

CASHBOX

APRIL 29, 1982



NEW FACES TO WATCH
INXS, Nona Hendryx



George Clinton

RICK SPRINGFIELD

Living in Oz
LPAFL1-4660
Cassette AFK1-4660

RCA
Records and Cassettes

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 FMQB Album Report Hard Choice
- Album Network Best New Music Pick
- FMQB #2 Most Added
- Album Network #2 Most added

TOUR ITINERARY

JUNE 15 Sioux Falls, South Dakota
16 Omaha, Nebraska
17 Cedar Rapids, Michigan
18 Indianapolis, Indiana
20/21 Detroit, Michigan
22/23 Toronto, Canada
25 Saratoga, New York
26 New York, N.Y.
27/28 Washington, D.C.
30 Pittsburgh, Pennsylvania

JULY 1 Fort Wayne, Indiana
2 Rockford, Illinois
3 Milwaukee, Wisconsin
5 Springfield, Illinois
6 Chicago, Illinois
7 Evansville, Indiana
8 Cincinnati, Ohio
9 Columbus, Ohio
10 Kalamazoo, Michigan
14 Philadelphia, Pennsylvania
15 New Haven, Connecticut
16 Providence, Rhode Island
17 Allentown, Pennsylvania
19 Buffalo, New York
20/21 Cleveland, Ohio

22 Charleston, West Virginia
23 Norfolk, West Virginia
24 Columbus, South Carolina
26 Atlanta, Georgia
27 Charlotte, North Carolina
28 Chattanooga, Tennessee
29 Memphis, Tennessee
30 Nashville, Tennessee
31 Birmingham, Alabama

AUG. 2 Biloxi, Mississippi
3 Albany, Georgia
4 Tampa, Florida
5 Jacksonville, Florida
6 Orlando, Florida
7 West Palm Beach, Florida
11 St. Louis, Missouri
12 Louisville, Kentucky
13 Peoria, Illinois
14 Minneapolis, Minnesota
16 Madison, Wisconsin
17 La Cross, Wisconsin
19/20 Kansas City, Kansas
21 Tulsa, Oklahoma
23 New Orleans, Louisiana
25 Lake Charles, Louisiana
26 Houston, Texas

27 Austin, Texas
28 Dallas, Texas
30 Odessa, Texas
31 Amarillo, Texas

SEPT. 1/2 Denver, Colorado
3 Albuquerque, New Mexico
4 Tucson, Arizona
6-11 Los Angeles, California
13 Irvine, California
14 San Diego, California
23 Santa Barbara, California
24 Fresno, California
25 Concord, California
30 Vancouver, B.C.

OCT. 1 Seattle, Washington
2 Portland, Oregon
4 Spokane, Washington
6 Anchorage, Alaska
10-18 Japan
20 Hong Kong
22 Thailand
24 Philippines
28 Open

NOV. 6 Australia
11 Honolulu
13 Maui, Hawaii

All Dates Are Subject To Change

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

CASH BOX

THE INTERNATIONAL MUSIC / COIN MACHINE / HOME ENTERTAINMENT WEEKLY

VOLUME XLIV — NUMBER 48 — April 30, 1983

CASH BOX

GEORGE ALBERT

President and Publisher

MARK ALBERT

Vice President and General Manager

J.B. CARMICHAEL

Vice President and General Manager, East Coast

JIM SHARP

Vice President, Nashville

RICHARD IMAMURA

Managing Editor

East Coast Editorial

FRED GOODMAN, Bureau Chief

JIM BESSMAN

HARRY WEINGER

West Coast Editorial

MICHAEL GLYNN, Audio/Video Editor

MICHAEL MARTINEZ, Marketing Editor

JEFFREY HESSNER

Research

KEN KIRKWOOD, Manager

BILL FEASTER

MIKE PLACHETKA

HARALD TAUBENREUTHER

GREGORY D. LESCHISHIN

KEITH ALBERT

Nashville Editorial/Research

JUANITA BUTLER

TOM ROLAND

ANITA WILSON

Art Director

LARRY GRAYCRAFT

Circulation

THERESA TORTOSA, Manager

PUBLICATION OFFICES

NEW YORK

1775 Broadway, New York NY 10019

Phone: (212) 566-2640

Circle Address: Cash Box NY

Telex: 666123

HOLLYWOOD

6363 Sunset Blvd. (Suite 930)

Hollywood CA 90028

Phone: (213) 464-8241

NASHVILLE

21 Music Circle East, Nashville TN 37203

Phone: (615) 244-2888

CHICAGO

CAMILLE COMPASIO, Coin Machine, Mgr.

1442 S. 81st Ave., Cicero IL 60650

Phone: (312) 853-7440

WASHINGTON, D.C.

EARL B. ABRAMS

3518 N. Utah St.

Arlington VA 22207

Phone: (703) 243-5864

MIGUEL SMIRNOFF

Director of South American Operations

ARGENTINA — MIGUEL SMIRNOFF

Lavalle 1569, Piso 4, Of. 405

1048 Buenos Aires, Argentina

Phone: 45-6948

AUSTRALIA — ALLAN WEBSTER

3/57 Dickens St.

Elwood Vic 3184, Australia

BRAZIL — CHRISTOPHER PICKARD

Av. Borges de Medeiros, 2475

Apt. 603, Lagoa

Rio de Janeiro, Brasil

Phone: 294-8197

CANADA — KIRK LaPOINTE

420 Gloucester Street, #107

Ottawa, Ontario, Canada, K1E 7T7

Phone: (613) 235-7743

GERMANY — GERHARD AUGUSTIN

Oettingenstrasse 66

8 Munich 22

Phone: 089-221383

Telex: 5-29378

ITALY — MARIO DE LUIGI

"Musica e Discchi" Via Giannone 2

20154 Milan, Italy

Phone: (02) 389-059/369-036

JAPAN — Adv. Mgr., SACHIO SAITO

Editorial Mgr., KOZO OTSUKA

3rd Floor of Chuo-Tatemono bldg.

2-chome, 1-1, Shinbasni, Minato-ku,

Tokyo Japan, 105

Phone: 504-1651

NETHERLANDS — CONSTANT MEIJERS

P.O. Box 1807

1200 BV Hilversum

Phone: 035-19841

SPAIN — ANGEL ALVAREZ

Lopez de Hoyos 178, 5 CD

Madrid — 2 Spain

Phone: 415 23 93

UNITED KINGDOM — NICK UNDERWOOD

Flat 6, 195 Sussex Gardens

London W2 England

Phone: 01-402-6779

SARA RANDELL

Phone: 01-402-9338

SUBSCRIPTION RATES \$125 per year anywhere in the U.S.A. Published weekly by CASH BOX (ISSN 0008-7289), 1775 Broadway, New York, N.Y. 10019. Printed in the U.S.A. Second class postage paid at New York, N.Y., and additional mailing offices. Copyright 1983 by the Cash Box Publishing Co., Inc. All rights reserved. Copyright under Universal Copyright Convention. POSTMASTER: Send form 3579 to CASH BOX, 1775 Broadway, New York, N.Y. 10019.

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.

CONTENTS

DEPARTMENTS

Black Contemporary	25
Classifieds	37
Country	20
Gospel	28
International	29
Jazz	13
Merchandising	16
Pro Audio	14
Radio	18
Video	15

FEATURES

Coast To Coast	11
Editorial	3
Executives On The Move	10
Faces To Watch	8

CHARTS

Top 100 Single	4
Top 200 Albums	31,32
Black Contemporary Albums	25
Black Contemporary Singles	26
Country Albums	21
Country Singles	22
Gospel Albums	28
International Albums, Singles	29
Jazz Albums	13
Jukebox Programmer	38
Rock Album Radio Report	19
Top 15 Midlines	16
Top 30 Videocassettes	15
Top 15 Video Games	16

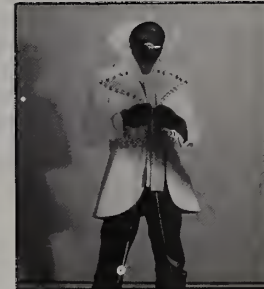
REVIEWS

Albums	6
Singles	8
Talent	12

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 Parliaments, 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 ONES



Reba McEntire

POP ALBUM

THRILLER
Michael Jackson
Epic

B/C ALBUM

THRILLER
Michael Jackson
Epic

COUNTRY ALBUM

THE CLOSER YOU GET
Alabama
RCA

GOSPEL

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

CASH BOX TOP 100 SINGLES

April 30, 1983

	Weeks On Chart		Weeks On Chart		Weeks On Chart
1 MR. ROBOTO	2	34 FAITHFULLY	44	67 TOO SHY	84
STYX (A&M 2525)	12	JOURNEY (Columbia 38-03840)	3	KAJAGOOGOO (EMI America B-8161)	2
2 COME ON EILEEN	1	35 WE'VE GOT TONIGHT	15	68 DOWN UNDER	48
DEXYS MIDNIGHT RUNNERS	15	KENNY ROGERS AND SHEENA EASTON	14	MEN AT WORK (Columbia 38-03354)	28
(Mercury/PolyGram 76189)		(Liberty B-1492)		69 I EAT CANNIBALS	75
3 BEAT IT	4	36 SEPARATE WAYS (WORLDS APART)	14	TOTAL COELO (Chrysell/CBS VS4 42669)	8
MICHAEL JACKSON (Epic 34-03759)	10	JOURNEY (Columbia 38-03513)	13	70 IF YOU WANNA GET BACK	60
4 BILLIE JEAN	3	37 TWILIGHT ZONE	16	YOUR LADY	8
MICHAEL JACKSON (Epic 34-03509)	15	GOLDEN EARRING (21/PolyGram T1103)	23	POINTER SISTERS (Planet/RCA YB-13430)	6
5 JEOPARDY	5	38 MINIMUM LOVE	38	71 SING ME AWAY	79
GREG KIHN BAND	14	MAC McANALLY (Geffen 7-29763)	9	NIGHT RANGER (Boardwalk 12-175-7)	3
(Beserkley/Elektra 7-69847)		39 SHE'S A BEAUTY	50	72 ESCALATOR OF LIFE	52
8 DER KOMMISSAR	7	THE TUBES (Capitol B-5217)	4	ROBERT HAZARD (RCA PB-13449)	8
AFTER THE FIRE (Epic 34-03559)	12	40 SOME KIND OF FRIEND	31	73 ELECTRIC AVENUE	83
7 ONE ON ONE	6	BARRY MANILOW (Arista AS 1046)	10	EDDY GRANT (Portrait/CBS 37-03793)	2
DARYL HALL & JOHN OATES	14	41 LOVE MY WAY	43	74 DO YOU WANNA HOLD ME?	82
(RCA PB-13421)	11	PSYCHEDELIC FURS (Columbia 38-03340)	9	BOW WOW WOW (RCA PB-13467)	2
8 LET'S DANCE	10	42 DON'T LET IT END	1	75 COOL PLACES	65
DAVID BOWIE (EMI America B-8158)	6	STYX (A&M 2543)	1	SPARKS AND JANE WIEDLIN	4
9 SHE BLINDED ME WITH SCIENCE	11	43 I COULDN'T SAY NO	49	76 YOU CAN'T RUN FROM LOVE	87
THOMAS DOLBY (Capitol B-5204)	11	ROBERT ELLIS ORRALL WITH CARLENE CARTER (RCA PB-13431)	6	EDDIE RABBITT (Werner Bros. 7-29712)	2
10 YOU ARE	9	44 I KNOW THERE'S SOMETHING GOING ON	23	77 ALL MY LIFE	1
LIONEL RICHIE (Motown 1657)	16	FRIDA (Atlantic 7-89984)	26	KENNY ROGERS (Liberty B-1495)	1
11 BACK ON THE CHAIN GANG	8	45 I LIKE IT	40	78 FRONT PAGE STORY	86
PRETENDERS (Sire 7-29840)	20	DeBARGE (Motown 1645)	13	NEIL DIAMOND (Columbia 38-03801)	2
12 DO YOU REALLY WANT TO HURT ME	12	46 TRY AGAIN	56	79 WHEN I'M WITH YOU	88
CULTURE CLUB (Epic 34-03368)	22	CHAMPAIGN (Columbia 38-03563)	5	SHERIFF (Capitol B-5199)	2
13 HUNGRY LIKE THE WOLF	13	47 I'VE GOT A ROCK 'N ROLL HEART	42	80 THE DEVIL MADE ME DO IT	89
DURAN DURAN (Capitol B-5195)	19	ERIC CLAPTON (Werner Bros. 7-29780)	14	GOLDEN EARRING (21/PolyGram T1 108)	2
14 LITTLE RED CORVETTE	18	48 POISON ARROW	41	81 THAT'S LOVE	90
PRINCE (Werner Bros. 7-29746)	10	ABC (Mercury/PolyGram 810 340-7)	14	JIM CAPALDI (Atlantic 7-89849)	2
15 EVEN NOW	17	49 NEVER GIVE UP	53	82 DER KOMMISSAR	74
BOB SEGER AND THE SILVER BULLET BAND (Capitol B-5213)	8	SAMMY HAGAR (Geffen 7-29716)	8	FALCO (A&M 2532)	5
16 OVERKILL	22	50 THE ONE THING	57	83 LOVE ON YOUR SIDE	1
MEN AT WORK (Columbia AE7-1633)	4	INXS (Atco 7-99905)	6	THOMPSON TWINS (Arista AS 1056)	1
17 I WON'T HOLD YOU BACK	20	51 TAKE THE SHORT WAY HOME	45	84 DON'T PAY THE FERRYMAN	1
TOTO (Columbia 38-03597)	8	DIONNE WARWICK (Arista AS 1040)	10	CHRIS De BURGH (A&M 2511)	1
18 SOLITAIRE	21	52 SMILING ISLAND	59	85 OUR HOUSE	1
LAURA BRANIGAN (Atlantic 7-89868)	7	ROBBIE PATTON (Atlantic 7-89955)	9	MADNESS (Geffen 7-29666)	1
19 IT MIGHT BE YOU (THEME FROM "TOOTSIE")	19	53 GIMME ALL YOUR LOVIN'	58	86 RICKY	1
STEPHEN BISHOP (Werner Bros. 7-29792)	14	ZZ TOP (Werner Bros. 7-29693)	5	"WEIRD AL" YANKOVIC (Rock 'n' Roll/CBS ZS4 03849)	1
20 FLASHDANCE... WHAT A FEELING	27	54 WIND BENEATH MY WINGS	54	87 SIDE BY SIDE	1
IRENE CARA (Casablanca/PolyGram 811 440-7)	5	LOU RAWLS (Epic 34-03758)	6	EARTH, WIND & FIRE (Columbia 38-03814)	1
21 RIO	24	55 MEXICAN RADIO	55	88 NO TIME FOR TALK	1
DURAN DURAN (Capitol B-5215)	8	WALL OF VOODOO (I.R.S./A&M 9912)	7	CHRISTOPHER CROSS (Werner Bros. 7-29662)	1
22 MY LOVE	25	56 EVERY HOME SHOULD HAVE ONE	51	89 BANG THE DRUM ALL DAY	1
LIONEL RICHIE (Motown 1677)	4	PATTI AUSTIN (Qwest/Warner Bros. 7-29727)	7	TODD RUNDGREN (Bearsville 7-29686)	1
23 PHOTOGRAPH	28	57 WIND HIM UP	82	90 CANDY GIRL	1
DEF LEPPARD (Mercury/PolyGram 811217-7)	7	SAGA (Portrait/CBS 37-03791)	5	NEW EDITION (Streetwise SWRL 2208)	1
24 TIME (CLOCK OF THE HEART)	39	58 FULL MOON FIRE	64	91 BABY, COME TO ME	47
CULTURE CLUB (Epic 34-03796)	3	WALTER EGAN (Backstreet/MCA BSR-52200)	4	(Qwest/Warner Bros. QWE 50038)	31
25 WELCOME TO HEARTLIGHT	26	59 LOVE'S GOT A LINE ON YOU	65	92 STRAY CAT STRUT	48
KENNY LOGGINS (Columbia 38-03555)	9	SCANDAL (Columbia 38-03615)	5	STRAY CATS (EMI America B-8122)	19
26 AFFAIR OF THE HEART	35	60 NEW YEAR'S DAY	67	93 YOU ARE IN MY SYSTEM	68
RICK SPRINGFIELD (RCA PB-13497)	3	U2 (Island/Atco IL 7-99915)	5	THE SYSTEM (Mirego/Atco WTG-7-99937)	9
27 STRAIGHT FROM THE HEART	34	61 FAMILY MAN	68	94 LIES	61
BRYAN ADAMS (A&M 2536)	8	DARYL HALL & JOHN OATES (RCA PB-13507)	1	THOMPSON TWINS (Arista AS 1024)	15
28 MORNIN'	32	62 WHY ME?	68	95 I MELT WITH YOU	80
JARREAU (Werner Bros. 7-29720)	7	PLANET P (Geffen 7-29705)	5	MODERN ENGLISH (Sire 7-29775)	6
29 WHIRLY GIRL	29	63 REAP THE WILD WIND	69	96 MAKE LOVE STAY	63
OXO (Geffen 7-29765)	11	ULTRAVOX (Chrysell/CBS VS4 42682)	8	DAN FOGELBERG (Full Moon/Epic 34-03525)	13
30 SWINGIN'	30	64 NEVER GONNA LET YOU GO	76	97 BREAKING US IN TWO	72
JOHN ANDERSON (Werner Bros. 7-29788)	9	SERGIO MENDES (A&M 2540)	3	JOE JACKSON (A&M 2510)	18
31 ALWAYS SOMETHING THERE TO REMIND ME	36	65 LOOKING FOR A STRANGER	78	98 OUTSTANDING	73
NAKED EYES (EMI America 8155)	8	PAT BENATAR (Chrysell/CBS VS4 42888)	2	THE GAP BAND (Total Experience/PolyGram TE 8205)	9
32 SO WRONG	33	66 ALL THIS LOVE	77	99 CHANGE OF HEART	70
PATRICK SIMMONS (Elektra 7-89839)	7	DeBARGE (Gordy/Motown 1860)	3	TOM PETTY AND THE HEARTBREAKERS (Backstreet/MCA BSR-5218)	10
33 STRANGER IN MY HOUSE	37			100 SEX (I'M A...)	92
RONNIE MILSAP (RCA PB-13470)	8			BERLIN (Geffen 7-29747)	9

ALPHABETIC TOP 100 SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

Affair Of The Heart (Vogue — BMI/Bibo — ASCAP)26	Front Page Story (Stonebridge/New Hidden Velley — ASCAP/Carole Bayer Sager — BMI)	78	Minimum Love (I've Got The Music — ASCAP/Song Tailors — BMI)	38	Sing Me Away (On The Boardwalk/Rough Play — BMI)	71
All My Life (Warner — BMI/WB Gold — ASCAP)	Full Moon (April/Seldak/Swell/Melody Deluxe — ASCAP)	58	Mr. Roboto (Styglan Songs Adm. by Almo — ASCAP)	1	Solitair (Younster Musikverlag/Gmbh — GEMA)	18
All This Love (Jobete — ASCAP)	Gimme All Your Lovin' (Hamstein — BMI)	53	Mornin' (Al Jarreau/Garden Reke/Foster Frees — BMI)	28	So Wrong (Soquel Song/C.T. Music/Irving)	32
Always Something (Intersong/Blue Sees/Jec — ASCAP)	I Like It (Jobete — ASCAP)	13	My Love (Brockman — ASCAP)	22	Some Kind Of Friend (Townesway/Angelo — BMI)	40
Baby, Come (Rodsongs — PRS/Admin. by Almo — ASCAP)	I Couldn't Say No (Twin Compulsions/M-Ocean/Warner Bros. — ASCAP)	43	Never Give Up (Itsall/Pogologo — BMI)	49	Smiling Islands (Red Snapper/Adele — ASCAP)	52
Back On The Chain (Al Gallco — BMI)	I Eat Cannibals (Virgin/Adm. by Chappel — ASCAP)69		Never Gonna (ATV/Mann & Well — BMI)	84	Straight From The Heart (Irving/Adams Communications — BMI)	27
Bang The Drum (Humanoid/Fiction — BMI)	I've Got A Rock 'N' Roll (WB/Warner-Temlerene/Diamond Mine/Face The Music — ASCAP/BMI) 47		New Year's Day (Island — BMI)	80	Stranger In My House (Lodge Hell — ASCAP)	33
Beat It (Mijac — BMI)	I Know There's (Russ Ballard Ltd./Island Ltd.)	44	No Time For Talk (Pop 'N' Roll — ASCAP)	88	Stray Cat Strut (Zomba Ent. — BMI)	92
Billie Jean (Mijac — BMI)	I Like It (Jobete — ASCAP)	45	One On One (Hot-Cha/Unichappell — BMI)	7	Swingin' (John Anderson/Lionel Delmore — BMI)	30
Breaking Us In Two (Albion Admin. by Almo — ASCAP)	I Melt With You (Beggars Banquet Ltd. — ASCAP) 95		Our House (Natty/WB — ASCAP)	85	Take The Short Way Home (Gibb Brothers/Unichappell — BMI)	51
Candy Girl (Boston — ASCAP/Streetsounds — BMI)90	I Won't Hold You Back (Rehtakul Veets — ASCAP) 17		Outstanding (Total Experience — BMI)	98	That's Love (Warner Bros. — ASCAP)	81
Change Of Heart (Gone Gator — ASCAP)	If You Wanna Get (ATV Corp. — BMI)	70	Overkill (April — ASCAP)	16	The Devil Made Me (Fever — ASCAP)	80
Come On Eileen (Colgems/EMI — ASCAP)	It Might (Gold Horizon—BMI/Golden Porch—ASCAP)	19	Photograph (Zomba Enterprises — BMI)	23	The One Thing (Browning — BMI)	50
Cool Places (Ron & Russell Mael — ASCAP)	Jeopardy (Rye Boy/Well Received — ASCAP)	5	Poison Arrow (Virgin/Chappell — ASCAP)	48	Time (Virgin — ASCAP/Admin. by Chappell)	24
Der Kommissar (Chappell — ASCAP)	Let's Dance (Jones — ASCAP)	8	Reap The Wild Wind (Mood/Hot Food/Jump Jet Songs/Shinn Sing Songs)	83	Too Shy (Tritec)	87
Don't Pay The (Rondor — BMI)	Lies (Point Ltd. — PRS)	94	Ricky (Chinnichap/Holy Moley/Eer Booker — BMI/Desilu — ASCAP)	86	Try Again (Walkin — BMI)	46
Do You Really Want (Virgin/Chappell — ASCAP)	Little Red Corvette (Controversy — ASCAP)	14	Side By Side (Sagglfire/Yougoulei/Wenkewe — ASCAP)	87	Twilight Zone (Fever — ASCAP)	37
Do You Wanna (Blackwood — BMI)	Looking For (Franne Golde/Rightsong — BMI/Mec's Million — ASCAP)	65			We've Got Tonight (Gear — ASCAP)	35
Don't Let It End (Styglan/Adm. by Almo — ASCAP)42	Love My Way (Blackwood — BMI)	41			Welcome To Heartlight (Milk Money — ASCAP)	25
Down Under (Blackwood — BMI)	Love On Your Side (Zomba Enterprises)	83			When I'm With You (Rock Hard — ASCAP)	79
Electric Avenue (Greenheart — ASCAP)	Love's Got (Just Friends — BMI/KJG — ASCAP)	59			Whirly Girl (Toy Band — BMI)	29
Escalator Of Life (Harold — ASCAP)	Make Love Stay (Hickory Grove — ASCAP)	96			Why Me? (Rockoko, GMBH — GEMA)	62
Even Now (Gear — ASCAP)	Mexican Radio (Big Talk — BMI)	55			Wind Beneath My Wings (Werner-Temlerene — BMI/WB — ASCAP)	54
Every Home Should (Blackwood — BMI)					Wind Him Up (Pocket — ASCAP)	57
Faithfully (Twist & Shout — ASCAP)					You Are (Brockman — ASCAP)	10
Family Man (Virgin/Adm. by Chappell/Josef Weinberger, PRS/TBP/Adm. by April — ASCAP)81					You Are In My (Science Lab/Green Ster — ASCAP) 93	
Flashdance (Chappell/Famous/GMPC/Cerub/Alcor — ASCAP)					You Can't Run (DebDavo/Brierpatch — BMI)	78

= Exceptionally heavy radio activity this week

= Exceptionally heavy sales activity this week



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 (l-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,

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 Massachusetts 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)

Atari 'Considering' Video Game Carts For Coleco System

by Jeffrey Ressler

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

(continued on page 18)

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 intensify 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 devastating 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 anti-trust 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 adage 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 America (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% 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

(continued on page 10)

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 distribute that label on the West Coast. A decision on a site is expected in the next few days.

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 antipodan 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

(continued on page 8)

ATTITUDE IS BREAKING ALL ACROSS AMERICA!!

"WHEN YOU'VE GOT THE ATTITUDE, YOU'VE GOT THE JUICE"

"WE'VE GOT THE JUICE"

RFC/ATLANTIC 7-89879

"THIS IS YOUR TIME"

The CHANGE ALBUM IS

E X P L O D I N G !

OUR STRENGTH IS OUR MUSIC.

23 CASH BOX

28 CASH BOX

RADIO IS JUICED—AREN'T YOU??



THE #1 SINGLE IN AMERICA IS
"MR. ROBOTO"
FROM THE PLATINUM ALBUM "KILROY WAS HERE"

STYX

K I L R O Y W A S H E R E

THANKS TO ALL OUR FRIENDS IN
RADIO, RETAIL AND THE MARKETING
TEAM AT A&M RECORDS.

DENNIS JOHN CHUCK JY TOMMY

STYX

MANAGEMENT IRVING AZOFF & FRONTLINE MANAGEMENT

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 "Boombtown."

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

In chanteur 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 Richie Zito to accentuate the lush 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 Sledge — Cotillion/Atlantic 90069-1 — Producer: George Duke — List: 8.98 — Bar Coded

The sexy, Philly-raised Sledge sisters — Kathy, Debbie, 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 ladies' 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 — Casablanca/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

(continued on page 9)

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 Shabooh" 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 belief 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 Farris. "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, 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.

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 Bisi 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 support 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 Rojas, 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."

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. Heron)

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 Believe 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 pop tunesmithing, 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-

(continued on page 9)

REVIEWS

ALBUMS

(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 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 six-minute-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 James-penned works 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 Long."

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 Rundgren — List: 8.98 — Bar Coded

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" (Phonetics), 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 idiosyncrasies, which he and producer Rundgren have effectively harnessed without diluting.



REVIEWS

SINGLES

(continued from page 8)

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 come-on 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 comeback 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, C. 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

(continued on page 10)

Time Productions/WAQT Productions

Present

SIXTH ANNUAL RHYTHM & BLUES AWARDS

May 3, 1983

Las Vegas

For ticket information & room reservations call
Toll Free

1-800-634-6441

213-461-9362

hosted by



IMPERIAL PALACE
LAS VEGAS-NEVADA

REVIEWS

SINGLES

(continued from page 9)

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 partiers.

NEW AND DEVELOPING

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

Newcomer

Gary Moore sets his sites on AOR with this debut single. Traversing the musical spectrum from the delicate to the brash, Moore proves himself the possessor 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. DeCarlo, D. Frashuer, P. Leka) (Producers: T. Swain, S. Jolley)

More girl-group 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."

Mankiewicz, 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 (l), 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

Hoffman

Burkheimer

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 Burkheimer 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.

Wildier Appointed At E/P/A — Jude Wildier 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.

Engells Named — Island Records has announced the appointment of Manny Engells 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.

Aria Names Bick — 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 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.

Elias 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.

Milam 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 lineup includes vocalist **Terry Slesser**, formerly of **Backstreet Crawler**. Producer for the project is **Kevin Beamish**. . . . Be on the lookout for **Rock & Rule**, an animated sci-fi flick 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 artists will include **Orleans**, **Bobby Bare**, **Sleepy LaBeef**, **Leon Russell**, **Jonathan Edwards**, **Vassar Clements** and **Matt "Guitar" Murphy**. . . . Providence, R.I. cowpokes **Rubber Rodeo** have a new 12-inch on Eat Records, "She Had To Go." . . . MCA will have the soundtrack to **Dan Aykroyd's Doctor Detroit** out by mid-May. The disc features **James Brown**, **Pattie Brooks** and **Devo**. Meanwhile, the film's producers celebrated its New York opening last weekend with a video party featuring the **Raybeats** and 21 Aykroyd lookalikes. . . . In town to promote his new LP "Steve Miller Band Live!" the



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 (l-r): producer **Bob Carter**; **Junior**; and engineer **Mark Barbiero**.

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

(continued on page 14)

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** sado-masochistic, 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 Gibraltar 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 **Nell Aspinall**, **Derek Taylor**, "Maglc 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 silence." "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

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 Gaines' 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 Gentlemen*, **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*

(continued on page 14)



NERVOUS TWITCH — In spite of the first impression, **Chrysalis** recording artist **Pat Benatar** (l) 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**.

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."

Although he doesn't like to think of it as work, Coleman has been practicing as an engineer, now producer/engineer, 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,



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

(continued on page 14)

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 first 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.

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 expected 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, WCI's joint cable venture with American Express, start up costs continued to impact on WCI.

Journey

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 elaborate 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.

"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

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

Modern English

PERKINS' PALACE, L.A. — Pasadena's excitement, Perkins' Palace, may be suffering from terminal frayed-at-the-edginess, 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 Ressler

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 Michelob-sponsored shows will run through December.

"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 beer-sponsored 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 medium-priced 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)

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 might 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

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, Inc.

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 14-page 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

(continued from page 12)

mission to use musical footage in a rockumentary. Although plans were discussed for a full-length feature film, a two-part 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 "entertainment-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 '83 spectacular.

"We really see ourselves as a marketing company," 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 (l) 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.

Appice/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 tomorrow."

Dates and venues for the national drum battle tour include: May 1, Dallas' Agora; May 2, Houston's Rockers; May 3, Shreveport's Steamboat Anlies; 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

(continued from page 5)

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 product.

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. We 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 ALBUMS

	Weeks On Chart	4/23	4/23	Weeks On Chart
1 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 COME GROVER WASHINGTON, JR. (Elektra 9 60215-1)	2	21		
5 DECEMBER GEORGE WINSTON (Windham Hill C-1025)	6	20		
6 TWO OF A KIND EARL KLUUGH/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		
10 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 MONTREUX, SWITZERLAND VARIOUS ARTISTS (Warner Bros. 9 23718-1)	16	27		
15 LOW RIDE EARL KLUUGH (Capitol ST-12253)	—	1		
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		
22 OFFRAMP PAT METHENY GROUP (ECM-1-1216)	13	50		
23 INCOGNITO SPYRO GYRA (MCA-5268)	21	29		
24 STEPS AHEAD (Musician/Elektra 9 60168-1)	—	1		
25 CASCADES AZYMUTH (Milestone M-9109)	11	19		
26 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		

ON JAZZ

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 Cheatham**, **Vic Dickenson**, **Eddie Barefield**, **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 Carnegie Hall concert... In a surprise move, **Miles Davis** will split a bill with **VSOP II** featuring **Herbie Hancock**, **Tony Williams**, **Ron Carter** and **Wynton** and **Branford Marsalls**. 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 **Charlie Haden's Liberation Orchestra** with **Carla Bley's Band**; **Ray Charles** and **B.B. King**; **Sarah Vaughan** and **Richie 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 Trio**. Other headliners include **Chuck Mangione**; the "New" **New York Band of Toshiko Aklyoshi & 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**, **Marlo 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**, **Marlon 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**, **Freddie Hubbard**, **The Wynton Marsalls Quintet**; **Patrice Rushen**, **Ndugu**, **Alphonso Johnson**, **Slide Hampton**, **VSOP II** and others. All-in-all, a warm summer forecast despite this chilly spring.

fred goodman

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 pre-production, 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 segueing 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."

been tracking its latest LP at **Baby 'O Recorders** in Hollywood. Producing was **Bob Margouleff**, with **Howard Siegel** 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 Balrd** 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, amounting 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.

'Dead City'

"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 from now on." He singled out Men At Work, Julio Iglesias and DeBarge as being particularly strong last week, and saw that station WFI-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.

SESSION MIX

Arlo Guthrie is working on a new Warner Bros. album at **Long View 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 View 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 Davies**. 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. **Chlp Younge** engineered. Magnolia's Enactron Truck recently recorded Quincy Jones' Seattle Celebration on location at the Paramount Theatre in Seattle. **Bruce Swleden**, 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

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 Campi** ... **Oingo Boingo's** working on its third LP at Hollywood's Baby 'O Recorders studio with producer **Robert Margouleff** at the console ... **John Hiatt'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 art-rockers **The Fibonaccl** ... **Modern Romance** just left the City of Angels after shooting a commercial for a Japanese whisky company. **jeffrey resner**

EAST COASTINGS

(continued from page 11)

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 VIDEOCASSETTES

	Weeks On Chart	4/23		Weeks On Chart	4/23
1 AN OFFICER AND A GENTLEMAN Paramount Home Video 1467	1	10	16 ANNIE RCA/Columbia Home Video 100C8	17	18
2 BLADE RUNNER Embassy 1380	2	8	17 HONKY TONK MAN Warner Home Video 11305	18	4
3 ROAD WARRIOR Warner Home Video 11181	3	10	18 MISSING MCA Distributing Corp. 71009	20	18
4 CREEP SHOW Warner Home Video 11306	7	5	19 VICTOR VICTORIA MGM/UA 0051	16	24
5 MONSIGNOR CBS/Fox 1108	5	6	20 HALLOWEEN III: SEASON OF THE WITCH MCA 71011	21	3
6 POLTERGEIST MGM/UA 00164	4	18	21 THE SECRET OF NIMH MGM/UA 00211	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	19	43
9 FAST TIMES AT RIDGEMONT HIGH MCA Distributing Corp. 77015	9	14	24 PLAYBOY VIDEO, VOLUME II CBS/Fox 6202	—	1
10 NIGHT SHIFT Warner Home Video 20006	11	14	25 DINER MGM/UA 00164	25	21
11 THE WORLD ACCORDING TO GARP Warner Home Video 11261	10	14	26 STAR TREK II: THE WRATH OF KHAN Paramount Home Video PA 1180	22	22
12 THE BEST LITTLE WHOREHOUSE IN TEXAS MCA Distributing Corp. 77014	12	8	27 STAR WARS CBS/Fox 1130	27	46
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 4836	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.

Music Vid Budgets, Standards Rising

(continued from page 5)
 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 Film."

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.

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."

Small Payments

However, because the Video 45 is still new and virtually untested in the marketplace, 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 jukebox.

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, compilations 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."

NEW VIDEO SOFTWARE RELEASES

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

- | | |
|---|--|
| THAT CHAMPIONSHIP SEASON*
Cassette—MGM/UA 800221 ... \$79.95 | SAVANNAH SMILES*
Cassette—Embassy 2058 ... \$59.95 |
| MARIE OSMOND EXERCISES FOR MOTHERS TO BE
Cassette—MGM/UA 500222 ... \$49.95 | THE WASHINGTON AFFAIR*
Cassette—Embassy 1334 ... \$59.95 |
| FRANCES
Cassette—Thorn EMI 1621 ... \$69.95 | TRAIL OF THE PINK PANTHER*
Cassette—CBS/Fox 4710 ... \$69.98 |
| ROARING FIRE
Cassette—Thorn EMI 1638 ... \$69.95 | LITTLE CAESAR*
Cassette—CBS/Fox 4632 ... \$49.98 |
| ZOLTAN, HOUND OF DRACULA
Cassette—Thorn EMI 1613 ... \$69.95 | ANGELS WITH DIRTY FACES*
Cassette—CBS/Fox 4538 ... \$49.98 |
| THE FIRST TIME
Cassette—Thorn EMI 1637 ... \$59.95 | HIGH SIERRA*
Cassette—CBS/Fox 4629 ... \$49.98 |
| DURAN DURAN
Cassette—Thorn EMI 1646 ... \$49.95 | 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 |
| SOFT CELL
Cassette—Thorn EMI 1586 ... \$49.95 | KISS ME GOODBYE*
Cassette—CBS/Fox 1217 ... \$59.98 |
| CARRY ON, CLEO
Cassette—Thorn EMI 1647 ... \$39.95 | BUTTERFLIES ARE FREE
Cassette—RCA/Columbia 10115 \$59.95 |
| FINAL EXAM*
Cassette—Embassy 1618 ... \$59.95 | MAROONED
Cassette—RCA/Columbia 10365 \$59.95 |
| LOSIN' IT*
Cassette—Embassy 2061 ... \$59.95 | BEHOLD A PALE HORSE
Cassette—RCA/Columbia 10019 \$59.95 |
| NIGHT GAMES*
Cassette—Embassy 2009 ... \$59.95 | LUV
Cassette—RCA/Columbia 10351 \$59.95 |
| THE OSCAR*
Cassette—Embassy 1060 ... \$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

MERCHANDISING

TOP 15 VIDEO GAMES

	Weeks On Chart	4/23
1 MS. PAC-MAN Atari CX2675	1	9
2 DONKEY KONG JR. Coleco 2601	4	5
3 CENTIPEDE Atari CX2676	3	6
4 PITFALL! Activision AX018	2	22
5 RIVER RAID Activision AX020	5	16
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
10 SEA QUEST Activision AX022	11	5
11 DONKEY KONG Coleco 2451	10	22
12 SPIDER FIGHTER Activision AX021	9	12
13 VENTURE Coleco 2457	13	4
14 MOUSE TRAP Coleco 2419	15	12
15 DEMON ATTACK Imagic 3200	14	22

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

TOP 15 MIDLINES

	Weeks On Chart	4/23
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 SHARP! 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 • Musicland — St. Louis • Karma — Indianapolis • Peaches Records — Cincinnati, Columbus • Charts — Phoenix • Gary's — Virginia • Sound Video, Unltd. — Chicago • Record Theatre — Cincinnati • Tower Records — Sacramento, San Diego, Seattle • Disc-O-Mat — New York City • Massachusetts One-Stop — Boston.



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

REGIONAL ALBUM ANALYSIS

NATIONAL BREAKOUTS

- | | |
|--------------------|---------------------|
| 1 DAVID BOWIE | 8 TUBES |
| 2 ZZ TOP | 9 JULIO IGLESIAS |
| 3 THOMAS DOLBY | 10 FLASHDANCE |
| 4 BRYAN ADAMS | 11 JOAN ARMATRADING |
| 5 RICK SPRINGFIELD | 12 WHISPERS |
| 6 AFTER THE FIRE | 13 PATRICK SIMMONS |
| 7 CARLOS SANTANA | 14 JOAN RIVERS |
| | 15 CHAMPAIGN |

NORTHEAST 1.

- 1 THOMAS DOLBY
- 2 DAVID BOWIE
- 3 BRYAN ADAMS
- 4 JULIO IGLESIAS
- 5 FLASHDANCE
- 6 JOAN RIVERS
- 7 ZZ TOP
- 8 TUBES
- 9 CARLOS SANTANA
- 10 JOAN ARMATRADING

SOUTHEAST 2.

- 1 DAVID BOWIE
- 2 ZZ TOP
- 3 RICK SPRINGFIELD
- 4 KASHIF
- 5 FLASHDANCE
- 6 BRYAN ADAMS
- 7 THOMAS DOLBY
- 8 CHAMPAIGN
- 9 AFTER THE FIRE
- 10 WHISPERS

BALTIMORE/ WASHINGTON 3.

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

WEST 4.

- 1 DAVID BOWIE
- 2 CARLOS SANTANA
- 3 TUBES
- 4 RICK SPRINGFIELD
- 5 JULIO IGLESIAS
- 6 THOMAS DOLBY
- 7 JOAN ARMATRADING
- 8 ZZ TOP
- 9 INXS
- 10 PATRICK SIMMONS

MIDWEST 5.

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

NORTH CENTRAL 6.

- 1 BRYAN ADAMS
- 2 ZZ TOP
- 3 AFTER THE FIRE
- 4 THOMAS DOLBY
- 5 DAVID BOWIE
- 6 TUBES
- 7 LAURA BRANIGAN
- 8 RICK SPRINGFIELD
- 9 JULIO IGLESIAS
- 10 PATRICK SIMMONS

DENVER/PHOENIX 7.

- 1 ZZ TOP
- 2 AFTER THE FIRE
- 3 RICK SPRINGFIELD
- 4 DAVID BOWIE
- 5 TUBES
- 6 CARLOS SANTANA
- 7 WHISPERS
- 8 PLANET P
- 9 INXS
- 10 JOAN ARMATRADING

SOUTH CENTRAL 8.

- 1 DAVID BOWIE
- 2 ZZ TOP
- 3 JULIO IGLESIAS
- 4 CARLOS SANTANA
- 5 RICK SPRINGFIELD
- 6 PATRICK SIMMONS
- 7 THOMAS DOLBY
- 8 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



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 in-store appearance at *Crazy Eddie's 57th St. outlet* in *Manhattan*.

with concert promoter **Ron Delsener** whereby tickets to Delsener productions are supplied as prizes for in-store contests. The concert promotion is continuous — 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 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 . . . **Blount Swain**, 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 Surlis**. **Genie 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 their prizes . . . **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 *Iowa 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. **jim bessman**

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 albums 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 oldie rotation.

HEAVY

3-4 PLAYS PER DAY

ARTIST	CLIP	LABEL
Def Leppard	Photograph	Mercury
Journey	Separate Ways (Worlds Apart)	Columbia
Triumph	A World Of Fantasy	RCA
Falco	Der Kommlsarr	A&M
After The Fire	Der Kommlsarr	Epic
Modern English	I Melt With You	Sire
U2	New Year's Day	Island
Michael Jackson	Billie Jean/Beat It	Epic
INXS	The One Thing	Atco
Bryan Adams	Cuts Like A Knife	A&M
Men At Work	Overkill	Columbia
Planet P	Why Me?	Geffen
Schon/Hammer	No More Lies	Columbia

MEDIUM

2-3 PLAYS PER DAY

ARTIST	CLIP	LABEL
The Call	When The Walls Come Down	Mercury
Ultravox	Reap The Wild Wind	Chrysalis
Prince	Little Red Corvette	Warner Bros.
Thomas Dolby	She Blinded Me With Science	Harvest
Chris DeBurgh	Don't Pay The Ferryman	A&M
Naked Eyes	Always Something There To Remind Me	EMI America
The Flirts	Jukebox	O
Berlin	The Metro	Geffen
Patrick Simmons	So Wrong	Elektra
Billy Idol	White Wedding	Chrysalis
David Bowle	Let's Dance	EMI America
Thompson Twins	Love On Your Side	Arista
Michael Bolton	Fool's Game	Columbia
Jon Butcher Axis	Life Takes A Life	Polydor
Duran Duran	Save A Prayer/ Girls On Film	Harvest
Divinyls	Boy's In Town	Chrysalis
Eddy Grant	Electric Avenue	Ice/Portrait
Madness	Our House	Geffen
Stray Cats	Run Away Boys	EMI America
Scandal	Love's Got A Line	Columbia
Saga	Wind Him Up	Portrait
Tom Petty & The Heartbreakers	Change Of Heart	Backstreet/MCA
Martin Briley	Salt In My Tears	Mercury

LIGHT

1-2 PLAYS PER DAY

ARTIST	CLIP	LABEL
English Beat	I Confess	I.R.S./A&M
Gary Moore	Always Going To Love You	Mirage/Atco
Kajagoogoo	Too Shy	EMI America
Golden Earring	Devil Made Me Do It	21
Night Ranger	Sing Me Away	Boardwalk
Bananarama	Na Na Hey Hey	London
Peter Dinklage	Images Of Heaven	Polydor
Takanaka	Thunder Storm	Amherst
Culture Club	Time	Virgin/Epic
Toyah	Thunder In The Mountains	Safari
Stranglers	European Female	Epic
Blanket Of Secrecy	Say You Will	Warner Bros.
Drivers	Stolen Treasure	Unsigned
B'zz	Get Up Get Angry	Epic
A Flock Of Seagulls	Wishing	Jive/Arista
The Kinks	Come Dancing	Arista
Robert Hazard	Escalator Of Life	RCA
Echo & The Bunnymen	The Cutter	Sire
Joan Armatrading	Drop The Pilot	A&M
Nick Lowe	Raging Eyes	Columbia
ABC	All Of My Heart	Mercury
Ric Ocasek	Jimmy Jimmy	Geffen
Sylvester	Hard Up	Megatone
OMD	Telegraphic	Virgin/Epic
Robert Palmer	Pride	Island
Neeva	Blue Star	MSI Quality
Simple Minds	Someone, Somewhere In Summertime	Virgin/A&M
Red Rockers	China	415/CBS
Pete Shelley	Telephone Operator	Arista
Goanana	Solid Ground	Atco
Rick Springfield	Affair Of The Heart	RCA

ADDS

ARTIST	CLIP	LABEL
Grace Jones	Demolition Man	Island
Def Leppard	Rock Of Ages	Mercury
Styx	Don't Let It In	A&M
Sparks	Cool Places	Atlantic
Alex Call	Just Another Saturday Night	Arista
INXS	Don't Change	Atco
Art In America	Art In America	Pavillon/CBS

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 presentations, "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, Ill. 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

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 Music" 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 Pickwick-racked 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, Ill. 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 Selling Single.

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 Friedmann Memorial; Joanne Gallo, Heicher Family Scholarship; Christopher Good, Capitol Records; Kathryn Hamilton, David Kapp Memorial; Kathrine Kates, Record World Scholarship; Kathrine Kouger, Goddard Lieberman 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.

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)
InveUision.

While some retailers have complained about a dearth of new ColecoVision titles over the past few months, the company is remedying that by shipping about five fresh amusements to accounts in April and May, including "Mr. Do!," "Space Fury," "Pepper II," "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 interface.

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

AIRPLAY

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 Hedges**. 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 **Asia'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 **Charlie 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 Radio/Radio News division: Its *In Touch* feature earned the national American Women in Radio and Television



BABY, YOU CAN DRIVE MY CAR — Ric Ocasek (l), 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 Penyak**. . . 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 outdoor 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'zz** 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. **Ronnie Milsap** performed. . . Radio from all over pitched in for this past weekend's March of Dimes WalkAmerica '83. **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. . . Sex 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**.

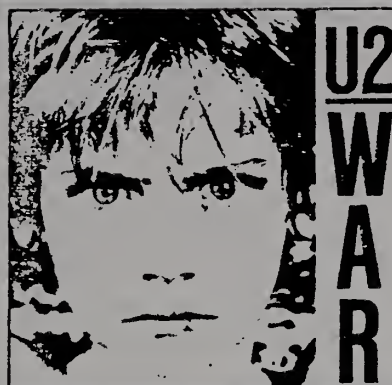
SYNDICATION INDICATIONS — *Rolling Stone's Continuous History of Rock & Roll* goes psychedelic with music and conversation for **Iron Butterfly**, **Strawberry Alarm Clock**, **Chambers Brothers**, early **Pink Floyd**, et al. Next week, *History* will take a look at rock's great vocalists. Interviews 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 **Doobies** alumnus **Patrick Simmons** and **Joe Elliot** 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 her first hits? . . . **INXS**, **Styx** and **Uncle Floyd** featured on *Rock USA* this week. The three-hour weekly special is hosted by **WAPP/New York's Ted Cannarozzi**. . . MJI 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 station. . . **WYNY/New York's** new manager of Advertising and Promotion is **Leslie Jaceam**. . . Heading up the new Creative Services Department at **WMAG/Winston-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, KLLOL, KEZY, WOUR, WCCC, WKLS, WHFS, KSHE, WBLM, WNEW, WBAB, KBPI, KMET. **HOTS:** WMMS, KLLOL, 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, KLLOL, WMMS, KNAC, WYFE. **MEDIUMS:** KSJO. **PREFERRED TRACKS:** New Year's, Sunday, Hearts, Surrender.
SALES: Good in all regions.

1 MOST ADDED

1 MOST ACTIVE

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, KLLOL, WYFE. **PREFERRED TRACKS:** Straight, Title.
SALES: Good to moderate in all regions.

- 28 **BERLIN • PLEASURE VICTIM • GEFEN**
ADDS: None. **HOTS:** KNAC. **MEDIUMS:** WBAB, WKLS, WOUR, KEZY, KLLOL, 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: Fair in Midwest.

- 37 **DAVID BOWIE • LET'S DANCE • EMI AMERICA**
ADDS: None. **HOTS:** KMET, WBAB, WNEW, WHFS, WKLS, WOUR, KEZY, WMMS, KNAC. **MEDIUMS:** WBLM, WCCC, KLLOL, 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:** Sait.
SALES: Fair in East and Midwest.

- 110 **JON BUTCHER AXIS • POLYDOR**
ADDS: None. **HOTS:** WCCC, WMMS. **MEDIUMS:** WBAB, WBLM, WKLS, KEZY, KLLOL. **PREFERRED TRACKS:** Life.
SALES: Moderate in East.

- 156 **THE CALL • MODERN ROMANS • MERCURY**
ADDS: None. **HOTS:** WCCC, WMMS. **MEDIUMS:** KMET, KBPI, 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, KLLOL, 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, KLLOL, WMMS, WYFE. **MEDIUMS:** None. **PREFERRED TRACKS:** Photograph.
SALES: Good in all regions.

- 16 **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 Chart Position

- 30 **THOMAS DOLBY • THE GOLDEN AGE OF WIRELESS • CAPITOL**
ADDS: None. **HOTS:** WBAB, WNEW, WHFS, KLLOL, 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, KLLOL. **PREFERRED TRACKS:** Hungry, Title.
SALES: Good to moderate in all regions.

- 169 **EDDY 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 East and West.

- 71 **INXS • SHABOOH SHOBAH • ATCO**
ADDS: None. **HOTS:** KSJO, WBAB, KSHE, WKLS, WCCC, WOUR, WMMS. **MEDIUMS:** KMET, KBPI, WNEW, WBLM, KLLOL, 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, KLLOL, 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, KLLOL, WMMS, WYFE. **PREFERRED TRACKS:** Open.
SALES: Fair in Midwest and West.

- 128 **MADNESS • GEFEN**
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, KLLOL. **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, KLLOL, WMMS, WYFE. **PREFERRED TRACKS:** Open.
SALES: Fair in West.

LP Chart Position

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

- 99 **PLANET P • GEFEN**
ADDS: None. **HOTS:** KMET, KSJO, WBAB, KSHE, WKLS, WCCC, WOUR, KEZY, WMMS, KNX, WYFE. **MEDIUMS:** WBLM, KLLOL. **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. **PREFERRED TRACKS:** Light.
SALES: Fair in Midwest.

- 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.

- 54 **CARLOS SANTANA • HAVANA 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.

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

- 56 **RICK 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.

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

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

- 36 **THE TUBES • OUTSIDE INSIDE • CAPITOL**
ADDS: None. **HOTS:** KMET, KSJO, WBAB, WBLM, WKLS, WCCC, WOUR, KEZY, KLLOL, WMMS, WYFE. **MEDIUMS:** KBPI, WNEW, KNAC. **PREFERRED TRACKS:** Beauty.
SALES: Good to moderate in all regions.

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

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

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 same 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 waited 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 re-book 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 biggest 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 (l-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.

MetroGnome Introduces 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 ALBUMS

	Weeks On Chart	4/23 Chart		Weeks On Chart	4/23 Chart
1			39		
2			40		
3			41		
4			42		
5			43		
6			44		
7			45		
8			46		
9			47		
10			48		
11			49		
12			50		
13			51		
14			52		
15			53		
16			54		
17			55		
18			56		
19			57		
20			58		
21			59		
22			60		
23			61		
24			62		
25			63		
26			64		
27			65		
28			66		
29			67		
30			68		
31			69		
32			70		
33			71		
34			72		
35			73		
36			74		
37			75		
38					

... 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, has been 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, Pride has been "busted" himself with a sculpted statuette of his head and upper shoulders. Pride was the guest of honor 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."



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 (l-r): Jennings, Hardin and Bob Heatherly, director, national country promotion, RCA.

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 Bonnie 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 paperback 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 Jim 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 Levne 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.

tom roland

As long as
people fall
in love,



Mickey Gilley
will be right there to
sing about it.

Mickey Gilley puts his heart
into every song on his new album,
"Fool For Your Love".
The album for the romantic in
everyone. And that's everyone.

Mickey Gilley,
"Fool For Your Love" (Epic 38583).
Including the hit single
"Fool For Your Love".



Produced by Jim Ed Norman for HIN-JEN Productions.
On *Epic* records and cassettes.

COUNTRY RADIO HIGHLIGHTS

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

WTSP — 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)
Tljuana 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 that 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.

ALBUM REVIEWS

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 Fricke**, **Tom T. Hall**, **Freddy Fender**, **Tammy Wynette**, **T.G. Sheppard**, **Helen Cornelius**, **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 Wariner**, **The Whites**, **George Strait**, **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.



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.

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.*

LINEUP — The May line-up for The United Stations' three-hour weekly program, *The 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 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 — Razy Bailey — RCA
Henry Jay	WGTO/Cypress Gardens	Highway 40 Blues — Ricky Skaggs — Epic
Bill Jones	WKSJ/Mobile	Highway 40 Blues — Ricky Skaggs — Epic
Tony Kidd	WZZK/Birmingham	All My Life — Kenny Rogers — Liberty
Pete Brier	KWKH/Shreveport	In Times Like These — Barbara Mandrell — MCA
Terry Slane	WIRK/West Palm Beach	After The Great Depression — Razy 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

TOP 75 ALBUMS

		Weeks On Chart	Weeks On Chart
1	THRILLER MICHAEL JACKSON (Epic OE 38112)	1	19
2	LIONEL RICHIE (Motown 6007ML)	2	29
3	POWERLIGHT EARTH, WIND & FIRE (Columbia TC 38367)	3	9
4	COMPUTER GAMES GEORGE CLINTON (Capitol ST-12246)	4	22
5	LOVE FOR LOVE WHISPERS (Solar/Elektra 9 80216-1)	6	5
6	1999 PRINCE (Warner Bros. 9 23720-1F)	5	24
7	ALL THIS LOVE DeBARGE (Motown 6012G)	7	27
8	TOO TOUGH ANGELA BOFILL (Arista AL 9616)	8	15
9	JARREAU (Warner Bros. 9 23801-1)	13	3
10	TO THE MAX CON FUNK SHUN (Mercury/PolyGram SRM-1-4067)	10	24
11	MODERN HEART CHAMPAIGN (Columbia FC 38284)	17	6
12	SWEAT THE SYSTEM (Mirage/Atlantic 7 90062-1)	12	10
13	STEVE ARRINGTON'S HALL OF FAME (Atlantic 7 80049-1)	15	9
14	FOREVER, FOR ALWAYS, FOR LOVE LUTHER VANDROSS (Epic FE 38235)	11	29
15	TOUCH THE SKY SMOKEY ROBINSON (Tamil/Motown 6030TL)	9	14
16	KASHIF (Arista AL 9620)	24	5
17	SURFACE THRILLS THE TEMPTATIONS (Gordy/Motown 6032GL)	19	7
18	PROPOSITIONS THE BAR-KAYS (Mercury/PolyGram SRM-1-4065)	14	25
19	YOU AND I O'BRYAN (Capitol ST-12256)	20	8
20	ON THE ONE DAZZ BAND (Motown 8031 ML)	16	13
21	MIDNIGHT LOVE MARVIN GAYE (Columbia FC 38197)	18	24
22	H2O DARYL HALL & JOHN OATES (RCA AFL 1-4345)	22	19
23	THIS IS YOUR TIME CHANGE (RCA/Atlantic 7 80953-1)	25	6
24	THE RHYTHM & THE BLUES ZZ HILL (Malaco MAL 7411)	21	21
25	GAP BAND IV THE GAP BAND (Total Experience/PolyGram TE-1-3001)	23	47
26	HEARTBEATS YARBROUGH & PEOPLES (Total Experience/PolyGram TE-1-3003)	26	8
27	IS THIS THE FUTURE? FATBACK (Spring/PolyGram SP-1-6738)	38	4
28	STICKY SITUATION TYRONE BRUNSON (Believe In a Dream/CBS FZ 38140)	31	7
29	KIDDO (A&M SP-6-4924)	33	5
30	CHAKA KHAN (Warner Bros. 9 23729-1)	30	21
31	THE OTHER SIDE OF THE RAINBOW MELBA MOORE (Capitol ST 12243)	29	27
32	THE BEST IS YET TO COME GROVER WASHINGTON, JR. (Elektra 9 60215-1)	27	21
33	JANET JACKSON (A&M SP-6-4907)	34	27
34	JUST AIN'T GOOD ENOUGH JOHNNIE TAYLOR (Beverly Glen BG 1001)	32	27
35	NONA NONA HENDRYX (RCA AFL1-4565)	44	4
36	INSTANT FUNK V INSTANT FUNK (Salsoul/RCA SA 8558)	38	12
37	KISSING TO BE CLEVER CULTURE CLUB (Virgin/Epic ARE 38398)	37	10
38	KNOCKOUT MARGIE JOSEPH (HCRC HLP-20009)	28	8
39	DON'T PLAY WITH FIRE PEABO BRYSON (Capitol ST-12241)	40	22
40	EVERY HOME SHOULD HAVE ONE 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 (South Bay SB-1004)	42	11
43	WRIGHT BACK AT YOU BETTY WRIGHT (Epic FE 38558)	59	2
44	WHAT TIME IS IT? THE TIME (Warner Bros. 9 23701-1)	45	33
45	GLASSES OZONE (Motown 6037ML)	52	3
46	MAGIC # BLUE MAGIC (Mirage/Atlantic 7 90074-1)	51	3
47	ALL THE GREAT HITS THE COMMODORES (Motown 6028ML)	48	22
48	GUARDIAN OF THE LIGHT GEORGE DUKE (Epic FE 38513)	58	2
49	GET LOOSE EVELYN KING (RCA AFL 1-4337)	35	34
50	EVERYBODY LOVES A WINNER GLENN JONES (RCA MFL1-8508)	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 (Island/Atco 7 90018-1)	49	21
54	THE YOUTH OF TODAY MUSICAL YOUTH (MCA-5389)	41	16
55	WILD NIGHT ONE WAY (MCA-5369)	50	28
56	A LADY IN THE STREET DENISE LaSALLE (Malaco 7412)	66	3
57	KILLER ON THE RAMPAGE EDDY GRANT (Ice/Portrait B6R 38554)	---	1
58	GREATEST HITS RAY PARKER, JR. (Arista AL 9612)	57	20
59	BLUES IN MY BEDROOM LYNN WHITE (Waylo/Peter Pan TAS 12121)	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 DIONNE WARWICK (Arista AL 9609)	60	28
66	BLAST! THE BROTHERS JOHNSON (A&M SP-4927)	71	20
67	WINDSONG RANDY CRAWFORD (Warner Bros. 9 60142-1)	68	46
68	S.O.S. III THE S.O.S. BAND (Tabu/CBS FZ 38352)	67	23
69	TOO HOT EBONEE WEBB (Capitol ST-12550)	72	7
70	SUDDENLY MARCUS MILLER (Warner Bros. 9 23806-1)	---	1
71	DONNA SUMMER (Geffen GHS 2005)	65	39
72	LIVE AND LET LIVE AURRA (Salsoul/RCA SA 8559)	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-distributed 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 (l-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 (l-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 smoky 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 Rawls**, 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**, **Gigi 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*.

michael martinez

TOP 100 BLACK CONTEMPORARY SINGLES

April 30, 1983

	Weeks On 4/23 Charts		Weeks On 4/23 Charts		Weeks On 4/23 Charts
1 ATOMIC DOG		GEORGE CLINTON (Capitol B-5201)	1	34 MY LOVE	LIONEL RICHIE (Motown 1677) 48 3
2 TRY AGAIN	4	CHAMPAIGN (Columbia 38-03563)	12	35 FEELS SO GOOD	YARBROUGH & PEOPLES (Total Experience/PolyGram TE8208) 40 4
3 BILLIE JEAN	2	MICHAEL JACKSON (Epic 34-03509)	14	36 KEEP IT CONFIDENTIAL	NONA HENDRYX (RCA PB-13437) 41 8
4 TONIGHT	5	WHISPERS (Soler/Elektra 7-69842)	10	37 SIDE BY SIDE	EARTH, WIND & FIRE (Columbia 38-03814) 46 3
5 YOU ARE	3	LIONEL RICHIE (Motown 1657)	15	38 LOVE IS THE KEY	MAZE FEATURING FRANKIE BEVERLY (Capitol B-5221) 47 2
6 I LIKE IT	6	DeBARGE (Motown 1645)	21	39 STYLE	CAMEO (Atlanta Artists/PolyGram 812 054-7) --- 1
7 I JUST GOTTA HAVE YOU (LOVER TURN ME ON)	8	KASHIF (Ariste AS 1042)	12	40 DO WHAT YOU FEEL	DENIECE WILLIAMS (Columbia 38-03807) 49 2
8 MORNIN'	9	JARREAU (Warner Bros. 7-29720)	8	41 REACH OUT	NARADA MICHAEL WALDEN (Atlantic 7-89858) 45 5
9 TOO TOUGH	7	ANGELA BOFILL (Ariste AS 1031)	14	42 STICKY SITUATION	TYRONE BRUNSON (Believe In A Dream/CBS ZS4 03511) 34 9
10 YOU ARE IN MY SYSTEM	10	THE SYSTEM (Mirage/Atco WTG 799937)	14	43 ON THE ONE FOR FUN	DAZZ BAND (Motown 1659) 16 13
11 MS. GOT-THE-BODY	11	CON FUNK SHUN (Mercury/PolyGram 76198)	11	44 FALL IN LOVE WITH ME	EARTH, WIND & FIRE (Columbia 38-03375) 25 15
12 I'VE MADE LOVE TO YOU A THOUSAND TIMES	12	SMOKEY ROBINSON (Tamlia/Motown 1655)	15	45 DO YOU REALLY WANT TO HURT ME	CULTURE CLUB (Epic 34-03368) 38 12
13 BEAT IT	22	MICHAEL JACKSON (Epic 34-03759)	6	46 NO STOPPIN' THAT ROCKIN'	INSTANT FUNK (Salsoul/RCA S7 7041) 27 13
14 ONE ON ONE	15	DARYL HALL & JOHN OATES (RCA PB-13421)	12	47 TAKE THE SHORT WAY HOME	DIONNE WARWICK (Arista AS 1040) 43 9
15 THE GIRL IS FINE (SO FINE)	17	FATBACK (Spring/PolyGram P 3030)	7	48 LAST NIGHT A D.J. SAVED MY LIFE	INDEEP (Sound Of New York, S.N.Y. 5102) 39 19
16 LOVE ON MY MIND TONIGHT	18	TEMPTATIONS (Gordy/Motown 1666)	8	49 REMEMBER WHEN	PEABO BRYSON (Capitol B-5210) 54 6
17 NOBODY CAN BE YOU	19	STEVE ARRINGTON'S HALL OF FAME (Atlantic 7-89876)	11	50 KNOCKOUT	MARGIE JOSEPH (HCRC WS 4 03337) 44 24
18 BOTTOM'S UP	20	THE CHI-LITES (LARC LR-81015)	6	51 OUTSTANDING	THE GAP BAND (Total Experience/PolyGram TE 8208) 42 23
19 SAVE THE OVERTIME (FOR ME)	29	GLADYS KNIGHT & THE PIPS (Columbia 38-03761)	5	52 JUICY FRUIT	MTUME (Epic 34-03578) 71 4
20 SHE TALKS TO ME WITH HER BODY	24	BAR-KAYS (Mercury/PolyGram 810 435-7)	7	53 DIDN'T KNOW ABOUT LOVE (TILL I FOUND YOU)	LENNY WHITE (Elektra 7-69832) 65 2
21 TRY MY LOVING (GIMME JUST ENOUGH)	21	KIDDO (A&M 2529)	10	54 TEARIN' IT UP	CHAKA KHAN (Warner Bros. 7-29745) 60 5
22 NEVER SAY I DO	23	CLIFF DAWSON & RENEE DIGGS (Boardwalk NB-12-173-1)	11	55 HE'S A PRETENDER	HI INERGY (Gordy/Motown 1662) 53 10
23 RAID	26	LAKESIDE (Soler/Elektra 7-69836)	6	56 MAGIC #	BLUE MAGIC (Mirage/Atco 7-99914) 63 5
24 CANDY GIRL	30	NEW EDITION (Streetwise SWRL2208)	6	57 WIND BENEATH MY WINGS	LOU RAWLS (Epic 34-03758) 62 5
25 SHE'S OLDER NOW	13	BETTY WRIGHT (Epic 34-03523)	12	58 ELECTRIC AVENUE	EDDY GRANT (Portrait/CBS 37-03793) 64 5
26 BETWEEN THE SHEETS	36	THE ISLEY BROTHERS (T-Neck/CBS ZS4 03797)	4	59 I AM SOMEBODY	GLENN JONES (RCA PB-13435) 58 11
27 UNDERLOVE	28	MELBA MOORE (Capitol B-5208)	8	60 CANDY MAN	MARY JANE GIRLS (Gordy/Motown 1670) 70 4
28 WE'VE GOT THE JUICE	31	ATTITUDE (RFC/Atlantic 7-89879)	11	61 WALKIN' THE LINE	BRASS CONSTRUCTION (Capitol 5219) 79 3
29 LITTLE RED CORVETTE	37	PRINCE (Warner Bros. 7-29746)	8	62 JEOPARDY	GREG KIHN BAND (Beserkley/Elektra 7-69847) 66 5
30 I'M FREAKY	14	O'BRYAN (Capitol B-5203)	14	63 BANGING THE BOOGIE	RENEE & ANGELA (Capitol 5220) --- 1
31 THIS IS YOUR TIME	32	CHANGE (RFC/Atlantic 7-89883)	9	64 WHO'S GETTING IT NOW	CHOCOLATE MILK (RCA PB-13447) 68 5
32 LISTEN TO YOUR HEART	35	DIANE RICHARDS (Zoo York WS4 03535)	10	65 THE PEOPLE NEXT DOOR	RAY PARKER, JR. (Arista AS 1051) 69 6
33 WORKING GIRL	33	CHERI (21/PolyGram T1 107)	10	66 PEANUT BUTTER	GWEN GUTHRIE (Island/Atco 7-99903) 73 4
				67 WORKING GIRL	THELMA HOUSTON (MCA-52196) 75 4
				68 BEVERLY	FONZI THORNTON (RCA PB-13454) 77 3
				69 HUG ME, SQUEEZE ME	DEBRA HURD (Geffen 7-29710) 76 3
				70 TIME BOMBS	MASS PRODUCTION (Cotillion/Atco 7-99899) 72 4
				71 SPACE COWBOY	JONZUN CREW (Tommy Boy TB-833) 78 3
				72 FICKLE	MICHAEL HENDERSON (Buddeh/Ariste 5DA-800) 80 2
				73 LET'S DANCE	DAVID BOWIE (EMI America B-8158) 81 2
				74 ALL THIS LOVE	DeBARGE (Gordy/Motown 1660) 88 2
				75 NEVER GONNA LET YOU GO	SERGIO MENDES (A&M 2540) 83 2
				76 MUSIC	"D" TRAIN (Prelude PRL 8068) 87 2
				77 LOVETOWN	BOOKER NEWBERRY III (Boardwalk NB 99905-9) 84 2
				78 GET LOOSE	EVELYN KING (RCA PB-13461) 82 3
				79 MAKIN' LOVE IN THE FAST LANE	MELLAA (LARC LR-81014) 86 2
				80 WHEN BOYS TALK	INDEEP (Sound Of New York 604) 89 2
				81 SO WRONG	PATRICK SIMMONS (Elektra 7-69839) 85 3
				82 STRUTT MY THANG	OZONE (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
				86 A LITTLE BIT OF LOVING	TYRONE DAVIS (Highrise SHR 2009) --- 1
				87 LOOK BEFORE YOU LEAP	MIKKI (Emerald International EIR-104) --- 1
				88 PROMISE ME	LUTHER VANDROSS (Epic 34-03804) --- 1
				89 CHEEK TO CHEEK	DAZZ BAND (Motown 1676) --- 1
				90 YOU CAN'T HIDE	DAVID JOSEPH (Mango PRO 7804) --- 1
				91 THE MUSIC GOT ME	VISUAL (Prelude 8067) 67 5
				92 YOU AIN'T GOING ANYWHERE BUT GONE	PHILIPPE WYNNE (Sugar Hill SH-795) 59 9
				93 IF YOU WANNA GET BACK YOUR LADY	POINTER SISTERS (Planet/RCA TB-13430) 56 9
				94 I'M GIVING YOU ALL OF MY LOVE	THE BROTHERS JOHNSON (A&M 2527) 57 7
				95 COME GIVE YOUR LOVE TO ME	JANET JACKSON (A&M 2522) 50 13
				96 CAN I	ONE WAY (MCA-52164) 52 11
				97 LOOKING FOR THE PERFECT BEAT	SOUL SONIC FORCE (Tommy Boy TB-831) 91 14
				98 BABY, COME TO ME	PATTI AUSTIN (Qwest/Warner Bros. QWE50036) 51 27
				99 BAD TIME TO BREAK UP	WILLIAM BELL (Kat Family/CBS ZS4 03502) 55 11
				100 CRY NOW, LAUGH LATER	GRACE JONES (Island/Atco 7-99917) 94 7

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

A Little Bit Of (Unichappell/Vanhoy/Duchess/Posey — BMI)	86	He's A Pretender (Chardax — BMI)	55	Ms. Got (Val-je Joe/Bee Germaine/Felstar — BMI) 11	11	Tearin' It Up (Blackwood/Mured — BMI)	54
All This Love (Jobete — ASCAP)	74	Hug Me, Squeeze Me (Creative Source — BMI)	69	My Love (Brockman — ASCAP)	76	The Girl Is Fine (Clita/Sign of the Twins — BMI/ASCAP)	15
Atomic Dog (Malbizi — BMI)	1	I'm Freaky (Big Train — ASCAP)	30	Never Gonna (ATV/Mann & Well — BMI)	75	The Music Got Me (Trumar/Syntax — BMI)	91
Baby, Come To Me (Roadsongs — PRS)	98	I'm Giving You All (State Of The Arts/Anis — ASCAP/Kidada/Jen-Jan — BMI)	94	Never Say I Do (Harrindur/Ensign — BMI)	22	The People Next Door (Raydiola — ASCAP)	65
Bad Time (Bell-Kat/Unichappell — BMI)	99	I've Made Love (Bertam — ASCAP)	12	No Stoppin' (Lucky Three — BMI)	46	The Preacher (Benham/Asphalt — BMI)	8
Banging The Boogie (Unknown)	63	I Am Somebody (Spectrum VII/Hindu — ASCAP)	59	Nobody Can Be You (Konglather — BMI)	17	This Is Your (Little Macho/Rock Your Socks — ASCAP)	31
Beat It (Mijac — BMI)	13	I Just Gotta (Music Corp. of America/Kashif — BMI) 7	7	On The One For Fun (J. Regg — ASCAP/Hey Skimo — BMI)	43	Time Bombs (Two Pepper — ASCAP)	70
Between The Sheets (April/Bovina — ASCAP)	26	I Like It (Jobete — ASCAP)	6	One On One (Hot-Cha/Unichappell — BMI)	14	Tonight (Almo/Crimsco — ASCAP)	4
Beverly (Fonzworth/IPM/Almo — ASCAP)	68	If You Wanna Get (ATV Corp. — BMI)	93	Outstanding (Total Experience — BMI)	51	Too Tough (Gratitude Sky/Pologrounds — BMI)	9
Billie Jean (Mijac — BMI)	18	Jeopardy (Rye Boy/Well Received — ASCAP)	62	Peanut Butter (Island — BMI)	66	Try Again (Walkin — BMI)	2
Bottom's Up (Larry Lou/Ronald Perry — BMI)	3	Juicy Fruit (Mtume — BMI)	52	Promise Me (April/Uncle Ronnie's — ASCAP)	85	Try My Loving (Kidido/J. Regg/Almo/Southern — ASCAP/Hey Skimo — BMI)	21
Can I (Perk's Duchess — BMI)	96	Keep It Confidential (My Own/Jent — BMI/Urban Noise — ASCAP)	36	Raid (Circle L — ASCAP)	23	Underlove (Music Corp. of America/Kashif — BMI) 27	27
Candy Girl (Boston Int. — ASCAP/Streetsounds — BMI)	24	Knockout (Mannish Kidd/Funtown — BMI)	50	Reach Out (Jobete — ASCAP)	41	Walkin' The Line (One To One — ASCAP)	61
Candy Man (Stone City — ASCAP)	60	Last Night (Fools Prayer/Young Lions — BMI)	48	Reach Out (I) (Mycenae — ASCAP)	83	We've Got The Juice (Science/Lab — ASCAP)	28
Cheek To Cheek (Unknown)	89	Let's Dance (Jones — ASCAP)	73	Remember When (WB Music/Peabo — ASCAP)	49	When Boys Talk (Fools Prayer/Young Lions/Cal-Gene — BMI)	80
Come Give Your (Satellite III/Richer/Chappell — ASCAP)	95	Listen To Your (Chappell/Pendulum — ASCAP)	32	Save The Overtime (Richer/Chappell/Bub's — ASCAP/Jin-Ken/Irving/Ljerslka — BMI)	19	Who's Getting It Now? (Cessass/Million Dollar/Chocolate Mak — BMI)	64
Cry Now, Laugh (Grace Jones/Ackee — ASCAP)	100	Little Red Corvette (Controversy — ASCAP)	29	She Talks (Warner-Tamerlane/Bar-Kays — BMI)	20	Wind Beneath My (Warner-Tamerlane — BMI/WB — ASCAP)	57
Didn't Know About (Capritarus/Spazmo — ASCAP) 53	53	Look Before You Leap (Unknown)	87	She's Older (Danbet — ASCAP/Native Songs — BMI)	25	Working Girl (Aller & Esty — BMI)	67
Do What You (Black-Eye/Mycenae — ASCAP)	40	Looking For (Shakin' Baker/T-Girl — ASCAP)	97	Side By Side (Saggifire/Youngoulei/Wenkewa — ASCAP)	37	Working Girl (Hygroton/LoPressor/Gerapete — (PRO) Canada)	33
Do You Really Want (Virgin/Chappell — ASCAP)	45	Love Is The Key (Amazement — BMI)	38	So Wrong (Soquel/No Sheet — ASCAP)	81	You Ain't Going Anywhere (Blackwood — BMI)	92
Electric Avenue (Greenheart — ASCAP)	58	Love On (Tuneworks/Big Stlck/Careers — BMI)	16	Space Cowboy (T-Boy/Boston — ASCAP)	71	You Are In My (Science Lab/Green Star — ASCAP) 5	5
Fall In Love (Saggifire/Youngoulei/Wenkewa — ASCAP)	44	Lovetown (Unknown)	77	Sticky Situation (Band Of Angels — BMI)	42	You Can't Hide (Unknown)	90
Feels So Good (Total Experience — BMI)	35	Magic # (April/BG/Darnell Jordan/Green Mirage — BMI)	56	Strutt My Thang (Old Brompton Road — ASCAP)	82		
Fickle (Electrocord/Rcbinson/Burnin' Bush/Mighty M — ASCAP)	72	Makin' Love (Lindae/Bay Breeze/Mellaa — ASCAP) 79	79	Style (All Seeing Eye/Cameo Five — ASCAP/BMI) 39	39		
Get Loose (Mighty M — ASCAP)	78	Mornin' (Al Jarreau/Garden Rake/Foster Frees — BMI)	8	Take The (Gibb Bros./Unichappell — BMI)	47		

MOST ADDED SINGLES

- DIDN'T KNOW ABOUT LOVE — LENNY WHITE — ELEKTRA**
WYLD, WCIN, WAWA, KGFJ, WLOU, OK100, WIGO, WJLB, WATV, WOKB, KDKO, WSOK
- STYLE — CAMEO — ATLANTA ARTISTS/POLYGRAM**
WBMX, WGPR, WDAO, WLOU, WILD, WATV, WEDR, WRBD, WPAL, WSOK
- BANGING THE BOOGIE — RENE & ANGELA — CAPITOL**
WLLC, 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**
WLLC, WDAO, WJMO, OK100, WATV, WWIN, WZEN, KDKO
- LOVE IS THE KEY — MAZE FEATURING FRANKIE BEVERLY — CAPITOL**
WGPR, WDAO, KUKQ, WNHC, WIGO, WATV, WDLA

MOST ADDED ALBUMS

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

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, Prince.

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. Richie, Blue Magic, T. Houston, L. White.

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 — Indeeep, Ex To 30 — W. Bell. ADDS: Cameo, I-Level, D Train, R. Palmer, L. Rawls, 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, Indeeep. LP ADDS: D. LaSalle.

WGCI — CHICAGO — RICHARD PEGUE, PD — #1 — KASHIF

HOTS: S. Arrington, Champaign, 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: Lanier & 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. Mendes.

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. MCB, 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.

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. Guthrie, 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 — Aurrá, 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. Bowie, Sister Sledge, Derrick. LP ADDS: Mass Production, F. Thornton.

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. Walden.

KPRS — KANSAS CITY — DELL RICE, PD — #1 — MICHAEL JACKSON

JUMPS: 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, Indeeep, 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, Trammms, Rucker'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. Bofill, 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.

WAWA — MILWAUKEE — JIMMY GOODYME, 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.

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. Light, Wish.

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: Champaign, 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 — at times 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 consideration.

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 similar 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 another."

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 distributors. "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 respect."

TOP 15 ALBUMS

Spiritual

	Weeks On Chart	4/23
1 THE JOY OF THE LORD IS MY STRENGTH DOUGLAS MILLER AND THE TRUE WAY CHOIR (Gospearl Records PL-16008) "Pass Me Not"	1	15
2 THE RICHARD SMALLWOOD SINGERS (Ornyx/Benson R3803) "I Love The Lord"	2	32
3 PRECIOUS LORD AL GREEN (Hi/Myrrh MSB-6702) Title Cut	3	38
4 THE GOSPEL MUSIC WORKSHOP OF AMERICA MASS CHOIR (Savoy SGL-7081) "He'll 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) "Name It, Claim It"	8	13
8 LORD, YOU KEEP ON PROVING YOURSELF TO ME FLORIDA MASS CHOIR (Savoy SGL 7078) "Be Ye Steadfast"	7	51
9 UNCLOUDY DAY MYRNA SUMMERS (Savoy SL 14594) Open	9	31
10 YOU BROUGHT THE SUNSHINE CLARK SISTERS (Sound of Gospel SOG 132) Title Cut	10	25
11 MIGHTY CLOUDS ALIVE THE MIGHTY CLOUDS OF JOY (Myrrh MSB 6687) Open	12	4
12 JAMES CLEVELAND AND THE CLEVELAND SINGERS (Savoy 7080) Open	11	8
13 WHEN IT RAINS IT POURS FC BARNES AND SISTER JANICE BROWN (Atlanta International Records 10041) Open	14	2
14 JESUS I LOVE CALLING YOUR NAME SHIRLEY CAESAR (Myrrh MSB-6721) Open	—	1
15 LEAD ME THE JACKSON SOUTHERNAIRS (Malaco 4383) Open	—	1

Inspirational

	Weeks On Chart	4/23
1 AGE TO AGE AMY GRANT (Myrrh MSB-6697) Open	1	50
2 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
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 (l-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 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 Basilio** 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 group **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 backing 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 smlrnoff

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 Señor") 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 Portuguese 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 Bowie** 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 Pitney** 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 **Gillan** (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 Yorkers/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 May 27.

nick underwood



AUSSIE THRUSH — Australia's Sharon 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 co-managing 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

- TOP TEN 45s**
- 1 **Olvidame** — Pimpinela — CBS
 - 2 **Ojo De Tigre** — Survivor — CBS
 - 3 **Perdoname** — Silvestre/A. del Boca — Music Hall
 - 4 **Che Plibe** — 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 Platnum** — Various Artists — Interdisc
 - 3 **Pimpinela** — Pimpinela — CBS
 - 4 **En Concierto** — 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 **Baila Conmigo** — Rita Lee — EMI
 - 9 **En Argentina** — Mercedes Sosa — PolyGram
 - 10 **Por La Simpleza De Mi Gente** — Sergio Denis — PolyGram — Prensario

Germany

- TOP TEN 45s**
- 1 **Too Shy** — Kajagoogoo — EMI
 - 2 **Billie Jean** — Michael Jackson — Epic
 - 3 **Bruttosozialprodukt** — Geler Sturzflug — Ariola
 - 4 **99 Luftballons** — 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. Robot** — Styx — A&M
 - 10 **Major Tom** — Peter Schilling — WEA

- TOP TEN LPs**
- 1 **The Final Cut** — Pink Floyd — Harvest
 - 2 **Nena** — Nena — CBS
 - 3 **Aerobic** — Sydne Rome — Horzu/Hansa
 - 4 **Odyssey** — 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 **Killroy Was Here** — Styx — A&M
 - 10 **Another Page** — Christopher Cross — Warner Bros. — Der Musikmarkt

United Kingdom

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

- TOP TEN LPs**
- 1 **Let's Dance** — David Bowie — EMI America
 - 2 **The Final Cut** — Pink Floyd — Harvest
 - 3 **Thriller** — Michael Jackson — Epic
 - 4 **War** — U2 — Island
 - 5 **The Hurlin** — Tears For Fears — Mercury
 - 6 **Sweet Dreams** — Eurythmics — RCA
 - 7 **Faster Than The Speed Of Light** — 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 (l-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 (l-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 Nelson of The Rex Nelson 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 California 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 wide-range 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 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 Warehouse 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 specialty 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 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 Economou, 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 store's 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 replints.

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

CASH BOX TOP 100 ALBUMS

April 30, 1983

Title, Artist, Label, Number, Distributor

Title, Artist, Label, Number, Distributor	Weeks On Chart		Title, Artist, Label, Number, Distributor	Weeks On Chart		Title, Artist, Label, Number, Distributor	Weeks On Chart	
	4/23	Chart		4/23	Chart		4/23	Chart
1 THRILLER MICHAEL JACKSON (Epic QE 38112) CBS	1	19	35 HELLO, I MUST BE GOING PHIL COLLINS (Atlantic 60035-1) WEA	33	23	70 THE INARTICULATE SPEECH OF THE HEART VAN MORRISON (Warner Bros. 9 23802-1) WEA	73	5
2 THE FINAL CUT PINK FLOYD (Columbia QC 38243) CBS	5	4	36 OUTSIDE INSIDE THE TUBES (Capitol ST-12260) CAP	41	4	71 SHABOOH SHOOBAH INXS (Atco 7 90072-1) WEA	77	7
3 FRONTIERS JOURNEY (Columbia QC 38504) CBS	3	11	37 LET'S DANCE DAVID BOWIE (EMI America SO-17093) CAP	—	1	72 PONCHO & LEFTY MERLE HAGGARD/WILLIE NELSON (Epic FE 37958) CBS	68	14
4 KILROY WAS HERE STYX (A&M SP-3734) RCA	4	7	38 NEVER SURRENDER TRIUMPH (RCA AFL1-4382) RCA	31	14	73 LEXICON OF LOVE ABC (Mercury SRM-4059) POL	89	35
5 BUSINESS AS USUAL MEN AT WORK (Columbia ARC 37978) CBS	2	43	39 ALL THIS LOVE DeBARGE (Motown 6012G) IND	40	14	74 MEMORIES BARBRA STREISAND (Columbia TC 37678) CBS	71	15
6 PYROMANIA DEF LEPPARD (Mercury 810 308-1 M-1) POL	6	12	40 BLINDED BY SCIENCE THOMAS DOLBY (Capitol MLP-15007) CAP	35	13	75 FOREVER NOW THE PSYCHEDELIC FURS (Columbia ARC 3826) CBS	79	29
7 LIONEL RICHIE (Motown 6007 ML) IND	7	28	41 JULIO JULIO IGLESIAS (Columbia FC 38640) CBS	51	6	76 ALWAYS ON MY MIND WILLIE NELSON (Columbia FC 37951) CBS	86	57
8 H2O DARYL HALL & JOHN OATES (RCA AFL1-4383) RCA	8	27	42 NIGHT AND DAY JOE JACKSON (A&M SP-4956) RCA	34	32	77 YOU AND I O'BRYAN (Capitol ST-12256) CAP	83	9
9 RIO DURAN DURAN (Harvest ST-12211) CAP	10	19	43 THREE LOCK BOX SAMMY HAGAR (Geffen GHS 2021) WEA	37	19	78 RECORDS FOREIGNER (Atlantic 7 80999-1) WEA	70	19
10 THE CLOSER YOU GET . . . ALABAMA (RCA AHL1-4663) RCA	11	7	44 SPECIAL BEAT SERVICE THE ENGLISH BEAT (I.R.S./A&M SP 70032) RCA	39	28	79 STRONG STUFF HANK WILLIAMS, JR. (Elektra/Curb 9 60223-1) WEA	72	10
11 WAR U2 (Island/Atco 7 90067-1) WEA	13	7	45 QUARTET ULTRAVOX (Chrysalis B6V 41394) CBS	46	9	80 CALL OF THE WEST WALL OF VOODOO (I.R.S./A&M SP 70028) RCA	82	12
12 THE DISTANCE BOB SEGER & THE SILVER BULLET BAND (Capitol ST-12254) CAP	9	16	46 DAWN PATROL NIGHT RANGER (Boardwalk NB-33259-1) IND	38	15	81 THE HUNTER JOE SAMPLE (MCA-5397) MCA	90	6
13 IV TOTO (Columbia FC 37728) CBS	14	55	47 SIDE KICKS THOMPSON TWINS (Arista AL 6607) IND	43	11	82 AFTER THE SNOW MODERN ENGLISH (Sire 9 23821-1) WEA	88	7
14 KISSING TO BE CLEVER CULTURE CLUB (Virgin/Epic ARE 38398) CBS	15	22	48 SCANDAL (Columbia FC 38194) CBS	49	13	83 STEVE ARRINGTON'S HALL OF FAME (Atlantic 7 80049-1) WEA	89	8
15 KIHNSPIRACY GREG KIHNS BAND (Beserkley/Elektra 9 60224-1) WEA	18	9	49 LONG AFTER DARK TOM PETTY AND THE HEARTBREAKERS (Backstreet BSR5360) MCA	47	24	84 TWISTING BY THE POOL DIRE STRAITS (Warner Bros. 0-29800) WEA	74	10
16 TOO-RYE-AY KEVIN ROWLAND & DEXYS MIDNIGHT RUNNERS (Mercury SRM-1-4069) POL	18	12	50 LOVE FOR LOVE WHISPERS (Solar/Elektra 9 60216-1) WEA	56	5	85 TOUCH THE SKY SMOKEY ROBINSON (Tama/Motown 6030TL) IND	76	14
17 POWERLIGHT EARTH, WIND & FIRE (Columbia TC 38367) CBS	12	9	51 THE HIGH ROAD ROXY MUSIC (Warner Bros. 9 23808-1B) WEA	53	5	86 MODERN HEART CHAMPAIGN (Columbia FC 38284) CBS	103	6
18 JARREAU (Warner Bros. 9 23801-1) WEA	24	3	52 SOMETHING'S GOING ON FRIDA (Atlantic 80013-1) WEA	44	25	87 HIGH ADVENTURE KENNY LOGGINS (Columbia TC 38127) CBS	85	33
19 1999 PRINCE (Warner Bros. 9 23720-1F) WEA	21	24	53 WILD & BLUE JOHN ANDERSON (Warner Bros. 9 23721-1) WEA	54	9	88 NEW GOLD DREAM (81-82-83-84) SIMPLE MINDS (Virgin/A&M SP-6-4928) RCA	92	10
20 JANE FONDA'S WORKOUT RECORD (Columbia CX2 38054) CBS	19	49	54 HAVANA MOON CARLOS SANTANA (Columbia FC 38642) CBS	84	2	89 ARCADE PATRICK SIMMONS (Elektra 9 60225-1) WEA	107	2
21 WE'VE GOT TONIGHT KENNY ROGERS (Liberty LO-51143) CAP	22	8	55 NO GUTS . . . NO GLORY MOLLY HATCHET (Epic FE 38429) CBS	57	7	90 SUBTERRANEAN JUNGLE THE RAMONES (Sire 9 23800-1) WEA	91	7
22 MONEY AND CIGARETTES ERIC CLAPTON (Duck/Warner Bros. 9 23773-1) WEA	17	11	56 LIVING IN OZ RICK SPRINGFIELD (RCA AFL1-4660) RCA	—	1	91 GREATEST HITS DAN FOGELBERG (Full Moon/Epic QE 38303) CBS	75	25
23 BUILT FOR SPEED STRAY CATS (EMI America ST-17070) CAP	20	45	57 BRANIGAN 2 LAURA BRANIGAN (Atlantic 7 80052-1) WEA	63	4	92 A CHILD'S ADVENTURE MARIANNE FAITHFULL (Island/Atco 7 90066-1) WEA	93	7
24 CUTS LIKE A KNIFE BRYAN ADAMS (A&M SP-4919) RCA	28	11	58 HEAVEN 17 (Virgin/Arista AL 6606) IND	52	12	93 ON THE ONE DAZZ BAND (Motown 6031 ML) IND	86	13
25 GET NERVOUS PAT BENATAR (Chrysalis FV 41398) CBS	23	24	59 COMPUTER GAMES GEORGE CLINTON (Capitol ST-12248) CAP	65	22	94 GET LUCKY LOVERBOY (Columbia FC 37638) CBS	81	77
26 ELIMINATOR ZZ TOP (Warner Bros. 9 23774-1) WEA	36	3	60 MOUNTAIN MUSIC ALABAMA (RCA AHL1-4229) RCA	55	59	95 FLASHDANCE ORIGINAL SOUNDTRACK (Casablanca 811 492-1 M-1) POL	—	1
27 CUT GOLDEN EARRING (21 T1-1-9004) POL	27	22	61 AEROBIC SHAPE-UP II JOANIE GREGGAINS (Parade/Peter Pan PA 106) IND	48	19	96 PROCESSION WEATHER REPORT (Columbia FC 38427) CBS	99	7
28 PLEASURE VICTIM BERLIN (Geffen GHS 2038) WEA	29	12	62 FRIEND OR FOE ADAM ANT (Epic ARE 38370) CBS	60	27	97 EMOTIONS IN MOTION BILLY SQUIER (Capitol ST-12216) CAP	80	39
29 SPRING SESSION M MISSING PERSONS (Capitol ST-12228) CAP	26	27	63 GREATEST HITS MELISSA MANCHESTER (Arista AL 9611) IND	58	11	98 THE KEY JOAN ARMATRADING (A&M SP-4912) RCA	—	1
30 THE GOLDEN AGE OF WIRELESS THOMAS DOLBY (Capitol ST-12271) CAP	45	5	64 AMERICAN MADE OAK RIDGE BOYS (MCA-5390) MCA	50	11	99 PLANET P (Geffen GHS 4000) WEA	122	4
31 SCOOP PETE TOWNSHEND (Atco 90063-1-F) WEA	32	6	65 MIDNIGHT LOVE MARVIN GAYE (Columbia FC 38197) CBS	81	24	100 WHEN THE GOING GETS TOUGH, THE TOUGH GETS GOING BOW WOW WOW (RCA AFL1-4570) RCA	104	7
32 ANOTHER PAGE CHRISTOPHER CROSS (Warner Bros. 9 23757-1) WEA	25	11	66 OLIVIA'S GREATEST HITS VOL. 2 OLIVIA NEWTON-JOHN (MCA-5347) MCA	67	31			
33 TOUGHER THAN LEATHER WILLIE NELSON (Columbia QC 38248) CBS	30	7	67 TOO TOUGH ANGELA BOFILL (Arista AL 9616) IND	64	15			
34 ATF AFTER THE FIRE (Epic FE 38282) CBS	42	9	68 FOREVER, FOR ALWAYS, FOR LOVE LUTHER VANDROSS (Epic FE 38235) CBS	62	29			
			69 THE NYLON CURTAIN BILLY JOEL (Columbia TC 38200) CBS	59	29			

cash box top albums/101 to 200

April 30, 1983

		8.98	95	19
		8.98	87	13
		8.98	94	52
		8.98	96	54
		8.98	97	15
		8.98	124	3
		8.98	78	22
		8.98	101	7
		8.98	119	9
		8.98	112	7
		8.98	113	6
		8.98	100	133
		8.98	123	4
		8.98	106	47
		8.98	98	47
		8.98	105	21
		8.98	110	91
		8.98	120	7
		8.98	129	6
		8.98	102	27
		8.98	121	25
		8.98	148	3
		8.98	114	21
		16.98	118	10
		8.98	128	9
		8.98	127	5
		8.98	130	6
		8.98	155	2
		8.98	140	3
		8.98	152	2
		8.98	117	7
		8.98	115	25
		8.98	135	5
		8.98	146	4
		8.98	136	5

		8.98	—	1
		8.98	125	85
		8.98	109	29
		8.98	131	27
		8.98	108	16
		8.98	116	11
		8.98	133	21
		8.98	126	11
		8.98	111	13
		8.98	134	20
		8.98	132	21
		6.98	159	3
		8.98	144	19
		8.98	137	22
		8.98	151	7
		8.98	150	14
		8.98	181	2
		8.98	166	3
		5.98	153	8
		8.98	172	2
		8.98	169	3
		6.98	168	2
		8.98	173	2
		8.98	170	2
		8.98	175	2
		8.98	158	6
		8.98	163	8
		8.98	165	7
		8.98	—	1
		8.98	145	6
		8.98	167	6
		8.98	138	8

		8.98	—	1
		8.98	183	2
		8.98	171	30
		8.98	139	25
		8.98	177	4
		8.98	174	7
		8.98	—	1
		8.98	147	23
		8.98	178	3
		8.98	154	42
		8.98	161	165
		8.98	179	4
		5.98	182	3
		10.98	156	48
		8.98	184	4
		8.98	160	46
		8.98	187	2
		8.98	149	57
		8.98	157	112
		8.98	141	15
		7.98	180	8
		8.98	197	2
		8.98	162	4
		8.98	142	11
		8.98	—	1
		8.98	195	25
		8.98	143	22
		8.98	194	29
		8.98	176	5
		6.98	186	6
		8.98	164	6
		11.98	192	21
		8.98	190	49

ALPHABETIZED TOP 200 ALBUMS (BY ARTIST)

ABBA	199	Change	127	Frida	52	Le Roux	179	Planet P	99	Supertramp	171
ABC	73	Charles, Ray	165	Gap Band	114	Little River Band	107	Prince	19	System	109
Adams, Bryan	24	Clapton, Eric	22	Gay, Marvin	65	Loggins, Kenny	87	Psychedelic Furs	75	Temptations	161
Aerobics (Greggains)	61,104	Clash	115	Glass, Philip	198	Lowerboy	94	Quiet Riot	172	Thompson Twins	47
Aerobics (Hensel)	145	Clinton, George	59	Golden Earring	27	Lowe, Nick	111	R.E.M.	184	Toto	13
Aerobics (Missett)	132	Collins, Phil	35	Grant, Eddy	169	Madness	128	Ramones	90	Townshend, Pete	31
After The Fire	34	Commodores	194	Hagar, Sammy	43	Manchester, Melissa	63	Red Rider	102	Triumph	38
Air Supply	183	Con Funk Shun	193	Haggard & Nelson	72	Manilow, Barry	116	Reed, Lou	133	Tubes	36
Alabama	10,60,186	Cougar, John	103	Hall & Oates	8	Men At Work	5	Renaissance	189	U2	11
Anderson, John	53	Cross, Christopher	32	Hazard, Robert	154	Millsap, Ronnie	168	Richie, Lionel	7	UFO	160
Ant, Adam	62	Culture Club	14	Heaven 17	58	Missing Persons	29	Rivers, Joan	122	Ultravox	45
Armstrong, Joan	98	Dazz Band	93	Hendrix, Nona	155	Modern English	82	Robinson, Smokey	85	Vandenberg	148
Arrington, Steve	83	de Burgh, Chris	162	Hill, Z.Z.	151	Molly Hatchet	55	Rogers, Kenny	21,112	Vandross, Luther	68
Art In America	166	DeBarge	39	Iglesias, Julio	41	Morrison, Van	70	Ronstadt, Linda	195	Wall Of Voodoo	80
Asia	185	Def Leppard	6	INXS	71	Motley Crue	197	Roxy Music	51	Washington, Grover	123
Austin, Patti	175	Dexys Midnight Runners	16	Jackson, Joe	42	Mousercize	188	Royal Philharmonic Orch	152	Weather Report	96
Balin, Marty	167	Diamond, Neil	138	Jackson, Michael	1	Murray, Anne	178	Saga	139	Whispers	50
Bananarama	106	Dire Straits	84	Jam	180	Musical Youth	140	Sample, Joe	81	Who	130
Bar-Kays	121	Dolby, Thomas	30,40	Jarreau	18	Naked Eyes	129	Santana, Carlos	54	Williams, Hank	79,170
Benatar, Pat	25	Domingo, Placido	135	Jefferson Starship	120	Nelson, Willie	33,76,137	Scandal	48	Williams, Robin	184
Berlin	28	Duran Duran	9	Joel, Billy	69	Newman, Randy	144	Schenker, Michael	131	Winston, George	101
Blancmange	196	Earth, Wind & Fire	17	Jones, Grace	146	Newton, Juice	200	Seeger, Bob	12	Yaz	150
Bofill, Angela	67	Echo & The Bunnymen	118	Journey	3,117	Newton-John, Olivia	66	Simmons, Patrick	89	Young, Neil	187
Bow Wow Wow	100	Elgart, Larry	143	Judas Priest	190	Night Ranger	46	Simmons, Richard	181	Zappa, Frank	108
Bowie, David	37	English Beat	44	Kashif	134	O'Bryan	77	Simple Minds	88	Zebra	176
Branigan, Laura	57	Faithful, Marianne	92	Kiddo	157	Oak Ridge Boys	64	Sparks	159	ZZ Top	26
Brunson, Tyrone	119	Falco	147	Kids From Fame	126	Ocasek, Ric	105	Springfield, Rick	56	SOUNDTRACKS	
Butcher, Jon	110	Fixx	159	King, Greg	15	Orchestral Manoeuvres	113	Squeeze	142	Cats	124
The Call	156	Fleetwood Mac	177	King Sunny Ade	125	Oxo	174	Squier, Billy	97	Flashdance	95
Carey, Tony	173	Fogelberg, Dan	91	Kix	192	Parker, Ray	149	Stray Cats	23	Gandhi	163
Carpenters	191	Fonda, Jane	20	Klugh, Earl	136	Petty, Tom	49	Streisand, Barbra	74	King of Comedy	182
Champaign	86	Foreigner	78	Krokus	153	Pink Floyd	2	Styx	4	Tootsie	141

CASH BOX

April 30, 1983

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 shortly. 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 little 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 opposition began to roll. Colorado Coin Industries 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 Ressler

LOS ANGELES — A pinball renaissance? The whole idea may seem preposterous in light of quantum technological leaps such as laserdisc-driven video games, hologram-enhanced 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. gamers to search for other means of entertainment, and manufacturers are beginning to notice a slight turnaround in the American pinball marketplace.

"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, Ill., 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 34)

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)

CONTENTS

Industry Calendar	35
Industry News	34
Jukebox Programmer	38
Manufacturers Equipment	36
New Equipment	35

COIN MACHINE

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 will be 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 upcoming "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, Ill. 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 (l-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

(continued from page 33)

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 consumers.

"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 in-

(continued on page 35)

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

Valley Co. Honors Its Top 1982 Distributors

CHICAGO — Peach State Distributing (Atlanta, Ga.) and Cleveland Coin International (Cleveland, Ohio) have been named "Distributors of the Year" by The Valley for outstanding performance during 1982.

In making the announcement, **Charlie Milhem**, president of the Bay City, Mich. table manufacturer, said, "These two distributors have done an exceptional job for over the years, helping us to become the world's largest manufacturer of coin-operated pool tables. They have supported Valley the coin machine industry in a positive way and these awards are recognition of that long term cooperation as much as they are for performance alone," he continued. Peach State Distributing was recognized as the 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 1981.

In each instance, the award was given in the form of a unique pool table/desk design 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 — a center drawer, two on the left hand side and a full-depth, legal-sized one on the right. The center drawer is equipped with slides, and the other three are authentic 8-balls. The unit measures 36-inches x 36-inches x 31-inches high.

needs."

Betti had high praise for the Rowe BC-35 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 for 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 (l-r): Betson Pacific's **Joe Farney**, **John Lotz**, **Jolly Backer**, **Bernie Skoboloff**, **Bob Sanderson** and **Peter Betti**.



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 pin-vid 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 pinball at a 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 three-dimensional 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 then 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-handed 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 time-saving 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, Ill. 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.

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

BALLY

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)
Speakeasy, 2-pl. (9/82)
Grand Slam (4/83)

GAME PLAN

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

GOTTLIEB

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

BALLY/MIDWAY

Deluxe Space Invaders (1/80)
Galaxian (4/80)
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)
Rally-X (2/81)
Rally-X Mini-Myte (2/81)
Gorf (4/81)
Gorf Mini-Myte (4/81)
Wizard of Wor (6/81)
Wizard of Wor Mini-Myte (6/81)
Omega Race (8/81)
Omega Race Mini-Myte (8/81)
Omega Race sit-in capsule (8/81)
Galaga (11/81)
Galaga Mini-Myte (11/81)
Kick-Man (1/82)
Kick-Man Mini-Myte (1/82)

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 Mini-Myte (8/82)
Satan's Hollow (10/82)
Blueprint (11/82)
Blueprint Mini-Myte (11/82)
Super Pac-Man (11/82)
Burger Time (11/82)
Domino Man (12/82)
Baby Pac-Man, pin/vid (12/82)
Bump 'N' Jump (2/83)
Journey (4/83)

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)

DATA EAST

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

DYNAMO

Lil Hustler (12/81)

EXIDY

Spectar (1/81)
Venture (5/81)
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)
Megatack (9/81)
King And Balloon (10/81)
Enigma II (10/81)
Kaos (11/81)

GAMETECNIKS

Tri-Pool (1/82)

GDI

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

GOTTLIEB

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

INTREPID MARKETING

Beezer (1/83)

NAMCO AMERICA

Sweet Licks (4/82)

NINTENDO

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

ROCK-OLA

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

SEGA/GREMLIN

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

Turbo 1/82)
005 (1/82)
Eliminator 4-player (2/82)
Zaxxon (4/82)
Turbo Mini-Upright (5/82)
Zektor (9/82)
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)
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)

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 (8/82)
Jungle Hunt (11/82)
Front Line (12/82)
Zoo Keeper (4/83)

THOMAS AUTOMATICS

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

UNIVERSAL USA

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

U.S. BILLIARDS

Quasar (4/81)

WILLIAMS

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

COCKTAIL TABLES

AMSTAR

Phoenix

ATARI

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

BALLY/MIDWAY

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

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

CENTURI

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

ELCON

Diversions booth size (9/81)

GAME PLAN

Shark Attack (5/81)

GAMETECNIKS

Tri-Pool (1/82)

GDI

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

GOTTLIEB

New York, New York (3/81)

SEGA/GREMLIN

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

STERN

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)
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 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 (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

CLASSIFIED AD RATE 35 CENTS PER WORD

Count every word including all words in firm name. Numbers in address count as one word. Minimum ad accepted \$10.00. CASH OR CHECK MUST ACCOMPANY ALL ORDERS FOR CLASSIFIED ADVERTISING. If cash or check is NOT enclosed with order your classified ad will be held for following issue pending receipt of your check or cash. NOTICE — \$203 Classified Advertisers (Outside USA add \$78 to your present subscription price). You are entitled to a classified ad of 40 words in each week's issue for a period of one full year, 52 consecutive weeks. You are allowed to change your Classified each week if you so desire. All words over 40 will be billed at the rate of 35¢ 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 Men \$1945, Burgertime \$1495, Galega \$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. Arnould Rd., Metairie, LA 70002. Tele: (504) 889-3500.

FOR SALE: Stock Markets, Ticker Tapes, and Hi Flyers. We also carry a complete line of Bingos and Uprights. We are also Distributors for Amstars Hold and Draw poker games. Antique slots for legal areas. Call Wessick Dist. area code 304 - 292-3791. Morgantown, W. Va. 26505.

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, hiflyer, video games, popeye, pole position, etc. Hi to double up pokers brand new \$1,595, golden Mini Pokers \$1,292. Corone 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 Par-ton, Getaway—\$395; Thunderbolt—\$395; Nugent—\$695; Hot Tip—\$495; Wheels II—\$395; Sheets—\$295; Racer—\$295; M-4—\$495; Anti Aircraft—\$295. MICKEY ANDERSON, INC. P.O. BOX 6369 ERIE, PA 16512 PHONE (814) 452-3207

DYNAMD POOL TABLES 4x8 - \$1,000 each. 1/3 deposit & 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 Sirocma Draw Pokers, also Status, Omega and Speak Easy, Draw Pokers, like new. Call (717) 248-9611 Guerrini's, 121 W. 4th St., Lewistown, PA. 17004

SERVICES COIN MACHINE

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 Rockway Ave., Valley Stream, N.Y. 11580. (516) 825-6216. Our 49th year in vending.

RECORDS-MUSIC

WOULD YOU LIKE TO RECORD IN NASHVILLE? We can save you money. 40 years experience says we can do the job. From recording, promoting to distribution. Nashville American Records, 38 Music Square East, Suite 216, Nashville, TN 37203 (615) 242-5001.

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

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

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

EMPLOYMENT SERVICE

EXPERIENCED Music/Game mechanics. Electronic background helpful. Call (305) 842-2200 or write: Florida Music, 1107 53rd Ct. S., Mangonia Park, FL 33407.

PROFESSIONAL

WE HAVE been representing recording artists, record labels, music publishers since 1953. National promotion and distribution. Send records or tapes to: E. Saphire Record Promotion Enterprises, 1730 Losantville Road Cincinnati, Ohio 45237.

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

EXPORT ONLY: All Records and prerecorded audio and video tapes (NTSC and PAL), largest closeout selection. 36 Years service to overseas dealers and distributors. Albert Schultz, Inc. 116 West 14th Street, New York 10011. Telex 236569. Telephone (212) 924-1122.



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 (l-r): New-Way's Paul Janda; Atari's Layne and Elliott; and New-Way proxy 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-

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. Military, 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.



Carol Kantor

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 pre-programmed 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.

CASH BOX

The Weekly Trade Journal.

THE JUKEBOX PROGRAMMER

* indicates new entry

April 30, 1976

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 (Baselklay/Elaktra 7-29848)
- 5 **DER KOMMISSAR**
AFTER THE FIRE (Epic 34-03559)
- 6 **LET'S DANCE**
DAVID BOWIE (EMI America B-8158)
- 7 **ONE ON ONE**
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)
- 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**
FRIDA (Atlantic 7-89984)
- 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***
LIONEL RICHIE (Motown 1877)
- 30 **WELCOME TO HEARTLIGHT**
KENNY LOGGINS (Columbia 38-03555)

COUNTRY

- 1 **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)
- 4 **WHATEVER HAPPENED TO OLD-FASHIONED LOVE**
B.J. THOMAS (Clavaland 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 (Complaat 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 ON THE FAULTLINE**
CRYSTAL GAYLE (Warner Bros. 7-29719)
- 13 **DIXIELAND DELIGHT**
ALABAMA (RCA PB-13446)
- 14 **YOU'RE OUT DOING WHAT I'M HERE DOING WITHOUT**
GENE WATSON (MCA-52191)
- 15 **MY LADY LOVES ME**
LEON EVERETTE (RCA PB-13466)
- 16 **THE RIDE***
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**
JANIE FRICKE (Columbia 38-03498)
- 22 **PERSONALLY**
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**
KENNY ROGERS AND SHEENA EASTON (Liberty B-1492)
- 26 **SWINGIN'**
JOHN ANDERSON (Warner Bros. 7-29788)
- 27 **SOUNDS LIKE LOVE**
JOHNNY LEE (Elaktra/Asylum 7-69848)
- 28 **GONNA GO HUNTIN' TONIGHT**
HANK WILLIAMS, JR. (Elaktra/Curb 7-69846)
- 29 **DOWN ON THE CORNER**
JERRY REED (RCA PB-13422)
- 30 **WHEN I'M AWAY FROM YOU**
THE BELLAMY BROTHERS (Elaktra/Curb 7-69850)

BLACK CONTEMPORARY

- 1 **TONIGHT**
WHISPERS (Solar/Elaktra 7-69842)
- 2 **ATOMIC DOG**
GEORGE CLINTON (Capitol B-5201)
- 3 **MORNIN'**
JARREAU (Warner Bros. 7-29720)
- 4 **YOU ARE IN MY SYSTEM**
THE SYSTEM (Miraga/Atco WTG 799937)
- 5 **LITTLE RED CORVETTE**
PRINCE (Warner Bros. 7-29746)
- 6 **BILLIE JEAN**
MICHAEL JACKSON (Epic 34-03509)
- 7 **ON THE ONE FOR FUN**
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)
- 13 **MS. GOT-THE-BODY**
CON FUNK SHUN (Mercury/PolyGram 76198)
- 14 **ONE ON ONE**
DARYL HALL & JOHN OATES (RCA PB-13421)
- 15 **SAVE THE OVERTIME (FOR ME)**
GLADYS KNIGHT & THE PIPS (Columbia 38-03761)
- 16 **I LIKE IT**
DaBARGE (Motown 1645)
- 17 **NEVER SAY I DO**
CLIFF DAWSON & RENEE DIGGS (Boardwalk NB-12-173-1)
- 18 **TOO TOUGH**
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 (Atlantic 7-89876)
- 21 **BETWEEN THE SHEETS**
THE ISLEY BROTHERS (T-Nack/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***
NEW EDITION (Straatwise SWRL2208)
- 27 **RAID***
LAKESIDE (Solar/Elaktra 7-69836)
- 28 **SIDE BY SIDE***
EARTH, WIND & FIRE (Columbia 38-03814)
- 29 **SHE'S OLDER NOW**
BETTY WRIGHT (Epic 34-03523)
- 30 **WE'VE GOT THE JUICE***
ATTITUDE (RCA/Atlantic 7-89879)

OPERATORS PICKS

Brad Hamma (A.H. Entertainers, Inc., Rolling Meadows)
COME DANCING — The Kinks — Arista
 Vic McCarthy (Catskill Amusements, Inc., Hurleyville)
TIME (CLOCK OF THE HEART) — Culture Club — Virgin/Epic
 Dan Tortorice (Modern Specialty, Madison)
BANG THE DRUM ALL DAY — Todd Rundgren — Bearsville

RECORDS TO WATCH

FOOLIN' — Johnny Rodriguez — Epic
AFTER THE LAST GOODBYE — Gus Hardin — RCA
FAMILY MAN — Daryl Hall & John Oates — RCA
DON'T LET IT END — Styx — A&M
CANDY MAN — Mary Jane Girls — Motown

CASHBOX Subscription Blank

1775 Broadway, New York, N.Y. 10019 (212) 586-2640

NAME _____

COMPANY _____

ADDRESS: BUSINESS HOME _____

CITY _____ STATE _____ PROVINCE _____ COUNTRY _____ ZIP _____

NATURE OF BUSINESS _____ PAYMENT ENCLOSED

DATE _____ SIGNATURE _____

USA

1 YEAR (52 ISSUES) \$125.00

1 YEAR FIRST CLASS/AIRMAIL, \$180.00
(Including Canada and Mexico)

OUTSIDE USA FOR 1 YEAR

AIRMAIL \$195.00

FIRST CLASS STEAMER MAIL \$170.00

Please Check Classification

DEALER

ONE-STOP

DISTRIBUTOR

RACK JOBBER

PUBLISHER

RECORD COMPANY

DISC JOCKEY

JUKEBOXES

AMUSEMENT GAMES

VENDING MACHINES

OTHER _____


Is your Jukebox haunted?

It should be.
**DAVID
ALLAN
COE'S**
haunting new
single

"THE RIDE" (38-03778)
tells the story
of a hitchhiker's
ghostly encounter
with **HANK
WILLIAMS.**
And radio is
wild about it.

- BILLBOARD 24★
- CASHBOX 18•
- RADIO &
RECORDS 26•
- JUKEBOX
PROGRAMMER-
DEBUT 16

"THE RIDE" is
from the new
album, **DAVID
ALLAN COE,
"CASTLES IN
THE SAND."** FC 38535

On  **COLUMBIA**
Records & Cassettes
Produced by
Billy Sherrill.

*Columbia and "Columbia" are trademarks of CBS, Inc. © 1983 CBS, Inc.

David Allan Coe
Castles in the Sand



U2 DECLARES WAR!

Enlist now to join the fight against boring music with "WAR," the new album from U2. Featuring the single, "NEW YEAR'S DAY." 7-99915

U2



U2 WAR

U2

90067 Produced by Steve Lillywhite.

U2 ON TOUR:

- | | | |
|--|--|-------------------------------------|
| 4/23 Chapel Hill, NC—University of North Carolina | 5/10 New Haven, CT—Yale University | 5/30 San Bernardino, CA—US Festival |
| 4/24 Norfolk, VA—Chrysler Hall | 5/11 New York City, NY—Palladium | 6/1 San Francisco, CA—Civic Center |
| 4/25 College Park, MD—Ritchie Coliseum | 5/12 Passaic, NJ—Capitol Theater | 6/5 Redrocks, CO—Redrocks |
| 4/27 Auburn, NY—Cayhuga County Community College | 5/13-14 Philadelphia, PA—Tower Theater | 6/7 Wichita, Kansas |
| 4/28 Rochester, NY—Rochester Institute of Technology | 5/16 Buffalo, NY—Shea's | 6/8 Kansas City, MO |
| 4/29 Delhi, NY—SUNY | 5/17 Toronto, Canada—Massey Hall | 6/9 Tulsa, OK |
| 4/30 Providence, RI—Brown University | 5/19 Cleveland, OH—Music Hall | 6/10 Oklahoma City, OK |
| 5/1 Stony Brook, NY | 5/20 Detroit, MI—Grand Circus | 6/11 Austin, TX |
| 5/3 Pittsburgh, PA—Fulton Theater | 5/21 Chicago, IL—Aragon Ballroom | 6/13 Dallas, TX |
| 5/5-6 Boston, MA—Orpheum Theater | 5/22 Minneapolis, MN—Northrup Auditorium | 6/14 Houston, TX |
| 5/7 Albany, NY—SUNY | 5/25 Vancouver, Canada | 6/17 Los Angeles, CA—Sports Arena |
| 5/8 Hartford, CT—Trinity College (closed to public) | 5/26 Seattle, WA | 6/25 Atlanta, GA—Civic Center |
| | 5/27 Portland, OR | 6/29 New York City, NY—The Pier |



ISLAND
Island Records
On Cassette

Distributed by Atco Records.
A Division of Atlantic Recording Corp.

© 1983 Atlantic Recording Corp. A Warner Communications Co.