

CASHBOX

September 10, 1983

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Joan Jett & The Blackhearts



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CASH BOX

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EDITORIAL It Doesn't Make Sense

Coming on the heels of the surfacing of what appears to be a feud between the Recording Industry Assn. of America (RIAA) and the Electronic Industries Assn. (EIA) over the issue of home taping, it might be well worth it to examine the announcement last week that Def Leppard's "Pyromania" has not only become PolyGram's best-selling non-soundtrack LP ever, but also that cassettes outsold vinyl in this instance.

It has been reported that the EIA will not join in cross-promotions on the Compact Disc with any record industry-related associations because of the intense fight being waged in Congress and the Supreme Court on the home taping issue, but taking into account what happened with "Pyromania" just shows how self-defeating for all this kind of attitude can be.

All we have to do is look at the fact that prerecorded cassettes outsold vinyl in the case of

"Pyromania." and we should be able to see that this was most likely due to a revolutionary advance in the field of audio hardware — the Walkman. An advance in the hardware field plainly helped boost the sales of both cassettes and tape players.

That is how it should be. The hardware and software industries are interdependent — neither can exist on the scales they have become accustomed to without the other. When one prospers, it should not be at the expense of the other.

Therefore, it seems clear that this current application of the feud to the Compact Disc is nothing short of senseless. The Compact Disc will never get off the ground without hardware and software manufacturers working together. It is time to cast egotism aside — the home taping issue will be resolved sooner or later by the government. There are a lot of other things that still need doing.

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ON THE COVER

With her appropriately titled "Album" at #43 bullet after 10 weeks on the chart and her "Everyday People" debuting on the Pop Singles chart at #88 bullet, Joan Jett can certainly say that she has found happiness in the profession of her choice. A rock 'n' roll fanatic since elementary school days in Rockville (!), Md., Jett now ranks as one of this country's top stars, capable of selling tons of albums and drawing thousands to her shows.

Officially starting her professional rock 'n' roll career with the trendsetting, all-girl group The Runaways in the early-'70s, Jett has been pursuing the limelight with unmatched fervor ever since. After a five-year, three-album career with the Runaways, Jett moved on to record another LP, "Bad Reputation," this time for Ariola in Germany, and then she really took off. Two albums for the late Neil Bogart and Boardwalk Entertainment followed ("I Love Rock 'N Roll" went to #1), then in May of this year, she revived her own label, Blackheart Records, in a deal with MCA Records.

Cover photo by Mick Rock



TOP POP DEBUTS

SINGLES

77

IF ANYONE FALLS — Stevie Nicks — Modern/Atco

ALBUMS

42

FLICK OF THE SWITCH — AC/DC — Atlantic

POP SINGLE

SWEET DREAMS (ARE MADE OF THIS)
Eurythmics
RCA

B/C SINGLE

COLD BLOODED
Rick James
Gordy/Motown

COUNTRY SINGLE

I'M ONLY IN IT FOR THE LOVE
John Conlee
MCA

JAZZ

IN YOUR EYES
George Benson
Warner Bros.

NUMBER ONES



Eurythmics

POP ALBUM

SYNCHRONICITY
The Police
A&M

B/C ALBUM

THRILLER
Michael Jackson
Epic

COUNTRY ALBUM

THE CLOSER YOU GET
Alabama
RCA

GOSPEL

JESUS I LOVE CALLING YOUR NAME
Shirley Caesar
Myrrh

CASH BOX TOP 100 SINGLES

September 10, 1983

	Weeks On Chart	9/3
1 SWEET DREAMS (ARE MADE OF THIS) EURYTHMICS (RCA PB-13533)	16	9/3
2 EVERY BREATH YOU TAKE THE POLICE (A&M 2542)	15	2
3 MANIAC MICHAEL SEMBELLO (Casablanca/PolyGram 812 516-7)	15	3
4 PUTTIN' ON THE RITZ TACO (RCA PB-50727)	12	4
5 THE SAFETY DANCE MEN WITHOUT HATS (Backstreet/MCA BSR-52232)	12	6
6 SHE WORKS HARD FOR THE MONEY DONNA SUMMER (Mercury/PolyGram 812 604-7)	16	5
7 TELL HER ABOUT IT BILLY JOEL (Columbia 38-04012)	7	10
8 I'LL TUMBLE 4 YA CULTURE CLUB (Epic 34-03912)	12	8
9 CHINA GIRL DAVID BOWIE (EMI America B-8165)	15	9
10 DON'T CRY ASIA (Geffen 7-29571)	7	13
11 TOTAL ECLIPSE OF THE HEART BONNIE TYLER (Columbia 38-03906)	9	22
12 (SHE'S) SEXY + 17 STRAY CATS (EMI America B-8168)	6	18
13 HUMAN NATURE MICHAEL JACKSON (Epic 34-04026)	8	15
14 LAWYERS IN LOVE JACKSON BROWNE (Asylum 7-69826)	10	16
15 STAND BACK STEVIE NICKS (Modern/Atco 7-99863)	15	11
16 (KEEP FEELING) FASCINATION THE HUMAN LEAGUE (A&M 2547)	17	7
17 FLASHDANCE... WHAT A FEELING IRENE CARA (Casablanca/PolyGram 811 440-1)	24	12
18 PROMISES, PROMISES NAKED EYES (EMI America B-8170)	9	21
19 DEAD GIVEAWAY SHALAMAR (Solar/Elektra 7-69819)	11	20
20 FAR FROM OVER FRANK STALLONE (RSO/PolyGram 815 023-7)	7	25
21 MAKING LOVE OUT OF NOTHING AT ALL AIR SUPPLY (Arista ASI 9056)	7	27
22 TRUE SPANDAU BALLET (Chrysalis/CBS VS4 42720)	7	24
23 IT'S A MISTAKE MEN AT WORK (Columbia 38-03959)	11	14
24 KING OF PAIN THE POLICE (A&M 2569)	3	30
25 HUMAN TOUCH RICK SPRINGFIELD (RCA PB-13576)	10	26
26 HOW AM I SUPPOSED TO LIVE WITHOUT YOU LAURA BRANIGAN (Arista 7-89805)	11	28
27 ROCK OF AGES DEF LEPPARD (Mercury/PolyGram 812 370-7)	14	19
28 ELECTRIC AVENUE EDDY GRANT (Portrait/CBS 37-03793)	21	17
29 IS THERE SOMETHING I SHOULD KNOW DURAN DURAN (Capitol B-5233)	15	29
30 TONIGHT I CELEBRATE MY LOVE PEABO BRYSON/ROBERTA FLACK (Capitol B-5242)	10	36
31 DON'T YOU GET SO MAD JEFFREY OSBORNE (A&M 2561)	8	35
32 ISLANDS IN THE STREAM KENNY ROGERS DUET WITH DOLLY PARTON (RCA PB-13615)	3	49

	Weeks On Chart	9/3
33 AFTER THE FALL JOURNEY (Columbia 38-04004)	10	23
34 KISS THE BRIDE ELTON JOHN (Geffen 7-29568)	6	38
35 TELL HER NO JUICE NEWTON (Capitol B-5265)	5	40
36 NEVER GONNA LET YOU GO SERGIO MENDES (A&M 2540)	22	32
37 TELEPHONE (LONG DISTANCE LOVE AFFAIR) SHEENA EASTON (EMI America B-8172)	4	48
38 HOLD ME TIL MORNIN' COMES PAUL ANKA (Columbia 38-03897)	11	42
39 BIG LOG ROBERT PLANT (Es Peranze/Atlantic 7-99844)	5	46
40 LADY LOVE ME (ONE MORE TIME) GEORGE BENSON (Warner Bros. 7-29563)	7	41
41 HOT GIRLS IN LOVE LOVERBOY (Columbia 38-03941)	14	37
42 COLD BLOODED RICK JAMES (Gordy/Motown 1887GF)	8	47
43 YOU'RE DRIVING ME OUT OF MY MIND LITTLE RIVER BAND (Capitol B-5256)	7	43
44 BURNING DOWN THE HOUSE TALKING HEADS (Sire 7-29565)	6	50
45 ONE THING LEADS TO ANOTHER THE FIXX (MCA 52264)	3	58
46 ROCK 'N' ROLL IS KING ELO (Jet/CBS ZS4 03964)	12	34
47 DELIRIOUS PRINCE (Warner Bros. 7-29503)	2	74
48 DON'T FORGET TO DANCE THE KINKS (Arista ASI 9075)	4	57
49 SOMEONE BELONGING TO SOMEONE THE BEE GEES (RSO/PolyGram 815 235-7)	4	54
50 IT MUST BE LOVE MADNESS (Geffen 7-29562)	4	56
51 1999 PRINCE (Warner Bros. 7-29896)	15	39
52 WHAT AM I GONNA DO ROD STEWART (Warner Bros. 7-29564)	3	67
53 SITTING AT THE WHEEL THE MOODY BLUES (Threshold/PolyGram TR 604)	2	66
54 SUDDENLY LAST SUMMER THE MOTELS (Capitol B-5271)	2	72
55 I DON'T WANNA DANCE EDDY GRANT (Portrait/CBS 37-04039)	5	80
56 BAD BOYS WHAMI U.K. (Columbia 38-03932)	6	61
57 RAINBOW'S END SERGIO MENDES (A&M 2563)	4	64
58 HOW CAN I REFUSE HEART (Epic 34-04047)	4	63
59 WORDS F.R. DAVID (Carrere/PolyGram CA 101)	6	59
60 HIGH TIME STYX (A&M 2568)	4	62
61 FREAK-A-ZOID MIDNIGHT STAR (Solar/Elektra 7-69828)	5	65
62 MIRACLES STACY LATTISAW (Cotillion/Atco 7-99855)	5	68
63 ALL TIME HIGH RITA COOLIDGE (A&M 2551)	11	33
64 TAKE ME TO HEART QUARTERFLASH (Geffen 7-29603)	13	31
65 THE NIGHT THE ANIMALS (I.R.S./A&M AR-9920)	4	71
66 THIS TIME BRYAN ADAMS (A&M 2574)	2	85
67 DON'T YOU KNOW HOW MUCH I LOVE YOU RONNIE MILSAP (RCA PB-13564)	4	69

	Weeks On Chart	9/3
68 CAN'T SHAKE LOOSE AGNETHA FALTSKOG (Polydor/PolyGram 815 230-7)	3	76
69 WANNA BE STARTIN' SOMETHIN' MICHAEL JACKSON (Epic 34-03914)	16	51
70 JUST BE GOOD TO ME THE S.O.S. BAND (Tabu/CBS ZS4 03955)	3	78
71 SAVED BY ZERO THE FIXX (MCA-52213)	16	44
72 EVERYDAY I WRITE THE BOOK ELVIS COSTELLO & THE ATTRACTIONS (Columbia 38-04045)	3	79
73 UNCONDITIONAL LOVE DONNA SUMMER (Mercury/PolyGram 812 677-7)	2	83
74 CHANGE TEARS FOR FEARS (Mercury/PolyGram 814 088-7)	5	75
75 LIVING ON THE EDGE JIM CAPALDI (Atlantic 7-89799)	3	81
76 DO IT AGAIN (MEDLEY WITH BILLIE JEAN) CLUB HOUSE (Atlantic 7-89795)	8	77
77 IF ANYONE FALLS STEVIE NICKS (Modern/Atco 7-99832)	1	—
78 COME DANCING THE KINKS (Arista AS 1054)	19	52
79 OUR HOUSE MADNESS (Geffen 729668)	20	45
80 TAKE AWAY BIG RIC (Scotti Brothers/CBS ZS4 04084)	2	89
81 SHIP TO SHORE CHRIS DeBURGH (A&M 2565)	4	82
82 ALL I NEED TO KNOW BETTE MIDLER (Atlantic 7-89789)	2	90
83 SHARP DRESSED MAN ZZ TOP (Warner Bros. 7-29576)	3	86
84 HOW DO YOU KEEP THE MUSIC PLAYING JAMES INGRAM AND PATTI AUSTIN (Qwest/Warner Bros. 7-29618)	19	70
85 FOOLIN' DEF LEPPARD (Mercury/PolyGram 814 178-7)	1	—
86 HEART AND SOUL HUEY LEWIS AND THE NEWS (Chrysalis/CBS VS4 42726)	1	—
87 BLAME IT ON LOVE SMOKEY ROBINSON & BARBARA MITCHELL (Tamlia/Motown 1684)	11	55
88 EVERYDAY PEOPLE JOAN JETT AND THE BLACKHEARTS (Blackheart/MCA 52272)	1	—
89 SPICE OF LIFE MANHATTAN TRANSFER (Atlantic 7-89786)	1	—
90 TIP OF MY TONGUE THE TUBES (Capitol B-5258)	8	73
91 FAKE FRIENDS JOAN JETT AND THE BLACKHEARTS (Blackheart/MCA-52240)	10	53
92 GET IT RIGHT ARETHA FRANKLIN (Arista ASI 9034)	6	80
93 JUICY FRUIT MTUME (Epic 34-03578)	14	88
94 MIDNIGHT BLUE LOUISE TUCKER (Arista ASI 9022)	13	84
95 EWOK CELEBRATION MECO (Arista ASI-9045)	11	91
96 PIECES OF ICE DIANA ROSS (RCA PB-13549)	12	87
97 TOO SHY KAJAGOOGOO (EMI America B-8161)	21	93
98 CUTS LIKE A KNIFE BRYAN ADAMS (A&M 2553)	14	92
99 BABY JANE ROD STEWART (Warner Bros. 7-29608)	18	95
100 THE BORDER AMERICA (Capitol B-5236)	12	96

ALPHABETIZED TOP 100 SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

After The Fall (Twist And Shout — ASCAP)	33	Lady Love Me (Hudmar — ASCAP/Newton House — BMI)	40	Stand Back (Welsh Witch — BMI)	15
All I Need (ATV/Mann & Well/Braintree/Snow — BMI)	82	Miracles (Rare Blue — ASCAP)	62	Suddenly Last Summer (Clean Sheets — BMI)	54
All Time High (Blackwood — BMI)	63	Miracles (Rare Blue — ASCAP)	62	Sweet Dreams (Sunbury)	1
Baby Jane (Rod Stewart/Anteat — ASCAP)	99	Miracles (Rare Blue — ASCAP)	62	Take Away (Flowering Stone/Gremma Baby/Thlr'd Ear/Real Guy — ASCAP/Holy Moley/D. Simone/Mook — BMI)	80
Bad Boys (Chappell — ASCAP)	56	Miracles (Rare Blue — ASCAP)	62	Take Me To Heart (Narrow Dude/Bonnie Bee Good/WB — ASCAP)	64
Big Log (Talk Time/Bay — ASCAP)	39	Miracles (Rare Blue — ASCAP)	62	Tell Her About It (Joel Songs — BMI)	7
Blame It On Love (Chardax — BMI)	89	Miracles (Rare Blue — ASCAP)	62	Tell Her No (Mainstay — BMI)	35
Burning Down (WB/Blesu Disque/Index — ASCAP)	44	Miracles (Rare Blue — ASCAP)	62	The Border (April/Russell Ballard/Poison Oak — ASCAP)	100
Can't Shake Loose (April/Russell Ballard — ASCAP)	68	Miracles (Rare Blue — ASCAP)	62	The Night (Noorub/Leosong — ASCAP/House Of Juices — BMI)	65
Change (Dick James — BMI)	74	Miracles (Rare Blue — ASCAP)	62	The Safety Dance (Off Backstreet/Les Editions Chapeau — BMI)	5
China Girl (Jones/Bug/James Osterberg/Fleur — ASCAP/BMI)	9	Miracles (Rare Blue — ASCAP)	62	This Time (Irving/Adam's Comm./Calypso Toonz — BMI)	66
Cold Blooded (Stone City — ASCAP)	42	Miracles (Rare Blue — ASCAP)	62	Tip Of My Tongue (Decomposition/Boone's Tunes/V-2/Sagittaire — ASCAP)	90
Come Dancing (Davyr — P.R.S.)	78	Miracles (Rare Blue — ASCAP)	62	Tonight I Celebrate (Almo/Prince Street/Screen Gems-EMI — ASCAP/BMI)	30
Cuts Like A Knife (Irving/Adams Communications/Calypso Toonz — BMI)	98	Miracles (Rare Blue — ASCAP)	62	Too Shy (Tritec)	97
Dead Giveaway (Spectrum VII, L.F.S. III — ASCAP)	19	Miracles (Rare Blue — ASCAP)	62	Total Eclipse (Lost Boys — BMI)	11
Delirious (Controversy — ASCAP)	47	Miracles (Rare Blue — ASCAP)	62	True (Reformation Ltd. — ASCAP)	22
Do It Again (MCA/Red Giant — ASCAP/Mijac/Werner-Tamerlane — BMI)	76	Miracles (Rare Blue — ASCAP)	62	Unconditional Love (Sweet Summer Night/See This House — ASCAP)	73
Don't Cry (WB/Almond Legg/Ackee — ASCAP)	10	Miracles (Rare Blue — ASCAP)	62	Wanna Be Startin' (Mijac — BMI)	69
Don't Forget To Dance (Davyr, Ltd.)	48	Miracles (Rare Blue — ASCAP)	62	What Am I Gonna Do (Rod Stewart/Anteat — ASCAP/Rockin' Hoarse — BMI)	52
Don't You Get So Mad (Almo/March 9/Gravity Raincoat — ASCAP/Haymaker — BMI)	31	Miracles (Rare Blue — ASCAP)	62	Words (ASCAP)	59
Don't You Know (Kelso Herston — BMI)	67	Miracles (Rare Blue — ASCAP)	62	You're Driving Me (Screen Gems — EMI — BMI)	43
Electric Avenue (Greenheart — ASCAP)	28	Miracles (Rare Blue — ASCAP)	62		
Every Breath You Take (Magnetic — BMI)	2	Miracles (Rare Blue — ASCAP)	62		
Everyday I Write The Book (Plangent Visions — ASCAP)	72	Miracles (Rare Blue — ASCAP)	62		
Everyday People (Stoneflower/Warner-Tamerlane — BMI)	88	Miracles (Rare Blue — ASCAP)	62		
Ewok Celebration (Warner-Tamerlane/Benthe)	95	Miracles (Rare Blue — ASCAP)	62		
Fake Friends (Jett Pack — BMI)	91	Miracles (Rare Blue — ASCAP)	62		
Far From Over (Virgin/Chappell/Sound Diegrams/WB — ASCAP)	20	Miracles (Rare Blue — ASCAP)	62		
Fascination (Virgin/Chappell/Sound Diegrams/WB — ASCAP)	18	Miracles (Rare Blue — ASCAP)	62		
Flashdance (Chappell/Famous/GMPC/Carub/Alcor — ASCAP)	17	Miracles (Rare Blue — ASCAP)	62		
Foolin' (Zomba — BMI)	85	Miracles (Rare Blue — ASCAP)	62		
Freak-A-Zoid (Hip-Trip/Midstar — BMI)	61	Miracles (Rare Blue — ASCAP)	62		
Get It Right (Uncle Ronnie's/April/Thriller Miller — ASCAP)	92	Miracles (Rare Blue — ASCAP)	62		
Heart And Soul (Chinnichip/Careers — BMI)	86	Miracles (Rare Blue — ASCAP)	62		
High Time (Stylian — ASCAP)	60	Miracles (Rare Blue — ASCAP)	62		
Hold Me 'Til (Squawko/Foster Frees — BMI)	38	Miracles (Rare Blue — ASCAP)	62		
Hot Girls In Love (Dean Of Music/Blackwood — BMI)	41	Miracles (Rare Blue — ASCAP)	62		
How Am I (April/Is Hot — ASCAP/Blackwood — BMI)	28	Miracles (Rare Blue — ASCAP)	62		
How Can I Refuse (Strange Euphoric/Know/Primal Energy/Sounds Like Music/Sheer — ASCAP)	58	Miracles (Rare Blue — ASCAP)	62		
How Do You Keep (WB — ASCAP)	84	Miracles (Rare Blue — ASCAP)	62		
Human Nature (Porcara/John Bettis — ASCAP)	13	Miracles (Rare Blue — ASCAP)	62		
Human Touch (Vogue — BMI)	25	Miracles (Rare Blue — ASCAP)	62		
I Don't Wanna (Greenheart — ASCAP)	55	Miracles (Rare Blue — ASCAP)	62		
If Anyone Falls (Welsh Witch — BMI)	77	Miracles (Rare Blue — ASCAP)	62		
I'll Tumble (Virgin — ASCAP/Adm. by Chappell)	8	Miracles (Rare Blue — ASCAP)	62		
Is There Something (Tritic)	29	Miracles (Rare Blue — ASCAP)	62		
Islands In The Stream (Gibb Brothers — BMI)	32	Miracles (Rare Blue — ASCAP)	62		
It Must Be Love (M.A.M. (MCA) — ASCAP)	50	Miracles (Rare Blue — ASCAP)	62		
It's A Mistake (April — ASCAP)	23	Miracles (Rare Blue — ASCAP)	62		
Juicy Fruit (Mtume — BMI)	93	Miracles (Rare Blue — ASCAP)	62		
Just Be Good (Flyte Tyme/Avant Gerde/Almo — ASCAP)	70	Miracles (Rare Blue — ASCAP)	62		
King Of Pain (Magnetic — BMI)	24	Miracles (Rare Blue — ASCAP)	62		
Kiss The Bride (Intersong — ASCAP)	34	Miracles (Rare Blue — ASCAP)	62		

Exceptionally heavy radio activity this week

Exceptionally heavy sales activity this week

Rock Up, Tapes Down, According To RIAA Survey

by Fred Goodman

NEW YORK — Cassettes continued to increase their market share, the trend towards an older music-buying audience was borne out, and rock music experienced a decline in market share. These and other changes both great and slight occurred in the marketplace during 1982 according to newly released figures in the ongoing Recording Industry Assn. of America's (RIAA) survey of prerecorded music purchasers.

The results are part of follow-up study to an initial three-year trend report published last February, "Consumer Purchasing of Records and Prerecorded Tapes in the U.S.," which spanned 1979-81. The addendum report again surveyed 13,000 households and examined consumer buying habits for both retail and direct market consumers, broken down by age, sex, race, region and music type as defined by the buyers. Gift buying habits were also surveyed.

Cassette purchases accounted for 28% of consumer purchases in the retail sector

during the follow-up period, as compared to 17% in 1981. Similarly, that configuration rose to a 32% share in the direct marketing sphere, as compared to 26% the previous year. As expected, eight-tracks continued to lose ground, dropping to five percent from 10% at retail and to 15% from 23% in direct marketing. A slight increase in singles' sales — from four percent to five percent — was attributed to the upsurge in 12-inch dance music releases.

With an older median age characterizing the record buying public, rock music accounted for only 34% of consumer purchases at retail, down from 43% the previous year. However, problems of definition, i.e. the possible categorization of "new music" as "pop," may also have attributed to the decline. In terms of age, 15 to 19 year olds accounted for 16% of consumer purchases, down from 18% in 1981. The 20 to 24 year olds dropped to 23% from 27%, the 25 to 34 year olds inched up to 27% from 26%, and the 35+ group jumped to 29% from 24% of sales in '81. In the direct marketing area, the 25 to 34 year olds showed the largest growth, moving up to 28% of sales in '82, as compared to 22% the year before.

Beyond rock, other music categories shifted in share. Pop music moved up 14% from 11%, gospel and classical both rose

(continued on page 14)

Vid Firms Stress Sales At Three-Day VSDA Confab

by Harry Welinger

SAN FRANCISCO — Manufacturers pleaded for a halt to the acrimony and invective which has surrounded the still-controversial first sale issue during the three day Video Software Dealers Assn. (VSDA) convention here Aug. 28-30. The approximately 350 dealers in attendance were asked to lay down their arms and, instead, join them in concentrating on the task of converting the business from sales to rental. The collective call for a sales-oriented market, with the full cooperation of retailers, was echoed throughout the convention's manufacturer panels.

Perhaps this was best crystallized in the keynote address by MGM/UA Home Entertainment chairman Cy Leslie, who asked the participants to join hands in developing a growth industry. "The real enemies are us," said Leslie, "and typically, new industries start up and polarize. It seems logical for us to sit down together and work this thing out."

Not to say that video dealers didn't voice the same concerns, particularly with regard to the nuts and bolts issues of their

business. Significantly, a follow-up session to Leslie's address the morning of Aug. 28 was titled "Merchandising For Sales and Rental." Moderator Bob Bigelow, of Minneapolis' Bigelow Video, reiterated the pro-sales stance which he most recently detailed in the August VSDA newsletter, encouraging dealers to get the most out of available point-of-purchase displays provided by manufacturers, in order to optimize their sales and rentals.

If the studios, or such sales-minded dealers as Bigelow, needed ammunition to

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MTV 'Threat' Dominates NAB Meet In S.F.

by Harry Welinger

LOS ANGELES — Research, the intended topic for the more than 2,000 participants at the sixth annual National Assn. of Broadcasters (NAB) Radio Programming Conference held last week in San Francisco, was overshadowed by the omnipresent MTV. A broad survey of format listenership attitudes conducted by the Detroit-based firm of Reymers & Gersin Assoc. had been commissioned by the NAB to provide the theme for this year's convention, and their specific findings for each of nine format audiences prompted the individual format clinics that took place. The main topic of conversation throughout the three-day event, however, was radio's fear of MTV.

The Reymers & Gersin study, titled "Radio Wars," surveyed 1,300 listeners in 13 markets and broke the findings down into separate demographic groups for adult contemporary, AOR, beautiful music, CHR, country, full service, news/talk, nostalgia and urban. Monday morning's opening session showcased psychological differences among listeners in a format vs. format approach, and was well received by the nearly 1,500 participants who filled the hotel's grand ballroom. The firm's methodology and credibility came under fire at the separate format clinics, with some sessions becoming a tug-of-war between those who demanded sample size, and others who were willing to forego the in-fighting for airing of programming ideas.

Interest ran high for the "MTV: Friend or Foe" panel, with 500 anxious broadcasters anticipating a dogfight between MTV vice president of programming Les Garland and the challenge of AOR radio program-

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Video Games Manufacturers Planning Extensive Christmas, Survival Strategies

by Jeffrey Ressler

LOS ANGELES — Faced with increased competition from low-end personal computer systems, a saturation of secondary titles and older catalogue product, among other ills, most home video game manufacturers have been in dire straits over the first and second quarter of this year, with several firms reporting devastating losses and staff layoffs over the past few months. Although the winter months are traditionally the best time of year for selling electronic game hardware and cartridges, this upcoming holiday season may find retailers hit with a number of surprising announcements:

*** Atari, Inc.'s highly-touted keyboard peripheral for the VCS 2600 game system, originally called "My First Computer" and later changed to "The Graduate," has been put on the "back burner" indefinitely by the company "in light of the turmoil in the under-\$100 home computer market."

*** Coleco Industries' innovative, "bundled" computer system nicknamed

"ADAM" — which features a keyboard, joysticks, digital data pack drive, letter quality printer, and three resident software items — will retail for around \$700 instead of the \$600 price point announced at the Summer Consumer Electronics Show.

*** Mattel Electronics, which makes the Intellivision game system and has been besieged by pre-tax losses of over \$100 million, is reportedly up on the auction block by its parent company Mattel, Inc., and sources connected to the firm stated that production capabilities have been cut back dramatically in an attempt to clear out its large warehouse inventory. Mattel could not extrapolate on these issues, since company policy calls for "no comment on mergers, acquisitions, divestitures or tender offers unless circumstances warrant a disclosure of such activities."

*** International Business Machines, better known as IBM, is developing what could be major competition for Coleco's ADAM — a user-friendly computer system named "The Peanut" which may be out

before Christmas and retail for under \$1,000.

*** In addition to giving retailers more comprehensive retail programs (stock balancing plans, returns privileges and dating arrangements) than ever before, game makers will be offering an ever-increasing amount of catalogue product available at low prices through close-outs.

Although record retailers might be down on home video games due to their poor sales performance during the summer, gamemakers seem to feel software business is as good as its ever been. "The industry is getting a bad rap," said Bruce Entin, vice president of corporate communications at Sunnyvale's Atari, Inc. "Over 110 million carts are going to be sold this year, which is up about 50% from a year ago. If you break consumer groups into categories of early buyers, late buyers and very late buyers, early buyers represent less than 20% of the marketplace, and that group has been fairly well saturated. The late and very late

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'Pyromania' Now Top PolyGram Non-Movie LP

NEW YORK — Def Leppard's "Pyromania" has sold four million copies, making it the biggest-selling non-soundtrack album in PolyGram Records' history. The achievement was announced by Harry Losk, senior vice president, marketing, PolyGram, who also reported that cassette sales of "Pyromania" have accounted for about 2.4 million copies, with that configuration presently outselling record album copies by a ratio of three to two.

"We congratulate Joe Elliot, Richard Allen, Phil Collen, Steve Clarke and Rick Savage, as well as their producer, Robert John "Mutt" Lange, on this record-breaking achievement," said Losk. "Def Leppard clearly has established itself as a preeminent act on PolyGram's roster, and

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COCKTAILS AT CONCORD — The 15th annual Concord Jazz Festival was recently held in Concord, Calif. Pictured seated at a party hosted by Carl Jefferson, president of Concord Jazz Records, at the conclusion of the fest are (l-r): clarinetist Eiji Kitamura, singer Rosemary Clooney, Jefferson and bandleader Nat Pierce. Pictured standing are (l-r): bandleader Woody Herman, bandleader Frankie Capp, drummer Jeff Hamilton, Ron McCroby, drummer Jake Hanna and pianist Dave McKenna.

Coury's Network Signs With Geffen For North America

by Richard Imamura

LOS ANGELES — Al Coury's Network Records has entered a long-term deal with Geffen Records to release product on a joint logo basis in North America. Network, however, will continue to be distributed throughout the rest of the world through CBS International.

Under the terms of the pact, Network/Geffen product will be marketed and distributed through Geffen's already existing set-up with Warner Bros. Records. (Geffen is currently distributed by Warner Bros.) "Network will give us finished product, and we will do the rest," said Ed Rosenblatt, president, Geffen.

First product under the deal will come

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BUSINESS NOTES

NBC-TV Plans Live Music Specials

LOS ANGELES — Alabama, Debbie Allen, Peter Allen and the Radio City Music Hall Rockettes, David Brenner, Cher, Culture Club, Mac Davis, Neil Diamond, Rick James, Alan King, Liberace, Barry Manilow, Men At Work, Puerto Rico's Menudo, Dolly Parton, Joan Rivers, Kenny Rogers, Linda Ronstadt with the Nelson Riddle Orchestra, Rod Stewart and others are all set to perform during an upcoming NBC-TV live specials that will air one hour each on three consecutive nights, Sept. 27-29.

The specials, which will premiere the opening week of NBC's fall season, will be broadcast from the Shrine Auditorium in Los Angeles, where each show is expected to draw about 6,400 people. Sandy Gallin, a producer and theatrical personal manager of stars in every facet of entertainment, will make his TV debut as host of the specials.

Gallin, Raymond Katz and Gary Smith are executive producers on the projects, in conjunction with Paramount Television. Marty Pasetta and Kenny Solms are the producers. Pasetta, who has directed more than 100 TV specials including the last 12 Academy Awards presentations, will direct each segment.

"These will be the variety shows to top all other television variety shows," commented Brandon Tartikoff, president of NBC Entertainment. "Audiences will see the greatest talent available today, many of whom rarely if ever appear on TV."

Noting that there seemed to be something "missing" on the tube, and that variety specials should be brought back as a major staple to TV, Tartikoff said that by programming the show, "We wanted to imbue NBC's entire premiere week with a sense of excitement and showmanship."

He also said that the specials could be the "launching pad" for a mid-season weekly series.

Commenting on Paramount's involvement, Television Group president Rich Frank said, "We believe and concur with NBC that live variety provides that kind of bold, broad-based innovative and timely entertainment."

"NBC meets the challenges with the tenacity that has proven correct in giving programs the proper chance to be accepted by an audience," he added.

Police Top August RIAA Certifications

NEW YORK — The Recording Industry Assn. of America (RIAA) certified 10 gold albums and four singles, and four platinum albums in August. In addition, RIAA/VIDEO, the autonomous video division of the RIAA, certified 14 gold and four platinum videos.

Topping record certifications was A&M recording group The Police, which received simultaneous gold and platinum awards for its album "Synchronicity," and a gold single for "Every Breath You Take."

Two other albums achieved simultaneous gold and platinum certification in August: Loverboy's "Keep It Up" on the Columbia label, and the Mercury/PolyGram soundtrack album *Staying Alive*. The month's other platinum album went to Bryan Adams for his A&M album, "Cuts Like A Knife."

Albums certified gold during August were: "Reach The Beach," by the Fixx on MCA; "Killer On The Rampage," Eddy Grant, Portrait; "Visions," Gladys Knight & The Pips, Columbia; and "Aladdin Sane," David Bowie, RCA.

Besides the Police single, two classic Elvis Presley 45s on RCA reached the million-selling mark, "A Fool Such As I" and "Wear My Ring Around Your Neck." A kiddie record, *Return Of The Jedi*, on Disneyland/Vista, was the month's fourth gold single.

August's 10 gold albums compare to eight in the same month last year, and its four gold singles compare to just one in the similar periods. The gold album total for 1983 stands at 65, compared to 74 in 1982, and gold singles this year are at 39, compared to 16 through the first eight-month period of last year. The month's four platinum album certifications best the three of August, 1982, but year-to-date totals lag behind at 28 compared to 37 last year.

RIAA/VIDEO's 14 gold and four platinum video awards during August far outstrip the lone gold award given in August of '82. Last month's platinum awards were given to MGM/UA Home Video's *Dr. Zhivago*, and Warner Home Video's *Superman II. Enter the Dragon*, and *Blazing Saddles*, signifying the sale and/or rental of at least 50,000 units of the movies with a retail sales/rental license value of at least \$2 million.

Among the month's gold awards, six went to RCA VideoDiscs, four to MGM/UA Home Video and three to MCA Home Video, and one to Warner Home Video. Certified gold were: *Superman II*, RCA; *Mary Poppins*, RCA; *Close Encounters of The Third Kind*, RCA; *An Officer And A Gentleman*, RCA; *Apocalypse Now*, RCA; *Jane Fonda's Workout*, RCA; *Fast Times At Ridgemont High*, MCA; *The Goodbye Girl*, MGM/UA; *My Favorite Year*, MGM/UA; *The Secret of NIMH*, MGM/UA; *Diner*, MGM/UA; *American Graffiti*, MCA; *Cat People*, MCA; and *High Road To China*, Warner. A gold video award represent sale and/or rental of at least 25,000 videocassettes and/or videodiscs, with a minimum of \$1 million in rental/sales.

Portland's Everybody's Chain Changes Hands

NEW YORK — The Portland-based Everybody's Record Co. retail chain is going out of business under its present ownership. According to president and chairman of the board Tom Keenan, a decision to liquidate was made Aug. 22 at a meeting of the seven-member board of directors. He said that three of the chain's seven stores have already been sold, with the other four on the block and expected to be dealt out within the next 60 days.

Keenan would not detail the reasons for the chain's end, but did cite "the general economy and cash flow problems." He said that the board had decided that "rather than be forced into a position where we would later be unable to fulfill our obligations, it was better to get out now while we are still able to do so."

The 13-year-old Everybody's chain peaked last year with a total of 10 stores in the Oregon/Washington region. Three outlets — one each in Eugene, Ore., Bellevue, Wash., and Seattle — were closed this year. Keenan said that the three stores that have just been sold are the outlets in Eugene, Ore., Corvallis, Ore., and Albany, Ore. The four remaining outlets are all in Portland.

Keenan said that Marathon Music, a new music marketing corporation, bought the three Oregon stores. Marathon Music also owns the Valley River Records mall store in Eugene.

CD Promotions Continue Despite EIA-RIAA Rift

by Michael Martinez

LOS ANGELES — Both the Recording Industry Assn. of America (RIAA) and the Electronics Industry Assn. (EIA) are waging campaigns to promote the emerging Compact Disc (CD) technology through consumer and trade media, but there will be no joint effort by the trade groups to enhance the market for this new technology.

Officials for both groups boast of extensive media coverage resulting from their efforts to further penetrate the U.S. market for CD software and hardware. TV, radio and newspaper, including several TV talk show appearances by EIA spokesman Frank Blair and circulation by the RIAA-sponsored Compact Disc Group (CDG) of a catalog listing CD titles and locations that are available have been employed by both trade groups.

But although the CDG is comprised of software manufacturers and hardware manufacturing members of the EIA, officials of the RIAA and the electronics trade group say that because of the polarity in their positions over pending legislation and U.S. Supreme Court review on the home taping issues — record rentals, First Sale Doctrine, et al — the two groups are not joining forces.

The original CDG software members include Arista, Capitol, Chrysalis, PolyGram,

(continued on page 26)

Global Satellite Network, MTV Set Up Simulcasts

by Michael Glynn

LOS ANGELES — On Sept. 24, Global Satellite Network, which presents the *Rockline* interview/call-in program live over its more than 50 affiliate AOR stations, will begin simulcasting MTV's *Saturday Night Concerts* series, according to Global president Howard Gillman. The MTV concert simulcast, which kicks off with Capitol recording group Duran Duran, was characterized as "a very exciting concept" by Global's Gillman.

"When we started *Rockline* (in 1981), everyone said we couldn't deliver a live show on radio to stations across the country simultaneously," Gillman told *Cash Box* last week. "Since the success of *Rockline*, we'd been looking for some other innovative ideas, when we got together with MTV and decided to do *Saturday Night Concerts*."

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Retailers Set For School Promotion

by Jim Bessman

NEW YORK — With the "Back-to-School" season well under way, knowledgeable record retailers have put on their thinking caps to devise strategies in educating both returning and new customers of their stores' resources. A *Cash Box* retailer survey found the keenest promotional minds in college markets, though the more studious chains also achieved high marks.

Several chains have developed campaigns around appropriate catch phrases, as in the case of National Record Mart's "Learn Your ABC's" chainwide promotion. The 75-store Pittsburgh-based company stickered its entire WEA \$6.98 holdings with the slogan, along with a small print explanation that "ABC's means \$1 off marked price." Store front signage utilized an il-

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REVIEWS

ALBUMS

OUT OF THE BOX



I'M NOT ME — Mick Fleetwood's Zoo — RCA AFL 1-4652 — Producers: Mick Fleetwood and Richard Dashut — List: 8.98 — Bar Coded

Fleetwood Mac drummer Mick Fleetwood is joined by group members Christine McVie and Lindsey Buckingham and rockabilly rogue Billy Burnette for his second solo album, a follow-up to the well-received "Visitor" from a few years back. C&W-tinged rock, folk and A/C selections make their way onto this versatile vinyl, with the standout tracks being the country-styled title track inked by Burnette and Micheal Smotherman, the spritely popper "Angel.Come Home," the raucous cover of "Tear It Up" and the MOR-perfect "I Give." Zoo band members Burnette, George Hawkins and Steve Ross alternate on lead vocals, complementing each other with ease.

FEATURE PICKS

POP

OUT OF OUR HANDS — Pablo Cruise — A&M SP-4909 — Producers: Pablo Cruise with Jim Gaines — List: 8.98 — Bar Coded

Since the Doobie Brothers broke up, Pablo Cruise may well step in to take its place as the foremost Northern California laid-back band. The perfect music to play while tooling down the Pacific Coast Highway in your Porche Turbo Carrera or relaxing on the beaches of Maui, the LP also features the Tower of Power horn section for a cool brassy buzz. Notable tracks here are the briskly paced "Givin' It Back," the grandiose title number, and the ode to an all-night dance madonna, "On & On."

EDDIE AND THE CRUISERS — Original Motion Picture Soundtrack — Scotti Bros./CBS BFZ 38929 — Producer: Kenny Vance — List: None — Bar Coded

The movie *Eddie & The Cruisers* tells the story of a streetwise rock 'n' roller who sings about coming of age in New Jersey, hanging around the boardwalk during summer and the darkness on the edge of his town. Sound familiar? While the score — performed by John Cafferty and popular Garden State combo Beaver Brown — seems to be little more than rehashed Springsteen motifs backed by cloned E Street Band riffs, expect reaction to the flick help maintain the LP's viability. Besides the original Cafferty-composed tunes, the Cruisers admirably jam on classics like "Runaround Sue" and "Hang Up My Rock And Roll Shoes" with true bar band style. Wild yet innocent, the LP is a real blues-rock alternative to dance-oriented soundtracks hitting big this season.

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Rainbow's End

The **Second Smash Single**
From
Sergio Mendes

"Rainbow's End" From The A&M Album Sergio Mendes

AM-2563

SP-4937

On **A&M Cassettes And Records**



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REVIEWS

ALBUMS

(continued from page 6)

NUMBERS WITH WINGS — The Bongos — RCA MFL1-8509 — Producer: Richard Gottehrer — List: 5.98 — Bar Coded

With its PVC/Jem "Drums Along The Hudson" release last year. The Bongos earned the respect of critics and hip radio programmers alike for its tight playing and intelligent compositions by vocalist/guitarist Richard Barone. Now Hoboken, N.J.'s finest deliver its major label debut, a five-song mini LP, with characteristic pop panache produced by Go-Go's and Marshall Crenshaw overseer Richard Gottehrer. With songs like the catchy title track and "Skydiving," it's only a matter of time before this combo hits its big coast to coast. Expect prog and new music PDs to start the buzz, with AOR and Pop following in the weeks ahead.

BEACH BOYS RARITIES — The Beach Boys — Capitol ST-12293 — Producers: Various — List: 8.98 — Bar Coded

Like The Beatles' "Rarities" album of a few years back, this Beach Boys assortment is several unreleased recordings, studio obscure and alternate takes of previously issued hits. For example, there's a different mix of "Good Vibrations" a cover of The Box Tops' "The Letter" and the rare B-side "Celebrate The News," which was one of Dennis Wilson's first songwriting/producing efforts. Liner notes by discographer Brad Elliott gives surf 'n' sand scholars a cogent explanation of each song's genesis.

MAIDEN AUSTRALIA — Various Artists — Oz/A&M SP-4952 — Producers: Various — List: 8.98 — Bar Coded

Twelve bands from Down Under contribute a track each to this compilation of Aussie and New Zealand acts with material coming primarily from the Mushroom label, with some cuts dating back as far as 1978. For anyone interested in the current antipodean invasion and looking for a good intro, this LP is a must, with such folks as Split Enz, Mental As Anything, Renee Geyer and Jo Jo Zep represented. Along with these established artists, several cuts from new and developing artists like the Sydney-based electro-dance music band Machinations and hot Public Image Ltd. drone-a-likes Hunters & Collectors are included.

BLACK CONTEMPORARY

ALL THE WAY STRONG — Third World — Columbia FC 38687 — Producer: Third World — List: None — Bar Coded

Although Third World's distinctive brand of uplifting reggae has charmed and inspired audiences since the potent 1977 LP "96 Degrees In The Shade," the team had its biggest successes just last year with the Stevie Wonder-penned songs "Try Jah Love" and "You're Playing Us Too Close." This year the group returns with more of its streamlined reggae, invoking a roots sound in tunes like "Lagos Jump" and "Swing Low," while going for a more commercial tone on such offerings as "Rock and Rave." Although there are still many rivers to cross over regarding radio acceptance of Jamaican reggae, Third World — along with Black Uhuru and Steel Pulse — has had a tremendous influence in the past, and this polished LP should prove no exception.

WORDS AND MUSIC — Tavares — RCA AFL1-4700 — Producers: Various — List: 8.98 — Bar Coded

Tavares has amassed about a dozen Top 20 B/C singles over the last two

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NEW FACES TO WATCH



Eddie Jobson

After a 12-year career as a participant in some of the world's most popular bands, the 28-year old Eddie Jobson is ready to prove he is a talent worthy of solo recognition.

He and his band Zinc have just released their debut LP, "Green," and although keyboard/violinist Jobson is no "greenhorn" himself, he can relate to the concept of discovery.

"The color green was chosen for this project because it was a suitable first color," said Jobson. "Green is the color of naivete, of beginnings and things growing." A progressive-rock veteran of Curved Air, Roxy Music, Frank Zappa, King Crimson and U.K., Jobson explains that the album is a semi-autobiographical tale.

"It follows an individual's life and career, and it's any successful person's rise from a small-town environment," he said. "Everybody sees him in a different light once he's successful, but he still feels exactly the same as he did when he was in the village. At the same time, he can't relate to his small-time friends anymore while being surrounded by very shallow new friends, people who are really only with him because of his success."

Jobson has found himself at the top ever since he was 17, when an innocent soundcheck fiddling led to the Curved Air gig and later, studio sessions with John Entwistle. His keyboard work with Roxy lasted through three LP's.

Jobson then performed double-duty for Zappa's band, replacing George Duke on keyboards and Jean-Luc Ponty on violin. After living in Los Angeles for a time, Zappa's jazz and classical sympathies propelled Jobson in a more personal direction.

"After playing with Frank, it seemed the perfect thing to do was to go back to England and form a group," he recalled. "For the first time I would have some real input, and play in a style that was more natural." Teaming with progressive heavyweights Bill Bruford and John Wetton, Jobson helped form the new group U.K. The established reputation of its members earned U.K. a "supergroup" tag that doomed the unit.

Jobson took a "vacation," as he termed it, to tour with Jethro Tull in front of a ready-made audience.

It was then, in 1980, that Jobson started over. The Zinc project took three years, with the added challenge of writing lyrics, singing and producing for the first time. Although there have been many changes in contemporary music since the art-rock glory days, Jobson's vision remains firm.

"Zinc is a continuation of what I was trying to do with U.K.," Jobson offered. "I want to remain in that general school of music, but come into the 1980's with grace, to update a little bit and bring that whole form of music into the new decade."



Taco

In an anything-goes pop music melange where new sounds abound each week, the Top 10 success of Irving Berlin's "Puttin' On The Ritz" by new artist Taco still comes as a big surprise, even to Taco. "I just can't believe it!" exclaims the cosmopolitan singer when queried on the international hit status of the song, recorded in late 1981 and first released in Germany in May 1982. "I'm still on cloud nine!"

As can be surmised from the more than a year interval between the tune's initial release and its global achievements, getting to cloud nine took time and hard work. "I tried everything to get it going," says Taco, who goes by his given Dutch first name and performs in white gloves and black tails. His first promotional effort involved acting out the song as part of a computer music program in a department store window. Then in the fall of 1982, the record began getting airplay in Germany, which resulted in seven months on the sales charts. Then Sweden followed suit: Taco discovered that his club appearances there drew an audience as elegantly clad as himself, and that record buyers were equally responsive to the tune of a 10-week run in the #2 spot. In short order, "Puttin' On The Ritz" topped charts in Austria, Yugoslavia, South Africa, Holland, Canada, and now, the United States.

Taco's choice of "Puttin' On The Ritz" and other show tune "evergreens," such as Berlin's "Cheek To Cheek" and Arthur Freed-Nacie Herb Brown's "Singin' In The Rain" for inclusion in his "Taco After Eight" debut RCA album points to his dual interest in music and acting, both of which he developed early on. While his parents were Dutch, he was born in Jakarta, Indonesia, where his grandfather had been a professional pianist and artist.

Taco credits the success of what he calls the "Continental new wave," meaning such European acts as Kraftwerk and The Police, "in helping me break." Besides his obvious influences from classic American pop songwriters, he cites the Tamla/Motown Stevie Wonder era as his biggest influence, and further acknowledges the impact of old European and American movies, especially the more recent *Cabaret* and its male lead, Joel Grey.

At the moment, Taco doesn't have a band but instead performs to a taped backup. Oddly enough, his album, which also includes ritzy originals, was also produced without a band, with its arranger, Werner Lang, playing all the tracks. While his next album will retain the same song-writing and production teams and will include some more standards, he promises "a big experiment" containing "a lot more elements." The next album is due for release in Europe in September.

REVIEWS

SINGLES

OUT OF THE BOX



COMMODORES (Motown 1694MF) **Only You** (4:10) (Old Fashion Publishing — ASCAP) (M. Williams) (Producer: M. Williams)

Soft woodwinds, strings and piano lead the way in a most tender contemplative love ballad for the Commodores, though it does eventually build to a heavily orchestrated climax. Smooth harmonic back-up volces on top of sincere lead vocal declarations should appeal strongly to both U/C and A/C formats.

FEATURE PICKS

POP

PRINCE (Warner Bros. 7-29503) **Dellrious** (3:56) (Controversy Music — ASCAP) (Prince) (Producer: Prince)

Third single from the already platinum "1999" is a bona fide finger-popper. Prince has already claimed his crown in the domain of funk 'n' roll, and loyal subjects are sure to get behind this one. A skeletal rhythm, simple keyboard figure and exuberant vocals should keep 'em dancing in the principality.

INDUSTRY (Capitol P-B-5268) **State Of The Nation** (3:40) (Exit 60 Music — BMI) (J. Carin, M. Caronia) (Producer: R. Davies)

The first single from the Long Island-based Industry is an unusual departure from the arty synth sound, at least in terms of the lyrics. Lead vocalist/synthesist John Carin's timely concern is military involvement in foreign conflict, including its questionable justification and likely consequence. His thoughtful sentiments are augmented by toned-down keyboard backgrounds.

BLACK CONTEMPORARY

MILLIE JACKSON (Spring SPR-7-3034) **I Feel Like Walking In The Rain** (3:58) (Baby J./Baby Shapiro/Sandbox Music — ASCAP) (W. Perkins, A. Graham) (Producers: M. Jackson, B. Shapiro)

The queen of raunch showcases her more serious side with this love-gone-bad ballad, and, in the process, reaffirms her considerable abilities as a vocalist. Lush strings, hazy saxophones and Jackson's on-the-money delivery combine effectively. The singer's first release since Spring departed the PolyGram fold.

DARNELL WILLIAMS (My Disc ZS4 04085)

Pure Satisfaction (3:48) (STM Music, Inc./Crown Heights Affair Pub. Co./D.W. Music) (W. Anderson, R. Reid, D. Williams) (Producers: D. Linton, W. Anderson, R. Reid)

Electronic percussion and electronically filtered female vocals give a lift to Darnell Williams' debut single, also the title track to his debut LP. Williams, who plays Jesse on the daytime drama *All My Children*, shows both singing and songwriting talents on a

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GET DOWN AND DIRTY.

Give the gift
of music.

Trash it Up!

**Southside Johnny and the Jukes
Trash it Up!**



90113

SOUTHSIDE JOHNNY & THE JUKES ARE BACK TO ...

"TRASH IT UP"

"Trash It Up," the long-awaited debut Mirage album from Southside Johnny & The Jukes. Nine cuts of vintage Southside. Produced by Nile Rodgers. On Mirage Records and Cassettes.

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MANAGEMENT: DAVID SONENBERG FOR AMUNDO ENTERPRISES, INC.

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REVIEWS

ALBUMS

(continued from page 8)

decades, scoring both mid-tempo ("It Only Takes A Minute," "She's Gone") and club floor triumphs. With "Deeper In Love" presently ascending the charts at #67 bullet in its second week, the five-man vocal team is out of its disco-era phase and facing the '80s dance music scene with vigor. Solar house producer Leon F. Sylvers III adds his talents to the opening track, "Ten To One," accompanying in the control room, as well as a stinging bass synthesizer. The most powerful cut by far on the entire record, however, is "Caught Short," an economic melodrama that has such imaginative lyrics as "Lately there's been a lot of month/left at the end of the money."

FOREIGN TONGUE — Taxxi — Fantasy F9628 — Producers: Phil Kaffel and Taxxi — List: 8.98 — Bar Coded

On its third Fantasy LP, the three-man Taxi combo offers some of its most challenging and arresting lyrics matched with forceful melodies. Beginning the LP with airport sounds leading immediately into the romantically yearning "Maybe Someday," the trio goes on to sing about the joys of love ("Walking On Air"), going out of control ("Lose Myself"), wayward women ("Runaway") and corporate conspiracy deals ("Six Men In New York"), all tied together with David Cummings' emotional guitar work. "Gold and Chains," a tune about ardor and avarice, is the pick to click on AOR from this hard rock/up-tempo pop unit.

NEW AND DEVELOPING

FIDO — Krisma — Atlantic 80103-1 — Producers: Maurizio Arcieri and Krisma — List: 8.98 — Bar Coded

The name of duo Krisma's U.S. debut LP is "Fido," while the first cut is called "Nothing To Do With The Dog." Get It? That's the kind of bizarre humor featured on this techno-pop album influenced by the likes of Kraftwerk, Vangelis, Roxy Music and the Eurythmics. Interestingly enough, all the compositions here are performed with a



single instrument — the Casio MT 65 synthesizer. Along with a few electronic drum solo snatches, the team of Swiss-born Christina Moser and Milano-raised Maurizio Arcieri also manage to deliver several compelling, high-tech Dada pieces, including a killer called "Eye To Eye." Euro-vogue music with a decidedly American flair, the LP should attract attention from KROQ-type stations.

REVIEWS

SINGLES

(continued from page 8)

modern sounding, choppy pop funk arrangement and message. Based on the sound, he's a new face to watch both on tube and Top 40.

TYRONE DAVIS (Ocean Front OF 2001) I Found Myself When I Lost You (Burton

Music Co. — BMI, Content Music — BMI, Tyonza Music — BMI) (W. Burton) (Producer: L. Graham)

Twanging guitars, bluesy backbeat and sassy horn lines provide a grooving undercurrent for this uptempo love shouter by veteran R&B crooner Tyrone Davis, who debuts product for newly formed Ocean Front. The inimitable Davls provides love story vocals with ease and skill for R&B and pop formats. Welcome back.

12-INCH SINGLES

ROXY PERRY (Topflight A-TOP-004) Gimme Gimme Good Lovin' (6:45) (Karelynn Tunes/Cypher/Cheeseburger — ASCAP/BMI) (R. Cordell, J. Levine) (Producers: R. Cordell, D. Oriolo)

Swirling keyboards and snappy percussion combine with Perry's strong vocal to make this cover a complete departure from the original Crazy Elephant version. Co-author Richie Cordell also handles production duties here and finds more than a few new twists for Perry.

FORCE (Becket BKD 515) In The Heat Of The Night (5:03) (Fools Prayer/Mystical — BMI) (K. Redon, A. Howard, B. Hollins) (Producers: K. Redon, Howard, B. Branch, J. Esther)

A slower yet still danceable tune that starts somewhat anonymously before developing into an individual and well-crafted come-on. Very strong vocals and a relaxed but insistent arrangement combine for a satisfying, pop-oriented track.

JAYNE EDWARDS (Profile PRO-7027) Harmony/I Got It (7:15) (Pass/Screen Gems-EMI — BMI) (R. Gianatos, E. Caplan, L. Lemon) (Producer: R. Gianatos)

A bright, jazz-inflected instrumental ("Harmony") leads into a burning gospel vocal by Edwards. Arrangements are first-rate, and Edwards smokes it up revival style. Something different and a good deal of fun.

MUTABARUKA (Alligator AL 501) Ode To Johnny Drughead/Junk Food (3:29) (3:17) (Eyeball Music — BMI) (Mutabaruka) (Producer: Mutabaruka)

Reggae's premier dub poet strikes hot with this double-A single. "Johnny Drughead" chronicles the rise and fall of a Jamaican singer who falls prey to the drug culture of New York, while "Junk Food" demonstrates the righteous indignation of Rastafari in the face of Chicken McNuggets.

E.S.P. (Red Rooster RRD 2213) Extrol (5:57) (ESP/Whooping Crane — BMI) (E.S.P.) (Producers: K. Willis, C. Smith)

The Miami-based Red Rooster label has been garnering strong support throughout the Southeast for this outright (and upright) funk. Simple yet engaging, the instrumental is almost a bare-bones affair, relying heavily on synthesizer, bass and drum machine. A rocker.

NEW AND DEVELOPING

TIM FINN (A&M 2572) Through The Years (3:49) (Enz Music — BMI) (T. Finn) (Producers: R. Fataar, M. Moffatt)

Despite the flood of music from Australia, Split Enz pianist/songwriter Finn should manage to create his own little splash with this first offering from his forthcoming "Escapade" LP. Imbued with a nostalgic flavor, "Through The Years" still manages to convey a clarity that's up-to-date and individual.



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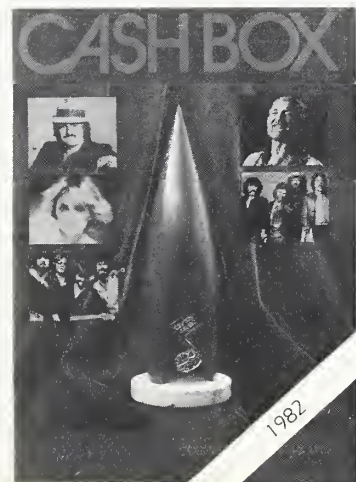
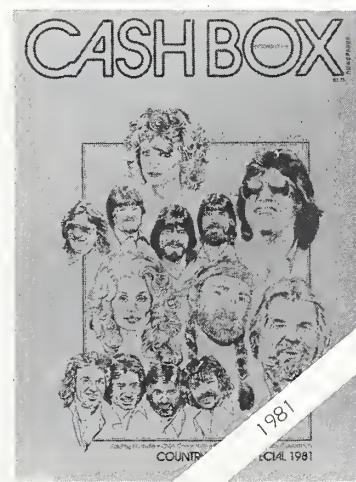
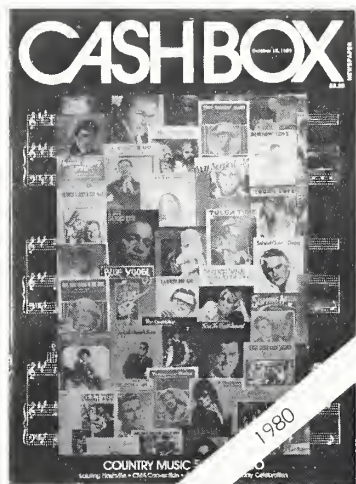
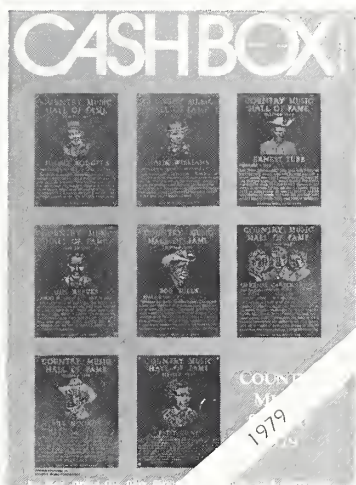
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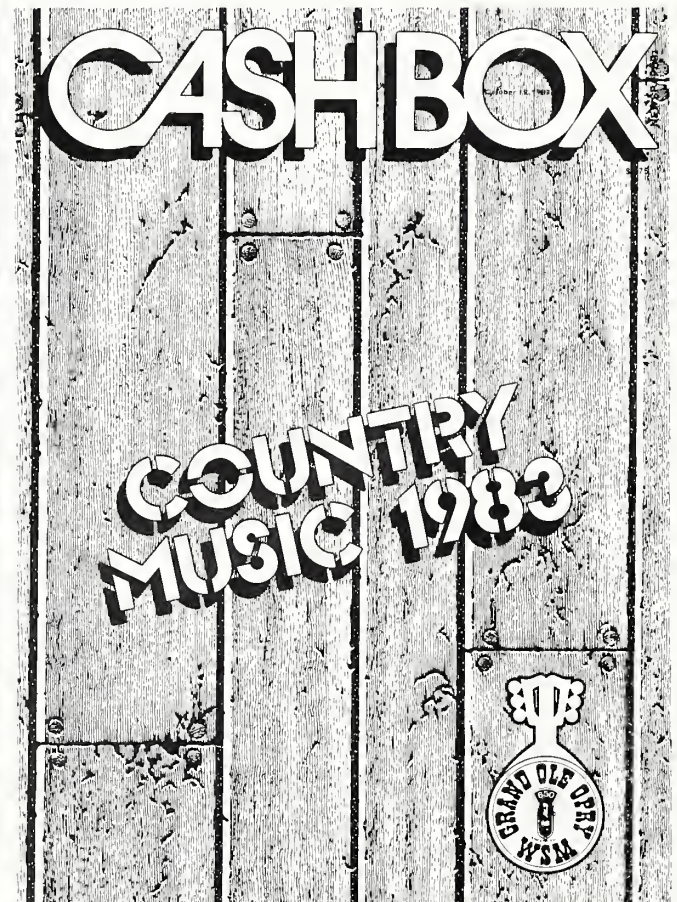


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TALENT ON STAGE

Simon & Garfunkel

DODGER STADIUM, L.A. — The Simon & Garfunkel reunion tour finally hit Los Angeles last week, and for many, it was well worth the wait. One of the most publicized national tours in quite some time, the Simon & Garfunkel show provided fans with everything they could have wished for, and then some.

First of all, the duo was on its best behavior — both singers concentrated more on the music than on personal differences, and the result was a virtual hit parade of '60s chestnuts. There was none of the acrimony that surrounded the initial break-up of the duo, so the biggest winners of all were the fans.

As expected, the duo ran through a virtual gold mine of hits — "Mrs. Robinson," "Me and Julio," "Homeward Bound," "Bridge Over Troubled Water," "The Boxer" and on and on. In many cases, it was hard to tell that the duo had actually split up more than 11 years ago — both performers seemed to go far beyond what they have been able to achieve in-concert as solo artists since then.

In addition, new material from the upcoming "Think Too Much" LP on Warner Bros. added a different flavor to the overall mix, preventing the set from becoming a nostalgia-soaked oldies show. New titles like "Song About The Moon," "Allergies," "Late Great Johnny Ace" and others gave many in the audience something to look forward to from the duo.

All in all, the evening was a pleasant one — the lilting songs of Simon & Garfunkel filling the air around Chavez Ravine with a different kind of artistry than is normally showcased at the major league baseball venue.

richard Imamura

Talking Heads

THE GREEK THEATRE, L.A. — Who says that David Byrne doesn't have a sense of humor? The rubbery leader of the Talking Heads, near the close of a wonderful night of flippy floppy funk here, donned a comically oversized grey suit and, front lit by a single white light, cast a hulking shadow as he moved toward the front of the stage. It was a hilarious moment and the fun continued as the gangly Byrne removed the jacket, revealing clownishly wide pants, and completed the uniform with a red baseball cap.

The Heads have come a long way from their tense, self-absorbed post-art school beginnings. Not that they weren't fascinating to watch and listen to at that time. "Psycho Killer" and "Love Goes To A Building On Fire" remain among the quartet's best work, as they reminded the audience during the opening portion of the Aug. 29 show.

It was during those songs, in the first half of the night's proceedings, that the Heads graphically illustrated their evolution. Byrne walked on stage with only a ghetto blaster and acoustic guitar as accompaniment to do the former song, with the band members gradually filtering out through the next several tunes. As the Heads swelled in number, so did the sound, hitting peak performance with the full ensemble just before intermission.

Ever since they found the funk, though, they've loosened up, especially on stage. Taking their cue (as well as a few members) from the Parliament/Funkadelic troupe, they have

had an extended family of funkateers for the past few years now, enabling Byrne, bassist Tina Weymouth, guitarist/keyboardist Jerry Harrison and drummer Chris Frantz more room to play, in more ways than one.

The still-deadpan Byrne certainly has become more animated on stage, dancing with a light stand a la Fred Astaire in his famous hat rack number (only more awkward) and spasmodically jerking backwards, as on "Once In A Lifetime" (mimicking his video moves). None of these antics, however, upstaged the groove-heavy emphasis of the evening, as the band seamlessly melded one song into the next, keeping the throngs dancing in the aisles throughout "Houses In Motion," "I Zimbra," "Crosseyed And Painless," and "Born Under Punches," among a host of other tunes.

The Tom Tom Club, Frantz and Weymouth's own collaboration, got their own shot in the spotlight, as well. But while "Genius Of Love" was considerably more lightweight in its rhythmic punch next to the bulk of the Heads' material, the wispy melodicism of the dance club hit provided an effective bridge (and a much needed breather) before burning down the Greek.

On a final note, it would be remiss not to credit the Heads' aforementioned "extended family" individually. As usual, former P-funk keyboardist Bernie Worrell provided the hip, hopping keyboard textures, and guitarist Alex Weir played the incendiary licks that kicked up the fiery jams. Percussionist Steve Scales, though, got the most "out front" of the backgrounders, stepping down from his raised platform to exhort the crowd on the finale of the evening.

Last, but far from least, singers Lynn Mabry, a former Bride of Funkenstein, and Ednah Holt were a great deal more than long-limbed stage decorations. Equally effective as replacements for Weymouth's sisters in the Tom Tom Club as they were on the rugged Heads' wallers, the twosome sang as sensuously as they swayed.

michael glynn

Stevie Ray Vaughan

THE PALACE, L.A. — Playing in concert with David Bowie was probably the best thing that never happened to Texas blues guitar wizard Stevie Ray Vaughan. Vaughan, as the story goes, turned down the lead guitar spot on the "Serious Moonlight" tour over money differences after lending his licks to Bowie's "Let's Dance" album. Performing on the smash record afforded the axe slinger with enough notoriety for rock radio and record buyers to give his own solo slab, "Double Trouble" on CBS, a shot. While the two discs are as different as night and day, "Double Trouble" confirmed his virtuosity as a blues rocker. So when Vaughan mounted his own tour in support, he was met with the kind of adulation normally reserved for a seasoned pro.

At least, the packed-in Palace crowd greeted his every Hendrixian move along the fretboard with awe. And while Vaughan gave fans of Mister Jimi much to marvel over, with near note-for-note renditions of "Voodoo Chile" and "Third Stone From The Sun," a Hendrix clone he is not. This was Texas blues/rock '83 style, plain and simple. Like the Lone Star State's best chilli, the music was strong and hot. Slightly distorted in the cavernous confines of the art deco Palace, but searing nonetheless.

Vaughan's voice is a gruff growl, in the

time-honored tradition of the great blues singers; Howlin' Wolf and Muddy Waters didn't get their names for nothing. It was put to best advantage, naturally enough, on his own material, such as the roaring Chuck Berryish "Love Struck Baby," among other songs. But even if the audience wasn't overly familiar with all the compositions, they seemed to be summarily greeted with a Southern-styled whoop of approval nonetheless.

Perhaps the most significant aspect of Stevie Ray Vaughan's appearance was that a latter day bluesman could triumph on the turf of the trendy (after all, the Palace is normally a haven of haute new wave haircuts and haberdashery). Critics certainly found much to cheer about after being dispatched to cover the endless string of soulless electric-poppers. And as one such scribe noted after the show, it indicated that the blues has never really died. It will continue to be redefined in capable hands such as Stevie Ray Vaughan's.

michael glynn

Hank Snow "Country Music Spectacular"

NASHVILLE — The "Spectacular" in Hank Snow's "Country Music Spectacular" Aug. 25 at the Grand Ole Opry House in Nashville actually was a misnomer. We have come to expect a large scale production, filled with visuals, chorus lines and variety numbers when hearing the word used to describe a concert. This was not the case at Snow's benefit for his International Foundation for Prevention of Child Abuse and Neglect of Children.

The show, however, did have a spectacular line-up of performers to raise money for Snow's worthy cause and the 3,000 fans who came to be entertained by the stars were certainly not disappointed. In addition to Snow, the crowd saw and heard T. Tommy Cutrer as MC, with music by Mickey Gilley, Ricky Skaggs, the Whites and Juanita Rose. Jerry Clower had his stories to tell of life in the Mississippi and the Little Generals gave an impressive demonstration of clogging and downhome square dancing.

MC Cutrer established a casual rapport with the audience immediately and throughout the evening chatted to the audience with ad lib stories of country music. All while glancing over his shoulder to see if equipment changes were finished as each act readied for its segment.

Snow modestly addressed the audience between singing the hits that have so long been associated with him; songs like "I'm Moving On," "I Don't Hurt Anymore" and "I've Been Everywhere." Snow can still sing them with expression and feeling and crowds seemingly never tire of his classic delivery. Juanita Rose, a lady long associated with Snow, presented several familiar songs, highlighted by a nice version of Patsy Cline's "I Fall To Pieces."

When Mickey Gilley strolled onstage for his set, a large portion of the crowd flowed toward the stage, flashbulbs popping. The popular honkytonker was constantly doffing his hat and reaching out to touch the fans hoping for a good shot of the star as he moved about the stage with an ease and grace that mark him as a real pro. Cheers and applause greeted the beginning of each of his many hits, from "Don't The Girls All Get Prettier At Closing Time" to the more recent remake of Little Willie John's "Talk To Me."

The crowd scenes at the foot of the stage were repeated with Ricky Skaggs' portion of the show. The traditionalist musician

gave his straight-ahead performance of classic bluegrass and contemporary hard country to the fans like a loving gift. And the fans showed a great deal of respect for this comparative youngster who sings like their old favorites.

The Whites also brought their classic country harmonies to a show that was well-balanced, with the tried and true feel of an Opry Show. This was the sixth annual benefit for Snow's Child Abuse Foundation held at the Opry House.

lee stevens

Animals

UNIVERSAL AMPHITHEATRE, L.A. — Over the years, Animals lead singer Eric Burdon has performed a solo act in which he grooved many of the band's classic hits like "We Gotta Get Out Of This Place" and "It's My Life" with a sense of emotional frenzy, but it's been about 18 years since The Animals' original lineup — including keyboardist Alan Price, drummer John Steel, bassist Chas Chandler and axeman Hilton Valentine — have done the tunes live.

Now on the road to support a new album, "Ark," The Animals' long time fans have a chance to see for themselves if the venerable British blues-rock band has stood the test of time. At last week's Universal Amphitheatre show, it seemed as if the crowd was divided on its verdict — at the close of the two-hour gig many people were dancing in the aisles while others were noticeably ambivalent, slouching in their seats.

Kicking off the evening with a solid rock punch, Burdon walked up to the mike with his typically good-natured, cocky attitude and launched right into a cut from the new LP, "It's Never Too Late," which engendered an enthusiastic response from the throng. As might be expected, however, the real hoots and roars began when the group jammed on older material like "Don't Let Me Be Misunderstood." Needing no encouragement from Burdon, the crowd started singing along, at times even drowning out the band. Though the newly composed pieces — especially the rollicking "Loose Change" and avaricious "Just Can't Get Enough" — were performed with conviction, it was obvious that the reason most folks came out was to hear "the hits," such as "Boom Boom" and "Bring It On Home To Me."

Unfortunately, Burdon suffered from a sore throat during the set, and about halfway through the show the energy and verve that had graced the first part of the concert were noticeably beginning to wane. The lead singer left the stage for a bit when Price sang a rendition of "O Lucky Man" from the Lindsay Anderson film of the same name, and when Burdon returned to do a few more numbers such as the hippie anthem "San Francisco," much of the audience seemed restrained and antsy. Maybe it was the memories of all those bad trips, or maybe it was the way Burdon's voice sounded. In any case, by the time the group did its signature tune, "House Of The Rising Sun," folks snapped to attention, and for a while at least, it seemed some of the magic had indeed returned.

Since so many groups are "re-forming" these days with just one or two of their original members, it was refreshing to watch The Animals' complete aggregation in action, especially when they were cooking on fresh material. With "Ark" entering the LP charts this week, the 45 "The Night" rising up singles lists and an MTV video in medium rotation, as well as the recent tour, the band appears to be heading into the '80s with a real style, making an admirable return rather than a "comeback."

jeffrey resner

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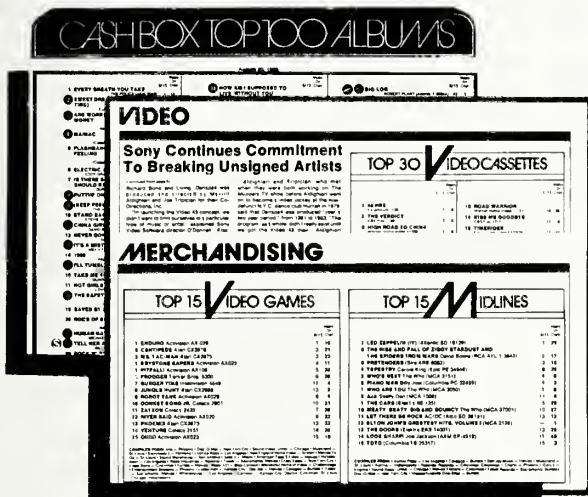
On **SEPTEMBER 24, 1983** CASH BOX will publish its annual **1983 FALL STOCKING GUIDE**. The supplement will contain a comprehensive editorial package built around retailers' product information needs. In-depth coverage of these key areas:

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- PRERECORDED VIDEOCASSETTES AND DISCS
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Coury's Network Signs With Geffen For North America

(continued from page 5)

from Irene Cara and Australian group Moving Pictures, the only two acts currently on the Network roster. "At this point in time," said Coury, "we will be concentrating exclusively on Irene and Moving Pictures. We've got a couple of soundtrack projects currently in negotiation, but there really isn't anything solid in that area yet.

"Irene Cara's new album is pretty well finished, and it should be totally finished next week," Coury added. "It should be ready for release within six-to-eight weeks." A single to follow up on Cara's "Flashdance . . . What A Feeling" (which was #1 on the **Cash Box** Pop Singles chart and is still at #17 after 24 weeks) should be ready shortly.

In the case of Moving Pictures, the group is "just finishing up" a new album that should reach the Network offices in preliminary form "at the beginning of next week," according to Coury. "If it's as strong as we think it is, we should be able to finish it up and release it maybe by the end of fall or early next year."

New Deal

Coury's deal with Geffen follows the dissolution of his previous one with Elektra/Asylum at the end of July (**Cash Box**, July 30). "Negotiations were finally narrowed down to three labels," Coury explained, "but in the end, we thought it would be best to go with Geffen. They are a red hot company that works with a select list of premier artists, which is very appealing to us.

"In addition, Geffen is a multi-media company," Coury said. "I'm used to working with people like that. Robert Stigwood (who owned RSO Records when Coury was president there in the late '70s) was like that too. And for someone like Irene, it is important to think of the music business as just a part of the overall show business industry — movies, TV, and state, as well as music."

Commenting further on the deal, Geffen's Rosenblatt said, "We're excited to be involved in the careers of Irene Cara and Moving Pictures and are confident the bonds between our company and Al Coury's Network organization will be strong and lasting."

RBR Moves To New Location

LOS ANGELES — RBR Communications, which incorporates Bradley Publications, Asilomar Music, Dreena Music and newly-founded "The Bradley Music Learning Center," has moved offices to 80 Eighth Ave., New York, N.Y. 10011. The new phone is (212) 206-1120.

Bradley Publications are exclusively distributed by Columbia Pictures Print Division, which maintains headquarters in Hialeah, Fla. and continues to release music books containing the pioneering Bradley teaching methods.

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ROGERS HITS THE SKIDS — RCA recording artist Kenny Rogers recently made a special visit to RCA Records' Indianapolis pressing and distribution facility to personally press the 200 millionth LP turned out by the five-year-old plant. Not surprisingly, the record Rogers pressed was one of the initial run of 500,000 copies of his RCA debut album, "Eyes That See In The Dark." Rogers is pictured here in one of the plant's warehouse facilities.

'Pyromania' Now Top PolyGram Non-Movie LP

(continued from page 5)

we wish them continued success."

While Losk reported that cassettes were not specifically focused on during the marketing of "Pyromania," he described the marketing of the release, the band's third, as "really well choreographed. We felt this was the career breaker," he added, "and their management felt that way, too."

Losk credited exposure of the band's video on MTV with much of the album's success. "With the singles 'Photograph' and 'Rock of Ages,' we released the video simultaneously to MTV," he said. "And the album just took off."

The label also purchased several flights on the music network to help sell the album, and current marketing plans include spot buys on television stations in Chicago, Philadelphia, Dallas, Cleveland, Los Angeles and Atlanta to begin next week and run for two weekends. "Now we're going after the mass market consumer," said Losk, "the K mart shoppers. We think we've got a lot of mileage left in this album before Christmas."

Despite having hit such a plateau, "Pyromania" continues to sell briskly, with Losk estimating sales still at "well over 100,000 copies a week." The album was released Jan. 20 of this year. Sales of the band's two previous albums have also been piggy-backing on the success of "Pyromania." The group's second release, "High And Dry," is nearing sales of one million units, while sales for the band's debut album, "On Through The Night," are nearing 500,000. Cassette versions of these two earlier releases are also outselling their record album counterparts.

In becoming PolyGram's largest selling non-soundtrack album, "Pyromania" surpassed sales marks for John Cougar's "American Fool," as well as albums by Donna Summer and Rod Stewart.

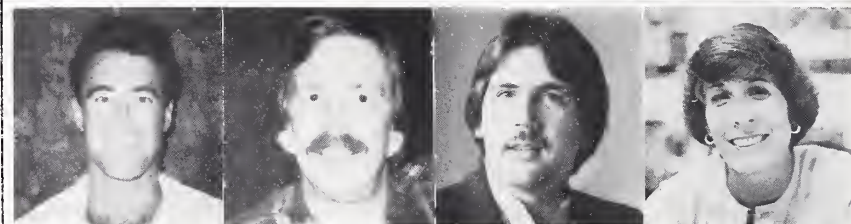
Rock Up, Tapes Down In Latest RIAA Sales Survey

(continued from page 5)

to six percent from four percent, and soundtracks reached four percent of the market place, up from three percent in '81. The direct marketing business was a bit more static, with rock accounting for 27% of all purchases, down from 29% of the previous year, and country, pop and classical staying at 24%, 17% and seven percent, respectively.

Coming in for significant shifts was the black music buying public. The audience grew older, with 34% of all purchases made by the 25 to 34 year olds, up from 29% the previous year, and the 20 to 24 year olds showed a drop to 29% from 37% in 1981. In addition, while 59% of all black music purchases were by males in '81, the profile

EXECUTIVES ON THE MOVE



Coakley

Yeskel

Cook

Schulman

Daryll Appointed — Ted Daryll has been appointed director of A&R/pop division for PolyGram Records, Inc. Daryll, who has been with PolyGram since 1980, was director of A&R/black division.

Keith Appointed — Bill Valenziano, president of Allegiance Records, has announced the appointment of Art Keith as national sales manager. He was most recently national accounts manager at Chrysalis Records.

Arista Names Three — Arista Records has announced the formation of the label's new promotion "A Team," with three appointments. Sean Coakley has been named national album promotion director, Paul Yeskel has been named associate national album promotion director, and Jeff Cook has been promoted to national field album promotion director. Coakley and Yeskel both come to Arista from Atco Records. Coakley had been director of national album promotion and Yeskel was associate national album promotion director. Cook has worked for Arista's promotion department for the past seven years, most recently as southeast regional album promotional director.

Babineau Named — Geffen Records has announced appointment of Marco Babineau to director of album promotion. Prior to this appointment, he was national AOR director for A&M Records for three years.

Murphy To NMPA — Edward P. Murphy has joined the National Music Publishers' Association as executive vice president. He was recently president of the music publishing firm of G. Schirmer, Inc.

Schulman Promoted — Joan Schulman has been named director of copyright administration for Screen Gems-Colgems-EMI Music, Inc. Prior to joining Screen Gems six years ago as copyright manager, she was the copyright and business affairs manager for Dick James Music in New York.

ATV Names Goodman — ATV Music Corp. has announced the promotion of Nadine Goodman to copyright manager. She joined ATV in February 1983 as the assistant to the director of administration for April-Blackwood Music (now CBS Songs).

Larinto Appointed — CBS/Fox Video has named Vince Larinto western zone manager, consumer product sales. He returns to the company from Embassy Home Entertainment, where he was director of finance since 1982.

Dragliff Named — Rebecca Dragliff has been named director of planning for RCA/Columbia Pictures Home Video. She joined RCA/Columbia Pictures Home Video as manager of planning in July, 1982.

RKO Videogroup Appoints Foster — RKO Videogroup, a division of RKO Pictures, has appointed Paul Foster as vice president in charge of the Home Video and ancillary development and marketing division. He comes to RKO from VHD Programs, Inc. where he was vice president, program development.

Conrad Appointed — Bob Conrad has been appointed director, new franchisee support, for National Video, Inc. According to Donald Streun, Executive Vice President, Conrad will head a newly formed department with basic responsibilities to include assistance to franchisees with site-location and will also prepare and update the company's operations manual. Streun said that the formation of the new department emphasized National Video's strong commitment to support existing and newly-opened outlets with continuous merchandising assistance, including vendor source information, point-of-sale, store design and layout, and inventory selection. Streun added that Conrad will work closely with Hugh Havens, Regional Merchandising Manager, who is headquartered in Denver, and Ed Charles, Director of Training, located at Schaumburg, Illinois.

Gargano Named — Ed Gargano has been named vice president, advertising sales for Nickelodeon. He comes from WCBS-TV in New York where he was senior account executive.

Aida Named — Donna Aida has been named director, promotion for MTV: Music Television. She has been with MTV since June, 1981, and has held the posts of manager, promotions, and manager, promotions/merchandising.

Jason Joins Playboy — Judy Jason has joined Playboy Enterprises, Inc. as assistant director of business affairs for Playboy Cable Network. She was previously associated with the law firm of Loeb and Loeb.

Two Named — Parcher & Herbert, has announced that Stewart L. Levy has been admitted as a partner and Helene M. Freeman has become associated with the firm.

switched to 55% female in '82. A significant number of white consumers bought black music in '82, with 36% of all purchases, up from 19% the year before.

Despite the advent of the "Give The Gift Of Music" campaign, gift purchases of prerecorded music moved up only marginally, from 20% in 1981 to 22%. On the retail front, 25% of all purchases were for gifts, up from 22%. Cassettes and singles showed similar gains.

Music specialty stores continued to increase their share of the consumer dollar, with 49% of the retail marketplace, compared to 47% in 1981. Department stores dropped to six percent from eight percent, with discount and other outlets remaining at 26% and 19% respectively.

As with the preceding three-year study, all data issued was prepared by the RIAA Market Research Committee, with the cooperation of the National Association of Recording Merchandisers (NARM) using NPD Special Industry Services. The 13,000 households surveyed recorded their purchases in monthly diaries for the study.

Gold For Benson's 'Eyes'

LOS ANGELES — "In Your Eyes," the latest Warner Bros. album by George Benson, has been certified gold by the RIAA.

ZZ Top Goes Gold

LOS ANGELES — "Eliminator," the latest LP by ZZ Top, has been certified gold by the RIAA.

COAST TO COAST

EAST COASTINGS — Crystal ball gazing: A story appearing two weeks ago in this magazine described the development of an independent heavy metal movement, spearheaded at the grassroots level by several small labels (**Cash Box**, Aug. 27). That piece noted the work of several labels, including two that are handled by operations that began their lives as Importers. The labels, Megaforce and Metal Blade — handled by Important and Enigma (Greenworld) respectively — have been joined by a third, Mongol Horde, an in-house label of Long Island's Dutch East India Importing. Mongol Horde, and a sister label specializing in new rock dubbed Brain Eater Records, will be headed by **Gary Velletri**, former East Coast director of operations for the now-defunct Faulty Products. This trend, aside from marking a continually healthy public demand



for heavy metal music, also bespeaks another development: import companies are beating an ever-hastening retreat from their initial and primary business of importing records. And who can blame them? Exclusive import deals such as the one between JEM and WEA International close off one portion of the market, while the issue of parallel imports being championed by CBS Records is effectively killing the desire of importers to bring in titles that are unreleased here but still owned by another U.S. copyright holder. This may be a good business move in the short-term for CBS and other majors seeking to stem competition and insure exclusivity, but it can't be all that healthy for the music business in the long run. So much of the impulsive nature of record buying is built on excitement, and import titles have always played an important function in creating hard-core American audiences for new acts from overseas, prior to any commitment by a major U.S. label. And obviously that groundwork has paid dividends to American labels who eventually decide to sign foreign acts after a demand has been demonstrated — and a market created — by importers. Despite the denials by American A&R staffers, the fact that U.K. signings by American labels are so disproportionate to the number of U.S. acts signed, speaks tons to the timidity American labels have about signing unproven bands. U.K. musicians have an advantage in this country over their native counterparts because the British press is capable of creating a buzz that U.S. importers have picked up on, introduced the product to the U.S. and created a rudimentary following before a major even gets involved. This

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POINTS WEST — L.A.'s premier neo-acid rock act, **The Dream Syndicate**, signed with A&M following widespread speculation the band was leaning towards Geffen . . . Sources say **John Walte**, former lead singer of **The Babys**, just inked a deal with EMI America . . . Former Beserkley label act **The Rubinoos** is coming out with a five-song mini-LP on Warner Bros., with **Todd Rundgren** producing . . . A mysterious canvas shroud's now draped around the legendary if dilapidated Whisky a Go Go joint, which has been barren now for around a year: refurbishing or just fumigation? . . . Greenworld Distribution is now handling some Nigerian **King Sunny Ade** LPs culled from Ade's own African-based label, Sunny Alade Records Ltd. The juju master has about 40 albums in his homeland, while two are available in the U.S. on Mango . . .

"Milk & Honey," the unreleased follow-up to **John Lennon & Yoko Ono's** "Double Fantasy" LP, should be out in the next few months. Like the earlier collaboration, the new record should include five songs each from the artists, with two tunes inspired from poems by **Elizabeth Barrett Browning** . . . Congratulations to **Jerry Moss**, chairman and co-founder of A&M Records, Inc., and former Ford model **Ann Holbrook**, who were wed Aug. 28 in Hana, Maui . . . Our best to EMI America's **Michael Murphy** and his wife, **Mary**, who had a baby girl named **Laura Lynn** in Taos, New Mexico, on Aug. 31 . . . West Coast surf group **The Ventures** were involved in a major scrape with danger Aug. 27, when their 25-foot motor home caught fire enroute from Ithaca, N.Y. to California, Md. Over \$5,000 in cash and personal belongings were devoured by the flames, while rhythm guitarist **Don Wilson** suffered from a sprained ankle. The group was forced to postpone its show that evening, and Wilson will be replaced during the band's month-long tour so he can recuperate from the mishap . . . Nyuk, nyuk, nyuk dept.: Radio personality **Gary Owens**, former **Batman** star **Adam West**, **Milton Berle** and **Joe Besser** were among the celebs on hand to watch the Hollywood chamber of commerce bestow a long overdue sidewalk star to **The Three Stooges**. Hundreds of fans surrounded the corner of Vine and Selma to pay tribute to the zany trio, and a Music Plus staffer was even there with dollar-off coupons on the new **Moe-Larry-Curly Joe** picture disc from the Rhino Records label . . . Prior to **Eddy Grant's** electric appearance at the Beverly Theatre last week, Epic held a get-together for well-wishers at **Billy Bass' Bar-B-Q** restaurant . . . Word is south-of-the-border sensations **Menudo** signed a recording agreement with RCA. The youngsters will gig at the Universal Amphitheatre on Nov. 12 and 13 . . . Grammy nominated songwriter **Amber of Amber & The Kittens** recently signed a publishing pact with De Walden Music International. The team just completed work on a demo of the ditty, "I'm Gonna Give Him The Okay," with former **Tina Turner**-ite **Lenny Macaluso** . . . Enigma Records signed **Rain Parade**, and the

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MEN AT WORK GO CRYSTAL — CBS recording group **Men At Work** were recently presented with **Crystal Globe** awards signifying sales of five million album units outside its native country. The awards were made at a celebration in New York for the Australian group that was attended by CBS Records executives, media representatives from all over the world and the Australian consul general assigned to the U.S. Pictured at the celebration, which took place aboard a cruise boat, are (l-r): **Dennis Cordner**, Australian consul general; **Ron Strykert**, **Colin Hay**, **John Rees**, **Jerry Speiser** and **Greg Ham** of the group; and **Allen Davis**, president, CBS Records International.

Country Artists Concerned Over Venues' Growing Merch Demands

by Lee Stevens

NASHVILLE — A growing number of country acts are expressing concern over the amount of percentage of concessions grosses taken by concert venues across the country. The consensus among artists, their managers and support personnel seems to be that the unreasonable percentages are most likely to be charged by larger halls and coliseums, rather than college venues and clubs.

The method of determining those percentages based on the gross sales of concessions by booked artists varies. **Joe Taylor**, who books such acts as **John Anderson**, said, "We cover it in a rider (to the booking contract) that an artist like Anderson can sell these things. If he gets into a

situation where it's outrageous, he just doesn't sell. Our standard contract states 'Artist is allowed to sell concessions at no charge to artist.'" Taylor pointed out that problems still sometimes arise because the contract may be signed by a promoter, rather than by the management of the building.

Danny Watkins, who coordinates concessions for the **Oak Ridge Boys**, explained, "It's our procedure now to negotiate merchandising percentages before the contract to play the date is signed. It does have a bearing on whether or not we will play the facility." Others stop short of passing a date up because of percentage problems. **Frank Rogers**, manager of **Jerry Reed**, said, "I don't think we would go that far that we wouldn't play the date."

However, many acts simply do not sell their merchandise in halls that charge what they consider to be exorbitant percentages. Said Rogers, "Absolutely! We have just experienced that in Florida, and we flat refused to sell. We just will not pay over 15%. If it's anymore than that and they won't concede, we will not sell."

Although the acts may lose the profits to be made by selling their merchandise, many chose to do so. **Watkins** expressed the **Oaks** attitude as "leave it on the truck." He continued, "The **Oak Ridge Boys** have been out there working for years, and there's absolutely no way we're going to sell merchandise when the building is making more than we are. And at 46% (as has recently been encountered) that's the case

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Measure To Alter Jukebox Fees Bows In Senate

LOS ANGELES — A legislative measure to establish a \$50 one-time-only licensing fee on new jukeboxes, which would effectively scrap a 1980 decision by the Copyright Royalty Tribunal to escalate such fees until 1990, has been introduced to the U.S. Senate by Sen. **Edward Zorinsky**, (D-Neb.) a former vending machine businessman.

Bill S. 1734, dubbed the Coin-operated Phonorecord Player Act of 1983, would remain in effect until 1990, with costs being added to the manufacturer's selling price. Jukes already on the market (under a year old) would be charged a maximum of \$25 and older machines would be charged according to their duration in the marketplace.

The CRT decision in 1980 followed lengthy, often controversial hearings and an unsuccessful court hearing before raising annual licensing fees from eight dollars to \$25 through 1983. The fee was to rise to \$50 from 1984 to 1986 and from 1987 to 1990 the fee would be \$50 in addition to inflation increases.

The Zorinsky measure is being co-sponsored in the Senate by Sen. **David Pryor** (D-Ark.), Sen. **Larry Pressler** (R-S.D.), Sen. **Bennett Johnston** (D-La.) and Sen. **James Abdnor** (R-S.D.). In the House of Representatives, Rep. **John E. Breaux** (D-La.) is expected to broach a similar bill when the fall session begins.

Coin industry officials and proponents of the Zorinsky bill are expected to meet this week with Senate Copyright Subcommittee chairman **Charles Mathias** (R-Md.) when Congress opens again.

A particular measure of the bill, called "cosmetic" and "dangerous" by its critics, which deals with existing jukeboxes has raised the ire of the performing rights societies — **Broadcast Music Inc. (BMI)** and the **American Society of Composers Authors and Publishers (ASCAP)**.



FOLKY REPRISE — **Peter, Paul and Mary** recently performed at the new **Pacific Amphitheatre** in **Orange County** and will play Sept. 17-18 at L.A.'s **Greek Theatre**.

Bowie Concert To Be Vid Taped For HBO

LOS ANGELES — EMI America recording artist **David Bowie** will be videotaped in live performances Sept. 11 and 12 at the **Pacific National Exhibition Coliseum** in **Vancouver, B.C.** for a **Home Box Office (HBO)** concert special. The cablecast of Bowie on his 1983 "Serious Moonlight" world tour is scheduled to take place in early 1984.

The special will be produced for HBO by **Anthony Eaton** and directed by **David Mallet**. It comes at a time when Bowie, one of the most influential figures in the pop and rock music worlds for more than a decade, is enjoying his greatest success to date both in music and motion pictures. Bowie's "Let's Dance" LP remains near the top of the charts, after the title track went to #1 and the follow-up, "China Girl," went Top 10. He is currently starring in **Nagisa Oshima's** movie, **Merry Christmas**, **Mr. Lawrence**, and, earlier this year, was seen in **The Hunger**, with **Catherine Deneuve** and **Susan Sarandon**.

TOP 15 VIDEO GAMES

	9/3	Weeks On Chart
1 ENDURO Activision AX 026	1	13
2 CENTIPEDE Atari CX2676	2	24
3 MS. PAC-MAN Atari CX2675	3	26
4 Q-BERT Parker Brothers 5360	5	2
5 KEYSTONE KAPERS Activision AX025	4	17
6 JUNGLE HUNT Atari CX2688	7	6
7 ROBOT TANK Activision AX028	8	8
8 RIVER RAID Activision AX020	10	35
9 BURGER TIME Intellivision 4549	9	7
10 PITFALLI Activision AX108	6	41
11 POLE POSITION Atari CX 2694	13	2
12 ZAXXON Coleco 2435	11	41
13 DECATHLON AZ030	14	2
14 FROGGER Parker Bros. 5300	12	41
15 PHOENIX Atari CX2673	15	25

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

TOP 15 MIDLINES

	9/3	Weeks On Chart
1 THE RISE AND FALL OF ZIGGY STARDUST AND THE SPIDERS FROM MARS David Bowie (RCA AYL 1-3843)	1	20
2 WHO'S NEXT The Who (MCA 3151)	4	9
3 PIANO MAN Billy Joel (Columbia PC 32455)	2	6
4 LED ZEPPELIN (IV) (Atlantic SD 19129)	3	28
5 PRETENDERS (Sire SRK 6083)	6	17
6 LOOK SHARPI Joe Jackson (A&M SP-4919)	8	51
7 TAPESTRY Carole King (Epic PE 34946)	5	56
8 AJA Steely Dan (MCA 1006)	9	7
9 THE DOORS (Elektra EKS 74007)	10	31
10 MEATY, BEATY, BIG AND BOUNCY The Who (MCA 37001)	7	30
11 TOTO (Columbia FE 35317)	12	5
12 MORNING DANCE Spyro Gyra (MCA 9004)	13	3
13 LET THERE BE ROCK AC/DC (Atco SD-36151)	14	16
14 WHO ARE YOU The Who (MCA 3050)	15	12
15 ELTON JOHN'S GREATEST HITS, VOLUME I (MCA 2128)	11	4

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



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

REGIONAL ALBUM ANALYSIS

NATIONAL BREAKOUTS

- | | |
|-------------------|--------------------------------|
| 1 RICK JAMES | 8 PEABO BRYSON & ROBERTA FLACK |
| 2 AC/DC | 9 STEVIE RAY VAUGHN |
| 3 AIR SUPPLY | 10 HEART |
| 4 STRAY CATS | 11 ZAPP |
| 5 BONNIE TYLER | 12 BETTE MIDLER |
| 6 JEFFREY OSBORNE | 13 KANSAS |
| 7 TACO | 14 HERBIE HANCOCK |
| | 15 RUFUS & CHAKA KHAN |

NORTHEAST 1.

- 1 RICK JAMES
- 2 AIR SUPPLY
- 3 AC/DC
- 4 TACO
- 5 JEFFREY OSBORNE
- 6 PEABO BRYSON & ROBERTA FLACK
- 7 STEVIE RAY VAUGHAN
- 8 EDDIE MURPHY
- 9 BONNIE TYLER
- 10 BETTE MIDLER

SOUTHEAST 2.

- 1 RICK JAMES
- 2 AIR SUPPLY
- 3 BONNIE TYLER
- 4 JEFFREY OSBORNE
- 5 TACO
- 6 PEABO BRYSON & ROBERTA FLACK
- 7 AC/DC
- 8 ZAPP
- 9 SOS BAND
- 10 STRAY CATS

BALTIMORE/WASHINGTON 3.

- 1 RICK JAMES
- 2 AC/DC
- 3 STRAY CATS
- 4 JEFFREY OSBORNE
- 5 RUFUS & CHAKA KHAN
- 6 PEABO BRYSON & ROBERTA FLACK
- 7 AIR SUPPLY
- 8 STEPHANIE MILLS
- 9 STEVIE RAY VAUGHAN
- 10 HEART

WEST 4.

- 1 AC/DC
- 2 RICK JAMES
- 3 STRAY CATS
- 4 HEART
- 5 STEVIE RAY VAUGHAN
- 6 BETTE MIDLER
- 7 ZAPP
- 8 HERBIE HANCOCK
- 9 BONNIE TYLER
- 10 JEFFREY OSBORNE

MIDWEST 5.

- 1 RICK JAMES
- 2 AC/DC
- 3 TACO
- 4 BONNIE TYLER
- 5 STRAY CATS
- 6 AIR SUPPLY
- 7 HEART
- 8 HERBIE HANCOCK
- 9 STEVIE RAY VAUGHAN
- 10 ZAPP

NORTH CENTRAL 6.

- 1 AIR SUPPLY
- 2 KANSAS
- 3 AC/DC
- 4 TACO
- 5 STRAY CATS
- 6 RICK JAMES
- 7 PEABO BRYSON & ROBERTA FLACK
- 8 BETTE MIDLER
- 9 JEFFREY OSBORNE
- 10 BONNIE TYLER

DENVER/PHOENIX 7.

- 1 AIR SUPPLY
- 2 STRAY CATS
- 3 BONNIE TYLER
- 4 HEART
- 5 KANSAS
- 6 AC/DC
- 7 TACO
- 8 RICK JAMES
- 9 PEABO BRYSON & ROBERTA FLACK
- 10 JEFFREY OSBORNE

SOUTH CENTRAL 8.

- 1 TACO
- 2 BONNIE TYLER
- 3 AIR SUPPLY
- 4 RICK JAMES
- 5 ZAPP
- 6 STEVIE RAY VAUGHAN
- 7 PEABO BRYSON & ROBERTA FLACK
- 8 JEFFREY OSBORNE
- 9 STRAY CATS
- 10 AC/DC

WHAT'S IN-STORE



GIMME SOME NECK — Bronze/PolyGram recording group Motorhead recently dropped by Brooklyn's Zig Zag Records to promote its "Another Perfect Day" LP, as well as award one of guitarist Lommy Kilminster's Rickenbacker axes to the winner of station WAPP's Motorhead contest. Pictured are (l-r): Philthy Animal Taylor and Brian Robertson of the group; Chris Ianello, contest winner; Kilminster; Perry Stone, air personality, WAPP; and Sue DeBenedette, New York promotion manager, PolyGram.

TAKING A PULSE! — *Pulse!*, Tower Records fine monthly music freebee magazine available at all outlets, is now offering yearly subscriptions at six dollars third-class, \$16 first class. Its house ad in the current ish answers its own question "Why subscribe to a free magazine?" by pointing out that each subscriber also gets double the subscription payment's worth of dollar-off discount coupons, good at any Tower store. As each issue lists all new releases for the month by category, it's a good bet that subscribers will know in advance just which records they will redeem their coupons for. Anyone interested in subscribing should send check or money order to Tower *Pulse!* Subscription Dept., 900 Enterprise Dr., Sacramento, Calif. 95825. Incidentally, Tower has also started up a mail-order service in which records and tapes can be ordered through *Pulse!*, store Phonologs, Schwann catalogs, or Tower Japanese Import Catalogs, which are available for \$1.50 with the order coupon in *Pulse!*, a cost recoupable with the first order.

TICKET PROMOTIONS — A pair of Gotham retailers recently ran promotional tie-ins with radio stations involving concert ticket giveaways. At J&R Music World, WPLJ's Jim Kerr gave out Jackson Browne concert tickets for Madison Square Garden, movie passes, sun visors, and T-shirts to holders of WPLJ cards. At Crazy Eddie, the tie-in was with WNEW for ticket giveaways to the Miller Brewing Co. series of concerts at The Pier, with Miller painter's caps, Crazy Eddie digital watches and WNEW T-shirts also thrown in as giveaway items. A grand prize winner chosen from several weeks' worth of tickets winner was awarded a new compact disc machine.

HEXBREAKING THE FLESHTONES — I.R.S. Records is backing The Fleshtones' new "Hexbreaker" LP together with the group's current concert tour with a series of "Super-Rock Hexbreaker Dance Party" promotions in the college markets of Los Angeles, New York, Boston, San Diego, Cleveland, San Francisco and Chicago. According to I.R.S. national sales director Barbara Bolan, the college level focus is a response to the support of college radio for the band, as well as her contention that The Fleshtones is the "best party dance band there is." College stations are being linked with local retailers "chosen on what we know about the market and the feedback we get from the stations" to promote a dance contest, to be held during Fleshtones' concerts. Using New York as an example, WNYU, Staten Island's WSIA, Fordham's WFUV, Stony Brook's WUSE and Fairleigh Dickerson's WFDU in Teaneck, N.J., will tie-in with Bleeker Bob's, Rocks in Your Head and St. Marks Sounds, with the stations giving away Fleshtones albums, album posters and special party posters while the stores hand out registration forms and displaying the posters and other merchandising materials. The promotion runs from Sept. 2-9, the final day corresponding to the group's showing at The Peppermint Lounge. The first 50 couples bringing registration forms to The Pepp get in for a two-for-one price, but anyone is eligible to compete during the dance contest commencing when the group performs the song "Hexbreaker." Lead singer Peter Zarella, along with station and label reps, will then judge the best dance couple, with a first prize being a specially-made painted and signed T-shirt by the group, second prize I.R.S. T-shirts and third prize an autographed poster with any I.R.S. record of their choice. After the contest closes with the Sept. 30 San Diego concert stop, a drawing of the first place finishers in each market will select the grand prize winning couple, who will then be flown to Los Angeles to dance on the October edition of the I.R.S. *Cutting Edge* MTV program. The August *Cutting Edge* included a teaser for the contest, and the September program will detail it fully. Print ads will further hype the promotion, with a quarter-page *Village Voice* ad set to run shortly.

MADONNA MANIA — Dance music songbird Madonna appeared at Vinyl Mania Records last week, and though she brought along her new video, as well as her producer, John "Jellybean" Benitez, she brought in only 75 people, not near enough according to the Greenwich Village store owner Charlie Grappone. "I thought she'd be good enough to draw 500," says Grappone, who recently moved his "collectable disco" store from a tiny 10-ft. x 30-ft. hole-in-the-wall to more comfortable 20-ft. x 80-ft. digs. "But this was done on short notice without any record company support. We did a whole window display and took out a \$300 ad in the *Village Voice*, but you really need a good two-week preparation. And the *Voice* ad was a disaster, since they placed it with their TV coverage." But Grappone added that most disco in-stores are spur-of-the-moment affairs. "Pamela Stanley came in from Dallas last Saturday. We've sold hundreds of her 'I Don't Want To Talk About It' single on Commander, but we didn't expect her to show up. Another thing is that a lot of these artists have only one song out on a 12-inch, so it's hard to get a lot of people to come out." Despite the low Madonna turnout, Grappone, who also owns a rock store down the block, expects to hold more in-stores in the future "now that I have the space." He promises more planning next time, including advertising in the *Dance Music Report* DJ tip sheet, since DJs are an important part of his business and help get the word out.

jim bessman



Week of Sept. 10, 1983

Playlist

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

HEAVY

(Maximum Four Plays Per Day)

ARTIST	CLIP	LABEL
Donna Summer	She Works Hard For The Money	Mercury
Billy Idol	Dancing With Myself	Chrysalis
Billy Joel	Tell Her About It	Columbia
Quarterflash	Take Me To Heart	Geffen
Def Leppard	Foolin'	Mercury
Bob Seger	Making Thunderbirds	Capitol
Kansas	Fight Fire With Fire	CBS
ZZ Top	Sharp Dressed Men	Warner Bros.
Robert Plant	Big Log	Atlantic
Stray Cats	(She's) Sexy + 17	EMI America
Asla	Don't Cry	Geffen
The Flxx	One Thing Leads To Another	MCA
The Police	Every Breath You Take	A&M
Jackson Browne	Lewyers In Love	Asylum
Loverboy	Queen Of The Broken Heart	Columbia

MEDIUM

(Maximum Three Plays Per Day)

ARTIST	CLIP	LABEL
Mick Fleetwood	I Want You	RCA
The Animals	The Night	I.R.S.
Dio	Rainbow In The Dark	Warner Bros.
B-52's	Song For A Future Generation	Sire
Frank Stallone	Fer From Over	RSO
ELO	Rock 'N' Roll Is King	Jet/CBS
Eurythmics	Love Is A Stranger	RCA
Culture Club	I'll Tumble Ya	Epic
Nell Young	Wonderin'	Geffen
Quiet Riot	Cum On Feel The Noize	Pasha/CBS
Shalamar	Dead Giveaway	Solar/Elektra
Rick Springfield	Human Touch	RCA
Talking Heads	Burning Down The House	Sire
EBN/OZN	AEIOU	Elektra
Charlie	It's Inevitable	Mirage/Atco
Men Without Hats	The Safety Dance	Backstreet/MCA
Bonnie Tyler	Total Eclipse Of The Heart	Columbia
Joan Jett & The Blackhearts	The French Song	Blackheart/MCA
Bryan Adams	This Time	A&M
B-52's	Legal Tender	Sire
DFX2	Emotion	MCA
Journey	After The Fall	Columbia
Men At Work	Doctor Heckyl & Mr. Jive	Columbia

LIGHT

(Maximum Two Plays Per Day)

ARTIST	CLIP	LABEL
Michael Stanley Band	My Town	EMI America
Ramones	Time Has Come Today	Warner Bros.
Big Country	In A Big Country	Mercury
Jo Jo Zep	Losing Game	A&M
Cee Farrow	Should I Love You	Rocshire
Cobra	Blood On Your Money	Epic
Herbie Hancock	Rockit	Columbia
R.E.M.	Radio Free Europe	I.R.S.
A Flock Of Seagulls	Talking	Jive/Arista
Rod Stewart	What Am I Gonna Do	Warner Bros.
Fastway	We Become One	Columbia
Spandau Ballet	True	Chrysalis
Dave Edmunds	information	Columbia
Eric Martin Band	Sucker For A Pretty Face	Elektra
Jim Capaldi	Living On The Edge	Atlantic
Danny Spanos	Excuse Me	Pasha/CBS
Kajagoogoo	Hang On Now	EMI America
Elton John	Kiss The Bride	Geffen
Axe	Heat In The Street	Atco
Violent Femmes	Gone Daddy Gone	Slash
Motorhead	One Track Mind	PolyGram
The Cure	The Walk	Sire/Warner Bros.
Will Powers	Adventures In Success	Island
Bouncing Balls	America Anthem	Tender
JoBoxers	Just Got Lucky	RCA
Twisted Sister	You Can't Stop Rock 'N' Roll	Atlantic
UB40	I've Got Mine	A&M
Pilmsouls	A Million Miles Away	Geffen
Naked Eyes	Promises, Promises	EMI America
Peter Schilling	Major Tome	Elektra
Iron Maiden	Trooper	Capitol
Kissing The Pink	Maybe This Day	Atlantic
Little Girls	How To Pick Up Girls	PVC/Jem
Fleshtones	Right Side Of A Good Thing	I.R.S.
Adrenalin	Angel In The Day	Musical Signature
Aztec Camera	Oblivious	Warner Bros.
Coney Hatch	First Time For Everything	Mercury
Gary Myrick	Message Is You	Epic
Graham Parker	Life Gets Better	Arista
Helix	Heavy Metal Love	Capitol
Taco	Puttin' On The Ritz	RCA
Human League	Mirror Man	A&M

ADDS

ARTIST	CLIP	LABEL
Friday	You Don't Want To Know	Unaligned
Asla	The Smile Has Left Your Eyes	Geffen
Moody Blues	Sitting Behind The Wheel	Threshold
Rainbow	Street Dreams	Polydor
Kinks	Don't Forget To Dance	Arista
Joan Jett & The Blackhearts	Everyday People	Blackheart/MCA
The Alarm	The Stand	I.R.S.
Spys	Midnight Fantasy	EMI America
The Units	Girl Like Me	Epic
Marl Wilson	Just What I Always Wanted	London
Grand Alliance	Helpless	A&M
Minor Detail	Canvas Of Life	Polydor
Tim Finn	Through The Years	Oz/A&M
INXS	To Look At You	Atco
Peter Baumann	Strangers In The Night	Portrait/CBS
Nils Lofgren	Across The Tracks	Backstreet/MCA

SOUNDVIEWS

RECORD PRE-ORDERS FOR FLASHDANCE: WHAT A FEELING! — Paramount Home Video had much to celebrate at its splashy Bimbo's 365 Club party in San Francisco heralding the release of *Flashdance*. The studio announced that the \$39.95 videocassette had received record-setting pre-orders of 150,929 units, nearly double Paramount's previous figures for the \$39.95 *An Officer And A Gentleman*. At retail, that would mean a gross of approximately \$6 million, if all those cassettes were to sell through at suggested list. Both Par and retailers, of course, are banking that consumers will buy, not rent, *Flashdance*; the movie has showed incredible "legs" at the box office, still playing in 792 theatres, thus proving its staying power. . . Par has been regularly re-releasing older titles at \$39.95, as well, and now MCA Home Video is getting in on the act. Four of the studio's biggest selling titles — *Endless Love*, *Bustin' Loose*, *The Four Seasons* and *Ghost Story* — will be reduced from their original \$89.95 tag to the magic price point come Oct. 6. Those titles were deleted from MCA's catalog as of Aug. 26 in anticipation of the \$39.95 reissue. By the way, *Ghost Story* will also be part of the four percent co-op ad offer on qualifying orders as part of MCA's "Halloween Horror" program (see *Video Software Notes*).



ALL NIGHT LONG WITH RICHIE, RAFELSON & NESMITH — Bob Rafelson (r) and Michael Nesmith (l) were director and producer, respectively, on the video for Lionel Richie's "All Night Long" single from his second solo Motown LP. Rafelson, an Academy Award-nominated director, had directed Nesmith in the *Monkees* movie *Head*.

such classics of the genre as *I Spit On Your Grave*, 99% of these bloody massacres would make Count Floyd cringe, but there seems to be no end to the resourcefulness of the numerous indies who perennially rescue them from post-drive-in obscurity. And every so often, there is a campy gem in the lot worth taking a peek at. While it doesn't really qualify as a horror film per se (monster film is a more apt description), *Alligator*, from the newly formed Catalina Home Video, is a cut above the rest. The screenplay was written by John Sayles, who later went on to pen *The Howling*, as well as script and direct *The Return of the Seacaucus Seven* and *Baby, It's You*. *Alligator*, as we emphasize, is the exception rather than the rule and Catalina is not without the shock schlock. In its Halloween Horror line-up of films you'll find such "memorable" titles as *Meatcleaver Massacre*; *Dr. Tarr's Torture Dungeon*; *Mansion Of The Doomed*; *Day After Halloween*; *The Giant Spider Invasion*; and *Amuck*. . . Had enough? Of course not. MPI's Gogon Video series has such Grade Z creature features as *Children Shouldn't Play With Dead Things*; *Don't Look In The Basement*; and *Faces of Death*.

VIDEO SOFTWARE NOTES — Due to space considerations, *Video Software Notes* was not included in the Aug. 27 *SoundViews*. Those listings, together with new information, are presented here in capsule form. . . Vestron, which has the big push on for its uncensored *Carlin At Carnegie* video (George, as you know, provided some yuks at the VSDA confab), releases 10 new titles this month. Included are *Valley Girl*; *Mother Lode*; *Godsend*; *The Swap*; *High Ballin'*; *High Ice*; *Up From The Depths*; *The Trip*; *A Matter of Time* and *Forever Emmanuelle*. The Stamford, Conn.-based indie also made its formal entry into the children's market not too long ago with the formation of Children's Video Library. Natch, Vestron's unofficial mascot, *Benji*, will be well-represented in CVL; *Benji's Very Own Christmas Story* is part of the initial release, as well as *Mighty Mouse* in *The Great Space Race*; *Free To Be . . . You And Me*; *Tubby The Tuba*; the animated *Little Women*; *Don't Change My World*; *The Best of Terrytoons*; *Fairy Tale Classics*; *Peter-No-Tail*; *Seven Alone*; the animated *Three Musketeers*; and yet another pooch, *Poco*. All are slated for October or November and will carry either a \$29.95 or \$39.95 price in the U.S. . . Speaking of children's programming, one of the biggest kid vid sellers, *Strawberry Shortcake*, returns in *Strawberry Shortcake's House-Warming Party*. It arrives on the shelves via Family Home Entertainment and MGM/UA in October at \$29.95, like its predecessor, *Strawberry Shortcake In The Big Apple City*. Joining it is another FHE title, the Ted E. Bear adventure *The Bear Who Slept Through Christmas*. A limited edition of cassette comes with a miniature Ted E. Bear doll. It's all part of the push behind the entire children's line of MGM/UA, which is prepping now for Christmas, like many other studios. . . Such as Walt Disney. The Disney folks have reduced prices on seven top titles as part of their Christmas '83 promo. *Dumbo* goes from \$84.95 to \$39.95, as does *Tron*. *The Black Hole* drops from \$69.95 to \$39.95, while four cartoon collections normally priced at \$49.95 go to \$29.95. They are *A Walt Disney Christmas*; *On Vacation with Mickey Mouse and Friends*; *Kids Is Kids*; and *The Adventures of Chip 'n' Dale*. As part of this "Wrapped And Ready To Give" Sale, each title is individually gift boxed and topped by a golden limited edition Mickey Mouse collector's gift ornament. Dealers are not getting a special five-minute sales tape detailing the promo and offering sales tips. . . Christmas promos already? MCA is concentrating on a holiday closer at hand, launching a "Halloween Horror" program. A key feature of the program is the aforementioned co-op ad campaign, in which qualifying dealers and distributors will get four percent in ad dollars of their total order. Dealers and distributors can choose among the 22 videocassette, seven laserdisc and five CED titles in MCA's library of horror films, all of which are listed on a special counter card for in-store display. An extra display incentive is the *Psycho II* shower curtains. For every package of 10 total units ordered on the videocassette titles *Psycho II*, *Psycho* and *Abbott and Costello Meet Dr. Jekyll and Mr. Hyde*, it's curtains (groan). . . September is "Stock Up On Shocks" month at Warner Home Video, led by the great *Bette Davis/Joan Crawford* flick, *Whatever Happened To Baby Jane?* Other shockers include *Roger Corman's The Raven* (with a young *Jack Nicholson* smirking at the antics of *Vincent Price*, *Peter Lorre* and *Boris Karloff*); *X-The Man With The X-Ray Eyes*, starring *Ray Milland*; *The Brain That Wouldn't Die*; *The Town That Dreaded Sundown* and the sci-fi flick *At The Earth's Core*. Oh, and how could we forget rock's original master of grand guignol, *Allie Cooper*, in *Welcome To My Nightmare*, budget priced at \$29.95.

michael glynn

TOP 30 VIDEOCASSETTES

	Weeks On 9/3 Charts		Weeks On 9/3 Chart
1 PORKY'S CBS/Fox Video 1149	1	5	
2 48 HRS. Paramount Home Video 1139	2	11	
3 THE VERDICT CBS/Fox 1188	3	8	
4 HIGH ROAD TO CHINA Warner Home Video 11309	4	11	
5 FIRST BLOOD Thorn EMI 1573	5	17	
6 SOPHIE'S CHOICE CBS/Fox 9076	6	12	
7 MAD MAX Vestron V-4030	7	8	
8 THE TOY RCA/Columbia Pictures Home Video 10538	8	13	
9 SIX WEEKS RCA/Columbia Pictures Home Video 91001	10	4	
10 AN OFFICER AND A GENTLEMAN Paramount Home Video 1467	11	28	
11 THE BEASTMASTER MGM/UA 00226	13	4	
12 BEST FRIENDS Warner Home Video 11265	12	15	
13 FRANCES Thorn EMI 1621	9	12	
14 ROAD WARRIOR Warner Home Video 11181	16	29	
15 MY FAVORITE YEAR MGM/UA 00188	15	14	
16 MY TUTOR MCA Home videocassette 17015	21	3	
17 THE LORDS OF DISCIPLINE Paramount Home Video 1433	14	14	
18 FINAL COUNTDOWN Vestron V-4047	19	4	
19 AIRPLANE II Paramount Home video 1489	17	18	
20 STILL OF THE NIGHT CBS/Fox 4711	27	15	
21 JANE FONDA'S WORKOUT KVC/RCA Karl Video Corp. 042	20	62	
22 STING II MCA Videocassette 17015	22	11	
23 KISS ME GOODBYE CBS/Fox 1217	18	11	
24 TIMERIDER Pacific Arts Video PAV528	23	15	
25 STILL SMOKIN' Paramount Home video 2315	26	2	
26 YOU ONLY LIVE TWICE CBS/Fox 4526	—	1	
27 MAN, WOMAN AND CHILD Paramount Home Video 1652	24	3	
28 SAVANNAH SMILES Embassy Home Entertainment 2058	25	8	
29 NATIONAL LAMPOON'S CLASS REUNION Vestron V-5021	28	4	
30 BLADE RUNNER Embassy Home Entertainment 1380	30	27	

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. Video Shack — NYC.

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.

BLUE SKYS AGAIN Cassette—Warner Home Video 11317 \$69.95	15110 \$39.95
DEADLY EYES Cassette—Warner Home Video 11316 \$69.95	A CELEBRATION Cassette—Monterey Home Video 133-156 \$39.95
STRANGERS ON A TRAIN Cassette—Warner Home Video 11062 \$59.95	TUBES . . . LIVE AT THE GREEK Cassette—Monterey Home Video 133-192 \$39.95
STROKER ACE Cassette—Warner Home Video 11322 \$69.95	CANNED HEAT: BOOGIE ASSAULT Cassette—Monterey Home Video 133-19 \$39.95
THE MAN WITH TWO BRAINS Cassette—Warner Home Video 11319 \$69.95 CED—Warner Home Video DC 11319 \$34.98 Laserdisc—Warner Home Video LV 11319 \$34.98	IT RAINED ALL NIGHT THE DAY I LEFT Cassette—U.S.A. Home Video 214-216 \$49.95
GANDHI Cassette—RCA/Columbia Pictures VH, BH 10237 \$79.95	GENTLE SAVAGE Cassette—U.S.A. Home Video 214-219 \$49.95
SPRING BREAK Cassette—RCA/Columbia Pictures VH, BH 10513 \$79.95	FOUR ROAD OUT Cassette—U.S.A. Home Video 214-125 \$49.95
QUERELLE Cassette—RCA/Columbia Pictures VH, BH 10466 \$59.95	FOR HEAVEN'S SAKE Cassette—U.S.A. Home Video 214-217 \$49.95
PAVAROTTI IN LONDON Cassette—RCA/Columbia Pictures VH, BH 91140 \$29.95	SANDAHL BERGMAN'S BODY Cassette—Monterey Home Video 133-155 \$39.95
THE DEVIL AT 4 O'CLOCK Cassette—RCA/Columbia Pictures VH, BH 10159 \$59.95	THE CANDYMAN Cassette—U.S.A. Home Video 214-218 \$49.95
THE TRIAL OF THE CATONVILLE NINE Cassette—RCA/Columbia Pictures VCF, BCF 3267 \$59.95	THE TROJAN WOMEN Cassette—U.S.A. Home Video 215-170 \$59.95
THE MOUSE AND HIS CHILD Cassette—RCA/Columbia Pictures VH, BH	THE RARE BREED Cassette—U.S.A. Home Video 215-185 \$59.95
	RICHARD PRYOR'S DYNAMITE CHICKEN Cassette—Monterey Home Video 135-187 \$69.95

AIRPLAY

THE 'CISCO KID — Conventioneers were out in great numbers in beautiful S.F. last week — at Dante's on the Wharf, in Chinatown, shopping at Gump's, sneaking to the Yankee-Oakland game and hanging out at the hospitality suites . . . the weather was as great as the expense accounts, so who could blame 'em? There were the usual golden-throated asides and chatter both inside and outside the main sessions, including the well-attended Coleman research study on Sunday afternoon (which was not officially part of RPC). Folks were intensely curious, for sure, since the subject was *MTV*, but most left unimpressed. "Well," quipped one participant, "did you see **John Coleman** after the Sunday afternoon?" . . . A respectful, reluctant tip of the hat to the *MTV* promo machine for its ability to make the music channel the buzzword of a radio convention.



GERONIMO! — Capitol recording group the Little River Band recently dropped into radio station B-94 for a live interview before a gig at the Stanley Theatre in Pittsburgh. Pictured at the station are (l-r): Don Geronimo, air personality, B-94; and Steve Housden and Graham Goble of the group.

about this legit rock 'n' roll movement that's arrived and will continue to thrive," he countered. "Radio ought to capitalize on something that people are into" . . . A station staffer diplomatically termed the session "provocative." Figure out for yourself whether *MTV*'s a "friend or foe," but one must admit Garland and his research sidekick got the promo job done . . . Speaking of research, no one was particularly thrilled with the **Reymer and Gersin** study. "What a sloppy piece of work," was often heard. Another excuse to find a better prawn . . . The AOR clinic proved to one programmer that "the format was going to self-destruct." The nit-picky infighting got to be unbearable. "We didn't come to listen to those guys fight," complained another station person . . . What of the adult contemp panel? "Sounds like they made it up as they went along," noted a PD, "and I don't think they ever figured out what A/C is" . . . All right, so what was **Rick Dees'** wife's name (other than "Rick's wife"), and will they ever let her do the promised impressions? . . . Most overheard whisper at the CHR clinic: "You goin' to the suites before or after dinner?" . . . Most-used obvious bit of advice at every session: "Learn your market" . . . Why were the CHR and Urban clinic scheduled at the same time? Attendees might have benefitted from both; instead, the two stole some potential dialogue from each other . . . **KRPC** generated about as much excitement as local San Francisco radio . . . Comedian **Bob Dubac** put a few in the aisles before the **Pointer Sisters** show Monday night. That show, by the way, started too late for comfort, and probably ruined more dinner reservations than S.F. restaurants would care to count. Westwood One put on a good show nonetheless, considering the sound limitations of the hotel ballroom . . . **Larry King** broadcast live from the St. Francis and discovered he and a guest had sat through nearly six minutes of dead air Monday night/Tuesday morning after the 1 a.m. (pacific time) news . . . King was in true form throughout the convention, however, and handled **Howard Stern's** antics at the luncheon session with firm grace . . . **Wish-I-Had-Done-That**: Panelist **Mike Ducan** of the *San Francisco Examiner* took an overweight stack of two-day-old press releases and flung them at the attendees of the promotion and marketing forum . . . The new music lottery is to guess which New York station **Rick Carroll** is negotiating with. He flatly stated *Rock of the '80s* was coming to Gotham in January . . . The afternoon Bay winds also blew in this item: Carroll said a firm "no, thank you" to a major radio network's suggestion of incorporating a *Rock of the '80s*-style countdown feature into their programming schedule. He may change his mind, though, since Westwood One's 20-market test of the Carroll, Schwartz and Groves-produced *Rock of the '80s Countdown* was a flop. **Norm Pattiz** cited the show's exclusive use of modern music and the inability to sell such a mix to a national advertiser as the reason for cancelling the program . . . On a related note, **Michael Brandt** was named the new general manager of **KROQ** . . . previous management's heavy spot loads was contradicting the flagship station's music emphasis . . . so there were hospitality freebies, eh? OK, neat pens from Arbitron that are great for crossing out numbers . . . T-shirts from CBS Radioradio . . . a pretty good bag from RKO Radio Net to stuff all the food in, and if you didn't get one, you didn't know who to ask . . . and if someone from affiliate relations looked at you funny, don't take it personal. They were there all night . . . Hope you did yourself a favor and checked out the hands-on production lab. Terrific state-of-the-art set-up, and there's one just like it at **KLOS/Los Angeles** . . . **KFRC/S.F.** van was parked outside and attracted a bit of a crowd, but mostly the smart ones on their way around town . . . And in case you missed it, the Yankees took it in the ninth . . . See you next year in Atlanta.

NEWS 'N' NOTES — **Frank Osborn**, for the last two years vice president and general manager of **WYNY/New York**, has resigned his post to take the newly created post of senior vice president of radio for Price Communications. The change is effective next week. Price owns **WOWO/Ft. Wayne** and is awaiting approval on the acquisition of **KIOI/S.F.** and **WIRK/West Palm Beach** . . . Tanner Company chairman/president/executive officer **William B. Tanner** resigned Friday, Aug. 26. Tanner is reportedly taking a leave of absence to answer recent government allegations concerning tax fraud and client payoffs . . . **Sam Bellamy** has left **KMET/Los Angeles** after nine years. She'd been PD for the last eight . . . Across the freeway, **KNX-FM** is now officially **KKHR**, JAM jingles and all. Will **KHJ** be able to continue to call itself "Hitradio?" . . . A ring to L.A. area directory assistance for the **KROQ** number produced this horrific reaction from the operator: "K-R-O-Q? You mean that radio station?" Where's **Pete Shelley** when you need him? **harry weinger**

Research, MTV Hot Topics At NAB Programming Confab

(continued from page 5)

research consultants John Sebastian and Jeff Pollack. While the session was lively, there was little bloodletting and most of the attendees appeared content to be dazzled by Garland's presentation, which included an impressive promotional clip. The "friend or foe" question went unanswered, although both sides of the issue were hotly debated.

Garland opened the session by acknowledging *MTV*'s debt to radio and noted that "MTV was launched as radio with pictures." He felt radio and *MTV* should co-exist as friends. "Radio may see us a threat," Garland admitted, "but we're all seeking the leisure dollar. We can support one another."

Garland pointed to cross-promotions as a way for *MTV* and a rock station in a market to work together. He appealed to the audience's rock 'n' roll sentiment by calling *MTV* a "dream come true for rock 'n' roll fans," and concluded, "We hope you'll join us."

"We have a real battle here," countered panelist John Sebastian, "and another problem in the fragmentation of the rock audience." Although he conceded *MTV* was a "brilliant idea," Sebastian felt cooperation with *MTV* would erode the AOR audience. "It's a new medium that is encroaching on our territory."

Garland's somewhat elitist response shocked a few attendees. "I can't blame radio for being a little paranoid," he said. Radio has fallen into the bland trap, and *MTV* might give it a kick in the rump." And while he soothed the gathering by saying that *MTV* was not established to kill off radio, Garland also stated, "You better jump on, because video is the star."

Panelist John Lander of **KKBQ/Houston** has begun programming a nightly *MTV Hour* on his station in response to his audience's increasing awareness of the video channel (**Cash Box**, July 23). "MTV will do what they are doing, and we can join them or not," Lander told the attendees, "so we decided to acknowledge it." He noted that while stations may feel threatened by *MTV*, "It enhances the music that we play."

Consultant Jeff Pollack, also a panelist, said that he hadn't seen any concrete evidence in either "friend or foe" direction, and disagreed with Garland over television's video burn-out factor. "You can listen to a song via radio over and over again," said Pollack. "How long can you watch a video?" Garland cited research

US Festival Set For TV Syndication

LOS ANGELES — The 1983 US Festival held in San Bernadino, Ca. will be available for syndication beginning April 1984. Viacom-owned national cable TV service Showtime presented four 90-minute segments of the festival between Aug. 19-23, featuring artists such as Men At Work, Alabama, Stevie Nicks, Stray Cats, Van Halen, Hank Williams Jr., Triumph, Emmylou Harris, Missing Persons and Ricky Scaggs, among others.

Held at Glen Helen Park in San Bernadino May 28-30 and June 4, the UN-USON Corp.-sponsored event was taped by a 15-camera crew, nine on main stage and six more backstage. Audio for the specials was also formidable as a completely automated, 24-track stereo mixer was used for each song.

According to producer Steve Sterling, "We wanted to remain sensitive to the performer, while attempting something technically unconventional. We wanted to do more than a 'lights-camera-action' approach, typical of television specials."

evidence supporting *MTV*'s claim of intense, lengthy viewership.

Garland, along with *MTV* director of research Steve Seidman, also pointed out that in an *MTV*-prepared study, AOR stations in some markets had increased their shares after the introduction of *MTV*.

Lander supported Garland in his message to the convention. "To forget video doesn't exist is wrong," he said, and Garland suggested that stations utilize their local cable channel to promote the radio station.

Another session that had some fireworks of its own was the AOR clinic, comprised of radio consultant Bobby Hatrlik, Beau Phillips of **KISW/Seattle**, and Dave Clemensen and Mark Kasso, both of **Reymer & Gersin**. The researchers' psychographic blueprint showed that AOR listeners were the most varied and the most loyal of all radio format audiences, with the radio acting as a social guide. There were 250+ attendees, most of whom were disappointed with the research presentation at first and then the bickering that took place on the panel.

The general audience overview presented by Clemensen and Kasso integrated into hassling over research methodology, with Hatrlik dominating the proceedings. A few attendees attempted to address issues introduced by the survey, most notably the wide variety of rock listeners, but the intent of the session was lost in the fight.

Moving Into CHR

Album rock and contemporary hit radio's anxiety over new music highlighted a clinic panelled by *Rock of the '80s* founder Rick Carroll and Paul Christy of **WABX/Detroit**. Carroll noted that new and modern music was no longer a cult genre and that his format was moving into areas of CHR and traditional AOR. He stressed the music's viability and said that "new music is a way for a station to position itself against so many adult and Top 40 stations, and the state of AOR."

When queried about the music's unfamiliar characteristics, Carroll stated, "If you take new music and put it in a quick rotation, it will be familiar in a few days." He also noted the building gold library for new music. "We've created our own hits," he said.

Other panels included discussions on market research, new technologies, PDs and sales, and on-air promotion. There was a two-part clinic concerning the future of AM, as well as a surprisingly dull Contemporary Hit Radio clinic and a spirited panel on the state of country radio.

Proper promotion to the trades and efficient marketing of a radio station was the subject of a lengthy forum at the Hyatt Hotel. Bert Gould, head of the Broadcast Promotion Assn. and operations manager of **WPIX-FM/New York**, directed the 100+ attendees through identifying a station's problem, then correcting it through in-house alterations before investing in on-and-off promotions.

Although under attended by conventiongoers, the Urban Contemporary clinic sparked debate over proper Arbitron audience sampling of the format. There are more blacks living outside a city, it was noted, and one participant stated, "How do we get numbers from black listeners not in a high black density area? What about total metro?" Panelists Donnie Simpson of **WKYS/Washington, D.C.** and Barry Mayo of **WRKS/New York** also expressed frustration over the inability of the format to increasingly mass appeal in order to generate the sales revenue of a contemporary radio station.

CASH BOX ROCK ALBUM RADIO REPORT



53 STRAY CATS • RANT N' RAVE • EMI AMERICA
ADDS: WKLS, KMET, WSKS, WBLM, WCCC, WOUR, WNEW, KNAC, WMMS, KSHE. **HOTS:** WKLS, KMET, WSKS, WCCC, WNEW, WMMS. **MEDIUMS:** None. **PREFERRED TRACKS:** Sexy.
SALES: Major breakouts in all regions.



1 THE POLICE • SYNCHRONICITY • A&M
ADDS: None. **HOTS:** KSHE, WMMS, KNAC, WNEW, WOUR, WCCC, WYFE, WBLM, WSKS, KMET, WKLS, WPLR. **MEDIUMS:** None. **PREFERRED TRACKS:** King, Breath, Wrapped.
SALES: Good in all regions.

MOST ADDED

LP Chart Position

- 42 AC/DC • FLICK OF THE SWITCH • ATLANTIC**
ADDS: None. **HOTS:** WMMS, WSKS, WKLS, WPLR. **MEDIUMS:** WOUR, WCCC, WYFE, WBLM. **PREFERRED TRACKS:** Title, Guns, Nervous.
SALES: Major breakouts in all regions.
- 7 ASIA • ALPHA • GEFEN**
ADDS: None. **HOTS:** KSHE, WMMS, WNEW, WOUR, WCCC, WYFE, WBLM, WSKS, KMET, WKLS, WPLR. **MEDIUMS:** None. **PREFERRED TRACKS:** Cry, Heat, Never.
SALES: Good in all regions.
- 8 DAVID BOWIE • LET'S DANCE • EMI AMERICA**
ADDS: None. **HOTS:** KNAC, WNEW, WOUR, WSKS, KMET. **MEDIUMS:** WCCC, WBLM, WKLS, WPLR. **PREFERRED TRACKS:** China, Title.
SALES: Good in all regions.
- 12 JACKSON BROWNE • LAWYERS IN LOVE • ASYLUM**
ADDS: None. **HOTS:** KSHE, WMMS, WNEW, WOUR, WCCC, WYFE, WBLM, WSKS, WKLS. **MEDIUMS:** KMET, WPLR. **PREFERRED TRACKS:** Rocker, Title.
SALES: Good in all regions.
- 169 CONEY HATCH • OUTA HAND • MERCURY**
ADDS: None. **HOTS:** None. **MEDIUMS:** WMMS, WCCC, WYFE, WBLM, WSKS, KMET, WKLS, WPLR. **PREFERRED TRACKS:** Open.
SALES: Fair in all regions.
- 20 ELVIS COSTELLO & THE ATTRACTIONS • PUNCH THE CLOCK • COLUMBIA**
ADDS: WYFE. **HOTS:** KNAC, WOUR, WSKS. **MEDIUMS:** WNEW, WCCC, WBLM, WKLS, WPLR. **PREFERRED TRACKS:** Book.
SALES: Good to moderate in all regions.
- DFX2 • EMOTION • MCA**
ADDS: None. **HOTS:** WMMS, KMET. **MEDIUMS:** WNEW, WOUR, WCCC, WBLM, WSKS, WKLS, WPLR. **PREFERRED TRACKS:** Title.
SALES: Fair in Midwest.
- 4 DEF LEPPARD • PYROMANIA • MERCURY**
ADDS: None. **HOTS:** KMET. **MEDIUMS:** WMMS, WCCC, KSJO, WYFE, WKLS, WPLR. **PREFERRED TRACKS:** Ages, Foolin'.
SALES: Good in all regions.

LP Chart Position

- 14 THE FIXX • REACH THE BEACH • MCA**
ADDS: None. **HOTS:** KSHE, WMMS, KNAC, WNEW, WOUR, WCCC, WYFE, WSKS, WKLS. **MEDIUMS:** WBLM, KMET, WPLR. **PREFERRED TRACKS:** Zero.
SALES: Good to moderate in all regions.
- 77 HEART • PASSIONWORKS • EPIC**
ADDS: None. **HOTS:** KSHE, WMMS, WCCC, WYFE, WSKS, KMET, WPLR. **MEDIUMS:** WOUR, WBLM, WKLS. **PREFERRED TRACKS:** Open.
SALES: Major breakouts in all regions.
- 43 JOAN JETT • ALBUM • BLACKHEART**
ADDS: None. **HOTS:** WNEW, WBLM. **MEDIUMS:** KSHE, WCCC, WYFE, KMET, WKLS, WPLR. **PREFERRED TRACKS:** Everyday, Fake, French.
SALES: Fair in all regions.
- 9 BILLY JOEL • AN INNOCENT MAN • COLUMBIA**
ADDS: None. **HOTS:** WMMS, WNEW, WOUR. **MEDIUMS:** KSHE, WCCC, WYFE, WBLM, WPLR. **PREFERRED TRACKS:** Tell, Easy.
SALES: Good in all regions.
- 78 KANSAS • DRASTIC MEASURES • CBS**
ADDS: None. **HOTS:** KSHE, WMMS, WCCC, WBLM, KMET, WPLR. **MEDIUMS:** WNEW, WOUR, WYFE, WKLS. **PREFERRED TRACKS:** Friend.
SALES: Moderate in all regions.
- 11 LOVERBOY • KEEP IT UP • COLUMBIA**
ADDS: None. **HOTS:** WOUR, WCCC, WYFE, WBLM, WSKS, KMET, WKLS, WPLR. **MEDIUMS:** KSHE, WMMS, WNEW. **PREFERRED TRACKS:** Hot.
SALES: Good to moderate in all regions.
- ERIC MARTIN BAND • SUCKER FOR A PRETTY FACE • ELEKTRA**
ADDS: WBLM. **HOTS:** None. **MEDIUMS:** WMMS, WOUR, WCCC, WSKS, WKLS, WPLR. **PREFERRED TRACKS:** Title.
SALES: Fair in West.
- THE MOODY BLUES • THE PRESENT • THRESHOLD**
ADDS: WKLS, KMET, WSKS, WBLM, WOUR, WNEW, WMMS, KSHE. **HOTS:** WMMS, WKLS. **MEDIUMS:** WNEW. **PREFERRED TRACKS:** Wheel.
SALES: Just shipped.
- 6 STEVIE NICKS • THE WILD HEART • MODERN**
ADDS: None. **HOTS:** KSHE, WNEW, WOUR, WYFE, WBLM, WSKS, KMET, WKLS. **MEDIUMS:** WMMS, WCCC, WPLR. **PREFERRED TRACKS:** Stand, Anyone.
SALES: Good in all regions.

MOST ACTIVE

LP Chart Position

- 10 ROBERT PLANT • THE PRINCIPLE OF MOMENTS • ES PARANZA**
ADDS: None. **HOTS:** KSHE, WMMS, WNEW, WOUR, WCCC, WYFE, WBLM, WSKS, KMET, WKLS, WPLR. **MEDIUMS:** None. **PREFERRED TRACKS:** Log.
SALES: Good to moderate in all regions.
- 19 QUIET RIOT • METAL HEALTH • PASHA**
ADDS: None. **HOTS:** WSKS, KMET, WKLS. **MEDIUMS:** WMMS, WOUR, WCCC, WBLM, WPLR. **PREFERRED TRACKS:** Noize.
SALES: Good to moderate in all regions.
- DANNY SPANOS • PASSION IN THE DARK • EPIC**
ADDS: None. **HOTS:** WMMS, WSKS, KMET. **MEDIUMS:** KSHE, WOUR, WCCC, WBLM, WKLS, WPLR. **PREFERRED TRACKS:** Cherie.
SALES: Fair in all regions.
- MICHAEL STANLEY BAND • YOU CAN'T FIGHT FASHION • EMI AMERICA**
ADDS: WPLR, WSKS, WBLM, WYFE, WCCC, WOUR, WNEW, WMMS, KSHE. **HOTS:** WMMS. **MEDIUMS:** WCCC. **PREFERRED TRACKS:** Town.
SALES: Just shipped.
- 18 TALKING HEADS • SPEAKING IN TONGUES • SIRE**
ADDS: None. **HOTS:** KNAC, WNEW, WOUR, WBLM, WSKS, KMET, WKLS. **MEDIUMS:** KSHE, WMMS, WYFE, WPLR. **PREFERRED TRACKS:** Burning.
SALES: Good to moderate in all regions.
- 31 STEVIE RAY VAUGHAN • TEXAS FLOOD • EPIC**
ADDS: None. **HOTS:** WNEW, WCCC, WSKS, KMET. **MEDIUMS:** KSHE, KNAC, WOUR, WBLM. **PREFERRED TRACKS:** Struck, Pride.
SALES: Moderate in all regions.
- 41 NEIL YOUNG • EVERYBODY'S ROCKIN' • GEFEN**
ADDS: WKLS. **HOTS:** WMMS. **MEDIUMS:** KNAC, WNEW, WOUR, WCCC, KMET, WPLR. **PREFERRED TRACKS:** Open.
SALES: Moderate to fair in all regions.
- 26 ZEBRA • ATLANTIC**
ADDS: None. **HOTS:** KSHE. **MEDIUMS:** WMMS, WNEW, WOUR, WCCC, WBLM, WSKS, KMET. **PREFERRED TRACKS:** Tell, Door.
SALES: Moderate in all regions.

Retailers Welcome In School Year With Promotions

(continued from page 6)

illustration of a college professor stating the theme, and three-week-long print support was provided in eight markets.

As part of its "Back-to-School" promotion, the Lanham, Md.-based Harmony Hut chain last week ran an ad in the Sunday *Washington Post's* TV guide section offering purchase of any LP or cassette at half-price with any regular-priced product purchase. The stores also used "Back to School" signage featuring an 18th Century etching of the composer for a Vox classical cassette promotion. In addition, apple signs symbolized the "Back-to-School" aim of the sale of assorted record and tape product.

Minneapolis' Great American Music Co. tied its "Back-to-School" pitch in with the grand opening of its 14th outlet in St. Paul's Highland Park. A chain-wide, store-wide sale over the weekend of Aug. 20-22 was promoted with TV spot parodies of Mister Rogers teaching kids how to say "grand opening sale."

The grand opening theme was also used by the new Tower Records store in Manhattan, which is situated adjacent to the New York University campus. Terri Ball, the chain's advertising coordinator, said that a heavy print campaign would run Sept. 14 through Oct. 10 as the major thrust of the second part of the store's grand opening. "It will be bigger than in July because everybody is back in town," said Ball, listing ad placements in the *New York Times*, *Daily News* and *Village Voice*. In addition, the store's heavy involvement in artist in-stores (**Cash Box**, Aug. 27) would continue with upcoming appearances by Stephanie Mills, ZZ Top and David Byrne together with Robert Rauschenberg. The latter appearance, slated for Sept. 16, is a benefit for Rauschenberg's "Change" non-profit organization, which helps needy artists foot the cost of living, and will allow him to keep the proceeds from in-store sale of autographed special copies of the limited edition Talking Heads "Speaking In Tongues" LP, which are slightly different from the "regular" limited editions.

Tower, like other campus area stores, is also involving itself directly with campus functions. "Colleges are afraid to approach big stores like Tower, so we're initiating programs as we have done with our West Coast locations," said the store's James Ward. "I personally listen to college radio more than anything else. Columbia's KCR has the best jazz programming in the city, and they can use all the help they can get. We'll make sure that they get what they need in terms of record service. We'll also try to tie in with some of the concerts at the Loeb Student Center a few blocks away at NYU."

At the Record Bar outlet across the street from the University of North Carolina campus at Chapel Hill, manager Richard Lane also spoke of his store's willingness to cooperate with college station WXYC. "They are very cooperative with us and the labels with promotions centering around concerts and playlists," explained Lane. With a "Back to Cool" promotion of front racking some 60-100 sale-priced current releases winding down, Lane is readying a promotion with the station which will be advertised in the *Daily Tarheel* campus paper.

John Sizemore, manager of the Camelot Music store in College Station, Texas, situated about a mile from the 39,000-student Texas A&M campus, also ties in with campus papers, in his case, the *Battalion*. "We give away promo records that we don't use to different fraternities and clubs for contest prizes," said Sizemore, listing such Texas A&M pursuits

as hot chili eating and Aggie eggroll competitions. "In turn, the organizations advertise us in the *Battalion*."

Other "Back-to-School" promotions at Sizemore's store this year included the sale of GTE telephones at \$12 apiece, which students have been "eating up" due to the regular \$19 per month rental charge from the phone company. Camelot chain-wide soundtrack and cut-out promotions have also been particularly successful at the store. "College students have a real nostalgia for soundtracks here, possible due to 50-cent campus film showings. We're blowing out 20-25 units of big hit soundtracks a week, and 40 copies of *Flashdance* a week. Old soundtracks like *Fiddler On The Roof* and *Chorus Line* are also moving at four or five cassettes and LPs a week." As for cut outs, at four for a dollar, students are coming in and taking out 20 to 30 pieces.

At Harvard Coop, directly across from Harvard's main campus in Cambridge, Mass., the beginning of the school year is "always a big time for us," according to buyer Linda Stelling. This year's promotional activities run from mid-September to mid-October but primarily revolve around the grand opening of the store's new tape and record department. From Sept. 8-17, flights of 10 60-second spots will run on three radio stations that run the gamut of the store consumers' tastes. Heavy print advertising will appear in the *Boston Calendar*, *Boston Globe* and *Boston Phoenix*, and five compact disc players will be given away, one each week of the month-long promotion.

The recently remodeled Slatewood Records near the University of Wisconsin campus in Madison showed the most useful "Back-to-School" promotion for returning students. According to new owner Jeff Lulis, who bought the store on July 1 after managing it during its entire five-year existence, five years' worth of stashed away promotional material is being given away with purchases to help students decorate their living quarters. He said that any purchase, even a "50-cent button or pack of rolling papers" would enable the buyer to receive vintage point-of purchase material of such campus favorites as Talking Heads and Elvis Costello, but that the giveaway of such material would be based loosely on the amount of purchase. "We certainly won't hand out a Pretenders 4x4 in exchange for buying a button," declared Lulis.

RCA Ends Caytronics Involvement With HS Latin Product In U.S.

NEW YORK — Due to the swiftly expanding domestic Latin market, RCA Records has begun manufacturing and distributing its own Latin product in the U.S., thus ending its licensing agreement with Caytronics Record Corp. Caytronics, which had distributed RCA Latin product in the U.S. since 1973, will remain responsible for all RCA Latin inventory that it manufactured before this change and will also sell off its existing inventory.

Jose Menendez division executive vice president of operations at RCA Records, and Joe Cayre, president of Caytronics, jointly announced the conclusion of their licensing agreement last week. "RCA has been very satisfied with its relationship with Caytronics," said Menendez. "However, the rapid development of the U.S. Latin market requires a substantial expansion of our Latin music distribution capability and we have chosen to organize that effort under RCA Records' U.S. operations."

TOP 30 ALBUMS

	Weeks On Chart		Weeks On Chart
	9/3		9/3
1 IN YOUR EYES GEORGE BENSON (Warner Bros. 9 23744-1)	1	17 ISLAND BREEZE ERIC GALE (Musician/Elektra 9 60198-1)	18
2 CITY KIDS SPYRO GYRA (MCA-5431)	2	18 INVITATION JACO PASTORIUS (Warner Bros. 9 23876-1)	25
3 MR. NICE GUY RONNIE LAWS (Capitol ST-12261)	7	19 STEPS AHEAD (Musician/Elektra 9 60168-1)	20
4 TRAVELS PAT METHENY GROUP (ECM 23791-1)	3	20 JOURNEY TO A RAINBOW CHUCK MANGIONE (Columbia FC 38686)	16
5 THINK OF ONE . . . WYNTON MARSALIS (Columbia FC 38641)	4	21 PASSION, GRACE & FIRE JOHN McLAUGHLIN, AL DI MEOLA, PACO DeLUCIA (Columbia FC 38645)	19
6 JARREAU (Warner Bros. 9 23801-1)	7	22 GENTLE FIRE WILTON FELDER (MCA-5406)	21
7 INDIVIDUAL CHOICE JEAN-LUC PONTY (Atlantic 7 80098-1)	11	23 AUTUMN GEORGE WINSTON (Windham Hill C-1012)	24
8 LOW RIDE EARL KLUGH (Capitol ST-12253)	6	24 DREAM OF TOMORROW LONNIE LISTON SMITH (Doctor Jazz/CBS FW 38447)	22
9 THE GENIE THEMES & VARIATIONS FROM THE TV SERIES "TAXI" BOB JAMES (Columbia FC 38678)	10	25 LOVE SURVIVES JAY HOGGARD (Gramavision/PolyGram GR8204)	23
10 THIRD GENERATION HIROSHIMA (Epic FE 38708)	12	26 SOARING FREE FLIGHT (Palo Alto PA 8050-N)	27
11 FRIENDS LARRY CARLTON (Warner Bros. 9 23834-1)	8	27 THE BEST IS YET TO COME GROVER WASHINGTON, JR. (Elektra 9 60215-1)	26
12 THE HUNTER JOE SAMPLE (MCA 5397)	9	28 MORE THAN A FEELING KOINONIA (Breaker BR 9946)	—
13 FUTURE SHOCK HERBIE HANCOCK (Columbia FC 38814)	17	29 DECEMBER GEORGE WINSTON (Windham Hill C-1025)	28
14 LES FLEURS RAMSEY LEWIS (Columbia FC 38787)	15	30 LIGHT BLUE: ARTHUR BLYTHE PLAYS THELONIOUS MONK ARTHUR BLYTHE (Columbia FC 38661)	29
15 STAR PEOPLE MILES DAVIS (Columbia FC 38657)	14		
16 MIRAGE A TROIS THE YELLOWJACKETS (Warner Bros. 9 23813-1)	13		

ON JAZZ

THE INNER VIEW— Early next month, composer, theoretician and bandleader **George Russell** will take his 14-piece **New York Big Band** on the road for its first Q.S. tour in two years and first-ever West Coast dates. A professional musician since the '40s (he preceded **Max Roach** as the drummer with the **Benny Carter Band**), Russell gave indications of his path as a composer during that decade when he authored "Cubano-Be, Cubano-Bop" for the **Dizzy Gillespie Band**. Since then, he has led his own dates both large and small, producing such works as "New York, N.Y.," "Living Time," "The Outer View" and "Electronic Sonata For Souls Loved By Nature." Hand-in-hand with his role as a bandleader has been Russell's development as one of jazz's most important theoreticians. His work during the '50s in developing the lydian chromatic concept, which uses the lydian scale to convert chords to modes, has been widely accepted by both established and up-and-coming musicians. More recently, Russell has been championing a second theoretical approach, vertical form, which layers and juxtaposes several rhythmic modes to create a depth and impression distinct from that achieved by the standard, horizontal development of melody and rhythm. In a recent conversation, Russell told us that he feels it's only a matter of time before the vertical forms concept is embraced the way lydian chromatics has been. "In a way it's hard to see that it wouldn't take hold," Russell said. "And I think that's beginning to happen. I heard something on the **Michael Jackson** record that was out of the concept. Plus, people who have studied vertical form with me are now getting ready to go out and contribute to the music." Although much of his time is spent teaching — Russell is a permanent faculty member at the New England Conservatory of Music — he has also continued to compose and lead bands. "New York Big Band," one of Russell's most recent releases on the Italian Soul Note label, captured his 1978 band in performance at the Village Vanguard, and in the last two years, he has returned to Gotham for other stints at the Vanguard, as well as The Public Theater. During those periods, Russell voiced concern that he didn't have enough new material to perform with his groups, a situation that has since been remedied. "I have quite a bit of new music this time," he said. "I wrote a 40-minute composition entitled 'African Game' that was commissioned by the Massachusetts Council on the Arts and Swedish Radio, and that adds a great deal to the repertoire. There are also several new works that continue to indicate the fusion direction I started on in '63. I feel very sympathetic to black soul and church music, and felt I wanted to incorporate that. And I think such works as 'Living Time' and 'Electronic Sonata For Souls Loved By Nature' are indicative of that. 'African Game' uses African themes extensively with my own themes. It tries to incorporate without destroying." The band for this tour will feature 14 pieces with a few holdovers from the last outing. Queried on how he selects sidemen, especially considering the rigors of his music, Russell offered a simple formula. "I look for that energy that has always been part of the most innovative musicians — the Birds, Elvina, Tranes and Ornettes — that ever-enduring energy that causes it to be world music." As for the timing of the tour, Russell said that although he took his band to Europe last year, he has "really never had much exposure to U.S. audiences, and virtually none on the West Coast." A new album, entitled "George Russell's New York Big Band Live . . ."

(continued)

Country Acts Concerned Over Hall's Merch Percentage

(continued from page 15)

since we buy the merchandise, truck it around the country, pay people to inventory and sell, etc."

Asked what justification the buildings give for charging a percentage of gross merchandise sales, Watkins stated, "They usually come up with bond issues, high operating expense, initial investment to build and things like that. They say they have high overhead and have to look for ways to generate income. They've never been able to give a legitimate reason, as far as I'm concerned, on why they should get any percentage on merchandise sold by artists. The reason I say that is that when an artist goes into a facility to perform, the facility sells their concessions, popcorn, cokes, taco, what-have-you, and the act shares zero in that. If the act wasn't there, the facility would never generate a nickel from those (concessions).

Taylor believes the reasons for the percentage take by halls and coliseums is based solely on financial gain. "I think its getting unreasonable," he said. "I think they found out just how much money there is in it, and I guess they want to get in on it."

The manager for Alabama doesn't think the problem is in the building management, however. Dale Morris credits the rise

of "third party merchandisers" as creating the high percentages. "I've never had to walk on a building without a third party," he said. "The problem is those buildings and fairs that are letting a third party come in to them and tell them what they need to be doing to get percentages and to bleed us for all they can when we've already rented the facilities or made our deal for it, then it's just another way for them to get more money. It's not right. When I can deal with the building or fair manager, I can always do business. It's the third party involvement where I can't do business. They come in and do nothing. They say they come in with professional salesmen, but they don't know a thing about Alabama's merchandise or how to sell our stuff. They just take a rake off."

Problem Growing

Adamant as he is about the subject, Morris said the problem is only beginning to grow at fair venues. College halls also appear to attract no criticism. Harold Smith of Middle Tennessee State University's Murphy Center commented, "I don't think for one minute that any group that has been into our hall has complained about the percentage of take, concession-wise, here. We don't have a standard percentage. It's usually a flat rate negotiated with each show we do based on expected attendance."

Acts that play primarily club dates also do not have as much of a problem. Steve Greil, Bobby Bare's manager, stated, "The more sophisticated the club, if it's part of a chain or a new place with lots of modern stuff, the more likely they are to get a commission (on concessions). The older the club, the less likely they are to care. It's more like 'We never made that, so we don't expect it now.'" But whether club or large hall, Bare's road manager "sets prices depending on percentage. If it's over 25%, he doesn't unpack it."

Greil expanded, "I have never objected to paying a hall 15% commission on merchandising sales. It's a concrete structure with an air conditioning or heating bill and a staff, and it deserves to share in the merchandising exploitation that's done. I think the ones that ask 35% or 40% are asking too much. The only result is that the prices have to go up to the consumer. If the consumer is getting hurt, then everybody needs to look at the system and change it."

Many acts are open to paying a certain percentage without feeling they've been gouged, usually setting a certain percentage (most often 15% or 25%) as the upper limit they will accept. Said Watkins, "The percentage we have the least amount of trouble accepting is paying the people who sell the merchandise. They are the people who do all the work. I really can't justify any other amount."



FEELINGS HIGH FOR EXPO '83 — Over 100 Nashville journalists, entertainers and businessfolk gathered at the home of Oak Ridge Boy William Lee Golden for the announcement of talent for Entertainment Expo '83. Pictured discussing the upcoming November event are (l-r): Joe Bonsall of the Oaks; Frances Preston, Broadcast Music, Inc. (BMI) and Expo at-large committee; Tony Brown, RCA Records; Karen Conrad, Blendingwell/Sister John Music and Expo co-chairman; Sherry Paige, Expo co-chairman; Darrell Smith, American Management Corp. and chairman, Expo programs; Golden, honorary co-chairman, Expo '83.

NMA Announces Talent Line-Up For Expo '83

NASHVILLE — An all-star and wide-ranging lineup of talent to perform at Entertainment Expo '83 was announced by the Nashville Music Assn. (NMA) at a press conference and reception held at Golden Era Plantation. The second annual Expo, co-sponsored by the NMA and Nashville's morning newspaper, *The Tennessean*, will run Nov. 18-20 at Nashville's Municipal Auditorium.

Robert Frye, chairman of the Entertainment Committee, in the announcement of performers, emphasized a more formatted schedule of entertainment for the three-day event, whose purpose is to spotlight the entertainment industry.

Opening night will be preceded by a cocktail party to be attended by business, community and industry leaders, hence the entertainment emphasis will be on adult contemporary/pop artists. Saturday afternoon's schedule will be country-flavored, and rock music will be featured Saturday night. Sunday will be more eclectic in scope with music ranging from gospel to classical and other entertainment from dance and comedy troupes.

Acts making their second Expo appearances will be the Oak Ridge Boys, Charlie Daniels, John Hartford, Bobby Bare, Gary Morris, Guy Clark and New Grass Revival. Carl Perkins, who received a standing ovation for his performance last year, will also return.

Dean Martin, Jimmy Buffett with Timothy Schmidt and Josh Leo, Tracy Nelson, Pam Tillis, Ed Bruce, J.D. Souther, Michael Johnson, Dobie Gray and Jason and the Nashville Scorchers will be appearing at their first Expo.

At Expo '82, more than 50 acts performed throughout the weekend. According to Frye, there will be fewer acts this year to allow each more time on stage. The entertainment committee is still securing commitments from national talents at this time, and will concentrate on scheduling local acts in October.

Honorary co-chairmen of Expo '83 are Daniels and William Lee Golden of the Oak Ridge Boys.

Martyn Smith Dies

NASHVILLE — Although no specific reasons have been unearthed, it is believed Martyn Smith, general manager at Castle recording studio just outside of Nashville on Old Hillsboro Road, took his own life Wednesday afternoon, Aug. 17, at his Fairview home. Smith, the former manager of the Burrito Brothers (John Beland and Gib Bilbeau), was found by local police after they were contacted by his secretary, Judy Douglas.

U.K.-Based B-WI Eyes Possibility Of Nashville Office

NASHVILLE — The London-based music industry services company, Byworth-Wootton International (B-WI), in hopes of opening a Nashville office by the first of 1984, sent one of its founders, Tony Byworth, to Nashville for talks with industry executives during July and August.

Since its formation in October 1982 by Byworth and Richard Wootton, the firm has worked successful campaigns in Britain on behalf of David Allan Coe, Johnny Lee and Gilley's Club. On a promotional level, B-WI has handled the launch of the British country label, Range Records, and Tom T. Hall's album, "World Class Country," and secured a British release for the Julie Andrews/Johnny Cash single, "Love Me Tender." Current and forthcoming accounts include public relations work for the Oak Ridge Boys, Lee Greenwood, B.J. Thomas and Steve Earle.

Byworth said country music is still being promoted as "specialist" music in Britain and that there has been no consistent campaign to present country as a contemporary music with wide commercial appeal. With his view that a Nashville office would be a natural extension of the London operation and the development of the country music market in Britain, Byworth explained, "At present, the country music scene in Britain has reached a state of stagnation for a number of reasons, including a lack of record releases and little industry enthusiasm to develop new acts. The main thrust for market development has got to come from Nashville as, after all, this is where it all begins. It needs Nashville to encourage, and participate in, the growth of the music in international markets."

B-WI has recently concluded a survey of British country music media, determining its needs and requirements. Results of the survey are now being collated. The company believes such close working relationships have strengthened B-WI's ties with Britain's country media.

Delta Records Opens Nashville Branch Office

NASHVILLE — Nacogdoches, Texas-based Delta Records will open a branch in Nashville on Sept. 6. The office will serve primarily as a sales office with David Stallings, company founder and president, and two staffers.

Besides handling Delta product, the Nashville office will offer budget product from the company's new Merit Records division, which will contain albums by Willie Nelson, David Houston, Fats Domino, Bob Wills, Jimmy C. Newman, Frenchie Burke, Johnny Bush, Hank Williams' Original Drifting Cowboys, The Original Texas Playboys, and humorists Justin Wilson, "Brother" Dave Gardner, Bob Murphey and Charlie Douglas. The Merit/Delta catalog will also contain several instrumental albums. List prices for the budget line are to be \$3.98 and \$4.98.

The Merit division will also do custom recording, promotion and distribution. Delta also has plans to open two publishing companies under its administration.

Stallings said the establishment of a Nashville office is designed to give credence to the label name in its efforts to sell product to distributors throughout the country. The new office will be at 20 Music Square West on Nashville's Music Row. The phone number will be (615) 242-0951.



NITTY GRITTY COUNTRY IN COLORADO — Members of the Nitty Gritty Dirt Band were on hand to receive Colorado Gov. Richard D. Lamm's proclamation citing the contribution of country music to the state and its citizens at the Colorado State Fair. Pictured at the ceremony are (l-r): Jimmie Fadden, Jimmy Ibbotson, Jeff Hanna, Bob Carpenter and John McEuen of the band; and Colorado State Fair director Dan Lee.



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THE COUNTRY MIKE

MUTUAL MAKES HISTORY — Mutual Broadcasting System will air the 25th annual Country Music Assn. (CMA) Award Show via live satellite stereo simulcast direct from the Grand Ole Opry on Oct. 10 (carried live by CBS-TV at 9:00 p.m. EST). It will be the first live, stereo satellite transmission of the country music awards program in its 25-year history. A direct satellite uplink from Nashville has been arranged for the transmission. A site survey team will visit the Grand Ole Opry and Opryland in September to finalize technical arrangements. This simulcast will also be made available to radio stations using monaural transmission. Mutual is also producing a 30-minute pre-Awards program, entitled *CMA Awards Preview*, that will highlight the music of the CMA nominees. **Lee Arnold**, WHN air personality and host of the *Lee Arnold On A*



HENDERSON AND THE 101 BUNCH — Union Station recording artist Brice Henderson recently met with staff members from WUSY (101-FM) at the Chattanooga Riverbed Festival. The station was one of the sponsors of Henderson's concert there. Pictured are (l-r): John Anthony, PD, WUSY; Henderson; and John Hart, director, promotions, WUSY.

Mark Barefoot is production manager, **Al Watkins** serves as operations director (which includes programming), **Dean Rivenbark** acts as traffic manager, and the sales staff includes **Debra Reaves** and **Renee Todd**. The station lineup is as follows: Watkins, 5:30-9 a.m.; Sunshine Hour, 9-10 a.m.; Watkins, 10 a.m.-noon; Watkins and Barefoot, noon-1 p.m.; Barefoot, 1-3 p.m.; and **Todd Paquin**, 3-8 p.m. New artists are encouraged to call Al Watkins 9-10 a.m. on Tuesdays for taped interviews that are aired throughout the week. WKLM is owned by Thom's Enterprises out of Asheville, NC.

PROMOTIONS — **WJRB**/Nashville (KZ Country) recently held the fifth annual Country Music Jamboree Talent Contest for country vocalists and vocal groups. No bands, drums, tapes or electric instruments were allowed, only piano or acoustic guitar accompaniment. There were no other auditoriums or restrictions. The earliest registrants were selected to compete. During each of the preliminary evenings, 35 contestants performed and 21 finalists were selected. Response was so great to the event that over 150 applicants were turned away. The first place winner was **Stan Stein**. For his performance of **Gary Morris's** "The Love She Found In Me," Stein received \$150 and a plaque. . . **WMZQ-FM**/Washington, D.C. is sponsoring the 11th annual "Rambler River Raft Race" at West Potomac Park, Sept. 24. Contestants will race against the clock to determine a champion craft in nine different divisions. Festivities begin at 7:30 a.m., with the first classification of rafts (homemade) hitting the water at 11 a.m. and the store-bought rubber rafts following at approximately 11:30. The event is an all day one, concluding with the awards ceremony at Huckleberry Hall. The race is open to all participants and is free of charge.

CHANGES — **Steve Richards** is now the music director at **WGNT**/Huntington, W.Va. He also handles the afternoon drive. Richards is taking over for **J.B. Miller**, who will still be heard on the morning drive. . . **H. David Allan** is now music director for **KRKT**/Albany. . . **Thomas W. Ference** has joined the staff of **KBRQ**/Denver in the capacity of sales account executive. . . **Kevin Delaney** has been promoted from producer to manager of production for the Mutual Broadcasting System.

juanita butler

PROGRAMMERS PICKS

Dave Wolfe	WHOO/Orlando	Islands In The Stream — Kenny Rogers/Dolly Parton — RCA
Al Watkins	WKLM/Wilmington	The Letter — Ronnie Reno — EMH
Rob Ryan	KWEN/Tulsa	One Of A Kind Pair Of Fools — Barbara Mandrell — MCA
Pam Green	WHN/New York	Diet Song — Bobby Bare — Columbia
Duke Hamilton	WUBE/Cincinnati	One Of A Kind Pair Of Fools — Barbara Mandrell — MCA
Nancy Frumkes	WMZQ/Washington, D.C.	Baby I'm Yours — Tanya Tucker — Arista
Wade Jessen	KSOP/Salt Lake City	Tennessee Whiskey — George Jones — Epic
Dan Williams	KEED/Eugene	Ain't Your Memory Got No Pride At All — Ray Charles — Columbia
Jason Kane	WPKX/Washington, D.C.	Tennessee Whiskey — George Jones — Epic
J.B. Miller	WGNT/Huntington	Islands In The Stream — Kenny Rogers/Dolly Parton — RCA
Glen Garrett	WCOS/Columbia	Your Love Shlnes Through — Mickey Gilley — Epic
David Haley	WJQS/Jackson	The Letter — Ronnie Reno — EMH

COUNTRY RADIO HIGHLIGHTS

KNAL — VICTORIA — MARVIN PAUL — #1 — V. GOSDIN
ADDS: T. Wynette, S. Spacek, R. Kearney, E.T. Conley.

WDGY — MINNEAPOLIS — GARY STONE — #1 — J. CONLEE
ADDS: M. Gilley, D. Allen, E.T. Conley.

WWWW — DETROIT — KEVIN HERRING — #1 — J. CONLEE
ADDS: R. McEntire, L. Anderson.

WWVA — WHEELING — BILL BERG — #1 — J. CONLEE
ADDS: K. Taylor-Good, E.T. Conley.

WLWI — MONTGOMERY — RHUBARB JONES — #1 — J. CONLEE
ADDS: Atlanta, N. Felts, C. Miller, J. Newton, G. Jones, S. Spacek, M. Murphey, E.T. Conley, D. Allen, J. & M. Younger, R. Clark, S. James, T. Crabb.

SINGLES REVIEWS

OUT OF THE BOX

JANIE FRICKE (Columbia 38-04091)
Tell Me A Lie (3:32) (Rick Hall Music — ASCAP/Fame Publishing Co. — BMI) (B. Wyrick, M. Buckins) (Producer: B. Montgomery)

Fricke sounds fragile as a heart that's been passed around to one man too many. Her pleading delivery is absolutely appealing. The lyric is one of those which paints the scene on our minds with an unflinching brush, offering an insight to a feminine attitude in a typical situation. Few men could resist Fricke's vulnerable voice; few women would fail to understand it. That's no lie.



FEATURE PICKS

VERN GOSDIN (Compleat CP-115)
I Wonder Where We'd Be Tonight (3:30) (Hookit Music — BMI) (V. Gosdin, J. Sales) (Producer: B. Mevis)

JOHN ANDERSON (Warner Bros. 7-29497)
Black Sheep (2:57) (Al Gallico Music Corp./Algee Music Corp./John Anderson, Music Co., Inc. — BMI) (D.D. Darst, R. Altman) (Producers: J. Anderson, L. Bradley)

JAMES & MICHAEL YOUNGER (MCA-52263)
Lovers On The Rebound (2:39) (Old Friends Music — BMI) (F. Koller, G. Timm) (Producer: R. Chancey)

RAY STEVENS (Mercury 814 196-7)
Love Will Beat Your Brains Out (3:18) (Ray Stevens Music — BMI) (R. Stevens) (Producers: J. Kennedy, R. Stevens)

J. W. THOMPSON (USA Country 1001)
We've Got A Good Thing Goin' (2:31) (Tree Publ. Co. Inc./Tree Group — BMI/Cross Keys Publ./Tree Group — ASCAP) (J.m. Johnson, G. Barber) (Producer: B. McCracken)

CONWAY TWITTY (Warner Bros. 7-29505)
Heartache Tonight (3:58) (Cass Country Music/Red Cloud Music/Gear Publ. Co./Ice Age Music — ASCAP) (D. Henley, G. Frey, B. Seger, J.D. Souther) (Producers: C. Twitty, J. Bowen)

ED HUNNICUTT (MCA-52262)
My Angel's Got The Devil In Her Eyes (2:49) (Barnwood Music — A Div. of Merit Music Corp. — BMI) (E. Burton, D. Knutson, D. Burgess) (Producer: D. Burgess)

CRYSTAL GAYLE (Columbia 38-04093)
Keepin' Power (3:05) (Roger Cook Music/Chriswood Music — BMI) (R. Cook, B. Wood) (Producer: A. Reynolds)

BOB MONEY & PEOPLES CHOICE (Universal Artists UAR1-1024)
Work On It Baby (2:40) (Bo-Rich Publ. Co. — BMI) (B. Money) (Producer: B. Rich)

NEW AND DEVELOPING



FRANK DYCUS (Acclaim CM-70015)
Magic On The Mountain (2:44) (Golden Opportunity Music/Guava — SESAC) (F. Dycus) (Producers: J. Darrell, B. Cannon)

Dycus is best known as the writer of such hits as "Unwound," "Down And Out" and "Marina Del Rey," all top-of-the-chart hits for George Strait. In this, his first recording as the first United States artist on the Canadian label, he retains his traditionalist stance with a pert, down-home dance tune filled with fiddle, mandolin and steel. The hoedown is alive and well, and still fun.

ALBUM REVIEWS

DOIN' WHAT I FEEL — Leon Everette — RCA MHL1-8513 — Producers: Ronnie Dean and Leon Everette — List: 6.98 — Bar Coded

Everette manages to show a great deal of variety even in the limited musical space of a six-song mini-LP. The current chart climber, "The Lady, She's Right," is here, along with an excellent rendition of the Waylon Jennings/Don Bowman oldie, "Anita, You're Dreaming," done in a dreamy semi-Spanish delivery. "I Wanna Know Your Name" comes off as a country horn arrangement, while "No Man's Land" protests a woman's deceit with a rough hewn sound. "In A Letter Of Good-Bye" is a tear-jerker with a full fledged treatment. Everette's tremulous hold on his voice lends sincerity to his choice of

TOP 100 COUNTRY SINGLES

September 10, 1983

	Weeks On 9/3 Charts		Weeks On 9/3 Chart		Weeks On 9/3 Chart
1	12	I'M ONLY IN IT FOR THE LOVE JOHN CONLEE (MCA-52231)	6	33	THE WIND BENEATH MY WINGS GARY MORRIS (Warner Bros. 7-29532)
2	12	NIGHT GAMES CHARLEY PRIDE (RCA PB-13542)	16	34	WHAT I LEARNED FROM LOVING YOU LYNN ANDERSON (Permlen P-82001)
3	14	HEY BARTENDER JOHNNY LEE (Full Moon/Elektra 7-29605)	4	35	SOMEBODY'S GONNA LOVE YOU LEE GREENWOOD (MCA-52257)
4	14	WHY DO I HAVE TO CHOOSE WILLIE NELSON (Columbia 38-03965)	19	36	LOST IN THE FEELING CONWAY TWITTY (Warner Bros. 7-29636)
5	14	A FIRE I CAN'T PUT OUT GEORGE STRAIT (MCA-52225)	3	37	ONE OF A KIND PAIR OF FOOLS BARBARA MANDRELL (MCA-52258)
6	12	GOIN' DOWN HILL JOHN ANDERSON (Warner Bros. 7-29585)	7	38	HOT TIME IN OLD TOWN TONIGHT MEL McDANIEL (Capitol P-B-5259)
7	11	FLIGHT 309 TO TENNESSEE SHELLY WEST (Warner/Viva 7-29659)	5	39	ANYBODY ELSE'S HEART BUT MINE TERRY GIBBS (MCA-52252)
8	11	NEW LOOKS FROM AN OLD LOVER B.J. THOMAS (Cleveland Int'l/CBS 38-03985)	5	40	THE LADY, SHE'S RIGHT LEON EVERETTE (RCA PB-13584)
9	9	BABY, WHAT ABOUT YOU CRYSTAL GAYLE (Warner Bros. 7-29582)	7	41	AFTER YOU DAN SEALS (Liberty P-B-1504)
10	9	BREAKIN' DOWN WAYLON JENNINGS (RCA PB-13543)	6	42	A COWBOY'S DREAM MEL TILLIS (MCA-52247)
11	8	DON'T YOU KNOW HOW MUCH I LOVE YOU RONNIE MILSAP (RCA PB-13564)	4	43	THE MAN IN THE MIRROR JIM GLASER (Noble Vision 103)
12	8	PARADISE TONIGHT CHARLY McCLAIN & MICKEY GILLEY (Epic 34-04007)	4	44	EVERYTHING FROM JESUS TO JACK DANIELS TOM T. HALL (Mercury/PolyGram 812 632-7)
13	9	WHAT AM I GONNA DO MERLE HAGGARD (Epic 34-04006)	13	45	THE EYES OF A STRANGER DAVID WILLIS (RCA PB-13541)
14	7	NOBODY BUT YOU DON WILLIAMS (MCA-52245)	15	46	WAY DOWN DEEP VERN GOSDIN (Compleat OP-108)
15	7	LET'S GET OVER THEM TOGETHER MOE BANDY FEATURING BECKY HOBBS (Columbia 38-03970)	4	47	BABY I LIED DEBORAH ALLEN (RCA PB-13600)
16	10	HOW COULD I LOVE HER SO MUCH JOHNNY RODRIGUEZ (Epic 34-03972)	3	48	THE BOY GETS AROUND SYLVIA (RCA PB-13589)
17	15	YOU'RE GONNA RUIN MY BAD REPUTATION RONNIE McDOWELL (Epic 34-03946)	5	49	LONELY BUT ONLY FOR YOU SISSY SPACEK (Atlantic America 7-99847)
18	4	LADY DOWN ON LOVE ALABAMA (RCA PB-13590)	5	50	YOU PUT THE BEAT IN MY HEART EDDIE RABBITT (Warner Bros. 7-29512)
19	5	YOU'VE GOT A LOVER RICKY SKAGGS (Epic 34-04044)	6	51	A FREE ROAMIN' MIND THE SOUTHERN GENTLEMAN SONNY JAMES & SILVER (Dimension DS 1045)
20	10	WILD MONTANA SKIES JOHN DENVER & EMMYLOU HARRIS (RCA PB-13562)	4	52	HIGH COST OF LEAVING EXILE (Epic 34-04041)
21	6	SCARLET FEVER KENNY ROGERS (Liberty P-B-1503)	6	53	I SPENT THE NIGHT IN THE HEART OF TEXAS MARLOW TACKETT (RCA PB-13579)
22	8	SOMETIMES I GET LUCKY AND FORGET GENE WATSON (MCA-52243)	6	54	SAY YOU'LL STAY WAYNE MASSEY (MCA-52246)
23	4	TOO HOT TO SLEEP LOUISE MANDRELL (RCA PB-13567)	2	55	YOUR LOVE SHINES THROUGH MICKEY GILLEY (Epic 34-04018)
24	14	DREAM BABY LACY J. DALTON (Columbia 38-03926)	3	56	MOVIN' TRAIN THE KENDALLS (Mercury/PolyGram 814 195-7)
25	7	WHY DO WE WANT WHAT WE KNOW WE CAN'T HAVE REBA McENTIRE (Mercury/PolyGram 812 835-7)	15	57	LOVE SONG OAK RIDGE BOYS (MCA-52224)
26	6	HOLD ON, I'M COMIN' WAYLON JENNINGS & JERRY REED (RCA PB-13580)	10	58	MY FIRST COUNTRY SONG DEAN MARTIN (Warner Bros. 7-29584)
27	6	IF IT WAS EASY ED BRUCE (MCA-52251)	2	59	TENNESSEE WHISKY GEORGE JONES (Epic 34-04082)
28	5	MIDNIGHT FIRE STEVE WARINER (RCA PB-13588)	4	60	SCOTCH AND SODA RAY PRICE (Warner/Viva 7-29543)
29	9	BABY I'M YOURS TANYA TUCKER (Arista AS 1-9046)	17	61	HE'S A HEARTACHE JANIE FRICKE (Columbia 38-03899)
30	2	ISLANDS IN THE STREAM KENNY ROGERS & DOLLY PARTON (RCA PB-13615)	3	62	OUTSIDE LOOKIN' IN BANDANA (Warner Bros. 7-29524)
31	13	POOR SIDE OF TOWN JOE STAMPLEY (Epic 34-03966)	2	63	STRANGER AT MY DOOR JUICE NEWTON (Capitol-9988)
32	6	GUILTY THE STATLER BROS. (Mercury/PolyGram 812 988-7)	1	64	HOLDING HER AND LOVING YOU EARL THOMAS CONLEY (RCA PB-13596)
			14	65	SHOT FULL OF LOVE NITTY GRITTY DIRT BAND (Liberty P-B-1499)
				66	TRUE LOVE'S GETTING PRETTY HARD TO FIND WICKLINE (Cascade Mountain CMB-3030)
				67	LEAVE THEM BOYS ALONE HANK WILLIAMS, JR. (Warner/Curb 7-29633)
				68	POOR GIRL RICK & JANIS CARNES (Warner Bros. 7-29856)
				69	A LITTLE AT A TIME THOM SCHUYLER (Capitol P-B-5239)
				70	STROKERS' THEME THE CHARLIE DANIELS BAND (Epic 34-03918)
				71	PLEASURE ISLAND FRIZZELL & WEST (Warner/Vive 7-29544)
				72	STRONG WEAKNESS THE BELLAMY BROTHERS (Warner/Curb 7-29514)
				73	DON'T CALL ME KAREN TAYLOR-GOOD (Mese 1115)
				74	DON'T COUNT THE RAINY DAYS MICHAEL MURPHEY (Liberty P-B-1505)
				75	WHEN THE NEW WEARS OFF OF OUR LOVE THE WHITES (Warner/Curb 7-29513)
				76	SO SAD EMMYLOU HARRIS (Warner Bros. 7-29583)
				77	IT'LL BE ME TOM JONES (Mercury/PolyGram 812 631-7)
				78	CHEAP THRILLS DAVID ALLAN COE (Columbia 38-03997)
				79	COYOTE SONG DELIA BELL (Warner Bros. 7-29550)
				80	SATISFIED MIND CON HUNLEY (MCA-52259)
				81	WILDWOOD FLOWER ROY CLARK (Churchill CR-94501)
				82	PARDON MY ASKING BILLY WALKER (EMH-0023)
				83	ENDLESSLY ANNE LORD (Comstock 1717)
				84	YOU'VE GOT THAT TOUCH LLOYD DAVID FOSTER (MCA-52248)
				85	AIN'T GONNA WORRY MY MIND RICHARD LEIGH (Capitol P-B-5247)
				86	HAVE I GOT A HEART FOR YOU CHANTILLY (F & L 527)
				87	DIXIE DREAMING ATLANTA (MDJ 4832)
				88	THE LETTER RONNIE RENO (EMH-0024)
				89	DON'T SEND ME NO ANGELS WAYNE KEMP (Door Knob DK-83-200)
				90	ME AND THE BOYS IN THE BAND FRANK COLE (Bleck Rose 8278)
				91	I'M GONNA CATCH HEAVEN LOUIS FRIZZELL (Bleck Rose 8279)
				92	I'M RAGGED BUT I'M RIGHT JOHNNY CASH (Columbia 38-04060)
				93	FLAMES BRICE HENDERSON (Union Station ST- 1003)
				94	I LOVE HER MIND BELLAMY BROTHERS (Warner/Curb 7-29645)
				95	L-L-L-L, LOVE YOU ALL NIGHT NOEL (Deep South DS-1003)
				96	I'VE COME BACK CHRISTY LANE (Liberty P-B-1501)
				97	OVER YOU LANE BRODY (Liberty PB-1498)
				98	IT AIN'T REAL MARK GRAY (Columbia 38-03893)
				99	WHERE ARE YOU SPENDING YOUR NIGHTS THESE DAYS DAVID FRIZZELL (Warner/Vive 7-29617)
				100	HOMEGROWN TOMATOES GUY CLARK (Warner Bros. 7-29595)

A Cowboy's Dream (Sawgrass — BMI) 42	High Cost Of Leaving (Chinnichap — BMI) 52	Movin' Train (Bibo/Chappell — ASCAP) 56	Stranger At My Door (Chappell/Unichappell —
A Fire I Can't (Music City — ASCAP) 5	Holding Her (Rick Hall — ASCAP) 64	My First Country Song (Twitty Bird/c/o Tree — BMI) 58	ASCAP/BMI) 63
A Free Roamin' Mind (Marson — BMI) 51	Hold On, I'm Comin' (Irving/Cotillon — BMI) 26	New Looks From (Honey Man/Tree — BMI/Petewood	Stroker's Theme (Music Corp. of America — BMI) . 70
After You (Tree/Cross Keys — BMI/ASCAP) 41	Homegrown Tomatoes (GSC/April — ASCAP) 100	— ASCAP) 8	Strong Weakness (Bellamy Brothers/Famous —
Ain't Gonna Worry (April/Lion-Hearted — ASCAP) 85	Hot Time In Old (Bibo/Partnership — ASCAP) 38	Night Games (Royalhaven — BMI/G.I.D. — ASCAP) 2	ASCAP) 72
A Little At A Time (Debdave/Briarpatch — BMI) . . . 69	How Could I Love (Boquillas Canyon/Atlantic—BMI) 16	Nobody But You (Alabama/Music Corp. of America —	Tennessee Whiskey (Hall-Clement/Algee — BMI) . 59
Anybody Else's (Rick Hall — ASCAP) 39	If It Was Easy (Window — BMI) 27	ASCAP/BMI) 14	The Boy Gets Around (Tom Collins — BMI) 48
Baby I Lied (Posey — BMI/Chappell —	I Love Her Mind (Bellamy Brothers/Famous —	One Of A Kind (Warner-Tamerlane/Three Ships/	The Eyes Of A Stranger (Dick James — BMI) 45
ASCAP/Unichappell/VanHoy — BMI) 47	ASCAP) 94	Warner Brothers/Sweet Harmony—BMI/ASCAP) . . 37	The Lady, She's Right (Window — BMI) 40
Baby I'm Yours (Blackwood — BMI) 29	I'm Gonna Catch Heaven (Dream City — BMI) 91	Outside Lookin' In (Stan Cornnellous/Hoosier —	The Letter (Rosebridge — BMI) 88
Baby, What About You (Elektra/Asylum/Mopage/	I'm Only In It For (Posey/Golden Bridge/	ASCAP) 62	The Man In The Mirror (Grandison/Heclende —
Cotillon/Moon & Stars — BMI) 9	Unichappell/VanHoy — BMI/ASCAP) 1	Over You (Colgems-EMI/Faterh — ASCAP/BMI) . . . 97	ASCAP) 43
Breakin' Down (Glentan — BMI) 10	I'm Ragged But (Song of Cash — ASCAP) 92	Paradise Tonight (Unart/Land Of Music/Blue Texas —	The Wind Beneath (Warner/WB Gold — ASCAP) . . 33
Cheap Thrills (Hall-Clement c/o Welk — BMI) 78	Islands In The Stream (Gibb Bros. — BMI) 30	BMI) 12	Too Hot To Sleep (Warner-Tamerlane/Three Ships —
Coyote Song (Visa — ASCAP) 79	I Spent The Night (Jack & Bill — ASCAP) 53	Pardon My Asking (Almaarle—BMI/Ken Pen—ASCAP)82	BMI/John Bettis, Adm. by W.B. — ASCAP) 23
Dixie Dreaming (Texas Tunes — BMI) 87	It Ain't Real (Irving/Down 'N' Dixie/Face The	Pleasure Island (Tree/Tree Group — BMI/Cross	True Love's Getting (Cascade Mtn. — ASCAP) 66
Don't Call Me (Bil-Kar — SESAC) 73	Music/Warner-Tamerlane — BMI) 98	Keys/Tree Group — ASCAP) 71	Way Down Deep (ATV/HookIt — BMI) 46
Don't Count The (Tree/Ensign/United Artists/Ideas of	It'll Be Me (Knox — BMI) 77	ASCAP) 62	What Am I Gonna Do (Shede Tree — BMI) 13
March — BMI/ASCAP) 74	I've Come Back (Jeffrey's Rainbow — BMI) 96	Over You (Colgems-EMI/Faterh — ASCAP/BMI) . . . 97	What I Learned (WB/Russell Smith — ASCAP) . . . 34
Don't Send Me No Angels (Tree — BMI) 89	Lady Down On Love (Maypop/Buzzherb — BMI) . . . 18	Poor Side Of Town (EMP — BMI) 31	When The New Wears (Bleck Sheep — BMI) 75
Don't You Know (Kelso Herston — BMI) 11	Leave Them Boys (Tree/Forrest Hills/Tenya Tucker —	Satisfied Mind (Fort Knox — BMI) 80	Where Are You (Paso/Wellet — BMI) 99
Dream Baby (Combine — BMI) 24	BMI) 67	Say You'll Stay (WB Gold/Hoosier/New Albany —	Why Do I Have (Willie Nelson — BMI) 4
Endlessly (Attlor/Windy Isle — PRO/CAN) 83	Let's Get Over (Screen-Gems-EMI/Blackwood—BMI) 15	ASCAP/BMI) 54	Why Do We Want (King's X/Rebe — ASCAP) 25
Everything From Jesus (Hallnote — BMI) 44	L-L-L-L, Love You All Night (HitIt — BMI) 95	Scarlet Fever (Welbeck — ASCAP) 21	Wild Montane Skies (Cherry Mountain — ASCAP) . 20
Flames (Good Tones — ASCAP) 93	Lonely But Only (Chappell — ASCAP/Tri-Chappell —	Scotch And Soda (Beechwood — BMI) 60	Wildwood Flower (Peer Int'l — BMI) 81
Flight 309 To Tennessee (Paso/Mighty — BMI) . . . 7	SESAC) 49	Shot Full Of Love (Hall-Clement c/o Welk — BMI) . 65	You Put The Beat (Mellven/Cottonpetech/Dejemus —
Goin' Down Hill (John Anderson — BMI) 6	Lost In The Feeling (Old Friends — BMI) 36	Somebody's Gonna (Cross Keys/Unichappell/Ven	ASCAP) 50
Guilty (American Cowboy — BMI) 32	Love Song (Youngun — BMI) 57	Hoy — ASCAP/BMI) 35	You're Gonna (Tree/Tree Group — BMI) 17
Have I Got A Heart For You (April —	Me And The Boys (Ironside — ASCAP) 90	Sometimes I Get (Blue Creek/Booth & Wetson/One	Your Love Shines (United Artists/Ideas of
ASCAP/Blackwood — BMI) 86	Midnights Fire (Old Friends/Silverline — BMI) . . . 28	The House — BMI) 22	March/Jenssing — ASCAP) 55
He's A Heartache (Bobby Goldsboro — ASCAP/House		So Sad (Acuff-Rose — BMI) 76	You've Got A Lover (Shake Russell/Bug — BMI) . . 19
Of Gold — BMI) 61			You've Got That Touch (Warner/WB Gold —
Hey Bartender (El Camino — BMI) 3			BMI/ASCAP) 84



Exceptionally heavy radio activity this week



Exceptionally heavy sales activity this week

TOP 75 ALBUMS

	Weeks On 9/3 Chart	Weeks On 9/3 Chart
1 THE CLOSER YOU GET ALABAMA (RCA AHL 1-4862)	3 26	
2 PANCHO & LEFTY MERLE HAGGARD/WILLIE NELSON (Epic FE 37958)	1 33	
3 KEYED UP RONNIE MILSAP (RCA AHL 1-4670)	5 21	
4 AMERICAN MADE OAK RIDGE BOYS (MCA-9390)	4 30	
5 SOMEBODY'S GONNA LOVE YOU LEE GREENWOOD (MCA 5408)	6 23	
6 BURLAP & SATIN DOLLY PARTON (RCA AHL 1-4691)	2 12	
7 SNAPSHOT SYLVIA (RCA AHL 1-4672)	7 14	
8 TAKE IT TO THE LIMIT WILLIE NELSON WITH WAYLON JENNINGS (Columbia FC 38562)	10 18	
9 WEST BY WEST SHELLY WEST (Warner/Viva 9 23775-1)	9 25	
10 T.G. SHEPPARD'S GREATEST HITS (Warner/Curb 9 23841-1)	8 16	
11 SHINE ON GEORGE JONES (Epic FE 38406)	11 20	
12 TODAY THE STATLER BROTHERS (Mercury/PolyGram 422 812 184 1M1)	12 15	
13 DON'T MAKE IT EASY FOR ME EARL THOMAS CONLEY (RCA AHL 1-4713)	14 10	
14 IT'S ONLY ROCK & ROLL WAYLON JENNINGS (RCA AHL 1-4673)	13 21	
15 HEY BARTENDER JOHNNY LEE (Full Moon/Warner Bros. 9 23889-1)	15 8	
16 STRONG STUFF HANK WILLIAMS, JR. (Elektra/Curb 9 60223)	16 29	
17 HANK WILLIAMS, JR.'S GREATEST HITS (Elektra/Curb 9 60193-1)	18 48	
18 CASTLES IN THE SAND DAVID ALLAN COE (Columbia FC 38535)	20 19	
19 DREAM BABY LACY J. DALTON (Columbia FC 38604)	19 6	
20 WILD & BLUE JOHN ANDERSON (Warner Bros. 9 23721-1)	23 47	
21 TOUGHER THAN LEATHER WILLIE NELSON (Columbia FC 38248)	21 26	
22 HIGHWAYS & HEARTACHES RICKY SKAGGS (Epic FE 37996)	22 50	
23 IF YOU'RE GONNA DO ME WRONG VERN GOSDIN (Compleat CPL-1-1004)	17 18	
24 NEW LOOKS B.J. THOMAS (Cleveland Int'l./Columbia FC 38561)	29 20	
25 YELLOW MOON DON WILLIAMS (MCA-5407)	24 20	
26 ON MY OWN AGAIN DAVID FRIZZELL (Viva 9 23868-1)	26 9	
27 LOST IN THE FEELING CONWAY TWITTY (Warner Bros. 9 23869-1)	25 9	
28 IT AIN'T EASY JANIE FRICKE (Columbia FC 38214)	28 48	
29 WE'VE GOT TONIGHT KENNY ROGERS (Liberty LP-51143)	27 27	
30 MOUNTAIN MUSIC ALABAMA (RCA AHL 1-4229)	30 79	
31 OLD FAMILIAR FEELING THE WHITES (Warner/Curb 9 23872)	31 9	
32 GREATEST HITS JOHN CONLEE (MCA-5405)	32 20	
33 SPUN GOLD BARBARA MANDRELL (MCA-5377)	43 4	
34 A DECADE OF HITS THE CHARLIE DANIELS BAND (Epic FE 38795)	34 6	
35 SOME MEMORIES JUST WON'T DIE MARTY ROBBINS (Columbia FC 38603)	35 19	
36 THE BELLAMY BROTHERS GREATEST HITS (Warner/Curb 9 23967-1)	36 55	
37 SOMETIMES I GET LUCKY GENE WATSON (MCA-5384)	37 17	
38 KENNY ROGERS GREATEST HITS KENNY ROGERS (Liberty LOO 1070)	38 130	
39 FEELS SO RIGHT ALABAMA (RCA AHL 1-3930)	39 129	
40 ALWAYS ON MY MIND WILLIE NELSON (Columbia FC 37951)	40 18	
41 LET'S GO NITTY GRITTY DIRT BAND (Liberty LT-51146)	41 4	
42 JUST SYLVIA SYLVIA (RCA AHL 1-4312)	42 75	
43 TRUE LOVE CRYSTAL GAYLE (Elektra 60200-1)	44 41	
44 READY JERRY REED (RCA AHL 1-4692)	49 2	
45 RADIO ROMANCE EDDIE RABBITT (Elektra 60160-1)	46 46	
46 HEART TO HEART MERLE HAGGARD & LEONA WILLIAMS (Mercury/PolyGram 812 183-1M-1)	47 9	
47 INSIDE AND OUT LEE GREENWOOD (MCA-5305)	51 8	
48 BETTER DAYS GUY CLARK (Warner Bros. 7-23880)	52 2	
49 STRONG WEAKNESS THE BELLAMY BROTHERS (Elektra/Curb 9 60210-1)	33 38	
50 WILLIE NELSON'S GREATEST HITS (AND SOME THAT WILL BE) WILLIE NELSON (Columbia KC2 37542)	63 93	
51 MY HOME'S IN ALABAMA ALABAMA (RCA AHL 1-3644)	61 46	
52 DREAM MAKER CONWAY TWITTY (Elektra 60182-1)	48 49	
53 DELIA BELL (Warner Bros. 9 23838-1)	50 17	
54 MERLE HAGGARD'S GREATEST HITS (MCA-5386)	53 15	
55 GREATEST HITS DOLLY PARTON (RCA AHL 1-4422)	54 49	
56 PARADISE CHARLY McCLAIN (Epic FE 38584)	56 16	
57 PERSONALLY RONNIE McDOWELL (Epic FE 38514)	57 25	
58 NATURALLY COUNTRY MEL McDANIEL (Capitol ST-12265)	55 19	
59 THE NASHVILLE SESSIONS DEAN MARTIN (Warner Bros. 9 23870-1)	60 6	
60 STRAIT FROM THE HEART GEORGE STRAIT (MCA-5320)	— 1	
61 MICHAEL MARTIN MURPHEY (Liberty LT-51120)	62 53	
62 CLASSIC CONWAY CONWAY TWITTY (MCA-5424)	45 13	
63 FOOL FOR YOUR LOVE MICKEY GILLEY (Epic FE 38583)	58 20	
64 COME BACK TO ME MARTY ROBBINS (Columbia FC 37995)	64 59	
65 COUNTRY CLASSICS CHARLEY PRIDE (RCA AHL 1-4662)	59 24	
66 GOING WHERE THE LONELY GO MERLE HAGGARD (Epic FE 38092)	66 49	
67 LAST DATE EMMYLOU HARRIS (Warner Bros. 9 23740-1)	67 44	
68 LYIN', CHEATIN', WOMAN CHASIN' . . . LORETTA LYNN (MCA-5426)	65 8	
69 TOM JONES COUNTRY (Mercury/PolyGram SRM-1-4062)	69 47	
70 MARTY ROBBINS' BIGGEST HITS (Columbia FC-38309)	70 13	
71 AFTER ALL THIS TIME MEL TILLIS (MCA-5378)	68 15	
72 TODAY MY WORLD SLIPPED AWAY VERN GOSDIN (A.M.I.-LP-1502)	71 24	
73 GREATEST HITS RAZZY BAILEY (RCA AHL 1-4679)	72 17	
74 WAITIN' FOR THE SUN TO SHINE RICKY SKAGGS (Epic FE 37193)	73 91	
75 WW II WAYLON AND WILLIE (RCA AHL 1-4455)	75 47	

CRASH CRADDOCK

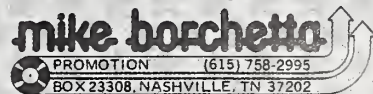


"TELL ME WHEN I'M HOT"

CC 5400

Produced By: Billy "Crash" Craddock
& Joel Diamond

 Cee Cee
Records

 mike borchetta
PROMOTION (615) 758-2995
BOX 23308, NASHVILLE, TN 37202

TOP 15 ALBUMS

Spiritual

	Weeks On 9/3 Chart
1 JESUS I LOVE CALLING YOUR NAME SHIRLEY CAESAR (Myrrh MSB-6721) Open	1 11
2 ROUGH SIDE OF THE MOUNTAIN F. C. BARNES AND REV. JANICE BROWN (Atlanta International Records 10059) Open	2 17
3 PEACE BE STILL VANESSA BELL ARMSTRONG (Onyx/Benson R 3631) Title Cut	3 22
4 THE JOY OF THE LORD IS MY STRENGTH DOUGLAS MILLER AND THE TRUE WAY CHOIR (Gospel Records PL-18008) "Pass Me Now"	4 34
5 YOU BROUGHT THE SUNSHINE THE CLARK SISTERS (Sound of Gospel SOG 132) Title Cut	5 44
6 LORD, YOU KEEP ON PROVING YOURSELF TO ME FLORIDA MASS CHOIR (Savoy SGL 7078) "Be Ye Steadfast"	8 23
7 LEAD ME THE JACKSON SOUTHERNAIRS (Malaco 4383) Open	7 20
8 FELL THE SPIRIT THE WILLIAMS BROTHERS (Myrrh MSB-6745)	13 2
9 HEAR MY VOICE RANCE ALLEN GROUP (Myrrh 6737) Open	6 11
10 WHEN IT RAINS IT POURS F. C. BARNES AND SISTER JANICE BROWN (Atlanta International Records 10041) Open	9 21
11 JAMES CLEVELAND AND THE CLEVELAND SINGERS (Savoy 7080) Open	11 12
12 I FEEL LIKE GOIN' ON KEITH PRINGLE (Hope Song HS-2001) Title Cut	12 19
13 I'LL RISE AGAIN AL GREEN (Myrrh MSB-6747) Open	— 1
14 SACRAMENTO COMMUNITY CHOIR LIVE (Onyx/Benson R-3824) Open	14 16
15 PRECIOUS LORD AL GREEN (Hi/Myrrh MSB-6702)	10 8

Inspirational

	Weeks On 9/3 Charts
1 AGE TO AGE AMY GRANT (Myrrh MSB-6697) Open	1 69
2 MORE POWER TO YA PETRA (Star Song SSR0045) Open	2 34
3 WALL OF GLASS RUSS TAFF (Myrrh MSB 6706) "We Will Stand"	3 8
4 MORE THAN WONDERFUL SANDI PATTI (Impact R 3818) Title Cut	4 12
5 PASSIN' THE FAITH ALONG THE NEW GAITHER VOCAL BAND (Dayspring DST-4102) "No Other Name But Jesus"	5 12
6 LEGACY BENNY HESTER (Myrrh MSB-6704)	7 4
7 MICHAEL W. SMITH PROJECT (Reunion RRA0002) "Great Is The Lord"	8 13
8 PEACE IN THE VALLEY B. J. THOMAS (Myrrh MSB-6710) "Pray For Me"	6 34
9 I PUT AWAY MY IDOLS DION (Dayspring DST 4109) "Day Of The Lord"	9 18
10 COUNT THE COST DAVID MEECE (Myrrh MSB-6744)	12 2
11 WHITE HEART (Myrrh/Word MSB 6735) Open	10 13
12 LEGACY MICHAEL CARD (Milk & Honey MH01045) Open	— 1
13 MORE MYLON LEFEBRE & BROKEN HEART (Myrrh MSB 6753) Open	— 1
14 HE SET MY LIFE TO MUSIC BARBARA MANDRELL (MCA/Songbird MCA 5330) Open	13 23
15 STEP OUT OF THE NIGHT ANDRUS BLACKWOOD & CO. (Greentree R 3942) "A Stone's Throw Away"	11 29

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.



GOLDEN VIOLIN — EMI America/Liberty recording artist Christy Lane was recently presented with a special hand-made Gold String Violin award in recognition of her platinum "One Day At A Time" gospel LP. The LP, which is approaching two million units in sales, is the best-selling gospel LP of all time. Pictured are (l-r): Lee Stoller, president, LS Records; Lane; and Lynn Shultz, vice president, Nashville, EMI America.

Promotion Of CD Technology Waged Despite EIA, RIAA Rift

(continued from page 6)

CBS, RCA, Telarc, Denon Records and the WCI records group. Hardware members include Denon America, Sharp International, Technics, Sony, Sanyo, Sansui, Pioneer, Mitsubishi, Marantz, JVC and Hitachi. New CDG members joining the fold since June include Kyocera International, NEC Home Electronics, A&M Records, GRP Records, Windham Hill Prods., Delos Records and Theresa/Gramophon Records.

Although he said that his group was willing to cooperate with the EIA "despite the legislative differences," RIAA president Stanley Gortikov said that because of the home taping issues, "there's no chance for cross-promotion."

However, Jack Wayman, senior vice president of the EIA, said, "We never had an invitation to be involved in the Compact Disc Group," and added that it was a good thing that some of the EIA's "soldiers" were involved in developing promotions with the CDG.

MTV, Global Deal

(continued from page 6)

The major question which comes to mind in regard to this new arrangement is, if Warner Amex's 24-hour cable music channel is already available in stereo, why broadcast a feature over the radio? "There are some systems that just don't have the stereo capability," answered an MTV spokesperson, although the number of local cable firms that carry MTV but do not offer stereo receiver hook-ups could not be provided.

Global's Gillman added that even in those areas in which local cable operators do have stereo capability, the percentage of subscribers who have stereo hook-ups is still quite small, perhaps as low as 10%. This is due, perhaps, to misconceptions on many viewers' part that "they're getting the stereo portion through the television speaker."

Global is not the first to simulcast video shows offering programming similar to MTV's, whether concert footage or promotional clips. In the recent past, the syndicated *Rock And Roll Tonight* was simulcast on a number of AORs, while NBC's *Friday Night Videos* is currently heard on some 30 of The Source's stations across the country.

However, Gillman states that the Global Satellite Network has two major advantages over other rock radio webs, with what he feels is a greater portion of top-rated AORs and the immediacy of satellite broadcast. "My major competition, the ABC Radio Network and (NBC's young adult network) The Source, deliver to more stations, about 200, but they're in smaller markets and they're often not #1 or #2," said Gillman. "You see, in many cases, they'll just want to clear a market. And they're all jumping on the satellite bandwagon now."

Having the satellite, noted Gillman, means that Global affiliates "could hook up immediately, as opposed to other ad hoc networks."

The MTV concerts are approximately 60-90 minutes long and the feed "will come directly from MTV," according to Gillman.

"They (the concerts) will generally be commercial-free, which is great from the acts' standpoint," he pointed out.

Global has a number of other shows "going up" on the satellite in January, according to Gillman, including "a revised *Rock Challenge/Power Cuts*," which will integrate live features around the U.S., and *Rock Conferences*, which will highlight major news events involving top rock acts.

"But we're doing so much on our own," Wayman added. "We produce two large exhibitions a year (the Winter and Summer CES gatherings) and they attract substantial numbers of retailers, press and manufacturers."

He said that more than 1,500 press representatives from around the world cover each of the events, the most recent taking place in Chicago last June (*Cash Box*, June 18) and that most recently he appeared on NBC-TV's *Today* show with Jane Pauley and Bryant Gumbel to discuss the Compact Disc technology and to demonstrate the player and disc sound.

Wayman said that in the last year, more than 4,800 media outlets, including major TV networks, newspapers and magazines have been serviced with generic stories on the CD in efforts to perk the interest of story and assignment editors across the U.S.

A bi-monthly newsletter comes from the EIA and goes to a mailing list of 300 editors and Wayman said that the group plans to develop semi-annual updates on new equipment and titles available.

The cornerstone for the CDG's outreach program centers around the catalog, which was unveiled at the Summer CES trade show. According to Debbie Elser, co-coordinator of the CDG with Steve Traiman, vice president and executive director for the RIAA, a press conference at the CES was held by the then newly formed CDG presenting the catalog, which contained information on what stores the existing 250 CD titles from U.S. manufacturers could be found and also where hardware could be located.

Eiser said that the second edition of the bi-annual catalog is due out by the end of the year and will contain almost twice as many title listings and an expanded list of dealers selling software and hardware.

Other steps being taken by CDG include the development of market research. The group recently surveyed 75 radio stations around the U.S. that program music from Compact Discs. Eiser said that "more than 50% of the stations reported favorable reaction from consumers."

"The survey data was compiled and used in a workshop presentation at the recent NAB (National Assn. of Broadcasters) convention in San Francisco," she added. "Sept. 22, we'll be in Los Angeles to demonstrate the player and software for the National Academy of Recording Arts and Sciences (NARAS). There will also be a panel discussion on marketing of the machines and software."

The CDG is also planning to have an exhibit at the Electronics Fun Expo, formerly known as the National Home Entertainment Show, which will take place Nov. 3-6 at the New York Coliseum. Eiser said that the CDG is encouraging disc manufacturers to have artists appear during the Expo and autograph Compact Disc titles purchased during the event. The Expo is expected to attract dealers from throughout the East. The Expo is being put on under the guidance of the event president Richard Ekstract, publisher of *Video Review*.

Eiser additionally said that the CDG will ask for more space at the Winter CES exhibition set for Jan. 7-10.

And despite the lack of cooperation between the RIAA and EIA trade groups, their constituents are forging ahead with various cross-promotions. Most notably the Sony-CBS (a possible Sony-PolyGram venture is also imminent) tie in on software and players and a pending promotion involving player maker Technics and a major record manufacturer which will be announced later in the fall.

MOST ADDED SINGLES

- 1. WOULD YOU LIKE TO (FOOL AROUND) — MTUME — EPIC**
WUFO, WDIA, WTLC, WDAO, WNHC, KGFJ, KSOL, KOKA, WJMO, WRKS, V103, KDAY, WPAL, WYLD-FM
- 2. SPICE OF LIFE — MANHATTAN TRANSFER — ATLANTIC**
WKYS, WLLE, WYLD-FM, V103, WJMO, WRKS, WDAS-FM, KOKA, WNHC, WTLC, WUFO
- 3. I AM LOVE — JENNIFER HOLLIDAY — GEFEN**
WIGO, WATV, WEDR, KDIA, KMJQ, WGPR-FM, WRBD, V103, WAMO, WWDM
- 4. DEEPER IN LOVE — TAVARES — RCA**
WCIN, WJLB, WDAS-FM, WGPR-FM, WRAP, WLLE, WWDM
- 5. TELL ME LOVE — MICHAEL WYCOFF — RCA**
KMJQ, WDAS-FM, WAMO, WGPR-FM, WRAP, WKYS, WYLD-FM
- 6. WHAT'S SHE GOT — LIQUID GOLD — CRITIQUE**
KDAY, WLLE, V103, WGCI
- 7. I.O.U. — FREEEZ — STREETWISE**
WDMT, OK100, WAWA, WYLD-FM

MOST ADDED ALBUMS

- 1. V JAMMIN' — THE GAP BAND — TOTAL EXPERIENCE**
WDIA, WTLC, OK100, WCIN, WDAO, WDAS, WGPR, KDAY, KDKO
- 2. HIGH RISE — ASHFORD AND SIMPSON — CAPITOL**
WBMW, WCIN, WDAO, WDAS, KGFJ, KDAY
- 3. STOMPIN' AT THE SAVOY — RUFUS AND CHAKA KHAN — WARNER BROS.**
WATV, WEDR, WGPR, WRBD, WLLE

UP AND COMING

- MAKE ME WANNA DANCE — ANDRE CYMONE — COLUMBIA**
UNCONDITIONAL LOVE — DONNA SUMMER — MERCURY/POLYGRAM
REAL LOVE — LAKESIDE — SOLAR/ELEKTRA
ONLY YOU — MARILYN SCOTT — MERCURY/POLYGRAM

BLACK RADIO HIGHLIGHTS

V103 — ATLANTA — SCOTTY ANDREWS, PD
HOTS: New Edition, D. Summer, Michael Jackson, J. Osborne, Spandau Ballet, G. Knight & The Pips, The Gap Band, Klique, Rufus & C. Khan, Tavares, Fixx, Slingshot, S. Lattisaw, Jarreau. ADDS: O. Liggett, Commodores, Manhattan Transfer, Mtume, J. Holliday, Lillo, Liquid Gold, Lakeside.

WIGO — ATLANTA — MIKE ROBERTS, PD — #1 — NEW EDITION
HOTS: S.O.S. Band, Isley Brothers, S. Lattisaw, Reddings, Zapp, H. Hancock, S. Mills, R. James, Newcleus. ADDS: Lakeside, D. Williams, J. Holliday, G. Wright, Lillo, R. Dyson, Cybotron. LP ADDS: R. James.

WATV — BIRMINGHAM — RON JANUARY, MD — #1 — R. JAMES
HOTS: S.O.S. Band, S. Lattisaw, J. Osborne, New Edition, Shalamar, A. Franklin, G. Knight & The Pips, Zapp, H. Hancock, D. Ross, "D" Train, K. Blow, Midnight Star, S. Arrington, The Gap Band, Rufus & C. Khan, F. Grace & Rhinestone, P. Bailey, Clark Sisters. ADDS: Jarreau, J. Holliday, O'Jays, Sugar Hill Gang, A. Cymone. LP ADDS: Rufus & C. Khan, Zapp.

WILD — BOSTON — ELROY SMITH, MD — #1 — NEW EDITION
JUMPS: 13 To 10 — O'Jays, 11 To 9 — Rufus & C. Khan, 14 To 7 — A. Franklin, 17 To 14 — Run D.M.C., 20 To 15 — Zapp, 23 To 18 — P. Bailey, 22 To 19 — Surface, 25 To 20 — Liquid Gold, 28 To 22 — The Gap Band, 30 To 23 — G. Benson, 29 To 26 — Lillo, Ex To 29 — Madonna, Ex To 30 — Serge. ADDS: Planet Patrol, Brass Construction, Jarreau, G. Knight & The Pips, Electric Mind, N. King, Sister Sledge. LP ADDS: Midnight Star, Rene & Angela.

WUFO — BUFFALO — MARK VANN, MD — #1 — H. HANCOCK
HOTS: S.O.S. Band, R. James, Slingshot, Lillo, P. Bryson/R. Flack, A. Franklin, S. Lattisaw, L. Jackson, Rufus & C. Khan, Freeez, Isley Brothers, J. Osborne, Mary Jane Girls, Ashford & Simpson, Zapp, The Gap Band, Maze, Shalamar, G. Benson. ADDS: Klymaxx, Lakeside, B. Nunn, Commodores, Lipps, Inc., Manhattan Transfer, D. Summer, K. Crawford, Montage, M. Lovesmith.

WMBX — CHICAGO — LEE MICHAELS, PD — #1 — FREEEZ
HOTS: S.O.S. Band, J. Osborne, Isley Brothers, Clark Sisters, Shalamar, D. Ross, Ashford & Simpson, P. Bryson/R. Flack, Mary Jane Girls, A. Franklin, Cheri, S. Lattisaw, F. James, The Gap Band, Midnight Star, Lillo, H. Hancock, Motivation, P. Bailey, Rufus & C. Khan. ADDS: J.W. Wade, Lakeside, M. Scott, Stone City Band, Two Sisters, D. Williams. LP ADDS: S.O.S. Band, J. Osborne, R. James, Lillo, Ashford & Simpson.

WDMT — CLEVELAND — BOBBY MAGIC, PD — #1 — ZAPP
HOTS: J. Osborne, R. James, S.O.S. Band, New Edition, H. Hancock, F. Grace & Rhinestone, G. Knight & The Pips, Clark Sisters, A. Franklin, D. Williams, Kashif, Mary Jane Girls, M. Sembello, Klique, L.T.D., G. Benson, Michael Jackson, P. Bryson/R. Flack, Maze, Ashford & Simpson. ADDS: The Gap Band, Rufus & C. Khan, B. Joel, Freeez. LP ADDS: R. James, O'Bryan.

WJMO — CLEVELAND — ERIC STONE, PD — #1 — J. OSBORNE
HOTS: S.O.S. Band, Maze, Ashford & Simpson, S. Lattisaw, Clark Sisters, Midnight Star, G. Knight & The Pips, G. Wright, D. Williams, One Way, P. Bryson/R. Flack, H. Hancock, L. Jackson, Richie Family, Whodini, Zapp, O'Jays, Whispers. ADDS: Lipps Inc., Manhattan Transfer, Mtume, Galactica, A. Baker, L. Murdock, Sugar Hill Gang, Klique, Cashmere.

WJLB — DETROIT — J. MICHAEL MCKAY, MD
HOTS: Isley Brothers, Mary Jane Girls, Freeez, Midnight Star, G. Knight & The Pips, S.O.S. Band, R. James, A. Franklin, Manhattans, Shalamar, H. Hancock, Garrett's Crew, Rufus & C. Khan, Clark Sisters, Zapp. ADDS: Tavares, Slave. LP ADDS: S. Mills, Junior, Zapp, One Way, Montage.

WRBD — FT. LAUDERDALE — JOE FISHER, PD — #1 — NEW EDITION
JUMPS: 6 To 3 — S. Lattisaw, 7 To 4 — One Way, 10 To 5 — J. Osborne, 11 To 6 — K. Blow, 13 To 8 — P. Bryson/R. Flack, 15 To 9 — D. Ross, 34 To 10 — Zapp, 29 To 11 — Freeez, 30 To 12 — H. Hancock, 31 To 13 — Planet Patrol, 33 To 14 — Gap Band, 32 To 15 — R. Dyson, 20 To 17 — S. Robinson/B. Mitchell, 22 To 18 — Cheri, 25 To 19 — Zoom!, 26 To 20 — Ashford & Simpson, 36 To 21 — Reddings, 46 To 22 — J. Gill, 47 To 23 — Mary Jane Girls, 37 To 24 — Rufus & C. Khan, 40 To 25 — Maze, 50 To 26 — Kashif, 43 To 27 — Klique, 38 To 28 — Spandau Ballet, 42 To 29 — The Rake, 45 To 30 — S. Mills, 44 To 31 — Project Future, 48 To 32 — Serge, 41 To 33 — J. Castor, 39 To 34 — N. Hendryx, Ex To 35 — Lillo, 49 To 36 — Liquid Gold, Ex To 37 — P. Bailey, Ex To 38 — Cybotron, Ex To 39 — Whispers, Ex To 40 — Sugar Hill Gang, Ex To 41 — Slave, Ex To 42 — M. McLaren, Ex To 43 — Wuf Ticket, Ex To 44 — Glass, Ex To 45 — Clark Sisters, Ex To 46 — S. Brown, Ex To 47 — R. Crawford, Ex To 48 — M. Stewart, Ex To 49 — Third World, Ex To 50 — D. Joseph. ADDS: Dynamite Two, J. Holliday, Pieces Of A Dream,

M. Sterling, Colors, Sister Sledge, Electric Mind. LP ADDS: Rufus & C. Khan, J. Pastorius.

WTLC-FM — INDIANAPOLIS — KELLY CARSON, PD — #1 — NEW EDITION
HOTS: K. Blow, Shalamar, S. Lattisaw, J. Osborne, A. Franklin, Isley Brothers, H. Hancock, R. James, Clark Sisters, Reddings, N. Hendryx, G. Knight & The Pips, Slingshot, P. Bryson/R. Flack, N. Cole, Imagination, Zapp, Newcleus, P. Bailey, Freeez. ADDS: Commodores, D. Summer, Lipps, Inc., Manhattan Transfer, A. Baker, Galactic, M. Scott, B. Nunn, P. Hyman, Mtume. LP ADDS: Gap Band, Lillo, R.J. Smith, S. Robinson, Cashmere, Meco, N. Cole, P. Bailey.

KDAY — LOS ANGELES — JACK PATERSON, PD — #1 — R. JAMES
HOTS: A. Franklin, J. Osborne, Midnight Star, Clark Sisters, New Edition, Reddings, R. James, Zapp, Run D.M.C., One Way, Zapp, P. Bryson/R. Flack, The Gap Band, Clark Sisters, S. Mills, A. Baker, H. Hancock, Maze, Serge, Mary Jane Girls. ADDS: D. Summer, Planet Patrol, A. Cymone, Mtume, N.Y.C. Peech Boys, O'Jays, Liquid Gold, Men Without Hats. LP ADDS: The Gap Band, Ashford & Simpson.

WDIA — MEMPHIS — BOBBY O'DAY, PD
HOTS: A. Franklin, J. Osborne, Midnight Star, Clark sisters, New Edition, Reddings, R. James, Zapp, G. Knight & The Pips, Shalamar, The Gap Band, G. Benson, Freeez. ADDS: Rufus & C. Khan, K. Kassoon & Galactic, Lipps, Inc., Mtume, R. Dyson. LP ADDS: D. Ross, The Gap Band.

WAWA-AM — MILWAUKEE — JIMMY GOODYTME, PD — #1 — ISLEY BROTHERS
HOTS: S.O.S. Band, D. Summer, A. Franklin, R. James, Zapp, Midnight Star, Klique, G. Knight & The Pips, Mary Jane Girls, Shalamar, E. Grant, Manhattans, D. Williams, Gap Band, New Edition, J. Osborne. ADDS: Rufus & C. Khan, P. Bailey, G. Benson, M. Brown, Freeez.

WYLD-FM — NEW ORLEANS — BRUTE BAILEY, MD — #1 — S.O.S. BAND
HOTS: A. Franklin, F. Henderson, H. Hancock, D. Ross, Ashford & Simpson, R. James, P. Bryson/R. Flack, Cheri, Rufus & C. Khan, Motivation, Shalamar, The P Crew, P. Bailey, S. Mills, The Gap Band, R. Dyson, One Way, L. Kirton, New Edition. ADDS: Mtume, Manhattan Transfer, Freeez, M. Wycoff, K. Kisson, Galactic Orchestra.

WRKS — NEW YORK — BARRY MAYO, PD — #1 — MARY JANE GIRLS
JUMPS: 5 To 3 — S.O.S. Band, 13 To 6 — Rufus, 14 To 11 — R. James, 30 To 14 — Michael Jackson, 29 To 19 — Manhattans, 23 To 20 — Lillo, Ex To 28 — One Way, Ex To 29 — Kashif. ADDS: Manhattan Transfer, Third World, Mtume.

KDIA — OAKLAND — JEFF HARRISON, PD — #1 — R. JAMES
HOTS: S. Mills, Zapp, The Gap Band, New Edition, Shalamar, J. Osborne, S.O.S. Band, Maze, Rufus & C. Khan, A. Baker, G. Knight & The Pips, A. Franklin. ADDS: J. Holliday, P. Bailey, Klique, D. Williams, High Inergy, Slingshot.

WDAS-FM — PHILADELPHIA — JOE TAMBURRO, PD — #1 — H. HANCOCK
HOTS: R. James, J. Osborne, S.O.S. Band, Rufus & C. Khan, Zapp, P. Bryson/R. Flack, Freeez, K. Blow, A. Franklin, Ashford & Simpson, Shalamar, Mary Jane Girls, The Gap Band, Cashmere, S. Lattisaw, Michael Jackson, Newcleus, Slingshot, New Edition, Club House. ADDS: Tavares, M. Wycoff, N.J. Wright, Manhattan Transfer, Commodores, K-9 Corps, Montage, New Order, Prince, S. Christopher, Sister Sledge, Shango. LP ADDS: P. Bailey, S. Mills, Ashford & Simpson, The Gap Band.

WSOK — SAVANNAH — JAY BRYANT, PD — #1 — S. LATTISAW
JUMPS: 14 To 11 — G. Knight & The Pips, 17 To 12 — J. Osborne, 18 To 14 — L. Jackson, 19 To 15 — L. Graham, 24 To 17 — The Gap Band, 23 To 18 — Klique, 27 To 19 — Slingshot, 28 To 20 — Mary Jane Girls, 29 To 25 — R. Dyson, 30 To 26 — G. Benson, Ex To 27 — L. Kirton, Ex To 28 — Glass, Ex To 29 — S. Mills, Ex To 30 — Rufus & C. Khan. ADDS: B. Nunn, New Horizons, J. Holliday, Tavares, Slave. LP ADDS: The Gap Band, Rufus & C. Khan, Ashford & Simpson.

WWDM — SUMTER — KEVIN FLEMMING, PD/MD — #1 — S.O.S. BAND
HOTS: A. Franklin, J. Osborne, S.O.S. Band, R. James, H. Hancock, S. Lattisaw, Zapp, New Edition, The Gap Band, Michael Jackson, Motivation, G. Knight & The Pips, R. Laws, M. Wycoff, Kashif, S. Mills. ADDS: Tavares, J. Holliday, Cybotron, Whispers.

OK100 — WASHINGTON, D.C. — JON TURK, MD — #1 — A. FRANKLIN
HOTS: Michael Jackson, G. Knight & The Pips, Motivation, The Gap Band, S.O.S. Band, J. Osborne, G. Benson, L. Kirton, New Edition, Ashford & Simpson, Clark Sisters, Klique, Kashif, Sugar Hill Gang, O. Liggett, Spandau Ballet, R. Dyson, S. Mills, Maze, Shalamar. ADDS: Freeez, Cameo, Cybotron, Desi, Raymun, C. Farrow, G. Fleming. LP ADDS: The Gap Band.

LA TOYA JACKSON

37 "BET'CHA GONNA NEED MY LOVIN'" • (LR-81025)

J.W. WADE

77 "(YOU KNOW) IT'S NATURAL" • (LR-81026)

LARC RECORDS IS BLAZIN!

SHAWN CHRISTOPHER

79 "SAY IT AGAIN" • (LR-81022)

AND DON'T FORGET RICH CASON
AND THE GALACTIC ORCHESTRA
"YEAR 2001 BOOGIE" — IT'S HOT



Video Games Makers Forge Ahead Despite Market Flux

(continued from page 5)

buyers, we've barely made inroads to. The market is just too vibrant to declare it dead; it's really going to be prospering."

Entin seems to feel there are at least two factors which will keep the vid game market a viable entity for some time to come: rapidly-advancing technology that can provide enhanced visuals and special effects, and the drop in price of game systems in the months ahead. Cartridges may soon be able to give gamers realistic 3-D action, in addition to other features such as voice-recognition capabilities. Entin explained, while manufacturer's rebates and store discounts might see hardware come down considerably in price by the end of the year. Right now, with a \$30 company rebate, Atari VCS units are selling for approximately \$58, and some industry sources have indicated the price could drop to below \$50 by year's end due to a new association Atari has established with an exclusive distribution network.

Entin's optimism regarding Atari comes in light of the game giant's announcement of losses totalling over \$300 million and layoffs of about 1,000 employees since the beginning of the year. In marked contrast, Hartford, Connecticut-based Coleco Industries, Inc. has announced an increase over 100% with sales of its ColecoVision console and game cartridges topping \$300 million for the first half of the year. And what does Coleco attribute its overwhelming success to?

"Companies that provide well translated arcade games and recognizable licensed titles and support those introductions with advertising are the companies that continue to be successful," said Barbara Wruck, director of corporate communications at Coleco. The company's most recent releases include the home game version of Universal USA's coin-op hit "Mr. Do!" as well as the hand-grip/joystick Super action Controllers (in preliminary shipments) and the Gemini console, a variant of Atari's VCS system. Coleco's ADAM, set to be introduced in late August, has had its release date postponed until the Federal Communications Commission approves certain specifications of the machine.

Although Coleco originally stated the ADAM would sell for around \$600, retailers and distributors expressed doubts that such a price point would be feasible to turn a profit (*Cash Box*, July 23). When the bundled family computer system bows in the months ahead, it will more than likely carry

a price tag of at least \$700, with a less expensive "expansion module" unit available for consumers who already own a ColecoVision video game machine.

"Normally, Coleco does not indicate approximate retail price, and never has Coleco indicated a suggested retail price," explained Wruck. "In the case of ADAM we broke with tradition and indicated possible retail pricing because it was important for the trade as well as the consumers to realize the price value relationship . . . In some statements we have now indicated that ADAM could be \$700 and also higher on the module form. That is our response to our observation as to what is happening with the retailers. Individual chain margins are quite different from competitors', individual outlets' margins are their own prerogative. So to satisfy some of their situations when they are indicating a higher price than we would have anticipated, we ourselves have now been indicating a higher price as what we expect the retail price to be."

Coleco Plans

Coleco has indicated approximately 500,000 of the computers will be delivered to stores by year's end, as well as a selection of programs ranging from Super Game Packs to educational software. A number of regular home vid games for the ColecoVision console — such as "Time Pilot," "Front Line" and "WarGames" — have also been promised to appear in time for the Christmas season. In addition, several software companies plan to introduce product for ColecoVision, including Big Five's "Miner 2049er" adaptation, Imagic's original "WingWars" and Parker Bros. translation of the popular Mylstar/Gottlieb arcade entry, "Q*Bert."

While companies like Coleco are reporting excellent gains and have revolutionary new products waiting in the wings, however, many former giants of the industry are trying desperately to stay afloat. Mattel Electronics — fighting high losses and a lack of credibility in the marketplace with just one hit title ("Burger Time") in *Cash Box's* Top 15 Video Games chart, overhauled its senior management team during the summer months and is currently reported to be examining its future position in the marketplace. Although none of the Mattel executives are giving interviews to the press, company spokesperson Charlene Margaritis stated the gamemaking facility is committed to its forthcoming product for the Atari VCS, IBM computers and Apple system, in addition to its own Intellivision-compatible

software.

A source associated with Mattel, who asked not to be identified, told *Cash Box* that the new management's mandate was, essentially, to "do anything they can to get rid of the stuff that's already out there" in stores and unloading inventory. "They'll do that between now and the first quarter of 1984," said the company insider, "and then they'll seriously re-evaluate where they're at. No one has yet definitely told me Mattel is getting out of electronics, but the attitude starting at retail, coupled with the fact that Mattel has a lack of stock balancing programs, there's drastic price reductions in stores because they see the writing on the wall, and senior management's decision to clear out inventory and re-evaluate the situation leads me to believe something's up. Essentially they're not going to manufacture more hardware or software. They may introduce some software titles in the fall, because they're technically obligated to do so."

Besides hardware/software manufacturers Atari and Mattel, software-only companies such as Activision, Imagic, CBS Electronics, 20th Century Fox Games of the Century and Telesys, have faced trying times over the course of 1983 in rallying against the consumer backlash towards home video games. Activision, with six out of the Top 15 games on the charts this week, is still releasing cartridges on a regular timetable, and supporting each cart with extensive promotions and advertising. "Decathlon" which just entered the charts last week, is the target of a special promotion which offers a low-priced Bruce Jenner competition gameplaying glove to consumers who mail in a response card. A simulation amusement called "Space Shuttle" due out by Christmas will have comprehensive promotional support, although exact details are not available at this time.

Retailers Favorable

Activision has endeared itself to retailers not only because of its relatively consistent hit-quality product, but also due to its sophisticated retail programs. Said Frank Mainero of Activision's sales department, "Sounding somewhat immodest, I am pleased with industry reaction to our whole stock balancing program . . . Our new stock balancing program began on September 1 and is designed for our customers to manage their inventory, relieve the burden of carrying older inventory and clean out the pipeline for fresh product. We will extend a 1% discount on all cartridges purchased by all Activision customers. The returns and exchange privileges will be applied to all customers and will give an exchange credit at the rate of 93% of the original net purchase price of the product returned. What you're looking at is a 7% return and restocking charge. Return credits will be applied only against future purchases of eligible Activision product."

Another software-only firm, Imagic, is closing out over half-a-dozen catalogue titles and western regional merchandise

manger Denis Squeri reports the company is enjoying "phenomenal success" with titles like "Atlantis," "Firefighter," "Cosmic Ark" and "Riddle of the Sphinx." Imagic recently restructured its marketing and advertising procedures and pulled much of its print ads in favor of television spots. The company plans to give its biggest push this winter to the game "Moonsweeper," which will be available in at least six different formats by year's end, including Atari VCS and 5200, Intellivision, ColecoVision, Atari 400/800/1200, and Commodore Vic 20-compatible, with a Texas Instruments' TI-program scheduled for January.

Multi-system games, new accessories and peripherals, visually dynamic arcade translations and hardware innovations like ADAM's Super Game digital data packs are just a few of the advancements on the horizon of the video game trade. Obviously, manufacturers are gearing up for the Christmas selling season, trying to rid themselves of ancient product in preparation of new goods, and finally showing some signs of restraint in announcing and introducing an overload of merchandise.

The next four months will be crucial ones for the industry, to be sure, and the fate of several major corporations could hang in the balance.

Allegiance Pacts LAX

LOS ANGELES — LAX Records, headed by industry veterans Steve Gold and Jerry Goldstein, recently entered worldwide distribution agreement with Allegiance Records, according to Bill Valenziano, president of the company.

LAX product will be distributed in the U.S. through the Allegiance network of independent distributors and by the soon to be announced web of foreign affiliates.

Product to be released are LPs by The Plugz, Lee Oskar, The New Riders and the Circle Jerks. The pact also calls for release of the War catalog and LPs by The Animals, Jimmy Witherspoon, Ronnie Laws, Eric Burdon and others.



SOLAR STYX — Members of Styx recently gathered in Niles, Mich. to participate in a demonstration of "Solar Genny One," the solar powered-generator that was used in recording Styx' latest LP, "Kilroy Was Here." Pictured at the demo session are Styx' guitarist Tommy Shaw (l) chatting with actress Pam Dawber.



TARGETING THE JONES GIRLS — RCA recording group the Jones Girls recently completed its label debut LP, entitled "On Target." The album was co-produced and co-written by label mate Fonzi Thornton and Robert Wright, division vice president, black music A&R, RCA Records. Pictured standing around pianist Wright at a studio rehearsal are (l-r): Brenda Jones, Thornton, Valerie Jones and Shirley Jones.

THE RHYTHM SECTION

(continued from page 27)

further tout his kudos, Russell's "Cubano-Bop," first performed by Dizzy Gillespie's band at Carnegie Hall in 1947, is considered the quintessential Cuban/jazz big band tune ever done. The San Diego Kool Jazz Festival in addition to performances in Tempe, Ariz., Albuquerque, N.M., Houston, Texas and New York are currently planned for Russell.

HOT VINYL — The charts can be "Cold Blooded," and that song is #1 this week for Gordy/Motown's Rick James on the *Cash Box* Black Contemporary Singles chart. The tune unseats Solar act Midnight Star's "Freak-A-Zoid," having jumped from the #5 spot on that chart . . . Mtume's Epic Records tune, "Would You Like To (Fool Around)," has been released as a single, #76 bullet this week on the *Cash Box* B/C Singles chart . . . Manhattan Transfer debuts this week on the *Cash Box* B/C Singles chart at #82 bullet with "Spice Of Life" on Atlantic Records . . . "Tell Me Love" by RCA artist Michael Wycoff debuted this week at #85 bullet on the *Cash Box* B/C Singles chart.

michael martinez

CASH BOX TOP 100 ALBUMS

September 10, 1983

Title, Artist, Label, Number, Distributor	8.98	Weeks On 9/3 Chart	Title, Artist, Label, Number, Distributor	8.98	Weeks On 9/3 Chart	Title, Artist, Label, Number, Distributor	8.98	Weeks On 9/3 Chart
1 SYNCHRONICITY THE POLICE (A&M SP-3735) RCA	8.98	1 11	34 THE LOOK SHALAMAR (Solar/Elektra 9 60239) WEA	8.98	34 6	67 LIONEL RICHIE (Motown 6007 ML) MCA	8.98	62 47
2 THRILLER MICHAEL JACKSON (Epic OE 38112) CBS	—	2 38	35 IN YOUR EYES GEORGE BENSON (Warner Bros. 9 23744-1) WEA	8.98	30 13	68 SERGIO MENDES (A&M SP-4937) RCA	8.98	65 18
3 FLASHDANCE ORIGINAL SOUNDTRACK (Casablanca 811 492-1 M-1) POL	9.98	3 20	36 STAY WITH ME TONIGHT JEFFREY OSBORNE (A&M SP-4940) RCA	8.98	41 5	69 KILROY WAS HERE STYX (A&M SP-3734) RCA	8.98	63 26
4 PYROMANIA DEF LEPPARD (Mercury 810 492-1 M-1) POL	8.98	4 31	37 FASCINATION THE HUMAN LEAGUE (Virgin/A&M SP-12501) RCA	8.98	27 14	70 OLIVIA'S GREATEST HITS VOL. 2 OLIVIA NEWTON-JOHN (MCA-5347) MCA	8.98	66 50
5 STAYING ALIVE ORIGINAL SOUNDTRACK (RSO 813 269-1 Y-1) POL	9.98	5 9	38 FASTWAY (Columbia BFC 38662) CBS	—	36 16	71 WE ARE ONE MAZE featuring FRANKIE BEVERLY (Capitol ST-12262) CAP	8.98	72 18
6 THE WILD HEART STEVIE NICKS (Modern/Atco 90084-1) WEA	8.98	6 11	39 NO PARKING ON THE DANCE FLOOR MIDNIGHT STAR (Solar/Elektra 9 60241) WEA	8.98	40 10	72 WHAMMY! THE B-52's (Warner Bros. 9 23819-1) WEA	8.98	69 17
7 ALPHA ASIA (Geffen GHS 4008) WEA	8.98	17 3	40 H₂O DARYL HALL & JOHN OATES (RCA AFL1-4383) RCA	8.98	33 46	73 JARREAU (Warner Bros. 9 23801-1) WEA	8.98	64 22
8 LET'S DANCE DAVID BOWIE (EMI America SO-17093) CAP	8.98	7 20	41 EVERYBODY'S ROCKIN'/NEIL & THE SHOCKING PINKS NEIL YOUNG (Geffen GHS 4013) WEA	8.98	42 4	74 CITY KIDS SPYRO GYRA (MCA-5431) MCA	8.98	70 6
9 AN INNOCENT MAN BILLY JOEL (Columbia OC 38873) CBS	—	12 4	42 FLICK OF THE SWITCH AC/DC (Atlantic 7 80100-1) WEA	8.98	— 1	75 HOLY DIVER DIO (Warner Bros. 9 23836-1) WEA	8.98	76 12
10 THE PRINCIPLE OF MOMENTS ROBERT PLANT (Es Paranza/Atlantic 7 90101-1) WEA	8.98	10 7	43 ALBUM JOAN JETT & THE BLACKHEARTS (Blackheart 5437) MCA	8.98	39 10	76 RIO DURAN DURAN (Harvest ST-12211) CAP	8.98	73 38
11 KEEP IT UP LOVERBOY (Columbia OC 38703) CBS	—	8 11	44 STATE OF CONFUSION THE KINKS (Arista AL8-8018) RCA	8.98	45 14	77 PASSIONWORKS HEART (Epic QE 38800) CBS	—	— 1
12 LAWYERS IN LOVE JACKSON BROWNE (Asylum 9 60268-1) WEA	8.98	14 4	45 LIVING IN OZ RICK SPRINGFIELD (RCA AFL1-4660) RCA	8.98	47 20	78 DRASTIC MEASURES KANSAS (CBS Associated QZ 38733) CBS	—	82 4
13 SWEET DREAMS (ARE MADE OF THIS) EURYTHMICS (RCA AFL1-4681) RCA	8.98	13 13	46 BORN TO LOVE PEABO BRYSON & ROBERTA FLACK (Capitol ST-12284) CAP	8.98	54 4	79 YOU BOUGHT IT, YOU NAME IT JOE WALSH (Full Moon 9 23884-1) WEA	8.98	75 10
14 REACH THE BEACH THE FIXX (MCA-39001) MCA	6.98	11 17	47 GET IT RIGHT ARETHA FRANKLIN (Arista AL8-8019) RCA	8.98	38 8	80 JANE FONDA'S WORKOUT RECORD (Columbia CX2 38054) CBS	—	77 68
15 SHE WORKS HARD FOR THE MONEY DONNA SUMMER (Mercury 812 265-1 M-1) POL	8.98	9 9	48 "ROSS" DIANA ROSS (RCA AFL1-4677) RCA	8.98	32 9	81 JUICY FRUIT MTUME (Epic FE 38588) CBS	—	68 17
16 RHYTHM OF YOUTH MEN WITHOUT HATS (Backstreet BSR 39002) MCA	8.98	19 8	49 VISIONS GLADYS KNIGHT & THE PIPS (Columbia FC 38205) CBS	8.98	43 17	82 MARY JANE GIRLS (Gordy/Motown 6040GL) MCA	8.98	84 17
17 CARGO MEN AT WORK (Columbia OC 38660) CBS	—	15 19	50 THE CLOSER YOU GET . . . ALABAMA (RCA AHL1-4633) RCA	8.98	49 26	83 A DECADE OF HITS THE CHARLIE DANIELS BAND (Epic FE 38795) CBS	—	85 9
18 SPEAKING IN TONGUES TALKING HEADS (Sire 9 23883-1) WEA	8.98	16 12	51 NO FRILLS BETTE MIDLER (Atlantic 7 80070-1) WEA	8.98	58 3	84 MURMUR R.E.M. (I.R.S./A&M SP-70604) RCA	6.98	67 20
19 METAL HEALTH QUIET RIOT (Pasha VFZ 38442) CBS	—	22 23	52 TOO LOW FOR ZERO ELTON JOHN (Geffen GHS 4006) WEA	8.98	53 14	85 JULIO JULIO IGLESIAS (Columbia FC 38640) CBS	—	80 25
20 PUNCH THE CLOCK ELVIS COSTELLO AND THE ATTRACTIONS (Columbia FC 38897) CBS	—	23 5	53 RANT N' RAVE WITH THE STRAY CATS STRAY CATS (EMI America SO-17102) CAP	8.98	— 1	86 EDDIE MURPHY (Columbia FC 38180) CBS	—	94 5
21 ELIMINATOR ZZ TOP (Warner Bros. 9 23774-1) WEA	8.98	21 22	54 TAKE ANOTHER PICTURE QUARTERFLASH (Geffen GHS 4011) WEA	8.98	51 10	87 WHITE FEATHERS KAJAGOOGOO (EMI America ST-17094) CAP	8.98	78 15
22 FRONTIERS JOURNEY (Columbia OC 38504) CBS	—	18 30	55 SECRET MESSAGES ELO (Jet OZ 38490) CBS	—	37 9	88 ALWAYS ON MY MIND WILLIE NELSON (Columbia FC 37951) CBS	—	88 76
23 AFTER EIGHT TACO (RCA PL 28520) RCA	8.98	26 10	56 WAR U2 (Island/Atco 7 90067) WEA	8.98	57 26	89 RETURN OF THE JEDI ORIGINAL SOUNDTRACK (RSO 811 767-1 Y-1) POL	9.98	87 14
24 KISSING TO BE CLEVER CULTURE CLUB (Virgin/Epic ARE 38398) CBS	—	20 41	57 PANCHO & LEFTY MERLE HAGGARD/WILLIE NELSON (Epic FE 37958) CBS	—	55 33	90 LOVE FOR LOVE WHISPERS (Solar/Elektra 9 60216-1) WEA	8.98	90 22
25 DURAN DURAN (Capitol ST-12158) CAP	8.98	24 13	58 BUSINESS AS USUAL MEN AT WORK (Columbia ARC 37987) CBS	—	60 62	91 FOREVER BY YOUR SIDE THE MANHATTANS (Columbia FC 38600) CBS	—	79 7
26 ZEBRA (Atlantic 7 80054-1) WEA	8.98	25 22	59 KILLER ON THE RAMPAGE EDDY GRANT (Ice/Portrait B6R 38554) CBS	—	52 21	92 OUTSIDE INSIDE THE TUBES (Capitol ST-12260) CAP	8.98	81 23
27 COLD BLOODED RICK JAMES (Gordy/Motown 6043GL) MCA	8.98	44 2	60 BODY WISHES ROD STEWART (Warner Bros. 9 23877-1) WEA	8.98	61 12	93 IV TOTO (Columbia FC 37728) CBS	—	95 74
28 1999 PRINCE (Warner Bros. 9 23720-1) WEA	10.98	29 43	61 BETWEEN THE SHEETS THE ISLEY BROTHERS (T-Neck FZ 18674) CBS	—	56 16	94 PLAYS LIVE PETER GABRIEL (Geffen 2 GHS 4012F) WEA	10.98	91 12
29 GREATEST HITS AIR SUPPLY (Arista AL8-8024) RCA	8.98	46 4	62 ZAPP III ZAPP (Warner Bros. 9 23875-1) WEA	8.98	83 2	95 ALL THIS LOVE DeBARGE (Motown 6012G) MCA	8.98	92 33
30 CUTS LIKE A KNIFE BRYAN ADAMS (A&M SP-4919) RCA	8.98	28 30	63 CLOSE TO THE BONE TOM TOM CLUB (Sire 9 23916) WEA	8.98	71 4	96 YOU AND ME BOTH YAZ (Sire 9 23903-1) WEA	8.98	99 6
31 TEXAS FLOOD STEVIE RAY VAUGHAN (Epic BFE 38734) CBS	—	35 11	64 HEADHUNTER KROKUS (Arista AL 9623) RCA	8.98	50 22	97 MR. NICE GUY RONNIE LAWS (Capitol ST-12261) CAP	8.98	98 7
32 FASTER THAN THE SPEED OF NIGHT BONNIE TYLER (Columbia BFC 38710) CBS	—	48 5	65 ON THE RISE THE S.O.S. BAND (Tabu FZ 38697) CBS	—	74 7	98 BRANIGAN 2 LAURA BRANIGAN (Atlantic 7 80052-1) WEA	8.98	101 23
33 PIECE OF MIND IRON MAIDEN (Capitol ST-12274) CAP	8.98	31 15	66 THE HURTING TEARS FOR FEARS (Mercury 811 039-1 M-1) POL	8.98	59 18	99 GIRL AT HER VOLCANO RICKIE LEE JONES (Warner Bros. 9 23805-1) WEA	5.99	97 11
						100 MOUNTAIN MUSIC ALABAMA (RCA AFL1-4229) RCA	8.98	103 80

CASH BOX

September 10, 1983

AROUND THE ROUTE

by Camille Compasio

I.C.E.'s sales and marketing vp, **Steve Bernstein**, was in Minneapolis the weekend of Aug. 26 to join **Kirk McKennon** of Hanson Distg. Co. in launching the firm's big national promotion campaign and "Chexx" hockey tournament at the Circus arcade out there. A special guest at the kickoff was Minnesota North Stars player **Neal Broten** (who was also on the 1980 Olympic team that won the gold medal). In addition to this appearance, Broten will be on hand at the Minneapolis competition (Sept. 10, 17) to challenge the winner to a one-on-one match! Steve told us he's been in touch with factory distributors to map out all of the details for the tournament and determine what special promo pieces will be required. Initial competition will run in about a half dozen key areas, he added. Negotiations are underway to possibly do a tie-in with a charitable organization, such as the Ronald McDonald House, whereby proceeds from the tournament would be donated to the charity. As a matter of fact, a couple of weeks back, I.C.E. held a raffle in Buffalo and donated all proceeds to Ronald McDonald House.

A reminder. Received word from **Bally Midway's** technical service manager

(continued on page 36)

20th Anniversary Celebration

Jackson Tops '83 AMOA JB Nominations With Three

CHICAGO — Epic recording artist Michael Jackson, whose "Thriller" album has become the best-selling LP in recent years and the biggest ever for CBS Records, topped the list for this year's Amusement & Music Operators Assn. (AMOA) "JB" Awards with nominations in three categories. Close behind were Columbia recording group Men At Work and Motown recording artist Lionel Richie with two nominations apiece.

Jackson took nominations for Most Popular Artist of the Year, Best Pop Record of the Year and Best Soul Record of the Year. Men At Work earned two nominations — Best Rock Record of the Year and Most Popular Artist of the Year — and Richie was nominated in the Most Popular Artist of the Year and Best Soul Record of the Year categories.

The AMOA JB Awards, which will also be celebrating their 20th anniversary, will be presented at the association's annual banquet at its New Orleans convention, Oct. 29. The awards will honor those records with the biggest jukebox earning power in the period from Sept. 1, 1982-Aug. 31, 1983.

The complete list of nominations includes: Most Popular Artist of the Year: Jackson

Bill calling for \$50, one-time only jukebox fee introduced in Senate. (see story page 15)



Michael Jackson

(Epic), Alabama (RCA), Richie (Motown), Ricky Skaggs (Epic), and Men At Work (Columbia).

Best Rock Record of the Year: "Down Un- (continued on page 36)

Bally To Acquire Sega Electronics

CHICAGO — Bally Manufacturing Corp. last week reached an agreement in principle for the acquisition of Gulf + Western subsidiary Sega Electronics' U.S. coin-operated amusement games inventory. Included in the agreement, which is subject to final approval by the boards of directors of Bally and Gulf + Western (which owns 90% of Sega) are the exclusive rights to Sega's laser disc technology.

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COIN MACHINE

AROUND THE ROUTE

(continued from page 35)

Andy Ducay that reservations are coming in for the weeklong Bally Midway service school, Sept. 26-30 at the Howard Johnson's O'Hare International (Chicago). There are some seats available, however. Interested parties may contact Andy at (800) 323-7182.

Loewen America prexy **Rus Strahan** happily notes that sales at this point in 1983 are considerably ahead of last year's — "even beyond my original projection!" The NSM "Satellite 200" phono has been doing very well in the U.S. market. With regard to plans for AMOA Expo Rus said, "We will have some interesting things to discuss at our workshop session during Loewen's annual distributors meeting Oct. 27 in New Orleans."

Best wishes to **Patti Huff** of **Cinematronics** who was recently upped to marketing assistant. She was formerly secretary to marketing chief **Tom Campbell**. And the sweet young voice you hear when you call Cinematronics belongs to **Cindy Leiz**, marketing's new receptionist. Welcome aboard!

Star Gaze Video of Victoria, Texas, is introducing its new product, a "Video Jukebox" — which looks like a video game; however, when you insert your dollar you get your musical selection and the simultaneous video performance to match!

Rock-Ola Manufacturing Corp. will be holding its annual "New Products Introduction", Sept. 29, at La Costa in Carlsbad, Calif., during which time the factory will present its new line for '84.

Here's a flash from Bally Midway exec **Jim Jarocki** concerning the factory's hot, new "Discs Of Tron" video game, which has been doing superbly on test, in many instances earning on a par with laser disc games! The game is housed in the factory's new "environmental cabinet" that allows the player the feel of really getting inside the game and with this incentive the 50 cents pricing on the unit is going over just beautifully, as Jim reported. The game theme (which brings to mind racketball) involves two opponents, positioned atop discs, who hurl frisbee-like discs at each other, the object being to hit and dodge being hit, so there's plenty of challenge and excitement to the game. Discs Of Tron, which is a sequel to the factory's "Tron" video, has undergone extensive testing, including more 16 weeks by Bally Midway's own market research people. In terms of cabinet design, play features, visual effects and earnings on test, this one promises to be a big winner — so, watch for it!

Cash Box felicitations to **Gus Tartol**, **Marty Hirsch**, et al of Singer One Stop For Ops on the opening of their first branch office, which will be located in Grand Rapids, Mich. More details later.

CASH BOX
The Weekly Trade
Journal.



FAST MOVER — I.C.E.'s "Chexx" is not only a fast-moving game in the coin machine business, it is also a fast-moving car in the auto racing world. The noted hockey game, in just short of a year on the market, has achieved record earnings and is ranked as one of the industry's most popular coin-op machines. The "Chexx car" took second place in the Sports Class at Brainerd International Raceway, Aug. 6. Tom Suggs, owner of Jubilee Music in St. Paul, Minn., and an accomplished race car driver, drove the Chexx car, which was sponsored by Hanson Distributing Company of Bloomington, Minn., and I.C.E., manufacturer of the game. The

race happened to coincide with the annual summer meeting of the Music Operators of Minnesota (MOM) state association at Cragun's resort, near Brainerd, which added to the excitement of the event. According to Kirk McKennon, vice president of Hanson, the Chexx car is only the tip of the iceberg of what Hanson has planned for Chexx. Future promotions include local tournaments, celebrity appearances, fundraisers for the Olympic hockey team, and more. Pictured are (l-r): driver Suggs with Hanson's McKennon; Suggs in the Chexx car; a close-up of the car; and the Chexx car in action.

Jackson Tops '83 AMOA JB Nominations

(continued from page 35)

der," Men At Work; "Do You Really Want To Hurt Me?," Culture Club (Epic); "Dirty Laundry," Don Henley (Asylum); "Stray Cat Strut," Stray Cats (EMI America/Liberty); and "Mr. Roboto," Styx (A&M).

Best Pop Record of the Year: "Billie Jean," Jackson; "Maneater," Hall & Oates (RCA); "Gloria," Laura Branigan (Atlantic); "Mickey," Toni Basil (Chrysalis); and



Men At Work

"Shame On The Moon," Bob Seger & The Silver Bullet Band (Capitol).

Best Country Record of the Year: "Swinging," John Anderson (Warner Bros.); "Jose Cuervo," Shelly West (Viva/Warner Bros.); "You & I," Eddie Rabbit w/Crystal Gayle (Warner Bros.); "Stranger In My House," Ronnie Milsap (RCA); and "Nobody," Sylvia (RCA).

Prospectus Mailed For '84 ASI Trade Show

CHICAGO — Plans for the first annual Amusement Showcase International (ASI), a new trade show serving the entire coin-operated amusement industry were officially launched on Aug. 23 with the mailing of an exhibitor prospectus to some 500 amusement machine manufacturers throughout the world.

ASI will be held Feb. 17-19, 1984 at the ExpoCenter in Chicago, under the sponsorship of the Amusement Game Manufacturers Assn. (AGMA) and the Amusement & Vending Machine Distributors Assn. (AVMDA). The show is being managed by The Sanford Organization, Inc., and exposition and association management firm located in Rolling Meadows, Ill.

More than 200 manufacturers are expected to display their latest products to more than 7,000 distributors and operators during the three-day show. A lottery will be held Sept. 15 at the ExpoCenter to assign booths.

In addition to the exposition, ASI, which will be closed to the public, will feature an extensive educational program and several hospitality and social functions.

Further information may be obtained by contacting ASI at 4300-L Lincoln Ave., Rolling Meadows, Ill. 60008 or by phoning (312) 359-8160.

Best Soul Record of the Year: "Billie Jean," Jackson; "Sexual Healing, Marvin Gaye (CBS); "Truly," Richie; "Baby Come To Me," Patti Austin (Qwest/Warner Bros.); and "1999," Prince (Warner Bros.).

In its 20th year of presentation, the AMOA JB (Jukebox) Awards have become an officially registered trademark of the association. To mark this 20th anniversary celebration, the JB's have been redesigned and are now the oldest and newest industry symbol of excellence. As noted by AMOA, the JB's are the only music awards given that are based on actual number of plays and are considered the industry's and the nation's standard for popularity. Through the years, the JB's have recognized the full range of musical tastes, including jazz, big band, rock, soul, country, easy listening and all of the "in betweens" to become the people's tribute to entertainment.

When the JB's were initiated in 1963, the award categories included Best Record and Best Artist, which was to be expected at the time. In 1965, a third award was given for a category called Record Company Consistently Supplying Good Records for Coin-Operated Phonographs. By 1967, this had been changed to Record Company of the Year award.

AMOA felt, however, that this didn't quite reflect the way the public looked at the recording business, so in 1969 the Record Company award was dropped and Artist of the Year was added (Creedence Clearwater Revival, the four-man rock group, walked off with the first award after it had enjoyed a smashing two-year run and had done over \$50 million in domestic sales for records and tapes).

In 1971, another category was added, soul Record of the Year, with Isaac Hayes picking up his award for the title cut to the movie *Shaft*. Later, the association set up categories for Pop Record of the Year and Country Western Record of the Year.

COINCO Names Rusk

CHICAGO — Coin Acceptors, Inc. of St. Louis, Mo., has named Jody Rusk as a sales and service representative for its Atlanta, Ga., branch office, according to an announcement by Jim Douglass, vice president, marketing. A leading producer of coin handling equipment for the vending and amusement machine industries, Coin Acceptors is marketed under the trade name COINCO.

In his new position, Rusk will be responsible for sales and service for COINCO customers located in Georgia, Alabama and parts of Tennessee and South Carolina. His previous position with the company was as a technician for COINCO's Tampa, Fla. branch office.

Rusk is a 1982 graduate of United Electronic Institute in Tampa, where he received an A.S. degree in Electronics Technology.

In 1973, the entire concept of categories was discontinued and replaced by a simple listing of Most Played to Fifth Most Played,



Lionel Richie

designated for records in order of rank by sales volume on jukes.

Since 1973, the JB Awards have settled into a pattern leading to the present system of five categories — Best Rock Record of the Year, Best Pop Record of the Year, Best Country Record of the Year, Best Soul Record of the Year and Most Popular Artist(s) of the Year.

CALENDAR

1983

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

Sept. 23-25: Wyoming Candy, Tobacco, Coin Vendors Assn., state convention; Hitching Post Inn; Cheyenne.

Sept. 28-29: JAMMA (formerly JAA); Tokyo Distribution Center; Tokyo, Japan; annual trade show.

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

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

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

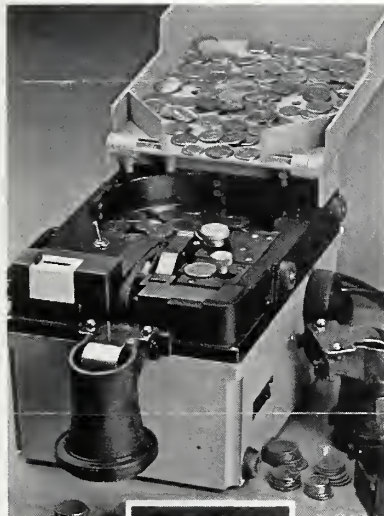
Nov. 18-20: IAAPA national convention; The Rivergate; New Orleans.

New Equipment

Easy Money

New from Italy is the "Top Coin Counter & Sorter," a device that should come in handy for any business that generates a large amount of different coins. Already popular in European banking and bank machine circles, the new sorter is now available in the U.S.

A number of features have contributed to the device's popularity in Europe, including: capability to divide and count all size coins and tokens; portability that makes it easy to count coins at locations and bank branches where higher priced units are not feasible; the flexibility to be used either manually or



electrically; lightweight construction (16 pounds); accompanying tubes for coin rolls; and low price enabling coin counter use in laundromats and other small facilities.

In addition, there is a five-year guarantee on many components and a one-year guarantee on the complete machine.

Exclusive rights in the U.S. and Canada are owned by Ivo Gardellini and Al Miniaci of Vendoprise, Inc., which assembles and services the devices in America. Miniaci has been a well-

known figure in the coin machine industry for many years.

For more information on the Top Coin Counter & Sorter, contact Gardellini at: Vendoprise, Inc., 30 DiTomas Court, Copiague, N.Y. 11726. The telephone number is (516) 842-3810.

New Pool Table

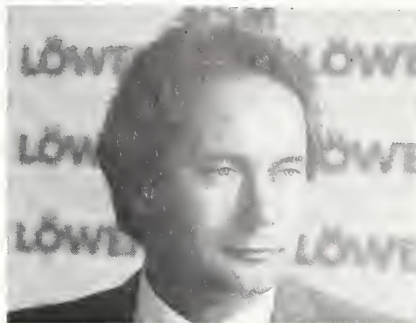
Dynamo Corp. has begun shipping the 1984 model of its "Big D" coin-operated pool table. The new table incorporates several innovative design and construction improvements.

Prominent among the new features is a ball flap guard that reduces maintenance by preventing excess movement in the trip rod hardware when actuated by the coin-chute mechanism. A companion improvement is the replacement of the snap rings that hold the trip roller with permanently mounted retainers.

The new model also includes steel playing surface supports to replace the wooden corner supports used previously. This addition not only provides improved support for the table's imported one-piece Italian slate bed, but reinforces the overall rigidity and stability of the table's structure. To aid in transporting the table, four easy-to-reach handholds have been added to the underside of the table.

In addition to the 18½ ounce, rayon-backed felt cloth covering the playing surface, other new cosmetic features include polished chrome corner castings and impact-resistant polystyrene structural foam corners. The corners' simulated wood grain finish and deep rich color complement the table rails, legs and newly added Sunrise Beachwood laminated side panels.

More information on the new table can be obtained from Dynamo Corp. at 1805 South Great Southwest Pkwy., Grand Prairie, Texas 75051 — phone: (214) 641-4286; or from Bally Advance (the first distributor to receive the product) at 540 Forbes Blvd., So. San Francisco, Calif. 94080 — phone: (415) 871-4280.



Ullrich Schulze

Schulze Named At NSM/Lowen

CHICAGO — Ullrich D. Schulze, a prominent member of the executive team at NSM/Lowen since the company's inception, was named managing partner of the NSM/Lowen Group of Companies following a unanimously adopted resolution of the Board of Directors. In this capacity, he will direct the management of sales and marketing for the firm.

A driving force in the development of this noted company, Schulze is highly regarded in international coin machine circles and has maintained a close rapport in the U.S. marketplace.

The NSM/Lowen Group is headquartered in Bingen/Rhein, Germany and has a worldwide distributor network. The firm's U.S. operation, Loewen America, is based in Franklin Park, Ill.

Bally, Sega Deal

(continued from page 35)

In addition, the agreement also provides for the formation of a games development arrangement involving production and development by Bally of any new coin-operated games resulting from the joint R&D efforts of Sega and Gulf + Western's Paramount Pictures subsidiary. (Sega currently has a laser disc game "Astron Belt," in the test marketing stage (Cash Box, Aug. 20)).

On the home games front, Sega's consumer division will continue to issue product for such systems as Atari, plus various home computer set-ups. This division, which will be privy to the creations of the R&D efforts, will also be a part of the deal. However, the home games will be marketed under the Sega banner.

Commenting on the new deal, Barry Diller, president of Gulf + Western's Entertainment and Communications Group and chairman of the board of Paramount Pictures, said: "We have determined that our primary interests lie in the creative and development aspects of this business. This transaction enables us to emphasize our creative strengths, particularly in the new laser technology, and combine that strength with Bally's acknowledged leadership in manufacturing and distribution."

"Sega, Paramount Pictures and Bally will jointly form a research and development effort in hardware and software, the products of which will be manufactured and distributed in coin-operated games by Bally and in consumer games by Sega."

Robert Mullane, Bally president and chairman of the board, added: "We are pleased with the establishment of this long-term relationship. We believe it will serve all of the parties and will enhance the position of Bally in the coin-operated amusement game industry."

Sega Enterprises, Ltd., Sega's Japanese-based company, is not affected by this announcement and will continue its manufacturing and arcade operations.

The transaction is subject to final contract and approval of the respective boards.

Braswell Carries AGMA Message To Colorado

CHICAGO — Glenn Braswell, executive director of the Amusement Game Manufacturers Assn. (AGMA), recently addressed the members of the Colorado Coin Industries (CCI) state organization on the "how-tos of government relations." His session, "Legislative and Community Problems in the Industry," was especially pertinent for this group of operators who have gained vast experience in the legislative arena, their most recent battles involving "excessive taxes" and "unreasonable regulations."

In addition to stressing the importance of pinpointing local representatives and matching them with local industry delegations, Braswell outlined some suggested arguments that have proven to be effective in battles against potentially damaging legislation and regulation.

The main thrust of his message — and one that drew a positive response from his audience — was the trend to encourage local governmental bodies to join the video revolution rather than fight it. This means turning city and county governments into location owners, he explained. This arrangement has met with success in various cities around the nation and it shows signs of becoming more widespread.

Braswell's presentation was part of CCI's 1983 annual meeting, Aug. 6, at Denver's Doubletree Inn. The event drew a record attendance, due perhaps to recent legislative battles, Braswell noted.

"I applaud CCI's efforts to date and have high praise for the strong leadership that brought the state's coin-op industry into the cohesive and effective force it is today," he said.

On another front, AGMA reps went to San Antonio, the site of this year's National Conference of State Legislatures, for the second of the association's stops in its annual effort to promote good industry relations with various governmental bodies.

Association representatives operated out of the Texas Legislature host suite, where they met with legislators from all parts of the country. In addition to receiving AGMA literature, convention delegates were also urged to consider partnership arrangements with local operators as a way of increasing badly needed revenues.

As usual, the lineup of video games in the hospitality suite were a big success. They were provided by Southwest Vending of San Antonio.

The dates of the last of these governmental conferences in which AGMA will participate in 1983 will be Nov. 27-29. The event will be the National League of Cities Convention, which will be held in New Orleans. Operators and distributors are urged to write their city representatives and ask them to drop by the AGMA booth. Delegates who bring these letters of invitation to the booth will receive a small gift as a token of appreciation for their response and interest.

Further information may be obtained by contacting the AGMA headquarters office at 205 The Strand, Suite 3, Alexandria, Va. 22314 or by phoning the association at (703) 548-8044.

CASH BOX

The Weekly Trade Journal.

Lotz Named At Betson Pacific

CHICAGO — John Lotz has been promoted to director of marketing at Betson Pacific in Los Angeles. His new responsibilities will include sales management, advertising and promotion for games, music and vending products.

In making the announcement, Peter Betti, Betson Pacific president, stated: "John will continue to head the marketing efforts for our vending products and will expand to include developing new programs for games and music. As director of marketing, John will work to improve the communications with our customers and coordinate the sales effort to assure the best possible product delivery and support."

A veteran of 14 years in the coin machine industry, Lotz has been with Betson Pacific since January 1981, in sales and marketing, primarily for vending products. Prior to this, he was associated with such firms as Moyer Diebel, Bally Northeast and Rowe International.

"With these new responsibilities," Lotz noted, "my primary goals are to assure that our customers always know what is happening in the industry and to better organize the line of supply for the products that are demanded by them. That is, I want to make sure our

customers can get the equipment they need when they need it, and that's when it is hot!"

Among the new efforts being initiated is the start of a monthly mailing to all customers with up-to-date information to supplement the quarterly newsletter, *Perspective*, that is already published by Betson Pacific. Lotz will also be doing a new analysis of inventory policies to assure the supply more effectively meets the demand for games and vending. "With the introduction of the laser disc, keeping up with the latest changes in industry technology will be essential," said Lotz. "This could bring tremendous new earning potentials that we want to make sure are available from Betson Pacific on a timely basis."



Peter Betti, John Lotz

MANUFACTURERS EQUIPMENT

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

PINBALL MACHINES

BALLY
 Fathom (8/81)
 Medusa (10/81)
 Centaur (10/8)
 Elektra (12/81)
 Vector (2/82)
 Mr. & Mrs. Pac-Man (5/82)
 Rapid Fire (5/82)
 Spectrum (8/82)
 Speakeasy, 2-pl. (9/82)
 Grand Slam (4/83)
 Goldball (7/83)

GOTTLIEB (see MYLSTAR)

MYLSTAR
 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)
 Royal Flush Deluxe (4/83)
 Amazon Hunt (5/83)

STERN
 Catacomb (9/81)
 Viper (11/81)
 Orbitor I (4/82)

WILLIAMS
 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)
 Firepower II (8/83)

ZACCARIA
 Soccer King

VIDEO GAMES (upright)

AMSTAR
 Laser Base (7/81)

ATARI
 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)
 Star Wars (7/83)

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

CENTURI
 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)
 Gyryss (5/83)

CINEMATRONICS
 Solar Quest (10/81)
 Jack The Giantkiller (4/82)
 Naughty Boy (5/82)
 Cosmic Chasm (4/83)
 Dragon's Lair, laserdisc (7/83)

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

DYNAMO
 Lil Hustler (12/81)

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

GAME PLAN
 Megatack (9/81)
 King And Balloon (10/81)
 Enigma II (10/81)
 Kaos (11/81)
 Pot Of Gold (2/82)
 Hold 'Em Poker (3/83)

GAMETECNIKS
 Tri-Pool (1/82)

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

GOTTLIEB (see MYLSTAR)

INTERLOGIC, INC.
 Roc 'N' Rope (6/83)

INTREPID MARKETING
 Beezer (1/83)

MYLSTAR
 Reactor (7/82)
 Q*bert (12/82)
 Mad Planets (3/83)
 Krull (5-83)

NAMCO AMERICA
 Sweet Licks (4/82)

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

NINTENDO
 Donkey Kong (9/81)
 Donkey Kong Jr. (8/82)
 Popeye (12/82)
 Mario Bros. (6/83)

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

SEGA/GREMLIN
 Frogger (9/81)
 Eliminator (12/81)
 Turbo (1/82)
 005 (1/82)
 Eliminator 4-player (2/82)
 Zaxxon (4/82)
 Turbo Mini-Upright (5/82)
 Zektor (8/82)
 Subroc 3-D (8/82)
 Pengo (10/82)
 Tac/Scan (10/82)
 Buck Rogers (12/82)
 Super Zaxxon (12/82)
 Monster Bash (12/82)
 Star Trek (2/83)
 Star Trek, cockpit (2/83)
 Champion Baseball (6/83)

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

STERN
 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)
 Bagmann (2/8)
 Mazer Blazer (3/83)

TAITO AMERICA
 Moon Shuttle (8/81)
 Moon Shuttle Triline (8/81)
 Qix (10/81)
 Qix Triline (10/81)
 Lock 'N Chase (10/81)
 Grand Champion (12/81)
 Alpine Ski (3/82)
 Wild Western (5/82)
 Electric Yo-Yo (5/82)
 Kram (5/82)
 Space Dungeon (7/82)
 Jungle King (9/82)
 Jungle Hunt (11/82)
 Front Line (12/82)
 Zoo Keeper (4/83)
 Elevator Action (7/83)
 Change Lanes (7/83)

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

UNIVERSAL USA
 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-mmini upright (3/83)
 Motorace USA (7/83)

ZACCARIA
 Money Money (7/83)

COCKTAIL TABLES

AMSTAR
 Phoenix

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

BALLY/MIDWAY
 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
 Swimmer (10/82)
 Gyryss (5/83)

ELCON
 Diversions booth size (9/81)

GAME PLAN
 Shark Attack (5/81)

GAMETECNIKS
 Tri-Pool (1/82)

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

GOTTLIEB (see MYLSTAR)

MYLSTAR
 Q*BERT (6/83)

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

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

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

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

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

PHONOGRAPHS

Lowen-NSM Consul Classic
 Lowen-NSM Prestige ES-2
 Lowen-NSM 240-1
 Lowen-NSM Satellite 200
 Rock-Ola Grand Salon II Console (9/80)
 Rock-Ola 484 (11/80)
 Rock-Ola 481 Max 2 (1/81)
 Rock-Ola Deluxe (10/82)
 Rock-Ola 488 (10/82)
 Rock-Ola 476, furniture model
 Rowe R-85 (10/80)
 Rowe Jewel
 Rowe R-87 (10-82)
 Seeburg Phoenix (12/80)
 Stern/Seeburg DaVinci (7/81)
 Stern/Seeburg VMC (11/81)
 VMI Startime Video Jukebox
 Wurlitzer Cabarina
 Wurlitzer Tarock
 Wurlitzer Atlanta
 Wurlitzer Silhouette

POOL, SHUFFLE, TABLE GAMES, ETC.

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

CONVERSION KITS

(including interchangeable games & enhancement kits)
 Bally Midway, Pac-Man Plus (12/82)
 Centuri, Guzzler
 Cinematronics, Brix (1/83)
 Intrepid Marketing, Encore Retro-Kit (1/83)
 Data East, Burger Time
 Data East, Bump 'N' Jump (2/83)
 Data East, Multi Conversion Kit
 Data East, Cluster Buster (7/83)
 Data East, Pro Bowling (7/83)
 Exidy Hardhat (2/83)
 Exidy Pepper II (6/82)
 Exidy Retrofit
 Mylstar/Gottlieb, Royal Flush Deluxe (5/83)
 Interlogic Roc 'N' Rope (6/83)
 Rock-Ola, Levers (3/83)
 Rock-Ola, Nibbler
 Rock-Ola, Eyes
 Rock-Ola, Survival
 Rock-Ola, Mermaid
 Nichibutsu, Fisky Tom (1/82)
 Nichibutsu, Rug Rats (3/83)
 Sega, Tac/Scan (9/82)
 Sega, Monster Bash (11/82)
 Sega, Super Zaxxon (1/83)
 Stern, Lost Tomb (2/83)
 Stern, Pop Flamer (3/83)
 Stern, Super Draw (7/83)
 Stern, Fast Draw (7/83)
 Taito America, Elevator Action (7/83)
 Universal, Lady Bug
 Universal, Mr. Do

THE JUKEBOX PROGRAMMER

indicates new entry

September 10, 1983

POP

- 1 **SWEET DREAMS (ARE MADE OF THIS)**
EURYTHMICS (RCA PB-13533)
- 2 **EVERY BREATH YOU TAKE**
THE POLICE (A&M 2542)
- 3 **MANIAC**
MICHAEL SEMBELLO (Cesalence/PolyGram 812 516-7)
- 4 **SHE WORKS HARD FOR THE MONEY**
DONNA SUMMER (Mercury/PolyGram 812 604-7)
- 5 **TELL HER ABOUT IT**
BILLY JOEL (Columbia 38-04012)
- 6 **LAWYERS IN LOVE**
JACKSON BROWNE (Asylum 7-69826)
- 7 **PUTTIN' ON THE RITZ**
TACO (RCA PB-50727)
- 8 **CHINA GIRL**
DAVID BOWIE (EMI America B-8165)
- 9 **DON'T CRY**
ASIA (Geffen 7-29571)
- 10 **STAND BACK**
STEVIE NICKS (Modern/Atco 7-99863)
- 11 **IS THERE SOMETHING I SHOULD KNOW**
DURAN DURAN (Capitol B-5233)
- 12 **HOT GIRLS IN LOVE**
LOVERBOY (Columbia 38-03914)
- 13 **IT'S A MISTAKE**
MEN AT WORK (Columbia 38-03959)
- 14 **HUMAN NATURE**
MICHAEL JACKSON (Epic 34-04026)
- 15 **PROMISES, PROMISES**
NAKED EYES (EMI America B-8170)
- 16 **(SHE'S) SEXY + 17**
STRAY CATS (EMI America B-8168)
- 17 **AFTER THE FALL**
JOURNEY (Columbia 38-04004)
- 18 **(KEEP FEELING) FASCINATION**
THE HUMAN LEAGUE (A&M 2547)
- 19 **I'LL TUMBLE 4 YA**
CULTURE CLUB (Epic 34-03912)
- 20 **ROCK OF AGES**
DEF LEPPARD (Mercury/PolyGram 812 370-7)
- 21 **FAR FROM OVER**
FRANK STALLONE (RSO/PolyGram 815 023-7)
- 22 **TAKE ME TO HEART**
QUARTERFLASH (Geffen 7-29603)
- 23 **CUTS LIKE A KNIFE**
BRYAN ADAMS (A&M 2553)
- 24 **TOTAL ECLIPSE OF THE HEART**
BONNIE TYLER (Columbia 38-03906)
- 25 **TRUE***
SPANAU BALLET (Chrysellis/CBS V54 42720)
- 26 **MAKING LOVE OUT OF NOTHING AT ALL***
AIR SUPPLY (Ariste ASI 9056)
- 27 **KING OF PAIN***
THE POLICE (A&M 2569)
- 28 **SAVED BY ZERO**
THE FIXX (MCA-52213)
- 29 **WANNA BE STARTIN' SOMETHIN'**
MICHAEL JACKSON (Epic 34-03914)
- 30 **FLASHDANCE... WHAT A FEELING**
IRENE CARA (Casablanca/PolyGram 811 440-7)

COUNTRY

- 1 **I'M ONLY IN IT FOR THE LOVE**
JOHN CONLEE (MCA-52231)
- 2 **HEY BARTENDER**
JOHNNY LEE (Full Moon/Elektra 7-29605)
- 3 **NIGHT GAMES**
CHARLEY PRIDE (RCA PB-13542)
- 4 **WHY DO I HAVE TO CHOOSE**
WILLIE NELSON (Columbia 38-03965)
- 5 **DON'T YOU KNOW HOW MUCH I LOVE YOU**
RONNIE MILSAP (RCA PB-13564)
- 6 **BREAKIN' DOWN**
WAYLON JENNINGS (RCA PB-13543)
- 7 **FLIGHT 309 TO TENNESSEE**
SHELLY WEST (Werner/Vive 7-29659)
- 8 **GOIN' DOWN HILL**
JOHN ANDERSON (Werner Bros. 7-29585)
- 9 **BABE, WHAT ABOUT YOU**
CRYSTAL GAYLE (Werner Bros. 7-29582)
- 10 **PARADISE TONIGHT**
CHARLY McCLAIN & MICKEY GILLEY (Epic 34-04007)
- 11 **WILD MONTANA SKIES**
JOHN DENVER/EMMYLOU HARRIS (RCA PB-13562)
- 12 **WHAT AM I GONNA DO**
MERLE HAGGARD (Epic 34-04006)
- 13 **NEW LOOKS FROM AN OLD LOVER**
B.J. THOMAS (Cleveland Int'l/CBS 38-03985)
- 14 **NOBODY BUT YOU**
DON WILLIAMS (MCA-52245)
- 15 **A FIRE I CAN'T PUT OUT**
GEORGE STRAIT (MCA-52225)
- 16 **YOU'RE GONNA RUIN MY BAD REPUTATION**
RONNIE McDOWELL (Epic 34-03946)
- 17 **HOW COULD I LOVE HER SO MUCH**
JOHNNY RODRIGUEZ (Epic 34-03972)
- 18 **LET'S GET OVER THEM TOGETHER**
MOE BANDY & BECKY HOBBS (Columbia 38-03970)
- 19 **TOO HOT TO SLEEP**
LOUISE MANDRELL (RCA PB-13567)
- 20 **SOMETIMES I GET LUCKY AND FORGET**
GENE WATSON (MCA-52243)
- 21 **SCARLET FEVER***
KENNY ROGERS (Liberty P-B-1503)
- 22 **HE'S A HEARTACHE**
JANIE FRICKE (Columbia 38-03899)
- 23 **THE EYES OF A STRANGER**
DAVID WILLS (RCA PB-13541)
- 24 **LADY DOWN ON LOVE***
ALABAMA (RCA PB-13590)
- 25 **HOLD ON I'M COMIN****
WAYLON JENNINGS & JERRY REED (RCA PB-13580)
- 26 **ISLANDS IN THE STREAM***
KENNY ROGERS & DOLLY PARTON (RCA PB-13615)
- 27 **DREAM BABY**
LACY J. DALTON (Columbia 38-03926)
- 28 **LOVE SONG**
OAK RIDGE BOYS (MCA-52224)
- 29 **LOST IN THE FEELING**
CONWAY TWITTY (Werner Bros. 7-29636)
- 30 **IT AIN'T REAL**
MARK GRAY (Columbia 38-03893)

BLACK CONTEMPORARY

- 1 **FREAK-A-ZOID**
MIDNIGHT STAR (Soler/Elektra 7-69828)
- 2 **JUST BE GOOD TO ME**
THE S.O.S. BAND (Tebu/CBS ZS4 03955)
- 3 **SHE WORKS HARD FOR THE MONEY**
DONNA SUMMER (Mercury/PolyGram 812 370-7)
- 4 **GET IT RIGHT**
ARETHA FRANKLIN (Ariste ASI-9034)
- 5 **DEAD GIVEAWAY**
SHALAMAR (Soler/Elektra 7-69819)
- 6 **DON'T YOU GET SO MAD**
JEFFREY OSBORNE (A&M 2561)
- 7 **COLD BLOODED**
RICK JAMES (Gordy/Motown 1687GF)
- 8 **HOW DO YOU KEEP THE MUSIC PLAYING**
JAMES INGRAM AND PATTI AUSTIN (Owest/Werner Bros. 7-29618)
- 9 **CRAZY**
MANHATTANS (Columbia 38-03939)
- 10 **TONIGHT I CELEBRATE MY LOVE**
PEABO BRYSON/ROBERTA FLACK (Capitol B-5242)
- 11 **I CAN MAKE YOU DANCE (PART I)**
ZAPP (Werner Bros. 7-29553)
- 12 **MIRACLES**
STACY LATTISAW (Cotillion/Atco 7-99855)
- 13 **CHOOSEY LOVER**
THE ISLEY BROTHERS (T-Neck/CBS ZS4 03994)
- 14 **PIECES OF ICE**
DIANA ROSS (RCA PB-13549)
- 15 **HIGH-RISE**
ASHFORD & SIMPSON (Capitol B-5250)
- 16 **IS THIS THE END**
NEW EDITION (Streetwise SWRL 1111)
- 17 **IN THE GROOVE**
RONNIE LAWS (Capitol B-5241)
- 18 **PARTY TRAIN**
THE GAP BAND (Total Experience/PolyGram TE8209)
- 19 **WANNA BE STARTIN' SOMETHIN'**
MICHAEL JACKSON (Epic 34-03914)
- 20 **YOU BROUGHT THE SUNSHINE (INTO MY LIFE)**
THE CLARK SISTERS (westbound/Elektra 7-69810)
- 21 **YOU'RE NUMBER ONE (IN MY BOOK)**
GLADYS KNIGHT & THE PIPS (Columbia 38-04033)
- 22 **ALL NIGHT LONG**
MARY JANE GIRLS (Gordy/Motown 1690GF)
- 23 **ROCKIT**
HERBIE HANCOCK (Columbia 38-04054)
- 24 **DO IT AGAIN (MEDLEY WITH BILLIE JEAN)**
SLINGSHOT (Ouelty OUS 044)
- 25 **JUICY FRUIT**
MTUME (Epic 34-03578)
- 26 **PARTY TIME**
KURTIS BLOW (Mercury/PolyGram 812 687-7)
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80104

Our Gang Manager

MANHATTAN TRANSFER ON TOUR

Aug. 25 Venue to follow, Greenbay, WI
26-27 Auditorium Theater, Chicago, IL

28 Venue to follow, Grand Rapids, MI
30 Meadowbrook, Detroit, MI
31 Music Hall, Cincinnati, OH
Sept. 1 Venue to follow, Columbus, OH
2 Sports Center, Indianapolis, IN

3 Nebraska State Fair, Lincoln, NE
4 Minneapolis State Fair, Minneapolis, MN
6 Milliken University, Decatur, IL
7 Indiana State University, Bloomington, IN
9 Illinois State University, Normal, IL

10 University of Iowa, Ames, IA
11 Starlight Theater, Kansas City, MO
12 Venue to follow, Oklahoma City, OK
14 Venue to follow, El Paso, TX
15 New Mexico State Fair, Albuquerque, NM

16-17 Celebrity Theater, Phoenix, AZ
18 Aladdin Hotel, Las Vegas, NV
20-21 Arlington Theater, Santa Barbara, CA
23-25 Greek Theater, Los Angeles, CA