another hardware system besides its own VCS and 5200 units. Sources say the first wave of ColecoVision-compatible carts produced by Atari should reach stores by Christmas, with additional titles forthcoming in 1984.

Ever since it debuted its state-of-the-art home video game system in late 1982, Coleco's corporate growth has skyrocketed, with some financial analysts calling its public stock one of the most viable investments available. Over 550,000 ColecoVision consoles were sold by the end of 1982, as well as a wide array of cartridges for the system, and Coleco games compatible with Atari's VCS and Mattel's

most dealers contacted by **Cash Box** were happy to report sales advances over last year despite the unexpected return of winter.

While all six Strawberries Records & Tapes stores in the Albany, N.Y., region were forced to shut down several hours earlier Tuesday, April 19, due to some 10 inches of snow, chain director of operations Mark Briggs reported only "a very small dent if any" in the weekly sales figure. "We noticed a very slow day up there, but the snow melted off in a day and they bounced right back," said Briggs from the chain headquarters in Framingham, Mass. "In our Massachussetts stores, we had a lot of cold rain and some snow but no accumulation, so otherwise business was excellent."

In Cleveland, Jerry Dolan, manager of the Camelot Music outlet, reported a "phenomenal" 65% increase in business over last year, this despite an at one time blinding snowfall on Tuesday. But as in Albany, the snow was gone by the next day.

Helen Morabito at the 38-store Recordland headquarters in Cleveland also pointed to a big sales increase for the (continued on page 13)

Video Production Budgets, Standards Continue To Rise

by Michael Glynn

LOS ANGELES — It's no secret that with the growing importance of MTV and other cable and broadcast TV outlets, as well as the continuing development of the home video market, the number of music videos being produced for promotional and commercial usage has climbed dramatically. In addition, with the heightened awareness and visibility of music video, production standards have increased commensurately.

Production budgets have also gone up, as a result. For example, a spokesperson for Warner Bros. Records' television and

continued on page 15

Competition May Intensify As Target Stores Open In L.A.

by Michael Martinez

LOS ANGELES — Competition for market prominence here is expected to heat up with major mass merchandise discounter Target's recent opening of 19 stores throughout the Greater Los Angeles Area April 13.

Although the L.A. market for music product remains dominated by specialty retail stores in the estimation of many industry observers, the prerecorded music merchandising success of Target, a division of the Minneapolis-based Dayton-Hudson Corp., will be cause for close scrutiny by major record and tape retail chains in the area.

"There will definitely be more competition with (Target) coming in with that many stores," said Lou Fogelman, head of Show Industries, which operates the 29-store Music Plus chain and the City One Stop operation. "They have a good reputation for merchandising records and tapes and will undoubtedly be aggressive in building the same identity in this market."

But a spot check of major record and tape outlets here revealed that dealer reaction ranged from Fogelman's calculated concern to a cavalier "wait-and-see" attitude for others. While many of the dealers agreed with Fogelman that Target's market presence was sure to itensify competition among already promotion-conscious dealers, few of those contacted would say that a lowballing war would ensue.

Mass Merchandisers Concerned

Perhaps those more concerned about Target's entry here are other mass merchandisers, such as Kmart, Zody's and Gemco. The racks that supply such outlets, like Pickwick, have also predicted devasting lowballing confrontations resulting from Target's opening here.

In the Los Angeles area, mass merch chains such as Zody's and Kmart, both Pickwick accounts, have recently taken on a more prominent stance in advertising record and tape product in what seems to be a hedge against Target's forecasted market penetration. Kmart has been advertising \$8.98 list product for \$4.99, while Zody's has broken the mold of advertising through circulars and other print media to use radio.

Zody's recently ran a contest in conjunction with RCA and country station KLAC to promote Alabama's "Closer You Get" album, where winners received a weekend trip to Nashville. The record was advertised on sale at \$4.99, a dollar below Zody's normal sale price, and was supported in-store with signage and special displays.

Asher Leaves CBS

NEW YORK — Richard Asher has departed his post as deputy president and chief operating officer of the CBS Records Group. In a prepared statement issued Friday, April 22, the company said Asher's position would not be filled and that all executives formerly reporting to him will now report directly to Walter Yetnikoff, president of the CBS Records Group.

Asher was named deputy president and chief operating officer of the CBS Records Group in 1979 after a four-year stint as president of CBS Records International (CRI). Prior to that, he had served in a number of other positions with CBS, including: managing director of CBS Records U.K.; executive vice president, CRI; and vice president of business affairs, CBS Records. An attorney, Asher began his career in the record business with Prestige Records.

Asher was unavailable for comment at presstime.

The discounter plans still another such promotion in connection with Cinco De Mayo, a Hispanic holiday widely celebrated in Southern California, where the store will promote the "Julio" LP by CBS International star Julio Iglesias. Radio spots featuring the product on sale at its normal discount price will be heard on KIQQ and Latin stations like KTNQ.

But guarded caution prevails among area dealers, who feel that they are up to the task despite Target and its aggressive move into the sale of prerecorded music.

Target recently revealed that it will be buying record and tape and home video products in-house for more than three quarters of all its 203 stores, including those in the Los Angeles area, and has expanded its staff by adding three representatives to its field force of 14 to service the 19 stores that opened here two weeks ago. All of the new staffers come to Target with experience working with rack operations, topped by industry vet John Farr, chief buyer for home entertainment products.

(continued on page 30)

Blanket Licensing Appeals Filed By BMI, ASCAP

by Fred Goodman

NEW YORK — The second round in the Buffalo Broadcasting case began last week when defendants Broadcast Music, Inc. (BMI) and the American Society of Composers, Authors and Publishers (ASCAP) filed briefs supporting an appeal of the decision that threw out blanket licensing of independent television stations for collecting performance royalties (Cash Box, Sept. 4, 1982).

In his original decision, rendered Aug. 19, 1982, U.S. District Court Judge Lee P. Gagliardi ruled that the present system of blanket licensing prevents price competition and negotiations between composers and television producers, violates antitrust laws and restrains trade. The Court suggested instead that music should be licensed at the source by producers and not by independent stations.

In their briefs, both BMI and ASCAP claim that the original decision throws out a system that is both efficient and competitive

Preliminary Statement

Writing in a preliminary statement, BMI said the ruling "reflects a judicial predilection to legislate a result to tinker with a system which has worked effectively and create instead an untried 'brave new world' for music licensing. The court ordained this new world in the name of competition, rejecting on a wholesale basis the testimony of BMI and ASCAP economists that the sale of separate music rights under the old order is efficient and competitive." ASCAP's brief was similar in tone, offering the addage that "if it ain't broke, don't fix it."

Aside from relying on the precedent of a decades-long licensing procedure, both briefs note that blanket licensing for networks was upheld in a case brought by CBS, as well as for radio and other areas of musical use. ASCAP further added that the lower court did not find any injury in the plaintiffs from past practices.

The five plaintiffs in the class action case — Buffalo Broadcasting, Kid Broadcasting, KWTX Broadcasting, Metromedia and Storer Broadcasting — have until June 15 to respond to the briefs. Arguments will be heard in the U.S. Court of Appeals For the Second Circuit in August.

BUSINESS NOTES

LP, Single Releases Down During '82

NEW YORK — The decline in the number of albums and singles released continued during 1982, due in part to the growth of newer configurations like EPs and 12-inch singles. Recording Industry Assn. of American (RIAA) research showed that an estimated 2,630

new LPs were released, about 6% below the preceding year, while new 7-inch singles titles dipped to 2,285 from 2,315. The 12-inch dance discs had a significant increase, with 460 new titles representing a 37% jump from the 335 reported the year before.

Extended play (EP) mini-albums increased in popularity. U.S. companies released 235 of them in 1982, a figure nearly six times the 40 issued in 1981.

Another highlight of the 1982 new release picture was the escalating number of cassette titles, mostly counterparts of the LP, up 10% to 2,710 from 2,465 in 1981. Excluding an estimated 240 budget titles in 1982, new cassette releases now represent about 93% of LP titles, up from 88% in 1981.

The death knell continues to sound for 8-track tape, as only 400 new titles were released, a 60% a drop from 985 the previous year. This configuration is available in less than one of every seven new LP releases.

Continuing expansion of the successful midline \$5.98 list "re-issues" led to a 26% increase, with an estimated 1,230 LPs, up from 975 in 1981. The newest re-issue configuration, double-length cassettes of either pop/rock or classical titles, produced more than 100 releases last year

A total of 5,375 singles and LPs combined were reissued in 1982. In 1978, the first year of the RIAA survey, the total was 7,280, representing a four-year drop of 26%

Bogart Research Lab Set By Martell Foundation

NEW YORK — The T.J. Martell Foundation For Leukemia and Cancer Research will establish a Neil Bogart Memorial Laboratory at the University of Southern California. Plans were revealed by Floyd S. Glinert, Chairman of the Board for T.J. Martell.

The proposed West Coast division of the foundation will be devoted to research on leukemia and other major cancers of children. Research activities will be under the direction of Dr. Denman Hammond, associate dean of the USC School of Medicine, Founding Director of the USC Cancer Center and Chairman of the Children's Cancer Study Group. All of the leukemia and cancer research projects at the new center will complement the ongoing adult leukemia and cancer research being conducted by Dr. James F. Holland, at the Mt. Sinai Medical Center in New York.

Tony Martell, President of the T.J. Martell Foundation, said: "There is no more fitting

tribute to one of the most exciting and innovative executives that the music industry has ever known than our foundation's decision to establish this children's leukemia and cancer research laboratory in Neil Bogart's memory.

Also commenting on the proposed laboratory was Joyce Bogart: "I am extremely proud to be able to help support the very important work of the T.J. Martell Foundation," she said, "and the vital research which will be conducted by Dr. Hammond at the Neil Bogart Memorial Laboratory at USC. We are forming an Executive Committee to be announced shortly which will include prominent members of the Los Angeles community and industry leaders in television, film and records; expanding to encompass all areas of the entertainment industry. By utilizing the unique talents of this community we plan to create alternative areas of fund raising in order to meet the need for additional monies necessary for this West Coast expansion. If we all work together as an industry we can really make a difference in the fight against cancer. I feel this is such an appropriate effort to lend Neil's name to because of his great involvement with children in his community work and in his life. Neil would be very proud of us all."

CBS/Sony To Open CD Plant In Terre Haute

NEW YORK - CBS/Sony Inc.'s Compact Disc (CD) subsidiary will purchase CBS Records' tape duplication and injection molding facilities in Terre Haute, Ind., for the

manufacture of CDs. The acquisition is subject to Japanese government approval.

Initial production will begin late 1984 with the plant expected to employ close to 200 people. It will function as a custom pressing plant for CBS and other record companies For five years, CBS Records will be the exclusive sales agent for the custom pressing of

Compact Discs by the Terre Haute facility.

Commenting on the re-opening, Walter Yetnikoff, president, CBS Records Group, said,
"We are pleased to participate in returning record manufacturing to Terre Haute, a city where CBS has had manufacturing ties for many decades."

The announcement comes six months after CBS Records shut down its record and tape manufacturing operations in Terre Haute. In early December of last year, CBS Inc. and Sony announced plans to establish a facility in the U.S. for Compact Discs. Capital investment for the new operation is expected to be about \$21 million

Paley Steps Down At CBS; Wyman Takes Over Helm

NEW YORK - Following the April 20 annual shareholders meeting of CBS Inc. in St. Louis, the company's board of directors named CBS founder William S. Paley to the honorary position of founder chairman of the company. Paley, whose previously announced resignation as chairman of the company became effective on the date of the shareholders meeting, has been succeeded by CBS president Thomas Wyman, but remains a member of the board of directors and continues as chairman of its executive committee.

Other honorary posts conferred by the board of directors include that of former CBS president Frank Stanton, who received the honorary title of president emeritus, Robert A. Lovett, a former U.S. Secretary of Defense and member of the CBS board of directors, was named director emeritus. William A.M. Burden, a former U.S. Ambassador to Belgium and Assistant Secretary of Commerce for Air who has been on the CBS board since 1964, was also named director emeritus following his announcement that he would not seek reelection to the board.

All of the incumbent directors, except Burden, were reelected to the board. Newton M. Minow, a partner in the Chicago law firm of Sidley & Austin and a former chairman of the Federal Communications Commission, was elected to replace Burden.

In addressing the meeting, CBS president Thomas H. Wyman, who was elected

Motown, Boardwalk Ink Distribution Pact

NEW YORK — Although Motown has yet to pinpoint a location for its California distribution facility, it has already reached an agreement with Boardwalk Records to dis-tribute that label on the West Coast. A decision on a site is expected in the next few

In the interim, Motown has been shipping its releases from its pressing plant in Tempe, Ariz. Miller London, Motown vice president of sales, reported that the temporary arrangement has not caused the label any hardship or postponement of new releases. He added that Motown will ship its planned 25th Anniversary releases, scheduled for early May release, on time.

Although Boardwalk is the only label thus far to reach an agreement with Motown for California distribution, a source at Motown confirmed that there had been discussions with other record companies, and that "four or five others" were considering joining Motown once its distribution facility was in operation. "We're

(continued on page 13)

REVIEWS

ALBUMS OUT OF THE BOX



CARGO - Men At Work - Columbia QC 38660 — Producer: Peter Mclan — List: None — Bar Coded

Since these Aussie musicians topped the U.S. pop album charts for several weeks with their reggae-rock "Business As Usual" debut disc, nobody in the record industry has to ask who can this be now. Expect instant FM adds, heavy retail traffic, and a media blitzkrieg for the LP, which is already being heralded by the success of the single "Overkill," currently bulleting in the Top 20 on the Cash Box Pop Singles lists. Again, frontman Colin Hay provides tense energy with his introspective, paranoid compositions like "High Wire" and "It's A Mistake," while producer/engineer Peter Mclan gives the group a crisp, cool sound.

FEATURE PICKS

POP

SPIRIT OF PLACE - Goanna Atco/Atlantic 90081 — Producer: Trevor Lucas — List: 8.98 — Bar Coded

With antipodian rock firmly entrenched in America's consciousness, Goanna stands a good chance of breaking through with little trouble here, especially considering its mind blowing success down under. This premiere LP hit #1 on Australia's charts its first week out of the box, and subsequently garnered three of that country's prestigious "Countdown" rock awards, including best debut album, most promising new group, and best debut single for the hypnotic "Solid Rock" cut. Effortlessly blending folk, rock and pop melodies with intelligent lyrics chiefly concerning territorial rights, Goanna should go over

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REVIEWS

ALBUMS

(continued from page 6)

well on AOR, Top 40 and new music outlets.

NON FICTION — The Blasters — Slash/Warner Bros. 23818-1 — Producers: The Blasters — List: 8.98 — Bar Coded

On its third Slash/Warner effort, Downey, Calif.'s prime purveyors of rockabilly deliver their most absorbing waxing to date, with simple yet eloquent lyrics matched perfectly with forceful, emotional musical accompaniment. The LP kicks off with a moving tribute to Hank Williams ("Long White Cadillac") and relentlessly continues its passionate pace in love songs like "Leaving" and "One More Dance" and such tunes about Americana as "Boomtown."

AZNAVOUR '83 — Charles Aznavour — Polydor/PolyGram 811 505-1 Y-1 — Producer: Philippe Rault — List: 8.98 — Bar Coded

In chaunteur circles, Charles Aznavour is known as the French Sinatra, and this comparison isn't too far off from the truth. An accomplished singer-composer with a strong middle-of-the-road, A/C following, Aznavour has charmed audiences for decades with his plaintive, expressive ballads about love and life. On his newest disc, the Gallic performer utilizes the skills of saxmaster Ernie Watts, drummer Carlos Vega and axeman Richle Zito to accentuate the iush string arrangements, which shade compositions like the romantic "Daydreaming."

BACKSEAT SALLY — Atlantic 80057 — Producer: Todd D. Schafer — List: 8.98 — Bar Coded

Led by singer-lyricist Sally Kay, this three-year-old rock 'n' roll aggregation earned raves from both critics and audiences in its hometown of Rochester, New York. Concentrating on cynical songs about male-female relationships, the band's tight playing complement's Kay's fetching, brazen vocal work on such ditties as "Trouble On The Line" and "Nuthin' From Love." The former tune should fit comfortably on AOR playlists, while the latter is geared more towards a poprock sensibility.

BLACK CONTEMPORARY BET CHA SAY THAT TO ALL THE GIRLS — Sister Siedge — Cotillion/Atlantic 90069-1 — Producer: George Duke — List: 8.98 — Bar Coded

The sexy, Philly-raised Sledge sisters — Kathy, Debble, Kim and Joni — get support from producer/keyboardist George Duke, funky rapper Jarreau, vocalist Jeffrey Osborne and saxsmith Ronnie Laws on their latest LP, which marks the tenth anniversary of the ladles' association with Cotillion/Atlantic. Mixing R&B poppers such as the opening "B.Y.O.B. (Bring Your Own Baby)" with sweet ballads ("Once in Your Life") and rock-roaring killers ("Let Him Go") with non-stop dancers ("Thank You For The Party"), the girls provide their audience with an eclectic selection of tunes to get down and get off on.

"IT'S ME AGAIN" — Leon Haywood — Casabianca/PolyGram 810 302-1 M-1 — Producer: Leon Haywood — Bar Coded

Keyboardist/vocalist Leon Haywood garnered accolades on both sides of the Atlantic during the mid-'70s with several disco-ish soul tunes for the 20th Century

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NEW FACES TO WATCH



INXS

Without knowing the real meaning behind the title of INXS's (pronounced "In excess") first American album, you might think that "Shabooh Shoobah" are the words to a magical spell cast by an Australian aborigine. After all, the music on what is actually the Sydney-based band's third album in as many years weaves a magical spell of its own, and the lyrics often suggest a strongly philosophical bent along those lines. This is especially true in "Old World, New World," which contrasts the then with now and concludes with a list of a dozen religious and bellef systems. Last on the list is one called "The Great Dream Time."

Old World, New World' is about the fact that at the same time on this planet we've got civilizations that are millions of years old and got civilizations that are flying to other planets," explains the group's lead singer and chief composer Michael Hutchence, on the phone from Sydney, "I was running through all of the religions and doctrines in this world, and I thought that the most powerful and most relevant to me was the Great Dream Time, which is the aboriginal belief. It's fairly mystical and very much in a story fashion — I couldn't really go into it that heavily, but it's basically the belief in a long time ago, when life started. They believe that life began at Ayer's Rock in the Central Australian desert, and they talk about rocks that are alive and animals — it's very mystical and quite a beautiful religion."

Other songs further examine a sort of twilight zone that "could be black and white," in the words of "Black And White," or which is "standing above this moment," as in "Spy of Love." "They are not your usual kind of love songs, but are much more from real experience rather than the typical commercial experience," continues Hutchence, trying to clarify the open-ended poetry of the lyrics.

Besides Hutchence, there is Kirk Pengilly on guitar, sax and vocals; Garry Gary Beers, bass and vocals; and three brothers — Jon Farriss, drums and vocals; Andrew Farris, keyboards; and Tim Farriss, guitar. Although the line-up begs comparison with Australia's biggest current musical export, Men At Work, the transcendental sound achieved by INXS gives the band a truly distinct identity.

Essential to the sound of INXS are the primeval rhythms, often augmented by Pengilly's animistic saxophone squawks and the percussive keyboards of Andrew Farriss. "We work very carefully with rhythm, since it's one of the most important parts of our music," notes Hutchence. He then explains that rhythm is the real meaning of the mysterious album title.

"Shabooh-shoobah was the way Tim explained the rhythm part for 'Spy of Love,' He just said it — 'Shabooh-shoobah, shabooh-shoobah, shabooh-shoobah.' We threw those words around the whole time we were recording the album, and realized that it wasn't a word that people knew. We felt that something we could invent would be the best idea for a title."



Nona Hendryx

Diversity has always been the key to vocalist Nona Hendryx. Beginning with her stint as one of Patti Labelle's Bluebelles, Hendryx has driven her voice through a musical terrain as broad as all pop music. And "Nona," her RCA debut album, captures the singer's spirit of musical exploration while remaining true to its creator's urban roots.

A native of South Trenton, N.J., Hendryx was on board with the Bluebelles when they transformed themselves into Labelle, the hard rocking, soul shattering vocal trio that did more than suggest the vistas a marriage of hard core funk and blazing rock could reveal. Both musically provocative and theatrically unnerving, Labelle was the first black pop group to perform at New York's Metropolitan Opera House.

Metropolitan Opera House.

When Labelle disbanded in 1977,
Hendryx continued to dig deeper into
the affinity between the soul tradition
and the new wave movement. Basing
herself in New York, the singer wrote,
performed and recorded with the likes
of David Johansen, Cameo, Garland
Jeffreys, Defunkt, Rough Trade and
Talking Heads. Her own directions as a
leader included the rock group Zero
Cool, which she co-headed with
guitarist Naux, as well as 12-inch tracks
with English group The Cage and U.S.
studio wizards Material. It was to
Material members Bill Laswell, Michael
Beinhorn and Martin Bisl that Hendryx
turned when it was time to produce her
RCA album.

"They don't really travel and play that much," said the singer. But the results indicate that the chemistry was there in the studio. With Material at the control board, Hendryx assembled a unique amalgam of players to handle the sup-port duties on "Nona." Contributors ranged from reggae session ace Sly Dunbar on drums to jazz/funk bassist Jamaaladeen Tacuma, as well as such New York stalwarts as Nile Rogers and Kashif, Funkadelic-turned-Talking Head Bernie Worrell, jazz cornetist Olu Dara and members of Hendryx's steady band Propaganda, including Ronnie Drayton, Carmine Rojaz, Trevor Gale, Ray Jones and Steve Scales. Added to the already star-studded line-up is a unique all-female band on the track "Design For Living," which manages to meld together the seemingly divergent styles of Tina Weymouth, Nancy Wilson, Gina Schock, Laurie Anderson, Valerie Simpson and others into a cohesive musical gestalt.

"Women rarely get together and do things in music," Hendryx said. "I had written 'Design For Living' and thought it would be good to have all women because the song is strong but fragile and I feel that way about women. They were all nervous, and for the most part it was the first time they had played on anybody else's record. Now some of them are doing more than that."

them are doing more than that."

Presently touring and concentrating on her own career, Hendryx cautions that her days as a support vocalist are far from over. "All artists should do that," she said. "It keeps you from becoming linear."

REVIEWS

SINGLES OUT OF THE BOX



DARYL HALL & JOHN OATES (RCA JH-13507)

Family Man (3:28) (Virgin Music, Inc. Admin. by Chappell Music — ASCAP/Josef Weinberger Ltd., PRS/TBP Music Admin. by April Music — ASCAP) (M. Oldfield, T. Cross, R. Fenn, M. Frye (lyrics)/M. Reilly, M. Part (music)) (Producers: D. Hall, J. Oates, N. Hernon)

Everyone's favorite album cut from "H2O," with teasing lyrics by Brit Mike Oldfield. Daryl's terrific vocals and a tasteful guitar solo highlight the tune. Their tight, straight ahead performance rocks harder than the previous hits — a strong record for all formats.



PHIL COLLINS (Atlantic 7-89864)
I Cannot Belleve It's True (4:10) (Pun Music, Inc. — ASCAP) (P. Collins) (Producer: P. Collins)

The latest single from "Hello, I Must Be Going" is built on riffing from the Earth, Wind & Fire horns and a subtle cowbell-like, percussive underpinning. But once again, any effects take second place to Collins' profound poptunesmithing, this being a prime example.

FEATURE PICKS

POP

STYX (A&M AM-2543)

Don't Let It End (4:53) (Stygian Songs/Almo Music Corp. — ASCAP) (D. DeYoung) (Producers: Styx)

Follow-up single to "Mr. Roboto" is also written and sung by keyboardist Dennis DeYoung, but is a return to his soft romantic side from the futuristic "Kilroy Was Here" lead track. Smoothing the transition is guitarist Tommy Shaw, who breaks up the weak-kneed plea with sturdy rock guitar work.

THE KINKS (Arista AS-1054)

Come Dancing (3:44) (Davray Music, Ltd.

— PRS) (R. Davies) (Producer: R. Davies)

The first single from the upcoming "State Of Confusion" LP, "Come Dancing" is a typically Kinks, bittersweet lament for the loss of the place where Ray's sister's boyfriends used to ask her to "come danc-

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NEWS & REVIEWS

REVIEWS

*A*LBUMS

(continued from page 8

label, before taking a hiatus from the industry. "I Wanna Do Something Freaky To You," for example, was both a pop and for example, was both a pop and R&B hit, while "Keep It In The Family" jumped into the Top 20 on the B/C charts; both tunes have never been on an LP before, but are included on Haywood's new disc. Also here is the crooner's latest single, a sixminute-plus mellow dance track called "I'm Out To Catch.

MARY JANE GIRLS - Gordy 6040GL -Producer: Rick James - List: 8.98

"My concept was to create female characters women could identify with musically," explained Rick James when asked why he put together the Mary Jane Girls, a vocal quartet that belts out all works James-penned about nymphomania, virility, aphrodesia, and other erotic themes. While James' answer to Prince's Vanity 6 femme fatales may display more sensationalistic sexuality than songstyling sassiness, the first single - the double-entendre-packed "Candy Man" is gaining popularity and may help catapult the MJ Girls to fame. Other key cuts include the financially flirtatious rapper "Prove It" and the up-on-the-roof dalliance "All Night

GOSPEL

NOTHING WITHOUT YOU - Glenn Garrett - Greentree R-3972 -Producer: Brown Bannister - List: 8.98

Garrett presents his overt spiritual message as a product swathed in pleasant, breezy pop textures, dominated by heavy bass underpinnings and various keyboard and synthesizer sounds. While he offers a trio of slower moving pieces that rely on sparse arrangements to lend a more heavy-hearted atmosphere, the bulk of the product makes use of Garrett's penchant for strong melodies and brisk tempos to weave an extremely listenable fabric. Best cuts include the title track, "Did You" and "Everyday."

NEW AND DEVELOPING

WATCH DOG - Jules Shear - EMI America ST-17092 -- Producer: Todd - List: 8.98 - Bar Coded Rundgren

Anyone who has ever seen Jules Shear



live, heard his 76 debut LP with the Funky Kings or his two albums with the Polar Bears, "Got No Breeding" & "Fenetics" (Phoenetics), knows his music is wry.

literate and, ultimately, hard to categorize. Suffice it to say that his first platter for EMI is his most focused pop exercise to date, chock full of references to The Beatles ("All Through The Night") and "Pet Sounds" era Beach Boys ("The Longest Drink"). John Lennon and Brian Wilson may be the touchstones, but, in the end, Shear's songs bear the indelible stamp of his own lyrical and musical idiosyncracies, which he and producer Rundgren have effectively harnessed without diluting.

SINGLES

ing." Still, while the story may have a touch of sadness, the upbeat presentation makes the song a more joyous experience.

THE CALL (Mercury 811 487-7)

The Walls Came Down (3:37) (Neeb Music/Tarka Music — ASCAP) (M. Been) (Producers: M. Been, The Call)

Lead singer/songwriter Michael Been shows a David Byrne exclamatory style in a forceful entry from the group's "Modern Romans" LP. The lyrics re-fit the Battle of Jericho to a rousing guitar figure, which marches straight through to a martial group chorus at the end.

LENE LOVICH (Stiff/Epic 34-03863)

Blue Hotel (3:18) (Participation Music — ASCAP) (M. Goldsand, L. Lovich, L. Chappell) (Producers: L. Lovich, L. Chappell)

Lovich lays down a cosmological comeon with this tale of a metaphysical "Blue Hotel." Laces with fills reminiscent of both Del Shannon's "Runaway" and her own "Lucky Number," "Blue Hotel" should provide an extra little lift for Lovich's "No Man's Land" LP.

GOLDEN EARRING (21 T1 108)

The Devil Made Me Do It (3:37) (Fever Music, Inc. - ASCAP) (G. Kooymans, B. Hay) (Producer: S. Schellekens)

Golden Earring's follow-up to its come-back single, "Twilight Zone." The story of a man's plea before judge and jury, "Devil" moves with a rocking tempo. The catchy chorus, brightened by lively horns, assures the group continued radio success.

THE BELLE STARS (Warner Bros/Stiff 29672-7)

Sign Of The Times (2:50) (Rare Blue Music Inc. — ASCAP) (Barker, Hirst, Joyce, Matthias, Owen, Parsons, Shone) (Producer: P. Collins)

Having scored several Top Ten singles in its native Great Britain, this ace all-girl group debuts here with one of its strongest sides. Brisk and upbeat, "Sign of the Times" has the potential to score on both AOR and dance-oriented radio.

TERESA BREWER (Doctor Jazz WS4 03835)

Jimmy Dorsey Medley (5:20)(Famous/E.B.Marks/Peer Int./Marlong Music/Bourne Co. — ASCAP/BMI) (J. Mercer/V. Schertzinger, J. Lacolle/Ganse, Valasquez/Sklyer, Memendez/Vtrera, Rivera, Marks/Simons) (Producer: B. Thiele)

Brewer attacks the medley format with gusto on this string of Jimmy Dorsey hits.
"Tangerine," "Amapola," "Besame Mucho," "Green Eyes" and "All of Me" get the Brewer touch, with superior arrangements by Glenn Osser. Sure to score with hungry MOR programmers.

BLACK CONTEMPORARY

CAMEO (Atlanta Artists 812 054-7)

Style (4:14) (All Seeing Eye Music/Cameo Five Music — ASCAP/BMI) (L. Blackmon, Singleton, N. Leftenant, T. Jenkins) (Producer: L. Blackmon)

Larry Blackmon & Co. offer a lesson in class on this snazzy bit of vocal funk. Catlike falsetto leads and harmonies are supported by blazing keyboards and popping guitar strings, and show more than enough style to make it "stand out from the crowd

I LEVEL (Epic 34-03855)

Minefield (3:21) (April Music

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REVIEWS

SINGLES

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Ltd./Blackwood Music Inc. — BMI) (S. Jones, I-level) (Producers: J. Dwornisk, D. Bridgeman)

The I Level duo picks a rather dangerous place to "dance so free" after bar time, but this Latin-flavored follow-up to "Give Me" should survive another run at the dance charts. The vocals step lightly and lively atop swinging conga rhythms and horns, and are sure to convince even the most wary all-night partyers.

NEW AND DEVELOPING

GARY MOORE (Mirage 7-99896)
Always Gonna Love You (3:40) (Virgin/Chappell — ASCAP) (G. Moore) (Producer: J. Glixman)



Newcomer Gary Moore sets his sites on AOR with this debut single. Traversing the musical spectrum from the dellcate to the brash, Moore proves himself

the possesor of a strong set of pipes and finely honed ears. Expect to hear Moore.

BANANARAMA (London 810 115-7)

Na Na Hey Hey Kiss Him Good Bye (3:22)
(Unichappell Music, Inc. — BMI) (G. De-Carlo, D. Frashuer, P. Leka) (Producers: T. Swain, S. Joi-



ley)
More girlgroup madness! Another
'60s gem
(Steam, remember?) gets
the new music
treatment here
for the group's

second U.S. single from their debut LP. Thumping drums and a characteristic "break" make it a natural for pop and club play.

Borenstein Named NPR Chief Operating Officer

NEW YORK — Ronald C. Borenstein has been named interim chief operating officer for National Public Radio (NPR). He succeeds Frank Mankiewicz, who resigned last week. Mankiewicz will continue as president of NPR until the transition is complete.

Borenstein, a former executive vice president of the Corporation for Public Broadcasting, retains his current position as Director of the University of Wisconsin-Extension Telecommunications Division.

In making the announcement, Mankiewicz stated: "I welcome the appointment of the new chief operating officer. This will permit me to devote all of my time to other executive responsibilities, fundraising, advancing the political initiatives with Congress and maintaining close relationships with our current and prospective business partners. I will continue to represent public radio in deregulation and other proceedings."

Manklewicz, a lawyer and journalist, came to the network in 1977.

The resignation came on the heels of continuing disclosures of serious financial problems at the network. An estimated budget deficit of \$2.8 million is now computed at \$5.8 million.



BMI GREETS WARFIELD — Gerald Warfield (I), a BMI-affiliated composer and noted music author, recently visited the music licensing organization's New York headquarters to present a copy of his most recent book to BMI president Edward Cramer. Warfield's latest musical composition, "Chelsea Suite," was recently premiered by James Van Demark.

Bone, Casson Named To E/A VP Positions

LOS ANGELES — Mike Bone has been appointed as vice president of promotion, while Gary Casson has been named vice president of business affairs for Elektra/Asylum Records. Bone will be reporting to E/A senior vice president, marketing, Lou Maglia in his new post, while Casson reports directly to E/A chairman Bob Krasnow.

Prior to joining Elektra/Asylum, Bone was vice president, AOR promotion, Arista Records for the past four years. Previously, he was a partner in Mike's Management, which he joined in 1978, representing NRBQ and a roster of Northeastern acts, and, before that, served as international artist development director of Mercury Records in Chicago, a post he was promoted to after joining the label in 1975 as national album promotion director. He entered the industry as national promotion director for GRC Records after earning his Bachelor of Business Administration degree from the University of Georgia in Athens.

Casson is originally from London, England, where he received a BA degree with honors in law from the University of Kent at Canterbury. A Solicitor of the Supreme Court of Judicature, he began his career in the music industry in 1977 in the business affairs department of CBS U.K. He has moved back and forth between his home and the U.S., working as an attorney in the CBS law department before being promoted to director, business affairs for CBS Records International, returning to England to manage the business affairs department for CBS U.K. in 1979. He moved back here in 1981 as director. business affairs, CBS Records.

Paley Exits CBS

(continued from page 6)

chairman of the company there, said that CBS had made progress in 1982 toward ensuring a "promising and productive long-term future." He predicted further improvements in 1983 and stressed the health of the company's basic businesses as well as the potential growth from new business ventures.

Meyer Named To MCA Promotion VP Position

LOS ANGELES — Steve Meyer has been named as vice president of promotion for MCA Records. In his new position, he will report directly to label executive vice president Jerry Sharell.

Prior to his appointment, Meyer had been with Capitol Records for the past 14 years, where he most recently served as national promotion manager.

Meyer will be based at MCA's headquarters in Universal City.

EXECUTIVES ON THE MOVE









Semon

ffman Burkh

Wiesen

Semon Appointed — Corinne Semon has been appointed associate director, A&R administration for CBS Masterworks. She joined CBS Masterworks in 1954 and in 1975 became manager of administration.

Hoffman Appointed — Rand Hoffman has been appointed director, business affairs for CBS Records. He joins the CBS Records business affairs department after serving as senior attorney, Records Section of the CBS Law Department.

Changes At RCA — Don Burkhimer has been appointed managing director of RCA Records subsidiary companies in the Netherlands, RCA B.V., and Belgium, RCA S.A. He has been with RCA Records more than 28 years, with extensive international experience, most recently as managing director — acting of RCA Schallplatten G.M.B.H., the company's German subsidiary. The appointments of Joan M. Wiesen and Ronni Sander as contract specialists, business affairs, were also announced. Wiesen-joins RCA Records after having been a full-time associate with the New York law firm of Silfen and Glasser, P.C. She began her career in 1980 as a law clerk with the New York firm Jules I. Kurz, P.C. Sander joins RCA Records after having served as staff counsel for Audio International Productions Ltd. in New York for two years. She was admitted to the New York State Bar in the spring of 1981.

to the New York State Bar in the spring of 1981.

Wilder Appointed At E/P/A — Jude Wilder has been appointed associate director, East Coast product management for Epic/Portrait/Associated Labels. Since 1980 she has been associate director, customer merchandising, CBS Records Division.

WEA Appoints Two — The Warner/Elektra/Atlantic Corp. announced the following two appointments: Fran Aliberte, formerly the Boston branch sales manager, as director of national sales; and Mike Fontecchio, formerly the Hartford sales manager, as the Boston branch regional sales manager. Aliberte had five years of experience in wholesaling and retailing before joining the WEA Boston branch in 1974 as warehouse manager and four years later he became a member of the sales staff, and in 1978 he was promoted to sales manager. Fontecchio served as a sales representative, branch marketing coordinator, and most recently as district sales manager for the Hartford/Albany market.

Sparrow Names Nybo — Neal Nybo has been appointed manager, computer products, for Sparrow Distribution. He formerly headed Sparrow's phone sales for Christian bookstore accounts as manager of telemarketing.

Engellis Named — Island Records has announced the appointment of Manny Engellis as director of royalties. He was formerly manager of royalties at PolyGram Records. Huckaby Promoted — Nancy Huckaby has been promoted to director of manufacturing for Pacific Arts Video Records. Previously, she maintained office manager duties for the Carmel based company for over a year.

Changes At PRC — PRC Recording Company has announced the following executive promotions. David A. Grant is promoted to president of PRC Recording Company. William R. Magro is promoted to vice president, treasurer of PRC Recording Company.

Arla Names Blck — Aria Records has announced the appointment of Andrea Bick as their new director of public relations. She will coordinate Aria's publicity in all areas of the media, including print, radio and television.

Changes at ASCAP — Paul S. Adler, ASCAP director of membership, will assume the additional responsibilities of managing ASCAP's distribution area. He will oversee the processing of the Society's royalty distributions to ASCAP's members and to the members of foreign affiliated performing rights organizations. Adler takes over the distribution responsibilities from Leonard Spilka, who has resigned from ASCAP to pursue other interests. Adler will continue to have full responsibility for the Society's membership department.

Changes At CBS/Fox — Jed Daly has been promoted to director of program acquisition for CBS/Fox Video. He was manager of program planning and research. Also Lisa Alter has joined CBS/Fox Video as an attorney. She was formerly with the law firm, Proskauer, Rose, Goetz and Mendelsohn, where she specialized in corporate law.

Cohen Promoted — Harvey Cohen has been promoted to director, management information systems for Warner Amex Satellite Entertainment Company. He joined WASEC in May 1982 from CBS Cable, where he was assistant director, M.I.S. He had been manager, data processing audit, CBS, Inc.

Trenchard Named — The appointment of Robert L. Trenchard as director business & office systems and planning, WCI has been announced. He comes to WCI from Columbia Pictures Industries Inc., where he was vice president M.I.S.

VCA Appoints Gray — The addition of Jim Gray to the VCA Teletronics commercial

VCA Appoints Gray — The addition of Jim Gray to the VCA Teletronics commercial sales staff as a commercial account executive has been announced. He comes to VCA Teletronics from Digital Video Productions, where he had been director of sales and marketing.

Embassy Appoints Three — Embassy Home Entertainment has expanded its staff with the appointments of Cheryl Benton as sales administration manager, Vince Larinto as director of finance, and Jim Brown as West Coast regional manager.

Ellas Promoted — Harry Elias has been promoted to senior vice president, sales, consumer electronics division, JVC Company of America. Most recently, he held the position of vice president, sales, home entertainment and hi fi divisions, at JVC.

Certron Promotes Allen — Certron Corporation (OTC) has announced the promotion of Raymond R. Allen to senior vice president, marketing. Allen, an officer and director of Certron Corp., had been vice president, marketing.

Mllam Appointed — Stephen F. Milam has been named president of Magnetic Tape International (MTI). In addition, he continues as president of American Video Tape Manufacturing Company (AVT), a videotape and videocassette manufacturing facility. Rastad To Pollack — Jeff Pollack Communications, Inc. has announced that Beth Rastad has joined the company as administrative assistant. She will be involved in

computer and research procedures.

COAST TO COAST

EAST COASTINGS — Mirage Records has inked regional fave Southside Johnny. No word on whether the project will include The Asbury Jukes, many of whom have become The Disciples of Soul; but the disc will be produced by Nile Rogers, who's really getting around these days. The label has also inked Charlie, whose present line-up includes vocalist Terry Slesser, formerly of Backstreet Crawler. Producer for the project is Kevin Beamlsh... Be on the lookout for Rock & Rule, an animated sci-fiflick about a rock band. Lou Reed handles the vocals for the film's villain, penning two tunes for the soundtrack. Other musical contributors are Earth Wind & Fire, Blondie and Cheap Trick... Speaking of Blondie, former lead vocalist Debbie Harry has made her Broadway debut as a wrestler in Teaneck Tanzi The Venus Flytrap... The Boston-

based Hurricane Prods, will produce

and promote a three-day Long Beach

Atlantic Coast Music Festival over this

year's July 4th weekend. Featured art-

ists will include Orleans, Bobby Bare,

Sleepy LaBeef, Leon Russell, Jonathan

Edwards, Vassar Clements and Matt

"Gultar" Murphy ... Providence, R.I.

cowpokes Rubber Rodeo have a new 12-inch on Eat Records, "She Had To

to Dan Aykroyd's Doctor Detroit out by

mid-May. The disc features James Brown, Pattle Brooks and Devo.

Meanwhile, the film's producers

celebrated its New York opening last

weekend with a video party featuring

... MCA will have the soundtrack



JUNIOR'S PLAYBACK — Mercury/PolyGram recording artist Junior was recently in New York to put the finishing touches on his forthcoming album, "Inside Looking Out." Pictured at New York's Media Studios are (I-r): producer Bob Carter: Junior; and engineer Mark Barbiero.

Looking Out." Pictured at New York's Media Studios are (I-r): producer Bob Carter; Junior; and engineer Mark Barbiero. In town to promote his new LP "Steve Miller Band Live!" the rocker told us that the worldwide success of last year's "Abracadabra" single has presented him with several new opportunities, including a possible concert date in the Soviet Union. Miller had no idea when he penned the tune that the word "abracadabra" crossed so many language barriers, but the single did extremely well in almost every market, including 50,000 singles sold in Poland, and brisk sales in Latin America, the Middle East, and Africa. But Miller said his biggest surprise occurred when he met a recent emigre from the Soviet Union who asked him if he was the Steve Miller who sang "Abracadabra." "When I asked him if he knew the song," said Miller, "he just laughed and said 'Everybody in Russia knows 'Abracadabra," ... Joey Vann, former lead singer with The Dupress, has a medley single out on Chubby Records out of Ridgefield, N.J... Cars keyboardist Greg Hawkes will have a solo LP released on Passport next week. Entitled "Niagra Falls," the disc features Hawkes on all instruments save a flute solo by his wife ... After a three year absence, singer Amy Holland — who garnered a Grammy nomination with "How Do I Survive" — is back in the racks this week with the single "Anytime You Want Me." Also on tap is an LP, "On Your Every

POINTS WEST — One of the hottest rock 'n' roll books currently scorching the shelves now is undoubtedly *The Love You Make*, an insider's story of **The Beatles** scribed by longtime Fab Four business associate **Peter Brown** with more than a little help from his writer friend **Steven Gaines**. Heretofore untold tales of **John Lennon** and **Yoko Ono**'s addiction to heroin, **Paul McCartney**'s satyriasis and various power plays, **George Harrison**'s obsession with mysticism and self-righteousness and **Ringo Starr**'s creative and economic woes are all detailed in the book's fascinating, albeit grim, narrative, which also delves into manager **Brian Epstein**'s sadomasochistic, homosexual dalliances. Brown, who served as best man at Lennon & Ono's wedding ("Peter Brown called to say/You can make it Okay/You can get married

in Gibralter near Spain" - "The Ballad of John and Yoko") did more than merely probe his own memory to research the lives of the Liverpool group; he and Gaines exhaustively interviewed each Beatle and their wives, along with fellow travellers Neil Aspinall, Derek Taylor, "Magic Alex" Mardas and Allen Klein to get the real dope. According to Brown, this is the first time the band and its inner circle have broken their "code of slience." "I talked to them freely all about these things ... all the areas which are rather sensitive," he told Points West. "That was the agreement, that we were going to cover these things once and for all and put everything to rest, tell the whole truth and be honest and get it over with." Co-author Gaines concurred that the interviews "held



NERVOUS TWITCH — In spite of the first impression, Chrysalis recording artist Pat Benatar (I) is actually having a good time mugging for the camera with Loretta Munoz, membership representative for the American Society of Composers, Authors and Publishers (ASCAP), backstage after a show at the Los Angeles Sports Arena.

nothing back," and the actual Q-&-A session tapes are so personal the two authors decided to keep them locked in a Manhattan bank vault. Since so much of the book involves horror stories of rampant drug use, lurid sexual deeds, backstabbing business deals and the fateful deaths of Lennon, Epstein and roadie Mal Evans, among other harrowing episodes, we asked Brown what was the most painful thing about writing the biography. "I don't think there was any isolated incident that was difficult to write down," he replied. "What made me really think about everything hard — because I haven't thought about a lot of these things for a long time — was that it was very sad the Beatles themselves didn't have a better time of (their career together) as far as happiness is concerned, considering all the happiness they gave to everyone else." Of course, Brown and Galnes' book isn't the first and won't be the last discourse on the lives of the most famous musical team in history (Albert Goldman, author of Elvis and Ladies and Gentleman, Lenny Bruce, is tackling a comprehensive bio of Lennon, as is May Pang, who was Lennon's companion/assistant during the mid-1970s), but it's highly unlikely any other book will ever have the definitive scope of The Love You Make

Producer Profile

Peter Coleman: Emphasizing The Relationship Between Producer, Artist

by Michael Glynn

LOS ANGELES — "For me, the most important factors in being a producer are, one, that you get on with who you work with and, two, you agree on the direction that the recording will take. You have to reach an understanding with whomever you're working at the time."

Peter Coleman, who has produced the LPs "In The Heat Of The Night" and "Get Nervous" by Grammy winner Pat Benatar among others, smiles contentedly. "So far, I've been quite lucky, touch wood," the transplanted Englishman continues. "For instance, (PolyGram recording artist) Martin Briley, whose 'One Night With A Stranger' album I recently finished, was a pleasure to work with . . . We had a great understanding. But I've had the good fortune to get along with just about everyone I've produced. I never feel like I'm working "

ing."

Although he doesn't like to think of it as work, Coleman has been practicing as an engineer, now producer/englneer, since the age of 18 when he "was fortunate enough to break in as a training engineer at CBS in London." Like most apprentice engineers, he started off running errands, "making tea" and gradually progressed to duplicating and assisting.

"I wasn't very technically-minded," Coleman says. "It's sort of surprising, really, because my father was an engineer, a real wizard. He'd always be tinkering around with the telly or something."

His eventual employment as engineer came about as a result of an "infatuation with music," particularly The Beatles and the Rolling Stones, as well as other British bands of the mid-'60s.

"I was in a group from about 13 to 16,

RCA Reports First Quarter Earnings Drop

NEW YORK — Despite record high first quarter sales, RCA Corp. reported a first quarter earnings drop to \$32.3 million, or 18 cents per common share, from \$60.5 million, or 57 cents per common share in the first quarter of 1982. However, RCA chairman Thornton F. Bradshaw said that net profit for this year's first quarter would have been 47% better than last year without the inclusion in first quarter 1982 of non-recurring gains of \$38.6 million from the divestment of peripheral business and sale of tax attributes.

The breakdown provided by the corporation did not include the performance of the records segment, and a spokesman for RCA Records was unable to provide any further information.

Sales for the first quarter of this year reached \$2.09 billion from first quarter sales of \$1.97 billion last year. The weighted average number of common shares outstanding was 81.5 million in first quarter 1983 as against last year's 75.4 million, due to the public offering of common stock leading to sales of six million shares late last year.

A corporation breakdown showed that the broadcasting (NBC) and financial services (C.I.T.) segments increased substantially in earnings for the fist quarter, as opposed to declines posted by the electronics, transportation services (Hertz) and communications segments.

NBC showed a 24% year-to-year sales gain causing sharply increased profits. Network performance was boosted by Super Bowl XVII, as well as better demographics in prime time schedule and cost control. NBC-owned stations also reported stronger performance and advertiser support.



Peter Coleman

and I think that's when I first became interested in recording," Coleman recalls. "We'd tape the gigs with my dad's gear and have a laugh."

Engineering at a house studio in London called Audio International, Coleman met up with Mike Chapman and Nicky Chinn, the songwriting (and studio) team later known collectively as Chinnichap. It was under Chapman and Chinn's auspices that Coleman would work for five years, engineering and finally getting the opportunity to produce.

Coleman, in fact, shared the producing efforts on his first two albums with Chapman, who'd had a strong track record of success with Blondie and The Knack, among others, over the course of his career. In the case of Benatar's debut album, "In The Heat Of The Night," Chapman had been tapped to produce the entire album, according to Coleman, but he'd been scheduled to produce Nick Gilder at the same time, so it ended up that he only actually did three cuts.

"I produced seven of the tracks off 'In The Heat Of The Night,' including 'Heartbreaker,'" Coleman says of his own

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WCI 1st Quarter Down As Atari Sales Slide

NEW YORK — Warner Communications, Inc. (WCI) last week reported first quarter revenues of \$869.4 million, resulting in a loss of \$18 million or 29 cents per share. The results represent a significant decline from last year's revenues of \$948.8 million, net income of \$77.9 million and per share earnings of \$1.20 in the first quarter.

A static showing by the Recorded Music and Music Publishing segment of the company was coupled with the expectedly weak showing of the Consumer Electronics division, which includes Atari.

Commenting on the quarter, Steven J. Ross, chairman and chief executive officer of WCI, said that "high levels of retail inventory of Atari video game cartridges and increased competition adversely affected Atari's first quarter results. Although we are not pleased with these results, they are not entirely unexpected." Ross added that changes in distribution, manufacturing and inventory reduction had already been initiated.

Revenues for the Recorded Music and Music Publishing division totalled \$189.7 million as compared with last year's figure of \$190.0 million in the comparable quarter. Income was \$16.2 million, as compared with \$15.8 million.

Revenues for the Consumer Electronics division decreased to \$329.1 million from \$420.8 million, resulting in an operating loss of \$45.6 million.

The Filmed Entertainment division proved to be a winner, with income rising from \$30.1 million to \$36.8 million.

Although no figures were released for Warner Amex, WCl's joint cable venture with American Express, start up costs continued to impact on WCl.

TALENT ON STAGE

ourney

MURPHY CENTER, MURFREESBORO, TENN. — Flying high on the success of its 10th album, "Frontiers," Journey traveled to town for the first of two sold-out concerts in what turned out to be a night full of energy, talent and music so loud that it left everyone's ears ringing the next day. The show was a fast-paced flash of technique combining several visual effects that left the audience asking for more.

As the lights went down, the backstage cameras showed the group emerge from their dressing rooms and storm on stage to thunderous applause and screams via a huge screen suspended above the stage. The group had the crowd on their feet and screaming immediately with songs like "Chain Reaction" and "Send Her My Love," but moved on to a middle segment that included a number of unfamiliar songs, and the show's excitement consequently subsided. However, the crowd was soon caught back up in the whirlwind when Journey started playing such well-known staples as "Don't Stop Believin" and "Who's Crying Now" at the end of the set.

Lead singer Steve Perry was clearly the nucleus of the multi-talented band, which included Neal Schon on lead guitar, Ross Valory on bass, Steve Smith on drums and Jonathan Cain on keyboards and rhythm guitar. With the aid of an elborate visual system that included an assortment of light pattern changes, stage bombs and a screen that showed close-ups of the group, Journey showed why it is one of the most popular touring groups around.

Perry had the audience standing and screaming as he danced about the stage belting out a variety of favorites, from "Open Arms" to "Separate Ways," with a voice that any tenor would envy. Each band member got a chance to display their abilities during several solo spots, which proved their immense instrumental talents despite a sound system that was so loud that it sometimes masked some of the best parts.

parts.
"We'll stay for as long as you want us," said Perry at the beginning of the show, and after the second encore it was quite evident that the middle Tennesseans wanted them to stay.

anita m. wilson

Simple Minds

BEVERLY THEATRE, L.A. — Virgin/A&M recording group Simple Minds has put out five albums to date in the U.K., not counting a Stiff compilation package ("Themes For Great Cities"), and won readers polls in Britain's Sounds and NME. But for all the band's popularity in England, the Glasgow, Scotland, unit has yet to make much of an impression upon the American public. While it mlght be considered a new music veteran overseas, Simple Minds appears to many here as the latest Brit synth pop import to ride through town, following in the wake of recent appearances by Depeche Mode, Thompson Twins, etc.

Like those bands, Simple Minds has achieved a measure of local notoriety chiefly through KROQ airplay, specifically for the track "Promised You A Miracle" from the "New Gold Dream" album. Naturally, when the five-member band played the single midway through its set, it was greeted with the loudest ovation of the evening. But this is no one-hit act. In fact, Simple Minds' greatest asset or quality is its ability to set and sustain a

dreamlike mood, both in concert and on record

The various songs, particularly selections from "New Gold Dream," served as pieces of the dreamy atmosphere, marching up electronic peaks with a regal flourish or descending into airy synthesized valleys. Crisp sound production and imaginative, high tech stage lighting added the much-needed definition the songs require to keep from melding into one another at times. This wasn't a problem for melodically strong songs like "Someone Somewhere In Summertime," "Glittering Prize" or "Promised," but other, less immediately compelling material tested the audience's attention span.

The result was that the crowd seemed to flag noticeably near the end of the set, and although Simple Minds was accorded a standing ovation at the close of the show, it's questionable whether it received enough of a hand to warrant the three encores it performed.

michael glynn



PERKINS' PALACE, L.A. — Pasadena's excinema, Perkins' Palace, may be suffering from terminal frayed-at-the-edgeness, but as long as its doors remain (propped) open, L.A. proper can still be treated to the world's new and developing pop acts, particularly those from the U.K., which this venue seems to specialize in.

Modern English's recent sonic commando raid on the City of Angels took place here, and what was once a nice commercial buzz quickly developed into a full-throated roar of approval from the punters jamming the lip of the stage at the behest of lead vox Robbie Grey. As popular as their debut single, "I Melt With You," was on L.A.'s alternative stations, it really did not prepare one for the professional, near-progressive and richly embroidered simplicity of their act.

Comparisons to the sudden arrival last year of A Flock Of Seagulls will no doubt be made: both bands feature an equal melding of synthesizer and guitar, a member in the band with a rather severe hair style and a form of commercial acceptance in the U.S. that outstrips similar efforts back home in the U.K. Halfway through their set (the shortest 80 minutes in rock history), one became almost unnerved over how, simply put, together this band was. A totally integrated mesh (and lace) of tight playing with no boring lapses into mindless posing.

Drawing, of course, primarily from their current LP, Modern English also Included several newer compositions that immediately elevated the show from mere promotional tour/visit to special event. The final encore number, "Sixteen Days," even seemed to have been included as a nod toward those in the audience who shelled out \$12 for their first import-only LP, "Mesh & Lace."

Happy people left Perkins' that night. The buzz had turned out to have been justified and real. New wave (as we Americans call it) has apparently finally matured. It's somehow all gone from The Beatles to Yes again. Hope the rot hasn't set in yet accordingly. Modern English for one don't show signs of decay at all though.

Opening to a nearly deserted house were New York's Swinging Madisons. With very little effort this quartet, which features such cool titles as "Hey Little Jesus Come Out Of Your Hole" and "Mediocre Dream" (not to mention a mondo bizzaro version of "Helter Skelter") managed to win over the scattered lucky few in attendance.

harald taubenreuther

'US '83' Improves Comforts, Sound And Visuals

by Jeffrey Ressner

LOS ANGELES — With "US '83" just a little more than a month away, organizers of the four-day music festival report ticket sales are proceeding at a faster rate than expected, and improvements at the event's site, Glen Helen Regional Park in San Bernardino County, Calif., are well under way. The celebration, slated to include three days of rock 'n roll May 28-30 with headliners The Clash, Van Halen and David Bowie, in addition to a country extravaganza June 4 with Willie Nelson topping the bill, will also host a career/technology exposition and other programs designed to "entertain, educate and fascinate."

According to Dr. Peter Ellis, who along with Apple Computer inventor Stephen Wozniak founded UNUSON (Unite Us In Song) Corp. which is sponsoring the festival, the concert site now has almost double the parking acreage of last year's show, three beer gardens as compared to 1982's pair of drinking locations, permanent showers erected at the park's campground area, and even some amusement park rides like ferris wheels. In addition, video visionary Ron Hays - whose wizardry with electronic and laser imagery graced the L.A. Philharmonic's historic
"Star Wars" concert and conceived
"Odyssey," the first fully computer animated visual music album - has been given a seven-figure plus sum to create a dazzling series of special effects shows in between the festival's rock acts.

Stage and sound design systems for the four-day gathering will be another area of expansion for the US fest team. Whereas last year's stage was 298 feet long, the platform currently under construction is slated to run 425 feet in length, primarily to make room for the enlarged eidaphor projection hook-up, estimated to be double the size of last year's vid screens, which allowed spectators sitting at the very perimeter of the grassy amphitheatre bowl to get

'83 Michelob Concert Slate Set For 11 Venues

LOS ANGELES — More than 500 Individual shows will be presented in this year's Michelob Concert Series at 11 different venues. Headliners are slated to include the Beach Boys, Pat Benatar, Dan Fogelberg, Kenny Rogers, Willie Nelson, and Journey, and the acts will perform at major halls in San Francisco, Chicago, Detroit, Atlanta, Boston, New York, Washington/Baltimore, Cleveland/Akron and here. The 1983 series of Michelobsponsored shows will run through December.

ber.

"The scope of Michelob's 1983 music sponsorship is unprecedented and represents a major commitment in the area of live entertainment," boasted Michelob's group marketing manager David Drew. "Beer marketing activities are traditionally heavy in sports, but the Michelob drinker is not only a sports fan, he enjoys fine entertainment, be it classical or contemporary."

Venues to be used for the beersponsored events include five theatres associated with the Nederlander Organization: San Francisco's Concord Pavilion, Chicago's Poplar Creek, Detroit's Pine Knob, Washington D.C./Baltimore's Merriweather Post Pavilion and Hollywood's Greek Theater. Other venues hosting the shows are Atlanta's Chastain Park, Cleveland/Akron's Blossom Music Center, New Jersey's Meadowlands and three halls in or near Boston — the Paradise, Orpheum and Cape Cod.

"close-up" looks at the performers. Increased use of the Mitsubishi Electric-made DiamondVision screen is also planned for this year's event, with at least one of the screens perched atop the stage as in 1982's show. The sound system for the Memorial Day Weekend and subsequent country bash is said to at least equal last year's 400,000 watts of power, with four — rather than three — delay towers employed to better the audio quality for those listeners stationed at the back of the bowl.

Another significant change in US '83 from last year's event is the participation of 20th Century Fox as a "communications partner." While specifics of the deal between UNUSON and Fox still appear nebulous at this juncture, Ellis described the five-year agreement as encompassing "anything we're (UNUSON) doing entertainment-wise, they're involved with. They gave us a large guarantee, and it's up to them to do whatever they want to with the material. However, there won't be anything broadcast live from the show because we don't have those rights from the groups. What we do have from the groups is their okay to use three songs or 20 minutes for future broadcast purposes."

Production of a feature covering last year's US Festival ran into several snags, beginning with the fact that concert promoter Bill Graham did not secure vid rights from the artists involved with the show, and for some time following the event, UNUSON staffers were scurrying around to record labels, managers and rockers trying desperately to get their per-

(continued on page 13

Country Agencies Look Forward To Summer Touring

by Tom Roland

NASHVILLE — With summer just weeks away, country booking agents and talent agencies are already looking forward to the touring season with its vast opportunities for appearances at outdoor fairs and festivals. In contrast to last year, when concert promoters were first beginning to deal with the economic difficulties that sent attendance plunging, the agencies are optimistic that this summer will provide somewhat of a rebound for personal appearances because of shrewd business tactics and increased professionalism on the part of talent buyers.

The larger agencies in town all seem to agree that this summer holds promise as a very lucrative touring season, with several noting that most of their acts are already booked solid for the bulk of the summer months. Instead of buying as many as six to nine months in advance, concert promoters are booking acts later to guarantee that their popularity within any given market has not faded, and they have adjusted their expectations of the gate, reducing the break even point to more realistic levels. The lower- and mediumpriced acts have also taken small cuts in their fees, in many instances, because of their growing concern for the promoters' ability to generate a profit.

While the fair dates have always been the staple of country touring during the hot summer months, droves of promoters began attempting outdoor festivals with massive line-ups of country artists two years ago. Most of those shows have disappeared, leaving instead a smaller number of festivals that have become annual events, and at most of those concerts, the size of the line-up has been pared to a more realistic size.

"If somebody does a festival with the understanding that they break even at around 6,000-7,000 people, and they set up the show to print about 15,000 tickets, then it

(continued on page 20)

Schwartz Bros. Sues Arista, RCA Over Distrib Deal

LOS ANGELES — A \$5 million breach of contract suit, claiming fraud, unfair competition, contractual interference and conspiracy, was recently filed in the Circuit Court for Prince George's County, Md., against Arista Records and RCA by independent distributors Schwartz Brothers,

The Lanham, Md.-based indie's suit was prompted by the recent move by Arista to the branch distribution of RCA and is the first suit to be filed by the independent distributor ranks

As part of an agreement entered two weeks ago during a conference call between plaintiff and defendant attorneys and Circuit Judge Robert Woods, Schwartz Brothers is to continue distributing Arista product until May 2, a date Woods set for a hearing on Schwartz's request for a preliminary injunction to stop RCA from distributing the Arista stock in the Schwartz territory. Schwartz is handling Arista product in Washington, D.C., Pennsylvania, Maryland, Virginia, North Carolina and South Carolina.

Currently Arista returns are being handled by the Lanham-based distributor, but Schwartz Brothers has requested that the court rule that RCA assume responsibility for returns if the court decides that Arista ended its relationship with Schwartz lawfully

Key to the dispute, according to the 14page complaint, is the validity of a contract. which the suit contends Arista entered with the distrib in September 1980. The pact, allegedly signed by Schwartz Brothers president James Schwartz, and Aaron Levy, senior vice president of finance at Arista, was to have provided for two automatic two-year extensions of the agreement except if either party notified the other in advance of any change.

US Festival Changes

mission to use musical footage in a rockumentary. Although plans were discussed for a full-length feature film, a twopart television special and/or a lengthy single TV program of the first US event, a finished product has yet to be aired in any format. However, negotiations are reportedly proceeding in an effort to broadcast edited footage from last year's festival on the Warner Amex-owned-and-operated all-music cable channel, MTV, sometime before the 1983 UNUSON mega-concert

takes place at the end of May. Describing UNUSON's scope as "enter-tainment-education-technology," Ellis said that beyond the US '83 shows, the corporation is planning a number of other activities, including the production of a television show for November 16 to celebrate the 50th anniversary of diplomatic recognition between the U.S.S.R. and the United States. Further development of the "US Network," a computer-video combine similar to the Campus Entertainment Network, but trying to put the entertainment within an educational context and relaying information to universities around the world, is also being worked on. Another project involves the continuing use of the approximately 100 radio stations (AOR and country-formatted) in major American metropolitan areas that are now involved with broadcasting news concerning the US

'We really see ourselves as a marketing explained Ellis. "The real market we're trying to reach is the 14-24 year olds, and that's why our activities are directed toward that age group, toward the college market . . . trying to hit that gap that Disney's never gotten to



FONZI GETS LOOSE IN L.A. - RCA recording artist Evelyn King (I) performed in the City of Angels recently in support of her fifth LP, "Get Loose." Visiting her backstage were two labelmates, Fonzi Thornton (c), whose RCA debut "The Leader," was just released, and Robert Wright, vice president, Black Music, A&R, RCA Records

Applice/Mattel 'National **Drum Battle' Bows May 1**

LOS ANGELES - Skin smashers, drop your socks and grab your sticks, because The 1983 Carmine Appice National Drum Battle Tour" gets under way May 1. Sponsored by Mattel Electronics, the manufacturer of Synsonics Drums, the competition is the highlight of an annual "drum battle" that has attracted over 30,000 rock enthusiasts to playoffs over the past four years, and finalists from 15 cities are due to meet here this July to pound off in the championship round.

The competition in each city is open to drummers who are not currently recording or touring with a national band. Preliminary competitions will be conducted in each area, and twenty contestants chosen in each location will be given three minutes to perform for the celebrity drummer judges Appice, Molly Hatchet's Bruce Crump. Heart's Michael Derosier and Pat Travers Band's Sandy Gennaro — on the eve of each "battle." Three winners from each city will be selected, and first prize winners will be flown to L.A. by Mattel to compete in the July finals.

Last year's battle was held at the Long Beach City College Memorial Stadium, while 1981's drum battle was held in L.A.'s Griffith Park and attracted over 10,000 people. "The national drum battles were started to help locate the finest drummers in the country and encourage their interest in percussive music," explained Appice. "We're looking for young drummers who have the originality, the technique and the enthusiasm to become really fine drummers, maybe the top drummers of

Dates and venues for the national drum battle tour include: May 1, Dallas' Agora; May 2, Houston's Rockers; May 3, Shreveport's Steamboat Annies; May 4, New Orleans' Richies 3-D; May 5, Hallendale/Miami's Agora; May 7, Jacksonville's Playground South; May 8, Orlando's The Point After; May 9, Atlanta's Agora; May 10, Washington, D.C.'s Bayou; May 11, Hartford's Agora; May 12, Detroit's Harpo's; May 13, Cleveland's Agora; May 14, Columbus' Agora; and for June 17, the venue in Chicago has yet to be announced. Mattel plans to contribute portions of the tour's proceeds to the U.S. Committee for UNICEF's Children of the World Fund

Motown, Boardwalk Pact

going to have to show them how serious we are," he said.

In a related development, labels formerly distributed by Pickwick received a letter from the Minnesota-based firm officially terming the web "no longer viable" and urging alternate distribution of

In addition, the letter pledged Pickwick will be "happy to work with you on any outstanding invoices, returns from our inventory and from our customers' inventories. will also work with you on payment of potential credit balance situations that may arise. Our goal is to make this transition as smooth, economical and easy for you as possible.

TOP 30 4 LBUMS

		4/23	Weeks On Chárt
		4, 20	Ondit
U	JARREAU (Warner Bros. 9 23801-1)	4	3
2	PROCESSION WEATHER REPORT (Columbia FC 38427)	1	7
3	THE HUNTER JOE SAMPLE (MCA 5397)	3	7
4	THE BEST IS YET TO COMI GROVER WASHINGTON, JR. (Elektra 9 60215-1)	E 2	21
5	DECEMBER GEORGE WINSTON (Windham Hill C-1025)	6	20
6	TWO OF A KIND EARL KLUGH/BOB JAMES (Capitol ST-12244)	5	26
7	DAVE GRUSIN AND THE NY/LA DREAM BAND (GRP A1001)	7	11
8	SHADOWFAX (Windham Hill C-1022)	9	11
9	QUARTET HERBIE HANCOCK (Columbia C2 38375)	10	14
1	GUARDIAN OF THE LIGHT GEORGE DUKE (Epic FE 38513)	19	2
11	FINESSE JOHN KELMMER (Musician/Elektra 9 60197-1)	8	11
12	DREAM OF TOMORROW LONNIE LISTON SMITH (Doctor Jazz/CBS FW 38447)	12	5
13	WINTER INTO SPRING GEORGE WINSTON (Windham Hill C-1019)	14	40
14	CASINO LIGHTS — RECORDED LIVE AT MON TREAUX, SWITZERLAND VARIOUS ARTISTS	-	
	(Warner Bros. 9 23718-1)	16	27
15	EADL KI HOLL (O I) - LOT (ACCEO)		- 4

			Weeks
		4/23	On Chart
16	RIT/2 LEE RITENOUR (Elektra 9 60186-1)	15	23
17	COME WITH ME TANIA MARIA (Concord Jazz Picante CJP 200)	17	5
18	SOLID COLORS LIZ STORY (Windham Hill C-1023)	18	6
19	THE YOUNG LIONS VARIOUS ARTISTS (Musician/Elektra 9 60196-1R)	22	2
20	WEAVE RARE SILK (Polydor/PolyGram 810 028-1 Y-1)	25	2
21	GENTLE FIRE WILTON FELDER (MCA-5406)		1
	OFFRAMP PAT METHENY GROUP (ECM-1-1216) 13	50
23	INCOGNITO SPYRO GYRA (MCA-5268)	21	29
9	STEPS AHEAD (Musician/Elektra 9 60168-1)	_	1
25	AZYMUTH (Milestone M-9109)	11	19
	AUTUMN GEORGE WINSTON (Windham Hill C-1012)	26	3
27	STREET THEMES CHARLES EARLAND (Columbia FC 38547)	29	2
28	ASPHALT GARDENS GEORGE HOWARD (Palo Alto PA 8035)	30	2
29	HOME AGAIN STANLEY TURRENTINE (Elektra 9 60201-1)	27	22
30	MUSIC SPOKEN HERE JOHN McLAUGHLIN (Warner Bros. 9 23723-1)	28	15

IT'S KOOL IN NEW YORK — The weather might have seemed more winter-like in Gotham last week, but the surest sign of spring was the unveiling of this year's line-up for the Kool Jazz Festival in New York. Kicking off on June 24 and running through July 3, the program will once again use Avery Fisher, Carnegie and Town Halls to present more than 1,000 musicians. Of special interest are tributes to tenor giant Coleman Hawkins, piano great Bill Evans, arranger/bandleader Gil Evans and bassist/composer Charles Mingus. Contributors to those programs will include: Benny Carter, Doc Chestham, VIc Dickenson, Eddle Barefleld, Dizzy Gillespie, Illinois Jacquet, Arnett Cobb and Howard McGhee on the Hawkins program; Joanna Brackeen, McCoy Tyner, Teddy Wilson, John Lewis, Jimmy Rowles and George Shearing on the Bill Evans tribute; and Jack Walrath, Ricky Ford, Slide Hampton, Eddie Bert, Larry Coryell, Jimmy Knepper and Roland Hanna on the Mingus salute. A special performance of Duke Ellington's "Black, Brown and Beige" by Mercer Ellington will mark the 40th anniversary of the Duke's historic Carnegle Hall concert... In a suprise move, Miles Davis will split a bill with VSOP II featuring Herble Hancock, Tony Williams, Ron Carter and Wynton and Branford Marsalis. Although promoter George Wein has dispelled any rumors that the show will mark a re-uniting of Davis with his former rhythm section, one festival insider tells us that Wynton has said Miles better be ready for him. Don't ya love it? ... Other special programs include "Hard Times, Good Times With Studs Terkel," a show featuring songs from the Depression, as well as ones pairing Charlle Haden's Liberation Orchestra with Carla Bley's Band; Ray Charles and B.B. King; Sarah Vaughan and Richle Cole; The Modern Jazz Quartet and Betty Carter; Oscar Peterson and Milt Jackson; Spyro Gyra and Steps Ahead; and Ella Fitzgerald and the Joe Pass Trlo. Other headliners include Chuck Mangione; the "New" New York Band of Toshiko Akiyoshi & Lew Tabackin; Joe Williams and friends including Woody Herman & His Young Thundering Herd, Jay McShann, Joe Turner, Tal Farlow and Frank Wess; and two multiple bills featuring Mel Torme, George Shearing, Rosemary Clooney and Count Basie on one and Dave Brubeck, Stan Getz and Gerry Mulligan on another . . . Early evening solo piano concerts will again be a feature of the Festival, with Ralph Sutton, Ellis Marsalis, Michel Petrucciani, Don Pullen, Makoto Ozone, Walter Bishop and Dick Hyman . . . Soundscape promoter Verna Gillis is again on board with a complimentary program of new music this year featuring Jamaaladeen Tacuma, Daniel Ponce, Mario Rivera and The Salsa Refugess, Billy Bang, Jeanne Lee, Jimmy Lyons, Charles Tyler, Michele Rosewoman, Butch Morris, Paquito d'Rivera, Hilton Ruiz, Odean Pope, Vortex, Marion Brown, Andrew Cyrille and Marilyn Crispell . . . Also returning are "Jazz On the Ferry," this year featuring Maxine Sullivan and The New Black Eagle Jazz Band; Waterloo Village programs in Stanhope, N.J.; and The Kool Festival at Saratoga Springs. The two-day Saratoga program on July 2 and 3 will feature Manhattan Transfer, David Sanborn, Buddy DeFranco, Art Blakey and The Jazz Messengers, Ronald Shannon Jackson and The Decoding Society, Freddle Hubbard, The Wynton Marsalis Quintet; Patrice Rushen, Ndugu, Alphonso Johnson, Silde Hampton, VSOP II and others. All-in-all, a warm summer forecast despite this chilly spring.

fred goodman

'83 spectacular.

Peter Coleman: Emphasizing The Relationship Between Producer, Artist

(continued from page 11)

big break.

Later, Coleman would go on to produce other new acts, such as Robbie Patton, Paul Warren and Spider, as well as Nick Gilder and Exile. The transition from engineer to producer was a natural one, he points out.

"When you work as a house engineer 15 to 18 hours a day, you get a chance to hear many different projects and the natural reaction is to think sometimes, 'Well, that's not right' or 'That might have sounded better if he had done this," Coleman explained.

Because he has worked with so many young and, in a lot of cases, inexperienced artists, he stresses preparedness as an essential element before going into the studio. Disagreements, Coleman feels, over how the record is going to be produced should be resolved during preproduction, not in the studio.

"Any confrontation or differences should be ironed out in the rehearsal studio two or three weeks prior to recording," he states unequivocally. "It saves everybody time and money."

Coleman says he is astonished that certain acts can take six months or more recording and spend hundreds of thousands of dollars or more in the studio. "I have never made what I consider to be an expensive album," he notes. "Album budgets have come down and, personally, I think that's a good thing."

Although he concentrates on his producing career now, Coleman still engineers all of his albums himself with the aid of a "second" or assistant engineer. "The secret to doing it is you try to keep things as ordered as possible in terms of recording, so you're not running around

the console room in a state of confusion," he reveals. "Again, a lot of it comes back to the pre-production.

"The only times I wish that I have an engineer is when equipment breaks down. If something breaks down totally you can almost deal with it, but it's most annoying when you think you might have something fixed only to have it break down again and again."

Presently, Coleman is based at the MCA Whitney Studio in Glendale, Calif., a two-room studio where he has done most of his work and one that Chapman has used for such acts as The Knack.

"Both of Pat Benatar's albums were done in the big room at MCA Whitney, while Martin Briley's album was done in the small room." he indicates.

Being comfortable there at MCA Whitney, he can experiment with certain techniques he has, like patching the room where he is recording into a radio so he can approximate how the end product would sound on the air. A big radio fan himself, he feels it is an especially important test.

"I like to hear records on the radio, but it has a very different sound than you would get in the studio," he says. "Radio is limited to hell but, personally, I like a lot of limiting. Patching into a radio, or seguing a song between a few cuts on a certain station, gives me an idea of how well a song might fit in."

What does Coleman feel could be the biggest contribution that he, as a producer, could make to a recording?

"Different acts expect different things out of a producer," he concludes. "However, I suppose that the most important thing is adding something that, at the end of the day, everyone is going to be satisfied with."

SESSION MIX

Arlo Guthrie Is working on a new Warner Bros. album at Long Vlew Farm in North Brookfield, Mass. John Pilla is producing, with Jesse Henderson engineering. Backing Guthrie on the LP is his band Shenandoah — Leah Kunkel, Penny Nichols and Carole Ide. Also at Long Vlew Farm is Roomful of Blues' horn section, overdubbing with George Lewis' Rockin' Heartbeats. Henderson is engineering.

At Bearsville Studio, in upstate New York, the Iron City Houserockers are recording with producer Mark Dodson. Scheduled to come in the month of May is EMI America/Liberty recording act the Michael Stanley Band. The group has booked the newly remodeled Studio 'A.' In Studio 'B' during May, Capitol recording group Industry will be laying down tracks, with producer Rhett Davles. Also set to record at Bearsville is newly signed Bearsville recording act, the dB's.

Country comes to Magnolia Sound in No. Hollywood, Calif. in the form of Mercury recording act The Kendalls and Monument artist Kris Kristofferson. The Kendalls are recording a new single with Brian Ahern producing. Stuart Taylor and Alan Vachon engineered. Kristofferson has been with producer Fred Foster working on an LP. Chip Younge engineered. Magnolia's Enactron Truck recently recor-ded Quincy Jones' Seattle Celebration on location at the Paramount Theatre in Seattle. Bruce Swieden, Taylor, Vachon and Al Burnham engineered for the concert, which included more than 80 musicians and featured Ray Charles, Patti Austin and James Ingram, along with Jones. The Enactron Truck also provided audio facilities for a Lynn Anderson broadcast from Denver over the Nashville Network. Taylor and Burnham engineered.

A&M recording act Oingo Boingo has

been tracking its latest LP at Baby 'O Recorders in Hollywood. Producing was Bob Margouleff, with Howard Slegel engineering.

Gospel and rock projects, in addition to Country, are in the works at Bullet Recording in Nashville. CBS/Priority producers John Lee and John Rosasco are working on a new LP called "Jesus Never Fails" with artists Cynthia Clawson, The Cruse Family and Carmen doing vocals. Kirshner/CBS recording group Kansas is laying down tracks for a new LP with producer Nell Kernon. Bullet's Danny Mundhenk is behind the board. Work continues on the Younger Brothers project for El Dorado Prods., Earl Richards, Jim Isbell and Fred Carter, Jr. producing. Moses Dillard is producing Greg Williams, and Ron Griffin is producing "Back At Creek Bank" at the studio. Jim Baird engineering for the former, while Scott Hendricks handling the latter

Over at Music City Music Hall, Glenn Campbell is overdubbing vocals with Charley Pride on some of the latter's tracks for a new RCA album. Producing is Norro Wilson, with Bill Harris engineering. Harris is also engineer on a single by new RCA artist David Wills, produced by Blake Mevis. Mevis and Harris also teamed up on a new Kendalls project for Compleat. An Harris teamed up with producer Wilson again to work on an RCA single by The Family Brown. Lastly, ex-governor of Louisiana Jimmie Davis has been remixing his next gospel project at Music City with Bill Vandevort engineering.

The EMI America/Liberty soundtrack for the Thorn EMI motion picture Tender Mercies is among the projects at Nashville's Creative Workshop Inc. Charlie Feldman and Brent Maher are working on the LP, which, like the movie, features a number of songs and performances by actor Robert Duvall.

Strong New Product Helps Dealers Past April Storms

(continued from page 5)

week, ammounting to 30% over the same week a year ago. However, Donald Watkins at Record Den reported that figures were substantially off, though he said that his store's business was always slow at this time of year.

Dick Kay, manager of Record Bar in Philadelphia, was also set back significantly. "Who would have thought that it would be snowing on April 19?" he asked, noting a 25-30% drop in business during the Monday and Tuesday snow days and Wednesday melt. "Hardly anyone showed up Tuesday when there were flurries all day. People didn't want to go out, since they had already put away their winter coats and didn't know what to wear." But Kay, whose store is independent from the Record Bar chain, said that things had begun picking up again on Thursday, April 21.

At the Discount Records store, 500 feet from the Cornell campus in Ithaca, N.Y., manager Renee Baum said that two days of constant snowfall ending Wednesday night had made for "really slow" sales. "I could have sworn it was the week before Christmas," declared Baum. "We're on a steep hill and you couldn't drive up, so the only traffic we had were pedestrians. We had a lot of people in the store but they weren't buying much — they just wanted to come out of the snow. But that's okay, because now they'll come back when the weather is nice and buy something."

Baum added that the six-inch snowfall might have cut back potential business by 10 percent, which was not "devastating" since the store has been doing better than last year

In New York, where the first half of April had already seen a record rainfall for the entire month, heavy weekend rain could not dampen Ben Karol's spirits. "It was amazing," stated the King Karol stores' owner. "We were off Saturday (April 16), but Sunday, Monday and the preceding Friday were very good and the sales total was almost normal for a stretch of that duration. The rain holds you up for a day, but it's been raining so much here that people feel they have to get out anyway."

"What can you do?" echoed Record Factory's Michael Tannen. "Rain doesn't help and keeps everyone lackluster, but it wasn't much of a factor and business was just a little off."

Below freezing weather together with some rain and snow in Washington, D.C.

had "no deleterious effect on business," according to Howard Appelbaum, vice president of the Kemp Mill Records chain, and Waxie Maxie vice president David Blaine found business "absolutely booming." A bit below on the map in Norfolk, Va., Tracks manager Paul Fussell felt that Monday's one and one-half inch snowfall might actually have helped business.

"It was the first snow we've had this year that was worth anything," explained Fussell. "More people came out because of the snow and were having fun with it."

As in other markets, Norfolk has had a wet spring. Fussell noted that following periods of rainfall, there are usually strong sales rebounds at the store. He added that, in general, business has been up 12% on a monthly basis. He attributed much of the increase to strength of new product.

"Last year at this time it was dead city release-wise," Fussell continued. "But now we have a lot of great releases. We got our new Men At Work albums in at 9:30 a.m. Monday, and I was hearing that every other to every third record sold was 'Cargo."

The new Men At Work LP was noted by several other retailers among the strong new releases pacing their sales strength during the rotten weather periods. Camelot's Dolan credited that album, along with new or recent releases by Michael Jackson, Jarreau, Pink Floyd, Culture Club, Earth, Wind & Fire, DeBarge and the Dazz Band among the "hot product taking up the slack" during the snow days. He also attributed his store's whopping sales success to heavy advertising and merchandising of video product.

Kemp Mill's Appelbaum noted both a "turnaround" in black product sales and that "people are psychologically feeling better about things" and bringing that feeling into the marketplace. Ben Karol said that the Flashdance soundtrack was breaking out at King Karol and predicted that it would become "a giant record ... another Fame."

At Record Bar in Philadelphia, where Kay reported an "up and down" spring so far, he added that new releases "should pick things up fromnow on." He singled out Men At Work, Julio Iglesias and DeBarge as being particularly strong last week, and saw that station WIFI-92's recent change to a "Rock of the '80s" format was feeding sales activity on new music acts like Modern English and Malcolm McLaren.

COAST TO COAST

POINTS WEST

(continued from page 11,

... Short cuts: Best wishes for a speedy recovery go out to guitarist Martin Belmont, who suffered two slipped discs recently but still had the strength to play with Nick Lowe and Paul Carrack at an L.A. gig in the Palace theater last week ... Torrance, Calif.-based Enigma Records, the label responsible for the first vinyl output of Berlin, announced its spring/summer releases, which include discs by The Crewd, Subhumans, Mal & Val and Ray Campl ... Olngo Bolngo's working on its third LP at Hollywood's Baby 'O Recorders studio with producer Robert Margouleff at the console ... John Hlatt's next Geffen LP, "The Irony and the Ecstasy," is due the end of May ... Linda Ronstadt has reportedly been seen checking out the last three shows of avant artrockers The Fibonaccis ... Modern Romance just left the City of Angels after shooting a commercial for a Japanese whisky company .

EAST COASTINGS

Word," set for a May release. Produced by Holland's fiance, Michael McDonald, it marks McDonald's first solo production. "Obviously," said Holland, "I think he did a great job. We started on it last February, but with his other obligations, it took a long time and we only finished it two weeks ago." Re-united for this album, Holland first met McDonald when she was 17 and making her first recordings for Bell Records. McDonald authored the B-side of her first single, even though he was only 18 at the time. Aside from McDonald, "On Your Every Word" features contributions by Patrick Simmons, Steve Lukather, Jeff Porcaro and Robben Ford, with string arrangements by James Newton Howard and horns by Tom Scott. Despite the long lay-off between projects, Holland said she is "feeling more confident and I'm definitely singing better and writing more. But after three years, I'm considered a new artist again." fred goodman

TOP 30 IDEOCASSETTES

	4	1/23	Weeks On Chart			4/23	Weeks On Chart
1	AN OFFICER AND A GENTLEMAN			16	ANNIE RCA/Columbia Home Video 10008	17	18
2	Paramount Home Video 1467 BLADE RUNNER	1	10	17	HONKY TONK MAN Warner Home Video 11305	18	4
3	ROAD WARRIOR	2	8	18	MISSING MCA Distributing Corp. 71009	20	18
4	Warner Home Video 11181 CREEP SHOW	3	10	19	VICTOR VICTORIA MGM/UA 0051	16	24
	Warner Home Video 11306	7	5	20	HALLOWEEN III: SEASON		
	MONSIGNOR CBS/Fox 1108	5	6		OF THE WITCH MCA 71011	21	3
6	POLTERGEIST MGM/UA 00164	4	18	21	THE SECRET OF NIMH	26	2
7	THE BOAT (DAS BOOT) RCA/Columbia Pictures Home Video 10149	6	13	22	AMITYVILLE II: THE POSSESSION Embassy 1709	23	3
8	ROCKY III CBS/Fox TW 4708	8	18	23	JANE FONDA'S WORKOUT KVC/RCA Karl Video Corp. 042		
9	FAST TIMES AT RIDGEMONT HIGH MCA Distributing Corp. 77015	9	14	24	PLAYBOY VIDEO, VOLUME		13
10	NIGHT SHIFT Warner Home Video 20006	11	14	25	CBS/Fox 6202 DINER	-	1
11	THE WORLD ACCORDING TO GARP Warner Home Video 11261	10	14	26	MGM/UA 00164 STAR TREK II: THE WRATH OF KHAN		21
12	THE BEST LITTLE WHOREHOUSE IN TEXAS MCA Distributing Corp. 77014	12	8	27	Paramount Home Video PA 1180 STAR WARS CBS/Fox 1130	27	
13	FIREFOX Warner Home Video 11219	14	22	28	FRIDAY THE 13TH PART 3 Paramount Home Video 1539	28	10
14	TRON Walt Disney WD 122	15	18	29	VICE SQUAD Embassy Home Entertainment 2002	24	5
15	YOUNG DOCTORS IN LOVE Vestron 5012	13	9	30	MOONRAKER CBS/Fox TW 4636	29	9

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; Wherehouse-National; Video Showroom-Louisville; Erol's Video Club-Springfield; New England Home Video-Groton; Movies Unlimited-Philadelphia; Video Showcase-Federal Way, Movies To Go — St. Louis.

NEW VIDEO SOFTWARE RELEASES

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

SAVANNAH SMILES*

THAT CHAMPIONSHIP SEASON* . \$79.95 Cassette-MGM/UA 800221 .

MARIE OSMOND EXERCISES FOR **MOTHERS TO BE** Cassette-MGM/UA 500222 ... \$49.95

FRANCES -Thorn EMI 1621 \$69.95 **ROARING FIRE** Cassette—Thorn EMI 1638 . .. \$69.95 ZOLTAN, HOUND OF DRACULA Cassette-Thorn EMI 1613 \$69.95 THE FIRST TIME CAssette-Thorn EMI 1637 \$59.95



DURAN DURAN



Duran Duran	Son Cen
SOFT CELL	
Cassette—Thorn EM	1586 \$49.95
CARRY ON, CLEO	
Cassette—Thorn EM	1647 \$39.95
FINAL EXAM*	
Cassette—Embassy	1618 \$59.95
LOSIN' IT*	
Cassette—Embassy 2	2061 \$59.95
NIGHT GAMES*	
Cassette—Embassy 2	2009 \$59.95

Cassette-Embassy 1060 \$59.95

SAVANNAH SMILES*
Cassette—Embassy 2058 \$59.95
THE WASHINGTON AFFAIR*
Cassette—Embassy 1334 \$59.95
TRAIL OF THE PINK PANTHER*
Cassette—CBS/Fox 4710 \$69.98
LITTLE CAESAR*
Cassette—CBS/Fox 4632 \$49.98
ANGELS WITH DIRTY FACES*
Cassette—CBS/Fox 4538 \$49.98
HIGH SIERRA*
Cassette—CBS/Fox 4629 \$49.98
HOW FUNNY CAN SEX BE?*
Cassette—CBS/Fox 7733 \$59.98
TAKING OF PELHAM 1, 2, 3*
Cassette—CBS/Fox 4647 \$49.98
I, THE JURY*
Cassette—CBS/Fox 1186 \$59.98
KISS ME GOODBYE*
Cassette—CBS/Fox 1217 \$59.98
BUTTERFLIES ARE FREE
Cassette—RCA/Columbia 10115 \$59.95
MAROONED
Cassette—RCA/Columbia 10365 . \$59.95
BEHOLD A PALE HORSE
Cassette—RCA/Columbia 10019 . \$59.95
LUV
Cassette—RCA/Columbia 10351 . \$59.95
JASON AND THE ARGONAUTS
Cassette—RCA/Columbia 10346 . \$59.95
THE FIREMAN'S BALL
Cassette—RCA/Columbia 3045 \$59.95
HOTHEAD
Cassette—RCA/Columbia 8430 \$59.95
UPA CARTOONS
Cassette—RCA/Columbia 10555 . \$39.95
*June releases

Music Vid Budgets, Standards Rising

video department noted that, while the average allocation was \$25,000 for a pair of promo clips two years ago, today the label will spend "anywhere from \$25,000 to \$30,-000 per tune, depending on the act.

The reason is simple. "It costs more to make better videos, not just for our company but the industry as a whole," says Debbie Newman, director of artist relations/video, Columbia Records.

For artists and managers, who are ex posed to a range of videos now via such outlets as MTV, it's a matter of keeping up with the Joneses, or, in this case, the Michael Jacksons and Billy Joels, whose lavish productions are generally considered to be state of the art.

"(Michael Jackson's) 'Billie Jean' and (Billy Joel's) 'Pressure' are such good videos that everyone has to bring their standards up to compete with them, stated France Harper, manager, press and video communications, PolyGram.

It's acknowledged, though, that only a handful of acts right now the stature of Jackson or Joel can command, or contribute themselves if necessary, the sort of money necessary to make such spectatular videos. Indeed, informed sources indicate that as much as \$180,000 was laid out for the three Billy Joel videos of "Pressure," "Allentown" and "She's Right On Time," with the bulk of that going to "Pressure."

How do record companies underwrite such costs, especially with realization that there will be no direct financial return (at least in the immediate future), since the videos are primarily for "promotional purposes?" In the case of Columbia, according to Newman, there will often be a 'contribution from international," CBS Records International (CRI), due to the fact that video exposure is even more vital outside the U.S. and has been for quite some time, as radio is limited in many territories.

No Money

Columbia's Newman also believes that the industry will see more and more artists chipping in. "I think it's going to move in that direction," she said. "In the early days, record companies would provide tour support in the form of a flat, non-recoupable amount. Now, when tour support is provided, it's generally with the understanding that it's an advance against tour receipts. It could very well be the same thing for videos in the future."

Newman added that Columbia is also "starting to look at licensing" the clips individually or in packages, something that at least two other labels have already begun to do. PolyGram's Harper pointed out that in addition to having marketed Rush's "Exit ... Stage Left," presently available in Laserdisc and CED, and Rainbow's "Live Between The Eyes" concert programs, genre compilations — combining label hard rock, pop, R&B, country and/or classical acts in separate, distinct packages — is "being contemplated," and that "other concert productions are forthcoming."

EMI Music Video, the independent production company under the EMI umbrella, has released a compilation package overseas, called "Picture Music One," due out in the U.S. shortly, and "Picture Music Two" is "set to come out" in Europe soon, as well, according to EMI Music Video director Bob Hart. EMI Music Video's unique position as an indie production firm under the Thorn EMI banner that makes promo clips. TV commercials and feature films (its first, Mlami Steve Van Zandt's "Men Without Women," is slated for summer release), allows it to both produce and draw upon productions by Capitol/EMI America/Liberty and EMI label acts outside the states.

To date, EMI Music Video has produced and marketed programs by such acts as Duran Duran, Soft Cell, The Tubes, Iron Maiden, Cliff Richard, George Shearing/Angel Romero, America, April Wine, Maze featuring Frankie Beverly, Little River Band, The Dirt Band, Sheena Easton, Billy Squier, Ashford & Simpson and Tina Turner. The Duran Duran and Soft Cell programs are due to be issued to the home video market in the U.S. next month as videocassettes by Thorn EMI Home Video, the Duran Duran package featuring the unexpurgated version of "Girls On

Sony has already released "Girls On Film" as one of its initial Video 45s to much fanfare, and Hart noted that "although it's still too early to say concretely, it seems to be doing extremely well due to the tremendous amount of interest in the group at the moment." Hart added that EMI Music Video anticipates releasing a number of titles as "video singles" in the near future, as did other labels contacted by Cash Box.

'The market for video singles is coming and potentially, almost any act on our roster who is making video clips could have one," said PolyGram's Harper.

Columbia's Newman said that although the label "does not deal directly with (Sony)" regarding the Video 45, she noted that one of its artists, Jesse Rae, had signed a deal with the company for his video single "Rusha" b/w "D.E.S.I.R.E." prior to inking with the label and now is on a promotional tour in support of it. "He serves as the Video 45 spokesman here,' Newman stated.

Small Payments

However, because the Video 45 is still new and virtually untested in the market-place, up front money for the rights per single from Sony is small, around \$5,000. That's just a fraction of most production costs. So, labels continue to look at other avenues for additional remuneration. One such area a few label reps mentioned as a potential source of profits was the video iukebox.

Video Music International, based in L.A., has one such machine, the Startime Video Jukebox, presently out in 26 test markets, according to VMI vice president, software, Douglas Foxworthy, who adds that the company "has orders for more than 2,000 units from coin machine operators around the country." What's holding it up? Rights.

"I'm trying to get visual and artist consent from record companies," explains Foxworthy. "Once I have that I have to get synch (synchronization) rights, so I get permission from the copyright holders.

In Foxworthy's opinion, "record companies and artists are going to have to solve the commercial exploitations rights problem" before the video jukebox is to get off the ground.

"It's one of the only things that's stopping us from having 50,000 jukeboxes out there across the U.S.," he noted. "That and legal problems with the unions, the AF of M.

Labels remain generally cautious, but confident that new technology such as the video jukebox will be added to the growing list of areas to which they'll be able to sell music videos. Cable TV, syndication, compliations and Video 45s for the home video market — these all are expected to provide profitable outlets in the near future. Producers see monies from those areas enabling them even greater freedom.

"Bigger budgets, quite simply, allow directors to be more elastic and more elaborate," exclaims Simon Fields of Gowers, Fields & Limelight.

There are still those, like EMI Music Video's Hart, though, that don't necessarily feel more is better. "You can still achieve miracles for a small amount of money.

			Weeks
		4/23	Chart
	1 MS. PAC-MAN Atari CX2675	1	9
	2 DONKEY KONG JR. Coleco 2601	4	5
:	3 CENTIPEDE Atari CX2676	3	6
	4 PITFALLI Activision AX018	2	22
1	5 RIVER RAID Activision AX020	5	16
1	6 PHOENIX Atari CX 2673	8	7
	7 FROGGER Parker Brothers 5300	6	22
	8 ZAXXON Coleco 2435	7	22
	9 STRAWBERRY SHORTCAKE		
	MUSICAL MATCHUPS Parker Bros. 5910	12	2
1	0 SEA QUEST Activision AX022	11	5
1	1 DONKEY KONG Coleco 2451	10	22
1	2 SPIDER FIGHTER Activision AX021	9	12
1	3 VENTURE Coleco 2457	13	4
1.	4 MOUSE TRAP Coleco 2419	15	12
1	5 DEMON ATTACK Imagic 3200	14	22

COMPILED FROM: Alta — Phoenix • Disc-O-Mat — New York City • Sound Video, Unitd. — 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 — Deaver • Cavages — Buffalo • Tower — Sacramento, Seattle • Wherehouse — Los Angeles • Camelot — Kansas City, Dayton, Cincinnati. St. Louis Chicago, Indianapolis

TOP 15 IDLINES

			Weeks	
		4/23	Chart	
1	LED ZEPPELIN (IV) (Atlantic SD 19129)	1	9	
2	THE DOORS (Elektra EKS 74007)	4	41	
3	WINELIGHT Grover Washington, Jr. (Elektra 6E 305)	3	10	
4	LOOK SHARPI Joe Jackson (A&M SP-6-4907)	2	32	
5	MEATY, BEATY, BIG AND BOUNCY The Who (MCA 37001)	8	13	
6	FLEETWOOD MAC (Reprise MSK 2281)	6	15	
7	LET THERE BE ROCK AC/DC (Atco SD-36151)	5	20	
8	THE CARS (Elektra 6E 135)	10	12	
9	THE RISE AND FALL OF ZIGGY STARDUST AND THE			
	SPIDERS FROM MARS David Bowie (RCA AYL1-3843)	_	1	
10	SOUVENIRS Dan Fogelberg (Full Moon/Epic PE 33137)	7	26	
11	WHO ARE YOU? The Who (MCA 3050)	13	12	
12	SO FAR Crosby, Stills, Nash & Young (Atlantic SD-19119)	9	32	
13	WOMEN AND CHILDREN FIRST Van Halen (Warner Bros. 3415)	15	7	
14	PIANO MAN Billy Joel (Columbia PC 32455)	11	15	
15	TAPESTRY Carole King (Epic PE 34946)	14	37	

COMPILED FROM: Licorice Pizza — Los Angeles • Cavages — Buffalo • Dan Jay Music — Denver • Musiciand — St. Louis • Karma — Indianapolis • Peaches Records — Cincinnati, Columbus • Charts — Phoenix • Gary's — Virginia • Sound Video, Unitd. — Chicago • Record Theatre — Cincinnati • Tower Records — Sacramento, San Diego, Seattle • Disc-0-Mat — New York City • Massachusetts One-Stop — Boston.

6. 3. 8.

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 DAVID BOWIE
- 2 ZZ TOP
- 3 THOMAS DOLBY
- 4 BRYAN ADAMS
- 5 RICK SPRINGFIELD
- AFTER THE FIRE **CARLOS SANTANA**
- 8 TUBES
- 9 JULIO IGLESIAS
- 10 FLASHDANCE
- 11 JOAN ARMATRADING
- 12 WHISPERS
- 13 PATRICK SIMMONS
- 14 JOAN RIVERS
- 15 CHAMPAIGN

NORTHEAST

- THOMAS DOLBY
- **DAVID BOWIE**
- **BRYAN ADAMS**
- 4 JULIO IGLESIAS
- FLASHDANCE
- JOAN RIVERS
- ZZ TOP 8 TUBES
- 9 CARLOS SANTANA
- 10 JOAN ARMATRADING

SOUTHEAST

- 1 DAVID BOWIE
- **ZZ TOP**
- RICK SPRINGFIELD
- KASHIF
- FLASHDANCE
- **BRYAN ADAMS**
- THOMAS DOLBY
- CHAMPAIGN AFTER THE FIRE
- 10 WHISPERS

BALTIMORE/ WASHINGTON

- 1 DAVID BOWIE
- 2 KIX
- 3 THOMAS DOLBY
- CHAMPAIGN
- **BRYAN ADAMS**
- 6 ZZ TOP
- 7 FLASHDANCE
- 8 WHISPERS
- JOAN ARMATRADING
- 10 AFTER THE FIRE

WEST

- 1 DAVID BOWIE
- **2 CARLOS SANTANA**
- 3 TUBES
- RICK SPRINGFIELD
- **JULIO IGLESIAS**
- THOMAS DOLBY
- JOAN ARMATRADING
- 9 INXS
- 10 PATRICK SIMMONS

MIDWEST

- 1 DAVID BOWIE
- 2 BRYAN ADAMS
- 3 AFTER THE FIRE
- ZZ TOP
- 5 RICK SPRINGFIELD
- THOMAS DOLBY
- **CARLOS SANTANA**
- 8 TUBES
- 9 JOAN RIVERS
- 10 FLASHDANCE

NORTH CENTRAL 6

- ZZ TOP
- **AFTER THE FIRE**
- THOMAS DOLBY

- 1 BRYAN ADAMS
- **DAVID BOWIE**
- **LAURA BRANIGAN**
- 8 RICK SPRINGFIELD

PATRICK SIMMONS

JULIO IGLESIAS

DENVER/PHOENIX 7.

- AFTER THE FIRE
- RICK SPRINGFIELD
- DAVID BOWIE
- **TUBES**
- 6 CARLOS SANTANA
- WHISPERS 8 PLANET P
- 9 INXS 10 JOAN ARMATRADING

SOUTH CENTRAL

- 1 DAVID BOWIE
- 2 ZZ TOP
- 3 JULIO IGLESIAS
- **CARLOS SANTANA**
- 5 RICK SPRINGFIELD **6 PATRICK SIMMONS**
- THOMAS DOLBY
- AFTER THE FIRE
- 9 BRYAN ADAMS
- 10 JOAN ARMATRADING

WHAT'S IN-STORE

GOTHAM CITY GOINGS ON — The 10-store Video Shack chain last week initiated its annual "Video Shack Consumers' Choice Awards" and listed its best-selling videocassettes, laser discs, CED video discs and adult videocassettes for 1982. Topping the charts were Jane Fonda's Workout in the videocassette category, Apocalypse Now for laser disc, Star Wars for CED and Taboo in adult video. The awards were announced at a lavish cocktail spread at Sardi's, where those attending received ribboned medals bearing the portrait of chain head Arthur Morowitz . . . J&R Music World will soon enlarge its pop record division and video tape and audio outlets. In addition, it will begin carrying compact disc (CD) players and software lines and expand its video rental club. In other J&R news, the store has recently begun an association

with concert promoter Ron Delsener

whereby tickets to Delsener produc-

tions are supplied as prizes for in-store

contests. The concert promotion is con-

tinuous - only the title snipe on the in-

store ballot box changes with the

current attraction . . . Crazy Eddie's has

been going crazy celebrating last

week's opening of its 12th Record &

Tape Asylum. The chain's Harry Spero

said that over 20,000 people showed up

at the new Norwalk, Conn., store to vie for various freebies, including frisbees,

T-shirts and 10,000 digital watches. On the chainwide front, Spero says that the year-old "Crazy Eddie Video Club,"

which has proceeded with little fanfare,

should pick up strongly with the

forthcoming release of 25 Warner



LITTLE STEVEN GOES CRAZY — Little Steven (Van Zandt) of EMI America recording group Little Steven and the Disciples of Soul is pictured signing autographs for lookalike fans at a recent instore appearance at Crazy Eddie's 57th St. outlet in Manhattan.

outlet in Manhattan. Home Video titles priced at \$37.95. An accompanying club promotion will offer any one of these titles free to new members as a bonus to the regular club privileges of 50% discounts on all rental rates, 10% off on prerecorded tape purchases, a free VCR head cleaning and performance evaluation and special club sales . . . A recent Sam Goody "Music On-The-Go Sale" offered three-for-\$10 on all Odyssey, Allegro and Seraphim classical cassettes. The sale was part of a wider promotion including portable and mobile audio hardware and accessories . . . Record Factory recently teamed with A&M in promotions supporting SImple Minds and Bryan Adams. "A New Gold Dream Contest," centered on the Simple Minds LP, gave away a gold bar valued at \$500. And in support of Adams' "Cuts Like A Knife" LP, the prize was dinner at a New York steak house and tickets to Adams' May concert showing.

RECORD BAR BITES - Record Bar will forsake the paradise setting of Hilton Head Island, S.C. in favor of the Sheraton University Center in home base Durham, N.C. as the location for this year's convention, scheduled for Sept. 11-14. The reason for the site shift is that there will be a much stricter business agenda this year, so much so that only managers, district supervisors and office personnel will be in attendance, with no family invited as in the past. Meetings will focus on manager training, though participants will also get a chance to see the home office and warehouse, many for the first time. Not all of the events will be work, however, as the traditional awards banquet for outstanding managers, a vendors day and entertainment is also on line. Swaln, formerly a senior accountant for Price Waterhouse, has been appointed assistant treasurer of the chain and will work closely with vice president of finance Dan Surles. Genle Fishel, a four-time store manager at Record Bar, has transferred from her manager post at Northgate Mall in Durham to company headquarters as new manager of office services . . . Recent store openings in Denver, Colo., and Maryville, Tenn., gave away food, shelter, clothing and music in the form of \$50 gift certificates from a grocery store, \$100 gift certificates from a clothing store, \$500 cash towards monthly rent and an album or tape a week for a year... Contestants in a St. Patrick's Day Record Bar "Blarney Stone Dig" at Bonnigan's Restaurant in Lafayette, La., won over 200 prizes, including one 94-second record run in conjunction with station KSMB-FM. Winners had to dig through a sand pit to come up with capsules signifying ... The Time and Vanity 6 dropped by the home office prior to a recent performance at the University of North Carolina and signed autographs and posed for pictures with office employees and area managers . . . Earl Thomas Conley passed out his tour T-shirts to store personnel following his successful in-store in Mobile . . . Eighty copies of Nicolette Larson's "All Dressed Up" LP were sold at her in-store in lowa City ... A reception for local radio and press was held in the office of the Norfolk, Va., outlet for **Peabo Bryson**, following his in-store there ... A ticket and portable cassette giveaway was held during an appearance by Berlin at the Lenox Square store in Atlanta ... John Anderson's recent in-store at Record Bar in Charlotte, N.C., was followed by a Record Bar "Swinging Dance Contest" held between two Anderson shows that night at the Palomino Club in support of his current hit single "Swingin'." Meanwhile, a "Wild And Blue" promotion in support of Anderson's current album was sponsored by the LaGrange, Ga., outlet, Over 200 people entered to win a one-day cruise and \$200 in spending money, the Anderson catalog, a porch swing and Levi's blue jeans . . . Other recent in-stores include Charly McClain at the Pensacola, Fla., outlet; Slave, at the Killeen, Texas, outlet; Nantucket, at the Raleigh, N.C., outlet; and former Miss Universe **Shawn Weatherly**, whose Columbia, S.C., in-store helped push her "Go For It" aerobics albums to the store's #3 position that week.

WB Adds More Titles To 6 x 12 Cassette Pack Line

LOS ANGELES — New albums by Jarreau and ZZ Top are being released in Warner Bros.' 6-inch-x-12-inch cassette package as part of the label's ongoing test of the configuration. "Jarreau" and ZZ Top's "Eliminator" join Christopher Cross' "Another Page" LP as the only currently available ablums in the 6x12 cassette, but, according to Warner Bros., "a number of other albums" have been scheduled for release through the end of 1983 in the new

package.

The 6x12 cassette pack of "Another Page," released earlier this year, came to retail with a special booklet demonstrating its compatibility with hit racks, cassette display trees and existing pegboard storage and record bins. The package itself highlights the album cover artwork on the front, while on the reverse side features a brief artist's biography and recording information, including musical credits.



FOR WEEK OF APRIL 20-26, 1983

Playlist

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

HEAVY

ARTIST Def Leppard

Journey Triumph Faico After The Fire Modern English U2 Michael Jackson INXS

Bryan Adams Men At Work Planet P Schon/Hammer

CLIP

Photograph

Separate Ways (Worlds Apart)
A World Of Fantasy
Der Kommissar
Der Kommissar
I Melt With You
New Year's Day
Billie Jean/Beat It
The One Thing
Cuts Like A Knife
Overkill
Why Me?
No More Lies

LABEL Mercury

Mercury
Columbia
RCA
A&M
Epic
Sire
Island
Epic
Atco
A&M
Columbia
Geffen
Columbia

MEDIUM

ARTIST

The Call Ultravox Prince Thomas Dolby Chris DeBurgh Naked Eves

The Filits
Berlin
Patrick Simmons
Billy Idol
David Bowle
Thompson Twins
Michael Bolton
Jon Butcher Axis
Duran Duran

Divinyls
Eddy Grant
Madness
Stray Cats
Scandal
Saga
Tom Petty & The
Heartbreakers
Martin Briley

CLIP

When The Walls Come Down Reap The Wild Wind Little Red Corvette She Bilnded Me With Science Don't Pay The Ferryman Always Something There To Remind Me

The Metro
So Wrong
White Wedding
Let's Dance
Love On Your Side
Fool's Game
Life Takes A Life
Save A Prayer/
Girls On Film
Boy's In Town
Electric Avenue
Our House
Run Away Boys
Love's Got A Line
Wind Him Up
Change Of Heart

Salt In My Tears

bia

3-4 PLAYS PER DAY

2-3 PLAYS PER DAY

Mercury
Chrysalis
Warner Bros.
Harvest
A&M
EMI America

O Geffen Elektra Chrysalis EMI America Arista Columbia Polydor Harvest

Chrysalis Ice/Portrait Geffen EMI America Columbia Portrait Backstreet/MCA

1-2 PLAYS PER DAY

Mercury

LIGHT

English Beat Gary Moore Kajagoogoo Golden Earring Night Ranger Bananarama Peter Godwin Takanaka Culture Club Toyah Stranglers Blanket Of Secrecy **Drivers** A Flock Of Seaguils The Kinks Robert Hazard Echo & The Bunnymen Joan Armatrading **Nick Lowe** Ric Ocasek OMD **Robert Palmer**

Red Rockers Pete Shelley Goanana Rick Springfield

Simple Minds

CLIP

I Confess Always Going To Love You Too Shy Devil Made Me Do It Sing Me Away Na Na Hev Hev Images Of Heaven Thunder Storm Time Thunder in The Mountains European Female Say You Will Stolen Treasure Get Up Get Angry Wishing Come Dancing Escalator Of Life The Cutter
Drop The Pilot Raging Eyes All Of My Heart Jimmy Jimmy Hard Up Telegraphic Pride Blue Star Someone, Somewhere In Summertime China

elephone Operator

Solid Ground Affair Of The Heart

LABEL

Mirage/Atco EMI America Boardwalk London Polydor Amherst Virgin/Epic Safari Epic Unslaned Epic Jive/Arista Arista RCA Sire A&M Columbia Mercury Geffen Megatone Virgin/Epic Island MSI Quality Virgin/A&M 415/CBS Arista Atco

ADDS

ARTIST
Grace Jones
Def Leppard
Styx
Sparks
Alex Call
INXS
Art in America

CLIP
Demolition Man
Rock Of Ages
Don't Let It in
Cool Places
Just Another Saturday Night
Don't Change
Art in America

LABEL
Island
Mercury
A&M
Atlantic
Arista
Atco
Pavillon/CBS

RCA

RADIO

NARM Installs New Board. **Presents Awards**

LOS ANGELES - Amid the seminars and business sessions held at the National Assn. of Recording Merchandisers (NARM) convention in Miami Beach April 10-13 were a series of ceremonies such as the installation of new officers to the board of directors, NARM scholarship presenta-tions, "Give The Gift Of Music" advertising awards and the NARM Best Seller Awards.

Lou Fogelman, president of L.A.-based Show Industries, was named president of the board; Calvin Simpson, president of Simpson's Wholesale in Detroit, was named vice president; Noel Gimbel, head of Sound/Video Unlimited of Niles, III. was named secretary; and Jack Eugster, who heads the Musicland Group based in Minneapolis, was named treasurer.

Other board members include: Leonard Silver, head of Transcontinent Sales; Paul David, chairman of Camelot Enterprises: Harold Okinow, outgoing NARM president and president of Lieberman Enterprises; Russ Solomon, chief of MTS Enterprises; and Roy Imber of Elroy Enterprises.

During the installation luncheon during

the Monday, April 11, NARM session, Elroy Enterprises, parent company for the Record World/TSS chain, was presented the NARM 1982 Merchandiser of the Year award. Elroy Enterprises was the first company to win the award since Camelot Music won the award back-to-back (1980-81). The NARM Manufacturers Advisory Committee, which votes on the awards, ruled this year that a company winning the award

20 WCI LPs Set For CD Release In Summer

LOS ANGELES - Some 20 albums by Warner Bros., Elektra/Asylum and Atlantic recording acts are slated to be among the initial digital Compact Disc (CD) release from the WCI Record Group this summer. All WCI Record Group Compact Disc titles will be issued on a worldwide basis.

Acts represented in the first WCI digital CD release include Atlantic and associated labels' Foreigner, Led Zeppelin, Laura Branigan, Manhattan Transfer, Phil Collins and Stevie Nicks; Elektra/Asylum and associated labels' Cars, Lindsey Buckingham, Grover Washington, Jr., Joni Mitchell, Linda Ronstadt, and Teresa Stratas: and Warner Bros. and associated labels' Fleetwood Mac, Elton John, George Benson, Rickie Lee Jones, Christopher Cross, Donald Fagen, Roxy Music, Eddie Rabbitt, Randy Newman, Eric Clapton and Devo.

According to WCI Record Group senior vice president Stan Cornyn, releases of Compact Discs from the Warnr Bros., Elektra/Asylum and Atlantic labels are expected to be issued at least every month for the remainder of 1983 following the initial release

Atari Now 'Considering' Coleco Cartridges

(continued from page 5)

While some retailers have complained about a dearth of new ColecoVision titles over the past few months, the company is remedying that by shipping abbut five fresh amusements to accounts in April and May, including "Mr. Do!," "Space Fury," "Pepper "Looping" and "Space Panic." During 1983, Coleco also plans to introduce other items for its system as well, such as at least two different controllers, a fourth generation "super game" module, and a computer

At presstime, Atari, Inc. would not confirm or deny plans to manufacture ColecoVision software, and Coleco could not be reached for comment.

two years consecutively is not eligible for a third straight title.

Also presented during the luncheon were the fourth annual "Gift Of Music" advertising awards. Bad Records of Detroit won for best individual TV ad: the Sam Goody chain won for best overall "Gift Of TV campaign; Venture Stores, racked by Lieberman, won for best TV ad among the racks; and Miami-based Spec's Music was honored for the most creative radio spot using the NARM slogan.

Best radio ad promoting the campaign went to Camelot Music, while Pickwickracked K-Mart won for the best rack radio spots. Record Bar based in Durham, N.C. was lauded for the best single newspaper spot while Budget Records & Tapes of Denver won for the best series of print ads: and Sound/Video Unlimited of Niles, III won for the best one-stop newspaper advertising award.

NARM's "Gift Of Music" Best Seller Awards were presented during the closing night (April 13) of the four-day convention The awards are given to product in 18 categories and are based on the actual sales of record and tape outlets throughout the U.S.

New group Men At Work, with its Columbia debut LP, "Business As Usual," was the only multi-award winner during the ceremony. The Aussie-based band copped one of the Best Selling Album by a New Artist spots, Best Selling Album by a Group and Best Selling Album.

Other award winners included: John Cougar's PolyGram LP "American Fool" (Best Selling Album by a Male); "Bella Donna," by Stevie Nicks (Best Selling Album by a Female); Asia's self-titled LP "Built For Speed" by the Stray Cats and Joan Jett's "I Love Rock 'n' Roll" (the other New Artists Best Selling Album winners); and Survivors' "Eye Of The Tiger" for Best Sellina Sinale.

The Best Selling Black Music Album by a Group went to the Gap Band for its "Gap Band IV" LP, while Aretha Franklin won the Best Selling Black Music Album by a Female for her "Jump To It" LP, and Lionel Richie's self-titled debut LP earned him the Best Selling Black Music Album by a Male honors.

Alabama's "Mountain Music" won Best Selling Country Album by a Group along with Juice Newton's "Quiet Lies" and "Always On My Mind" by Willie Nelson winning Best Selling Country Album by a Female and Best Selling Country Album by a Male, respectively.

Other Best Seller award winners included: Chariots of Fire for Best Soundtrack; Dreamgirls for best Original Cast Album; the movie soundtrack from Annie, for Best Children's Album; Jarreau's "Breakin' Away" for Best Jazz Album; "Precious Lord" by Al Green for Best Gospel/Spiritual Album; and Luciano Pavarotti's "Luciano" for Best Classical Album

During the April 11 Monday night dinner at the convention, NARM presented 16 young people or children of people in the industry awards sponsored by a variety of industry companies. Scholarship winners and the sponsoring companies included: Berta Arrabal, American Can Co.: David Bernier, PolyGram Records; Matthew Brobeck, Joel Friedman Memorial; Joanne Gallo, Heilcher Family Scholarship; Christopher Good, Capitol Records: Kathryn Hamilton, David Kapp Memorial; Record Kathrine Kates, World Scholarship; Kathrine Kougher, Goddard Lieberson Memorial; Theresa Mazzaferri, Neil Bogart Memorial; Paul Nussbaum, Margaret L. Marmaduke Memorial; Michael Schleich, Kid Stuff Records; Gregory Sinclair, Elvis Presley Memorial; Andrew Stollman, Shelly Siegel Memorial; Theodore Stollman, Theodore Izenstark Memorial; Gregory Wright, A&M Records: and Lisa Headford, Marvin G Saines Memorial.

*A*IRPLAY

EVERYONE'S A WINNER — This year's winners of the Fifth Annual DIR Rock Radio Awards were announced last week in New York. Rock luminaries on hand to present the awards included Billy Idol, Garland Jeffreys, John Waite, Rick Derringer, WPLJ/New York PD Larry Berger and KLOS/Los Angeles PD Tom Hadges. Co-host Ron Wood picked up an award on behalf of his employers, the Rolling Stones, for Favorite In-Concert Act. Other winners were Men At Work, which received three awards (Group, Album and Debut Album of the Year); John Cougar, Favorite Male Performer; and Pat Benatar, Favorite Female Performer (her third year straight). Single of the Year went to Asla's "Heat of the Moment," and the All-Time Favorite LP distinction went to "Who's Next" by The Who. The late, legendary, B. Mitchell Reed was cited posthumously for his contributions to rock 'n' roll radio. The presentation was taped for future broadcast on the DIR Radio Network.

NETWORK NEWS — Holiday specials abound! Mutual is offering a live satellite broadcast of Triple, a salute to the top 1982-83 Country Music Assn. (CMA) award winners. Hosted by KLAC jock Charlle Cock, the show will feature music and conversation with Alabama, Janie Fricke and Ricky Skaggs ... Dick Clark will present President Reagan's favorite band, The Beach Boys, in a three-hour special. Both air Memorial Day weekend . . . United Stations will produce a 10-year retrospective of Daryl Hall and John Oates in time for July 4th. The program, sponsored by Canada Dry, will include interviews and recent live recordings, as well as past and present hits ... ABC Talkradio recently added seven new affiliates: WSTD/Boston, WGL/Ft. Wayne, KWAZ/Lubbock, KUBY/McAllen-Brownsville, WAWK/Milwaukee, KXOK/St. Louis, and WFNN/Tampa ... CBS-owned AM group named Michael Ludlum executive director, news, for its stations . . . And good news for CBS RadioRadio News division: Its In Touch feature earned the national American Women in Radio and Television



BABY, YOU CAN DRIVE MY CAR Ocasek (I), pictured here with Rocknotes host Pat St. John, stopped by the ABC Rock Radio Network to discuss his solo LP. "Beatitude," and the upcoming Cars effort. The feature airs this week.

commendation award for "excellence in programming presenting portrayal of women." Cheers to executive producer Fran Stern, producer Susan O'Connell and anchor Donna Penvak April 30th is the date for Solid Gold Saturday Night, a five-hour special spotlighting Diana Ross and the Supremes. Hosted by noted oldies aficionado Dick Bartley, the RKO Radio Network special is broadcast live to 140 affiliates around the country . . . Changes in the music business is the topic in a new AP Radio series, Making Tracks. It's the first to be produced jointly by AP Radio and AP's broadcast wires . . . Looking for a way to keep track of the events surrounding the upcoming US Festival? Mikel Hunter Broadcast Services will cover the three-day music-and-technology out-

door extravaganza, Anchors Rob Singleton and Mark Goldberg recently covered the Stones tour of the States Coming up on Creative Factor's Concert Magazine. Santana, The B'zzz and The Jam live in concert . . . In what promises to be the largest TV/radio simulcast in history, Westwood One will beam a recent Crosby, Stills and Nash concert to over 100 FM stations on May 11. A number of cable services, including Showtime and Select TV, will be handling the video portion . . . Big band legend Artie Shaw hadn't done a radio interview in 20 years until Skitch Henderson caught up with him last month. Their conversation, as well as classic big band sounds, can be heard May 9th and 16th on Narwood Prods.'s *Music Makers* program.

STATION TO STATION - WHN/New York celebrated its 10th year as a country station last week with a bash at New York's luminous State Theater at Lincoln Center. Newly signed and countrified Epic artist David Clayton-Thomas and members of Alabama were on hand for the festivities. Ronnle Milsap performed . . . Radio from all over pitched in for this past weekend's March of Dimes WalkAmerica '83. . Radio from all WLS/Chicago provided the lead car for the walk in the Windy City, while WRKS ("KISS-FM") was the official radio station for the 30 kilometer trek in New York comes to prime time radio in San Francisco. Newstalk station KGO-FM debuted a SexTalk call-in show this month, hosted by well-known expert Don Chamberlain . . . NPR's Santa Monica affiliate, KCRW, will debut a jazz vocal showcase, Sunday Sings Jazz! Tim Hauser, lead singer of Manhattan Transfer, will host . . . KRTH/Los Angeles gave away a wad of dough recently; the biggest, in fact, in Southern California radio history. Listener Kathleen Struck won \$101,000 for being the 101st caller to the station WRQX/Washington, D.C. was as astounded as its listeners when the Beach Boys were "disinvited" from the district's July 4th celebration — so they asked the group to play. The good vibrations are on June 12th . . . Plenty of folks moving around: Houston rocker KSRR announces John Roberts as music director. John comes to the Lone Star State from WLUP/Chicago.

SYNDICATION INDICATIONS — Rolling Stone's Continuous History of Rock & Roll goes psychedelic with music and conversation for Iron Butterfly, Strawberry Alarm Clock, Chambers Brothers, early Pink Floyd, et al. Next week, History will take a look at rock's great vocalists. Interviews with Mick Jagger, Robert Plant and Pat Benatar highlight the program... and the magazine's Guest DJ feature will present favorites of one of this year's best dressed, **Boy George**. Spinning discs for future shows will be Doobles alumnus Patrick Simmons and Joe Elllot of Def Leppard... Suzanne Barron has been appointed to newly created post of International Sales Director for Watermark/ABC Radio Enterprises in Hollywood. Cary Darling was also named publicist for the firm . . . Lesley Gore will be the focus of Soundtrack of the '60s, hosted by Gary Owens, set to air the weekend of April 30-May 1. Did you know Quincy Jones produced . INXS, Styx and Uncle Floyd featured on Rock USA this week. The her first hits? . three-hour weekly special is hosted by WAPP/New York's Ted Cannarozzi . Prods. distributor of Rock Quiz, goes on the air this week with Country Quiz. Hosted by WHN's Dan Taylor, the quiz makes a muscular debut on 100 country beamers nationwide The Loop's sports director, Bruce Wolf, renewed his contract with the WYNY/New York's new manager of Advertising and Promotion is Leslie
. Heading up the new Creative Services Department at WMAG/Winstonstation . Salem is Stan Bernstein, most recently of WTOB in the Triad harry weinger

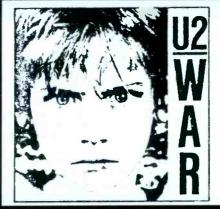
CASH BOX ROCK ALBUM RADIO REPORT



MEN AT WORK • CARGO • COLUMBIA

ADDS: WYFE, KNX, KNAC, WMMS, KLOL, KEZY, WOUR, WCCC, WKLS, WHFS, KSHE, WBLM, WNEW, WBAB, KBPI, KMET. HOTS: WMMS, KLOL, KEZY, WCCC. MEDIUMS: KNAC, KNX. PREFERRED TRACKS: Overkill.

SALES: Just shipped.



11 U2 • WAR • ISLAND ADDS: None. HOTS: KMET, KBPI, WBAB, WNEW, WBLM, WHFS, WKLS, WCCC, KLOL, WMMS, KNAC, WYFE. MEDIUMS: KSJO. PREFERRED TRACKS: New Year's,

Sunday, Hearts, Surrender. **SALES:** Good in all regions.

1 MOST ADDED

LP Chart Position

24 BRYAN ADAMS • CUTS LIKE A KNIFE • A&M
ADDS: None. HOTS: KMET, KBPI, WBAB, WBLM, KSHE,
WKLS, WCCC, WOUR, KEZY, WMMS, KNX. MEDIUMS:
KSJO, KLOL, WYFE. PREFERRED TRACKS: Straight,
Title.

SALES: Good to moderate in all regions

28 BERLIN • PLEASURE VICTIM • GEFFEN
ADDS: None. HOTS: KNAC. MEDIUMS: WBAB. WKLS,
WOUR, KEZY, KLOL, WMMS. PREFERRED TRACKS:
Sex. Metro.

SALES: Moderate to fair in all regions

MICHAEL BOLTON • COLUMBIA ADDS: None. HOTS: KBPI, KSJO. MEDIUMS: KMET, WMMS, WBAB, WBLM, WKLS, WCCC, WOUR. PREFERRED TRACKS: Fool's. SALES: Eair in Midwast.

37 DAVID BOWIE • LET'S DANCE • EMI AMERICA
ADDS: None. HOTS: KMET, WBAB, WNEW, WHFS,
WKLS, WOUR, KEZY, WMMS, KNAC. MEDIUMS: WBLM,
WCCC, KLOL, WYFE. PREFERRED TRACKS: Title, Fire.
SALES: Major breakouts in all regions.

- MARTIN BRILEY • ONE NIGHT WITH A STRANGER • MERCURY

ADDS: KSHE. HOTS: WBAB, WCCC, WOUR. MEDIUMS: KMET, WBLM, WKLS, KEZY, KNX, WYFE. PREFERRED TRACKS: Salt

SALES: Fair in East and Midwest.

110 JON BUTCHER AXIS • POLYDOR
ADDS: None. HOTS: WCCC, WMMS. MEDIUMS WBAB,
WBLM, WKLS, KEZY. KLOL. PREFERRED TRACKS:

SALES: Moderate in East.

THE CALL • MODERN ROMANS • MERCURY
ADDS: None. HOTS: WCCC, WMMS. MEDIUMS. KMET,
KBP, WBAB, WNEW, WBLM, WOUR, WYFE.
PREFERRED TRACKS: Walls.
SALES: Moderate to fair in all regions.

JIM CAPALDI • FIERCE HEART • ATLANTIC ADDS: KMET, WKLS, WOUR, WMMS, WYFE. HOTS: None. MEDIUMS: WCCC, KEZY, KNX. PREFERRED TRACKS: That's Love. SALES: Just shipped.

162 CHRIS DE BURGH • THE GETAWAY • A&M
ADDS: None. HOTS: KBPI, WBAB, WBLM, WCCC, KEZY,
WMMS. MEDIUMS: KSJO, WKLS, WOUR, KLOL, KNX,
WYFE. PREFERRED TRACKS: Ferryman.
SALES: Fair in all regions.

6 DEF LEPPARD • PYROMANIA • MERCURY ADDS: None. HOTS: KMET, KBPI, KSJO, WBAB, WBLM, KSHE, WKLS, WCCC, KLOL, WMMS, WYFE. MEDIUMS: None. PREFERRED TRACKS: Photograph. SALES: Good in all regions.

DEXYS MIDNIGHT RUNNERS • TOO-RYE-AY • MERCURY
ADDS: None. HOTS: KBPI, WHFS, KEZY, KNAC. MEDIUMS: WBLM, WMMS, KNX. PREFERRED TRACKS: Eileen, Celtic.
SALES: Good to moderate in all regions.

LP Char Position

THOMAS DOLBY • THE GOLDEN AGE OF WIRELESS • CAPITOL

ADDS: None. HOTS: WBAB, WNEW, WHFS, KLOL, KNAC, KNX, WYFE. MEDIUMS: WBLM, WCCC, WMMS. PREFERRED TRACKS: Blinded, Submarines.

SALES: Good to moderate in all regions.

9 DURAN DURAN • RIO • HARVEST ADDS: None. HOTS: WBAB, WBLM, WMMS, KNAC, KNX. MEDIUMS: WCCC, KLOL. PREFERRED TRACKS: Hungry, Title. SALES: Good to moderate in all regions.

IEDDY GRANT • KILLER ON THE RAMPAGE • ICE/PORTRAIT
ADDS: WYFE, WNEW, WKLS. HOTS: None. MEDIUMS: WBAB, WYFE, WOUR, WMMS, KNX, WYFE. PREFERRED TRACKS: Electric.
SALES: Moderate in Fast and West.

71 INXS • SHABOOH SHOOBAH • ATCO
ADDS: None. HOTS: KSJO, WBAB, KSHE, WKLS,
WCCC, WOUR, WMMS. MEDIUMS: KMET, KBPI,
WNEW, WBLM, KLOL, WYFE. PREFERRED TRACKS:
Thing.

SALES: Moderate in West; fair in others.

3 JOURNEY • FRONTIERS • COLUMBIA ADDS: None. HOTS: KBPI, KSJO, WBAB, WBLM, KSHE, WKLS, WOUR, KEZY, KLOL, WMMS, KNX. MEDIUMS: WCCC, WYFE. PREFERRED TRACKS: Separate, Faithfully. SALES: Good in all regions.

15 GREG KIHN BAND • KIHNSPIRICY • BESERKLEY ADDS: None. HOTS: KSJO, WBAB, WNEW, KEZY, KNX. MEDIUMS: WBLM, KNAC. PREFERRED TRACKS: Jeopardy. SALES: Good to moderate in all regions.

153 KROKUS • HEADHUNTER • ARISTA
ADDS: KBPI. HOTS: KMET, KSJO. MEDIUMS: WBAB,
WKLS, WCCC, KLOL, WMMS, WYFE. PREFERRED
TRACKS: Open.
SALES: Fair in Midwest and West.

MADNESS • GEFFEN
ADDS: WOUR, WKLS. HOTS: KNAC, WYFE. MEDIUMS:
WBAB, WNEW, KEZY. PREFERRED TRACKS: House.
SALES: Moderate in all regions.

82 MODERN ENGLISH • AFTER THE SNOW • SIRE ADDS: KSJO. HOTS: WHFS, WMMS. MEDIUMS: WNEW, WBLM, WCCC, WOUR, KEZY, KLOL. PREFERRED TRACKS: Calling, Melt, Carry, Gladhouse. SALES: Fair in all regions.

55 MOLLY HATCHET • NO GUTS . . . NO GLORY • EPIC ADDS: None. HOTS: KMET. MEDIUMS: KSJO, WBLM, KSHE, WKLS, WCCC, WMMS. PREFERRED TRACKS: Open. SALES: Fair in all regions.

- GARY MOORE • CORRIDORS OF POWER • MIRAGE ADDS: None. HOTS: KSJO. MEDIUMS: KMET, WBAB, WBLM, KSHE, WKLS, WCCC, WOUR, KEZY, KLOL, WMMS, WYFE. PREFERRED TRACKS: Open. SALES: Fair in West.

1 MOST ACTIVE

LP Char Position

PINK FLOYD • THE FINAL CUT • COLUMBIA
ADDS: None. HOTS: KMET, WBAB, WNEW, WBLM,
KSHE, WKLS, WOUR, KEZY, KLOL, WMMS. MEDIUMS:
KSJO, WCCC, WYFE. PREFERRED TRACKS: Open.
SALES: Good in all regions.

99 PLANET P • GEFFEN
ADDS: None. HOTS: KMET, KSJO, WBAB, KSHE, WKLS,
WCCC, WOUR, KEZY, WMMS, KNX, WYFE. MEDIUMS:
WBLM, KLOL. PREFERRED TRACKS: Why, Adam.
SALES: Moderate in all regions.

102 RED RIDER • NERUDA • CAPITOL
ADDS: None. HOTS: KMET, KBPI, KSJO. MEDIUMS:
WNEW, WBLM, KSHE, WCCC, WOUR, WMMS, KNX.
PREFERED IN MIGHEN.

51 ROXY MUSIC • THE HIGH ROAD • WARNER BROS.
ADDS: None. HOTS: WHFS, KNAC. MEDIUMS: WKLS,
WCCC, WOUR, KEZY, WMMS. PREFERRED TRACKS:
Open.
SALES: Fair in all regions.

CARLOS SANTANA • HAYANA MOON • COLUMBIA ADDS: None. HOTS: WMMS. MEDIUMS: KMET, KSJO, WBAB, WBLM, WHFS, WKLS, WOUR, KEZY. PREFERRED TRACKS: Title.

SALES: Good to moderate in all regions.

PATRICK SIMMONS • ARCADE • ELEKTRA
ADDS: None. HOTS: WKLS, KEZY, WMMS, KNX.
MEDIUMS: KMET, KBPI, KSJO, WBAB, WNEW, WBLM,
WCCC, WOUR, KLOL, WYFE. PREFERRED TRACKS:
Wrong.
SALES: Moderate to fair in all regions.

FICK SPRINGFIELD • LIVING IN OZ • RCA
ADDS: WYFE, WCCC, WBLM, KBPI. HOTS: WOUR,
KEZY, WYFE. MEDIUMS: WCCC, KSJO, WBAB, KSHE.
PREFERRED TRACKS: Affair.
SALES: Major breakouts in all regions.

STYX • KILROY WAS HERE • A&M
ADDS: None. HOTS: KMET, WBLM, KEZY, KLOL, WYFE.
MEDIUMS: KSJO, WBAB, KSHE, WKLS, WCCC, WMMS.
PREFERRED TRACKS: Roboto, Title, Polson, End.
SALES: Good in all regions.

36 TRIUMPH • NEVER SURRENDER • RCA
ADDS: None. HOTS: KMET, KSJO, KLOL. MEDIUMS:
KBPI, WBLM, WCCC, WMMS. PREFERRED TRACKS:
Title.
SALES: Moderate in Midwest: fair in others.

THE TUBES • OUTSIDE INSIDE • CAPITOL

ADDS: None. HOTS: KMET, KSJO, WBAB, WBLM,
WKLS, WCCC, WOUR, KEZY, KLOL, WMMS, WYFE.
MEDIUMS: KBPI, WNEW, KNAC. PREFERRED

TRACKS: Beauty.
SALES: Good to moderate in all regions.

LITRAVOX • QUARTET • CHRYSALIS
ADDS: None. HOTS: WMMS, KNAC. MEDIUMS: KBPI,
WBAB, WNEW, WBLM, WHFS, WCCC, WOUR, KEZY,
KLOL. PREFERRED TRACKS: Reap, Hymn.
SALES: Moderate to fair in all regions.

ZZ TOP • ELIMINATOR • WARNER BROS.
ADDS: None. HOTS: KMET, WBAB, KSHE, WKLS, WCCC, KLOL, WMMS, WYFE. MEDIUMS: KSJO, WBLM.
PREFERRED TRACKS: Gimme.
SALES: Good to moderate in all regions.

COUNTRY

Country Talent Agencies Look To Summer Tour Season With Optimism

(continued from page 12

will be successful," commented Dan Wojcik, of The Lavender Agency. "The problem with festivals is the festival that comes in needing about 25,000-30,000 folks to break even. Those are the festivals of the past — the big monster Woodstocks — but a small outdoor festival at a nice location on a nice weekend can make money."

By having fewer artists on the bill, Wojcik said, the promoter can actually now have more festivals and attract the same customers to each show. "If you have three or four good acts, you're going to get the same people to go see those three or four good ones that would go to see six of them," he said. "If you want to have Alabama, Willie Nelson and the Oak Ridge Boys, have them each on a different holiday — one on Memorial Day, one on the Fourth of July and one on Labor Day — and draw all the saine people each time."

Wojcik further noted that talent buyers are acting with more Intelligence in their purchases than in years past. "They're buying later and they're a little bit smarter," he assessed. "They're watching the trades, and watching the radio airplay and the press on an act more in buying the act instead of their own likes. It used to be that a fair committee or a festival committee would decide to buy somebody just because they liked the guy — he kissed their grandchild three years ago and took a picture with their wife. Now, for Earl Thomas Conley, they know what his last song was, they know where it is on the chart; if they're talking about Hank, Jr., they know exactly what he grossed the last week, and I enjoy that."

Slow Start

Tony Conway, of Buddy Lee Attractions, saw talent buyers in a similar light, noting that fair buyers in particular had walted longer before committing themselves. "January and February were slow on bookings, but we feel like we're in the middle of a hurricane right now," he said. "The fairs have waited where normally they would buy in November and December and January. A lot of fairs last year bought acts in November — paid big money for them — and when August and September rolled around, they weren't as hot as they were nine months earlier."

Because of that, he agreed with Wojcik that promoters are acting with more discretion in their contractual agreements for the pending summer months. "They're looking a lot harder and studying it a lot more, wanting people who are going to be

current," he commented. "A good example is that we're selling a lot of George Strait dates which we probably would not have sold last November just because of what's been happening with George in the last two or three months."

He added that recent shifts in the attitudes of Wall Street toward the economy have "released a lot of negativity" and that talent buyers are more confident that they can garner ticket sales once they have made their commitments to a show. To make it more attractive to the promoters, some of the acts other than superstar performers have realigned their prices.

"The acts are being realistic," he said. "It's not that drastic a change, but the artists who want to work or have to work to make a living are looking at ways for the promoter to make money. If the promoter doesn't make money, he's not going to rebook them, and the whole longevity of this business is repeats."

'Picky' Consumers

While the promoters have been holding their money longer, Sonny Neal of the William Morris Agency said that concertgoers are likewise waiting until the last minute to purchase their tickets. He suggested that it has become increasingly hard on the new acts to maintain a schedule because the influx of home entertainment mediums has made consumers more "picky" about what acts they spend their money on. He noted that many consumers spend as much as \$40 a month on cable TV, and that the total cost of an evening that includes a show, dinner, parking and babysitting expenses is well into the \$50-\$60 range for a couple. Country concerts also compete with other events that are attractive to older demographics, such as car shows and sports events

John Hitt, of The Jim Halsey Co., called this year "the blggest year we've ever had," anticipating a productive fair schedule for the months of July through September. Hitt claimed that such artists as Roy Clark, Frizzell & West, Tammy Wynette and Merle Haggard are pretty much scheduled for the rest of the summer, while he said that the key to successful booking during the season is to rely on the fairs for the big bucks and use standard concert appearances to "fill in around fairs."

Jimmy Jay, of United Talent, suggested that his business has been fairly stable for the past four or five years, and that the bulk of tour dates for Conway Twitty and Loretta Lynn will consist of appearances at such family or adult avenues as theme parks and dinner theaters.



ASCAP SIGNINGS COME IN SPADES — Richard "Spady" Brannan recently signed for performing rights representation with the American Society of Composers, Authors and Publishers (ASCAP). Cottonpatch/Mallven Music, Brannan's publisher, is the first division of the Debdave/Briarpatch organization to affiliate with ASCAP. Pictured examining the results of his first demo session are (I-r): Bob Doyle, Nashville director of membership, ASCAP; Jim Malloy, president, Mallven Music; Connie Bradley, southern regional executive director, ASCAP; Brannan; Mason Cooper, professional manager, Mallven Music; and Even Stevens, songwriter.



SKAGGS HITS THE BAR — Ricky Skaggs recently signed autographs for some two hours during an in-store appearance at the Record Bar in Greensboro, N.C., where the store had utilized album flats from both of Skaggs' Epic releases to spell out his first name. Pictured alongside Skaggs are his wife, Cheryl White, WTQR MD Mark Tudor, and the Record Bar staff.

Brown To Host New TNN Contest Series

NASHVILLE — The Nashville Network (TNN) began production April 18 of 65 half-hour episodes of *You Can Be A Star*, a country-flavored talent contest that will join the network's daily programming line-up this fall. Produced by Reid/Land Prods. in association with Bill Anderson Enterprises, the show will be hosted by Jim Ed Brown, who has emceed the syndicated television series *Nashville On The Road* and Richard Reid, co-creator and executive producer of NBC's *Dream House* game show.

The winners of episodes of You Can Be A Star will compete at the end of each week, and the 12 weekly champions will square off in the final week of the series. The ultimate winner will receive a prize package that includes a recording contract and personal appearances with Brown and Anderson.

TNN, a national, advertiser-supported cable network, debuted to nearly seven million homes on March 7. The network is distributed and marketed by Group W Satellite Communications of Stamford, Conn

MetroGnomeIntroduces Computer Inventory Aid

NASHVILLE — MetroGnome Inc., a newly formed micro-computer software and consulting service created by music publisher Larry Keith and former IBM systems engineer Mark Augelli, has announced the release of Royalty+, a series of software modules in disc and diskette formats designed as an aid to publishers.

"With a very minor investment, a small publishing house can take advantage of the system," said Keith, "but it also has the capacity and expandability to reach larger publishers and to grow in volume as the publishing house grows."

"We also offer customization, a feature rarely seen with other such packages," added Augelli. "Because a client may desire some extra information stored on the system or some extra reporting, we can offer a customized version of the module to that client for an additional charge."

Royalty+ consists of 18 modules, ranging in price from \$30-\$175, and covers a number of functions including song pitch, foreign catalog, royalty income, studio charges and promotion costs. The purchase price includes installation, training and usage support.

According to MetroGnome officials, this is the first in a series of packages, with others dealing with production companies, studios, management companies, songwriters and studio musicians set for marketing in the months to come. MetroGnome may be contacted at: Acklen Station, Box 120974, Nashville, Tenn. 37212 or by phoning (615) 298-4948.

NATD Elects Six New Officers

NASHVILLE — The Nashville Assn. of Talent Directors (NATD) met April 12 at the Hall of Fame Motor Inn here to elect six new officers for the 1983-84 term.

Elected were: president — Tony Conway, Buddy Lee Attractions; first vice president — Sonny Simmons, Century II; second vice president — Reggie Mac, United Talent; secretary — Jack Brumley, Jackson Brumley Management; treasurer — Billy Deaton, Billy Deaton Talent Agency; and sergeant-at-arms — Molly Thomas, Farris International Talent.

The NATD consists of 60 talent agencies in Nashville, with additional members in Memphis, Los Angeles, San Antonio and Dallas.

Powell To Address Talent Buyers Seminar

NASHVILLE — Jody Powell, who held the position of press secretary in the administration of former president Jimmy Carter, has been tapped as the keynote speaker for the 12th annual Country Music Assn. (CMA) Talent Buyers Seminar, set for Oct. 9-13 at the Opryland Hotel.

Since the end of his tenure as press secretary, Powell has been active in several media roles and is currently appearing as a news commentator for ABC-TV's This Week With David Brinkley and Nightline.



STRAIT TALK — Chuck Santoni, DJ for WWWW-FM/Detroit, emceed a recent concert appearance by George Strait in the market and cleverly attempted to free himself from a "Strait" jacket. Santoni is certainly not an heir apparent to Houdini; station officials report that the DJ's attempts to escape from the harness proved unsuccessful

TOP 75

LBUMS

	٧	Veeks	
4/	23 (On Chart	
THE CLOSED VOU CET			
THE CLOSER YOU GET ALABAMA (RCA AHL 1 4662)	1.	7	
2 MOUNTAIN MUSIC ALABAMA (RCA AHL 1-4229)	2	60	
3 TOUGHER THAN LEATHER			
WILLIE NELSON (Columbia FC 38248) WE'VE GOT TONIGHT	3	7	
KENNY ROGERS (Liberty LO-51143) 5 AMERICAN MADE	6	8	
OAK RIDGE BOYS (MCA-5390)	4	11	
6 PONCHO & LEFTY MERLE HAGGARD/WILLIE NELSON			
(Epic FE 37958)	5	14	
7 ALWAYS ON MY MIND WILLIE NELSON (Columbia FC 37951)	7	59	
8 WILD & BLUE JOHN ANDERSON			
(Warner Bros. 9 23721 -1) 9 STRONG STUFF	8	28	
HANK WILLIAMS, JR.	•		
(Elektra/Curb 9 60223-1) 10 HIGHWAYS &	9	10	
HEARTACHES RICKY SKAGGS (Epic EE 37996)	10	31	
RICKY SKAGGS (Epic FE 37996) 11 GOING WHERE THE	10	٠	
LONELY GO		<u>,</u>	
MERLE HAGGARD (Epic FE 38092) 12 FEELS SO RIGHT	11	24	
ALABAMA (RCA AHL 1-3930) 13 STRONG WEAKNESS	12	110	
THE BELLAMY BROTHERS	40		
(Elektra/Curb 9 60210-1) 14 RADIO ROMANCE	13	19	
EDDIE RABBITT (Elektra 60160-1) 15 HANK WILLIAMS, JR.'S	14	27	
GREATEST HITS			
(Elektra/Curb 9 60193-1) SOMEBODY'S GONNA	15	29	
LOVE YOU	_		
17 A TASTE OF YESTERDAY'S	22	4	
WINE			
MERLE HAGGARD & GEORGE JONES (Epic FE 38203)	16	35	
18 WEST BY WEST SHELLY WEST (Warner/Viva 9 23775-	1) 8	6	
19 WILLIE NELSON'S			
GREATEST HITS (AND			
GREATEST HITS (AND SOME THAT WILL BE) WILLIE NELSON	19	74	
GREATEST HITS (AND SOME THAT WILL BE) WILLIENELSON (Columbia KC2 37542)	19	74	
GREATEST HITS (AND SOME THAT WILL BE) WILLIENELSON (Columbia KC2 37542) 20 THE BELLAMY BROTHERS GREATEST HITS		74	
GREATEST HITS (AND SOME THAT WILL BE) WILLIE NELSON (Columbia KC2 37542) THE BELLAMY BROTHERS GREATEST HITS (Warner/Curb 9 23697-1)	19	74	
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	4	/23	Weeks On Chart
		23	GHari
39	SOMEWHERE BETWEEN RIGHT AND WRONG		
_	EARL THOMAS CONLEY (RCA AHL 1-4348)	39	33
40	GREATEST HITS JOHN CONLEE (MCA-5405)	_	1
41	TODAY MY WORLD SLIPPED AWAY		
42	VERN GOSDIN (A.M.ILP-1502) WAITIN' FOR THE SUN TO	41	5
7.	SHINE RICKY SKAGGS (Epic FE 37 193)	4.4	72
43	SHINE ON	44	
44	GEORGE JONES (Epic FE 38406) NEW LOOKS	_	1
45	B.J. THOMAS (Cleveland Int'I/Columbia FC 38561)	_	1
45	COUNTRY CLASSICS CHARLEY PRIDE (RCA AHL1-4662)	45	5
46	SOMEWHERE IN THE STARS		
	ROSANNE CASH (Columbia FC 37570)	46	6
47	BIG CITY MERLE HAGGARD (Epic FE 37593)	47	78
48	BIGGEST HITS MARTY ROBBINS		
49	(Columbia FC 38309) LOVE WILL TURN YOU	33	19
	AROUND KENNY ROGERS (Liberty LO 51124)	49	41
50	KENNY ROGERS GREATEST HITS		
51	KENNY ROGERS (Liberty LOO 1072) MICHAEL MARTIN	50	111
31	MURPHEY	-1	24
52	(Liberty LT-51120) THE ALL-TIME GREATEST	51	34
	(Monument KWG2784-38384-1)	34	9
53	QUIET LIES JUICE NEWTON (Capitol ST 12210)	48	49
54	GREATEST HITS DOLLY PARTON (RCA AFL 1-4422)	37	30
55	WISH YOU WERE HERE TONIGHT		
56	RAY CHARLES (Columbia FC 38293) BIG AL DOWNING	40	9
00	BIG AL DOWNING (Team TRA-2001)	53	13
57	SURE FEELS LIKE LOVE LARRY GATLIN & THE GATLIN		
	BROTHERS BAND (Columbia FC 38135)	54	28
58	THIS DREAM'S ON ME GENE WATSON (MCA 5302)	55	9
59	WALK ON KAREN BROOKS		
60	(Warner Bros. 9 23676-1) THE FAMILY'S FINE, BUT	57	11
	THIS ONE'S ALL MINE! DAVID FRIZZELL		
61	(Warner/Viva 9 23688-1) SOUNDS LIKE LOVE	58	43
	JOHNNY LEE (Full Moon/Asylum 60147-1)	67	8
62	GREATEST HITS ANNE MURRAY (Capitol SOO-12110)	68	16
63	FOOL FOR YOUR LOVE MICKEY GILLEY (Epic FE 38583)	_	1
64	INSIDE AND OUT LEE GREENWOOD (MCA-5305)	52	53
65	#1 COWBOY MARTY ROBBINS		
66	(Gusto/CBS P-15594) THE BIRD	56	9
67	JERRY REED (RCA AHL 1-4529) COME BACK TO ME	59	22
	MARTY ROBBINS (Columbia FC 37995)	60	40
68	LEON EVERETTE (RCA MHL 1-8600)	61	9
69	STRAIT FROM THE HEART GEORGE STRAIT (MCA-5320)	69	44
70	CONWAY'S #1 CLASSICS VOL. II		
	CONWAY TWITTY (Elektra 9 60209-1)	62	15
71	CLOSE UP LOUISE MANDRELL (BCA MHI 1, 9601)	60	
72	(RCA MHL1-8601) OLD HOME TOWN	63	8
	GLEN CAMPBELL (Atlantic America 90016-1)	64	9
13	THE DISTANCE BOB SEGER & THE SILVER BULLET BAND (Capitol ST-12254)	65	9
	TOO GOOD TO HURRY CHARLY McCLAIN (Epic FE 38064)	66	27
	MERLE HAGGARD'S	55	
	GREATEST HITS MERLE HAGGARD (MCA-5386)	70	14

COUNTRY COLUMN

. AND ONCE AGAIN . . . For the second consecutive year, the Country Music Assn. (CMA) is planning to hike the price to the Post Awards Party at its annual October awards presentation by \$10, escalating the cost of the evening to \$60 just for a ticket to both the party and the show. Legally, of course, the organization is not allowed to charge admission for a television taping, but the CMA has been able to sidestep that issue by earmarking the tab for the Post Awards Party. However, the only way to obtain a ticket to the show is to buy a ticket to the party. Just two years ago, the price of the affair was only \$40, so admission to the ceremony (not to mention the cost of renting a tux or buying a new dress) has risen some 50% over the past two shows. Sources for the non-profit organization claim that the higher price is a result of "the increased cost of food and services," which is apparently quite significant for such "specialty foods" as shrimp and lobster. Interestingly, the Gospel Music Assn. (GMA) held a similar reception following its presentation of the Dove awards April 13, and the only real differences in the party were an absence of liquor and the CMA's usual outrageous melting block of ice that forms the association's acronym. Sources with the GMA, in planning for the event, estimated the cost of serving party guests at \$10-\$15 a head, so even if the CMA's estimates were doubled for the inclusion of liquor to, say, \$30 a person, the cost may far outweigh the benefits. Officials for the CMA are also claiming that the addition of the Walkway of Stars," the procession that leads from the site of the telecast to the party, partly responsible for the price hike.

DO IT WITH PRIDE — Charley Pride reportedly broke the existing attendance record for the Houston Livestock Show and Rodeo March 5 when he drew some 47,401 to the Astrodome for his show in the evening; that comes in addition to the 35,000 who attended the matinee. Now that he's "busted" that record, Price has been "busted" himself with a sculpted statuette of his head and upper shoulders. Pride was the guest of honor



HARDIN KNOCKS — Following Waylon Jennings' recent appearance at the Carlton Dinner Theatre in Bloomington, Minn., he was greeted backstage by RCA labelmate Gus Hardin. Hardin's self-titled mini-LP was just released. Pictured are (I-r): Jennings, Hardin and Bob Heatherly, director, national country promotion, RCA.

at the 15th annual C.M. Russell Auction of Original Western Art in Great Falls, Mont., where the bust was auctioned at an initial bid of more than \$10,000. Officials with the auction expected the piece to move at a final price of more than \$30,000. Pride's also been busy working out with the Texas Rangers baseball team (Pride was at one time a pro player himself). Unfortunately, in an exhibition game against the New York Yankees, he was struck out by a Yankee pitcher. "Charley showed he could hit three ways." said Ranger general manager **Joe Klein** of the switch-hitting Pride, "left, right and seldom."

HURRICANE DEVASTATES ITALY — Leon Everette travelled recently to Italy, where he was involved in an 11-day tour that took him to several major television

shows in Milan and Rome. Beginning March 28, the tour coincided with the release of his mini-LP in the Italian territory following a "farewell party" hosted by RCA prior to his departure from New York. The swing through the pasta capital includes two press conferences and television tapings for no less than nine different shows, including a live broadcast on Easter Sunday. Everette may return to Italy later this summer for a 25-date concert tour that will take advantage of his media blitz with live personal appearances. Now that he's back in the states, a local press conference is reportedly planned for him in Nashville.

WHERE'D SHE GO? — The Bonnle Bucy Co. has moved its agency to 1300 Division St., Nashville, Tenn. 37203. The publicity firm's phone number remains (615) 242-8234

CUMBERLAND FOLDS — Robert Stewart has resigned as president of Nashville's Cumberland Concerts with Sound Seventy Prods., re-absorbing the concert promotion function that Cumberland had been set up to tackle. According to Sound Seventy Corp. president Joe Sullivan, the rest of the Cumberland staff will continue as employees of Sound Seventy under the re-structuring, which will take effect May 1.

DID YOU KNOW? — That **Elvis Presley** was a seventh degree black belt in karate? Apparently so, and McCormick Ceramics has obtained his suit and the rights to manufacture the Karate Elvis Decanter. The company has since donated the suit to the Jim Reeves Museum run by the late entertainer's wife, **Mary Reeves Davis**.

CONGRATULATIONS — to **Steve and Cynthia Gatlin**, who became parents for the third time April 13 just after 3 a.m. The new addition to the family is a 5 lb., 4 oz. girl named **Aubrie Lane**.

HAG BOOKS TO TIE IN WITH BOOKINGS — Epic Records is currently mailing paper-back copies of Merle Haggard's Sing Me Back Home: My Story to some of the radio stations in markets where the artist will be appearing during his tour of the West Coast. The Haggard autobiography, co-written by Peggy Russell, was released several years ago by Times Books and was recently re-issued in paperback form by Pocket Books with a new cover taken from his Big City album. Epic is hopeful that the mailing served not only as a promotional tool, but also as an information guide that stations could use to provide interesting insights on the Hag to their listeners.

SIGNINGS — Tammy Wynette recently signed with Scotti Bros. for management, augmenting her association with The Jlm Halsey Co. for booking. Wynette's 47th album is expected in late June . . . Charly McClain has signed with the Dick Blake agency for exclusive booking . . . Singer/songwriter Colleen Peterson has signed a management deal with Nashville's GreilWorks, which also manages Bobby Bare. Peterson, a two-time winner of the Canadian Juno award, is currently working in the studio with producer Allen Reynolds . . . The Family Brown recently signed a production agreement with Norro Wilson.

CONDOLENCES — to David Allan Coe and his entourage. Lowell "Darty" Daughtry, who served as Coe's bodyguard and road manager since 1973, died at a Louisville hospital March 26 following complications that arose following triple bypass heart surgery.

GROWN UP LOVE AFFAIR? — Following a fairly impressive track record overseas, South Africa songwriter Kenny Levine is aiming at the American country marketplace to expand his horizons as a writer and has already placed some of his material with Door Knob's publishing wing.

April 30, 1983

4	1/23	On Chart	
YOU'RE THE FIRST TIME I'VE THOUGHT ABOUT LEAVING			6
REBA MEENTIRE (Mercury/PolyGram 810 338-7) AMARILLO BY MORNING	3	14	
GEORGE STRAIT (MCA-52162)	5	12	
3 AMERICAN MADE OAK RIDGE BOYS (MCA-52179)	1	11	
4 JOSE CUERVO SHELLY WEST (Warner/Viva 7-29778)	8	12	
JOHN CONLEE (MCA-52178)	10	9	
6 SOUNDS LIKE LOVE JOHNNY LEE (Elektra/Asylum 7-69848) WHATEVER HAPPENED TO	6	13	
OLD-FASHIONED LOVE B.J. THOMAS (Cleveland Int'l/Epic 38-03492)	9	12	
8 SAVE ME LOUISE MANDRELL (RCA PB-13450)	12	10	
9 PERSONALLY RONNIE McDOWELL (Epic 34-03526)	11	14	
YOU TAKE ME FOR GRANTED MERLE HAGGARD (Epic 34-03723)	15	8	
IF YOU'RE GONNA DO ME WRONG (DO IT RIGHT)			
VERN GOSDIN (Compleat CP-102)	13	11	
JOHNNY RODRIGUEZ (Epic 34-03598)	14	10	•
MORE AND MORE CHARLEY PRIDE (RCA PB-13451)	18	9	
WAYLON (RCA PB-13465) TOUCH ME (I'LL BE YOUR FOOL	16	7	
ONCE MORE)			
(Mercury/PolyGram 810 445-7) 16 LITTLE OLD-FASHIONED	17	10	
WILLIE NELSON (Columbia 38-03674)	19	8	
ROSANNE CASH (Columbia 38-03705)	20	8	
DAVID ALLAN COE (Columbia 38-03778)	23	7	
9 AFTER THE LAST GOODBYE GUS HARDIN (RCA PB-13445) 70 I'M MOVIN' ON	21	11	
EMMYLOU HARRIS (Warner Bros. 7-29729)	22	7	
YOU'RE OUT DOING WHAT I'M HERE DOING WITHOUT GENE WATSON (MCA-52191)	24	7	
22) I STILL LOVE YOU IN THE SAME OL' WAY			
MOE BANDY (Columbia 38-03625) IN THE MIDDLE OF THE NIGHT	25	9	
MEL TILLIS (MCA-52182) 24 FOOL FOR YOUR LOVE	26	8	
25 OUR LOVE IS ON THE	27	5	
FAULTLINE CRYSTAL GAYLE (Warner Bros. 7-29719) 26 DIXIELAND DELIGHT	28	5	
ALABAMA (RCA PB-23446) MY LADY LOVES ME (JUST AS I	2	12	
AM) LEON EVERETTE (RCA PB-13466)	30	7	
28 IT'S A DIRTY JOB BOBBY BARE & LACY J. DALTON (Columbia 38-03628)	29	8	
LOVE AFFAIRS MICHAEL MURPHEY (Liberty P-B-1494)		6	
30 YOU CAN'T RUN FROM LOVE EDDIE RABBITT (Warner Bros. 7-29712)		5	
STRANGER IN MY HOUSE RONNIE MILSAP (RCA PB-13470)		5	
32 SINGING THE BLUES GAIL DAVIES (Warner Bros. 7-29726)		6	
33 LOVE IS ON A ROLL DON WILLIAMS (MCA-52205)		3	
BON MELIKING (MON-SEEGO)	,,,		

		4	1/23	On Chart
	0			
	36	I.O.U. LEE GREENWOOD (MCA-52199)	39	4
	9	T.G. SHEPPARD (Warner Bros. 7-29695) WE HAD IT ALL	40	5
	37	CONWAY TWITTY (MCA-52154) TENDERNESS PLACE	38	6
	3,	KAREN TAYLOR-GOOD (Mesa NSD/M 1114)		9
	38	YOU GOT ME RUNNING JIM GLASER (Noble Vision NV-102)	41	5
	39	MY FIRST TASTE OF TEXAS ED BRUCE (MCA 52156)	4	15
	40	1 YR, 2 MO, 11 DAYS WAYNE CARSON (EMH 0017)	42	8
	41	OH BABY MINE STATLER BROTHERS		
8	42	(Mercury/PolyGram 811488-7) IN TIMES LIKE THESE BARBARA MANDRELL (MCA-52206)		3
2	43	HIGHWAY 40 BLUES RICKY SKAGGS (Epic 34-03812)	52	2
	44	CHANGE OF HEART MARTY ROBBINS (Columbia 38-03789)	45	6
	45	CAJUN INVITATION FRIZZELL & WEST (Warner/Viva 7-29756)	46	6
	46	FLY INTO LOVE CHARLY McCLAIN (Epic 34-03808)	49	4
	0	OLD MAN RIVER MEL McDANIEL (Capitol P-B-5218)	50	4
	48	THE LOVE SHE FOUND IN ME GARY MORRIS (Warner Bros. 7-20682)	54	3
	49	GONNA GO HUNTIN' TONIGHT HANK WILLIAMS, JR.		
	50	YOU'RE GONNA LOVE	7	14
		YOURSELF WILLIE NELSON & BRENDA LEE (Monument WS4 03781)	55	4
	(1)	CRY BABY		
	52	NARVEL FELTS (Compleat CP-104) THIS COWBOY'S HAT PORTER WAGONER (Warner/Viva 7-29772)	56 31	10
	53	YOU CAN'T LOSE WHAT YOU NEVER HAD	31	
	54	LYNN ANDERSON (Permian P-82000) WE'VE GOT TONIGHT	64	4
		KENNY ROGERS & SHEENA EASTON (Liberty P-B-1492)	35	14
	55	FINDING YOU JOE STAMPLEY (Epic 34-03558)	44	11
	56	YOU DON'T KNOW LOVE JANIE FRICKE (Columbia 38-03498)	47	15
	57	I HAVE LOVED YOU, GIRL EARL THOMAS CONLEY (RCA PB-13414)	48	16
	58	REASONS TO QUIT MERLE HAGGARD/WILLIE NELSON (Epic 34-03494)		16
	59	UNFINISHED BUSINESS LLOYD DAVID FOSTER (MCA-52173)		11
	60	SMOKIN' IN THE ROCKIES GARY STEWART & DEAN DILLON		
	61	(RCA PB-13472) DOWN ON THE CORNER	67	4
		JERRY REED (RCA PB-13422) WHO SAID LOVE WAS FAIR		14
		BILLY PARKER (Soundwaves SW-4699-NSD)		6
	63	IF THAT'S WHAT YOU'RE THINKING WAREN BROOKS (Warner Brog. 7, 20780)		11
	64	KAREN BROOKS (Warner Bros. 7-29789) I JUST HEARD A HEART BREAK TAMMY WYNETTE (Epic 34-03811)		
	65	CHANGES TANYA TUCKER (Arista AS 1053)		
	66	DOING IT RIGHT		
	67	TRAIN MEDLEY		
		BOXCAR WILLIE (Main Street R 954)	76	4

4	/23	Charl
68 PANCHO AND LEFTY WILLIE NELSON & MERLE HAGGARD (Epic 34-03842)	_	1
69 LOVE LETTERS HAZARD (Warner/Viva 7-29755)	69	
WONDER WHO'S HOLDING MY BABY TONIGHT	03	
THE WHITES (Warner/Curb 7-29659) 71 SHINE ON	_	1
GEORGE JONES (Epic 34-03489) AFTER THE GREAT DEPRESSION	60	
RAZZY BAILEY (RCA PB-13512)		1
TAMMI CHAPARRO (Compass C-60) ONCE YOU GET THE FEEL OF IT CON HUNLEY (MCA-52208)	83	1
75 IT'S YOU KIERAN KANE (Warner Bros. 7-29711)	-	1
76 THE STATE OF OUR UNION CHARLIE McCOY & LANEY HICKS (Monument WS4 03518)	82	
RAY CHARLES (Columbia 38-03810)	_	1
BEVERYBODY'S DREAM GIRL DAN SEALS (Liberty P-B-1496)	_	1
79 POTENTIAL NEW BOYFRIEND DOLLY PARTON (RCA PB-13514)	-	1
80 BLUE ORLEANS JAMES MONROE (Raintree NR 14356)		6
81 LIFE MARTY ROBBINS (MCA-52197)		
82 EMPTY ROOMS TERRI MILLER (Winner WN 7484)	01	1
83 I NEED THAT SHOULDER AFTER		
RONNIE RENO (EMH-0018) 84 OUTSIDE YOUR LOVE	93	2
PETE RICHMOND (World Label Music WLM 793)		3
85 TWO HEARTS TEXAS VOCAL COMPANY (RCA PB-13504) 86 LOVERS AGAIN	-	1
BRICE HENDERSON (Union Station ST 1001)	91	2
87 I'D DO IT IN A HEART BEAT SIERRA (Musicom MC 52702)	95	2
88 MAKE ME ONE MORE MEMORY MARK JEVICKY (Roxy 3012)	88	4
89 IF TOMORROW NEVER COMES RAY GRIFF (RCA PB-50722)	94	2
90 I'M LOSIN' MY HAIR HUGH X. LEWIS (Black Rose 8276)		
91 I KNOW MY WAY TO YOU BY HEART		
MARLOW TACKETT (RCA PB-13471) 92 A PART OF ME		1
93 I BOUGHT THE SHOES	92	3
SUPER GRIT COWBOY BAND (Hoodswamp HS8006) 94 WHEN I'M AWAY FROM YOU	-	1
THE BELLAMY BROTHERS (Elektra/Curb 7-69850)	61	16
95 LET'S GO DANCIN' CLAIRE (Omni OR-61584)	_	1
96 SWINGIN' JOHN ANDERSON (Warner Bros. 7-29788)	63	15
97 ALMOST CALLED HER BABY BY MISTAKE LARRY GATLIN & THE GATLIN BROTHERS		
(Columbia 38-03517) 98 I WOULDN'T CHANGE YOU IF I	65	14
COULD RICKY SKAGGS (Epic 34-03482)	72	19
99 THE BLUES DON'T CARE WHO'S GOT 'EM		
100 IT'S WRITTEN ALL OVER YOUR FACE	74	6
RONNIE DUNN (Churchill CE 94018)	89	9

After The Great (Sandy-Port — ASCAP/Tree/Tree
Group — BMI)
After The Last Goodbye (Fame/RickHall—ASCAP) 19
Almost Called Her Baby (Larry Gatlin — BMI)97
Amarillo By (Cotillion/Terry Stafford/Admin. by
American Made (Music City—ASCAP/Combine—
BMI)
A Part Of Me (White Cat — ASCAP)
Blue Orleans (Tree/Cross Keys — BMI)80
Cajun Invitation (Peso/Wallett — BMI)
Change Of (Warner-Tamerlane/Rumble Seat —
BMI)44
Changes (Tanya Tucker/Milene — ASCAP) 65
Common Man (Lowerey/Legibus/Captain Crystal —
BMI) 5
Cry Baby (Jerry Foster — ASCAP/Johnny Morris —
BMI)
Dixieland Delight (Sister John — BMI)
Doing It Right (House of Gold — BMI)
Down On The Corner (Jondora — BMI)61
Empty Rooms (Biffer — ASCAP)82
Everybody's Dream (Warner House/WB Gold/Pink Pig
— ASCAP/BMI)
Finding You (Baray/Brandwood — BMI)55
Fly Into Love (Unart/Land of Music/Old Friends -
BMI)
Fool For Your Love (Jensing/Black Sheep — BMI) 24
Foolin' (Ace In The Hole — BMI)
Gonna Go Huntin' (Bocephus - BMI)49
Highway 40 Blues (Amanda-lin - ASCAP)
I Bought The Shoes (Centra — BMI)93

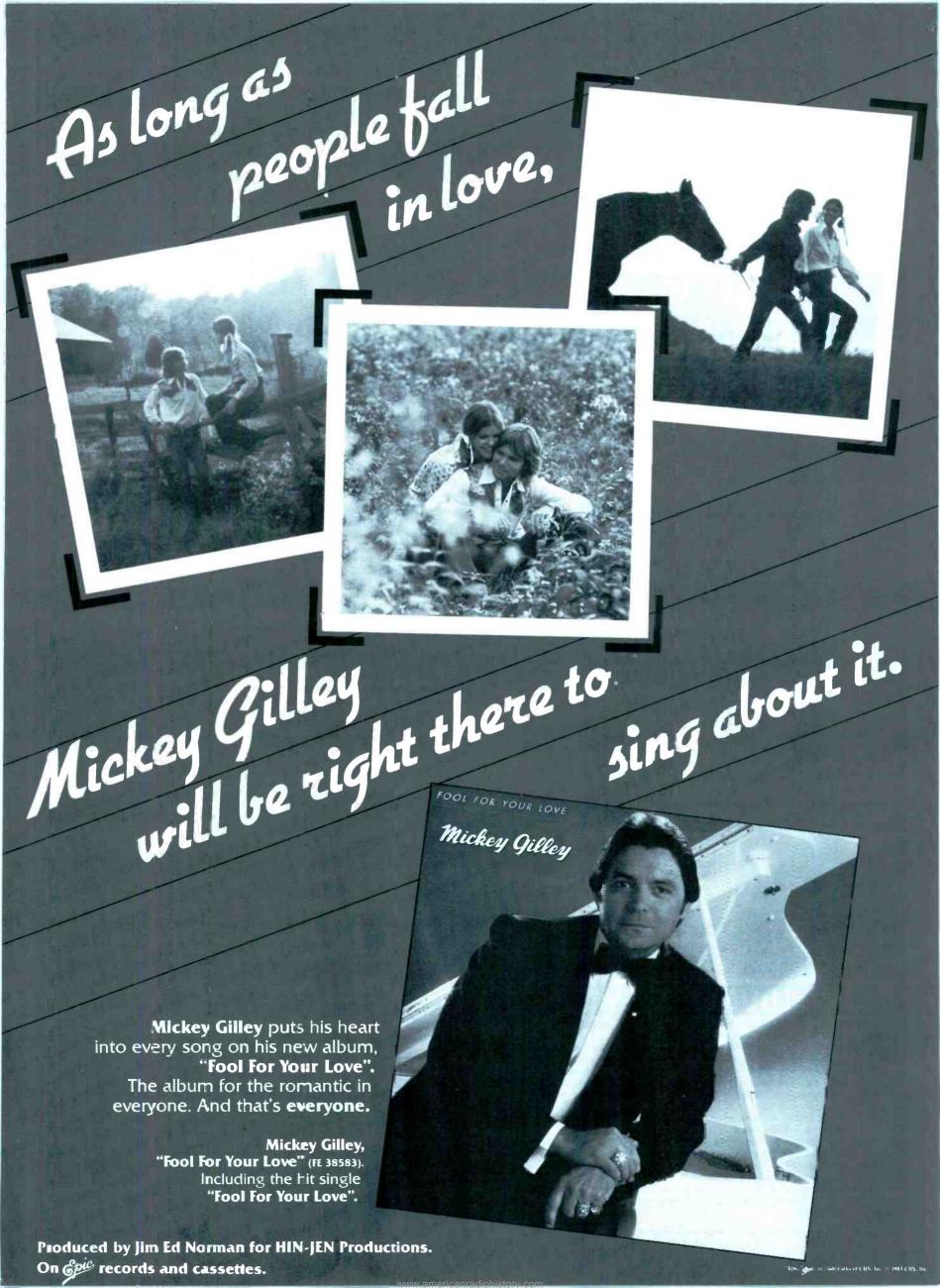
i'd Do It (North Creek BMI)
If That's What (Gee Sharp — BMI)63
If Tomorrow (Blue Echo — ASCAP/c/o Sunbury,
Canada — CAPAC)
If You're Gonna (Hookit/Blue Lake - BMI)11
I Have Loved You Girl (Blue Moon — ASCAP) 57
I Just Heard (ATV/First Lady/Sylvia's Mother - BMI)64
I Know My Way (Blue Lake - BMI)91
I'm Losin' My Hair (Dream City — BMI)90
I'm Movin' On (Rightsong — BMI)
I Need That Shoulder (Shady Dell - BMI)83
In The Middle (Sabel — ASCAP)
In Times Like These (Tom Collins — BMI)42
I.O.U. (Vogue c/o Welk Group/Chriswald/Hopi
Sound/MCA — BMI/ASCAP)
Still Love You (Baray — BMI)
It Hasn't Happened Yet (Bug/Bilt Pub. BMI) 17
It's A Dirty Job (Cross Keys/Tree Group —
ASCAP/Unichappell/VanHoy — BMI)28
It's Written All Over (I've Got The Music — ASCAP) 100
It's You (Old Friends/Liltom — BMI/Kieran Kane —
ASCAP)
I Wonder Who's (Laurel Mountain — BMI)70
I Wouldn't Change (Peer — BMI)98
Jose Cuervo (Easy Listening/Galleon — ASCAP) . 4
Let's Go Dancin' (Special — ASCAP)95
Life (Mariposa — BMI)
Little Old Fashioned (Willie Nelson — BMI)16
Love Affairs (Timberwold /d'Abo — BMI)29
Love Is (Roger Cook/Big Ears/Brulsed Oranges —

BMI/ASCAP)33	
Love Letters (Famous — ASCAP)69	
overs Again (Royalhaven — BMI)	
_ucille (Venice — BMI)	
Make Me One (Dream City — BMI)	
More And More (Cedarwood — BMI)	
My First Taste (Tree/Newkeys/Sugarplum — BMI) 39	
My Lady Love Me (Blackwood — BMI)27	
Oh Baby Mine (Edwin Morris/a division of MPL —	
ASCAP)41	
I Yr 2 Mo 11 Days (Shady Dell — BMI) 40	
Old Man River (Vogue/Partner/Julep/c/o Welk —	
BMI)	
Once You Get (Tree/Larry Butler — BMI)74	
Our Love Is (Rondor (Australia)/Irving — BMI)25	
Outside Your Love (World Label — BMI)84	
Pancho And Lefty (United Artists/Columbine —	
ASCAP)68	
Personally (Tree/Five Of A Kind/Tree Group — BMI) 9	
Potential (April/Stephen A. Kipner — ASCAP/ATV —	
BMI)	
Reasons To Quit (Shade Tree — BMI)58	
Save Me (Rare Blue — ASCAP)	
Shine On (Southern Nights — ASCAP)71	
Singing The Blues (Acuff-Rose — BMI)	
Smokin' In (Tree/Forrest Hills — BMI/Sabal —	
ASCAP/Golden Opportunity — SESAC)60	
Sounds Like Love (Chappell/Bibo c/o Weik —	
ASCAP)	
Stay With Me (ATV/Play — BMI)	
<u> </u>	

Stranger In My House (Lodge Hall — ASCAP)
Swingin' (Anderson/Delmore/Hall-Clement c/o Welk — BMI) 96 Tenderness Place (Acuff-Rose — BMI) 37 The Blues Don't (Hall-Clement — BMI/BIbI/c/o Welk — ASCAP) 99 The Love She (Southern Nights — ASCAP/Comblne — BMI) 48 The Ride (Algee/Newwriters — BMI) 18 The State Of (Cross Keys/Tree — ASCAP/Blue Lake — BMI) 76 This Cowboy's (Elektra Asylum/Brooks Bros. —BMI)52 3/4 Time (Tennessee Swamp Fox — ASCAP) 77 Touch Me (ATV Music — BMI) 15 Train Medley (Various — BMI/ASCAP) 67 Two Hearts (Royalhaven — BMI/G.I.D. — ASCAP) 85 Unfinished Business (House of Gold — BMI) 59 We Had It All (Danor Inc./Irving — BMI) 36 We've Got Tonight (Gear — ASCAP) 54 Whatever Happened To (Ole Friends — BMI) 75 When I'm Away (Rare Blue — ASCAP) 94 Without You (Apple — ASCAP) 94 Without You (Apple — ASCAP) 35 Who Said (The All American B-Flat — BMI) 62 You Can't Lose (Tree/Tree Group/O'Lyric — BMI) 53 You Can't Run (DebDave/Briarpatch — BMI) 50 You Got Me Running (Dawnbreaker — BMI) 38 You Can't Royalnava (Combine — BMI) 50 You're Gonna (Combine — BMI) 50 You're Gonna (Combine — BMI) 50 You're Out Doing (Desert Rose/Ski Slope — BMI) 21 You're The First (Maplehill/Hail-Clement Vogue c/o Welk — BMI) 1
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Tenderness Place (Acuff-Rose — BMI) 37
The Blues Don't (Hall-Clement — BMI/BlbI/c/o Welk — ASCAP) 99 The Love She (Southern Nights — ASCAP/Combine — BMI) 1he Ride (Algee/Newwriters — BMI) 1he Ride (Algee/Newwriters — BMI) 1he State Of (Cross Keys/Tree — ASCAP/Blue Lake — BMI) 76 This Cowboy's (Elektra Asylum/Brooks Bros.—BMI)52 3/4 Time (Tennessee Swamp Fox — ASCAP) 77 Touch Me (ATV Music — BMI) 15 Train Medley (Various — BMI/ASCAP) 77 Touch Me (ATV Music — BMI) 15 Train Medley (Various — BMI/ASCAP) 77 Tow Hearts (Royalhaven — BMI/G.I.D. — ASCAP) 85 Unfinished Business (House of Gold — BMI) 99 We Had It All (Danor Inc./Irving — BMI) 36 We've Got Tonight (Gear — ASCAP) 40 Whatever Happened To (Ole Friends — BMI) 77 When I'm Away (Rare Blue — ASCAP) 94 Without You (Apple — ASCAP) 35 Who Said (The All American B-Flat — BMI) 50 You Can't Lose (Tree/Tree Group/O'Lyric — BMI) 30 You Can't Run (DebDave/Briarpatch — BMI) 30 You Con't (House Of Gold/Don King — BMI/King's X — ASCAP) 70 40 70 70 Tou Gonna (Combine — BMI) 38 You're Out Doing (Desert Rose/Ski Slope — BMI) 70 10 10 10 11
BMI 48 The Ride (Algee/Newwriters — BMI 18 The Ride (Algee/Newwriters — BMI 18 The Ride Of (Cross Keys/Tree — ASCAP/Blue Lake — BMI 76 This Cowboy's (Elektra Asylum/Brooks Bros. — BMI 52 3/4 Time (Tennessee Swamp Fox — ASCAP 77 Touch Me (ATV Music — BMI 15 Train Medley (Various — BMI/ASCAP 67 Two Hearts (Royalhaven — BMI/G.I.D. — ASCAP 85 Unfinished Business (House of Gold — BMI 59 We Had it All (Danor Inc./Irving — BMI 36 We've Got Tonight (Gaar — ASCAP 54 Whatever Happened To (Ole Friends — BMI 7 When I'm Away (Rare Blue — ASCAP 94 Without You (Apple — ASCAP 35 Who Said (The All American B-Fiat — BMI 62 You Can't Lose (Tree/Tree Group/O'Lyric — BMI 53 You Can't Hun (DebDave/Briarpatch — BMI 30 You Don't (House Of Gold/Don King — BMI/King's X — ASCAP 36 You Gon'd Combine — BMI 38 You're Gonna (Combine — BMI 50 You're Out Doing (Desert Rose/Ski Slope — BMI 21 You're The First (Maplehill/Hail-Clement Vogue — C/o Welk — BMI 11 18 18 19 19 19 10 19 10 10 10
The Ride (Algee/Newwriters — BMI) 18 The State Of (Cross Keys/Tree — ASCAP/Blue Lake — BMI) 76 This Cowboy's (Elektra Asylum/Brooks Bros. —BMI)52 3/4 Time (Tennessee Swamp Fox — ASCAP) 77 Touch Me (ATV Music — BMI) 15 Train Medley (Various — BMI/ASCAP) 67 Two Hearts (Royalhaven — BMI/G.I.D. — ASCAP) 85 Unfinished Business (House of Gold — BMI) 59 We Had It All (Danor Inc./Irving — BMI) 36 We've Got Tonight (Gear — ASCAP) 54 Whatever Happened To (Ole Friends — BMI) 7 When I'm Away (Rare Blue — ASCAP) 94 Without You (Apple — ASCAP) 95 Who Said (The All American B-Flat — BMI) 62 You Can't Lose (Tree/Tree Group/O'Lyric — BMI) 53 You Can't Run (DebDave/Briarpatch — BMI) 30 You Don't (House Of Gold/Don King — BMI/King's X — ASCAP) 56 You're Gonna (Combine — BMI) 50 You're Out Doing (Desert Rose/Ski Slope — BMI) 21 You're Out Doing (Desert Rose/Ski Slope — BMI) 21 You're The First (Maplehill/Hail-Clement Vogue c/o Welk — BMI) 1
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You're The First (Maplehill/Hall-Clement Vogue c/o Welk — BMI)
You Take Me For Granted (Shade Tree — BMI)10



= Exceptionally heavy radio activity this week



COUNTRY RADIO HIGHLIGHTS

KFDI — WICHITA — GARY HIGHTOWER — #1 — R. McENTIREADDS: R. Reno, R. Lay, R. Skaggs, Whites, M. Haggard/W. Nelson, R. Price, L. Nail, Saddle Tramp, Riders In The Sky

WTSO — MADISON — ANDY WITT — #1 — R. McENTIRE ADDS: L. Anderson, D. Seals, C. Hunley, Boxcar Willie

KEED — EUGENE — DAN WILLIAMS — #1 — R. McENTIRE
ADDS: T. Tucker, L. Greenwood, Whites, R. Bailey, T.G. Sheppard, J. Ford, L. Raines, T. Chaparro, R. Price, Sierra

WEEP — PITTSBURGH — BILL WHITE — #1 — OAK RIDGE BOYS ADDS: J. Rodriguez, B. Mandrell, G. Morris, R. Skaggs, B. Bare/L.J. Dalton

KNIX — PHOENIX — DOUG BRANNON — #1 — G. STRAIT ADDS: K. Rogers, M. Haggard/W. Nelson, R. Skaggs, T. Wynette, R. Milsap

SINGLES REVIEWS

OUT OF THE BOX



SYLVIA (RCA AH PB-13501)

Snapshot (3:29) (Tom Collins Music Corp. - BMI) (R. Fleming, D. Morgan) (Producer: T. Collins)

Opening with a clever camera click, the title track from Sylvia's forthcoming album maintains very much the same feel and pace as last year's runaway "Nobody." Producer Tom Collins apparently ran her vocals through some sort of harmonizer on the chorus, adding a new touch to a country single production, while the spunky piano motif hints at crossover.

GEORGE JONES (Epic 34-03883)

I Always Get Lucky With You (3:18) (Shade Tree Music — BMI) (T. Whitson, F. Powers, G. Church, M. Haggard) (Producer: B. Sherrill)

The second single from The Possum's new "Shine On" LP is a bit of a surprise as the singer soars into the falsetto strata for the first time in recent memory, but his reading of the script is about as "straight" as Jones goes. The usual twists and turns that he is able to inflect into a line are almost non-existent (although a rolling piano picks up the slack with its own frills), providing a gentle change of pace for the country legend.



FEATURE PICKS

STEVE WARINER (RCA PB-13515)

Don't Your Mem're Ever Sleep At Night (3:07) (Tom Collins Music Corp. — BMI) (S. Dean, R. Hatch) (Producer: T. Collins)

JACK GREENE (EMH-0019)

From Cotton To Satin (3:43) (Jim Martin Publ. — ASCAP) (J. Vest, D. Chamberlain) (Producer: E.E. Owens)

BAMA BAND (Soundwaves SW-4707-NSD)

Tijuana Sunrise (3:48) (Surf and Sand Music — BMI) (D. Hatfield) (Producer: L. Morris)

NEW AND DEVELOPING



JESSIE BURNS (Churchill CR-94022)

One Less Lonely Night (3:08) (Southern Nights Music — ASCAP) (P. Breedlove), B. Morrison, J. MacRae) (Producers: J. Williamson, T. Migliore)

Burns was nominated for the prestigious Canadian Juno Award as a female vocalist this year and makes her American debut on the Churchill label with a sultry platter than makes heavy use of a throbbing acoustic guitar. Burns has a powerful voice and gets optimum performance from it with an urgent play atop a light production that includes a particularly noteworthy dobro.

SOME MEMORIES JUST WON'T DIE - Marty Robbins - Columbia FC 38603 -

Producer: Bob Montgomery — List: None — Bar Coded

This package represents the last album of new material that the legendary country figure recorded before his untimely departure last December into another realm. Robbins was an unbelievable showman in his own right, and the tunes represented here seem to capture the same dramatic flavor with intricate arrangements and skilled interpretations. Eight of the cuts are original, while the platter also includes the appropriate title track and the theme from Honkytonk Man.

CASTLES IN THE SAND — David Allan Coe — Columbia FC 38535 — Producer: Billy Sherrill - List: None - Bar Coded

It's interesting that Coe dedicates this album to and vocally imitates Bob Dylan (who is noted more for his songwriting abilities than his voice) and comes up with some of his best singing ever, turning in his most commercial effort to date. Coe apparently is on the verge of moving from his longstanding cult status to a position of increased prominence and comes through here with a number of tunes that show strong commercial promise, including the bluesy "Cheap Thrills," "For Lovers Only" and a "Gotta Serve Somebody" duet with Lacy J. Dalton.

THE COUNTRY MIKE

SEVENTH ANNUAL JAMBOREE — For six years now, country music fans have gathered in St. Clairsville, Ohio, for the outdoor country music festival called the Jamboree In The Hills. The crowd has increased annually, and over the past six years has doubled from an audience of 25,000 people the first year to the 50,000 who attended last year. This year the event will take place July 16-17, rain or shine, and will feature some of the most popular names in country music today. Over the years, the entertainers who have appeared at the "Super Bowl of Country Music" compose a virtual 'who's who" in country, and this year will be no exception, featuring 26 of the top names in the genre, 11 of which will be making their encore performances as headliners. Those returning this year include Charley Pride, Billy "Crash" Craddock, Janie



TENDERNESS NETWORK — In support of her current "Tenderness Place" single, a short, a capella platter, Karen Taylor-Good recently joined current Music Country Network host Benny Ray. The network, which celebrated its one-year anniversary April 1, is now heard on some 96 stations nationwide

Fricke, Tom T. Hall, Freddy Fender, Tammy Wynette, T.G. Sheppard, Helen Cornellus, Mack Vickery, Sandy Powell and Eddie Blackstone. New additions to the Jamboree in the Hills are Ricky Skaggs, Tanya Tucker, John Anderson, Reba McEntire, Faron Young, Steve Warlner, The Whites, George Stralt, Jeannie C. Riley, Del Reeves, Billy Walker, Pat Garrett, Jeannie Seely, Mundo Earwood and Penny DeHaven. Jamboree in The Hills is an offspring of Jamboree U.S.A., the second-oldest live radio show in the United States, which celebrates its 50th birthday this year. Ticket prices will remain the same as last year. The two-day adult ticket is \$40 and one-day tickets for either Saturday or Sunday are \$25.

Children under 12 are admitted free when accompanied by an adult. Tickets are scheduled to go on sale May 1. A telephone information service will begin April 1 to answer any questions and supply more detailed information. West Virginia residents may call 232-1170 and non-residents should call the toll-free number (800) 624-5456. Wheeling Broadcast is sponsoring the event through WWVA/Wheeling and Jamboree U.S.A.

- The May line-up for The United Stations' three-hour weekly program, The LINEUP Weekly Country Music Countdown, is as follows: Tanya Tucker, May 6-8; Ronnie McDowell, May 13-15; Bobby Bare, May 20-22; and John Anderson, May 17-19. CONGRATULATIONS - Steve Langston, assistant MD at KFYO/Lubbock, is the

proud father of a new baby girl weighing in at 6 lb., 11 oz. Morgan Alva was born on

Good Friday, April 1, at 2:25 a.m.

STATION CHANGES — Mark Thomas is the new PD at WKMF/Flint. Previously, Thomas was the MD for WCXI/Detroit. He replaced Lee Phillips, who is now the operations manager for WROW-AM & FM/Albany . . . Janet Jones has been appointed sales accountant executive at KBRQ/Denver. Jones was most recently associated with KSUN/Phoenix as vice president/national sales manager, and prior to that with KJJJ/AM&FM/Phoenix as sales manager...Scott Jeffries is now handling the morning drive at KOCY/Oklahoma City. Jeffries was the MD at KXXY/Oklahoma City and has been replaced by **Mark Majors...Ben Harris** has been promoted to assistant MD for **WPAP-FM**/Panama City. Harris has been with WPAP for six months and prior to that was with **WKUL**/Cullman handling the afternoon drive shift. **John Dunaway** is MD for WPAP, and the station lineup is as follows: Reed Kinney, 5-9 a.m.; Dunaway, 9 a.m.-noon; Harris, noon-4 p.m.; Kevin O'Neal, 4-7 p.m.; Chuck LaMont, 7 p.m.-midnight; and Bill Russell, midnight-5 a.m. juanita butler

PROGRAMMERS PICKS

Rick Stewart	KRAK/Sacramento	After The Great Depression — Razzy Bailey — RCA
Henry Jay	WGTO/Cypress Gardens	s Highway 40 Blues — Ricky Skaggs — Epic
BIII Jones	WKSJ/Mobile	Highway 40 Blues — Ricky Skaggs — Epic
Tony Kldd	WZZK/Birmingham	All My Life — Kenny Rogers — Libert
Pete Brier	KWKH/Shreveport	In Times Like These — Barbara Mandrell — MCA
Terry Slane	WIRK/West Palm Beach	After The Great Depression — Razzy Bailey — RCA
Bill Berg	WWVA/Wheeling	Highway 40 Blues — Ricky Skaggs — Epic
Jim Stricklin	KBRQ/Denver	Once You Get The Feel Of It — Con Hunley — MCA
Jay Phillips	WMAQ/Chicago	Highway 40 Blues — Ricky Skaggs — Epic
Al Hamilton	KEBC/Oklahoma City	Once You Get The Feel Of It — Con Hunley — MCA
Pete Adlam	wDSD/Dover	In Times Like These — Barbara Mandrell — MCA
Bill Pyne	WQYK/St. Petersburg	Highway 40 Blues — Ricky Skaggs — Epic
Jack Seckel	WIXZ/McKeesport	Highway 40 Blues — Ricky Skaggs — Epic

BLACK CONTEMPORARY

TOP 75 LBUMS

			Weel
Отн	RILLER	/23	Cha
2 LIC	CHAEL JACKSON (Epic QE 38112) ONEL RICHIE	1	19
3 PO	otown 6007ML) WERLIGHT RTH, WIND & FIRE	2	29
(Co	lumbia TC 38367)	3	9
(Ca	ORGE CLINTON pitol ST-12246) VE FOR LOVE	4	22
WH	ISPERS lar/Elektra 9 60216-1)	6	5
	NCE (Warner Bros. 9 23720-1F)	5	24
Def	L THIS LOVE BARGE (Motown 6012G) O TOUGH	7	27
ANO (Ari	GELA BOFILL sta AL 9616)	8	15
(Wa	RREAU trner Bros. 9 23801-1) THE MAX	13	3
CO	N FUNK SHUN prcury/PolyGram SRM-1-4067)	10	24
	DERN HEART AMPAIGN (Columbia FC 38284)	17	6
THE	YEAT E SYSTEM rage/Atlantic 7 90062-1)	12	10
13 ST	EVE ARRINGTON'S	-	
14 FO	REVER, FOR ALWAYS,	15	9
LUT	R LOVE HER VANDROSS (Epic FE 38235). UCH THE SKY	11	29
SM((Tar	DKEY ROBINSON nla/Motown 6030TL)	9	14
- (Aris	SHIF sta AL 9620) RFACE THRILLS	24	5
THE (Go	TEMPTATIONS rdy/Motown 6032GL) OPOSITIONS	19	7
THE (Mei	BAR-KAYS rcury/PolyGram SRM-1-4065)	14	25
O'BI		20	9
DAZ		16	13
	DNIGHT LOVE RVIN GAYE (Columbia FC 38197)	18	24
DAF (RC.	RYL HALL & JOHN OATES A AFL 1-4348)	22	19
CHA	IS IS YOUR TIME NGE (RFC/Atlantic 7 80053-1) E RHYTHM & THE	25	6
ZZ F		21	21
THE (Tota	P BAND IV GAP BAND al Experience/PolyGram TE-1-3001)	23	47
YAR (Tota	ARTBEATS BROUGH & PEOPLES al Experience/PolyGram TE-1-3003) I HIS THE FUTURE?	26	8
FAT	BACK	36	4
TYR	CKY SITUATION ONE BRUNSON eve In a Dream/CBS FZ 38140)	31	7
	DDO // SP-6-4924)	33	5
	AKA KHAN rner Bros. 9 23729-1)	30	21
RA	E OTHER SIDE OF THE INBOW	29	27
32 THI	E BEST IS YET TO COME OVER WASHINGTON, JR.		27
33 JAN	NET JACKSON	27 34	21
34 JUS	ST AIN'T GOOD OUGH	- '	
(Bev		32	27
		44	4
INST	ANT FUNK	38	12

1	LDOIVIO		_
			Weeks
		4/23	On Chart
37	KISSING TO BE CLEVER CULTURE CLUB (Virgin/Epic ARE 38398)	37	10
38	KNOCKOUT MARGIE JOSEPH (HCRC HLP-20009		8
39	DON'T PLAY WITH FIRE		
40	PEABO BRYSON (Capitol ST-12241) EVERY HOME SHOULD	40	22
	PATTI AUSTIN (Qwest/Warner Bros. QWS 3691)	43	30
41	SUE BOBBY RUSH (Lajam LJ 0001)	39	14
42	LET ME IN YOUR LIFE MARLENA SHAW	00	
10	(South Bay SB-1004) WRIGHT BACK AT YOU	42	11
43	BETTY WRIGHT (Epic FE 38558) WHAT TIME IS IT?	59	2
45	THE TIME (Warner Bros. 9 23701-1)	45	33
46	OZONE (Motown 6037ML)	52	3
40	MAGIC # BLUE MAGIC (Mirage/Atlantic 7 90074-1)	51	3
47	ALL THE GREAT HITS THE COMMODORES		
48	(Motown 6028ML) GUARDIAN OF THE LIGHT	48	22
49	GEORGE DUKE (Epic FE 38513) GET LOOSE	58	2
50	EVELYN KING (RCA AFL 1-4337) EVERYBODY LOVES A	35	34
00	WINNER GLENN JONES (RCA MFL 1-8508)	55	3
51	TYRONE DAVIS (Highrise HR 103)	47	19
52	VANITY 6 (Warner Bros. 9 23716-1)	46	31
53	LIVING MY LIFE GRACE JONES		
54	(Island/Atco 7 90018-1) THE YOUTH OF TODAY	49	21
55	MUSICAL YOUTH (MCA-5389) WILD NIGHT	41	16
56	ONE WAY (MCA-5369) A LADY IN THE STREET	50	28
1	DENISE LaSALLE (Malaco 7412) KILLER ON THE RAMPAGE	66	3
w	EDDY GRANT (Ice/Portrait B6R 38554)	_	1
58	GREATEST HITS RAY PARKER, JR.	5 *	••
59	(Arista AL 9612) BLUES IN MY BEDROOM	57	20
60		63	16
60	THE HUNTER JOE SAMPLE (MCA-5397)	_	1
61	MAN PARRISH (Importe/12 MP-320)	53	10
62	LIVIN' IN THE NEW WAVE ANDRE CYMONE (Columbia FC 38123)	56	26
63	JEFFREY OSBORNE (A&M SP-4896)	54	46
64	SEAL IN RED RUFUS (Warner Bros. 9 23753-1)	61	9
65	HEARTBREAKER	60	28
66	BLAST! THE BROTHERS JOHNSON		
67	(A&M SP-4927) WINDSONG	71	20
• •	RANDY CRAWFORD (Warner Bros. 9 60142-1)	68	46
68	S.O.S. III THE S.O.S. BAND	67	
69	(Tabu/CBS FZ 38352) TOO HOT ERONEE WERR (Capital ST-12550)	67	23
70	EBONEE WEBB (Capitol ST-12550) SUDDENLY MARCUS MILLER	72	7
71	(Warner Bros. 9 23806-1) DONNA SUMMER	-	1
	(Geffen GHS 2005)	65	39
72	ASPHALT GARDENS	69	12
73	ASPHALT GARDENS GEORGE HOWARD (Palo Alto PA 8035)	_	1
74	SILK ELECTRIC DIANA ROSS (RCA AFL-4386)	64	29
75	ALICIA ALICIA MYERS (MCA-5181)	62	32



GOLD WHERE THEY FOUND IT — Solar recording group The Whispers were recently presented gold record awards for their Elektra/Asylum-dis.ributed album "Love Is Where You Find It," while in rehearsals for a tour to support their latest "Love For Love." Pictured standing at the presentation are (I-r): Virgil Roberts, president of Dick Griffey Productions and general counsel for the Griffey Group of Companies; Leavil Degree, Nicholas Caldwell and Wallace "Scotty" Scott of the group; and Ray Harris, president of Solar and Constellation record companies. Pictured kneeling are (I-r): Marcus Houston and Walter Scott of the group.

THE RHYTHM SECTION

ONE NIGHT STAND BLUES — Blues and R&B musicians have traditionally had to ply their craft in the smokey hell holes that comprise what has become the legendary, and often illusory, "chitlin' circuit." While this is merely a euphemism for the grooming, woodshedding process that all musicians must endure to become recognized for their work, historically, most of those players were black. But these days, the process is more egalitarian, especially where the blues and R&B is concerned. Case in point is Canadian-based EMI America/Liberty recording act the Powder Blues, which, during the last 72 days, has performed some 59 dates throughout California. The group was to perform a 60th date on Cotati, Calif., but following a date Easter Sunday in Berkeley, Calif. about \$40,000 in instruments and sound equipment was stolen from the band's truck. Sounds like the stuff of a chitlin' circuit story, eh? Before the group escaped to the Great White North for a tour of western Canada, this writer had the opportunity to imbibe one of its shows at the Palomino Club in North Hollywood, where the sinewy set managed to pay homage to roots blues while injecting some contemporary energy into the music. It used to be that most white musicians who played this brand of blues preferred to see themselves as "rockers." But the Blues Boys stick to the gun that fired the first shot and add personality that is unabashed and honest. No poseurs here These are not the Blues Brothers revisited, as many of the compositions they perform are original. From the gritty blues of "What Have I Been Drinkin" to the jazzy feel of "Boppin' With The Blues," the Powder Blues are true blue.

GET DOWN SHOWDOWN — After the dust settled at Los Angeles' Hollywood

Palladium, local nine-member, all-girl group **Sugahh** had captured the grand prize in the first annual "Budweiser Talent Showdown," a national talent search that covered 28 major urban contemporary and R&B radio markets in the U.S. Having aced out more than 1,200 competing young acts, Sugahh is to receive a PolyGram recording contract, a chance to record a Budweiser commercial for Anheuser-Busch, Inc. and about \$10,000 in musical equipment from Rickenbacker. Sugahh first won in the Los Angeles area, a contest sponsored by radio station KJLH. Sugahh performed for more than 1,500 people during the April 8 Talent Showdown, where the lovely ladies were matched alongside four other acts. Included among the other finalists were **Tyrone Davis** and **Glen Stewart** from New York, **Lisa and Company** of Nashville, **Jade** of Washington, D.C. and **Onyx** of Charlotte, N.C. Entertainers **Stephanie Mills** and **Lou Ravis**, who is somewhat of a spokesperson for Budweiser, having performed a commercial jingle for the beer company and being the hub of the company's "Parade of Stars" which raises money for the United Negro College Fund (UNCF), hosted the evening. A portion of the proceeds from the event will be donated to Compton Community College.

LIVE DUTCHIE — Their pixie-like charm seemed a bit flat when MCA Records act Musical Youth performed "Pass The Dutchie" on NBC-TV's Saturday Night Live April 9, a show that also featured comedienne Joan Rivers. The British-raised, neo-reggae group, whose members are aged 11-16, appeared to be a bit awed by the studio audience and camera, although the audience seemed genuinely impressed by the young aggregation's unabashed music spirit. If the group was a bit nervous during the "Pass The Dutchie" episode, then it was down-right stoic during a rendering of the second single, "Never Gonna Give You Up," from the "Youth Of Today" LP. If not for lead vocalist Dennis Seaton's energy, the group would have seemed like wind-up toys at the end of their spring.

IN MEMORY OF SIMMONS — A series of classical music performances slated to begin April 25 at the Wilshire Ebell Theatre in Los Angeles, dubbed "E.T. — Extraordinary Talents," will culminate June 26 with a "Tribute to Calvin Simmons," who died while serving as conductor of the Oakland Symphony Orchestra. Performing during the series are five world-known black American classical artists, including soprano La Verne Williams, pianist E. Jerome Malry, violinist Winterton Garvey, cellist Alvin McCall and violinist Charles Veal, Jr., who has also carved out a respectable niche in the popular music world as a concertmaster, arranger and solo performer. The shows are being produced by Spectrum. Veal will conduct the debut performance of the Spectrum Chamber Orchestra during the June 26 tribute, which will feature a composition especially prepared by Jerry Peters. Special guests to perform during presentation of the commissioned work are Donna Washington, Chuck Cissel, Gigl McLean and Bernard Ighner. The 32-year-old Simmons died in a tragic boating accident last August after serving as the Oakland Symphony Orchestra's conductor since 1979.

SHORT CUTS — Linda W. Bowle, a former administrator of the Dance Theatre of Harlem's Library, was recently named executive director of the World Institute of Black Communications, where she will direct the group's efforts to advance African-American involvement in media. The Institute, which sponsors the annual CEBA Awards, was established by the National Black Network . . . Talk has it that Michael Jackson has been tapped for the title role in film maker Steven Spielberg's remake of Peter Pan .

TOP 100 BLACK CONTEMPORARY SINGLES

April 30, 1983

Weeks On

			eks)n
	4/2	3 Ch	
1 ATOMIC DOG	ORGE GUNTON (Cooking B. 5004)		14
TRY AGAIN	ORGE CLINTON (Capitol B-5201)	1	14
3 BILLIE JEAN	HAMPAIGN (Columbia 38-03563)	4	12
4 TONIGHT	HAEL JACKSON (Epic 34-03509)	2	14
5 YOU ARE	HISPERS (Solar/Elektra 7-69842)	5	10
6 I LIKE IT	LIONEL RICHIE (Motown 1657)	3	15
1 JUST GOTTA	DeBARGE (Motown 1645) A HAVE YOU (LOVER	6	21
TURN ME ON)	KASHIF (Arista AS 1042)	В	12
8 MORNIN'	ARREAU (Warner Bros. 7-29720)	9	8
9 TOO TOUGH	ANGELA BOFILL (Arista AS 1031)	7	14
10 YOU ARE IN N	NY SYSTEM TEM (Mirage/Atco WTG 799937)	10	14
11 MS. GOT-THE		11	11
12 I'VE MADE LO THOUSAND T			
	ROBINSON (Tamia/Motown 1655)	12	15
	HAEL JACKSON (Epic 34-03759)	22	6
DARYL HALL	& JOHN OATES (RCA PB-13421) FINE (SO FINE)	15	12
FAT	BACK (Spring/PolyGram P 3030) MIND TONIGHT	17	7
17 NOBODY CAN	PTATIONS (Gordy/Motown 1666)	18	8
NOBODY CAN	E ARRINGTON'S HALL OF FAME (Atlantic 7-89876)	19	11
18 BOTTOM'S UI		20	6
R SAVE THE OV	ERTIME (FOR ME) & THE PIPS (Columbia 38-03761)	29	5
20 SHE TALKS T	O ME WITH HER		
	'S (Mercury/PolyGram 810 435-7)	24	7
ENOUGH)	NG (GIMME JUST	24	10
22 NEVER SAY I		21	10
23 RAID	CLIFF DAWSON & RENEE DIGGS (Boardwalk NB-12-173-1)	23	11
	AKESIDE (Solar/Elektra 7-69836)	26	6
NEW	EDITION (Streetwise SWRL2208)	30	6
25 SHE'S OLDER	BETTY WRIGHT (Epic 34-03523)	13	12
	THERS (T-Neck/CBS ZS4 03797)	36	4
27 UNDERLOVE	MELBA MOORE (Capitol B-5208)	28	8
	ATTITUDE (RFC/Atlantic 7-89879)	31	11
29 LITTLE RED (PRINCE (Warner Bros. 7-29746)	37	8
30 I'M FREAKY	O'BRYAN (Capitol B-5203)	14	14
31 THIS IS YOU	CHANGE (RFC/Atlantic 7-89883)	32	9
	RICHARDS (Zoo York WS4 03535)	35	10
33 WORKING GI	CHERI (21/PolyGram T1 107)	33	10
l'i			

4	4/23 Ch	arts
MAY LOVE		
MY LOVE LIONEL RICHIE (Motown 1677)	48	3
YARBROUGH & PEOPLES (Total Experience/PolyGram TE8208)	40	4
36 KEEP IT CONFIDENTIAL NONA HENDRYX (RCA PB-13437)	41	8
SIDE BY SIDE EARTH, WIND & FIRE (Columbia 38-03814)	46	3
38 LOVE IS THE KEY MAZE FEATURING FRANKIE BEVERLY		
(Capitol B-5221) STYLE CAMEO (Atlanta Artists/PolyGram 812 054-7)		2
40 DO WHAT YOU FEEL		2
DENIECE WILLIAMS (Columbia 38-03807) 41 REACH OUT		
NARADA MICHAEL WALDEN (Allantic 7-89858) 42 STICKY SITUATION		5
TYRONE BRUNSON (Believe In A Dream/CBS ZS4 03511) 43 ON THE ONE FOR FUN		9
DAZZ BAND (Motown 1659)	16	13
EARTH, WIND & FIRE (Columbia 38-03375)	25	15
45 DO YOU REALLY WANT TO HURT		
CULTURE CLUB (Epic 34-03368) 46 NO STOPPIN' THAT ROCKIN'		12
INSTANT FUNK (Salsoul/RCA S7 7041) 47 TAKE THE SHORT WAY HOME) 27	13
DIONNE WARWICK (Arista AS 1040) 48 LAST NIGHT A D.J. SAVED MY LIFE		9
INDEEP (Sound Of New York, S.N.Y. 5102) 49 REMEMBER WHEN) 39	19
PEABO BRYSON (Capitol B-5210)	54	6
MARGIE JOSEPH (HCRC WS 4 03337) 51 OUTSTANDING) 44	24
THE GAP BAND (Total Experience/PolyGram TE 8208)		23
52 JUICY FRUIT MTUME (Epic 34-03578) 71	4
DIDN'T KNOW ABOUT LOVE (TILL I FOUND YOU)		
54 TEARIN' IT UP		2
55 HE'S A PRETENDER		5
HI INERGY (Gordy/Motown 1662		10
BLUE MAGIC (Mirage/Alco 7-99914 WIND BENEATH MY WINGS		5
LOU RAWLS (Epic 34-03758 SELECTRIC AVENUE	62	5
EDDY GRANT (Portrait/CBS 37-03793 59 I AM SOMEBODY	64	5
GLENN JONES (RCA PB-13435	58	11
MARY JANE GIRLS (Gordy/Motown 1670	70	4
BRASS CONSTRUCTION (Capitol 5219 62 JEOPARDY) 79	3
GREG KIHN BAND (Beserkley/Elektra 7-69847 BANGING THE BOOGIE) 66	5
RENEE & ANGELA (Capitol 5220) –	1
CHOCOLATE MILK (RCA PB-13447	() 68	5
RAY PARKER, JR. (Arista AS 1051	1) 69	6
GWEN GUTHRIE (Island/Atco 7-99903	3) 73	4

	4/23 Ullaits
67 WORKING GIRL	75 4
68 BEVERLY	
69 HUG ME, SQUEEZE ME	
70 TIME BOMBS	
MASS PRODUCTION (Cotillion/Atco 7-99899) SPACE COWBOY	72 4
JONZUN CREW (Tommy Boy TB-833)) 78 3
MICHAEL HENDERSON (Buddah/Arista BDA-800	
DAVID BOWIE (EMI America B-8158 ALL THIS LOVE	
DeBARGE (Gordy/Motown 1660 75 NEVER GONNA LET YOU GO) 88 2
76 MUSIC SERGIO MENDES (A&M 2540) 83 2
"D" TRAIN (Prelude PRL 8068) 87 2
BOOKER NEWBERRY III (Boardwalk NB 99905-9) 84 2
79 MAKIN' LOVE IN THE FAST LANE) 82 3
MELLAA (LARC LR-81014) 86 2
INDEEP (Sound Of New York 604	89 2
PATRICK SIMMONS (Elektra 7-69839) 85 3
OZONÉ (Motown 1668	90 2
83 REACH OUT (PART I) GEORGE DUKE (Epic 34-03760	61 6
84 THE PREACHER GEORGE HOWARD (Palo Alto 8035-12	74 6
85 MOVIN' ON UP R.J.'S LATEST ARRIVAL (LARC LR-81020) — 1
36 A LITTLE BIT OF LOVING TYRONE DAVIS (Highrise SHR 2009)) - 1
MIKKI (Emerald International EIR-104) – 1
88 PROMISE ME LUTHER VANDROSS (Epic 34-03804) — 1
689 CHEEK TO CHEEK DAZZ BAND (Motown 1676)	5) — 1
90 YOU CAN'T HIDE DAVID JOSEPH (Mango PRO 7804)	1) — 1
91 THE MUSIC GOT ME VISUAL (Prelude 8067	7) 67 5
92 YOU AIN'T GOING ANYWHERE BUT GONE	Γ
PHILIPPE WYNNE (Sugar Hill SH-795 93 IF YOU WANNA GET BACK YOUR	59 9
LADY POINTER SISTERS (Planet/RCA TB-13430)) 56 9
94 I'M GIVING YOU ALL OF MY LOVE THE BROTHERS JOHNSON (A&M 2527	
95 COME GIVE YOUR LOVE TO ME JANET JACKSON (A&M 2522	
96 CAN I	
97 LOOKING FOR THE PERFECT BEAT	1) 52 11
SOUL SONIC FORCE (Tommy Boy TB-831	1) 91 14
PATTI AUSTIN (Qwest/Warner Bros. QWE50036 99 BAD TIME TO BREAK UP	5) 51 27
WILLIAM BELL (Kat Family/CBS ZS4 03502	2) 55 11
100 CRY NOW, LAUGH LATER GRACE JONES (Island/Atco 7-99917	7) 94 7

ALPHABETIZED TOP 100 B/C (INCLUDING PUBLISHERS AND LICENSEES)

A Little Bit Of (Unichappell/Vanhoy/Duchess/Posey —
BMI)86
All This Love (Jobete — ASCAP)
Atomic Dog (Malbizi— BMI) 1
Baby, Come To Me (Roadsongs - PRS)98
Bad Time (Bell-Kat/Unichappell - BMI)99
Banging The Boogie (Unknown)63
Beat It (Mijac — BMI)
Between The Sheets (April/Bovina — ASCAP)26
Beverly (Fonzworth/IPM/Almo — ASCAP)68
Billie Jean (Mijac — BMI)
Bottom's Up (Larry Lou/Ronald Perry — BMI) 18
Can I (Perk's Duchess — BMI)
Candy Girl (Boston Int. — ASCAP/Streetsounds —
BMI)
Candy Man (Stone City — ASCAP)
Cheek To Cheek (Unknown)
Come Give Your (Satellite III/Richer/Chappell —
ASCAP)95
Cry Now, Laugh (Grace Jones/Ackee — ASCAP) .100
Didn't Know About (Capritarus/Spazmo — ASCAP) 53
Do What You (Black-Eye/Mycenae — ASCAP)40
Do You Really Want (Virgin/Chappell — ASCAP) 45
Electric Avenue (Greenheart — ASCAP)58
Fall In Love (Saggifire/Yougoulel/
Wenekewa — ASCAP)44
Feels So Good (Total Experience - BMI)
Fickle (Electrocord/Robinson/Burnin' Bush/Mighty M
— ASCAP)
Cot Loons (Minht) M. ACCAG) 79

He's A Pretender (Chardax — BMI)	
Hug Me, Squeeze Me (Creative Source - BMI)69	
'm Freaky (Big Train — ASCAP)	
'm Giving You All (State Of The Arts/Anis	
ASCAP/Kidada/Jen-Jan — BMI)94	
ve Made Love (Bertam — ASCAP)12	
Am Somebody (Spectrum VII/Hindu — ASCAP) . 59	
Just Gotta (Music Corp. of America/Kashif — BMI) 7	
Like It (Jobete — ASCAP) 6	
f You Wanna Get (ATV Corp. — BMI)93	
Jeopardy (Rye Boy/Well Received — ASCAP)62	
Juicy Fruit (Mtume — BMI)52	
(eep It Confidential (My Own/Jent — BMI/Urban Noise	
— ASCAP)36	
(nockout (Mannish Kidd/Funtown — BMI)50	
ast Night (Fools Prayer/Young Lions — BMI)48	
et's Dance (Jones — ASCAP)73	
isten To Your (Chappell/Pendulum — ASCAP)32	
Little Red Corvette (Controversy — ASCAP)29	
ook Before You Leap (Unknown)87	
ooking For (Shakin' Baker/T-Girl — ASCAP)97	
ove Is The Key (Amazement — BMI)38	
Love On (Tuneworks/Big Stick/Careers — BMI) 16	
ovetown (Unknown)	
Magic # (April/BG/Darnell Jordan/Green Mirage —	
BMI)	
Makin' Love (Lindee/Bay Breeze/Mellaa — ASCAP)79	
Mornin' (Al Jarreau/Garden Rake/Foster Frees —	
BMI)	
Movin' On Up (Larry-Lou/Arrival — BMI)85	

Ms. Got (Val-ie Joe/Bee Germaine/Felstar — BMI)	11
Music (Trumar/Huemar/Diesel — BMI)	76
My Love (Brockman — ASCAP)	34
Never Gonna (ATV/Mann & Weil — BMI)	75
Never Say I Do (Harrindur/Ensign — BMI)	22
No Stoppin' (Lucky Three — BMI)	46
Nobody Can Be You (Konglather — BMI)	17
On The One For Fun (J. Regg — ASCAP/	
Hey Skimo — BMI)	43
One On One (Hot-Cha/Unichappell - BMI)	14
Outstanding (Total Experience — BMI)	51
Peanut Butter (Island — BMI)	66
Promise Me (April/Uncle Ronnie's - ASCAP)	85
Raid (Circle L — ASCAP)	
Reach Out (Jobete — ASCAP)	
Reach Out (I) (Mycenae - ASCAP)	83
Remember When (WB Music/Peabo - ASCAP)	49
Save The Overtime (Richer/Chappell/Bub's —	
ASCAP/Jin-Ken/Irvlng/Lijesrika — BMI)	19
She Taiks (Warner-Tamerlane/Bar-Kays - BMI)	20
She's Older (Danbet - ASCAP/Native Songs -	
BMI)	25
Side By Side (Saggifire/Yougoulei/Wenkewa	
ASCAP)	.37
So Wrong (Soquel/No Sheet - ASCAP)	81
Space Cowboy (T-Boy/Boston — ASCAP)	
Sticky Situation (Band Of Angels - BMI)	42
Strutt My Thang (Old Brompton Road - ASCAP)	82
Style (All Seeing Eye/Cameo Five - ASCAP/BMI)	
Take The (Gibb Been (Unichannell RMI)	

•
Tearin' It Up (Blackwood/Mured — BMI)54
The Girl Is Fine (Clita/Sign of the Twins —
BMI/ASCAP)15
The Music Got Me (Trumar/Syntex — BMI) 91
The People Next Door (Raydiola — ASCAP)65
The Preacher (Benham/Asphalt — BMI)
This is Your (Little Macho/Rock Your Socks —
ASCAP)
Time Bombs (Two Pepper — ASCAP)
Tonight (Almo/Crimsco — ASCAP) 4
Too Tough (Gratitude Sky/Pologrounds — BMI) 9
Try Again (Walkin — BMI)
Try My Loving (Kiddo/J. Regg/Almo/Southern —
ASCAP/Hey Skimo — BMI)
Underlove (Music Corp. of America/Kashif — BMI) 27
Walkin' The Line (One To One — ASCAP)61
We've Got The Juice (Science/Lab — ASCAP) 28
When Boys Talk (Fools Prayer/Young Lions/Cal-Gene
— BMI)
Who's Getting It Now? (Cessess/Million
Dollar/Chocolate Mak — BMI)
Wind Beneath My (Warner-Tamerlane — BMI/WB —
ASCAP)
Working Girl (Aller & Esty — BMI)
Working Girl (Hygroton/LoPressor/Gerapete — (PRO) Canada)
You Aln't Going Anywhere (Blackwood - BMI) 92
You Are (Brockman — ASCAP)
You Are In My (Science Lab/Green Star - ASCAP) 10
You Can't Hide (Unknown)90

MOST ADDED SINGLES

DIDN'T KNOW ABOUT LOVE — LENNY WHITE — ELEKTRA WYLD, WCIN, WAWA, KGFJ, WLOU, OK100, WIGO, WJLB, WATV, WOKB, KDKO, WSOK

KDKO, WSOK
STYLE — CAMEO — ATLANTA ARTISTS/POLYGRAM
WBMX, WGPR, WDAO, WLOU, WILD, WATV, WEDR, WRBD, WPAL, WSOK
BANGING THE BOOGIE — RENE & ANGELA — CAPITOL
WLLE, WYLD, KDIA, WNHC, WDAS, OK100, WUFO, WPLZ
WALKIN' THE LINE — BRASS CONSTRUCTION — CAPITOL
WRAP, WDAO, WCIN, WLOU, WPLZ, WPAL, WWIN, WZEN
MUSIC — "D" TRAIN — PRELUDE
KPRS, WDAO, WCIN, WAWA, WLOU, WILD, WEDR, WSOK
MOVIN' ON UP — R.J.'S LATEST ARRIVAL — LARC
WLLE, WDAO, WJMO, OK100, WATV, WWIN, WZEN, KDKO
LOVE IS THE KEY — MAZE FEATURING FRANKIE BEVERLY — CAPITOL
WGPR, WDAO, KUKQ, WNHC, WIGO, WATV, WDIA

MOST ADDED ALBUMS

'83 — MASS PRODUCTION — COTILLION/ATCO WRAP, WLLE, WDAO, WLOU, WEDR, WRBD JARREAU — WARNER BROS. WCIN, KMJQ, WPLZ, KOKA, WOKB, WZEN WRIGHT BACK AT YOU — BETTY WRIGHT — EPIC

UP AND COMING

B.Y.O.B. (BRING YOUR OWN BABY) — SISTER SLEDGE — COTILLION/ATCO TONIGHT I GIVE IN — ANGELA BOFILL — ARISTA TOUCH THE SKY — SMOKEY ROBINSON — TAMLA/MOTOWN TIME (CLOCK OF THE HEART) — CULTURE CLUB — VIRGIN/EPIC

BLACK RADIO HIGHLIGHTS

V103 — ATLANTA — SCOTTY ANDREWS, PD HOTS: Champaign, Lakeside, D. Bowie, D Train, Michael Jackson, Jarreau, G. Clinton, Chi-Lites, D. Williams, Earth, Wind & Fire, After The Fire, Culture Club, Bar-Kays, L. Richie, G. Knight & The Pips,

WIGO — ATLANTA — MIKE ROBERTS, PD — #1 — G. CLINTON HOTS: Champaign, Michael Jackson, Dawson & Diggs, New Edition, DeBarge, Bar-Kays, Instant Funk, Prince, T. Brunson. ADDS: Isley Brothers, D. Williams, Maze, Yarbrough & Peoples, D. Hurd, L.

WATV — BIRMINGHAM — RON JANUARY, MD — #1 — CHAMPAIGN
HOTS: Mtume, Whispers, Michael Jackson, Bar-Kays, M. Moore, Lakeside, G. Clinton, T. Brunson, O'Bryan, Juick, G. Knight & The Pips, Prince, Isley Brothers, Grace Jones, F. Thornton, Glenn Jones, E. King, Kashif, Culture Club New Edition. ADDS: Cameo, DeBarge, R.J.'s Latest Arrival, Vanity 6, Warp 9, L. White, D. Smith, Maze. LP ADDS: G. Howard, Kashif.

WILD — BOSTON — CHARLES CLEMMONS, MD — #1 — NEW EDITION

JUMPS: 16 To 13 — Jarreau, 21 To 15 — G. Knight & The Pips, 19 To 16 — Dawson & Diggs, 22 To 17 —

D. Bowie, 23 To 19 — Bar-Kays, 26 To 20 — Jonzun Crew, 24 To 21 — L. Vandross, 30 To 22 — L.

Richie, Ex To 23 — Earth, Wind & Fire, 29 To 25 P. Wynne, Ex To 26 Attitude, Ex To 27 F. Thornton, Ex To 28 — Indeep, Ex To 30 — W. Bell. ADDS: Cameo, I-Level, D Train, R. Palmer, L. Rawis, B. Russell.

WBMX — CHICAGO — LEE MICHAELS, PD — #1 — WHISPERS
HOTS: Glenn Jones, Kashif, One Way, B. Wright, S. Arrington, Jarreau, Janet Jackson, Cheri, M. Moore, Juicy, Temptations, Fatback, Kiddo, Paris, Champaign, Mtume, T. Brunson, Chi-Lites, Change, Dawson & Diggs, G. Knight & The Pips, Salsoul Orchestra, Lakeside. ADDS: Shock, Cameo, G. Guthrie, Mikki, Indeep. LP ADDS: D. LaSalle.

WGCI — CHICAGO — RICHARD PEGUE, PD — #1 — KASHIF
HOTS: S. Arrington, Champalgn, Jarreau, Chi-Lites, The System, Isley Brothers, Cheri, DeBarge,
Mtume, B. Wright, Temptations, Rare Silk, Kiddo, Fatback, Instant Funk, G. Knight, Whispers,
Lakeside, Dawson & Diggs, Earth, Wind & Fire, Michael Jackson. ADDS: D. Williams, Yarbrough &
Peoples, E. Grant, F. Thornton, G. Clinton, D. Richards, Culture Club, Mary Jane Girls, Warp 9.

WCIN — CINCINNATI — FRANK BAILEY, MD — #1 — CHI-LITES
HOTS: Lanler & Co., D. Richards, Whispers, M. Moore, Cheri, Hi Inergy, Jarreau, Temptations, Mtume, Salsoul Orchestra, S. Arrington, R. Parker, Jr. ADDS: B. Newberry III, Exodus, WeeGee, DeBarge, D. Williams, D Train, L. White, G. Guthrie, Prince, Brass Construction. LP ADDS: D. Diggs, Jarreau, J. Sample.

WDMT — CLEVELAND — BOBBY MAGIC, PD — #1 — CHAMPAIGN
HOTS: Prince, Mtume, Jarreau, Isley Brothers, New Edition, DeBarge, Michael Jackson, Temptations, G. Kihn Band, After The Fire, T. Dolby, Lakeside, D. Bowie, Chi-Lites, D. Warwick, R. Parker, Jr., A. Franklin, G. Knight & The Pips, Jonzun Crew, B. Wright. ADDS: Culture Club, Earth, Wind & Fire, L. Branigan, P. Simmons.

WJMO — CLEVELAND — ERIC STONE, PD — #1 — G. CLINTON
HOTS: Champaign, Instant Funk, The System, D. Warwick, Temptations, R. Parker, Jr., Jarreau, M. Moore, G. Knight & The Pips. ADDS: V. Mason, Little Anthony, Mellaa, R.J.'s Latest Arrival, Prince, S.

WDAO — DAYTON — LANKFORD STEPHENS, PD — #1 — CHAMPAIGN
HOTS: T. Brunson, Bar-Kays, Lakeside, R. Parker, Jr., Jarreau, Attitude, Chi-Lites, Fatback, G. Knight
& The Pips. ADDS: DeBarge, Cameo, Maze, D Train, S. Robinson, Mtume, N. Hendryx, Brass
Construction, S. Mendes, R.J.'s Latest Arrival, Wee Gee. LP ADDS: N.M. Walden, Jonzun Crew, Mass
Production.

WGPR-FM — DETROIT — JOE SPENCER, PD — #1 — KASHIF HOTS: Falco, Bar-Kays, Jarreau, Mary Jane Girls, New Edition, C. Khan, Mtume, Michael Jackson, Isley Brothers. ADDS: Maze, T. Houston, M. Henderson, J. Taylor, The Service, C. Earland, Jonzun Crew, Level 42, D. Williams, West St. Mob, Cameo, Thunderflash. LP ADDS: S. Mendes, C. Anderson, Love Unlimited Orchestra.

WJLB — DETROIT — J. MICHAEL McKAY, MD HOTS: G. Clinton, M. Moore, A. Bofill, Bar-Kays, Kashif, G. Knight & The Pips, Michael Jackson, Dazz Band, Con Funk Shun, Jarreau, Whispers, New Edition, DeBarge, Earth, Wind & Fire, Mtume, E. King, Hall & Oates. ADDS: N. Hendryx, L. Vandross, Mary Jane Girls, L. White

Hall & Oates. ADDS: N. Hendryx, L. Vandross, Mary Jane Girls, L. Wnite.

WRBD — FT. LAUDERDALE — JOE FISHER, PD — #1 — NEW EDITION

JUMPS: 7 To 2 — G. Clinton, 8 To 5 — Lakeside, 9 To 6 — Change, 10 To 7 — Little Milton, 13 To 9 —

Secret Weapon, 18 To 10 — Mass Production, 21 To 11 — C. Khan, 17 To 14 — Jarreau, 18 To 15 — P.

Bryson, 22 To 16 — Brass Construction, 23 To 17 — G. Knight & The Pips, 27 To 18 — D. Warwick, Ex

To 19 — B. Wright, 28 To 20 — G. Guthrle, 29 To 21 — N.M. Walden, 31 To 22 — Attitude, 29 To 25 —

R.J. Smith, 41 To 26 — Rene & Angela, 42 To 27 — Visual, 37 To 28 — Imagination, 45 To 29 — L.

Rawls, 40 To 30 — Boone Brothers, 35 To 31 — Salsoul Orchestra, 36 To 32 — Chocolate Milk, 39 To
33 — Treacherous Three, 50 To 35 — Jonzun Crew, 43 To 36 — D. Hurd, 44 To 37 — T. Houston, 47 To
39 — T. Burris, 46 To 40 — C. Williams, 48 To 41 — Aurra, 49 To 42 — Shock, Ex To 43 — S. Mendes, Ex
To 44 — Maze, Ex To 45 — L. White, Ex To 46 — D. Williams, Ex To 47 — F. Thornton. ADDS: Cameo,
Ozone, P. Scott & Benson, Mtume, D. Bowle, Sister Sledge, Derrick. LP ADDS: Mass Production, F.

KMJQ — HOUSTON — FRED HENDERSON, PD — #1 — MICHAEL JACKSON JUMPS: 7 To 4 — Isley Brothers, 9 To 6 — R. Parker, Jr., 20 To 9 — Jonzun Crew, 17 To 10 — Lakeside, 21 To 17 — L. Vandross, Ex To 19 — Maze, 27 To 20 — G. Knight& The Pips, 30 To 26 — Cameo, Ex To 29 — Brothers Johnson, Ex To 33 — P. Bryson, 38 To 35 — D. Williams. ADDS: Janet Jackson, Spyder D, F. Thornton, Mtume, G. Duke, Sister Sledge. LP ADDS: D. LaSalle, Jarreau.

WTLC-FM — INDIANAPOLIS — KELLY CARSON, PD — #1 — ATTITUDE
HOTS: Change, Kashif, Dawson & Diggs, Jarreau, Blue Magic, Temptations, Lakeside, N.M. Walden,
New Edition, F. Thornton, N. Hendryx, R.J. Smith, Hi Inergy, R. Parker, Jr., Mary Jane Girls, D.
Richards, Bar-Kays, Chi-Lites, Jonzun Crew, Treacherous Three. ADDS: Culture Club, Dazz Band,
West St. Mob, Sister Sledge, T. Davis, S. Mendes. LP ADDS: C. Santana, Eighth Day, B. Gardner, N.M.

KPRS — KANSAS CITY — DELL RICE, PD — #1 — MICHAEL JACKSONJUMPS: 8 To 5 — Kashif, 10 To 6 — Whispers, 11 To 7 — Jarreau, 12 To 8 — Chi-Lites, 13 To 9 — Dawson & Diggs, 14 To 10 — War, 15 To 11 — D. Richards, 16 To 12 — Attitude, 17 To 13 — Soul Sonic Force, 19 To 14 — M. Moore, 21 To 15 — Prince, 22 To 16 — Kiddo, 26 To 17 — G. Kihn Band, 27 To 19

— M. Gaye, 28 To 20 — Champaign, 29 To 21 — J. Taylor, 30 To 22 — Brothers Johnson, 31 To 23 — G. Knight & The Pips, 32 To 26 — Temptations, 33 To 27 — Mary Jane Girls, 34 To 28 — Change, 35 To 25 — Mtume, 36 To 29 — Jonzun Crew, 37 To 30 — S. Arrington, 38 To 31 — Fatback, Ex To 32 — P. Simmons, Ex To 33 — Toto, Ex To 34 — Blue Magic, Ex To 35 — Joe Jackson, Ex To 36 — J. Moore, Ex To 37 — One Way, Ex To 38 — N. Hendryx, Ex To 39 — E. Grant, Ex To 40 — Lakeside. ADDS: Ozone, Art Wilson, D Train, A. Baker. LP ADDS: B. Wright, L.V. Johnson.

KDAY — LOS ANGELES — JACK PATTERSON, PD — #1 — MICHAEL JACKSON HOTS: Jarreau, Champaign, Kid Creole & The Coconuts, Con Funk Shun, N. Hendryx, Instant Funk, Kashif, Glenn Jones, G. Knight & The Pips. ADDS: I. Cara, Indeep, Orbit.

KGFJ — LOS ANGELES — GEORGE MOORE, PD — #1 — INSTANT FUNK
HOTS: Kiddo, O'Bryan, Glenn Jones, G. Clinton, Michael Jackson, Prince, Jarreau, N. Hendryx,
Champaign. ADDS: A. Bofill, S. Arrington, L. White, Sister Sledge, Art Wilson, B. Russell, L. Ransom,
West St. Mob. LP ADDS: Rufus, The System, L. Vandross, S. Robinson, S. Mendes.

WLOU — LOUISVILLE — NEAL OREA, PD — #1 — SOUL SONIC FORCE
HOTS: Glenn Jones, Jarreau, Lakeside, M. Moore, Chi-Lites, C. Khan, Mary Jane Girls, Spyder D.,
O'Bryan, Whispers, M. Miller, Change, Trammps, Rocker's Revenge, G. Knight & The Pips, Chocolate
Milk, Bar-Kays, Attitude, Visual, DeBarge. ADDS: F. Thornton, Yarbrough & Peoples, N.M. Walden, M.
Henderson, D Train, A. Bofili, L. White, Cameo, N. Hendryx, L. Richie, Wee Gee, Brass Construction,
Little Anthony, V. Mason, G. Washington, Jr., Bohannon, Mikki, R. Parker, Jr. LP ADDS: Mass
Production Production.

WAWA — MILWAUKEE — JIMMY GOODTYME, PD — #1 — WHISPERS HOTS: G. Clinton, Temptations, Jarreau, Con Funk Shun, Kashif, Mtume, Kiddo, Bar-Kays, Lakeside, Chi-Lites, Mary Jane Girls, Instant Funk, N.M. Walden, Hi Inergy, Cameo. ADDS: D Train, Dazz Band, L. White, L. Richie.

WNHC — NEW HAVEN — JAMES JORDAN, PD — #1 — NEW EDITION
HOTS: G. Clinton, Champaign, Kashif, DeBarge, Isley Brothers, D. Bowie, Prince, E. Grant, G. Duke, Dawson & Diggs, Fatback, G. Knight & The Pips, Mtume, Class Action, Attitude, Jarreau, R. Parker, Jr., P. Austin, Pure Energy. ADDS: I-Level, Rene & Angela, Maze, T. McKenzie, Felix & Jarvis.

WAIL — NEW ORLEANS — BARRY RICHARDS, PD — #1 — NEW EDITION
HOTS: Champaign, Michael Jackson, Jarreau, Attitude, S. Arrington, Lakeside, T. Brunson, Kashif,
Dawson & Diggs, Yarbrough & Peoples, L. Rawls, Visual, G. Knight & The Pips, Earth, Wind & Fire, Hi
Inergy, Jonzun Crew, Temptations, E. Grant, D Train, Bar-Kays. ADDS: Isley Brothers, Mtume, G.
Guthrie, S. Robinson, F. Thornton, A. Bofill.

WYLD-FM — NEW ORLEANS — BRUTE BAILEY, PD — #1 — NEW EDITION HOTS: Champaign, Lakeside, S. Arrington, Michael Jackson, Jarreau, G. Knight & The Pips, L. Rawls, Dawson & Diggs, Earth, Wind & Fire, D. Williams, P. Bryson, Maze, DeBarge, Cameo, Fatback, Brass Construction, L. Vandross, Mtume. ADDS: Chocolate Milk, Rene & Angela, L. White, Shakatak, Reginald, Pipe Dream, A. Bofill, Jonzun Crew.

WRKS — NEW YORK — BARRY MAYO, PD — #1 — HALL & OATES
JUMPS: 8 To 2 — Culture Club, 19 To 11 — Visual, 25 To 16 — Warp 9, Ex To 30 — Isley Brothers.
ADDS: G. Clinton, Wolf, Fatback, Blue Magic.

WRAP — NORFOLK — CHESTER BENTON, PD — #1 — INSTANT FUNK
HOTS: O'Bryan, S. Arrington, Whispers, Soul Sonic Force, Champaign, Kashif, Jarreau, Dawson &
Diggs, Prince, Temptations. ADDS: Thunderflash, Brass Construction, S. Robinson, DeBarge, P.
Brooks, Dynamic 7, D. Joseph, M. Henderson. LP ADDS: L.V. Johnson, Mass Production.

KDIA — OAKLAND — JEFF HARRISON, PD — #1 — SOUL SONIC FORCE
HOTS: The System, Whispers, Isley Brothers, G. Clinton, Bar-Kays, Champaign, Michael Jackson,
New Edition, G. Knight & The Pips, Pointer Sisters. ADDS: Prince, D. Bowie, Culture Club, L. Richie,
Janet Jackson, Rene & Angela.

Janet Jackson, Rene & Angela.

WOKB — ORLANDO — BILLIE LOVE, PD — #1 — THE SYSTEM

JUMPS: 8 To 2 — Kashif, 10 To 5 — S. Arrington, 19 To 6 — New Edition, 17 To 7 — Lakeside, 20 To 8

— Kleeer, 46 To 9 — Michael Jackson, 15 To 10 — Dawson & Diggs, 14 To 11 — Isley Brothers, 47 To

12 — Prince, Ex To 13 — Mtume, 24 To 15 — Jarreau, 29 To 16 — Bar-Kays, 26 To 17 — Fatback, 28 To

19 — R. Parker, Jr., 42 To 21 — Jonzun Crew, 41 To 23 — Chi-Lites, Ex To 24 — L. Richie, 31 To 26 — T.

Brunson, Ex To 27 — Yarbrough & Peoples, 32 To 28 — Change, 48 To 30 — P. Wynne, 36 To 31 —

Kiddo, 44 To 32 — R. Franklin, 49 To 33 — Temptations, Ex To 34 — G. Knight & The Pips, Ex To 39 —

Earth, Wind & Fire, Ex To 40 — Maze, Ex To 41 — N.M. Walden, Ex To 43 — C. Khan, Ex To 45 — Vanity

6, Ex To 47 — Brass Construction, Ex To 48 — D. Bowie, Ex To 49 — Cameo, Ex To 50 — L.V. Johnson,

ADDS: L. White, DeBarge, G. Kihn Band, After The Fire, Warp 9, T. Dolby, L. Vandross, F. Thornton. LP

ADDS: Change, L. Rawls, Jarreau, Jonzun Crew, Kashif, Fatback, B. Wright.

WDAS-FM — PHILADELPHIA — JOE TAMBURRO, PD — #1 — WHISPERS HOTS: Jarreau, Michael Jackson, Champaign, Kashif, New Edition, Con Funk Shun, S. Arrington, G. Clinton, N. Hendryx, Change, Attitude, Dawson & Diggs, C-Bank, G. Kihn Band, E. Grant, Earth, Wind & Fire, C. Khan Band, Fatback, G. Knight & The Pips, Chi-Lites. ADDS: Rene & Angela, Mind Field, S. Licht Wilch

WPLZ — RICHMOND — HARDY JAY LANG, MD — #1 — JARREAU
HOTS: Kashif, Michael Jackson, D Train, Bar-Kays, Change, Glenn Jones, Con Funk Shun, Isley
Brothers, Earth, Wind & Fire, Champaign, Prince, G. Knight & The Pips, Temptations, Fatback,
Dawson & Diggs, D. Warwick, Cameo, D. Bowie, Yarbrough & Peoples. ADDS: S. Robinson, L. Richie,
M. Henderson, Dazz Band, S. Mendes, Class Action, Culture Club, B. Russell, Blue Magic, Rene &
Angela, Brass Construction, T. Houston. LP ADDS: Jarreau, Shakatak, Fatback.

KOKA — SHREVEPORT — B.B. DAVIS, PD — #1 — G. CLINTON HOTS: Michael Jackson, Champaign, The System, Prince, T. Brunson, Kashif, Michael Jackson, New Edition, Lakeside. ADDS: P. Bryson, R. Parker, Jr., Earth, Wind & Fire, L. Richie. LP ADDS: Jarreau.

WWDM — SUMTER — JANICE BACOTE, PD
HOTS: Champalgn, Kashif, N. Hendryx, New Edition, Dawson & Diggs, Cheri, Michael Jackson, Change, Yarbrough & Peoples, M. Moore. ADDS: L. Richie, Felix & Jarvis, Thunderflash, C. Khan, Con Funk Shun, Whispers, G. Kihn Band.

OK100 — WASHINGTON, D.C. — JON TURK, MD — #1 — TEMPTATIONS
HOTS: Whispers, The System, Hall & Oates, S. Arrington, Jarreau, Kiddo, Change, D. Warwick, Imagination, Michael Jackson, Kashif, Lakeside, G. Knight & The Pips, I. Cara. ADDS: R.J.'s Latest Arrival, Sylvester, Mellaa, Rene & Angela, Wish, D. Williams, L. White.

Gospel Execs Leave Annual Confab With Optimism For Coming Year

by Tom Roland

NASHVILLE - The recent Gospel Music Week activities provided the gospel music industry an opportunity to band together in its efforts to reach the marketplace with its special brand of entertainment, and, though the convention has ended, the various record companies are still showing more of a sense of commitment and unification than has been felt from the ranks of the gospel community in some time.

For many years, the rhetoric that has emanated from the gospel segment of the industry has surrounded their attempts to crossover as a mainstream musical entity, but gospel executives have refocused their attentions first on reaching the immediate marketplace before conquering a much larger territory, and many of the companies are taking an optimistic stance that the new direction is beginning to take hold. The National Assn. of Record Merchandisers (NARM), during its convention, released figures that showed that while the rest of the music industry has been in a somewhat depressed state, the gospel industry has continued to grow as religious records accounted for a larger percentage of total records sold (six percent) than ever before. Just one year earlier, that figure was a mere four percent

During the Dove Awards, host Pat Boone continually made reference seriously and at times in jest because of technical mistakes in the presentation's production - to the belief of many within the industry that the gospel industry is just "one year away" from a national telecast of its most prestigious awards program. That would seem to indicate that the gospel industry is expecting its position as a serious music form will be given more considera-

Year of Growth

Label executives agree that the coming year will be one of growth, although they admit fairly freely - and realistically - that the period's achievements will come in a slow progression similarly to the growth demonstrated this year, and not in a dramatic, whirlwind fashion.

"We're excited," said Dan Johnson, of Word Records. "Our artists are winning in their ministries, and there's evidence of great sales and good results. Amy Grant (who has moved some 350,000 copies of her "Age To Age" album) is a perfect case in point. I do not expect a giant surge in gospel music in the next year, but I do expect that we will continue to grow at the percentages that we are growing.

The gospel industry has for years been one that is hard to assess, with scattered pockets each moving in their own directions, in some cases nearly oblivious to what the other portions of the community were doing, but with increasing frequency, members of the industry are utilizing their collective abilities and interaction to build and strengthen the existing structures. "I think we're going to see some new innovation and I think we're going to see some more togetherness," assessed Johnson of the industry's directions for the coming year. "As each day goes by, the fragments of gospel music will start to diminish, and I think that we'll get more into the belief that we're singing the same message, but we're singing it in a different style. We're building

Sparrow Bows Games

NASHVILLE - Sparrow Records has initiated an involvement with home computer games programs through a joint venture with Sunnyvale, California's Home Computer Software. Under the agreement the label will immediately market and distribute home computer games that utilize Biblical themes

an immense amount of respect for one

Buddy Huey, of Priority Records, summed up much of the industry's new way of thinking by drawing an analogy of the gospel business through strategic advertising and positioning. "We've said so much about what the potential in our industry is, and it's true," commented Huey, "but you have to look at our industry much like you would look at the car rental industry - Hertz, Avis and National - does Avis try to become #1 when the consumer has already been blown away with the fact that Hertz is #1? They use a positioning statement, 'We try harder.'

"If you look at 7-Up against Coke, they position themselves as the Uncola. What we've been trying to do in our marketplace is position the Dove Awards on the same basis as the Grammys, but it can't be done that way.

Before moving on to the larger segment of the population, Huey cited studies which have said that 40-90 million Americans attend church on a regular basis. "We've got the most specialized market in all the world," he said. "I don't know of any other business where people band together in that mass number for any specific occasion. The gospel industry is growing, but it has to reach that audience first

More Opportunities

Billy Ray Hearn, of Sparrow Records, agreed with Huey, estimating that "80% of the millions of Christians have never heard that there are records out that really do minister to them." Hearn anticipates more opportunities for the gospel medium through television, citing both an increased interest from cable and the development of the new K-tel gospel division, Arrival Records. He expects consumers to slowly open up to the "clean and wholesome" gospel product in direct contrast to "what's coming out of the secular industry.

"Gospel is one of the few growing forms of music in the record industry," he touted. 'The record business has been very stale. There's a little excitement now about new wave and new rock and that's beginning to bring people back in the store a little. There haven't been any new sounds and new music happening for so long, but gospel music is happening." He further added that the industry is "getting better" at the various aspects that create a successfully marketed record, including packaging, production and tour coordination.

Wayne Erickson, of The Benson Co., further elaborated that the gospel industry is becoming more adept at acquiring press, not only through music trade magazines, but also with daily newspapers, and although he admitted that the gospel industry is "still just a fringe" to the greater whole of the music business, the gospel community is becoming a stronger portion of that whole, and the stature of the biggest Christian artists is reaching greater proportions than ever before.

Jim Henry, of Gospearl Records, added that radio stations are becoming increasingly professional in their approaches to programming, purchasing new equipment, increasing wattage and devoting more hours of the day to religious programming. He also cited the new-found interest in gospel music by several stations on the FM band as an indication that gospel is growing as a music form

Henry also held out gospel as a logical growth area for the ailing independent dis-tributors. "The indies need new blood," he said, "and if they really pay attention, they can find it in the gospel community. If they need a new avenue for new-found dollars, they should find out how to reach the gospel community with sensitivity and

TOP 15 LBUMS

	4/2	22	Weeks On Chart
1		23	Gridit
	DOUGLAS MILLER AND THE TRUE		
2	(Gospearl Records PL-16008) "Pass Me Not" THE RICHARD	1	15
-	SMALLWOOD SINGERS (Onyx/Benson R3803)		
3	"I Love The Lord" PRECIOUS LORD	2	32
4	AL GREEN (HI/Myrrh MSB-6702) Title Cut THE GOSPEL MUSIC	3	38
Ť	WORKSHOP OF AMERICA MASS CHOIR		
_	(Savoy SGL-7081) "He'il Never Let You Down"	4	9
5	IT'S GONNA RAIN MILTON BRUNSON (Myrrh MSB 6695). Title Cut	5	51
6	SOON I WILL BE DONE WITH THE TROUBLES OF		
	THE WORLD JAMES CLEVELAND AND THE NEW		
	JERSEY MASS CHOIR (Savoy SL-14709) Open	6	8
7	SINCERELY THE CLARK SISTERS (New Birth Records NEW-7058)		
8	"Name It, Claim It" LORD, YOU KEEP ON	8	13
	PROVING YOURSELF TO ME		
	FLORIDA MASS CHOIR (Savoy SGL 7078) "Be Ye Steadfast"	7	51
9	MYRNA SUMMERS (Savoy SL 14594)	9	31
10	YOU BROUGHT THE SUNSHINE	9	31
	CLARK SISTERS (Sound of Gospel SOG 132)		
11	MIGHTY CLOUDS ALIVE	10	25
	THE MIGHTLY CLOUDS OF JOY (Myrrh MSB 6687) Open	12	4
12	JAMES CLEVELAND AND THE CLEVELAND		
	SINGERS (Savoy 7080)		8
13	WHEN IT RAINS IT POURS FC BARNES AND SISTER JANICE	11	
	Records 10041)	14	2
14	JESUS I LOVE CALLING YOUR NAME SHIRLEY CAESAR	*	
	SHIRLEY CAESAR (Myrrh MSB-6721) Open		1
15	LEAD ME THE JACKSON SOUTHERNAIRS		
	(Malaco 4383) Open	-	1

Spiritual Inspirational

	/23	Weeks On Chart
1 AGE TO AGE AMY GRANT (Myrrh MSB-6697) Open	1	50
PEACE IN THE VALLEY B.J. THOMAS (Myrrh MSB-6710) Title Cut	4	15
3 STAND BY THE POWER IMPERIALS (Dayspring DST-4100) Open	2	25
4 MORE POWER TO YA PETRA (Star Song SSR0045) Open	3	15
5 STEP OUT OF THE NIGHT ANDRUS BLACKWOOD AND CO. (Greentree R3942) Title Cut	6	10
6 AMAZING GRACE B.J. THOMAS (Myrrh 6675) Title Cut	7	88
7 RIGHT FROM THE START WILL McFARLANE (Refuge R3789) "You Call Me A Dreamer"	8	7
8 SPIRIT WINGS JONI EARECKSON (Word WSB-8878) "Hosanna"	5	16
9 MAINSTREAM MICHAEL AND STORMIE OMARTIAN (Sparrow SPR 1060) Open	9	10
HE SET MY LIFE TO MUSIC BARBARA MANDRELL (MCA/Songbird MCA 5330) Open	12	4
11 THE LIVE CONCERT DON FRANCISCO (Newpax NP 33128) "Love Is Not A Feeling"	10	14
12 THE CRUSE FAMILY (Priority BJU 38335) "I Am, The Mighty One"	11	8
13 EQUATOR RANDY STONEHILL (Myrrh MSB 6742) "Turning Thirty"	15	2
14 MICHAEL W. SMITH PROJECT (Reunion Records RRA0002) "Great is The Lord"	14	4
15 LIFT UP THE LORD SANDI PATTI (Impact 3799) "How Majestic Is Thy Name"	13	35

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.



CANDY FOR PRIORITY — Candy Hemphill, one of the vocalists for the southern gospel recording act the Hemphills, recently signed a long-term, solo recording agreement with RiverSong Records, the newly created southern gospel arm of Priority/CBS. Her debut with RiverSong is slated for a mid-summer release. Pictured are (I-r): Joel and Labreeska Hemphill of the group; Candy Hemphill; Bill Traylor, RiverSong; Jay Griffen, director, marketing, Priority, Steve Bock, director national sales, Priority, Tana Lonon, manager, radio promotion, Priority; and Dennis Woley, manager, Priority/Preference Music Publishing.

INTERNATIONAL

INTERNATIONAL DATELINE

Argentina

BUENOS AIRES - RCA topper Jorge Schutt reported to Cash Box that his company is releasing the first two Spanish artists included in the representation contract signed recently with Hispavox Records of that country — Paloma San Basillo and Raphael. Paloma's new album is being launched in the near future and will be promoted in person by the chanteuse, who has scheduled a visit to Buenos Aires; Raphael will be here in June.

Estela Raval and her backing roup Los Cinco Latinos is finishing the waxing of a new album that has been requested to CBS, by several affiliated companies of the group in Latin America. Estela's first record ventures were in the fifties, and her recent comeback has been successful. Duet Pimpinela, also recording for CBS, has been touring Peru and Chile during the week to promote their music on TV and through personal appearances. The new LP by Pimpinela is scheduled for July.

American Recording is launching the third cassette cut by Alex Martin, a well known name in the cafe-concert circles with a repertoire of soft core jokes. The production was handled to recreate the nitery atmosphere, and healthy sales are expected, since this type of humour is banned from TV and radio here.

EMI seems to have a big selling album in Dyango's latest effort, "Bienvenido al club," which is being promoted on a National level. The diskery is also expecting good sales from "Baila conmigo," the Rita Lee best hits compilation sung in Spanish, and the album compiled with **John Lennon**'s best tracks.

PolyGram's Leo Bentivoglio has arranged a TV campaign on ATC for the Rolling Stones' hits compilation, a strong product if all the rock and roll fans are considered. The company is also promoting the Victor Heredia product through back ing of his theatre dates; Heredia recently finished a new recording of the Pablo Neruda poems, and his 1982 sales have been encouraging.

The future of heavy rock concerts in town seems in jeopardy after nearly a hundred teenagers were taken to jail by the police after a RIff date at the Obras Stadium with the live recording of their next album. Some years ago rock fans damaged several theatres in downtown but there have been no incidents recently

miguel smirnoff

Brazil

RIO DE JANEIRO -- After a ten year absence from A&M Sergio Mendes is back with his first album in three years, his last five albums having been with Warner. With the new album Mendes produces a totally new sound which is going to surprise a lot of people in the business. Now closer in

style to Quincy Jones, Mendes has still kept the underlying Brazilian feel that has always added a special flavor to his work. Before returning to Los Angeles after his annual two month break in Rio, Mendes spoke to Cash Box about the new album.

"I have stayed nearly three years without recording," Mendes began. "I did some resting first, then some thinking, and then I did some listening and started to hear new material. I realized that making a record today is not what it used to be. It is more than just picking nine or ten songs and putting out an album. Today the selection of tracks has to be very selective; you have to give the public nine or ten great melodies, and that takes a lot of time to get together

For his change in direction Mendes chose to use the talents of the young musicians and songwriters of Brazil and the United States. The new album, to be entitled simply "Sergio Mendes," features nine cuts of which two are from Brazilian authors and one ("Si Senor") from Spain's Juan Carlos Calderon. In the U.S. and other English speaking markets the album is to be released in English, but for the Latin countries Mendes chose for the first time to record in Spanish and not Brazil's native Portuguese. In Brazil the English language version is being released; none of the songs however is a translation, but instead all feature original lyrics. "There are some things that are impossible to translate; they lose their flavor. A lot can be lost in translation," Mendes explained. "So in the past as now I have asked the composers if they will let me write original lyrics because I feel you get better mileage from a song if you let somebody of the language write an original

story around the melody."

On the new album Mendes took Ivan
Lins' "Quero De Volta O Meu Pandeiro" and turned it into the scintillating dance track "Voo Doo" and then transformed Moraes Moreira's "Festa do Interior," which has been a huge hit for Gal Costa, within Brazil into a carnival anthem appropriately called "Carnaval."

While "Carnaval" is the selected single for most of the world, Brazil and, it is to be expected, the U.S., have gone for a slower duet written by Barry Mann and Cynthia Heil called "Never Gonna Let You Go." Laughingly, Mendes says that it is one that Quincy Jones missed.

As a qualified observer of both the Brazilian and American markets, Mendes admits that the success of "Mas Que Mada" in Portugese was a "fluke. "Language is a problem in the American market," Mendes continued. "I think that Brazilian music is very appealing. The Anglo-Saxon world has always been attracted to the Latin world, but while artists like Djavan have all the potential it will be difficult for them to succeed in America without using English. The appeal of

Jobim's music was, I think, because the lyrics were in English.

For the present, Mendes has taken a step toward the most radical change in style that any major artist has in a long time. Now he has made to wait and see how America and the world take to the new look of Mendes.

christopher pickard

United Kingdom

LONDON — David Bowle fever continues to escalate with the announcement that three extra U.K. dates have been tagged on to his concert appearances in June. One month later, the White Duke will perform at the massive outdoor Milton Keynes Bowl to satisfy ticket demand, which has reportedly exceeded one million applications. Much excitement at Beggars Banquet Records over the recently released single by Claire Hamill of the classic '60s Gene Pltney hit, "24 Hours From Tulsa," which looks set to become another contemporary cover hit. Hamill has breathed new life into the song with some very clever funky arrangements. BB has also spent 10,000 pounds (\$15,000) producing a video of the piece, which has just been released as a videocassette single. The Hamill promo of '24 Hours' is being sold on an ordinary 30 minute blank commercial video tape retailing at 4 pounds 95 pence (\$7.50), thereby adding a sensible purchase incentive for consumers.

Ex-Deep Purple vocalist Ian Gillan, who became frontman for the successful heavy metal group Gilian (which recently disbanded), has now joined heavy colleagues Black Sabbath as their new lead vocalist. Sabbath is planning a new LP for September release and U.S. and U.K. touring dates in the autumn.

Wry smiles at WEA after New York-ers/shock-horror group Twisted Star performed its latest single, "I Am (I'm Me)," on BBC TV's Top Of The Pops recently. The TV stations telephone switchboard got jammed by hordes of outraged parents complaining about the latest piece of imported decadence . . . At least Boy George is gentle . . . More smiles at WEA after its heavy metal outfit Van Halen's Dave Lee Roth apparently made a witty aside at the 1983 U.S. Festival press conference in the States. When asked by reporters about the event's technology exhibit, he said that he always thought software was something women used to hold up their stockings.

A&M's Rita Coolidge has been confirmed to sing the theme song for the latest James Bond movie, 'Octopussy,' starring Roger Moore. The song, titled "All Time High," was composed by John Barry and Tim Rice. A&M has scheduled the single release May 6 and the soundtrack LP for

nick underwood



AUSSIE THRUSH O'Neill was recently at the Record Plant in Los Angeles recording her American debut LP for Epic Records, titled "Foreign Affairs." Pictured with O'Neill is John Boylan, Epic vice president/executive producer.

Executive Shuffle Announced At Warner-Pioneer

LOS ANGELES -- Tokugen Yamamoto has been promoted to senior managing marketing director of Warner-Pioneer and Satoru Matsumoto has been named managing director in a major realignment of the Warner-Pioneer executive structure, according to an announcement from Nesuhi Ertegun, president of WEA International.

Additionally, Ertegun announced that Kichibei Sawa, who has served as president of the company for the past four and a half years, has resigned from the post, but will continue to serve as a member of the board of directors.

In further changes at the company, Keith Bruce has been named non-resident chairman of the board of Warner-Pioneer. He will continue to serve as Senior vice president, Asia-Pacific region, WEA International and will be headquartered in Los Angeles. Before Yamamoto joined the company, Bruce was co-managing director of Warner-Pioneer.

Yamamoto joined Warner-Pioneer in 1981, following a 25 year career with RCA Records Tokyo, and was promoted to comanaging director to managing director last year. "In his new position," said Ertegun commenting on the appointment, "Yamamoto will work closely with Keith Bruce and Satoru Matsumoto, and will be directly responsible for the day-to-day operations of the company . . . His promotion reflects the high esteem we all have for him and his abilities as an executive.

In regards to Matsumoto, who comes to the company after serving as president of a Pioneer subsidiary, Ertegun commented, "We take pride in welcoming this fine executive to Warner-Pioneer, and we look forward to working closely with him in the years to come."

Ertegun concluded that, "the executive realignment at Warner-Pioneer comes at a time when the company is enjoying tremendous success in Japan, both with its domestic and international acts.

-INTERNATIONAL BESTSELLERS

Argentina

- Argentina

 TOP TEN 45s

 1 Olvidame Pimpinela CBS

 2 Olo De Tigre Survivor CBS

 3 Perdoname Silvestre/A. del Boca Music Hall

 4 Che Pibe Raul Porchetto/Leon Gleco Music Hall

 5 Como Tu Ninguno Manuela Bravo PolyGram

 6 Me Gusta Fuerte Kiss PolyGram

 7 Entre La Espada Y La Pared Manzanilla Music Hall

 8 La Marcha De La Bronca Pedro y Pablo Music Hall

 9 Bajo Ataque Abba RCA

 10 Da Da Da Trio PolyGram

- TOP TEN LPs

 1 Yendo De La Cama Al Living Charly Garcia SG/Interdisc

 2 Star Show Platinum Various Artists Interdisc

 3 Pimpinela Pimpinela CBS

 4 En Conclerto Pedro y Pablo Music Hall

 5 Last Famous Words Supertramp A&M/CBS

 6 Rolling Stones Hits Rolling Stones PolyGram

 7 Los Moros Los Moros RCA

 8 Balla Conmigo Rita Lee EMI

 9 En Argentina Mercedes Sosa PolyGram

 10 Por La Simpleza De MI Gente Sergio Denis PolyGram

 Prensario PolyGram
 —Prensario

Germany

- TOP TEN 45s

 1 Too Shy Kajagoogoo EMI

 2 Billie Jean Michael Jackson Epic

 3 Bruttosozialprodukt Geler Sturzflug Ariola

 4 99 Luttballons Nena CBS

 5 Sonderzug Nach Pankow Udo Lindenberg Polydor

 6 Hey, Little Girl Icehouse Chrysalis

 7 Let's Dance David Bowie EMI

 8 Rucksicht Hoffmann & Hoffmann Global

 9 Mr. Roboto Styx A&M

 10 Major Tom Peter Schilling WEA

- 1 The Final Cut Pink Floyd Harvest
 1 The Final Cut Pink Floyd Harvest
 2 Nena Nena CBS
 3 Aerobic Sydne Rome Sydne Rome Horzu/Hansa
 4 Odyssee Udo Lindenberg Polydor
 5 The Getaway Chris DeBurgh A&M
 6 Amore Mio Al Bano & Romina Power K-Tel
 7 Gold & Diamonds The Bee Gees Polystar
 8 Thriller Michael Jackson Epic
 9 Kilroy Was Here Styx A&M
 10 Another Page Christopher Cross Warner Bros.
 Der Musikm

-Der Musikmarkt

United Kingdom

- **TOP TEN 459**
- DP TEN 45s
 Let's Dance David Bowie EMI America
 In The Church Of The Polson Mind Culture Club Virgin
 Beat It Michael Jackson Epic
 Breakaway Tracey Ullman Stiff
 Words F.R. David Carrere
 Blue Monday New Order Factory
 Is There Something I Should Know? Duran Duran EMI
 Field Of Fire Big Country Mercury
 Boxerbeat The Joboxers RCA
 Ooh To Be Ah Kajagoogoo EMI

- TOP TEN LPs

- TOP TEN LPs

 1 Let's Dance David Bowle EMI America

 2 The Final Cut Pink Floyd Harvest

 3 Thriller Michael Jackson Epic

 4 War U2 Island

 5 The Hurtin Tears For Fears Mercury

 6 Sweet Dreams Eurythmics RCA

 7 Faster Than The Speed Of Night Bonnie Tyler CBS

 8 The Key Joan Armatrading A&M

 9 True Spandau Ballet Reformation

 10 Rio Duran Duran EMI
- - -Melody Maker















GOSPEL MUSIC WEEK HIGHLIGHTS — Members from all facets of the gospel music industry were drawn into Nashville April 10-13 for the annual Gospel Music Week and Dove awards presentation. The convention's activities for the first time included the National Gospel Radio Seminar in addition to the usual line-up of educational seminars, choral workshops and nightly showcases. Pictured in the top row are (I-r): Broadcast Music Inc. (BMI) director of affiliate relations Joe Moscheo, Trent Hemphill, Joel Hemphill, Candy Hemphill, Joel Hemphill Jr. and LeBreeda Hemphill of The Hemphills, Al Green with a BMI Commendation of Excellence, BMI vice president Frances Preston and artist Doug Oldham at the BMI Luncheon; Bobby Jones accepting the Dove Award for Gospel Album

of the Year by a Secular Artist on behalf of Barbara Mandrell and her producer, Tom Collins; SESAC performance royalty division vice president Herbert Johnson, "Paul Heinecke Citation of Merit" winner Dr. William Dawson and SESAC vice president Jim Black at the SESAC Luncheon; Pictured in the bottom row are (I-r): Patrick Henderson performing at the Priority Records showcase; Sheila Walsh accepting the Gospel Music Assn. (GMA) International Award with Sparrow's Billy Ray Hearn; Word Record's Dan Johnson, Dove winners Rex Nelon of The Rex Nelon Singers, Amy Grant, and Leon Patillo, and Word's Stan Moser Celebrating; and Sandi Patti performing at the Dove Awards. All in all, a good time was had by everyone.

Competition May Intensify As Target Stores Open In L.A.

(continued from page 5)

Operating like a "store within a store," Target's record and tape departments in the new L.A. stores, which were once the facilities for the FedMart chain, will price \$8.98 list product and other pricing categories at the prevailing market prices, both sale and catalog, he said.

For instance, Farr said that the sale price on \$8.98 list product would probably be comparable to that of retail chain stores at \$5.99, while shelf prices on the same product will likely be set at \$7.99. He said that all Target stores carry about 1,500 titles and that the Southern Callfornia stores are stocking deeper on Top 20 titles in order to maintain a constant inventory. "We do not carry the range of titles the retail chains do, but we will have a presence on the top selling product in the marketplace," Farr added.

A grand opening ad splash, geared to April 17, was waged in area newspapers, which not only featured product on promotion but listed the location of the 19 new stores, most of which are situated on the suburban fringes of Los Angeles, Orange and San Bernardino counties.

Farr additionally said that although the store has primarily relied on print to advertise sale of record and tape items, Target in Los Angeles will become more actively involved in radio and TV advertising in the Southern California regions to meet the demands of the competition.

"We don't want a price war," said Farr, "we want to make money like anyone else. The reason everyone is watching us Is because we have 27 units in Southern California now with two more coming by the fall; so I guess there is some concern."

The concern lies in predictions by some industry insiders that Target stands to collect about \$250,000 per store this year, adding up to \$50.7 million in total annual yield from records and tapes, a figure that would place it among the top record and tape merchants in the U.S.

Noting that prerecorded music departments are given highly visible placement along each outlet's "race track" aisle in the center of the store, Farr said that the departments are situated adjacent to their electronics departments, which include video and audio hardware and software for home video.

"Target is a very strong trend merchant," remarked Farr, commenting on the widerange of demographics the chain hopes to attract. "We intend to have the Compact Disc hardware and software in all our stores as soon as they are available."

While there is no overt concern that Target's entry into the L.A. market will spark a price fight, Fogelman at Show Industries said that the mass merchandiser's opening here reminded him of the late '60s and early '70s when White Front, a major Southern California mass merchandise discounter, operated an aggressive loss leader program with records and tapes. The dealer said that White Front used

The dealer said that White Front used records and tapes to attract store traffic by prominently advertising the product at low sale prices and aggressive merchandising of the departments in-store.

"The net result of that was retailers keeping their margins down and it kept dealers from making a reasonable profit." Fogelman recalled. "The retail sector here was never able to settle into a stable pricing structure."

Since White Front liquidated in the mid-'70s, L.A. has evolved into a retailers' market, said Fogelman, and over the last decade has developed into a more stable, yet competitive market.

That retailers feel up to the challenge represented by Target's presence here was evidenced most vividly by Tower Records president Russ Solomon, who said that the eight stores in his chain operates in Southern California should feel little effect from Target's prerecorded music sales and that strategies would not change to address merchandiser's presence in the market.

"There's enough business in the area and Target will sink or swim on its ability to satisfy customer needs," Solomon said. "No one will go out of their way to save 20 cents on an album and they (Target) can't get significantly lower than the prevailing sales price," noting that California unfair trade practice provisions prevent merchants from selling goods below six percent over base cost.

But even though trade law protects under-cost lowballing and the competitive drive of major retail chains — including Music Plus, Tower, The Wherehouse and Licorice Pizza — will make basement dis-

counting an unprofitable strategy, some of those contacted believe that Target's predominantly self-racked operation will give it an edge over other area discounters by permitting it to buy inventory at the same price retail chains do.

"Although they can't carry as many titles as the speciality stores and don't have near the variety of music the smaller dealers do," said John Jackson, head of John's Music One Stop, a major one stop for black mom & pop stores here, "they can buy records at the same price as I do."

Self-sustaining record and tape distribution, while a knotty problem in the eyes of many rack jobbers throughout the nation and a cause of concern for some dealers, represents new horizons for Target.

NARM Sojourn

"Our purpose at the recent NARM convention (April 10-13) was to take a higher profile with manufacturers because in the past we have been hidden under the racks," Farr said. "We were at the convention to show the industry who and what we are: not just another mass merchandiser."

Evolving into a chain that self-racks 75% of all its stores (Lieberman Enterprises racks the remainder), Target has established four district center specialists, including in-house rack pioneer Tom Whalen, who serves as the center specialist at Target's Rancho Cucamonga, Calif. distribution facility, which services Southern California. Supporting the specialists are 14 field sales representatives and and an executive support staff in Minneapolis. In addition to Farr, Cindy Wallace, new releases buyer; George Smith, who oversees the field staff; Nancy Ludwig, catalog buyer; and Olga Econamou, buyer of classics, children's product, accessories and K-Tel product, comprise the record and tape department's executive management team.

Farr also noted that the chain's computerized inventory system permits the district center specialists to keep tabs on the product flow in their markets. He explained that all home entertainment items and accessories carry a six-digit item number that identifies the title and product configuration and is electronically entered at the cash register and then fed to the company's computer in Minneapolis.

Each center specialist has a terminal and can also call up the weekly and daily sales figures so that restocking can be handled in a more timely manner.

If the effort to operate the record and tape departments of Target like a record store is of moderate concern to dealers in Los Angeles, the industry's rack jobber community, during a NARM Rack Jobber Advisory Committee meeting held at the association's convention in Miami Beach (Cash Box, April 23) expressed a desire to see manufacturers adopt a pricing structure similar to the one CBS Records unveiled recently (Cash Box, Jan. 15). The CBS revision created two pricing tiers, giving accounts whose primary business is the sale of record and tapes a lower price than those accounts whose prerecorded music inventory constitutes a small portion of the stores entire inventory.

During the meeting a plan was advanced by rack jobbers calling for a campaign to contact manufacturers and urge them to adopt a pricing structure similar to CBS's and force chains like Target, Gold Circle and Alexander's from the direct buying ranks.

Commenting on the rack jobbers' meeting in Miami Beach, Farr said, "The manufacturers have to weigh the service rendered by us as a customer. We sell a lot of records. Our returns percentage is among the lowest in the business; we're very good for the business.

"What's key," Farr added, "is not how the racks and retailers view us, but how the manufacturers view our contribution.

"Right now all the manufacturers support us with price except CBS," he concluded.

Lee-Myles Has Board Jackets In 1,000 Lots

NEW YORK — Record packager Lee-Myles Assoc. is offering print "direct on board" jackets in lots of 1,000 minimum as compared with the standard 5,000-lot minimum quantity. These short runs have been targeted at record company reruns of old catalog items that do not require the standard lot reprints.

They will also be available to labels seeking short runs on new product, as well as unsigned artists and entrepreneurs

CASH BOX TOP TOO ALBUMS

Title, Artist, Label, Number, Distributor		
	4/23	Weeks On Chart
1 THRILLER MICHAEL JACKSON (Epic QE 38112) CBS	-1	19
2 THE FINAL CUT PINK FLOYD (Columbia QC 38243) CBS	5	4
3 FRONTIERS	3	11
4 KILROY WAS HERE 8.98 STYX (A&M SP-3734) RCA	4	7
5 BUSINESS AS USUAL MEN AT WORK (Columbia ARC 37978) CBS	2	43
6 PYROMANIA BEF LEPPARD (Mercury 810 308-1 M-1) POL	6	12
7 LIONEL RICHIE 8.98 (Motown 6007 ML) IND	7	28
8 H2O 8.98 DARYL HALL & JOHN OATES (RCA AFL 1-4383) RCA	8	27
9 RIO 8.98 DURAN DURAN (Harvest ST-12211) CAP	10	19
10 THE CLOSER YOU GET 8.98 ALABAMA (RCA AHL 1-4663) RCA	11	7
11 WAR 8.98 U2 (Island/Atco 7 90067-1) WEA	13	7
12 THE DISTANCE BOB SEGER & THE SILVER BULLET BAND		
(Capitol ST-12254) CAP	9	16
TOTO (Columbia FC 37728) CBS 14 KISSING TO BE CLEVER _	14	55
CULTURE CLUB (Virgin/Epic ARE 38398) CBS 15 KIHNSPIRACY 8.98	15	22
GREG KIHN BAND (Beserkley/Elektra 9 60224-1) WEA	16	9
16 TOO-RYE-AY KEVIN ROWLAND & DEXYS MIDNIGHT RUNNERS (Mercury SRM-1-4069) POL	18	12
17 POWERLIGHT	12	9
18 JARREAU (Warner Bros. 9 23801-1) WEA	24	3
19 1999 PRINCE (Warner Bros. 9 23720-1F) WEA	21	24
20 JANE FONDA'S WORKOUT RECORD		
(Columbia CX2 38054) CBS 21 WE'VE GOT TONIGHT 8.98	19	49
KENNY ROGERS (Liberty LO-51143) CAP 22 MONEY AND CIGARETTES 8.98	22	8
ERIC CLAPTON (Duck/Warner Bros. 9 23773-1) WEA	17	11
STRAY CATS (EMI America ST-17070) CAP	20	45
BRYAN ADAMS (A&M SP-4919) RCA	28	11
PAT BENATAR (Chrysalis FV 41396) CBS 26 ELIMINATOR 8.98	23	24
ZZ TOP (Warner Bros. 9 23774-1) WEA 27 CUT 8.98	36	3
GOLDEN EARRING (21 T1-1-9004) POL 28 PLEASURE VICTIM 6.98	27	22
BERLIN (Geffen GHS 2036) WEA 29 SPRING SESSION M 8.98	29	12
MISSING PERSONS (Capitol ST-12228) CAP 30 THE GOLDEN AGE OF	26	27
WIRELESS 8.98 THOMAS DOLBY (Capitol ST-12271) CAP	45	5
31 SCOOP 10.98 PETE TOWNSHEND (Atco 90063-1-F) WEA	32	6
32 ANOTHER PAGE 8.98 CHRISTOPHER CROSS (Warner Bros. 9 23757-1) WEA	25	11
33 TOUGHER THAN LEATHER WILLIE NELSON (Columbia QC 38248) CBS	30	7
34 ATF AFTER THE FIRE (Epic FE 38282) CBS	42	9

April 30, 1983	
	Weeks
	On 4/23 Chart
35 HELLO, I MUST BE GOING 8.98 PHIL COLLINS (Atlantic 80035-1) WEA	33 23
36 OUTSIDE INSIDE 8.98 THE TUBES (Capitol ST-12260) CAP	41 4
37 LET'S DANCE 8.98 DAVID BOWIE (EMI America SO-17093) CAP	- 1
38 NEVER SURRENDER TRIUMPH (RCA AFL1-4382) RCA	31 14
39 ALL THIS LOVE 8.98 DeBARGE (Motown 6012G) IND	40 14
40 BLINDED BY SCIENCE 5.98 THOMAS DOLBY (Capitol MLP-15007) CAP	35 13
41 JULIO	51 6
JULIO IGLESIAS (Columbia FC 38640) CBS 42 NIGHT AND DAY 8.98	
JOE JACKSON (A&M SP-4906) RCA 43 THREE LOCK BOX 8.98	34 32
SAMMY HAGAR (Geffen GHS 2021) WEA 44 SPECIAL BEAT SERVICE 898	37 19
THE ENGLISH BEAT (I.R.S./A&M SP 70032) RCA	39 28
ULTRAVOX (Chrysalis B6V 41394) CBS	46 9
46 DAWN PATROL 8.98 NIGHT RANGER (Boardwalk NB-33259-1) IND	38 15
47 SIDE KICKS 6.98 THOMPSON TWINS (Arista AL 6607) IND	43 11
48 SCANDAL (Columbia FC 38194) CBS	49 13
49 LONG AFTER DARK TOM PETTY AND THE HEARTBREAKERS (Replated BS 5300 MCA	47 24
(Backstreet BSR5360) MCA 50 LOVE FOR LOVE 8.98	
WHISPERS (Solar/Elektra 9 60216-1) WEA 51 THE HIGH ROAD 5.99	56 5
FOXY MUSIC (Warner Bros. 9 23808-1B) WEA 52 SOMETHING'S GOING ON 8.98	53 5
FRIDA (Atlantic 80013-1) WEA 53 WILD & BLUE JOHN ANDERSON (Warner Bros. 9 23721-1) WEA	
54 HAVANA MOON CARLOS SANTANA (Columbia FC 38642) CBS	
55 NO GUTS NO GLORY MOLLY HATCHET (Epic FE 38429) CBS	57 7
56 LIVING IN OZ RICK SPRINGFIELD (RCA AFL1-4660) RCA	_ 1
57 BRANIGAN 2 LAURA BRANIGAN (Atlantic 7 80052-1) WEA	63 4
58 HEAVEN 17 6.98 (Virgln/Arista AL 6606) IND	52 12
59 COMPUTER GAMES 8.98 GEORGE CLINTON (Capitol ST-12246) CAP	65 22
60 MOUNTAIN MUSIC ALABAMA (RCA AHL1-4229) RCA	55 59
61 AEROBIC SHAPE-UP II 8.98 JOANIE GREGGAINS (Parade/Peter Pan PA 106) IND	48 19
62 FRIEND OR FOE ADAM ANT (Epic ARE 38370) CBS	
63 GREATEST HITS MELISSA MANCHESTER (Arista AL 9611) IND	58 11
64 AMERICAN MADE OAK RIDGE BOYS (MCA-5390) MCA	50 11
65 MIDNIGHT LOVE MARVIN GAYE (Columbia FC 38197) CBS	
66 OLIVIA'S GREATEST HITS VOL. 2	
OLIVIA NEWTON-JOHN (MCA-5347) MCA	67 31
ANGELA BOFILL (Arista AL 9616) IND 68 FOREVER, FOR ALWAYS,	64 15
FOR LOVE LUTHER VANDROSS (Epic FE 38235) CBS	62 29
69 THE NYLON CURTAIN	59 29

	4/23	Weeks On Chart
70 THE INARTICULATE SPEECH OF THE HEART	.98	
VAN MORRISON (Warner Bros. 9 238021) W		3 5
72 PONCHO & LEFTY	EA 7	7 7
MERLE HAGGARD/WILLIE NELSI (Epic FE 37958) C	BS 6	8 14
ABC (Mercury SRM-4059) P	.98 OL 6	9 35
74 MEMORIES BARBRA STREISAND (Columbia TC 37678) C 75 FOREVER NOW	BS 7	1 15
THE PSYCHEDELIC FU (Columbia ARC 3826) C		9 29
76 ALWAYS ON MY MIND WILLIE NELSON (Columbia FC 37951) CI	 BS 60	5 57
77 YOU AND I O'BRYAN (Capitol ST-12256) Co	_ AP 8:	3 9
78 RECORDS 8. FOREIGNER (Atlantic 7 80999-1) WI	98 EA 70	19
79 STRONG STILEE	98	
(Elektra/Curb 9 60223-1) WI	EA 72	2 10
WALL OF VOODG (I.R.S./A&M SP 70026) RG		2 12
81 THE HUNTER JOE SAMPLE (MCA-5397) MC	98 CA 90	6
82 AFTER THE SNOW MODERN ENGLISH (Sire 9 23821-1) WE		7
83 STEVE ARRINGTON'S HALL OF FAME		
(Atlantic 7 80049-1) WE	A 89	8
DIRE STRAITS (Warner Bros. 0-29800) WE		10
85 TOUCH THE SKY SMOKEY ROBINSON (Tamla/Motown 6030TL) IN	98 ID 76	14
86 MODERN HEART CHAMPAIGN (Columbia FC 38284) CE	 IS 103	6
87 HIGH ADVENTURE KENNY LOGGINS (Columbia TC 38127) CB	S 85	33
88 NEW GOLD DREAM (81-82- 83-84)		
SIMPLE MINDS (Virgin/A&M SP-6-4928) RC		10
PATRICK SIMMONS (Elektra 9 60225-1) WE		2
90 SUBTERRANEAN JUNGLE 8.9 THE RAMONES (Sire 9 23800-1) WE		7
91 GREATEST HITS DAN FOGELBER	G	
(Full Moon/Epic QE 38303) CB 92 A CHILD'S ADVENTURE 8.9	S 75	25
MARIANNE FAITHFUL (Island/Atco 7 90066-1) WE	L	7
93 ON THE ONE DAZZ BAND (Motown 6031 ML) IN		13
94 GET LUCKY LOVERBOY (Columbia FC 37638) CB	S 81	77
95 FLASHDANCE ORIGINAL SOUNDTRAC	K	
(Casablanca 811 492-1 M-1) PO	L —	1
96 PROCESSION WEATHER REPORT (Columbia FC 38427) CB	S 99	7
97 EMOTIONS IN MOTION BILLY SQUIER (Capitol ST-12216) CA		39
98 THE KEY JOAN ARMATRADING (A&M SP-4912) RC		1
99 PLANET P 8.9 (Geffen GHS 4000) WE		4
00 WHEN THE GOING GETS TOUGH, THE TOUGH GET		
GOING 8.9 BOW WOW WOW (RCA AFL1-4570) RC		7

cash box top albums/101 to 200

April 30, 1983

Weeks On 4/23 Charl	Weeks On 4/23 Chart	Weeks On 4/23 Chart
720 000	4/23 Gian	4/20 Oldi
101 DECEMBER 8.98		168 KEYED UP 8.98
GEORGE WINSTON (Windham Hill C-1025) IND 95 19 102 NERUDA 8.98	136 LOW RIDE 8.98 EARL KLUGH (Capitol ST-12253) CAP - 1	RONNIE MILSAP (RCA AFL1-4670) RCA — 1 169 KILLER ON THE RAMPAGE —
RED RIDER (Capitol ST-12226) CAP 87 13	137 WILLIE NELSON'S GREATEST	EDDY GRANT (Ice/Portrait B6R 38554) CBS 183 2
103 AMERICAN FOOL 8.98 JOHN COUGAR (Riva RVL 7501) POL 94 52	HITS (AND SOME THAT WILL BE)	170 HANK WILLIAMS, JR.'S GREATEST HITS 8.98
104 AEROBIC SHAPE-UP JOANIE GREGGAINS (Parade/Peter Pan 104) IND 96 54	WILLIE NELSON (Columbia KC 237542) CBS 125 85	(Elektra/Curb 9 60193-1) WEA 171 30
105 BEATITUDE 8.98	NEIL DIAMOND (Columbia TC 38359) CBS 109 29	171 FAMOUS LAST WORDS SUPERTRAMP (A&M SP-3732) RCA 139 25
RIC OCASEK (Geffen GHS 2002) WEA 97 15	139 WORLDS APART	172 METAL HEALTH
BANANARAMA (London 810 102-1 R-1) POL 124 3 107 GREATEST HITS 8.98	140 THE YOUTH OF TODAY MUSICAL YOUTH (MCA 5389) MCA 108 16	QUIET RIOT (Pasha BFZ 38443) CBS 177 4
LITTLE RIVER BAND (Capitol ST-12247) CAP 78 22	141 TOOTSIE 8.98	TONY CAREY (Rocshire BSR 0001) IND 174 7
108 THE MAN FROM UTOPIA FRANK ZAPPA (Barking Pumpkin FW 38403) CBS 101 7	ORIGINAL SOUNDTRACK (Warner Bros. 9 23781-1) WEA 116 11	(Geffen GHS 4001) WEA - 1
109 SWEAT 8.98 THE SYSTEM (Mirage/Atlantic 7 90062-1) WEA 119 9	142 SINGLES —45'8 AND UNDER 8.98 SQUEEZE (A&M SP-4922) RCA 133 21	175 EVERY HOME SHOULD HAVE ONE 8.98
110 JON BUTCHER AXIS	143 HOOKED ON SWING 2 B.98 LARRY ELGART and his MANHATTAN SWING	PATTI AUSTIN (Qwest/Warner Bros. QWS 3691) WEA 147 23
111 THE ABOMINABLE SHOWMAN _	ORCHESTRA (RCA AFL1-4589) RCA 126 11	176 ZEBRA 8.98 (Atlantic 7 80054-1) WEA 178 3
NICK LOWE (Columbia FC 38589) CBS 113 6	144 TROUBLE IN PARADISE RANDY NEWMAN (Warner Bros. 9 23755-1) WEA 111 13	177 MIRAGE 8.98
KENNY ROGERS (Liberty LOO-1072) CAP 100 133	145 CAROL HENSEL'S EXERCISE & DANCE PROGRAM — VOLUME 3 —	FLEETWOOD MAC (Warner Bros. 9 23607-1) WEA 154 42 178 ANNE MURRAY'S GREATEST
ORCHESTRAL MANOEUVRES IN THE DARK	(Vintage/Mirus VN1 30004) IND 134 20	HITS 8.98 (Capitol SOO 12110) CAP 161 165
(Virgin/Epic BFE 38543) CBS 123 4	146 LIVING MY LIFE 8.98 GRACE JONES (Island/Atco 7 90018-1) WEA 132 21	179 SO FIRED UP 8.98
(Total Experience/TE-1-3001) POL 106 47	147 EINZELHAFT 6.98 FALCO (A&M SP-6-4951) RCA 159 3	LE ROUX (RCA AFL1-4510) RCA 179 4 180 BEAT SURRENDER 5.98
THE CLASH (Epic FE 37689) CBS 98 47	148 VANDENBERG 8.98	THE JAM (Polydor 810 751-1) POL 182 3
116 HERE COMES THE NIGHT BARRY MANILOW (Arista AL9610) IND 105 21	(Atco 90005-1) WEA 144 19 149 GREATEST HITS 8.98	181 REACH 10.98 RICHARD SIMMONS (Elektra E1-60122F) WEA 156 48
117 ESCAPE JOURNEY (Columbia TC 34708) CBS 110 91	RAY PARKER, JR. (Arista AL 9612) IND 137 22	182 THE KING OF COMEDY 8.98
118 PORCUPINE 8.98 ECHO & THE BUNNYMEN (Sire 9 23770-1) WEA 120 7	YAZ (Sire 9 23727-1) WEA 151 7	ORIGINAL SOUNDTRACK (Warner Bros. 9 23765) WEA 184 4 183 NOW AND FOREVER 8.98
119 STICKY SITUATION _	151 THE RHYTHM & THE BLUES ZZ HILL (Malaco MAL 7411) IND 150 14	AIR SUPPLY (Arista AL 9587) ÎND 160 46 184 THROBBING PYTHON OF LOVE 8.98
TYRONE (TYSTICK) BRUNSON (Believe In A Dream FZ 38140) CBS 129 6	152 HOOKED ON CLASSICS III — JOURNEY THROUGH THE	ROBIN WILLIAMS (Casablanca 811 150-1 M-1) POL 187 2
120 WINDS OF CHANGE 8.98 JEFFERSON STARSHIP (Grunt BXL 1-4372) RCA 102 27	CLASSICS 8:98	185 ASIA 8.98 (Geffen GHS 2008) WEA 149 57
121 PROPOSITIONS BAR-KAYS (Mercury SRM-1-4065) POL 121 25	LOUIS CLARK conducting THE ROYAL PHILHARMONIC ORCHESTRA (RCA AFL1-4588) RCA 181 2	186 FEELS SO RIGHT
122 WHAT BECOMES A SEMI-	153 HEADHUNTER 8,98 KROKUS (Arista AL 9623) IND 166 3	ALABAMA (RCA AFL1-3930) RCA 157 112 187 TRANS 8.98
LEGEND MOST? B.98 JOAN RIVERS (Geffen GHS 4007) WEA 148 3	154 ROBERT HAZARD 5.98 (RCA MXL1-8500) RCA 153 8	NEIL YOUNG (Geffen GHS 2018) WEA 141 15 188 WALT DISNEY PRODUCTIONS'
123 THE BEST IS YET TO COME GROVER WASHINGTON, JR. (Elektra 9 60215-1) WEA 114 21	155 NONA 8.98	MOUSERCISE 7.98
124 CATS 16.98	NONA HENDRYX (RCA AFL1-4565) RCA 172 2 156 MODERN ROMANS 8.98	(Disneyland 61516) IND 180 8 189 TIME-LINE 8.98
COMPLETE ORIGINAL BROADWAY CAST RECORDING (Geffen 2GHS 2031) WEA 118 10	THE CALL (Mercury 810 307-1 M-1) POL 169 3	RENAISSANCE (I.R.S./A&M SP 70033) RCA 197 2 190 SCREAMING FOR VENGEANCE —
125 JUJU MUSIC 8.98 KING SUNNY ADE (Mango/Island MLPS 9712) IND 128 9	(A&M SP-6-4924) RCA 168 2	JUDAS PRIEST (Columbia FC 38160) CBS 162 4
126 THE KIDS FROM FAME LIVE! 8.98 VARIOUS ARTISTS (RCA AFL1-4674) RCA 127 5	SPARKS (Atlantic 7 80055-1) WEA 173 2	191 THE SINGLES 1969-1973 THE CARPENTERS (A&M SP-3601) RCA 142 11
127 THIS IS YOUR TIME CHANGE (RFC/Atlantic 7 80053-1) WEA 130 6	159 SHUTTERED ROOM 8.98 THE FIXX (MCA-5345) MCA 170 2	192 COOL KIDS 8.98
128 MADNESS 8.98	160 MAKING CONTACT UFO (Chrysalis FV 41402) CBS 175 2	193 TO THE MAX KIX (Atlantic 7 80056-1) WEA — 1 8.98
(Geffen GHS 4003) WEA 155 2	161 SURFACE THRILLS 8.98	CON FUNK SHUN (Mercury SRM-1-4067) POL 195 25 194 ALL THE GREAT HITS 8.98
(EMI America ST-17089) CAP 140 3 130 WHO'S GREATEST HITS 8.98	THE TEMPTATIONS (Gordy/Motown 6032GL) IND 158 6 162 THE GETAWAY 8.98	COMMODORES (Motown 6028 ML) IND 143 22
(MCA-5408) MCA 152 2	CHRIS de BURGH (A&M SP-4929) RCA 163 8 163 GANDHI 8.98	8.98 LINDA RONSTADT (Asylum 9 60185-1) WEA 194 29
131 ASSAULT ATTACK THE MICHAEL SCHENKER GROUP	ORIGINAL SOUNDTRACK (RCA AFL1-4557) RCA 165 7	196 HAPPY FAMILIES 8.98
(Chrysells FV 41393) CBS 117 7	R.E.M. (I.R.S./A&M SP-70604) RCA — 1	BLANCMANGE (Island/Atco 7 90053-1) WEA 176 5 197 TOO FAST FOR LOVE 6.98
JUDI SHEPPARD MISSETT (MCA-5375) MCA 115 25 133 LEGENDARY HEARTS 8.98	165 WISH YOU WERE HERE TONIGHT	MOTLEY CRUE (Elektra 9 60174-1 Y) WEA 186 6 198 THE PHOTOGRAPHER
LOU REED (RCA AFL1-4568) RCA 135 5	RAY CHARLES (Columbia FC 38293) CBS 145 6 166 ART IN AMERICA	PHILIP GLASS (Columbia FM 37849) CBS 164 6
(Arista AL 9620) IND 146 4	(Pavillion BFZ 38517) CBS 167 6	ABBA (Atlantic 80036-1-G) WEA 192 21
135 MY LIFE FOR A SONG PLACIDO DOMINGO (Columbia FM 37799) CBS 136 5	MARTY BALIN (EMI America ST-17088) CAP 138 8	200 QUIET LIES 8.98 JUICE NEWTON (Capitol ST-12210) CAP 190 49
	ALPHABETIZED TOP 200 ALBUMS (BY ARTIST)	
ABBA 199 Change 127 ABC 73 Charles, Ray 165	Frida 52 Le Roux 179 Gap Band 114 Little River Band 107	Planet P 99 Supertramp 171 Prince 19 System 109
Adams, Bryan	Gaye, Marvin	Psychedelic Furs
Aerobics (Greggains) 61,104 Clash 115 Aerobics (Hensel) 145 Clinton, George 59	Glass, Philip 198 Loverboy 94 Golden Earring 27 Lowe, Nick 111	Quiet Riot 172 Thompson Twins 47 R.E.M. 164 Toto 13
Aerobics (Missett)	Grant, Eddy 169 Madness 128 Hagar, Sammy 43 Manchester, Melissa 63	Ramones
Air Supply	Haggard & Nelson	Reed, Lou
Alabama 10,60,186 Cougar, John 103 Anderson, John 53 Cross, Christopher 32	Hall & Oates 8 Men At Work 5 Hazard, Robert 154 Milsap, Ronnie 168	Renalssance 189 U2 11 Richie, Lionel 7 UFO 160
Ant, Adam	Heaven 17 58 Missing Persons	Rivers, Joan
Armatrading, Joan	Hendryx, Nona 155 Modern English 82 Hill, Z.Z. 151 Molly Hatchet 55	Robinson, Smokey .85 Vandenberg .148 Rogers, Kenny .21,112 Vandross, Luther .68
Art In America	Iglesias, Julio	Ronstadt, Linda
Asia	INXS 71 Motley Crue 197 Jackson, Joe 42 Mousercize 188	Roxy Music 51 Washington, Grover 123 Royal Philharmonic Orch 152 Weather Report 96
Balin, Marty 167 Diamond, Neil 138 Bananarama 106 Dire Straits 84	Jackson, Michael 1 Murray, Anne 178 Jam 180 Musical Youth 140	Saga
Bar-Kays	Jarreau	Sample. Joe 81 Who 130 Santana, Carlos 54 Williams, Hank 79,170
Benatar, Pat	Jefferson Starship 120 Nelson, Willie 33,76,137 Joel, Billy 69 Newman, Randy 144	Scandal 48 Williams, Robin 184 Schenker, Michael 131 Winston, George 101
Berlin		THISION, George
Blancmange	Jones, Grace	Seger, Bob
Blancmange .196 Earth, Wind & Fire .17 Bofill, Angela .67 Echo & The Bunnymen .118 Bow Wow Wow .100 Elgart, Larry .143	Jones, Grace 146 Newton, Juice 200 Journey 3,117 Newton-John, Olivia .66 Judas Priest 190 Night Ranger .46	Seger, Bob 12 Yaz 150 Simmons, Patrick 89 Young, Neil 187 Simmons, Richard 181 Zappa, Frank 108
Blancmange 196 Earth, Wind & Fire 17 Bofill, Angela 67 Echo & The Bunnymen 118 Bow Wow Wow 100 Elgart, Larry 143 Bowie, David 37 English Beat .44	Jones, Grace 146 Newton, Juice 200 Journey 3,117 Newton-John, Olivia .66 Judas Priest 190 Night Ranger .46 Kashif 134 O'Bryan .77	Simmons, Patrick 89 Young, Neil 187 Simmons, Richard 181 Zappa, Frank 108 Simple Minds 88 Zebra 176
Blancmange 196 Earth, Wind & Fire 17 Bofill, Angela 67 Echo & The Bunnymen 118 Bow Wow Wow 100 Elgart, Larry 143 Bowie, David 37 English Beat .44 Branigan, Laura 57 Faithfull, Marianne .92 Brunson, Tyrone 119 Falco .147	Jones, Grace 146 Newton, Juice 200 Journey 3,117 Newton-John, Olivia .66 Judas Priest 190 Night Ranger .46 Kashif 134 O'Bryan .77 Kiddo 157 Oak Ridge Boys .64 Kids From Fame 126 Ocasek, Ric .105	Simmons, Patrick 89 Young, Neil 187 Simmons, Richard 181 Zappa, Frank 108 Simple MInds 88 Zebra 176 Sparks 158 ZZ Top 26 Springfield, Rick 56 SOUNDTRACKS
Blancmange 196 Earth, Wind & Fire 17 Bofill, Angela 67 Echo & The Bunnymen 118 Bow Wow 100 Elgart, Larry 143 Bowie, David 37 English Beat 44 Branigan, Laura 57 Faithfull, Marianne 92	Jones, Grace 146 Newton, Juice 200 Journey 3.117 Newton-John, Olivia .66 Judas Priest 190 Night Ranger .46 Kashif 134 O'Bryan .77 Kiddo 157 Oak Ridge Boys .64	Simmons, Patrick 89 Young, Neil 187 Simmons, Richard 181 Zappa, Frank 108 Simple Minds 88 Zebra 176 Sparks 158 ZZ Top 26



AROUND THE ROUTE

by Camille Compasio

Illinois operators, through the good offices of the Illinois Coin Machine Operators Assn. (ICMOA), have been vigorously campaigning against S.B. 31 in the Senate, which is currently in the Revenue Committee and scheduled to be called very short.y. The bill's provisions call for an increase in the state license fee on coin-operated equipment from the present \$10 to \$50 per machine per year. This is quite a hefty increase, and something operators don't need right now, so they've been expressing their opposition to legislators. At this point, they have gained some support - which has helped spread a ittle optimism. Hopefully, the outcome will be favorable . Colorado operators were faced with a similar problem recently, involving a proposed \$100 annual per machine tax, applicable to all coin-operated games throughout the state. Ops had heretofore been paying machine taxes on a

municipal basis, which they've been able

to live with, but the \$100 statewide license

was just too much, so the wheels of op-

position began to roll. Colorado Coin În-

dustries launched a full-scale campaign

urging ops to write and phone their

legislators. Area distribs, namely, Rowe (continued on page 34)

Pinballs Making Comeback As More Firms Bow New Games

by Jeffrey Ressner

LOS ANGELES — A pinball renaissance? The whole idea may seem preposterous in light of quantum technological leaps such as laserdisc-driven video games, hologramenhanced amusements and other marvels that the industry promises for the years ahead. Nevertheless, a number of manufacturers, including Gottlieb, Bally and Williams, contend there has been a marked revival of interest, if not a resurgence, in non-video product like simple pinball games. All three companies have introduced new ball-and-flipper units recently, and all appear to be gearing up for production on other pinball-oriented, non-video items.

Bally, Williams and Gottlieb concurred that the major market for pinball right now is in European countries such as France, Germany and England, where locations are better suited for pin activity. Video games have decreased dramatically in popularity there, and competition between players runs high. According to representatives from these three companies, European pinball sales account for anywhere between 60-85% of the business, the remaining 15-40% being domestic purchases. However, it appears as if the glut of secondary video amusement product in this country has caused U.S. gameplayers to search for other means of entertainment, and manufacturers are beginning to notice a slight turnaround in the American pinball market"There'll always be a market for pinball," remarked Gilbert G. Pollack, vice president, sales and merchandising, for D. Gottlieb & Co.'s pinball and arcade division. "They've always been extremely strong in Europe, and though we've seen a decline in domestic sales over the years, that's probably bottomed out. Gottlieb doesn't believe pinball will return to its former status in the industry, but we should see a slight increase in domestic activity soon."

Paul Calimari, vice president, sales, for Bally Pinball Division, based in Bensenville, III., says his company noticed a dramatic surge in activity for flipper sales in Europe since early January 1983, and approximately six-to-

(continued on page

Atari Nabs Right For 'Mazer Blazer' In Ireland

CHICAGO — Stern Electronics, Inc. announced that an agreement has been reached with Atari Ireland to allow that company's Tipperary plant to build and market Stern's latest video game, "Mazer Blazer." Under the terms of the agreement, Atari's Irish facility will produce and market the game in western Europe and Canada, while Stern will manufacture it for the U.S. market.

Stern spokesmen said that this is the first time Atari Ireland has licensed a game from a U.S. manufacturer. (The Tipperary plant is presently producing "Pole Position" under license from Namco of Japan.)

(continued on page 35)

COIN MACHINE



INDUSTRY NEWS

AROUND THE ROUTE

(continued from page 33)
International and Mountain Coin, lent their full support - and the happy ending was the shelving of the bill, at least for another year. Both incidents further dramatize the very common problem for operators these days - that of states needing revenue singling out amusement games as a prime source, because of misconceptions about their earning power. The best defense, of course, is unity and strong organizational efforts.

Ed Pellegrini, vice president, sales, of the Chicago Division of Bally Midwest, announced the appointment of John Lee as sales manager. John's been with the Bally organization for five years. In his new position, he will be responsible for sales and purchasing.

Cash Box felicitations to Art Warner of Betson-Moonachie, N.J., who was upped to vice president and general manager of the firm. Nice news about nice people! Betson is currently enjoying the hefty activity that normally comes when resort operators start to buy. The season is fast approaching, and while caution continues to prevail, the larger operating companies are buying equipment. The distrib is enjoying a slight upswing in pool table sales, and the newly arrived sample of Taito's "Zoo Keeper" is attracting a lot of attention on the showroom floor. Current sellers include Williams' "Sinistar," Atari's "Pole Position" and "Food Fight" and Bally's "Eight Ball Deluxe" pin.
"Dragon's Lair." Cinematronics' first

laser disc game, is targeted for delivery sometime this summer, according to marketing chief Tom Campbell. This piece was one of the reasons for the crowds at the Cinematronics exhibit during AOE '83, the other being "Cosmic Chasm," the factory's new video, which received rave notices at the convention and is currently scheduled for delivery.

Finals, in the annual ICMOA pool tournament, will be held May 1 in Springfield, Ill. Some 118 locations have been participating in the competition.

Perfect Timing! With the opening of the baseball season Bally Midway introduced its latest pinball machine, "Grand Slam," which is economically priced, very skill oriented and based on the popular American sport, of course. Company exec Tom Nieman said it was well received at the AOE '83 convention, along with the firm's cute yet challenging new strategy game "Mappy," which is scoring beautifully on test, and the up-coming "Journey," which is the first video named for a rock group and contains some really unique, new concepts like the digitized faces of the five group members on the screen. They're about as perfect as you can get — "like a newspaper photo," said Tom, and this is something that's never been done before.

And the winners are! Alan Weston of Steeplechase in Milwaukee and Allison Mills of Gamespot Amusements in Oromocto, New Brunswick, were awarded promotional Treasure Kits for finding the right keys among the thousand bogus ones distributed at AOE '83 by Business Builders of Cupertino, Calif.



HAPPY DAY — Bally Midway Mfg. recently opened new corporate offices at 10601 W. Belmont in Franklin Park, III. The company celebrated the official grand opening with a ribbon cutting ceremony complete with a cake that was formed in the shape of the new structure. Among officials at the ceremony were (I-r): Jack Hartman, vice president of finance; John Pasierb, vice president of engineering; Jack Williams, Mayor of Franklin Park; Terry Sullivan, vice president of production; and Stan Jarocki, executive vice president.

Pinballs Making Comeback As **More Firms Bow New Games**

eight weeks ago saw a "marked increase" in American interest in flipper product and non-video product in general. "Pinball has been the backbone of the coin-op industry since 1929," commented Calimari, "and ever since then it's been a part of the business that goes through peaks and valleys. Pinball has been temporarily brushed aside over the years by bumper pool, air hockey, foosball and video games, but every time it seems to resurface."

"Players are getting bored with the same old video games, 30 versions of 'Pac-Man' and 20 different types of 'Donkey Kong,' added Williams' Electronics, Inc., marketing director Ron Crouse. "They're looking for new ideas, and it turns out that pinball is something fresh and new for many of today's players. It's a matter of getting back to basics."

The concept of getting back to basics is one that every manufacturer is dealing with. Williams' new "Time Fantasy" pin machine, Bally's AMOA-bowed "8-Ball Deluxe Limited Edition" and upcoming "Grand Slam," and D. Gottlieb's "Super Orbit" convert-a-pin unit shown at AOE all rely on single-level, single-ball dynamics rather than the razzle-dazzle of recent pinball games, which have several different levels and allow many balls to flood the playfield simultaneously. The reasoning behind simplification of the machines is threefold: it helps players weaned on video games get a grasp of the pinball experience without becoming mired in complex instructions and skills, it allows a more economic price point due to the lack of ultra-sophisticated (and ultra-expensive) mechanisms; and it means less down time for the games because there are fewer things that can break and requiring extensive repair.

Current Trend

Though current trends in pinball point towards more simple design, industry members feel various other changes in the game format are imminent. "I don't know if the cabinet will change, the playfield will change, the ball will be different or even if a ball will be used," explained Gottlieb's Pollack, "but there definitely is a place in the market for new electromechanical novelties."

Bally's vice president, marketing, Thomas Nieman, believes the wave of the future lies in enhanced optics and audio features. Nieman also pointed out that the downsizing of technology will affect pinball machines, making them more space efficient, this delivering a greater return per square foot. He used his company's recent "Baby Pac-Man" pin-vid hybrid game as an example of how a pinball game could fit in a revolutionary, smaller cabinet and still attract attention from con-

"It took a while for the machine to gain acceptance," said Nieman, "but 'Baby Pac-Man' has developed into one of the most successful products in 18 months at Bally. We introduced the game at last November's AMOA, where it got a conservative, cool reception. Then, from November through December, we saw it collect dramatic innued on page 35)

Valley Co. Honors Its Top 1982 Distributors

CHICAGO - Peach State Distributing Co. (Atlanta, Ga.) and Cleveland Coin International (Cleveland, Ohio) have been named "Distributors of the Year" by The Valley Co.

for outstanding performance during 1982.

In making the announcement, Charles P Milhem, president of the Bay City, Mich. coin table manufacturer, said, "These two distributors have done an exceptional job for us over the years, helping us to become the world's largest manufacturer of coin-operated pool tables. They have supported Valley and the coin machine industry in a positive way, and these awards are recognition of that long-term cooperation as much as they are for 1982 performance alone," he continued. Peach State Distributing was recognized as the top Valley distributor in terms of total sales volume in 1982, while Cleveland Coin International was cited for the largest increase in Valley purchases in 1982, as compared to

In each instance, the award was given in the form of a unique pool table/desk designed and manufactured by Valley. The versatile item of furniture incorporates many features of the well known Valley "Cougar" coin-operated pool table, including genuine green billiard cloth, high pressure Pionite laminate on all exposed surfaces, molding and trim of anodized aluminum, and reinforced fiberglass legs with individual levelers. The pool table/desk features four ample drawers center drawer, two on the left hand side and a full-depth, legal-sized one on the right. Each drawer is equipped with slides, and the pulls are authentic 8-balls. The unit measures 72inches x 36-inches x 31-inches high.

Rowe Appoints Betson Pacific For Southern California Distributing

CHICAGO - Betson Pacific of Los Angeles has been appointed a Southern California distributor for the complete line of Rowe phonographs and vending equipment. "We believe that Rowe offers superior products and the most complete vending and phonograph line available," stated Betson's Peter Betti, in commenting on the appointment. "We are pleased to represent such an excellent product line in Southern California.

John Lotz, Betson Pacific director of marketing vending, is especially impressed with Rowe's new BC-35 microprocessor controlled bill changer. "This changer has a high capacity and is extremely flexible with programmable features as well as the dual bill stacker," said Lotz. "This, together with the 448-food vender, the new 490 micro-processor glass front snack merchandiser and Rowe's other fine venders, gives Betson Pacific the best equipment in the industry. In addition to the fine vending lines we now represent, the Rowe equipment will give our customers the absolute best to choose from for all their

Betti had high praise for the Rowe R-87 phonograph, calling it the "finest and most reliable" in the industry. He noted that Rowe has maintained the highest popularity among Southern California operators "because of their advanced designs and superior product features.

The Betson Pacific service and parts departments are fully prepared to support the Rowe product line. Personnel in both departments have been specially trained in maintenance and all other aspects of Rowe's product technology.

Ed Wiler, vice president of marketing at Rowe, said, "We are pleased that Betson Pacific is representing our products, and we welcome their organization to our network of distributors.

Pictured in the accompanying photo are (lr): Betson Pacific's Joe Farney, John Lotz, Jolly Backer, Bernie Skoboloff, Bob Sanchez and Peter Betti



INDUSTRY NEWS

Pinball Comeback

(continued from page 34)

comes, competitive with most video games with the exception of 'Pole Position' and 'Joust,' and usually ranked among the top three or four pieces. Individual operators were apprehensive at first and just took one or two games before buying in larger numbers. But sales of the game tripled in February when compared to January, and it's been doing very well on locations."

Even though they're currently concentrating on simple pin games, Williams continues to experiment with new cabinet designs and other radical departures from traditional pinball concepts. "Although we believe it's time to go back to basics," said Crouse, "we'll still explore far-out ideas." Williams recently caused a stir at the Chicago AOE show when it premiered its "Joust" pinball console, the first dual-player game of its kind, which takes two coins per play when a pair of arcaders match wits and skills.

Games like "Joust," "Super Orbit," "Baby Pac-Man," "Time Fantasy," "Grand Slam" and others should prove to skeptics that pinball is alive and kicking, not dead and buried as many believed during last year's vid game phenomenon. While it may be true that pinball wizardry will probably never reach the heights it did before the days of "Pac-Man" fever, current modifications like Bally's pinvid marriage and Gottlieb's "convert-a-pin" package have already received thumbs-up from ops, so it's likely the industry will forge on ahead with plans for further innovations in pinball design.

Dr. Cowan Named To Bally Mfg. Corp. Board

CHICAGO — Dr. James R. Cowan has been elected to the Board of Directors of Bally Manufacturing Corp., as announced by Robert E. Mullane, president and chairman of the board.

Dr. Cowan is currently president of United Hospital Medical Center (Newark, N.J.) and is the former Commissioner of Health for the State of New Jersey and served as Assistant Secretary of Defense in the Eisenhower administration.

A native of Washington, D.C., Dr. Cowan received his Bachelor of Science degree from Howard University (Washington, D.C.), his Master of Arts degree from Fisk University and his Doctorate in Medicine from Heharry Medical College (Nashville, Tenn.).

Dr. Cowan has served as a member of the board of directors of Bally's Park Place, Inc., an 83% owned subsidiary of Bally Manufacturing Corporation, since May, 1981.

A former Captain in the Medical Corps of the U.S. Army, he was chief of surgery at the 26th Station Hospital in Germany and presently is a member of the Armed Forces Medical Policy Council.

Atari In Ireland

(continued from page 33)

Gary Stern, president of Stern Electronics, Inc., said the Atari group was "delighted" with Mazer Blazer when it was featured at the recent AOE show in Chicago. "After seeing the game and the phenomenal distributor and operator reaction, the Atari people contacted us and concluded an agreement right at the show," he said. "We have a longstanding working relationship with Atari, and it was not unusual to conclude a seven figure deal by a handshake. Atari's word is their bond. Final contract negotiations were completed last week, and we expect Atari Ireland to begin production shortly."

Stern officials further said that working with Shane Breaks, president of Atari Ireland, was a real pleasure. "There's no stopping Shane, he sees a product he wants and he won't rest until he gets it for Atari."

New Equipment

Earthy Fantasy

Williams Electronics, Inc. has created a fantasy-filled pinball machine that is reportedly attracting scores of players of all skill levels, and with its "down-to-earth price" is delighting distributors and operators, according to the company. "Time Fantasy" is the name of the new model.

As stressed by Ron Crouse, vice president and director of marketing for Williams, "Time Fantasy is good, old-fashioned price. Players are immediately drawn to the playfield which features a surrealistic fantasy theme in a kaleidoscope of colors. The game is exciting, easy to play, and appeals particularly to video game fans who are less familiar with the intricacies of pinball," he continued. "And the prospect of winning free game time gives everyone an extra incentive to play."

The simplicity of the Time Fantasy playfield assures the operator of reliable, trouble-free operation, and the machine is equipped with Williams' highly sophisticated game adjustment system. Detailed bookkeeping information helps operators optimize game adjustments for top earnings in all types of locations, the factory noted; and bookkeeping totals and game adjustments are backed by a complete series of diagnostic tests to check entire electronic systems in a matter of minutes.

The new model will be available through factory distributors. Further information may be obtained by contacting Williams Electronics, Inc., 3401 N. California Ave., Chicago, Illinois 60618.



Safari Adventure

With jungle drums pounding, Sega Electronics goes on safari with its wild, new adventure game, "Congo Bongo." Hours of fun can be had with this cartoon adventure story, which features a hunter facing whimsical obstacles in his pursuit of "Bongo," a mischievous gorilla.

The game features simulated threedimensional graphics for four tropical scenes, as well as an eight-way joystick and a "jump" button.

The game starts with Bongo setting fire to the hunter's tent! The hunter than seeks to return the favor, and the chase begins.

The first stage finds a smiling Bongo at the top of Monkey Mountain, taunting the hunter and throwing rocks at him. The hunter seeks to climb the mountain, encountering a number of difficulties along the way. If he makes it to the top, Bongo stops smiling and runs off into the jungle.

Next, the hunter must pursue Bongo by negotiating a way across Snake Lake, which is filled with all kinds of creatures. If the hunter can make it to a hippo that will carry him to the shore, then Bongo once again runs away.

On the third level, the hunter must cross the Lazy Lagoon past Rhino Ridge (which is guarded by a herd of charging rhinos). He must dodge or somehow get around the rhinos before reaching the end level and the final approach to Bongo's hideout.

The last level finds Bongo loafing about his hideout at the other end of Lazy Lagoon, not suspecting that the hunter is near. The hunter must move from a lily pad to the back of another swimming hippo, walk on a school of ferocious fish to reach the shore and a final encounter with more charging rhinos. Once past these last obstacles, the hunter can sneak up on Bongo and get his final revenge.

Congo Bongo is a one-player/two-player game, available in both upright and table versions. For more information, contact an authorized Sega dealer.

Shooting Gallery

Stern Electronics, Inc. announced the commencement of production of "Mazer Blazer," a fast-action video game for one or two players that combines the old fashioned fun of a shooting gallery and state-of-the-art video technology. The play theme involves cosmic attackers from outer space attempting to return to their ship. To succeed they must avoid constant fire from a two-handled electronic laser with gunsight and dual destroy buttons. The invaders attack in waves, and upon completion of each wave a bonus round is awarded. Players can advance through a total of 12 racks, which become increasingly difficult as play progresses.

Mazer Blazer is encased in an outstanding cabinet combining bold colors and lit panels to distinguish its unique style and employs high tech design using an innovative 30-inch playing display.

Operator features include a pull-out drawer for easy service accessibility. The game's system displays such timesaving data as automatic bookkeeping and amount of total plays.

The new model is available through factory distributors, and further information may be obtained by contacting Stern Electronics, Inc., 700 Chase Ave., Elk Grove Village, III. 60007.





Edrick Haggans

Data East Appoints Marketing Manager

CHICAGO — Robert E. Lloyd, executive vice president and general manager of Data East USA, announced the appointment of Edrick L. Haggans as marketing manager of the Santa Clara, Calif.-based firm, which produces interchangeable coin operated video games.

In commenting on the new appointment, Lloyd said, "The sharp upturn in demand for Data East's exclusive Deco Cassette Interchangeable Game Systems, the anticipated demand for our new Multi Conversion Kits, coupled with the large volume of new games being introduced by Data East-Japan, has necessitated the addition of a full time staff marketing professional."

Haggans comes to Data East with a strong background in marketing and product promotion in the semiconductor equipment and communications industries. As Lloyd pointed out, Haggans' skills will be utilized in game testing, market research, product planning, advertising and company PR.

Lloyd further advised that Data East is looking for two regional product managers to work with distributors and operators in keeping with the company's expanding product mix and the strong demand for the firm's new cost-saving Multi Conversion Kits.

AGMA Names Bistline Communications Head

CHICAGO — The Amusement Game Manufacturers Assn. (AGMA) announced the appointment of Susan Bistline as director of communications. Prior to joining AGMA, Bistline was with the Building Service Contractors Assn.

Bistline has extensive copyright, government relations and communications experience and, for five years, was president of Bistline Assoc., a Washington D.C. consulting firm.

She is a native of Texas, is married and has two children. She resides in Alexandria, Va., which is where AGMA maintains its headquarters office.

AGMA is composed of manufacturers of electronic video games, jukeboxes, pinball machines and pool tables. The association's office is located at 205 The Strand, Suite 3, Alexandria, Va. 22314.

CALENDAR

April 30-May 1: Pennsylvania Amusement & Music Machine Assn.; state convention; Greater Pittsburgh Merchandise Mart/Expo Center; Monroeville.

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

Keamesha Lake, N.Y.
June 9-11: Illinois Coin Machine Operators
Assn.; state convention; Holidome;
Springfield.

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

PINBALL MACHINES

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

GAME PLAN

Coney Island (3/80) Super Nova (4/80) Lizard (6/80)

GOTTLIEB

Fgrce II (1/81) Pink Panther (3/81) Mars (6/81) Volcano (8/81) Black Hole (10/81) Haunted House (2/82) Devil's Dare (4/82) Caveman Pin/Video (5/82) Rocky (8/82)
Spirit (9/82)
Punk (11/82)
Q*bert's Quest (2/83)
Super Orbit (4/83)

STERN Nine Ball (1/81) Free Fall (2/81) Lightning (4/81) Split Second (7/81) Catacomb (9/81) Viper (11/81) Orbitor I (4/82)

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

VIDEO GAMES (upright)

AMSTAR

Laser Base (7/81)

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

BALLY/MIDWAY

Deluxe Space Invaders (1/80) Galaxian (4/80) Extra Bases (5/80) Extra Bases (5/80)
Space Encounters (8/80)
Space Encounters Mini-Myte (9/80)
Space Zap (10/80)
Space Zap Mini-Myte (10/80)
Pac-Man (11/80)
Pac-Man Mini-Myte (11/80)
Pac-Man (1/81) Pac-Man Mini-Myte (11/80)
Rally-X (2/81)
Rally-X Mini-Myte (2/81)
Gorf (4/81)
Gorf Mini-Myte (4/81)
Wizard of Wor (6/81)
Wizard of Wor Mini-Myte (6/81)
Omega Race (8/81)
Omega Race Mini-Myte (8/81)
Omega Race Mini-Myte (8/81)
Galaga (11/81)
Galaga Mini-Myte (11/81)
Kick-Man (1/82)
Kick-Man Mini-Myte (1/82)

MANUFACTURERS EQUIPMENT

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

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 (8/82)
Solar Fox (8/82)
Solar Fox (8/82)
Blueprint (11/82)
Blueprint (11/82)
Blueprint Mini-Myte (11/82)
Super Pac-Man (11/82)
Burger Time (11/82)
Domino Man (12/82)
Baby Pac-Man, pin/vid (12/82) Baby Pac-Man, pin/vid (12/82) Bump 'N' Jump (2/83) Journey (4/83)

CENTURI

CENTURI
Phoenix (1/81)
Route 16 (4/81)
Route 16 Elite (4/81)
Pleiades (7/81)
Vanguard (9/81)
Challenger (11/81)
The Pit (3/82)
Loco-Motion (3/82) D-Day (3/82) Tunnel Hunt (7/82) Swimmer (10/82) Time Pilot (12/82) Gyruss (5/83)

CINEMATRONICS

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

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

DYNAMO Lil Hustler (12/81)

EXIDY

Spectar (1/81)

Venture (5/51)

Mousetrap (12/81)

Victory (2/82)

Pepper II (6/82)

Whirly Bucket non-video game (11/82)

Hardhat (12/82)

GAME PLAN

Intruder (2/81) Tank Battalion (3/81) Killer Comet (4/81) idegatack (9/81) King And Balloon (10/81) Enigma II (10/81) Kaos (11/81)

GAMETECNIKS

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

GOTTLIEB

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

INTREPID MARKETING

NAMCO AMERICA

Sweet Licks (4/82)

NINTENDO

Beezer (1/83)

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

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

SEGA/GREMLIN

Astro Blaster (3/81)
Pulsar (4/81)
Space Odyssey (7/81)
Space Fury (7/81)
Frogger (9/81)
Eliminator (12/81)

Turbo 1/82) 005 (1/82) Eliminator 4-player (2/82) Zaxxon (4/82) Turbo Mini-Upright (5/82) Zektor (8/82) Subroc 3-D (8/82) Pengo (10/82) Tac/Scan (10/82)

Buck Rogers (12/82) Super Zaxxon (12/82) Monster Bash (12/82) Star Trek (2/83) Star Trek, cockpit (2/83)

SIGMA

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

STERN

Berzerk (1/81) The End (3/81) The End (3/81) Scramble (4/81) Super Cobra (7/81) Moon War (10/81) Turtles (11/81) Strategy X (11/81) Jungler (2/82) Frenzy (5/82) Tazz-mania (5/82) Tutankham (7/82) Dark Planet (11/82) Lost Tomb (2/83) Bagman (2/83) Bagman (2/83)

TAITO AMERICA

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

THOMAS AUTOMATICS

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

UNIVERSAL USA

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

U.S. BILLIARDS

Quasar (4/81)

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

COCKTAIL TABLES

AMSTAR Phoenix

ATARI

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

BALLY/MIDWAY

Rally-X (2/81) Gorf (4/81) Wizard of Wor (6/81) Omega Race (8/81)

Galaga (11/81) Kick-Man (1/82) Ms. Pac-Man (2/82) Bosconian (2/82) Tron (8/82) Solar Fox (8/82) Blueprint (11/82)

CENTURI

Route 16 (4/81) Pleiades (7/81) Swimmer (10/82)

ELCON

Diversions booth size (9/81)

GAME PLAN Shark Attack (5/81)

GAMETECNIKS

GDI

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

GOTTLIEB New York, New York (3/81)

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

STERN

The End (1/81) 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

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

PHONOGRAPHS

Centuri 2001
Lowen-NSM Consul Classic
Lowen-NSM Prestige ES-2
Lowen-NSM Festival
Lowen-NSM 250-1
Rock-Ola Grand Salon II Console (9/80)
Rock-Ola 484 (11/80)
Rock-Ola 481 Max 2 (1/81)
Rock-Ola Deluxe (10/82)
Rock-Ola 488 (10/82)
Rock-Ola 476, furniture model
Rowe R-85 (10/80)

Hock-Ola 4/6, furniture model Rowe R-85 (10/80) Rowe Jewel Rowe R-87 (10-82) Seeburg Phoenix (12/80) Stern/Seeburg DaVinci (7/81) Stern/Seeburg VMC (11/81) VMI Startime Video Jukebox Wurlitzer Cabarina

Wurlitzer Tarock Wurlitzer Atlanta Wurlitzer Silhouette

POOL & FOOSBALL

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

CONVERSION KITS

(including interchangeable games & enhancement kits)
Bally Midway, Pac-Man Plus (12/82)
Cinematronics, Brix (1/83)
Intrepid Marketing, Encore Retro-Kit Intrepid Marketing, Encore R (1/83)
Data East, Burger Time
Data East, Bump 'N' Jump (2/83)
Rock-Ola, Levers (3/83)
Sega, Tac/Scan (9/82)
Sega, Monster Bash (11/82)
Sega, Super Zaxxon (1/83)
Stern, Lost Tomb (2/83)
Universal, Lady Bug
Universal, Mr. Do

CLASSIFIEDS

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

Classified Ads Close WEDNESDAY

COIN MACHINES

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

FOR SALE: Liberator \$1875. Super Pac Man \$1945, Burgertime \$1495, Galaga \$1795, Joust \$1675, Jungle King \$1395. Front Line \$1875, Popeye (Write or call), Donkey Kong \$1495, Donkey Kong, Jr. \$1450, Subroc 3D \$1975, Carousel Merry-Go-Round (Brand new) \$2250, 2-Player Marksman Gun \$1495. Call or write New Orleans Novelty Co., 3030 No. Arnoult Rd., Metairle, LA 70002. Tele: (504) 888-3500.

FOR SALE: Stock Markets, Ticker Tapes, and Hi Flyers. We also carry a complete line of Bingos and Uprights. We are also Distributors for Amsters Hold and Draw poker games. Antique slots for legal areas. Call Wassick Dist

WANT — Seeburgh LS2 and up. For sale — Bally Dixielands new 6 card bingo \$1,995. Bally six card bingos used Stockmarket, Tickertape Bali, Wallstreet, Blue Chip, Nashville, hillyer, video games, popeye, pole position, etc. Hi lo double up pokers brand new \$1,595, golden Mini Pokers \$1,292. Corona winner circle 6 player horse game \$2,995. Bally slot machine (used for export), contact Hillside Gaming Corporation, 1422 North Broad Street, Hillside, New Jersey 07205. Tele — (201) 926-0700.

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

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

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

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ACE LOCKS KEYED ALIKE: Send locks and the key you want them mastered to: \$1.35 each, 10% D/C in lots of 100 or more, RANDEL LOCK SERVICE, 61 Rockaway Ave., Valley Stream, N.Y. 11580. (516) 825-6216. Our 49th year in vending.

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PREVIEW DAY — New-Way Sales Co. of Toronto recently hosted its first major new product preview (for "operators only") focusing on Atari, Inc. equipment. The event was held at a noted Toronto hotel, where more than 100 operators gathered for luncheon and an informative film presentation, narrated by Atari's Sue Elliott and Mariann Layne, who came in from the factory's California headquarters to participate in the festivities. Among the Atari games spotlighted at the showing were "Xevious," "Food Fight," "Black Widow" and "Pole Position," which were enthusiastically received, according to New-Way president Jerry Janda, Jr. Pictured are (I-r): New-Way's Paul Janda; Atari's Layne and Elliott; and New-Way prexy Janda.

NAMA Opposes Bill On Cig Health Warning Tags

CHICAGO — A statement opposing H.R. 1824, a Congressional bill that would require a rotating, three-times-a-year health warning label on cigarette vending machines, has been filed by the National Automatic Merchandising Assn. (NAMA) with the U.S. House Subcommittee on Health and Environment.

The legislation, introduced by Rep. Henry A. Waxman of California, would change the present health warning requirement on cigarette packages and in advertisements and would transfer regulatory authority from the Federal Trade Commission to the Depart-

CASHBOX

The Weekly Trade Journal.

ment of Health and Human Services, according to Richard W. Funk, NAMA director of government affairs.

"The proposal would require that warning labels be changed three times a year on some 800,000 cigarette vending machines and would result in substantial labor and material costs to vending companies," Funk stated.

The NAMA statement points out that the present health notice requirement is well known to the public and that H.R. 1824 is not likely to increase that awareness.

"The cost to the industry would be better spent in scientific research leading to definite conclusions about the impact of cigarette smoking on health," NAMA told the committee. NAMA added that the proposed new procedure would lessen the efficiency "of bringing the warning to the public."

"There remains much to be done to establish scientific cause and effect relationships between smoking and various diseases and other deleterious physiological effects," NAMA told the committee

Operators desiring further information may contact the NAMA headquarters office at 7 S. Dearborn St., Chicago, Ill. 60603. The telephone number is (312) 346-0370.

Bally Midwest Names Murnane, Pellegrini

CHICAGO — Charles H. Farmer, president of Bally Distributing Corp., announced the appointment of John F. Murnane to the position of executive vice president of Bally Midwest, a division of Bally Distributing Corp., headquartered in Chicago. Murnane will have responsibility for the overall management of the six Midwest offices, including Central Ohio Sales and International. He was previously vice president of operations and director of vending sales.

Prior to joining Bally, Murnane was region sales manager at Rowe International and national sales manager with MMI. An honorably discharged veteran of the U.S. Miltary, he attended Loyola University in his native Chicago, and presently resides in a suburb of that city with his wife and family.

Farmer also announced the appointment of Ed Pellegrini to vice president of sales for the Chicago Division. He previously held the position of sales manager. His new responsibilities include purchasing for all Bally Midwest offices.

Pellegrini holds a degree from the University of Western Illinois. He is single and resides in the northwest suburbs of Chicago.

Mesquite Court Rules In Favor Of Aladdin's Castle

CHICAGO — Bally Manufacturing Corp. announced last week that the United States Court of Appeals for the Fifth Circuit on March 31, rendered an opinion in the case of Aladdin's Castle, Inc. versus the City of Mesquite. The Court held that an ordinance of the City of Mesquite, Texas, prohibiting persons under the age of 17 from playing coin-operated games unless accompanied by a parent or legal guardian was invalid.

The decision is the most recent holding in extended litigation that began in 1977 when Bally's Aladdin's Castle, a Bally subsidiary, challenged the ordinance that had been passed in response to the attempt by Aladdin's to open a video game center in the city. In 1980 the Fifth Circuit originally held that the ordinance was invalid, citing both Federal and State law as the basis for its decision, and the city subsequently appealed to the United States Supreme Court. The Supreme Court in February of 1982 remanded the case back to the Fifth Circuit for clarification of that court's holding on State law. The Fifth Circuit has now decided that the ordinance is invalid.



Business Builders Offers New Programmable Sign

CHICAGO — A large, new electronic programmable sign with moving words in a 29-inch bright LED display for added visual effect, is currently available from Business Builders of Cupertino, Calif. The standard large 2-inch characters can be easily seen from 90 feet away, and there is also a double size letter option for further emphasis, which can be seen from 150 feet away. The introductory price on the unit is \$595, "which is less than half of the price of some comparable units on the market," according to company president Carol Kantor. The special price offer will apply through May 31.

Depending upon the requirements of the location or facility that would utilize the sign, there are a number of features for adding impact to the message. For instance, in addition to moving across the display at various speeds, the words can flash, scroll, jump, open in any direction or cover previous messages. The variety of action on the display can make the message entertaining as well as informative.

A full range of upper and lower case characters are included for both standard and "FAT" sizes; and there are about 100 preprogrammed special graphics in memory such as a star, a heart, a phone, a key, etc. to allow "more fun ways to display a message," Kantor noted.

Other features include a large memory of 1,792 characters, which is about 285 words to accommodate any message, and a special built-in rechargeable battery that can hold the message up to 30 days with the power off. The keyboard is stored in a special slot on the bottom of the sleek wood grain cabinet, and all special function keys are clearly defined so that programming can be easily learned.

Further information may be obtained by contacting Business Builders, 10381 S. De Anza Blvd., Suite 209, Cupertino, Calif. 95014

Carol Kantor is pictured in the accompanying photo, demonstrating the two electronic programmable signs that are now available from her company.

HE JUKEBOX PROGRAN

indicates new entry

April 30, 1983

POP

1 COME ON EILEEN
DEXYS MIDNIGHT RUNNERS (Mercury/PolyGram 76189)

2 MR. ROBOTO STYX (A&M 2525)

3 BEAT IT

MICHAEL JACKSON (Epic 34-03759)

4 JEOPARDY

GREG KIHN BAND (Beserkley/Elektra 7-29848)

5 DER KOMMISSAR

6 LET'S DANCE

AFTER THE FIRE (Epic 34-03559)

7 ONE ON ONE

DAVID BOWIE (EMI America B-8158)

DARYL HALL & JOHN OATES (RCA PB-13421)

8 SEPARATE WAYS (WORLDS APART)
JOURNEY (Columbia 38-03513)

9 EVEN NOW

BOB SEGER (Capitol B-5213)

10 TWILIGHT ZONE

GOLDEN EARRING (21/PolyGram T1103)

FRIDA (Atlantic 7-89984)

11 LITTLE RED CORVETTE PRINCE (Warner Bros. 7-29746)

12 SHE BLINDED ME WITH SCIENCE
THOMAS DOLBY (Capitol B-5204)

13 I KNOW THERE'S SOMETHING GOING ON

14 BILLIE JEAN

MICHAEL JACKSON (Epic 34-03509)

15 I WON'T HOLD YOU BACK TOTO (Columbia 38-03597)

16 HUNGRY LIKE THE WOLF

DURAN DURAN (Capitol B-5185) 17 PHOTOGRAPH

DEF LEPPARD (Mercury/PolyGram 811 215-7)

18 OVERKILL

MEN AT WORK (Columbia AE7-1633)

19 RIO

DURAN DURAN (Capitol B-5215)

20 SOLITAIRE

LAURA BRANIGAN (Atlantic 7-89868)

21 CHANGE OF HEART

TOM PETTY AND THE HEARTBREAKERS
(Backstreet/MCA BSR-52181)

22 WE'VE GOT TONIGHT

KENNY ROGERS AND SHEENA EASTON (Liberty B-1492)

23 YOU ARE

LIONEL RICHIE (Motown 1657MF) 24 AFFAIR OF THE HEART
RICK SPRINGFIELD (RCA PB-13497)

25 IT MIGHT BE YOU (THEME FROM

'TOOTSIE")

STEPHEN BISHOP (Warner Bros. 7-29792) 26 FLASHDANCE . . . WHAT A FEELING*

IRENE CARA (Casablanca/PolyGram 811 440-7)

27 I'VE GOT A ROCK 'N ROLL HEART ERIC CLAPTON (Warner Bros. 7-29790)

28 DO YOU REALLY WANT TO HURT ME CULTURE CLUB (Epic 34-03368)

29 MY LOVE*

DATE_

USA

LIONEL RICHIE (Motown 1677)

30 WELCOME TO HEARTLIGHT
KENNY LOGGINS (Columbia 38-03555)

COUNTRY

YOU'RE THE FIRST TIME I'VE THOUGHT **ABOUT LEAVING**

REBA McENTIRE (Mercury/PolyGram 810-338-7)

2 JOSE CUERVO

SHELLY WEST (Warner/Viva 7-29778)

3 LUCILLE

WAYLON (RCA PB-13465)

WHATEVER HAPPENED TO OLD-

FASHIONED LOVE
B.J. THOMAS (Cleveland International/Epic 38-03492)

5 COMMON MAN

JOHN CONLEE (MCA-52178)

6 TOUCH ME

TOM JONES (Mercury/PolyGram 810 445-7)

7 AMARILLO BY MORNING
GEORGE STRAIT (MCA-52162)

8 IF YOU'RE GONNA DO ME WRONG
VERN GOSDIN (Compleat CP-102)

9 MORE AND MORE

CHARLEY PRIDE (RCA PB-13451)

10 SAVE ME

LOUISE MANDRELL (RCA PB-13450)

11 I'M MOVIN' ON

EMMYLOU HARRIS (Warner Bros. 7-29729)

12 OUR LOVE IS CN THE FAULTLINE CRYSTAL GAYLE (Warner Bros. 7-29719)

13 DIXIELAND DELIGHT

ALABAMA (RCA PB-13446)

YOU'RE OUT DOING WHAT I'M HERE DO-

ING WITHOUT

GENE WATSON (MCA-52191)

LEON EVERETTE (RCA PB-13466)

16 THE RIDE*

15 MY LADY LOVES ME

DAVID ALLAN COE (Columbia 38-03778) 17 YOU CAN'T RUN FROM LOVE

EDDIE RABBITT (Warner Bros. 7-29712)

18 YOU TAKE ME FOR GRANTED

MERLE HAGGARD (Epic 34-03723) 19 IT HASN'T HAPPENED YET

ROSANNE CASH (Columbia 38-03705)

20 STRANGER IN MY HOUSE*

RONNIE MILSAP (RCA PB-13470) 21 YOU DON'T KNOW LOVE

22 PERSONALLY

JANIE FRICKE (Columbia 38-03498) RONNIE McDOWELL (Epic 34-03526)

23 LITTLE OLD-FASHIONED KARMA*
WILLIE NELSON (Columbia 38-03674)

24 AMERICAN MADE

OAK RIDGE BOYS (MCA-52179)

25 WE'VE GOT TONIGHT

ROGERS AND SHEENA EASTON (Liberty B-1492)

26 SWINGIN'

JOHN ANDERSON (Warner Bros. 7-29788)

27 SOUNDS LIKE LOVE

JOHNNY LEE (Elektra/Asylum 7-69848)

28 GONNA GO HUNTIN' TONIGHT
HANK WILLIAMS, JR. (Elektra/Curb 7-69846)

29 DOWN ON THE CORNER

JERRY REED (RCA PB-13422)

BLACK CONTEMPORARY

1 TONIGHT

3 MORNIN'

WHISPERS (Solar/Elektra 7-69842)

2 ATOMIC DOG

GEORGE CLINTON (Capitol B-5201)

JARREAU (Warner Bros. 7-29720). 4 YOU ARE IN MY SYSTEM
THE SYSTEM (Mirage/Atco WTG 799937)

5 LITTLE RED CORVETTE PRINCE (Warner Bros. 7-29746)

6 BILLIE JEAN

7 ON THE ONE FOR FUN

MICHAEL JACKSON (Epic 34-03509) DAZZ BAND (Motown 1659MF)

8 TRY AGAIN

CHAMPAIGN (Columbia 38-03563)

9 LOVE ON MY MIND TONIGHT

TEMPTATIONS (Gordy/Motown 1666)

10 BEAT IT

MICHAEL JACKSON (Epic 34-03759)

11 BOTTOM'S UP

THE CHI-LITES (LARC LR81015) 12 I JUST GOTTA HAVE YOU (LOVER TURN

ME ON) KASHIF (Arista AS 1042)

14 ONE ON ONE

13 MS. GOT-THE-BODY

CON FUNK SHUN (Mercury/PolyGram 76198)

DARYL HALL & JOHN OATES (RCA PB-13421)

15 SAVE THE OVERTIME (FOR ME)
GLADYS KNIGHT & THE PIPS (Columbia 38-03761)

17 NEVER SAY I DO

18 TOO TOUGH

16 I LIKE IT

CLIFF DAWSON & RENEE DIGGS (Boardwalk NB-12-173-1)

DeBARGE (Motown 1645)

(Atlantic 7-89876)

ANGELA BOFILL (Arista AS 1031)

19 THE GIRL IS FINE (SO FINE)
FATBACK (Spring/PolyGram SP 3030) 20 NOBODY CAN BE YOU STEVE ARRINGTON'S HALL OF FAME

21 BETWEEN THE SHEETS

THE ISLEY BROTHERS (T-Neck/CBS ZS4 03797)

22 MY LOVE

LIONEL RICHIE (Motown 1677)

23 YOU ARE LIONEL RICHIE (Motown 1657MF)

24 SHE TALKS TO ME WITH HER BODY BAR-KAYS (Mercury/PolyGram 810 435-7)

25 TRY MY LOVING (GIMME JUST ENOUGH)

KIDDO (A&M 2529)

26 CANDY GIRL* 27 RAID*

NEW EDITION (Streetwise SWRL2208) LAKESIDE (Solar/Elektra 7-69836)

28 SIDE BY SIDE* 29 SHE'S OLDER NOW

30 WE'VE GOT THE JUICE*

EARTH, WIND & FIRE (Columbia 38-03814) BETTY WRIGHT (Epic 34-03523)

ATTITUDE (RFC/Atlantic 7-89879)

30 WHEN I'M AWAY FROM YOU
THE BELLAMY BROTHERS (Elektra/Curb 7-69850)

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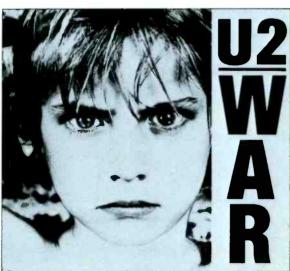
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- 4/28 Rochester, NY—Rochester Institute of Technology
- Delhi, NY-SUNY 4/29
- Providence, RI-Brown University 4/30
- 5/1 Stony Brook, NY
- Pittsburgh, PA—Fulton Theater 5/3
- Boston, MA-Orpheum Theater 5/5-6
- 5/7 Albany, NY-SUNY
- Hartford, CT—Trinity College (closed to public) 5/8

- New Haven, CT-Yale University
- 5/11 New York City, NY—Palladium
- 5/12 Passaic, NJ-Capitol Theater
- Philadelphia, PA—Tower Theater 5/13-14
 - 5/16 Buffalo, NY-Shea's
 - 5/17 Toronto, Canada—Massey Hall
 - Cleveland, CH-Music Hall
 - 5/19
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