

CASHIROX

June 18, 1983

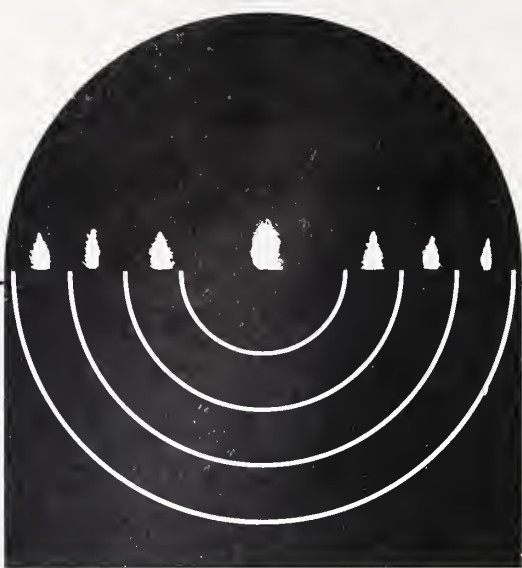
NEWSPAPER \$3.00

NEW FACES TO WATCH
Martin Briley

©T.M.



Johnny Gill



NINETEENTH ANNUAL AWARD DINNER DANCE

MUSIC AND PERFORMING ARTS LODGE
B'NAI B'RITH NO. 2502

HONORING



**CHARLIE
 DANIELS**

AND

**ALBERTA
 HUNTER**



**RECIPIENT 1983
 CREATIVE ACHIEVEMENT AWARD**

**RECIPIENT 1983
 HUMANITARIAN AWARD**

Saturday Evening, June 18, 1983

THE GRAND BALLROOM

SHERATON CENTRE, NEW YORK, NEW YORK

BLACK TIE OPTIONAL • SUBSCRIPTION \$175.00 • COCKTAILS 7:00 P.M. • DINNER 8:30 P.M.

JOURNAL ADVERTISING AND TICKET AGREEMENT

You are hereby authorized to publish our advertisement in your 1983 annual Journal to occupy the space as indicated below. I wish to purchase tickets in the amount shown.

CHECK ENCLOSED IN THE AMOUNT OF \$ _____

**Make checks payable to B'NAI B'RITH
 Music and Performing Arts Lodge**

ADVERTISEMENT AND TICKET INFORMATION

ADVERTISEMENTS

- | | |
|---|------------|
| <input type="checkbox"/> Golden Circle Sponsor | \$3,000.00 |
| Ten (10) tickets to the Dinner Dance | |
| One (1) prime location | |
| Golden Circle table at the Dinner. | |
| <input type="checkbox"/> Patron of the Arts + 2 Tickets | \$1,000 |
| <input type="checkbox"/> Silver Page | \$ 600 |
| <input type="checkbox"/> White Page | \$ 400 |
| <input type="checkbox"/> Quarter Page | \$ 200 |

TICKETS

- | | |
|---|---------|
| <input type="checkbox"/> Full Tables (10 tickets) | \$1,750 |
| <input type="checkbox"/> Individual Tickets | \$ 175 |

All ad and ticket requests must be in no later than June 1, 1983

Authorization to insert _____ Page(s)

NAME _____

TITLE _____

COMPANY _____

ADDRESS _____

CITY _____ STATE _____ ZIP _____

(_____)

PHONE _____

SIGNATURE _____

Please return this Agreement with your order.

Send check to:
 Florence Lipper
 75-08 178th Street
 Flushing, N.Y. 11366

For additional information, call:
 Pete Hyman, Journal Chairman
 (212) 695-6117

CASH BOX

THE INTERNATIONAL MUSIC / COIN MACHINE / HOME ENTERTAINMENT WEEKLY

VOLUME XLIV — NUMBER 3 — June 18, 1983

CASH BOX

GEORGE ALBERT

President and Publisher

MARK ALBERT

Vice President and General Manager

J.B. CARMICLE

Vice President and General Manager, East Coast

JIM SHARP

Vice President, Nashville

RICHARD IMAMURA

Managing Editor

East Coast Editorial

FRED GOODMAN, Bureau Chief
JIM BESSMAN
HARRY WEINGER

West Coast Editorial

MICHAEL GLYNN, Audio/Video Editor
MICHAEL MARTINEZ, Marketing Editor
JEFFREY RESSNER

Research

KEN KIRKWOOD, Manager
BILL FEASTER
MIKE PLACHETKA
HARALD TAUBENREUTHER
GREGORY D. LESCHISHIN
KEITH ALBERT

Nashville Editorial/Research

JUANITA BUTLER
TOM ROLAND
ANITA WILSON

Art Director

LARRY CRAYCRAFT

Circulation

THERESA TORTOSA, Manager

PUBLICATION OFFICES

NEW YORK
1775 Broadway, New York NY 10019
Phone: (212) 586-2640
Cable Address: Cash Box NY
Telex: 666123

HOLLYWOOD
6363 Sunset Blvd. (Suite 930)
Hollywood CA 90028
Phone: (213) 464-8241

NASHVILLE
21 Music Circle East, Nashville TN 37203
Phone: (615) 244-2898

CHICAGO
CAMILLE COMPASIO, Coin Machine, Mgr.
1442 S. 61st Ave., Cicero IL 60650
Phone: (312) 863-7440

WASHINGTON, D.C.

EARL B. ABRAMS
3518 N. Utah St.,
Arlington VA 22207
Phone: (703) 243-5664

MIGUEL SMIRNOFF

Director of South American Operations

ARGENTINA — MIGUEL SMIRNOFF
Lavalle 1569, Piso 4, Of. 405
1048 Buenos Aires, Argentina
Phone: 45-6948

AUSTRALIA — ALLAN WEBSTER
3/57 Dickens St.
Elwood Vic 3184, Australia

BRAZIL — CHRISTOPHER PICKARD
Av. Borges de Medeiros, 2475
Apt. 503, Lagoa
Rio de Janeiro, Brasil
Phone: 294-8197

CANADA — JAN PLATER
98 Geoffrey Street
Toronto, Ontario, Canada, M6R 1P3
Phone: (416) 537-1137

GERMANY — GERHARD AUGUSTIN
Oettingenstrasse 66
8 Munich 22
Phone: 089-221363
Telex: 5-29378

ITALY — MARIO DE LUIGI
"Musica e Dischi" Via Giannone 2
20154 Milan, Italy
Phone: (02) 389-059/389-936

JAPAN — Adv. Mgr., SACHIO SAITO
Editorial Mgr., KOZO OTSUKA
3rd Floor of Chuo-Tatemono bldg.
2-chome, 11-1, Shinbashi, Minato-ku,
Tokyo Japan, 105
Phone: 504-1651

NETHERLANDS — CONSTANT MEIJERS
P.O. Box 1807
1200 BV Hilversum
Phone: 035-19841

SPAIN — ANGEL ALVAREZ
Lopez de Hoyos 178, 5 CD
Madrid — 2 Spain
Phone: 415 23 98

UNITED KINGDOM — NICK UNDERWOOD
Flat 6, 196 Sussex Gardens
London W2 England
Phone: 01-402-6779
SARA RANDELL
Phone: 01-402-9338
CHRISSEY ILEY
Phone: 01-440-7088

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

EDITORIAL

Why Now?

In the midst of the music industry's recovery from the recession-induced slump comes word that labels are once again beginning to increase prices. It couldn't come at a worse time.

Recent months have seen a general strengthening of the sales picture — what with the blockbuster LPs now out, the maturation of video music (both for sale and on the television), the opening of radio formats and a more stable situation at the stores — so the latest price hikes make very little sense when considering the overall view. Sales are showing real signs of picking up again, so why should labels take the risk of once again alienating the consumer with ballooning prices?

Sure, costs may have risen slightly since the last round of price hikes, but there are also a lot fewer employees and expenses. Some may say that only

the wholesale price is involved, not the suggested list, so there should be no effect on the consumer. But that reasoning doesn't float because retailers and one-stops already feeling the pinch of still-shrinking margins will either have to sell records for almost no profit or once again pass the increase on to the consumer.

And this goes back to one of the things that brought the recession home so forcefully to the music industry. Back in the days when list price seemingly jumped from \$6.98 to \$7.98 to \$8.98 (and almost \$9.98) before consumers could blink, they stopped buying records. We seem to be getting to that point again — where midlines will cease to be "mid-priced" and new releases will have to be sold at or over suggested list. Are we prepared for the inevitable results of a strategy like this?

CONTENTS

DEPARTMENTS

Black Contemporary	25
Classifieds	32
Country	19
Gospel	24
International	29
Jazz	13
Merchandising	14
Radio	16
Video	28

FEATURES

Coast To Coast	12
Editorial	3
Executives On The Move	11
Faces To Watch	10

CHARTS

Top 100 Singles	3
Top 200 Albums	30,31
Black Contemporary Albums	25
Black Contemporary Singles	26
Country Albums	19
Country Singles	20
Gospel Albums	24
International Albums, Singles	29
Jazz Albums	13
Jukebox Programmer	40
Rock Album Radio Report	17
Top 15 Midlines	14
Top 30 Videocassettes	28
Top 15 Video Games	14

REVIEWS

Albums	8
Singles	10

ON THE COVER

Can that really be a 16-year-old body wrapped around the mature voice of Atlantic/Cotillion recording artist Johnny Gill? The answer of course is yes, and for fans of pop, soul and R&B, the discovery of the youthful Gill is sure to be a real find.

A native of Washington, D.C., Gill came to the attention of Atlantic via another young roster member and product of that city, Stacy Lattisaw. Schoolmaster at D.C.'s Sousa Jr. High School, Lattisaw renewed her acquaintance with Gill last year when she began singing informally with him. A tape of their "fooling around" found its way to Cotillion's president, Henry Allen, who immediately inked Gill.

Allen's second move was to bring veteran producer Freddie Perren on board, and the result is a diverse debut disc, tailor-made to showcase Gill's broad abilities. The album's first single, "Super Love," is bulletting at #65 in its second week on the **Cash Box** Black Contemporary Singles chart, proving that its the present — as well as the future — that belongs to Johnny Gill.



TOP POP DEBUTS

SINGLES

63 TAKE TO YOUR HEART — Quarterflash — Geffen

ALBUMS

58 IN YOUR EYES — George Benson — Warner Bros.

POP SINGLE

FLASHDANCE...WHAT A FEELING

Irene Cara
Casablanca/PolyGram

B/C SINGLE

JUICY FRUIT
Mtume
Epic

COUNTRY SINGLE

YOU CAN'T RUN FROM LOVE
Eddie Rabbitt
Warner Bros.

JAZZ

LOW RIDE
Earl Klugh
Capitol

NUMBER ONES



Michael Jackson

POP ALBUM

THRILLER
Michael Jackson
Epic

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

**"INSIDE
LOOKIN' OUT"
WILL MAKE 1983
AMERICA'S
JUNIOR YEAR**



812 325-1 M-1

This British brother is turning America inside out with his new album, featuring the hit single, "Communication Breakdown."

812 397-7



Manufactured and Marketed by
PolyGram Records
.....
© 1983, PolyGram Records, Inc.



'83-'84 DIRECTORY

41ST ANNIVERSARY EDITION

A COMPLETE SOURCE BOOK FOR THE MUSIC/RECORDING INDUSTRY

ISSUE DATE:
JULY 2, 1983

COPY DEADLINE:
JUNE 17, 1983

ADVERTISING DEADLINE:
JUNE 22, 1983

TO SUBMIT YOUR LISTING CONTACT:

INNA TREGUB
6363 SUNSET BOULEVARD • SUITE 930 • HOLLYWOOD, CA 90028
213 • 464-8241

TO RESERVE ADVERTISING SPACE CONTACT:

LOS ANGELES:
MARK ALBERT
6363 SUNSET BLVD.
SUITE 930
HOLLYWOOD, CA 90028
213 • 464-8241

NEW YORK:
J.B. CARMICHAEL
1775 BROADWAY
SUITE 630
NEW YORK, NY 10019
212 • 586-2640

CHICAGO:
CAMILLE COMPASIO
1442 S. 61ST AVE.
CICERO, IL 60650
312 • 863-7440

NASHVILLE:
JIM SHARP
21 MUSIC CIRCLE EAST
NASHVILLE, TN 37203
615 • 244-2898



COMPUTERS, COMPACT DISCS AND CROWDS — That was the story of the 1983 International Summer Consumer Electronics Show (CES) in Chicago June 5-8, as more than 80,000 attendees were on hand to see the latest in computers, games, video, audio and telephone products, among other things. The '83 Summer Show was the largest CES, both in terms of space used and the number of people who came, firmly establishing it as the biggest trade show in the country.

Computer Product Highlighted At Record-Breaking Summer CES

by Michael Glynn

CHICAGO — If there was any doubt that the consumer electronics industry has rebounded strongly from its slump last year as a result of the dramatic growth of new technologies, it was certainly erased in the minds of attendees at 1983 International Summer Consumer Electronics Show (CES). A record-breaking crowd of more than 80,000 crammed into McCormick Place, McCormick Inn, the Conrad Hilton Hotel and McCormick West June 5-8 to witness what has now been established as the largest trade show in the U.S.

RCA Consumer Electronics' William Boss, in his keynote speech during the opening Overview Conference of the show, offered as proof positive of the business' recovery a projected 12% increase this year in total factory sales of "traditional" consumer electronics products, such as audio and video. And for what he called "our newest (and hottest) products" — computers, games and telephones — a

50% growth rate was predicted. Combined, he stated, the two sectors make up what could well amount to a \$20 billion dollar industry this year.

The electronic industry's "newest (and hottest) products" also, quite expectedly, turned out to be the darlings of the show. The dailies here dubbed the '83 Summer CES "a computer show" and that characterization wasn't far off the mark. Thousands of awestruck attendees made the pilgrimage through a sea of new hardware and software at McCormick West, which was used by the CES for the first time this year, to accommodate the many computer and games exhibitors.

One item, in particular, that caused a stir within the computer camp, was Coleco's ADAM system, a self-contained family unit that is expected to retail for approximately \$600. Comprised of an 80K RAM memory with a built-in data-pack drive, keyboard

(continued on page 28)

Not Very Happy

Merchants Weigh Response To Latest Label Price Hikes

by Jim Bessman

NEW YORK — Retailer shelf and sale prices will undoubtedly soon rise again following the current round of wholesale price hikes. Dismayed retailers and wholesalers surveyed by **Cash Box** see an end to the relative product rise stability of the last six to nine months, though many are in the "wait-and-see" phase, nervously eyeing those majors who have yet to follow the lead set in the last two weeks by WEA, Capitol and Motown. A general consensus that the upward costs spiral may well force shelf prices to list and beyond was held among some of the industry's biggest rack jobbers, who foresee many of their clients unable to keep discount record racks below list price.

WEA's boost late last month upped suggested retail list price product of \$5.98 or over by approximately 1.5% such that \$5.98 list product rose to \$3.68 base price, \$5.98 list to \$4.30 base, \$8.98 to \$5.53, \$9.98 to \$6.13, \$10.98 to \$6.74, \$11.98 to \$7.36, and \$12.98 to \$7.97 (**Cash Box**, June 4). In addition, an expanded retailer volume discount structure allows dealers a seven percent discount if annual volume is \$325,000 to \$999,000 and eight percent if over \$1,000,000.

Capitol Records and Motown Records quickly followed suit. Capitol's wholesale price went up one percent, with a breakdown by base, consolidated, and bulk pricings showing \$1.99 list price singles at \$1.34 base, \$1.28 consolidated, and \$1.22 bulk; \$5.98 list price LPs at \$3.44 base, \$3.30 consolidated and \$3.23 bulk; \$8.98s at \$5.36 base, \$5.14 consolidated, and \$5.03 bulk; and \$9.98s at \$5.96 base, \$5.72 consolidated, and \$5.60 bulk. As for Motown, the double-album midprice line went up one dollar to \$9.98.

Dealer reaction to these moves has been predictably bitter. "The consumer pays," said Bill Berry, president of New Orleans' three Warehouse Records & Tapes stores. "This constant raising and dropping of prices is not going anywhere or creating

stability in the market, and consumers don't know what's going on."

At Great American Music Co. in Minneapolis, chain head Ira Heilicher also noted that the result of the higher costs to retailers and wholesalers would be felt on the consumer level, and complained that the increases come down "just when this industry is on a roll." Mario DeFilippo, vice president of purchasing at the Handleman Company rack outfit in Clawson, Mich., agreed. "Quite frankly, we're shocked and dismayed," said DeFilippo. "The industry is turning around and now we get hit with something like this."

Mike Spector, president of M.J.S. Entertainment Corp. one-stop in Miami, was more blunt. "I think they're crazy!" he exclaimed. "When you have a recovery underway, you want to hold prices and increase deals and advertising. But the

(continued on page 24)

Labels Ready To Launch Cassette Programs For Summer

by Jeffrey Ressler

LOS ANGELES — Realizing summertime means more people listening to car stereos on road trips, personal tape players while outdoors and portable ghetto blaster stereos at the beach, major labels are seizing the opportunity for increased sales of cassette product by planning appropriate promotional campaigns centering around the configuration. Some, such as MCA and the Warner/Elektra/Atlantic group, intend to release new titles in their cassette two-fer lines; A&M is focusing on its audiophile-quality Police album recorded on chromium-dioxide tape, a summer sales series and a cassette dubbed "Dance To It"; and Columbia, PolyGram and Motown are currently in the process of finalizing extensive programs for their prerecorded

(continued on page 12)

Black Music Month Salutes At Radio Stymied By Arbs

by Michael Martinez

LOS ANGELES — Special Black Music Month programming at the nation's black-oriented stations — including traditional R&B-oriented stations and Urban Contemporary formats — might be impaired this year due to Arbitron competition, according to a spot check of outlets by **Cash Box**.

Since the Arbitron Spring rating period, which started March 17 in most major markets — ended June 8, many stations were completing promotions aimed at boosting numbers through the first of the month. The Arbitron Summer ratings sweep will not begin until June 23 in most markets, which creates a lag during June this year in the development of special programming.

It is competition among stations in each market that most contacted agree has taken the greatest toll on development of black Music Month programming, although Barry Mayo, program director at WKRS in New York, where competition reigns thickest, said that such an observance would probably have a great impact.

In a market dominated more by Urban

Contemporary rather than the traditional R&B stations, Mayo said, "some of the Hispanic and white listeners would probably get more out of Black Music Month observance than people who have lived with the music all their lives."

"Black Music Month programming could help serve as a reminder of where the dance music they are listening to got its origins," he added.

Those stations that have developed programming focused on the history of black music, or its observance during June, primarily center around packaged programs such as Syndicate It, Inc.'s "Music of Black America" and Motown's, seven-LP radio special *The Motown Story: The First 25 Years*.

None of those contacted denied the importance of such programming, but noted that the timing of the June salute could stop comprehensive development of special programming and that because some label efforts to highlight the month were not timely because the ratings race was in the final stretch.

"We're just coming out of the Arbitron for the Spring," explained Bobby O'Jay, program director Memphis station WDIA.

"We had been concentrating on existing promotions when the ratings period started; so Black Music Month was here before we knew it."

However, beginning June 18, the station will air both the Syndicate It and Motown specials, starting at 6 a.m. with the *Music Of Black America*, hosted by KDAY air personality and entertainer Lou Rawls, and then running the complete Motown special that will run from 10 p.m. June 18 until 5 a.m. June 19.

O'Jay said that starting July 18 (more than three weeks after the summer Arbs period starts), WDIA will commence an eight month promotion dealing with black music and black history in America, which he said would be supported by label giveaways and tie-ins with local merchants and services.

Another station that has been in the midst of heated Arbitron competition is O.K. 100 in Washington D.C., where operations manager John Turk said that no programs for Black Music Month have been finalized. Turk noted that there were several options currently being considered, but that, "Black Music Month being in June didn't give us a lot of time to put together a great program because we have been involved in the Spring ratings."

Noting that the next Arbitron ratings period — the Summer Book — would not

(continued on page 13)

12th Fan Fair Starts With A Bang In Nashville

by Tom Roland

NASHVILLE — The 1983 edition of Fan Fair set off to a blazing start last week with more than 15,000 advance registrants and additional visitors who purchased their tickets at the last minute pouring into Nashville for the week long celebration that included numerous showcases and more than 350 exhibit booths representing various record companies, artists, publications and other concerns.

While last year's Fan Fair, the first one held outdoors at the Tennessee State Fairgrounds, saw temperatures that soared into the mid-90's throughout much of the week, weather was much more moderate for the first three days of the event this year with plenty of sun during the late-mornings and afternoon and fairly cool temperatures during the evening. As a result, there was noticeably less grumbling among fans and industry executives alike about the festival's move to the outdoors.

For the first 10 years of the annual consumer convention, Fan Fair was held downtown in Municipal Auditorium, but, with increasing attendance and the limited

(continued on page 18)

BUSINESS NOTES

Compact Disc Group Sets Course

CHICAGO — Representatives from 20 of the 23 digital audio Compact Disc player and recording manufacturers presently affiliated with the Compact Disc Group (CDG) attended the initial steering committee meeting of the newly formed association here June 5. The CDG, officially introduced at a press conference the day before, has been formed to help launch the new digital audio technology.

At its press conference, the CDG unveiled the first edition of its Compact Disc Catalog, which includes a listing of the more than 250 CD recordings released or planned to be released by August of this year. According to Steve Traiman, vice president and executive director of the Recording Industry Assn. of America (RIAA) and currently functioning as CDG coordinator, the software catalog will be updated on a quarterly basis, with revised editions already slated for September and December. He added that there is a possibility of issuing catalog updates on a monthly basis as the pace of CD software introductions pick up.

Traiman also noted that the CDG will announce details of a wide-ranging program in support of individual member company efforts for the Compact Disc in the near future.

"The Compact Disc Group and Information Center will soon be implementing a full-scale program designed to create a broad awareness and understanding of digital audio technology and the Compact Disc," he said. "This program will be implemented through HWH Enterprises, which is functioning as the CDG Information Center."

Spearheading the Compact Disc Group's launch, in addition to Traiman, are Emiel Petrone, U.S. Compact Disc Coordinator for PolyGram Records; John Briesch, vice president, audio sales and marketing, Sony Corp. of America; and Dan Davis, executive vice president of the National Assn. of Recording Merchandisers (NARM).

Compact Disc Group affiliates and their steering committee representatives include Arista Records (Rick Dobbis); Bang & Olufsen of America (Jack Buchanan); Capitol Records (Walter Lee, Bill Burks — alternate); CBS Records (Jerry Shulman); Chrysalis (Paul Hutchinson); Denon America, Inc. (Robert Heiblim); Hitachi Sales Corp. of America (James T. Maynard); JVC Company of America (George Meyer, John Egawa); Marantz Co., Inc. (Robert Fried); Mitsubishi Electronic Sales of America (Leo Delaney); NAP Consumer Electronics (Harlan Lippincott); Pioneer Electronics (USA) Inc. (Chris Byrne); PolyGram Records, Inc. (Emiel Petrone, Harry Losk); RCA Records (Robbin Ahrold); Sansui Electronics Corp. (Gary Elias, Fumio Ito — alternate); Sanyo Consumer Electronics Div. (Kent Hammond); Sharp International Corp. (Tom Taonessa); Sony Corp. of America (John Briesch); Technics (Paul Foschino); Telarc Records (Jack Renner); Toshiba America (Takashi Watanabe); Warner Communications Records Group/WEA Corp. (Dave Mount, Stan Cornyn — alternate) and Winham Hill Prods., Inc. (William Ackerman).

Traiman stated that as many as 10 more companies are expected to join the CDG by September.

Membership in the group is limited to manufacturers of Compact Disc players and recordings. Coordinator contacts include Davis and Mickey Granberg of NARM; Traiman, Stanley Gortikov and Audrey Strahl of RIAA and Lois Whitman, Eliot Hess, Ron Marin and Debbie Eiser of HWH Enterprises and the Compact Disc Group Information Center.

The CDG and Information Center can be contacted by writing to P.O. Box 2395, Rockefeller Center Station, N.Y., N.Y. 10185 or by calling (212) 335-6947.

Amendment Sought For N.Y. Anti-Piracy Law

NEW YORK — Legislation to close a technical gap in New York State's anti-piracy laws has been introduced by Assemblywoman Helene Weinstein (D.-Brooklyn). The proposed amendment would grant exclusive licenses of recordings the right to file complaints regarding piracy. Under present state law, only owners are allowed to seek prosecution of record pirates.

"There are many record companies in the United States who have the exclusive right to manufacture and distribute records within the United States but are not considered the owner and therefore cannot bring a complaint," said Weinstein. "This act would fill a technical gap by adding exclusive licenses to the definition of the word owner."

Aside from giving labels greater leverage in pursuing pirates, Weinstein added that the amendment would also "be cost effective in two ways. Firstly, the State would not have to pay for witnesses from abroad to testify, and secondly, and most important, once the record pirates are put behind bars legitimate record sales will bring tax revenues into the State and create legitimate jobs."

Schwartz Bros. Shows A Net Loss For 1982

NEW YORK — Despite record sales, figures released by Schwartz Bros., Inc. for the year ended Jan. 31, 1983 show a net loss of \$211,377, or 26 cents per share, on sales of \$50.8 million. The 1983 tally compares with net income of \$197,248, or 25 cents per share, on sales of \$45.4 million for the year ended Jan. 31, 1982.

In the company's annual report shareholder letter, the company attributed the poor earnings to an expansion of the company's wholesale activities and to the expenses resulting from the closure of one of its retail outlets. Schwartz Bros., which operates 25 Harmony Hut retail outlets in New Jersey, Pennsylvania, Virginia and Maryland, expanded its wholesale operation last September to include computer software and accessories. In the latter part of fiscal year 1981, the company entered into wholesaling video software and accessories.

The shareholder letter noted that wholesale lines traditionally hold a lower profit rate than retail lines.

As for the record sales figure, which showed an 11.9% increase from the year before, Schwartz Bros. credited its continuing increase in sales from its wholesale video lines, as well as sales made at two new retail outlets that opened in fiscal 1982.

ASCAP To Hold Synth Workshops In June

LOS ANGELES — A workshop on the role of the synthesizer in motion picture scoring will be sponsored here by the American Society of Composers Authors and Publishers (ASCAP) beginning June 27 at the ASCAP offices. The second session is set for June 28 at the Burbank studios of Bo Tomlyn, who will moderate the session.

Azoff To Bolster Support Of MCA Nashville Division

by Tom Roland

NASHVILLE — With the activities of the 12th annual Fan Fair raging in another area of the community, newly appointed MCA Records president Irving Azoff demonstrated his support of the label's Nashville division, giving the country segment of the corporation more autonomy and freedom, noting that the division, headed by vice president Jim Foglesong, has carried the company through the past several years. Azoff, who made his comments June 9 at a conference at the Spence Manor, also predicted the demise of one of the six major branch distributors.

Azoff, on hand for the Fan Fair activities and the MCA showcase along with recently named vice president Jerry Sharrell, suggested that the country office has pulled MCA through the past several years, and he indicated that the country division "no longer operated on a budget." He said that he has given Foglesong the autonomy to run the office as he sees fit, with expansion and aggressive pursuit of available artists an important factor in building MCA. He added that expansion would take form in whatever areas Foglesong deemed necessary, including staff additions, increased marketing efforts or an enlarged roster.

Azoff, long noted for his abilities as a manager with Front Line Management, where he dealt with such acts as the Eagles, Dan Fogelberg, Chicago and Jimmy Buffett, further indicated that MCA will be run more from an artist/manager viewpoint, with the development of careers taking precedent over current budgets. He suggested that longevity is the key to success for any particular artist and that the company will not be afraid to spend additional dollars where necessary to build the artists' future, even when the expenditures are not particularly well-suited to the budgets of current projects.

The 35-year-old executive also added that MCA will announce the signing of three

(continued on page 23)

Iley Named To Cash Box Post In United Kingdom

LOS ANGELES — Chrissy Iley has been named the **Cash Box** representative in the United Kingdom, effective immediately. Iley succeeds Nick Underwood, who will step down as **Cash Box** United Kingdom representative at the end of June.

Iley will continue to work out of the **Cash Box** London office until June 25. After that time, she will be located at 54a Cambridge Gardens, London W10. Her telephone number will be 960-2736.

Prior to joining **Cash Box**, Iley was a freelance writer, contributing music columns to British newspapers, including the *London Standard* and Europe's biggest selling newspaper, *The Sun*.



Chrissy Iley

REVIEWS

ALBUMS

OUT OF THE BOX



THE WILD HEART — Stevie Nicks — Modern 7 90084-1 — Producer: Jimmy Iovine — List: 8.98 — Bar Coded

The follow-up to her successful solo debut, "Bella Donna," this new package firmly establishes an identity outside of Fleetwood Mac for Nicks. A highly polished effort, "The Wild Heart" has all of the elements that have made Nicks one of the most popular performers today. Her current single, "Stand Back," stands out, as do the "Sara"-like "Gate And Garden," the ethereal "Beauty And The Beast" and the hauntingly beautiful "Nightbird." A duet with Tom Petty ("I Will Run To You") brings even more energy to the set.



SYNCHRONICITY — The Police — A&M SP-3735 — Producers: Hugh Padgham and The Police — List: 8.98 — Bar Coded

Pop's most commercial proponents of reggae follow up 1981's powerful "Ghosts In The Machine" admirably on this carefully constructed album filled with exotic rhythms, philosophical lyrics and meticulously textured harmonies. The disc's first 45 selection, "Every Breath You Take," jumps into a Top 20 slot on the current **Cash Box** Pop Singles chart, with its sights firmly set on the #1 spot, and don't be surprised if the long-player attempts similar surges over the next few weeks. In order to further highlight the importance of this release, A&M has wrapped the record in 36 variable cover designs and pressed it on KC-600 Audiophile vinyl, with pre-recorded cassette copies manufactured on chromium dioxide tape at no extra charge to consumers.

FEATURE PICKS

POP

ALLIES — Crosby, Stills & Nash — Atlantic 800 75-1 — Producers: Graham Nash, Stephen Stills and Stanley Johnston — List: 8.98 — Bar Coded

Two politically oriented, unreleased

(continued on page 10)

CASH BOX PROUDLY PRESENTS ITS FIFTH ANNUAL

SPOTLIGHT
ON
BLACK MUSIC

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

TO RESERVE SPACE CONTACT:

MARK ALBERT • 6363 SUNSET BLVD. • SUITE 930 • LOS ANGELES, CA 90028 • 213 • 464-8241
J.B. CARMICLE • 1775 BROADWAY • SUITE 630 NEW YORK, NY 10019 • 212 • 586-2640

REVIEWS

ALBUMS

(continued from page 8)

songs — "War Games" and "Raise A Voice" — are included on this CSN album recorded live at various venues. Most of the platter's tracks — among them re-workings of The Beatles' "Blackbird" and Stephen Stills' Buffalo Springfield hit, "For What It's Worth" — come from a 1982 stand at Universal Amphitheatre in Southern California during the multi-platinum trio's "Wasted On The Way" comeback tour last year, while two cuts date back to a 1977 Houston gig. Session masters Danny Kortchmar, Jeff Porcaro and Joe Vitale contribute their talents, giving somewhat of a studio feel to the waxing despite the actual concert hall environment.

OCTOPUSSY — Original Motion Picture Soundtrack — A&M SP-4967 — Producer: John Barry — List: 8.98 — Bar Coded

With a provocative title, thrill-a-second stunt work and bravura performances by lovely Maud Adams and the dashing Louis Jordan, not to mention the familiar antics of Roger Moore as James Bond 007, movie insiders are banking on *Octopussy* to be one of the summer's biggest box-office hits. The soundtrack LP could do big business also, especially if Rita Coolidge's title tune, "All Time High," picks up a pop radio following. For some inexplicable reason, the song is included twice on this album, which also features atmosphere music by John Barry. Two cuts, "Bond Look-Alike" and "The Palace Fight," use snatches of the well-known 007 signature theme composed by Monty Norman.

YOUR MOVE — America — Capitol ST-12277 — Producer: Russ Ballard — List: 8.98 — Bar Coded

Soft pop, adult contemporary and MOR outlets may find much to their liking on America's newest album, produced by ace knob-twirler Russ Ballard, who previously played with bands like 4+2 and the U.K. outfit Argent. The Royal Philharmonic Orchestra string section, conducted by "Hooked On Classics" mastermind Louis Clark, contribute adventurous shadings to songs like "The Border," while on airy, mid-tempo ballads such as "She's A Runaway," they simply add syrupy-sweet flavoring. Catchy poppers — including the opener, "My Kinda Woman" — could find favor with DJs into mellow, Hall & Oates-type sounds.

TEXAS FLOOD — Stevie Ray Vaughan and Double Trouble — Epic BFE 38734 — Producers: Stevie Ray Vaughan, Richard Mullen and Double Trouble — List: None — Bar Coded

When Stevie Ray Vaughan recently backed out of a commitment to perform as lead axeman for David Bowie's 1983 tour so he could pursue a solo career, jaws dropped. Why would an unknown guitarist give up the chance of a lifetime to appear alongside one of rock's greatest legends? Well, the answer is simple: the dude is hot!! Playing blues-rock in the tradition of Eric Clapton, Muddy Waters and B.B. King, Vaughan smokes from start to finish on his first solo endeavor, and with John Hammond overlooking the project as executive producer, it's a first class production all the way. Recommended selections are "Rude Mood," "Pride and Joy" and "Tell Me."

FORTUNE 410 — Donnie Iris — MCA 5427 — Producer: Mark Avsec — List: 8.98 — Bar Coded

With a computer graphics cover design, a variety of synthesizer accompaniment and synthesizer accompaniment and song titles like "Do You Compute?," could it be

NEW FACES TO WATCH

Martin Briley

Mercury recording artist Martin Briley is understandably concerned that he is getting a bad rap as a misogynist. After all, his current single "The Salt of My Tears," is an embittered discarding of a rather sadistic lover "who laughed when the knife was twisted." Other songs on his new "One Night With A Stranger" LP also describe failed love relationships, and even the surreal cover painting portrays the dapper, beret-capped artist in a nasty romantic setting, frantically swimming to the top of a water-filled hotel room to escape the chill of the stiletto-heeled stranger on the bed beside him.

So he is quick to set the record straight. "I've been divorced twice, and it's a pet project, but I think women are great," he argued; "but it's difficult for me to write overly gushy songs. Basically, people are reserved and my lyrics are reserved."

Briley is just as quick to admit that his lyrics are frequently sarcastic, even snide, as when he tells her she ain't worth the salt in his tears. "People always felt that my songwriting was too left field to get played," he notes, recalling his earlier work on his "Fear Of The Unknown" album from 1981 and other tunes recorded by the diverse likes of Pat Benatar ("Take It Any Way You Want It"), Karla DeVito ("I'm Just Using You") and Barry Manilow ("Getting Over Losing You"). "I'm still doing the same thing, it's just that now people are into it."

Though he had been writing songs since the age of 14, he did not concentrate on it until after concluding a two and a half year stint with fellow Englishman Ian Hunter in the late '70s. In the early part of that decade he was a session musician in England and played and sang on records, jingles and such television programming as the "Vera Lynn TV Series" and "The Cliff Richard Show." Having "tried and done everything once" in this end of the music business, he joined the "fist on forehead" art-rock group Greenslade, playing both on its fourth and last album and 1975 trip to America.

Greenslade broke up, and after a 1976 solo instrumental album project failed to materialize, he made a perma-

true that pop-rocker Iris has gone the trendy way of U.K. techno-dance? Naaah. Don't let the electronic trappings fool you; for the most part Iris is still churning out furious rock 'n' roll laced with the potent hooks he's known for. However, there are a few DOR techno-ditties on this LP that even the artist's loyal fans should enjoy. "Ah! Leah!" made folks notice Iris back in 1980-81, and "Fortune 410" should make them even more conscious of his songstyling skills.

DUCK ROCK — Malcom McLaren — Island/Atlantic 60068-1 — Producers: Malcolm McLaren and Trevor Horn — List: 8.98 — Bar Coded

Rock 'n' roll's most whimsical charlatan, Malcolm Mc-Mc-Mc-McLaren, liberally borrows ideas from such sources as early Sugarhill scratch-rap (the club hit "Buffalo Gals"), Bahamas Junkanoo music (the jump-rope jumper "Double Dutch"), Brian Eno's ambient experiments (the soothing "Obatala") and Weather Report's "Sweetnighter" (the fusion-tinged "Legba") for his debut LP. Still, the end result is a highly original package. McLaren, who guided the careers of The New York Dolls, The Sex Pistols, Adam and the Ants and BowWowWow, is aided here tremendously by production genius Trevor Horn. Expect



ment move to America in 1977, spending his first year as a waiter in a Long Island restaurant. Following a period of "slumming around in New York," he returned to music as bass guitarist for Ellen Foley, whom he met at Hunter's Westchester home. He played on Foley's debut album, "Night Out," and then toured with her before he joined Hunter's band and toured and recorded with that unit until 1980.

"I was left with only \$60 in cash after each Ian tour," jokes Briley with customary self-deprecating wit, so during the last tour with him I set up my own publishing deal and began writing for myself and others." He also made use of an offer for free studio time, and began putting together his first album by cutting what he calls its two "most suicidal songs" in "One Step Behind" and "Heart Of Life."

In "Heart Of Life," Briley sets a marital scene where "labour-saving devices stole her heart away". He further reasons that since telling lies is such a meager sin... if I make it up to heaven, let me in." And while it's true that many songs from "One Night With A Stranger" continue in this cynically satirical vein, there are at least a few that, as Briley attests, present a far more favorable view of love and women, with an equally offbeat lyrical flair.

As for his music, Briley is not left field at all, but straight down the center of tunefully concise, guitar-based rock with minimal keyboard embellishments and strong choruses.

both modern music and B/C stations to fall under the duck rock spell.

SOPHIE'S CHOICE — Original Motion Picture Soundtrack — Southern Cross SCRS 1002 — Producers: Marvin Hamlisch and John Lasher — List: 8.98

Director Alan J. Pakula picked Marvin Hamlisch to compose the score for his film because "his music gives the characters an extra resonance... clothes them with a dignity and a sense of life and legend." Here Hamlisch, who first came to prominence with the Scott Joplin rag soundtrack for *The Sting*, gently tinkles the keyboards in a dramatic, almost classical fashion. Memories of Meryl Streep in her Oscar-winning performance should come to mind while hearing "Love Theme," "Aren't All Women Like You" and "Ample Make This Bed."

BLACK CONTEMPORARY WHEN WILL I SEE YOU AGAIN — The O'-Jays — Philadelphia International CBS FZ 38518 — Producers: Kenneth Gamble and Leon A. Huff — List: None — Bar Coded

A boogie-woogie piano, a throbbin' bass line and series of guitar twangs welcomes the O'Jays' familiar harmonies on the recent 45, "I Can't Stand The Pain," which

(continued on page 11)

REVIEWS

SINGLES

OUT OF THE BOX



U2 (Island 7-99861)

Two Hearts Beat As One (3:52) (Island Music — BMI) (U2) (Producer: S. Lillywhite)

America has finally noticed these Irish rockers. They're in the midst of a breakthrough tour, and this track from the "War" LP should provide strong support. The pounding bass figures, snap drumming and Bono's voice combine for an intensity that cannot be denied.

FEATURE PICKS

POP

RITA COOLIDGE (A&M AM-2551) All Time High (3:00) (Blackwood Music Inc. — BMI) (J. Barry, T. Rice) (Producer: J. Barry)

Coolidge joins the likes of Shirley Bassey, Carly Simon and Sheena Easton as the artist responsible for bringing us another James Bond theme. "All Time High" is the main title theme to the newest Bond epic, *Octopussy*, starring Roger Moore in his final appearance as Agent 007. Coolidge looks to return to the pop charts, and this mid-tempo ballad seems to be her best bet.

BONNIE TYLER (Columbia 38-03906) Total Eclipse Of The Heart (4:29) (Lost Boys Music — BMI) (J. Steinman) (Producer: J. Steinman)

Producer and songwriter Jim Steinman seems to have found another Meat Loaf in Bonnie Tyler, who suits his material as admirably as her more bombastic predecessor. No longer the harsh Rod Stewart soundalike of "It's A Heartache," Tyler shows a countrified soulfulness amidst Steinman's familiar heavy operatic production style, all on a mournful but memorable ballad.

SCOTT BAI0 (RCA JH-13553) Some Girls (3:20) (Chinnichap Music — BMI) (M. Chapman, N. Chin) (Producer: M. Lloyd)

This '80's bubblegummer is not to be confused with the Stones' song of the same name, but it does have the farfisa-based party sound of Joe "King" Carrasco. Baio's boyish vocals and the song's innocuous lyrics are the stuff of that teen mag features are made.

SIMPLE MINDS (A&M AM-2556) Someone Somewhere In Summertime (3:56) (Colgems EMI Music Inc. — ASCAP) (J. Kerr) (Producer: P. Walsh)

Music and words here fit in well with "New Gold Dream" title of the album from which it's taken. Vocalist Kerr hopes to find someone else to share his solitary psychic state, barren mood mirrored by stark guitarwork and synthesizers.

KAREN JACKSON (BMI Records WS4 03903)

(And Now I'm) Born Again (3:54) (Screen Gems — EMI Music, Inc. — BMI/Colgems EMI Music, Inc. — ASCAP) (P. Brown, B.

(continued on page 11)

REVIEWS

ALBUMS

(continued from page 8)

opens this album and is bulleting at #60 on the B/C Singles chart. Rhythm & blues mainstays since the post-1972 hits "Back Stabbers," "For The Love Of Money" and "Love Train," the O'Jays' latest Philly Int'l effort features a batch of dancers and romancers that are downright infectious, among them "Betcha Don't Know" ("What Comes After That") and "Put Our Heads Together."

GOSPEL

PASSIN' THE FAITH ALONG — The new Gaither Vocal Band — Day Spring DST-4102 — Producers: Billy Smiley and Warren Peterson — List: 8.98.

Gaither has become one of the foremost talents in the gospel industry in several configurations, including the Bill Gaither Trio and this quartet. On "Passin'." the band covers a wide range of styles with its thick vocal harmonies, moving almost at will between more traditional southern gospel strains and uptempo pop scores. The group maintains a definite optimistic mood throughout the LP, as the tunes hold messages of hope and praise.

JAZZ

THINK OF ONE — Wynton Marsalis — Columbia FC 386410 — Producer: Wynton Marsalis — List: None — Bar Coded

On his second solo album, 21-year-old jazz wunderkind Marsalis offers further proof why he is considered the most eloquent trumpet player to emerge since Miles Davis came on the scene in the late 1940s and early 1950s. Displaying a keen sense of rhythm and arrangement while constantly reinforcing his own smooth, unique style, Marsalis and his group triumph with covers of Duke Ellington's "Melancholia," Thelonious Monk's "Think Of One" and a triad of the hornman's self-penned pieces. Look for this disc to rapidly ascend the jazz charts and reap a multitude of hosannas from critics around the globe.

LIGHT BLUE: ARTHUR BLYTHE PLAYS THELONIOUS MONK — Arthur Blythe — Columbia FC 38661 — Producer: Arthur Blythe — List: None — Bar Coded

An unlikely "cello-tuba-guitar" combo gathers here under the guidance of super saxman Arthur Blythe to jam on six compositions by the late jazz pianist Thelonious Monk, proving how adaptable and credible Monk's works are in any form. Since the artist's demise in early 1982, a number of reissues and tributes performed by other keyboardists have been released, but the offbeat nature of this LP brings such a different emphasis to Monk's rhythmically innovative, eccentric compositions that jazz programmers will find it hard to resist.

NEW AND DEVELOPING

WILDLIFE — Swan Song/Atlantic 90078 — Producer: Mick Ralphs — List: 8.98 — Bar Coded



Bad Company's drummer Simon Kirke and axe-grinder Mick Ralphs join forces to assist this crew of English newcomers with its debut album, which will also receive support via a major American tour soon. Lead singer Steve Overland possesses a commanding voice perfectly suited for hard-rocking stations, especially on howlers like "Somewhere In The Night," but he also proves equally adept at handling mid-tempo ballads in the vein of "Just A Friend."

REVIEWS

SINGLES

(continued from page 8)

Burg) (Producer: C. Maduri)

Combining Streisand's subtle phrasing and Easton's brassy upper register, Karen Jackson finds, as the title suggests, new love life. The uplifting love ballad deserves a shot on A/C formats.

BLACK CONTEMPORARY

SMOKEY ROBINSON with HIGH INERGY (Tamlam 1684 TF)

Blame It On Love (3:36) (Chardax Music — BMI) (D. Deluca, T. Munda) (Producer: G. Tobin)

Motown's vice president takes care of business with a pretty ballad in the crossover style of recent James Ingram smash hits. Smokey's classic falsetto turns bittersweet as he trades laments of a break-up with High Inergy. The freshness of their sound is a plus to his timeless voice.

DAZZ BAND (Motown 1680MF)

Party Right Here (3:53) (Jobeto Music Co. Inc., Ujima Music, Three Go Music — ASCAP) (B. Harris, E. Pearman, Heshimu) (Producer: R. Andrews)

A track for serious funk! The years on the road have paid off as the band slides effortlessly into an irresistible party groove no doubt born on stage and carried here into the studio with care. Not as frantic as the monster "Let It Whip," but packed with just as much potential for crossover pop success.

12-INCH SINGLES

YVONNE BROWN (Montage MS 607)

My World Is Empty Without You (5:07) (Stone Agate — BMI) (Holland, Dozier, Holland) (Producers: Eli, D. Diamond, S. Avedis, J. Jarvis)

Despite synthesizer flashes and a drum program, this cover hews close to the original frame erected by The Supremes and the Motown hit-making machine of the '60's. Strong sax solo and nice flourishes by Brown could make this re-working a popular disc for summer partying.

JOCKO (Sugar Hill SK 458)

Everybody's Uplight (Tryin' To Get Their Money Right) (5:22) (Sugar Hill/Rocketship — BMI) (J. Henderson, S. Robinson) (Producers: J. Henderson, S. Robinson)

Jocko Henderson "keeps on rappin' thru the budget cuts" because he's "obligated to tell it like it is." Jocko's well-crafted spell will invite comparisons to Fatback's "Is This The Future?" but the sparsely arranged track manages to convey its own hipness throughout the economic diatribe.

NEW AND DEVELOPING

ZEBRA (Atlantic 7-89821)

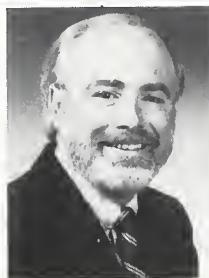
Who's Behind The Door? (3:25) (Riddy-Diddy Publishing Corp. — ASCAP) (Randy Jackson) (Producer: J. Douglas)

The debut single by the popular New Orleans/Long Island-based power trio appears heavily influenced by *Close Encounters Of The Third Kind* in its extraterrestrial lyrics. Musically, a thoughtful acoustic guitar intro builds gradually into a full-blown arrangement including airplane and video game attack noise, with guitarist/vocalist/songwriter Randy Jackson matching the action by raising his vocal to a catlike falsetto.



Matchmaking the action by raising his vocal to a catlike falsetto.

EXECUTIVES ON THE MOVE



Holdredge



Hackett



Nesbitt



Angelotti

Holdredge Appointed — Roger Holdredge has been appointed marketing manager, western region for CBS Masterworks. He joined CBS Records in 1975 in the mailroom of the Boston branch and in 1979 he moved to Los Angeles as sales manager of CBS Records' branch in that city. Mr. Holdredge holds a B.A. degree from Providence College and is currently pursuing an M.B.A. degree at Pepperdine University.

Chrysalis Names Three — Chrysalis Records has announced the first three appointments of the Chrysalis regional promotion staff. Jeff Hackett has been named southwest regional field representative. He had been with Chrysalis for seven years, and previously has worked in promotion for Elektra, RCA, and Island. Robert Nesbitt was promoted to northwest regional field representative. He had been with Chrysalis for six years, and will be based in Seattle. Al Twanmo has been named southeast regional field representative. Twanmo had been with Chrysalis for five years and will be based in Atlanta.

Baumbusch Joins CBS — Richard A. Baumbusch has joined CBS Toys as vice president-marketing. Before joining CBS Toys, he was marketing director for Intellivision at Mattel Electronics.

Hunter Promoted — Robert L. Hunter has been promoted to vice president and general manager, the CBS Electronics unit of CBS Toys. Since 1982, he was vice president, CBS Video Games (the former name of CBS Electronics).

Angelotti Named At Sparrow — Bob Angelotti has been named director of special markets & publicity for Sparrow Records. He was previously vice president and director of media relations for Joy Productions Inc.

Camelot Names Two — Camelot Enterprises, Inc. has announced that Bill Rees, formerly regional director, becomes Camelot's marketing director this month, and Dan Chu had joined the company as director of human resources in May. He began as a sales clerk 14 years ago with the company and most recently was district supervisor before becoming regional director in 1979. Under his direction, Florida became the chain's top state in number of stores with 22 retail outlets. In 1979, he spearheaded Camelot's move into Texas, where nine stores are currently located. In addition to Florida and Texas, his territory included Camelot Music stores in Alabama, Arkansas, Georgia, Louisiana, and Mississippi. Chu joined the firm in May. He was administrative vice president for Hybud Equipment in Akron, Ohio, from 1977 to the time he joined Camelot Enterprises. Chu lives in Cuyahoga Falls, Ohio, with his wife, Sue, and their two children. Camelot Enterprises, Inc., is the parent company of Camelot Music, Inc., and Grapevine Records & Tapes, Inc. The company also operates leased record departments in 80 Fisher Big Wheel and Conley's department stores. Overall, the company has over 220 retail outlets in 27 states.

Greenberg Appointed — Marci Greenberg, who for the past year has worked as an associate at Morton Dennis Wax & Associates, has been senior publicist at the firm.

Changes At Radio City — Radio City Music Hall Productions, Inc., has named Neil S. Friedman manager of public relations for the company. Friedman, who has been with Radio City since 1981, was formerly the publicist. Also announced was the promotion of Lauri A. Chazan to publicity coordinator. Chazan, who has been at the Music Hall since 1980, was formerly the secretary for the publicity department.

Wipperman Named VP At WB Music

LOS ANGELES — Tim Wipperman has been named to the post of vice president, Nashville operations, for Warner Bros. Music. Wipperman, who has been with Warner Bros. Music for eight years, most recently served in the position of general manager, Nashville operations.

Commenting on the move, Warner Bros. Music chairman Chuck Kaye said: "Under Tim's leadership, Warner Bros. has grown to be one of the most important and active publishers in Nashville, with more than 25 writers under contract. I am proud to acknowledge Tim's contribution to the success of the Warner Bros. Nashville operation."

Forsythe Gets VP Post At Boardwalk Records

LOS ANGELES — Jack Forsythe was recently named vice president of pop promotion at Boardwalk Records. He held a similar position at Chrysalis Records the past two and a half years.

Prior to his record promotion career, Forsythe was marketing director/chart editor for *Record World*. He also held various programming positions with 96X/-Miami and 13Q/Pittsburgh.

Kolbrenner, Wakschal Named VPs At Atlantic

LOS ANGELES — In related actions, Fran Wakschal has been appointed to the newly-created position of assistant vice president foreign & mechanical royalties and Bruce Kolbrenner has been promoted to the newly-created position of assistant vice president domestic royalties for Atlantic and Elektra record labels.

In her new post, Wakschal will oversee all incoming foreign record club and publishing moneys for the payment of royalties to artists, producers, songwriters, co-publishers, et. al — for both Atlantic and Elektra.

Kolbrenner will direct payment of royalties to artists, producers, songwriters, publishers, et. al — for both Atlantic and Elektra in his new position.

Wakschal was Atlantic's director of foreign & mechanical royalties prior to new post, and first started with the company in 1949 as bookkeeper, making her the company's senior employee. Kolbrenner joined Atlantic in December, 1981 and immediately prior to his new position served as the label's director of domestic royalties. Before joining Atlantic, he was partner in the firm of Gelfand, Rennert & Feldman.

Labels Begin To Announce Summer Cassette Pushes

(continued from page 7)

tapes, which should be announced by month's end.

Warner/Elektra/Atlantic plan to push two cassette-oriented concepts this summer — its "Two-on-One" tape line and the 6 x 12 package. In the Two-on-One series, introduced last year, the company offers two best-selling \$8.98 list albums back-to-back on one tape for \$10.98. The initial line boasted 12 releases, with Fleetwood Mac's Two-On-One named as the most successful product, selling approximately 35,000 units. The second batch, due out by July, will feature at least a dozen artists including George Benson, Al Jarreau, ZZ Top, Prince, The Pretenders, Jackson Browne, The Doors and Eagles. WEA has redesigned the Two-On-One case, putting the cassettes in a conventional Norelco container as opposed to the cardboard box used with last year's initial offering, and featuring minis of the two LPs on the front instead of on the back of the package. In addition, previously-released Two-On-One tapes will be enclosed in Norelco cases when re-ordered. Updated minicatalogs highlighting the new two-fers will also be available as bag-stuffers.

WEA expects to take a more aggressive

Summer Sets 12-City Tour For New Mercury LP

LOS ANGELES — Donna Summer began a 12-city, coast-to-coast tour June 13, resuming her concert career after a two and a half year absence, in conjunction with her newest LP for Mercury Records, "She Works Hard For The Money," produced by Michael Omartian.

In addition to exposing her latest LP, Summer will also unveil a new cast of players, including vocalists Dara and Mary Ellen Bernard, her sisters; keyboardist Mari Facone; percussionist Nathan Alford, Jr.; drummer Paul Brein; bassist Keith Nelson; guitarist Nicholas Brown; horn player/vocalist Warren Ham; and Keyboardist/music director Jeff Lams.

Cities and dates on the tour are as follows: Wonderlander, Toronto, June 13-14; Opera House (free concert), Boston, June 15; Resorts International Hotel, Atlantic City, June 17-26; Holiday Star, Merrillville, Ind., July 1-3; The Summerfest, Milwaukee, July 5; Pine Knob, Detroit, July 9-11; Poplar Creek, Chicago, July 12; Concord Pavillion, Concord, Calif., July 15-16; MGM Grand Hotel, Las Vegas, July 21-24; Universal Amphitheatre, Los Angeles, July 28-Aug. 1; Pacific Amphitheatre, Costa Mesa, Calif., Aug. 6 and Sahara Tahoe, Lake Tahoe, Nev., Aug. 11-14.



TOTO GOLD — Columbia recording group Toto was recently awarded the Golden Note Award of the American Society of Composers, Authors and Publishers (ASCAP) during a cocktail reception hosted by ASCAP president Hal David at Chasen's Restaurant in Los Angeles. Pictured at the reception are (l-r): Jeff Porcaro of the group; David; David Paich of the group; George Albert, **Cash Box**, president and publisher; and Steve Lukather of the group.

stance towards merchandising its cassette product in 6 x 12 packages over the summer months, in hopes that retailers will put tapes out in the open where they can be thoroughly scrutinized by consumers. "We've got to get the locks off the cassette cages, and one way to do that is with the 6 x 12 package," stressed Warner Bros. vice president of sales Lou Dennis. "Consumers have to be able to handle cassettes like LPs in the stores, and that means being able to read the covers and touch them." ZZ Top, Jackson Browne, Stevie Nicks, The Hollies, Rod Stewart, George Benson, Crosby, Stills & Nash and The Doobie Brothers are all slated to have prerecorded cassettes come out in the 6 x 12 format during June and July.

The aforementioned Two-On-One series is also being prepped for release in the oversized style. WEA began using the 6 x 12 package with Christopher Cross' second album, "Another Page," earlier this year.

Last Year's Experiment

MCA experimented with oversized packages last year when it released the tape version of Olivia Newton-John's "Olivia's Greatest Hits Vol. 2" in a blister pack affixed to a standard 12 x 12 record jacket. According to label vice president of sales John Burns, the 12 x 12 project got a "mixed" response from retailers, and in all likelihood will not be used again. "We're looking at alternatives like the 6 x 12 and the 4 x 12 design," added Burns, "but right now there's no consensus about which size is 'right.'"

Over the summer months, MCA expects to release two different types of twofer tapes — the third series of "Twin-Pax" containing two hit LPs on one \$9.98 list cassette, and a line of \$6.98 list "Value-Pax" featuring two older titles back-to-back. Expected to hit stores towards the end of July, the Value-Pax series consists of works of country artists primarily with only a few rock acts in the line. The first release includes material by Loretta Lynn, Barbara Mandrell, Patsy Kline, Bill Monroe, Pete Fountain, Roger Williams, Mel Tillis, Tanya Tucker, Freddie Fender, Hoyt Axton, Wishbone Ash, Commander Cody and his Lost Planet Airmen, Deodato, Conway Twitty, Leon Russell, Guy Lombardo, Earl Grant and the Irish Rovers.

MCA's Twin-Pax bowed last September with a 24-cassette introductory line that followed up in January with a 12-tape release. This August, 12 more of the specially priced tapes are scheduled to surface, with popular recordings by The Who, Lynyrd Skynyrd, Neil Diamond, Spyro Gyra, Conway Twitty, Don Williams, John Klemmer, Steely Dan, Rossington-Collins Band, Joe Sample, Oak Ridge Boys and Barbara Mandrell. Out of all the tapes

(continued on page 13)

COAST TO COAST

EAST COASTINGS — Look for PolyGram International to ink the Mirage label for distribution outside the U.S. First release will be "You Are In My System" by **The System** . . . **Jon Anderson, Chris Squire, Trevor Rabin and Alan White** are in the studio recording with former bandmember **Trevor Horn** producing. While the group originally got together as **Cinema**, they may still end up as **yes** . . . **The Bangles** EP on Faulty has switched to IRS, with re-release set for June 28. IRS has also obtained U.S. and Canadian rights to **The Beat's** first two LPs, "Just Can't Stop It" and "Wha'ppen" The label will issue the two titles, as well as "What Is Beat?," a greatest hits collection by the band, in August . . . Tour stuff: **King Sunny Ade** returns to support his second LP in August, while **Robert Palmer** kicks off his first American tour in three years later this month . . . **Todd Rundgren** has just completed production on **Laura Nyro's** next LP and is set to do an EP with **The Rubinoos** . . . The Pittsburgh Music Assn. has been formed to promote that city's music industry and artists. Information and registration material can be gotten by calling (412)765-3897 . . . The Louisiana Music Commission will host its third Governor's Conference on the music industry June 25-26. Info on that one is available through the Louisiana Department of Commerce, (504)342-5380 . . . Being a Yankee fan is tough enough these days, so imagine our frustration when we saw a familiar-looking fellow snickering on the exit ramp at the stadium following a game in which the Bronx Bombers lived up to their name by blowing a six-run lead over the



INFORMATIVE CATS — **Brian Setzer** (r) of **EMI America** recording group **Stray Cats** recently joined **Columbia** artist **Dave Edmunds** onstage at **New York's Roseland Ballroom** for a cover of **Eddie Cochran's** "C'mon Everybody." **Edmunds' appearance** was in support of his new LP, "Information."

Angels. The gleeful fellow turned out to be **Tigers** fan extraordinaire **Mitch Ryder**, who, after expounding on the **Bengals'** chances of possibly copping third in the American League East this year, did a little fielding of his own concerning his forthcoming **Riva/PolyGram** LP, "Never Kick A Sleeping Dog." Produced by **John Cougar**, the disc is the first by the **Motor City** shouter on a major label, whose most recent projects were for his own **Detroit-based Seeds & Stems** label. Introduced to **Cougar** through a **Michigan** disc jockey, **Ryder** found it easy to work with the young singer. "I'm learning a lot from that pup," said **Ryder**. "John's a great producer, and I trusted him enough to give him full control. And conversely, he didn't interfere with my vocals. John selected the tunes and I had veto power over them, and I'm pleased to say there were no temperamental outbursts between us. I don't think he felt that he was saving my ass from destruction or anything like that, and I don't feel any pressure to have John produce me again, although I'd like to if it didn't imply that that was the only way I could make another record." The LP, which ships this week, is a tight disc. After repeated listening, we can comfortably predict that this one will have no trouble copping heavy rotation on **AORs**, and the first single, a cover of **Prince's** "When You Were Mine," seems perfectly timed considering that artist's recent acceptance at **AOR**. **Ryder's** self-penned "The Thrill Of It All" is another standout on the disc, as is a duet with **Marianne Faithfull**. "A lot of my future depends on the support I get from **Riva** and **PolyGram**," said **Ryder**.

fred goodman

POINTS WEST — The country day of the "US '83" music festival ended last weekend with **Willie Nelson** crooning into the a.m. on June 5, after a series of **C&Wers** like **Waylon Jennings, Alabama, Emmylou Harris, Ricky Skaggs, Riders in the Sky, Hank Williams, Jr.** and **Thrasher Bros.** played before an estimated 30,000 fans. Although published reports claimed less than 400,000 tickets had been sold for all four days of the rock/country event — far less than the 600,000-800,000 needed to break even on the \$18 million mega-concert — "US" backer **Stephen Wozniak** is considering throwing another musical gala next year. The **Apple Computers** wizard, who told journalists one of his favorite songs as a youth was **Van Morrison's** "Brown Eyed Girl," is supposedly toying with the idea of holding a two-day rock/one-day country show around Independence Day of 1984, prior to the Olympics. Limiting attendance each day to 150,000, **Wozniak** said he would focus on sales of video offshoots and seek co-sponsorships to help finance an "US '84." In the meantime, the **Showtime** cable company has purchased the rights to air four 90-minute television specials of this year's "US" festival, and domestic subscribers should see them towards summer's end. **Wozniak** also plans to get back into computer engineering, developing hardware and software for **Apple** . . .

Quick Cuts: **Huntington Beach's Golden Bear Club** celebrated its 9th anniversary recently with **Dave Mason** on stage . . . **Superrappers Grandmaster Flash and the Furlous Five** signed to appear with **Mr. T** and **Irene Cara** in **Universal Studios' 1984-planned pic, D.C. Cab** . . . **Graham Parker's** upcoming album, "The Real Macaw," should be out July 28 and could be supported by a worldwide tour by **Parker** in late summer or early fall . . . **Catch A Fire**, the definitive bio of **Bob Marley** inked by **Timothy White**, is due in bookstores June 24 and is absolutely spellbinding . . . **X's** latest is a single, the title song for the flick **Breathless**, and a wild rock 'n' roller coaster ride. The band's new long-player should be in stores this fall . . . **Oingo Boingo's** third LP, "Good For Your Soul," is pegged for a July 19 release on **I.R.S./A&M** and the jacket is a cubist/expressionist painting by **Lane Smith** depicting claustrophobia . . . **Translator's** second disc, "No Time Like Now," will be out in July under the 415/Columbia banner.

Jeffrey resner



WHAT, ME WORRY? — **Public Image Ltd.** ringleader **Johnny (Rotten) Lydon** recently appeared at **L.A.'s Palladium** and also stopped in at **KROQ-FM** to hang out with the jocks. **Cash Box** photo by **Debbie Leavitt**

Black Music Month Salutes At Radio Stymied By Arbs

(continued from page 7)

commence until June 23, Turk said. "The remainder of June will be spent gearing up for the next book and for some of the air staff to take vacations. This year, Black Music Month is awkward because of timing."

The OK 100 executive said that some of the options under consideration included running oldie spots throughout the day where records by legends such as Fats Domino would be played. "A lot of the younger kids want to know more about these kind of people so we may play their music during the regular programming day. Another approach is to play an oldie by a current artist like Marvin Gaye to show

how he sounded then and how he sounds now."

Turk added that the station public affairs department would be quite active in letting listeners know what's happening in regards to special black music events throughout the city. He continued that local musicians and professors of music might also be invited to speak on air about the significance of the music.

The operations manager said, however, that public service announcements developed by various labels in connection with Black Music Month and employing the Black Music Assn. (BMA) theme that "Black Music Is Universal" have not been made available to his station.

But while the PSAs regarding Black Music Month appear to be less prominent in June than originally intended (**Cash Box**, May 28), labels are waging various campaigns in connection with radio. At V103 in Atlanta and Detroit's WGPR, WEA promotions involving the late Bob Marley's new "Confrontations" album will be at the hub of each station's label-sponsored activity throughout the month.

Both Programs

Scotty Andrews, program director at V103, said that in addition to the WEA promotion, including LP and poster giveaways, the Atlanta outlet would be airing both the Syndicate It and Motown programs.

Consistently among the top four stations in the market, and frequently referred to as an Urban Contemporary or black general market outlet, Andrews said that despite efforts to reach out to the masses in the Georgia metropolis, "Atlanta is still about 65% black, and we concentrate our news and public affairs on the black community."

But in many cases stations find they must more closely mix community affairs with business. Such is the case at Detroit's WGPR, where program director Joe Spencer said that the station's more germaine observance of Black History Month last year has been replaced by community-oriented affairs that are partly sponsored by record label resources.

Spencer said that in conjunction with WEA, the station was running a voter registration drive, where listeners will be invited to participate in a picnic. Various artists with national recording contracts who are from the area, such as the Boone Brothers and Was (Not Was), will be on hand for the festivities and Marley's "Confrontation" LP giveaways.

Another WEA sponsored event would be a dance competition at Kennedy Square in Detroit, where the station and WEA will be giving away trips, bikes and radios for winners in the contest.

Spencer said that none of the promotions being developed would be tied into Black Music Month, a change from the previous year. "Last year we had a black music history quiz which was designed to raise awareness that June was the nation's observance of the music," he said. "This year we haven't the kind of support for that kind of event we had in the past."

But despite the divergent opinion on what options for Black Music Month were made available most generally agreed that competition within each market has preoccupied programming strategies for June.

Perhaps summing it up best, WKRS' Mayo said, "Here in New York, the priorities are on competition, rather than what music and programming would be best for the listeners; so good programming sometimes suffers."

TOP 30 ALBUMS

	Weeks On Chart	6/11		Weeks On Chart	6/11
1	8	1	LOW RIDE	8	17
			EARL KLUGH (Capitol ST-12253)		
2	10	3	JARREAU	10	18
			(Warner Bros. 9 23801-1)		
3	10	4	THE HUNTER	10	8
			JOE SAMPLE (MCA 5397)		
4	5	2	STAR PEOPLE	5	1
			MILES DAVIS (Columbia FC 38657)		
5	28	6	THE BEST IS YET TO COME	28	3
			GROVER WASHINGTON, JR. (Elektra 9 60215-1)		
6	3	14	THE GENIE	3	47
			THEMES & VARIATIONS FROM THE TV SERIES "TAXI" BOB JAMES (Columbia FC 38678)		
7	3	11	FRIENDS	3	4
			LARRY CARLTON (Warner Bros. 9 23834-1)		
8	14	5	PROCESSION	14	10
			WEATHER REPORT (Columbia FC 38427)		
9	1	—	IN YOUR EYES	1	34
			GEORGE BENSON (Warner Bros. 9 23744-1)		
10	9	7	GUARDIAN OF THE LIGHT	9	25
			GEORGE DUKE (Epic FE 38513)		
11	33	12	TWO OF A KIND	33	36
			EARL KLUGH/BOB JAMES (Capitol ST-12244)		
12	5	13	MIRAGE A TROIS	5	1
			THE YELLOW JACKETS (Warner Bros. 9 23813-1)		
13	1	—	TRAVELS	1	1
			PAT METHENY GROUP (ECM 23791-1)		
14	12	8	DREAM OF TOMORROW	12	21
			LONNIE LISTON SMITH (Doctor Jazz/CBS FW 38447)		
15	27	9	DECEMBER	27	4
			GEORGE WINSTON (Windham Hill C-1025)		
16	8	10	GENTLE FIRE	8	29
			WILTON FELDER (MCA-5406)		
17	18	17	DAVE GRUSIN AND THE NY/LA DREAM BAND	18	18
			(GRP A1001)		
18	8	20	STEPS AHEAD	8	8
			(Musician/Elektra 9 60168-1)		
19	1	—	JOURNEY TO A RAINBOW	1	1
			CHUCK MANGIONE (Columbia FC 38686)		
20	3	21	PREVIOUSLY UNAVAILABLE	3	3
			MICHAEL FRANKS (John Hammond/CBS BFW 38664)		
21	47	19	WINTER INTO SPRING	47	10
			GEORGE WINSTON (Windham Hill C-1019)		
22	4	18	ATTITUDE	4	4
			LENNY WHITE (Elektra 9 60232-1)		
23	10	23	AUTUMN	10	10
			GEORGE WINSTON (Windham Hill C-1012)		
24	34	25	CASINO LIGHTS — RECORDED LIVE AT MONTREUX, SWITZERLAND	34	34
			VARIOUS ARTISTS (Warner Bros. 9 23718-1)		
25	36	26	INCOGNITO	36	36
			SPYRO GYRA (MCA-5268)		
26	1	—	ALL THE MAGIC!	1	1
			LESTER BOWIE (ECM 23789-1)		
27	1	—	JAMES NEWTON	1	1
			(Gramavision/PolyGram GR8205)		
28	21	27	QUARTET	21	21
			HERBIE HANCOCK (Columbia C2 38375)		
29	4	15	SMOKIN'	4	4
			BILLY COBHAM'S GLASS MENAGERIE (Musician/Elektra 9 60233-1)		
30	29	29	OFFRAMP	29	29
			PAT METHENY GROUP (ECM-1-1216)		

ON JAZZ

OUT OF THE STUDIO AND INTO THE BINS — The virtual handful of jazz musicians who are able to make a living commensurate with their abilities are the exception and not the rule, and traditionally, the prized monetary escape hatch has been studio work. But the rigors of surviving in that selective and ultra-competitive sphere require a heavy commitment in time and emotional energy that often forces many of our finest players to make a choice between playing jazz and pursuing a career as a session man. During the '50s, established jazz soloists like **Phil Woods**, **Al Cohn** and **Zoot Sims** were able to spend a good deal of time working as session men but still managed to maintain their reps and careers as jazz artists. And more recently, musicians such as **Joe Beck** and **Michael Brecker**, whose plaudits came as jazz soloists before they switched to concentrating their efforts on studio work, have been seeking ways to resuscitate their jazz careers. Beck, who by his own admission was more interested in building a career as a studio arranger and soundtrack composer than in establishing himself as a jazz guitarist when he recorded with Miles Davis at 19, and Brecker, who has been the most in-demand tenor player in New York studios for several years now, have both made commitments recently to spending more time on the jazz scene. Similarly, reedman **Dave Tofani** came to New York from Pennsylvania at the age of 17 with a "burning desire to play jazz." But as Tofani recalls, "then reality struck. I saw I had to do other things to get my music out." Tofani's entrance to the tight-knit studio scene came as a member of arranger **David Mathews'** big band. When Mathews replaced **Bob James** as the house arranger for CTI, Tofani found himself as a sideman for some highly visible dates. The result was bookings with New York producer **Phil Ramone's** dates, and thus began a string of studio credits that include sessions for **John Lennon**, **Simon and Garfunkel**, **Soft Cell**, **Diana Ross**, **Ashford & Simpson** and **Bette Midler**. So now that he's firmly established on the session scene, what does Tofani want to do? "I want to create my own music," says the saxophonist. "I've been working with a lot of artists and labels, and I'm very comfortable in the studio. But I'm also still motivated to get my music out to the public." Towards that end, Tofani has recently issued his first album as a leader, "Manhattan Carnival" on the independent Telestar Cassettes label (don't be fooled by the company's name: you can get it on vinyl). Tofani's group features several studio cohorts, including bassist **Anthony Jackson**, drummer **Jimmy Madison** and pianist **Warren Bernhardt**. "The band really stated with Anthony and



COALITION HONORS MARSALIS — Trumpeter Wynton Marsalis recently received the Distinguished Artist Award at the National Urban Coalition's 16th Anniversary Salute to the Cities, held in Washington, D.C. Pictured are (l-r): LeBaron Taylor, vice president, CBS; Dr. George Butler, vice president, jazz A&R, Columbia; Marsalis; and M. Carl Holman, president, N.U.C.

David Mathews' big band. When Mathews replaced Bob James as the house arranger for CTI, Tofani found himself as a sideman for some highly visible dates. The result was bookings with New York producer Phil Ramone's dates, and thus began a string of studio credits that include sessions for John Lennon, Simon and Garfunkel, Soft Cell, Diana Ross, Ashford & Simpson and Bette Midler. So now that he's firmly established on the session scene, what does Tofani want to do? "I want to create my own music," says the saxophonist. "I've been working with a lot of artists and labels, and I'm very comfortable in the studio. But I'm also still motivated to get my music out to the public." Towards that end, Tofani has recently issued his first album as a leader, "Manhattan Carnival" on the independent Telestar Cassettes label (don't be fooled by the company's name: you can get it on vinyl). Tofani's group features several studio cohorts, including bassist Anthony Jackson, drummer Jimmy Madison and pianist Warren Bernhardt. "The band really stated with Anthony and

(continued on page 32)

TOP 15 VIDEO GAMES

	Weeks On 6/11 Chart
1 CENTIPEDE Atari CX2676	1 12
2 MS. PAC-MAN Atari CX2675	2 14
3 KEYSTONE KAPERS Activision AX025	5 6
4 FROGGER Parker Bros. 5300	3 29
5 RIVER RAID Activision AX020	7 23
6 PITFALL! Activision AX108	4 29
7 DONKEY KONG JR. Coleco 2601	6 12
8 ZAXXON Coleco 2435	8 29
9 PHOENIX Atari CX2673	9 14
10 OINK! Activision AX023	12 7
11 VENTURE Coleco 2457	13 11
12 VANGUARD Atari CX2669	11 4
13 DEMON ATTACK Imagic 3200	15 29
14 STRAWBERRY SHORTCAKE MUSICAL MATCHUPS Parker Bros. 5910	10 9
15 ENDURO Activision AX 026	— 1

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

TOP 15 MIDLINES

	Weeks On 6/11 Charts
1 LED ZEPPELIN (IV) (Atlantic SD 19129)	1 16
2 THE RISE AND FALL OF ZIGGY STARDUST AND THE SPIDERS FROM MARS David Bowie (RCA AYL 1-3843)	2 8
3 PRETENDERS (Sire SRK 6083)	4 6
4 LET THERE BE ROCK AC/DC (Atco SD-36151)	6 4
5 FLEETWOOD MAC (Reprise MSK 2281)	7 22
6 TAPESTRY Carole King (Epic PE 34946)	8 44
7 THE DOORS (Elektra EKS 74007)	3 48
8 THE CARS (Elektra 6E 135)	10 19
9 PIANO MAN Billy Joel (Columbia PC 32455)	12 22
10 WINELIGHT Grover Washington, Jr. (Elektra 6E 305)	5 17
11 LOOK SHARP! Joe Jackson (A&M SP-4919)	9 39
12 SUPER HITS Marvin Gaye (Motown 301)	— 1
13 MEATY, BEATY, BIG AND BOUNCY The Who (MCA 37001)	14 20
14 SO FAR Crosby, Stills, Nash & Young (Atlantic SD-19119)	13 39
15 SOUVENIRS Dan Fogelberg (Full Moon/Epic PE 33137)	11 33

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



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

REGIONAL ALBUM ANALYSIS

NATIONAL BREAKOUTS

- | | |
|-----------------------|----------------------------|
| 1 A FLOCK OF SEAGULLS | 9 GLADYS KNIGHT & THE PIPS |
| 2 IRON MAIDEN | 10 MOTOWN'S #1 HITS |
| 3 ISLEY BROS. | 11 MAZE |
| 4 KINKS | 12 THE FIXX |
| 5 RETURN OF THE JEDI | 13 QUIET RIOT |
| 6 ELTON JOHN | 14 LAKESIDE |
| 7 GEORGE BENSON | 15 HUMAN LEAGUE |
| 8 MTUME | |

NORTHEAST 1.

- 1 RETURN OF THE JEDI
- 2 ISLEY BROS.
- 3 MTUME
- 4 KINKS
- 5 GLADYS KNIGHT & THE PIPS
- 6 ELTON JOHN
- 7 IRON MAIDEN
- 8 GEORGE BENSON
- 9 A FLOCK OF SEAGULLS
- 10 HUMAN LEAGUE

SOUTHEAST 2.

- 1 MOTOWN'S #1 HITS
- 2 MTUME
- 3 A FLOCK OF SEAGULLS
- 4 GLADYS KNIGHT & THE PIPS
- 5 ISLEY BROS.
- 6 KINKS
- 7 MAZE
- 8 IRON MAIDEN
- 9 GEORGE BENSON
- 10 LAKESIDE

BALTIMORE/ WASHINGTON 3.

- 1 GLADYS KNIGHT & THE PIPS
- 2 ISLEY BROS.
- 3 A FLOCK OF SEAGULLS
- 4 MARSHALL CRENSHAW
- 5 GEORGE BENSON
- 6 MAZE
- 7 KINKS
- 8 MTUME
- 9 IRON MAIDEN
- 10 ELTON JOHN

WEST 4.

- 1 GEORGE BENSON
- 2 A FLOCK OF SEAGULLS
- 3 RETURN OF THE JEDI
- 4 ELTON JOHN
- 5 IRON MAIDEN
- 6 ISLEY BROS.
- 7 KINKS
- 8 GLADYS KNIGHT & THE PIPS
- 9 BOB MARLEY & THE WAILERS
- 10 QUIET RIOT

MIDWEST 5.

- 1 GEORGE BENSON
- 2 RETURN OF THE JEDI
- 3 ELTON JOHN
- 4 IRON MAIDEN
- 5 ISLEY BROS.
- 6 KINKS
- 7 A FLOCK OF SEAGULLS
- 8 MTUME
- 9 THE FIXX
- 10 MOTOWN'S #1 HITS

NORTH CENTRAL 6.

- 1 WILLIE NELSON
& WAYLON JENNINGS
- 2 RETURN OF THE JEDI
- 3 RONNIE MILSAP
- 4 THE FIXX
- 5 MOTOWN'S #1 HITS
- 6 ISLEY BROS.
- 7 ELTON JOHN
- 8 IRON MAIDEN
- 9 A FLOCK OF SEAGULLS
- 10 KINKS

DENVER/PHOENIX 7.

- 1 IRON MAIDEN
- 2 QUIET RIOT
- 3 RETURN OF THE JEDI
- 4 A FLOCK OF SEAGULLS
- 5 MOTOWN'S #1 HITS
- 6 KINKS
- 7 KROKUS
- 8 MAZE
- 9 MADNESS
- 10 ELTON JOHN

SOUTH CENTRAL 8.

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

WHAT'S IN-STORE



BABBLING AT TOWER L.A.-based rockers Dream Syndicate recently visited the Tower Records store in Sherman Oaks, Calif., as part of the store's guest DJ program. The band is currently touring with Irish rockers U2. Pictured are (l-r): Karl Precoda, Steve Wynn, David Provost and Dennis Duck of the group; and Sarah Silverman and Dennis Lefler of Tower.

ROLLING STONE'S ROCK SHOPS — The Phoenix-based Rolling Stone Records chain recently utilized its special in-store "KUDO Rock Shops" in giving away a pair of tickets to the second US Festival at each outlet of the three Rolling Stone outlets and three Happy Trails outlets. The shops are cross-merchandising other areas tying-in with AOR station KUPD that also contain the chain's exclusive Feyline concert ticket outlets. Drawings were held from over 3,000 entries in ballot boxes set up in each shop, and winners were announced over the air. In addition to the tickets, transportation and access to prime camping areas were included in the prize package together with US Fest merchandise. . . . In another Rolling Stone/KUPD co-promotion, a "Drain the Brain" contest at the three Rolling Stone outlets featured a "Brain" in a large glass jar, the object being to guess how many liters of water it was sitting in. Winners were flown to Los Angeles to attend the premiere of — you guessed it — Steve Martin's *Man With Two Brains* and tickets to the US Fest were thrown in on the side. . . . The "Rock Shops" not only market an extensive array of KUPD merchandise, but also highlight the latest product releases and station adds. According to Jeff Lake, who owns Rolling Stone and is a partner in Happy Trails, Feyline ticket sales are also linked with the station by means of a 98 cent discount on album product, that figure being nearest to the station's 97.9 frequency. "As a psychological courtesy, we stamp on the discount to the ticket with purchase instead of pre-stamping them, since we often get complaints from customers who object to the service charge," says Lake. "So we explain to them that if they bring in the ticket stub within 30 days after the show, they can get more than a 10% discount on any \$7.77 shelf price. It's a goodwill type of thing."

WAREHOUSE WAYS — The three New Orleans area Warehouse Records & Tapes stores set up special new music in-store sections a few weeks ago, and chain president Bill Berry reports that an intensive "New Music Week" campaign is now underway. "We're not trying to make it new wave or punk or anything like that," explains Berry, "but want to appeal to a broad spectrum of people by emphasizing mostly new artists that are coming out and old artists who are revitalising their careers in a new style." According to Berry, record companies have provided "all-out" support, and 110 radio spots are airing during the promotion, with station WEZB doing a pair of remotes. He adds that MTV, which has been used heavily in the past, is out of it this time due to poor reception from a recent channel switch by the local cable company. "Customers are already finding that the sections are advantageous," he continues, noting that new music product had previously been merged in with pop product. "Now we'll see what \$10,000 worth of spots will do. By the time we're through, everyone in New Orleans will know that we have new music sections." . . . To go along with the New Music Week festivities, a "Punk Out Contest" is giving away gift certificates at a local punk fashion store. . . . Berry has recently observed a pair of LP breakouts in Zebra's self-titled debut and the Cats Broadway cast recording. The Zebra success, totalling about a thousand units sold in each store ("more than any other new group within a three-month period"), is attributable to the group's New Orleans origination and the fact that the trio, which also considers Long Island, N.Y. home, has been away for awhile. As for Cats, Berry credits last week's Tony Awards show, in which the musical swept seven statues. "When the record was first released it didn't do much," he observes, "but now it's taking off with a real jump since the Tonys. People are even coming in asking for Betty Buckley's single of 'Memories.'" According to Berry, New Orleans is extremely "Broadway conscious" due to its Sanger Theater, which brings in a lot of Broadway fare.

VIDEO TIMES — Video Shack took out a 16-page full-color video advertising supplement in last Sunday's *New York Times*. The supplement was full of ads for videocassette and disc titles available at the 10-store Manhattan-based chain, and contained eight discount coupons, including two in-house coupons worth five dollars off on any cassette and disc in the chain's 6,000-title stock. Text discussed "The Tape Revolution," Video Shack's four-year history as "A New Kind Of Store," and "A Panorama Of Home Entertainment" available and listed the chain's recent "Consumers' Choice Awards." One ad even took a forceful editorial position in its bold call to "Stop dirty movies!" How? By using Discwasher VCR head cleaning tapes, of course!

BUDGET BITS — Seattle area's eight Budget Tapes & Records stores have recently teamed up with Top 40 station KNBQ-FM in presenting the "KNBQ/Budget Pick Hit of the Week," which is both featured in Budget commercials and identified as the Pick Hit whenever it's played. The picks so far have been Rick Springfield's "Affair Of The Heart," Men At Work's "Overkill," Ronnie Milsap's "Stranger In My House" and George Benson's "Inside Love (So Personal)." Singles and corresponding LPs are being specially displayed and priced. . . . The Seattle stores also held a promotion recently with station KYYX in support of Eddy Grant's "Electric Avenue," in which a street was renamed "Electric Avenue" for the duration of the contest. Each day a clue regarding the location of the street was given on the air, and it took seven days to figure it out. The winner was then pictured with his name on a prominent billboard.

jim bessman



WEEK OF JUNE 1-7, 1983

Playlist

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

HEAVY

3-4 PLAYS PER DAY

ARTIST	CLIP	LABEL
Eddy Grant	Electric Avenue	Ice/Portrait
Police	Every Breath You Take	A&M
The Kinks	Come Dancing	Arista
Prince	Little Red Corvette	Warner Bros.
Planet P	Why Me?	Geffen
Michael Jackson	Billie Jean	Epic
DAvid Bowle	Let's Dance/China Girl	EMI America
Nked Eyes	Always Something There To Remind Me	EMI America
ZZ Top	Gimme All Your Lovin'	Warner Bros.
The Tubes	She's A Beauty	CAptol
Men At Work	It's A Mistake	Columbia
Duran Duran	Is There Something I Should Know?	Capitol

MEDIUM

2-3 PLAYS PER DAY

Zebra	Who's Behind The Door	Atlantic
U2	Two Hearts Beat As One	island
Peter Tosh	Johnny B. Goode	EMI America
The Flxx	Saved By Zero	MCA
Joan Armatrading	Drop The Pilot	A&M
Pete Shelley	Telephone Operator	Arista
Elton John	I'm Still Standing	Geffen
INXS	Don't Change	Atco
Daryl Hall & John Oates	Family Man	RCA
Sparks w/ Jane Wiedlin	Cool Places	Atlantic
Def Leppard	Rock Of Ages	Mercury
Krokus	Screaming In The Night	Arista
The Human League	(Keep Feeling) Fascination	Virgin/A&M
Martin Briley	The Salt In My Tears	Mercury
Madness	Our House	Geffen
Styx	Don't Let It End	A&M
Rick Springfield	Affair Of The Heart	RCA
Red Rockers	China	415/CBS
Bow Wow Wow	Do You Wanna Hold Me?	RCA
Journey	Chain Reaction/Faithfully	Columbia
A Flock Of Seagulls	Wishing	Jive/Arista
Kajagoogoo	Too Shy	EMI America
Dave Edmunds	Slipping Away	Columbia
Quiet Riot	Metal Health	Pasha/CBS
Goanna Band	Solid Rock	Atco
Michael Sembello	Maniac	Casablanca
Roman Holiday	Stand By	Arista

LIGHT

1-2 PLAYS PER DAY

X	Breathless	Elektra
Burning Sensations	Belly Of The Whale	Capitol
Jaluka	Scatterling	Warner Bros.
Alan Vega	Wipeout Beat	Elektra
Fastway	Say What You Will	Columbia
Jules Shear	Whispering Your Name	EMI America
Belle Stars	Sign Of The Times	Stiff/Warner
Marillion	He Knows You Know	Capitol
Planet P	Static	Geffen
Triumph	When The Lights Go Down	RCA
Blasters	Bare Foot Rock	Slash/Warner
DNA	Doctor's Of The Universe	Boardwalk
Meat Loaf	The Razors Edge	Cleveland Int'l/CBS
Mental As Anything	If You Leave Me, Can I Come Too?	Oz/A&M
Roxy Music	Can't Let Go	Warner Bros.
20/20	Jack's Got A Problem	Enigma
Bananarama	Shy Boy	London
Altered Images	Don't Talk To Me About Love	Portrait/CBS
Nitecaps	Go To The Line	Sire
Bangles	The Real World	Faulty/I.R.S.
Robert Ellis Orrall	I Couldn't Say No	RCA
Blackfoot	Teenage Idol	Atco
Ramones	Cycle Therapy	Sire
Joe "King" Carrasco	Party	MCA
Marty Balln	Born To Be A Winner	EMI America
Single Bullet Theory	Hang On To Your Heart	Nemperor
Iron Maiden	Flight Of Icarus	Capitol
Jim Capaldi	That's Love	Atlantic
Gary Myrick	Guitar Talk, Love & Drums	Epic
Bonnie Tyler	Total Eclipse Of The Heart	Columbia
Rank & File	Rank & File	Slash/Warner

ADDS

Bryan Adams	This Time	A&M
Rod Stewart	Baby Jane	Warner Bros.
Loverboy	Hot Girls In Love	Columbia
Greg Kihn Band	Tear That City Down	Beserkley/Elektra
Blue Rose	Don't You Know	Estate/CBS
Yello	I Love You	Elektra
Thomas Dolby	Europa And The Pirate Twins	Capitol
Modern English	Someone's Calling	Sire
Telephone	C.A.	Virgin (Import)
Urlah Heep	Stay On Top	Mercury
Arcangel	Tragedy	Portrait/CBS

Syndicator Uses Book Tie-In To Promote Radio Program

by Harry Weinger

NEW YORK — Syndicators have long relied on the strength of their radio programs to sustain interest at both station and listener levels. MJ1 Broadcasting, Inc., an established syndicator of *Rock Quiz* and *Country Quiz*, has taken an added step by publishing a rock trivia quiz book as a tie-in to the promotion of its radio product. "The book represents concrete evidence of what a station's been running," stated Joshua Feigenbaum, president of MJ1 and creator of *Rock Quiz*. "and it gives the show a wedge in to the marketplace."

Rock Quiz, a daily 60-second quiz, debuted November 1981 as major AOR outlets across the country as the first of MJ1's original features. The company had been producer and distributor of the *Robert Klein Radio Show* from February 1980 through December 1981 after DIR Broadcasting dropped the show. "*Rock Quiz* was launched as the Klein show wound down for us," said Feigenbaum. "We felt there was a need for stations to have a short-form feature that they could receive immediate feedback from."

The quiz's host, Richard Neer, asks listeners to phone in their answers directly to affiliated stations. MJ1 provides the prizes for winners, and a station can easily localize the feature by also giving away tickets for local concerts or station T-shirts. Feigenbaum reports *Rock Quiz* is heard on over 100 top market rock stations.

As the program took off, Feigenbaum saw the possibility of transforming scripts into book form, saying, "Here was something that was already on-the-air to readily promote a book," Perigee Books, a division of Putnam, supported the project and published the book, written by Feigenbaum as well as *Rock Quiz* program producer Dave Schulps, in May 1983. "Since the show had such an overwhelming response, the publisher found it had a rock 'n' roll book with a ready-made audience," noted Feigenbaum.

Source Appoints Woodyard VP/GM

NEW YORK — Meredith K. (Meddy) Woodyard has been named vice president and general manager of The Source, NBC's young adult network. She replaces Elynn Ambrose, who resigned last month to join the Satellite Music Network (*Cash Box*, May 28).

Woodyard had been vice president of affiliate relations for the NBC Radio Networks since February 1982. She joined NBC as a regional manager for affiliate relations in November 1979.

In making the announcement, Robert Mounty, executive vice president of NBC Radio, said, "We were extremely flattered by the quality of applicants, and among the qualified candidates, Meddy Woodyard ranked at the top of the heap, with the extra added advantage of being at NBC."



Meredith Woodyard

MJ1 is upbeat about the book's effectiveness as a promotional tool to stations. "It is important as a way of communicating the quality and integrity of the show," said the company head. "The book is something tangible; it gives a station a closer look at the radio product."

The company is undertaking a major effort to expand its list of stations concurrent with the book's penetration into markets beyond the program's coverage. They hope to utilize the book's visibility in presenting the radio show to small-market outlets.

Feigenbaum also sees a springboard effect between the book and the radio show for stations currently airing the program. "We turn out a lot of info on the show for trivia fans and get mentions for the book at the same time," he said. "We also provide the book as a prize," Feigenbaum continued, "and that helps to maintain awareness of the show as well as providing credibility for both."

Publicity Tie-In

Advertisers are using the book to publicize its involvement with *Rock Quiz*. "They're distributing the book to the company's field forces," notes Feigenbaum. "It works for them as a merchandising tool. Instead of a poster, the book goes out with a sticker saying 'Rock Quiz sponsored by that company.' It's an advertiser's way of announcing their involvement in the program beyond the on-air spot, Feigenbaum said in noting their enthusiastic support. He went on to say, "The advertisers are letting people know they're really involved in rock radio."

The book has had an effect on MJ1's newest syndicated feature, *Country Quiz*. Similar in format to *Rock Quiz*, the country feature debuted in April 1983 on over 100 country music stations. Feigenbaum reports that the book has had positive reverberations for the new show. "The book shows the strength of the form," he said. "With the book on the shelves," he continued, "people see that a quiz idea is not exclusive to an AOR format. It is powerful enough to transform to other music forms."

With the cross-promotional success of the book and program, Feigenbaum feels he's made a step in the right direction. "A book as an outgrowth of a radio show serves as a symbol of good work to stations and the broadcast community as a whole," he concluded.

Olympic Minute Show Set For U.S., Overseas

LOS ANGELES — A series of daily radio vignettes called *The Olympic Minute* began airing Memorial Day. Produced by Pasadena-based Radio Entertainment Network (REN), the one-minute spots are sanctioned by the Los Angeles Olympic Organizing Committee.

The series will run a total of 61 weeks through July 27, 1984, the day before the Los Angeles games are to begin. There will be five features a week or a total of 305 segments. According to REN president Rod Rawlings, the show will highlight both the 23 modern Olympics which have been held and the 291 recorded games of ancient times.

Levine Joins L.A.-based Westwood One

LOS ANGELES — CPA and attorney Arthur E. Levine recently joined radio syndicator Westwood One as executive vice president/chief financial officer, Norm Pattiz, president of the company, announced.

AIRPLAY

STATION STUFF — Kathy Novak will move to WABC July 4 after 12 years at WOR. She most recently was co-host with John R. Gambling on the station's afternoon drive show, *FM New York*, as well as producer of the *Sherry Henry* program. At WABC, Novak will host a live call-in interview show on various topics, including politics, local cultural events, fashion, etc., to air 9-10 a.m. The scheduling will move Ross and Wilson back one hour, and their show will also start at 5:30 p.m. instead of 6. Is the earlier wake-up call in the new contract? . . . On the music side of things in the Big Apple, WAPP is one year old as an AOR outlet. It has been experimenting on-air with Bob Hattrik's "rock 'n' roll jingles," and PD Joe Krause reports that, surprisingly, there's been no negative response. "People call up and request those 'little rock songs,'" he



USE YOUR IMAGINATION — MCA recording group *Imagination* visited the Union, N.J. studios of WNJR to talk about "*Night Dubbing*," its latest LP. Pictured at the station are (l-r): Steele Colony, WNJR morning man, and Lee John, Ashley Ingram and Errol Kennedy of the group.

said. "Actually, I'm kind of shocked." As they say, time will tell . . . Out west, KIQQ/EI Lay, formerly KWST, is hoping for success with its adult contemp format after switches of various kinds. Station PD Jeff Salgo also reports London and Engelman haven't left the morning yet, but they've had serious offers, including TV . . . Now that Malrite has asked for a change in call letters for WVNJ to WHTZ, the question of whether there'll be a Hot Hits station in the New York metro area is no longer "if"; it's "when?" . . . The city of Brotherly Love has reasons to cheer, with the Sixers finally getting their deserved championship. WFIL-AM and sister station WUSL-FM helped in the celebration by handing out 25,000 Sixers patches (with station logos) at the city's victory parade . . . Across town, Ken Garland signed a new four-year contract with WIP. Garland has been with the station 18 years, the last 16 in the morning slot . . . Stephen Godofsky, general manager of WYLF/Rochester, has been named vice president of Empire Media Assoc. Empire Media is the parent company of WYLF, as well as WLIR in Long Island, and stations in the Spring Valley, Herkimer and Utica areas. Godofsky is also a consultant for Al Ham's the *Music Of Your Life* format . . . Sportscaster Curt Gowdy recently celebrated 20 years as owner of his Lawrence, MS, stations, WCCM-AM and WCGY-FM . . . It must be summer: Michael Stevens, afternoon jock at ABC-owned KSRR, will broadcast live every Friday afternoon from the East Beach in Galveston. What a way to start the weekend. Changes around the dial: In San Francisco, KQED-FM has appointed Christopher Dann to the newly created position of director of marketing. Dann will be responsible for fundraising and financial development . . . Mike Love is new assistant program director at WDMT/Cleveland. Dean Rufus also named music director at the station . . . WFYR/Chicago appoints John Martin new sales manager. Martin had been regional manager with RKO Radio Sales in Chicago.

COUNTRY GOLD MINE — United Stations bows a new country music program *Solid Gold Country* coast-to-coast on Labor Day weekend. The weekly three-hour show will feature country's hits of the past, and each show will have a major star on hand as a special guest. *Solid Gold Country* is hosted by Stan Martin and produced by United Stations' own Ed Salamon . . . The syndication network recently won the gold medal award for entertainment programming from the International Radio Festival of New York for the *Dick Clark's Rock, Roll and Remember* program.

NETWORK NEWS — RKO Radio Net will broadcast *Air Supply* live from Merrillville, Ind. on Labor Day (it's a Sunday this year, for cryin' out loud!). This will be the group's first live broadcast, as well as RKO's first live 'cast using common carrier Satcom 1R. It will be simulcast in stereo on Westar III . . . Mutual promotes Larry Michael to manager of sports operations from his position as senior sports producer for the net . . . Pat Piper also upped to senior news producer . . . Susan Spencer, CBS News' regular Washington correspondent since 1978, will be a regular contributor to CBS' *Newsnotes*. The feature is a forum for news and commentary by CBS News correspondents . . . Black Rock's radio web has also signed a three-year contract to broadcast *Kickoff Classic*, the NCAA's newest addition to the college football schedule. This year's game, set for Aug. 29, pits Nebraska against 1982 champs Penn State . . . CRS Radio names Richard Landesman manager, research . . . Johnny Holiday, sportscaster for WMAL/Wash., D.C., signed with the ABC Information Network to anchor two daily sportscasts. Holiday also does play-by-play for the Washington Federals (USFL) and the University of Maryland football and basketball games . . . ABC's FM net show, *Ringo's Yellow Submarine*, debuted last week on more than 320 stations, including all top 10 markets. The show is a history of *The Beatles* hosted by Ringo Starr, and will air a 26-week series. Ringo will host a live call-in show for the Sub's finale on Nov. 26 .

ROCKHIT FORMAT FOR FM — With AOR becoming almost exclusively hit oriented, the Gene Ladd Broadcast Group of New York has come up with a new format for FM stereo outlets called *RockHit*. Targeted for 12-34, the pre-announced format will include a broader playlist than most contemporary hits stations. The Ladd group offers electronic and synthesized logos to complement the growing emphasis on electronics and synthesizers in current hit material. The company also services small market stations with Daylight Concepts, a marketing and programming system for daylight AM's. *RockHit* is intended for major market outlets.

NPR NOTES — In the face of continuing budget problems and personnel layoffs, National Public Radio (NPR) is winning awards for its troubled shows. The news and information department copped a first-place prize during the National Press Club's 10th annual Consumer Journalism Awards ceremony in Washington, D.C., for its three-part series *Chlordane*. The series, reported by NPR's Daniel Zwerdling, looked at the health problems surrounding the use of pesticides. NPR also received a certificate of merit for a report on the possible links between birth defects and video display terminals. Laurie Garrett anchored. Both aired last year on NPR's *All Things Considered*, which, by the way, will continue to be part of NPR's news line-up. There was a fear among affiliate stations that both *ATC* and *Morning Edition* would be cancelled due to recent budget cuts.

harry weinger

CASH BOX ROCK ALBUM RADIO REPORT



— **PETER GABRIEL • PLAYS LIVE • GEFGEN**
ADDS: KNAC, WSKS, KEZY, WOUR, WHFS, WBAB, WNEW. **HOTS:** None.
MEDIUMS: None. **PREFERRED TRACKS:** Open.
SALES: Just shipped.



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

MOST ADDED

- LP Chart Position
- 12 BRYAN ADAMS • CUTS LIKE A KNIFE • A&M**
ADDS: None. **HOTS:** WKLS, KSHE, KNX, WSKS. **MEDIUMS:** WCCC, WBLM, KEZY. **PREFERRED TRACKS:** Straight, Title.
SALES: Good to moderate in all regions.
- **ARCANGEL • PORTRAIT**
ADDS: WKLS. **HOTS:** None. **MEDIUMS:** WCCC, WBAB, KSHE, WOUR, WMMS, WPLR. **PREFERRED TRACKS:** Open.
SALES: Fair in West and Midwest.
- 47 JOAN ARMATRADING • THE KEY • A&M**
ADDS: WMMS. **HOTS:** WBLM, WHFS. **MEDIUMS:** WNEW, WBAB, WKLS, WOUR, KEZY, WPLR, WYFE, WSKS, KNAC. **PREFERRED TRACKS:** Drop.
SALES: Moderate in all regions.
- 175 BLACKFOOT • SIOGO • ATLANTIC**
ADDS: None. **HOTS:** None. **MEDIUMS:** WCCC, WBAB, WKLS, WBLM, WOUR, WMMS, WPLR, WYFE, WSKS. **PREFERRED TRACKS:** Open.
SALES: Moderate in Midwest.
- 138 MARTIN BRILEY • ONE NIGHT WITH A STRANGER • MERCURY**
ADDS: None. **HOTS:** WNEW, WBLM, WOUR, KNX. **MEDIUMS:** WCCC, WKLS, KEZY. **PREFERRED TRACKS:** Salt.
SALES: Fair in all regions.
- 189 JIM CAPALDI • FIERCE HEART • ATLANTIC**
ADDS: KNAC. **HOTS:** KNX. **MEDIUMS:** WNEW, WCCC, WBLM, KSHE, KEZY. **PREFERRED TRACKS:** That's Love.
SALES: Fair in all regions.
- 114 MARSHALL CRENSHAW • FIELD DAY • WARNER BROS.**
ADDS: KEZY. **HOTS:** WBAB, WHFS, WMMS. **MEDIUMS:** WNEW, WCCC, WOUR, KEZY, WPLR, WSKS. **PREFERRED TRACKS:** Mind.
SALES: Good to moderate breakouts in all regions.
- 79 CHRIS DEBURGH • THE GETAWAY • A&M**
ADDS: None. **HOTS:** WKLS, KNX. **MEDIUMS:** WNEW, WBLM, KSHE, WOUR, WYFE. **PREFERRED TRACKS:** Ferryman.
SALES: Moderate in all regions.
- 5 DEF LEPPARD • PYROMANIA • MERCURY**
ADDS: None. **HOTS:** WCCC, WBAB, WKLS, WBLM, KSHE, WOUR, WMMS, WPLR, WYFE, WSKS. **MEDIUMS:** None. **PREFERRED TRACKS:** Photograph, Ages.
SALES: Good in all regions.
- 21 THOMAS DOLBY • THE GOLDEN AGE OF WIRELESS • CAPITOL**
ADDS: None. **HOTS:** WHFS, KNX, KNAC. **MEDIUMS:** WCCC, WBLM, WOUR, WMMS. **PREFERRED TRACKS:** Blinded, Europa, Submarines.
SALES: Moderate in all regions.
- 25 DURAN DURAN • RIO • HARVEST**
ADDS: None. **HOTS:** WBAB, WHFS, WMMS, WYFE. **MEDIUMS:** WNEW, WCCC, KNX. **PREFERRED TRACKS:** Rio, Hungry.
SALES: Moderate in all regions.
- 72 DAVE EDMUNDS • INFORMATION • COLUMBIA**
ADDS: None. **HOTS:** WNEW, WBAB, WHFS, WMMS, KNX, WSKS. **MEDIUMS:** WCCC, WKLS, WBLM, KEZY, WPLR, WYFE, KNAC. **PREFERRED TRACKS:** Slipping.
SALES: Fair in all regions.
- 171 EURYTHMICS • SWEET DREAMS • RCA**
ADDS: None. **HOTS:** WKLS, WHFS, WOUR, KNX, KNAC. **MEDIUMS:** WNEW, KEZY. **PREFERRED TRACKS:** Title.
SALES: Fair in East.

- LP Chart Position
- 154 FASTWAY • COLUMBIA**
ADDS: None. **HOTS:** WCCC, WOUR, WMMS. **MEDIUMS:** WBAB, WKLS, WBLM, WPLR, WYFE, WSKS. **PREFERRED TRACKS:** Open.
SALES: Moderate to fair in all regions.
- 60 THE FIXX • REACH THE BEACH • MCA**
ADDS: None. **HOTS:** WNEW, WCCC, WBAB, WKLS, WHFS, WMMS, KEZY, KNX. **MEDIUMS:** KSHE, WPLR, WYFE, WSKS, KNAC. **PREFERRED TRACKS:** Zero.
SALES: Moderate in all regions.
- 23 A FLOCK OF SEAGULLS • LISTEN • JIVE/ARISTA**
ADDS: None. **HOTS:** WBAB, WKLS, WMMS, KEZY, KNX, KNAC. **MEDIUMS:** WNEW, WCCC, WBLM, WPLR, WYFE. **PREFERRED TRACKS:** Wishing.
SALES: Good to moderate in all regions.
- 192 GOANNA BAND • SPIRIT OF PLACE • ATCO**
ADDS: None. **HOTS:** WCCC, WOUR, WMMS. **MEDIUMS:** WNEW, WBAB, WKLS, WBLM, KEZY, WPLR, KNX, WSKS. **PREFERRED TRACKS:** Open.
SALES: Fair in all regions.
- 13 EDDY GRANT • KILLER ON THE RAMPAGE • ICE/PORTRAIT**
ADDS: None. **HOTS:** WBAB, WKLS, WBLM, WHFS, WOUR, WMMS, KEZY, WPLR, KNX. **MEDIUMS:** WNEW. **PREFERRED TRACKS:** Electric.
SALES: Good in all regions.
- 52 INXS • SHABOOH SHOBAH • ATCO**
ADDS: None. **HOTS:** WNEW, WOUR, WMMS, WSKS. **MEDIUMS:** WCCC, WBAB, WBLM, WYFE. **PREFERRED TRACKS:** Thing, Change.
SALES: Moderate to fair in all regions.
- 41 IRON MAIDEN • PIECE OF MIND • CAPITOL**
ADDS: WSKS, WPLR, WBLM, WKLS. **HOTS:** None. **MEDIUMS:** WCCC, WBAB, KSHE, WOUR, WMMS, WYFE. **PREFERRED TRACKS:** Icarus.
SALES: Good to moderate in all regions.
- 45 ELTON JOHN • TOO LOW FOR ZERO • GEFGEN**
ADDS: None. **HOTS:** KEZY, KNX. **MEDIUMS:** WNEW, WBAB, WBLM, KSHE, WOUR, WMMS. **PREFERRED TRACKS:** Standing.
SALES: Good to moderate in all regions.
- 6 JOURNEY • FRONTIERS • COLUMBIA**
ADDS: None. **HOTS:** WBAB, KSHE, KEZY, KNX. **MEDIUMS:** WCCC, WKLS, WBLM. **PREFERRED TRACKS:** Faithfully.
SALES: Good in all regions.
- 103 KAJAGOOGOO • WHITE FEATHERS • EMI AMERICA**
ADDS: None. **HOTS:** WOUR, KNAC. **MEDIUMS:** WNEW, WBAB, WBLM, WMMS, KEZY, WYFE. **PREFERRED TRACKS:** Shy, Ooh.
SALES: Good to moderate in all regions.
- 38 KINKS • STATE OF CONFUSION • ARISTA**
ADDS: None. **HOTS:** WCCC, WBAB, WKLS, WHFS, WMMS, KEZY, KNX, WYFE. **MEDIUMS:** WNEW, WBLM, WPLR, KSHE, KNAC. **PREFERRED TRACKS:** Dancing, Maybe, Title.
SALES: Good to moderate in all regions.
- 42 MADNESS • GEFGEN**
ADDS: None. **HOTS:** WBAB, WKLS, WHFS, KEZY, KNAC. **MEDIUMS:** WNEW, WBLM, WMMS. **PREFERRED TRACKS:** House.
SALES: Moderate in all regions.
- **MARILLION • SCRIPT FOR A JESTER'S TEAR • CAPITOL**
ADDS: WNEW. **HOTS:** WMMS. **MEDIUMS:** KSJO, WCCC, WKLS, KMET, WBLM, WSKS. **PREFERRED TRACKS:** Knows, Chelsea.
SALES: Fair in Midwest.

MOST ACTIVE

- LP Chart Position
- 3 MEN AT WORK • CARGO • COLUMBIA**
ADDS: None. **HOTS:** WNEW, WBAB, WKLS, WBLM, WOUR, WMMS, KEZY, KNX, WSKS, KNAC. **MEDIUMS:** WCCC, KSHE, WPLR, WYFE. **PREFERRED TRACKS:** Overkill.
SALES: Good in all regions.
- 62 PLANET P • GEFGEN**
ADDS: None. **HOTS:** WMMS, WSKS. **MEDIUMS:** WCCC, WBLM, KEZY, WYFE. **PREFERRED TRACKS:** Why, Static.
SALES: Moderate to fair in all regions.
- **THE PLIMSOUHS • EVERYWHERE AT ONCE • GEFGEN**
ADDS: None. **HOTS:** None. **MEDIUMS:** WCCC, WBAB, WKLS, WHFS, WOUR, KEZY, KNAC. **PREFERRED TRACKS:** Million.
SALES: Moderate in West.
- 69 QUIET RIOT • METAL HEALTH • PASHA/CBS**
ADDS: None. **HOTS:** KSHE. **MEDIUMS:** WCCC, WKLS, WOUR, WPLR, WYFE, WSKS. **PREFERRED TRACKS:** Title.
SALES: Good to moderate in all regions.
- 68 R.E.M. • MURMUR • I.R.S./A&M**
ADDS: WYFE, WPLR. **HOTS:** WKLS, WHFS, WOUR. **MEDIUMS:** WNEW, KEZY, KNAC. **PREFERRED TRACKS:** Radio, West, Circle, Catapult.
SALES: Good to moderate in all regions.
- 162 RED ROCKERS • GOOD AS GOLD • 415/COLUMBIA**
ADDS: None. **HOTS:** WCCC, WBAB, WBLM, WOUR, WMMS, KEZY, WPLR. **MEDIUMS:** WNEW, WKLS, WHFS, KNX, WSKS, KNAC. **PREFERRED TRACKS:** China.
SALES: Moderate to fair in all regions.
- 14 RICK SPRINGFIELD • LIVING IN OZ • RCA**
ADDS: None. **HOTS:** WBAB, KSHE, WOUR. **MEDIUMS:** WCCC, WBLM, KEZY, WPLR. **PREFERRED TRACKS:** Affair.
SALES: Good to moderate in all regions.
- **ROD STEWART • BODY WISHES • WARNER BROS.**
ADDS: KEZY, WMMS, KSHE, WBLM, WBAB, WNEW. **HOTS:** KEZY. **MEDIUMS:** WNEW. **PREFERRED TRACKS:** Baby.
SALES: Just shipped.
- **TALKING HEADS • SPEAKING IN TONGUES • SIRE**
ADDS: KNAC, WMMS, WOUR, WHFS, WBAB, WNEW. **HOTS:** None. **MEDIUMS:** WBAB. **PREFERRED TRACKS:** Burning.
SALES: Just shipped.
- 129 TEARS FOR FEARS • THE HURTING • MERCURY**
ADDS: None. **HOTS:** WHFS, KNAC. **MEDIUMS:** WNEW, WBAB, WKLS, WOUR, KEZY, WYFE. **PREFERRED TRACKS:** Mad, Change, Title.
SALES: Fair in all regions.
- 19 THE TUBES • OUTSIDE INSIDE • CAPITOL**
ADDS: None. **HOTS:** WNEW, WCCC, WBAB, WBLM, WOUR, WMMS, WPLR, WSKS. **MEDIUMS:** WKLS, KSHE, KEZY. **PREFERRED TRACKS:** Beauty.
SALES: Good to moderate in all regions.
- 17 U2 • WAR • ISLAND**
ADDS: None. **HOTS:** WNEW, WCCC, WBAB, WBLM, WHFS, WOUR, WMMS, WPLR, WSKS, KNAC. **MEDIUMS:** WKLS, WYFE. **PREFERRED TRACKS:** New Year's, Hearts, Sunday.
SALES: Good in all regions.
- 20 ZZ TOP • ELIMINATOR • WARNER BROS.**
ADDS: None. **HOTS:** WCCC, WKLS, WBLM, KSHE, WMMS, WPLR, WSKS. **MEDIUMS:** WOUR. **PREFERRED TRACKS:** Gimme.
SALES: Good to moderate in all regions.
- 144 ZEBRA • ATLANTIC**
ADDS: None. **HOTS:** WBAB, WKLS, KSHE, WMMS, WSKS. **MEDIUMS:** WCCC, WBLM, KEZY, WPLR, WYFE. **PREFERRED TRACKS:** Open.
SALES: Fair in Midwest.

15,000 Descend Upon Nashville For Opening Of 12th Annual Fan Fair

(continued from page 7)

capacity of the site, the Country Music Assn. (CMA) and the Grand Ole Opry, co-sponsors of the fair, moved the event to the fairgrounds last year. While the new location spreads the activities over a larger amount of space, it facilitates parking since attendees were forced to compete with local businessmen downtown for parking spaces in the Municipal Auditorium, and the fairgrounds' parking lot was filled with automobiles and tour buses from such diverse locations as Colorado, California, Iowa, New York, Maryland, Ohio, Alabama, Georgia, Illinois and Pennsylvania.

Fan Fair kicked off Monday, June 6, with a three-hour bluegrass show featuring Bill Monroe, James Monroe, Jim & Jesse McReynolds, Wilma Lee Cooper, the Lost Kentuckians, High Country, Good Ol' Persons, Lonzo & Oscar, Border Ride and Charlie Louvin.

The *Music City News* also presented awards in 14 separate categories in its 17th annual Cover Awards show, with Alabama, Ricky Skaggs and Marty Robbins claiming multiple award victories (see separate story).

Songwriters Perform

On Tuesday, the event fell into full swing beginning at 10:30 a.m. with a showcase of Nashville songwriters, including such talents as Bobby Braddock, Thom Schuyler, Rafe VanHoy, Wayland Holyfield and Eddy Raven. At 2 p.m. Mercury/PolyGram also presented a talent line-up that featured emcee Tom T. Hall, the Statler Brothers, Ray Stevens, the Kendalls and Reba McEntire. A number of executives from PolyGram's New York offices came into town to throw their support behind the label's Nashville operations, including Guenter Hensler and Mel Ilberman.

RCA and MCA also had executives in town from their New York and Los Angeles offices, including new MCA execs Irving Azoff and Jerry Sharrell.

The festivities continued into the evening Tuesday with a CBS showcase that involved B.J. Thomas, Chet Atkins, Janie Fricke, Johnny Rodriguez and Ronnie McDowell.

During the day, three teams of country celebrities squared off in the All-American Country Games at the Vanderbilt University football field in an olympian workout that featured such taxing events as an earth ball push, grass skiing and relays.

Wednesday also held a wealth of concerts, beginning with a gospel concert in

the morning and moving to a Warner Bros. showcase in the afternoon and an evening show sponsored by the International Fan Club Organization (IFCO).

Fan clubs were well-represented during the entire proceedings, not only through the IFCO presentation, but also with booths for their artists. Some 350 exhibitors' booths were purchased at Fan Fair, with the bulk of them representing individual artists or their fan clubs. Artists occasionally dropped by their respective booth or the record companies' to sign autographs or talk with the fans, while many helped to fund the cost of the booth by selling all sorts of music-related items to the eager fans.

Video Clips

Several artists were showcased at their booth with videos, and many at least played recorded material, and fans took home a veritable mountain of materials, including posters, glossy photos, buttons, pens, records, bumper stickers and balloons. As might be expected, the more familiar artists' booths were more crowded as a rule than their lesser-known counterparts, with booths of such artists as Ronnie McDowell, Leon Everette, Conway Twitty, Hank Williams, Jr., Sylvia, Merle Haggard, Steve Wariner, Billy "Crash" Craddock, the Oak Ridge Boys, Alabama, Larry Gatlin & The Gatlin Brothers Band, George Jones, B.J. Thomas, Big Al Downing, John Anderson, The Whites and Willie Nelson attracting the most attention. Smaller label artists, however, such as Bobby Mackey, Eddie Reasoner and Billie Jo Williams and Gene Kennedy & Karen Jeglum, were present in rather large numbers, attempting to gain some sort of exposure with the general public since radio often does not provide them the airplay necessary to grab attention.

Several consumer-oriented publications, including *Country Rhythms*, *Country Song Roundup*, *Music City News*, *Country Hotline News* and the *Country Music Enquirer*, also took booths, giving free copies of their respective publications to interested attendees.

In addition to the regularly-scheduled events, many events not tied directly to Fan Fair were held in other facilities around the city. The Stockyards' Bullpen Lounge had a noticeably higher caliber of artists on the line-up for the week, including Moe Bandy and Gene Watson, while other showcases featured Chantilly, Brice Henderson and the Garrett Bros.



CONLEY FOR LIEBERMAN — Earl Thomas Conley performed recently at a special party for employees of the Dallas branch of the Lieberman Co. during a sales meeting at the AM-FAC Hotel in Dallas. Pictured are (l-r): Jack Weston, southwest regional manager, country promotion, RCA; Conley; Jim Sinclair, Lieberman; Rick Underberg, Lieberman; Susan Elder, Lieberman; Dave Wheeler, director, national country sales, RCA; and Jim Coffin, Lieberman.

Robbins, Skaggs, Alabama Winners At 17th Music City News Awards

by Tom Roland

NASHVILLE — The late Marty Robbins, a longtime favorite with the subscribers of the *Music City News*, won three awards during the magazine's 17th annual *Music City News* Country Awards show, pacing the field with trophies for Male Vocalist of the Year, Album of the Year and Single Record of the Year. Ricky Skaggs and Alabama also claimed two awards apiece during the telecast from the Grand Ole Opry June 6 in the only fan-voted country music awards program broadcast nationally.

Robbins, who received some 41 nominations over the last five years in the balloting of *Music City News* subscribers, took the award for Male Vocalist of the Year for the third time, having previously claimed it in 1980 and 1982. Along with producer Bob Montgomery, Robbins was also cited for Album of the Year for "Come Back To Me," and Single Record of the Year, for his "Some Memories Just Won't Die." He was also feted with a brief tribute to his illustrious career during the program, hosted by The Statler Brothers, Louise Mandrell and Janie Fricke.

Tomorrow's Star

Skaggs, who won his first *Music City News* award last year when he took honors for Bluegrass Act of the Year, repeated in that category, and also won the newly established Star of Tomorrow award. The Star of Tomorrow replaces the Most Promising Male Artist and Most Promising Female Artist awards.

Alabama won for the second year as Band of the Year and ended the Statler Brothers' 12-year reign as Vocal Group of the Year. "Are you sure these are ours?"

Jones LP Attains Platinum Sales Mark

NASHVILLE — George Jones' "I Am What I Am" album was recently certified platinum by the Recording Industry Assn. of America (RIAA), signifying sales in excess of one million units. The album, which spawned the highly acclaimed "He Stopped Loving Her Today" single, is the first Jones album to reach the coveted plateau.

quipped the band's Jeff Cook, upon receiving the Band of the Year trophy, in reference to last year's mix-ups that saw the award for Album of the Year go to the Statler Brothers for their album "Years Ago" during the nationally-televised program. The award should have gone to Alabama for "Feels So Right."

Awards Snafu

A week later, the magazine also discovered that the Statler Brothers should have received the award for Comedy Act of the Year, which had been presented to The Mandrell Sisters on the program. Although an audit of last year's accounting firm, J. Alan Hopper & Co., showed that "no errors had been made in the balloting" (*Cash Box*, July 3, 1982), the firm was not retained this year. (The accounting firm of Steven B. Parker took over the vote tally.)

This year, the Statler Brothers, who also made frequent allusions to last year's pair of mistakes, were awarded the trophy for Comedy Act of the Year. It was the third time the group had won in that particular category.

Janie Fricke, who provided one of the most active performances during the show with her current single, "He's A Heartache (Looking For A Place To Happen)," won her first *Music City News* award for Female Vocalist of the Year. David Frizzell & Shelly West took the trophy for Duet of the Year for the second consecutive year.

Hee Haw, which at one time wrapped up the award for Country TV Show of the Year nine years in succession, re-captured the Country Music TV Series of the Year honors in a new expanded role for television programming. For the first time, the *Music City News* split the television category into Country Music TV Series of the Year and Country Music TV Special of the Year, with the Jim Owens-produced *Conway Twitty On The Mississippi* receiving the nod in the latter category.

Roy Acuff also accepted the first Living Legend Award, presented to artists who have been involved in country music for 25 years or more. Surprisingly, it was the first such award Acuff was ever presented with on the stage of the Grand Ole Opry.

Performers during the evening included

(continued on page 19)



COMMON MEN — In celebration of the chart success of his "Common Man" single, which went to #1 on the *Cash Box* Country Singles chart, John Conlee held a surprise party for his friends at MCA Records. Pictured standing are (l-r): Tony Tamburrano, national promotion director, MCA/Nashville; Bill Goodwin, booking agent; Conlee; Dick Kent, Conlee's personal manager; Erv Woolsey, vice president, promotion, MCA/Nashville; and Bud Logan, Conlee's producer. Pictured kneeling is Dave Roberts, Conlee's business manager.

TOP 100 COUNTRY SINGLES

June 18, 1983

	Weeks On Chart
1 YOU CAN'T RUN FROM LOVE	4 12
2 FOOL FOR YOUR LOVE	5 12
3 OUR LOVE IS ON THE FAULTLINE	3 12
4 LOVE IS ON A ROLL	7 10
5 HIGHWAY 40 BLUES	8 8
6 STRANGER IN MY HOUSE	6 12
7 I.O.U.	9 11
8 IN TIMES LIKE THESE	13 9
9 OH BABY MINE	15 10
10 LOVE AFFAIRS	11 13
11 THE CLOSER YOU GET	14 6
12 MY LADY LOVES ME (JUST AS I AM)	12 14
13 YOU'RE OUT DOING WHAT I'M HERE DOING WITHOUT	1 14
14 THE LOVE SHE FOUND IN ME	17 10
15 SNAPSHOT	18 7
16 WITHOUT YOU	16 12
17 PONCHO AND LEFTY	19 8
18 I ALWAYS GET LUCKY WITH YOU	22 7
19 FLY INTO LOVE	20 11
20 YOUR LOVE'S ON THE LINE	24 6
21 ALL MY LIFE	23 7
22 LOVE SONG	40 3
23 POTENTIAL NEW BOYFRIEND	28 8
24 YOU'RE NOT LEAVIN' HERE TONIGHT	29 6
25 OLD MAN RIVER	26 11
26 AFTER THE GREAT DEPRESSION	27 8
27 THE RIDE	2 14
28 I LOVE HER MIND	33 5
29 HE'S A HEARTACHE	34 5
30 I WONDER WHO'S HOLDIN' MY BABY TONIGHT	30 8
31 IT'S YOU	31 8
32 LOST IN THE FEELING	37 4
33 DON'T YOUR MEM'RY EVER SLEEP AT NIGHT	36 7
34 EVERYBODY'S DREAM GIRL	39 8


	Weeks On Chart
35 IN THE MIDDLE OF THE NIGHT	10 15
36 ATLANTA BURNED AGAIN LAST NIGHT	46 5
37 EASY ON THE EYE	41 6
38 GOOD OLE BOYS	42 5
39 TILL YOU AND YOUR LOVER	43 6
40 FLAME IN MY HEART	44 7
41 LEAVE THEM BOYS ALONE	54 3
42 LUCILLE	21 14
43 A FIRE I CAN'T PUT OUT	62 2
44 OVER YOU	47 5
45 PRECIOUS LOVE	48 5
46 WAY DOWN DEEP	63 3
47 I'M MOVIN' ON	25 14
48 YOU'RE GONNA RUIN MY BAD REPUTATION	64 3
49 WHERE ARE YOU SPENDING YOUR NIGHTS THESE DAYS	53 4
50 LYIN', CHEATIN', WOMAN CHASIN'...	55 4
51 THE JOGGER	57 4
52 TIJUANA SUNRISE	52 7
53 WE'RE STRANGERS AGAIN	56 6
54 IF I DIDN'T LOVE YOU	58 4
55 YOU TAKE ME FOR GRANTED	32 15
56 HEY BARTENDER	70 2
57 A TASTE OF THE WIND	68 4
58 ONCE YOU GET THE FEEL OF IT	35 8
59 COTTON FIELDS	69 4
60 DREAM BABY	78 2
61 SINGING THE BLUES	38 13
62 IT AIN'T REAL	72 4
63 COMMON MAN	45 16
64 NO FAIR FALLIN' IN LOVE	67 4
65 FADE TO BLUE	65 6
66 LOVER IN DISGUISE	66 5
67 FOOLIN'	49 17
68 CHANGES	50 9
69 3/4 TIME	51 8


	Weeks On Chart
70 LOVERS AGAIN	59 9
71 MARYLEE	60 7
72 YOU CAN'T LOSE WHAT YOU NEVER HAD	61 11
73 WHATEVER HAPPENED TO OLD-FASHIONED LOVE	71 19
74 WHY DO I HAVE TO CHOOSE	— 1
75 YES	86 3
76 SHOT FULL OF LOVE	89 2
77 POOR SIDE OF TOWN	— 1
78 WALK ON	— 1
79 WHAT IF I SAID I LOVE YOU	95 2
80 MY LOVE'S GOT TO GROW	81 3
81 THE DEVIL'S SON	82 4
82 KEEP ON KEEPIN' ON	84 5
83 THE EYES OF A STRANGER	— 1
84 TULSA BALLROOM	— 1
85 TONIGHT THE JUKEBOX PLAYS FOR ME	— 1
86 LOVE UP AND LET ME DOWN	88 2
87 LOVE CAN BE A HEARTBREAKIN' THING	87 2
88 DON'T STOP NOW	— 1
89 WHEN YOU LEAVE THAT WAY, YOU CAN NEVER GO BACK	— 1
90 BLUE WATER	96 2
91 TALK TO MY CHILDREN'S MAMA	91 3
92 YOU'VE STILL GOT ME	97 2
93 HEART FOR A HEART	94 4
94 SON OF THE SOUTH	— 1
95 YOU CAN'T TAKE THE COUNTRY BOOGIE OUT OF ME	— 1
96 HOME AWAY FROM HOME	— 1
97 ROLL WITH THE TIDE	83 5
98 HIDDEN MESSAGES	85 5
99 WHY DOESN'T SHE JUST LEAVE ME ALONE	92 4
100 DON'T SAY YOU LOVE ME	93 4

A Fire I Can't (Music City — ASCAP)	43
After The Great (Sandy-Port — ASCAP/Tree/Tree Group — BMI)	26
All My Life (Warner/WB Gold — BMI/ASCAP)	21
A Taste Of (Our Child's — BMI)	57
Atlanta Burned Again (Unnamed)	36
Blue Water (Screen-Gems — BMI)	90
Changes (Tanya Tucker/Milene — ASCAP)	68
Common Man (Lowerey/Legibus/Captain Crystal — BMI)	63
Cotton Fields (Folkways — BMI)	59
Don't Say You (MCA — ASCAP/Music Corp. of Amer. — BMI)	100
Don't Stop Now (General Delivery — BMI)	88
Don't Your Mem'ry (Tom Collins — BMI)	33
Dream Baby (Combine — BMI)	60
Easy On The Eye (Larry Gatlin — BMI)	37
Everybody's Dream (Warner House/WB Gold/Pink Pig — ASCAP/BMI)	34
Fade To Blue (Young Beau/Div. of Merit/Tapadero — BMI)	65
Flame In My Heart (Glad — BMI)	40
Fly Into (Unart/Land of Music/Old Friends — BMI)	19
Fool For Your Love (Jensing/Black Sheep — BMI)	2
Foolin' (Ace In The Hole — BMI)	67
Good Ole Boys (Hall-Clement/c/o Welk — BMI)	33
Heart For A (Famous/Boo — ASCAP/Little Jeremy/Tree — BMI)	93
He's A Heartache (Bobby Goldsboro — ASCAP/House Of Gold — BMI)	29
Hey Bartender (El Camino — BMI)	56
Hidden Messages (White Cat — ASCAP)	98
Highway 40 (Jack & Bill/Amanda-Lin/ c/o Welk Group — ASCAP)	5

Home Away From Home (CIS Northwest — BMI)	96
I Always Get Lucky (Shade Tree — BMI)	18
If I Didn't (Unichappell/Van Hoy/Posey — BMI)	54
I Love Her Mind (Bellamy Brothers/Famous — ASCAP)	28
I'm Movin' On (Rightsong — BMI)	47
In The Middle (Sabel — ASCAP)	35
In Times Like These (Tom Collins — BMI)	8
I.O.U. (Vogue c/o Welk Group/Chriswald/Hopi Sound/MCA — BMI/ASCAP)	7
It Ain't Real (Irving/Down 'N' Dixie/Face The Music/Warner-Tamerlane — BMI)	62
It's You (Old Friends/Liltom — BMI/Kieran Kane — ASCAP)	31
I Wonder Who's (Hall-Clement/Laurel Mountain c/o Welk Group — ASCAP)	30
Keep On Keepin' On (Millhouse — BMI)	82
Leave Them Boys (Tree/Forrest Hills/Tanya Tucker — BMI)	41
Lost In The Feeling (Old Friends — BMI)	32
Love Affairs (Timberwold /d'Abo — BMI)	10
Love Can Be A (Chip 'N' Dale — ASCAP)	87
Love Is (Roger Cook/Big Ears/Bruised Oranges — BMI/ASCAP)	4
Lover In Disguise (Hossier/Jack & Bill/c/o Welk — ASCAP)	65
Lovers Again (Royalhaven — BMI)	70
Love Song (Youngun — BMI)	22
Love Up And Let (Cedarwood — BMI/Denny — ASCAP)	86

Lucille (Venice — BMI)	42
Lyin' Cheatin' (Music City — ASCAP)	50
Marylee (Blackwood — BMI)	71
My Lady Love Me (Blackwood — BMI)	12
My Love's Got To Grow (McKen — ASCAP)	80
No Fair Fallin' (Sweet Baby — BMI)	64
Oh Baby Mine (Edwin Morris/a div. of MPL — ASCAP)	9
Old Man River (Vogue/Partner/Julep/c/o Welk — BMI)	25
Once You Get (Tree/Larry Butler — BMI)	58
Our Love Is (Rondor (Australia)/Irving — BMI)	3
Over You (Colgems-EMI/Faterh — ASCAP/BMI)	44
Pancho And Lefty (United Artists/Columbine — ASCAP)	17
Poor Side Of Town (EMP — BMI)	77
Potential (April/Stephen A. Kipner — ASCAP/ATV — BMI)	23
Precious Love (Visa — ASCAP)	45
Roll With The Tide (First Lady/Maypop — BMI)	97
Shot Full Of Love (Hall-Clement c/o Welk — BMI)	76
Singing The Blues (Acuff-Rose — BMI)	61
Son Of The South (Stallion/Lowery — BMI)	94
Snapshot (Tom Collins — BMI)	15
Stranger In My House (Lodge Hall — ASCAP)	6
Talk To My Childrens (Mania/Dream City — BMI)	31
The Closer You Get (Irving/Down 'N' Dixie/Chin-nichap/Adm. In U.S. & Canada by Careers — BMI)	11
The Devils Son (Middle Forty/Nickel Roller — BMI)	81
The Eyes Of A Stranger (Dick James — BMI)	83

 Exceptionally heavy radio activity this week

 Exceptionally heavy radio activity this week



812 183-1 M1

Merle Haggard and Leona Williams make beautiful music together

"Heart to Heart," the first album by perennial country favorite Merle Haggard and his wife Leona Williams, is sure to be one of the most successful collaborations on record. After all, it's music that comes from the heart.



Produced by Merle Haggard and Leona Williams
Merle Haggard appears courtesy of Epic Records and Tapes.

Manufactured and Marketed by
PolyGram Records
© 1983, PolyGram Records, Inc.

COUNTRY RADIO HIGHLIGHTS

WJKZ — NASHVILLE — JANET BOZEMAN — #1 — E. RABBITT
 ADDS: W. Nelson, J. Stampley, G. Hardin

KVOX — MOORHEAD — KEN DONOVAN — #1 — D.A. COE
 ADDS: E. Humperdinck, E.T. Conley, G. Strait, L. Brody, D. Bell, M. Robbins

KMML — AMARILLO — DUGG COLLINS — #1 — E. RABBITT
 ADDS: M. Robbins, L.J. Dalton, S. Neely, B. Braddock

WCMS — NORFOLK — LEE MANNING — #1 — E. RABBITT
 ADDS: Durham Bros., B. Swan, R. Rogers, H. Jones, W. Nelson, R. Blair, S. Neely

WEPP — PITTSBURGH — BILL WHITE — #1 — E. RABBITT
 ADDS: J. Lee, W. Nelson, R. McDowell

SINGLES REVIEWS

OUT OF THE BOX

JOHN CONLEE (MCA -52231)
I'm Only In It For The Love (3:15) (Posey Publ./Golden Bridge Music/Unichappell Music/VanHoy Music — BMI/ASCAP) (D. Allen, K. Brooks, R. VanHoy) (Producer: B. Logan)

Conlee follows his #1 "Common Man" single with a grinding, brass-filled celebration that exudes a tinge of the blues with an active production courtesy of Bud Logan. A stinging instrumental break only serves to enhance the record's excitement, spurred on by a driving bass, thick backing vocals, crisp horn fills and Conlee's own brisk work.



FEATURE PICKS

CHARLEY PRIDE (RCA PB-13542)
Night Games (2:42) (Royalhaven Music, Inc. — BMI/G.I.D. Music, Inc., — ASCAP) (N. Wilson, B. Mevis) (Producer: N. Wilson)

MOE BANDY (Columbia 38-03970)
Let's Get Over Them Together (2:43) (Screen Gems-EMI Music, Inc./Blackwood Music, Inc. — BMI) (C. Craig, K. Stegall) (Producer: R. Baker)

JERRY LEE LEWIS (MCA-52233)
Why You Been Gone So Long (2:50) (Acuff-Rose Publ., Inc. — BMI) (M. Newbury) (Producer: R. Chancey)

EMMYLOU HARRIS (Warner Bros. 7-29583)
So Sad (3:17) (Acuff-Rose Publ. Inc. — BMI) (D. Everly) (Producer: B. Ahern)

BILLY PARKER (Soundwaves SW-4708)
Love Don't Know A Lady (2:57) (Hitkit Music/Merlane Music Inc. — BMI) (M. Lane) (Producer: J. Gibson)

HARRY LYNN SHIELDS (Mr. Music MM-017)
Alabama Girl (2:58) (Chip N' Dale — ASCAP) (J. Golf, H.L. Shields) (Producer: H.L. Shields)

RAY PILLOW (Audiograph AG 45-457)
Julie Loved Boston More Than Me (2:52) (Powdermill Publ. — BMI) (R. Pillow, L. McFaden) (Producer: P. Drake)

NEW AND DEVELOPING



THOM SCHUYLER (Capitol P-B-5239)
A Little At A Time (3:01) (Debdave Music, Inc./Briarpatch Music — BMI) (T. Schuyler, L. Byrom) (Producer: D. Malloy)

Schuyler sounds a bit like Gene Cotton with an easy-flowing, sentimental melody that shows potential at both country and A/C. The disc melds David Malloy's sixth sense for production with Schuyler's gentle approach to craft a totally compelling product, with striking keyboard and guitar lines in a tinkling frame of support. A fine debut outing from the man behind "Sixteenth Avenue."

ALBUM REVIEWS

BACK — Lynn Anderson — Permlan PR 8205 — Producer: Michael Clark — List: 8.98 — Bar Coded

Anderson returns with her vocal chops not only intact, but at an expressive peak well-adapted to this array of songs, which deal for the most part with the lows in the roller coaster of love. The production focuses on distinctly modern settings, adding atmospheric touches of synthesizer where appropriate to a sound that is, as the number of pickers credited in the album's liner notes attests, strongly guitar oriented.

THE COUNTRY MIKE

CASH FILES SUIT — Country artist **Rosanne Cash** has filed a \$3 million slander suit against a Dodge City, Kan. radio station owner. Cash says that she was wrongly quoted as having anti-Semitic views and is accusing **Nelle L. Babbs**, co-owner of **KTTL-FM**, of inaccurately quoting her during a May 18 interview on **KAKE-TV**, an ABC affiliate in Wichita. The station's broadcast license has been challenged by a Washington-based public interest group that says KTTL has acted irresponsibly in broadcasting taped programs advocating violence against blacks and Jews. Cash states that she has often spoken against racism and anti-Semitism and will "go all the way" to let people know



that she in no way agrees with or supports a racist attitude. Babbs, however, says that the quote she attributes to Cash is accurate. The lawsuit is in pursuit of \$1 million for damage to Cash's reputation, \$1 million in damages for lost income and \$1 million in punitive damages.

'GOLDEN' VOICES — Once again *Gallery* magazine has announced its annual "Golden 100 Awards," which will be published in the July 1983 issue. The winners are considered the top 100 disc jockeys in the United States on all radio formats and were selected "in recognition of style, originality and audience appeal." Those selected from country formats are as follows: **Rick Carderelli, WSLR/Akron; Johnny Gray, WPLO/Atlanta, Tim Williams, KOKE-FM/Austin; Tim Rowe, WMNI/Columbus; Henry Jay, WGTO/Cypress Gardens; Frank Kennedy, KSO/Des Moines; Tim Wilson, WAXX-FM/Eau Claire; Joe Ladd, KIKK-FM/Houston; Arch Yancey, KNUZ/Houston; Charley Cook, KLAC/Los Angeles; Coyote Calhoun, WAMZ-FM/Louisville; Pat Martin, WTSO/Madison; Beau Kent, WSIX-FM/Nashville; Bob Sterling, WNKZ-FM/Nashville; Joe Patrick, WNOE/New Orleans; Bob Guerra, KNEW/Oakland; Lynn Waggoner, KEBC-FM/Oklahoma City; Chris Taylor, KYNN/Omaha; Curtis King, WKKN/Rockford; Bill Coffey, KSD-FM/St. Louis; Rick Stewart, KRAK/Sacramento; Country Joe Flint, KSOP/Salt Lake City; Jerry King, KKYX/San Antonio; Tom Phifer, KRMD/Shreveport; Bill Manders, WTOD/Toledo; Tim Tyler, KCUB/Tucson and Mark Tudor, WTQR-FM/Winston-Salem.**

COUNTRY CLOSEUP — For the remainder of June, the schedule for the syndicated series *Country Closeup* includes **Charley McClain**, June 20 and **The Bellamy Brothers**, June 27. The program is currently being broadcast on approximately 400 radio stations across the country.

NEW CONSULTANT SERVICES — **Pete Porter** is returning to his home of Hamburg, N.Y. to form his own broadcast consultant firm after spending the last 25 years as a broadcaster and programmer in various areas of the nation. Most recently Porter was program director and air personality at **WQYK/Tampa/St. Petersburg** and prior to that programmed country stations in Chicago, Dallas, Baltimore and Erie, Pa. While organizing his new business, Porter still plans to keep a line on the on-air side of radio. He will be handling summer relief disc jockey work at **WYRK/Buffalo**. The new firm is called **Porter Broadcast Service** and will primarily be a service to country-formed stations in medium and small markets. Offices are located at 31 Hawkins Ave., Hamburg, N.Y. 14075. The phone number is (716) 649-2451.

STATION CHANGES — **Dan Dobner** has joined the staff of **KRKT-AM & FM/Albany** and will be doing the 6 p.m.-midnight shift. Previously, Dobner worked at **KEED/Eugene** and **KULF/Houston**. . . **Cliff Calla** is replacing **Kevin King** as music director for **WAOA/Opelika, Ala.** King is relocating to Houston, Texas. . . **Al Watkins** is the new music director for **WKLM/Wilmington**, where he originally began his career in radio in 1970. Watkins is requesting record service for play and promotion.

juanita butler

PROGRAMMERS PICKS

Tim Williams	KOKE/Austin	Love Song — Oak Ridge Boys — MCA
Wiley Carpenter	WWNC/Ashville	Poor Side Of Town — Joe Stampley — Epic
Bill Warren	KLIC/Monroe	Why Do I Have To Choose — Willie Nelson — Columbia
Mike Carta	WIL/St. Louis	Atlanta Burned Again Last Night — Atlanta — MDJ
Bill Stedman	WHK/Cleveland	Shot Full Of Love — Nitty Gritty Dirt Band — Liberty
Ernie Hadaway	WKMF/Flint	A Fire I Can't Put Out — George Strait — MCA
Susan Duran	WNOE/New Orleans	Kiss Me Just One More Time — Floyd Brown — Magnum
Paula Hooper	WMC/Memphis	Poor Side Of Town — Joe Stampley — Epic
Mark Andrews	KWJJ/Portland	A Fire I Can't Put Out — George Strait — MCA
Mike Hinrichs	KHEY/El Paso	Tulsa Ballroom — Dottie West — Liberty
Henry Jay	WGTO/Cypress Gardens	Poor Side Of Town — Joe Stampley — Epic

Azoff To Bolster Support Of MCA Nashville Division Projects In '83

(continued from page 8)

or four important artists by mid-July, and he emphasized that none of them are currently Front Line Management clients, pointing out that his move to MCA is not a means for him to continue working with his past artist roster. Instead, Azoff commented that the move to MCA was predicated by his loss of excitement over the management function that was caused by the breakup of the Eagles. He further added that a sincere attempt had been made this last summer to regroup the band, but that failures at that time assured him the Eagles would never re-assemble.

With the growth of video, Azoff suggested that the company must be viewed as one involved in the music business and not simply the record business, and he cited MCA's corporate connection to Universal Pictures as proof that MCA has the potential to become one of the leading forces in video. He cited a company called R&R Entertainment, which has agreements to show videos as previews to full-length motion pictures in some 2,000 movie theaters across the country, as an indication that the video field will continue to grow, and his support of the new marketing medium is in stark contrast to MCA's previous conservative position on video. He added, however, that in the country office, MCA will still do some "tap dancing and watching" of the field for video product since country as yet has no video outlet with the power of MTV.

Additionally, he noted that within a year, observers should begin to see a higher quality of album jacket emerge from the label with more frequency. He emphasized that George Osaki, who oversees MCA's graphic arts department, has been sad-

dled with an extremely small budget for cover art, and, because of that, he was only able to show his real abilities on packages by major acts such as Barbara Mandrell, the Oak Ridge Boys and Olivia Newton-John. Azoff, who was quite optimistic about resurging record sales, suggested that the budget for that department will be increased significantly, giving the creative ends of the company more freedom.

Azoff suggested that new concerns for increased creativity were in direct contrast

to the cost-conscious efforts the company has exuded during the past several years because of the economy, but he praised the company for its "get tough" stance during the period on credit, citing MCA as the least-tarnished corporation in the record industry to emerge from the economic slump. As an example, he pointed to the shuttering of the Peaches operation, where MCA had been conservative in giving credit. He noted that Peaches owed MCA \$150,000 when it was closed, but it owed

CBS and Warner Bros. \$5-6 million, and he added that a tough stance on credit by those companies could possibly have saved some of the positions that were terminated in recent cut-backs.

He further noted that particular trio of distributors — MCA, Warner Bros. and CBS — would continue to exist for some time, but he predicted that one of the remaining three branch distribution operations — PolyGram, RCA or Capitol/EMI America/Liberty — would fold.



Discover A Gold Mine of Country Music With the Stars!

George Jones and Johnny Cash have been making country hits for nearly thirty years; Willie Nelson and Loretta Lynn for more than twenty, and even "new comers" like Ronnie Milsap and Crystal Gayle have spent nearly a decade on the charts.

Country music has stayed loyal to its roots.

Today, country listeners have expressed an increasing interest in country music's past. Radio stations are playing more oldies than ever before, and new artists, like Ricky Skaggs and John Anderson, are using more traditional styles.

Sold Gold Country explores these connections between past and present each week in a three hour music magazine. Every week a major country star will

be on hand as a featured guest throughout the entire show to talk about their music, and additional artists are spotlighted, telling the stories behind their songs. This participation by the stars of country music themselves, and the theme sets in which the songs are presented, make each program more than just another "oldies" show.

Produced by Ed Salamon

Available on a market-exclusive, swap/exchange basis, to radio stations in the top 171 Arbitron-rated metro markets. Call The United Stations at (212) 869-7444 to reserve this program in your market.

The United Stations

AMERICA'S TARGET RADIO NETWORKS

New York · Los Angeles
Washington, D.C. · Detroit



Stars For Children Benefit Set For Dallas

NASHVILLE — The fifth annual Stars For Children (SFC) benefit concert, proceeds from which will be donated to the Prevention Of Child Abuse campaign, is scheduled to take place June 25 at Reunion Arena in Dallas with The Oak Ridge Boys acting as hosts. The concert line-up also features The Commodores, Lee Greenwood, Rosanne Cash and The Brooks Brothers, while George Lindsay will emcee the performance.

The fund-raising drive's sources of revenue extended to souvenir programs, sponsorships and special events associated with SFC as well as the sale of concert tickets. In the four-year history of the event these activities have raised some \$500,000, which has provided funding for two new child abuse centers in the Dallas/Ft. Worth area, along with financing for radio and television campaigns and *Silent Neighbor*, a film documentary.



RODRIGUEZ ON A ROLL — Epic recording act Johnny Rodriguez opened up The Nashville Network's cable program Nashville Now recently, singing his Top Five single hit, "Foolin'," from his forthcoming "For Every Rose" LP.

TOP 15 ALBUMS

Spiritual

	Weeks On 6/11 Charts	
1 JESUS I LOVE CALLING YOUR NAME SHIRLEY CAESAR (Myrrh MSB-6721) Open	2	8
2 THE JOY OF THE LORD IS MY STRENGTH DOUGLAS MILLER AND THE TRUE WAY CHOIR (Gospearl Records PL-16008) "Pass Me Not"	1	22
3 YOU BROUGHT THE SUNSHINE THE CLARK SISTERS (Sound of Gospel SOG 132) Title Cut	3	32
4 SOON I WILL BE DONE WITH THE TROUBLES OF THIS WORLD JAMES CLEVELAND AND THE NEW JERSEY MASS CHOIR (Savoy SL-14709) Open	4	15
5 ROUGH SIDE OF THE MOUNTAIN F.C. BARNES AND REV. JANICE BROWN (Atlanta International Records 10059) Open	6	5
6 I FEEL LIKE GOIN' ON KEITH PRINGLE (Hope Song HS-2001) Title Cut	7	7
7 IT'S GONNA RAIN MILTON BRUNSON (Myrrh MSB 6695) Title Cut	5	58
8 LEAD ME THE JACKSON SOUTHERNAIRS (Malaco 4383) Open	12	8
9 THE RICHARD SMALLWOOD SINGERS (Onyx/Benson R 3803) "I Love The Lord"	10	39
10 NEVER GIVE UP NEW JERUSALEM BAPTIST CHURCH CHOIR (Savoy SL-14700) Open	1	4
11 SACRAMENTO COMMUNITY CHOIR LIVE (Onyx/Benson R-3824) Open	13	4
12 PEACE BE STILL VANESSA BELL ARMSTRONG (Onyx/Benson R 3831) Title Cut	—	1
13 WHEN IT RAINS IT POURS F.C. BARNES AND SISTER JANICE BROWN (Atlanta International Records 10041) Open	8	9
14 LORD, YOU KEEP ON PROVING YOURSELF TO ME FLORIDA MASS CHOIR (Savoy SGL 7078) "Be Ye Steadfast"	14	58
15 PRECIOUS LORD AL GREEN (HI/Myrrh MSB-6702) Title Cut	9	45

Inspirational

	Weeks On 6/11 Chart	
1 AGE TO AGE AMY GRANT (Myrrh MSB-6697) Open	1	57
2 PEACE IN THE VALLEY B.J. THOMAS (Myrrh MSB-6710) "Pray For Me"	2	22
3 MORE POWER TO YA PETRA (Star Song SSR0045) Open	3	22
4 STEP OUT OF THE NIGHT ANDRUS BLACKWOOD & CO. (Greentree R 3942) "A Stone's Throw Away"	5	17
5 STAND BY THE POWER IMPERIALS (Dayspring DST-4100) Open	4	32
6 SPIRIT WINGS JONI EARECKSON (Word WSB-8878) "Hosanna"	8	23
7 HE SET MY LIFE TO MUSIC BARBARA MANDRELL (MCA/Songbird MCA 5330) Open	6	11
8 LIFT UP THE LORD SANDI PATTI (Impace 3799) "How Majestic Is Thy Name"	9	42
9 THE CRUSE FAMILY (Priority BJU 38335) Open	10	2
10 THE LIVE CONCERT DON FRANCISCO (Newpax NP 33128) "Love Is Not A Feeling"	12	21
11 I PUT AWAY MY IDOLS DION (Dayspring DST 4109) "Day Of The Lord"	11	6
12 WHITE HEART (Myrrh/Word MSB-6735) Open	14	2
13 AMAZING GRACE B.J. THOMAS (Myrrh 6675) Title Cut	13	95
14 MICHAEL W. SMITH PROJECT (Reunion RRA0002) "Great Is The Lord"	—	1
15 RIGHT FROM THE START WILL McFARLANE (Refuge R3789) "You Call Me A Dreamer"	7	14

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.



BIG AL & BIG BEN — Al Green was featured at a recent in-store at the Big Ben Record Center in Los Angeles to autograph copies of his Grammy-winning albums, "Precious Lord" and "Higher Plane." The event was among the first ever held by the chain for a gospel artist. Pictured at the store are (l-r): Brian Tucker, store manager; David Cook, Big Ben's black music buyer; Green; and Tollis Pompeo, assistant vice president, Big Ben.

Merchants Weigh Response To Latest Label Cost Hikes

(continued from page 7)

record industry tends to shoot itself in the foot — it wants more business and volume, but it always finds a way to put hurdles ahead of that goal."

At Record Bar headquarters in Durham, N.C., buyer Norman Hunter stood with most merchants queried in expecting the worst. "The only thing the industry does as a unit is raise prices," he stated. "If one supplier raises and gets away with it — which he inevitably does — the others all say, 'By God, we'll do the same thing.'"

Conceding that "there's nothing we can do about it," Hunter said that there were no plans at Record Bar to raise prices yet, but that the possibility would likely be looked into during the necessarily slow information gathering process at the approximately 150-store chain.

Other retailers also expressed the likelihood of their own higher prices in response to manufacturer increases, though few had had enough time to fully digest the ramifications of the current changes. However, John Marmaduke, president of Western Merchandisers in Amarillo, had already decided that on June 20, his company's Hastings record store chain would raise the \$8.98 list price to \$9.49, bring about a post-discount shelf price there to \$8.99, or a dollar above the average shelf reported in that product listing in the most recent **Cash Box** shelf/sale price survey (**Cash Box**, April 2).

"They've taken every bit of margin out of our hides in the last four years," explained Marmaduke, noting many "creeping silent cost increases" during this period. "I can understand that they may need more profit, but we can't keep giving their product away. They've got to be kidding to say that their list price is still \$8.98."

Not As Concerned

New York retailer Ben Karol has always kept his King Karol stores shelved at higher levels than his competition, so he was not as concerned with the increase as he predicted other area retailers would be. "We practically get list price for everything, so we're still working on a decent margin," said Karol. "But raising costs by one and a half percent doesn't make any sense. How anyone else can absorb these increases is a deep, dark mystery."

At Tower Records headquarters in Sacramento, record division manager Stan Goman said that the chain was "still trying to figure out what it all means," but he was also certain that "by not raising list price but instead raising our cost price, manufacturers are forcing us to start selling things at list." Both Great American's Heilicher and Lou Fogelman, president of Show Industries in Los Angeles, reported awareness of retailers already at or approaching full list price. "We're getting into the age of selling above list price," declared Fogelman. "The percentage between cost and suggested retail is not realistic anymore."

Fogelman added that some action would be taken shortly to counter the effects of the cost increases both at his company's Music Plus retail stores and City One-Stop.

Great American's Heilicher also refused to absorb the cost increases and said that a retail price response would be forthcoming. He added that he would now be "hard pressed" to look at a \$5.99 sale price.

M.J.S.'s Spector also said that deals had "improved" lately to where "instead of 5s

we're seeing some more 10s. As long as WEA continues to deal and other companies continue, we'll be all right."

But Western Merchandisers' Marmaduke disagreed, noting that in his case, "there are a lot less 10% deals. Now it's usually six."

Besides the universal complaint over the cost hikes, some retailers also voiced unhappiness over the volume discounts. "What irritates me is that for some reason they think they can convince us that it's good for us," said Record Bar's Hunter. "I mean, for years we've complained that since we're a central warehouse operation that ships to 150 stores, we deserve a price break same as a rack jobber. Now WEA says we should be happy because we get an extra one percent discount for doing more than \$1,000,000 annually. But at the same time, we still have to take the full one and a half increase on anything they ship us directly to the warehouse."

But Tower's Goman felt that it was unfair for centrally shipped and warehoused chains to get the lower price. "Only a couple of our locations can qualify for the extra one percent," he explained. "How can CBS, which is the best deal, sell a record that costs us 15 cents more elsewhere?"

Racks To Suffer

Both Western Merchandisers' Marmaduke and Evan Lasky, president of Denver's Danjay Music, feared that their rack business would suffer more than their retail operations. Said Lasky, whose company also operates the Budget Tapes & Records chain, "We reacted in a way we hope is sufficient to cover ourselves both wholesale and retail, which is not something I enjoy doing. We'll probably be more affected on the wholesale end, since there isn't as much room to move in retail. I see all of the small stores going to list, and as we're mostly freestanding, I can point at the mall stores. But we don't have the same latitude in wholesale, as those accounts will still go to someone else with a better deal."

While Howard Appelbaum, vice president at Washington, D.C.'s Kemp Mill Records chain, was unhappy with the "deleterious effect on our margins," he did give Capitol credit for trying. "It's clear that they've taken cost-cutting moves," he said, "and if they feel they need price increases, I go along if the increase goes into marketing records."

Tower's Goman agreed. "I've talked to unnamed people at Capitol and I can understand that they went through a period where they were dead in the water and maybe need some money to pay off back bills. But WEA makes no sense at all, especially how cold they've been. It only strengthens the position of CBS."

But these were the only kind comments to be heard. "There's no question in my mind that the shots are being called by the financial people at the majors," asserted Danjay's Lasky. "These people don't have any street knowledge or any idea of the present consumer mentality. I believe that their thinking is very short-sighted."

"They can't prove to me that they need an increase," said Harold Okinow, president of the Lieberman Enterprises racker in Minneapolis. Okinow said that Lieberman's prices were in the process of being adjusted upwards by approximately the 1.5% WEA cost increase, and predicted that his accounts would soon shelf product at or above list.

"I don't think it's justified, period," he continued. "It's time to go back to the artists and make different deals. There's got to be a redistribution of wealth in this industry, and those people that are taking big risks — the retailers — have to be given the chance to make money."

'Jarreau' Gets Gold

LOS ANGELES — Al Jarreau's latest Warner Bros. LP, simply titled "Jarreau," was recently certified gold by the Recording Industry Assn. of America (RIAA), signifying sale of 500,000 units.

TOP 75 ALBUMS

	Weeks On Chart		Weeks On Chart
1 THRILLER MICHAEL JACKSON (Epic OE 38112)	6/11	39 WRIGHT BACK AT YOU BETTY WRIGHT (Epic FE 38558)	6/11
2 BETWEEN THE SHEETS THE ISLEY BROTHERS (T-Neck/CBS FZ 18674)	1 26	40 JANET JACKSON (A&M SP-6-4907)	42 9
3 LOVE FOR LOVE THE WHISPERS (Solar/Elektra 9 60216-1)	7 3	41 SERGIO MENDES (A&M SP-4937)	44 34
4 VISIONS GLADYS KNIGHT & THE PIPS (Columbia FC 38205)	2 12	42 25 #1 HITS FROM 25 YEARS VARIOUS ARTISTS (Motown 5-308ML2)	43 4
5 ALL THIS LOVE DeBARGE (Motown 6012G)	5 5	43 A LADY IN THE STREET DENISE LaSALLE (Malaco 7412)	49 3
6 JARREAU (Warner Bros. 9 23801-1)	3 34	44 H2O DARYL HALL & JOHN OATES (RCA AFL 1-4348)	45 10
7 JUICY FRUIT MTUME (Epic FE 38588)	4 10	45 RISE RENE & ANGELA (Capitol ST-12267)	40 26
8 WE ARE ONE MAZE featuring FRANKIE BEVERLY (Capitol ST-12262)	10 5	46 MUSIC "D" TRAIN (Prelude PRL 14109/0898)	53 3
9 LIONEL RICHIE (Motown 6007ML)	9 6	47 ATTITUDE LENNY WHITE (Elektra 9 60232-1)	51 3
10 UNTOUCHABLES LAKESIDE (Solar/Elektra 9 60204-1)	6 36	48 BLUES 'N' JAZZ B. B. KING (MCA-5413)	47 4
11 STYLE CAMEO (Atlanta Artists/PolyGram 811 072-1 M-1)	8 7	49 GLASSES OZONE (Motown 6037ML)	60 2
12 FLASHDANCE ORIGINAL SOUNDTRACK (Casablanca/PolyGram 811 492-1 M-1)	6 31	50 MIDNIGHT LOVE MARVIN GAYE (Columbia FC 38197)	33 10
13 1999 PRINCE (Warner Bros. 9 23720-IF)	13 7	51 IS THIS THE FUTURE? FATBACK (Spring/PolyGram SP-1-6738)	41 31
14 MODERN HEART CHAMPAIGN (Columbia FC 38284)	12 31	52 LOOKING AT YOU, LOOKING AT ME NARADA MICHAEL WALDEN (Atlantic 7 80058-1)	35 11
15 I'M SO PROUD DENIECE WILLIAMS (Columbia FC 38622)	14 13	53 FOREVER, FOR ALWAYS, FOR LOVE LUTHER VANDROSS (Epic FE 38235)	58 2
16 TOO TOUGH ANGELA BOFILL (Arista AL 9616)	19 3	54 THE GOLDEN AGE OF WIRELESS THOMAS DOLBY (Capitol ST-12271)	52 36
17 KASHIF (Arista AL 9620)	16 22	55 SURFACE THRILLS THE TEMPTATIONS (Gordy/Motown 6032GL)	57 4
18 COMPUTER GAMES GEORGE CLINTON (Capitol ST-12246)	17 12	56 LAST NIGHT A D.J. SAVED MY LIFE INDEEP (Sound of New York SNY 1201)	48 14
19 BOTTOM'S UP THE CHI-LITES (LARC LR-8103)	15 29	57 KIDDO (A&M SP-6-4924)	— 1
20 MARY JANE GIRLS (Gordy/Motown 6040GL)	20 6	58 TOUCH THE SKY SMOKEY ROBINSON (Tamlia/Motown 6030TL)	46 12
21 POWERLIGHT EARTH, WIND & FIRE (Columbia TC 38367)	23 6	59 CONFRONTATION BOB MARLEY & THE WAILERS (Island/Atco 7 90085-1)	38 21
22 IN YOUR EYES GEORGE BENSON (Warner Bros. 9 23744-1)	18 16	60 GUARDIAN OF THE LIGHT GEORGE DUKE (Epic FE 38513)	— 1
23 KILLER ON THE RAMPAGE EDDY GRANT (Ice/Portrait B6R 38554)	— 1	61 DREAM OF TOMORROW LONNIE LISTON SMITH (Doctor Jazz/CBS FW 38447)	50 9
24 YOU AND I O'BRYAN (Capitol ST-12256)	26 8	62 STICKY SITUATION TYRONE BRUNSON (Believe In A Dream/CBS FZ 38140)	54 6
25 LET'S DANCE DAVID BOWIE (EMI America SO-17093)	22 16	63 ASPHALT GARDENS GEORGE HOWARD (Palo Alto PA 8035)	65 14
26 TO THE MAX CON FUNK SHUN (Mercury/PolyGram SRM-1-4067)	29 5	64 ON THE ONE DAZZ BAND (Motown 6031 ML)	63 8
27 LOST IN SPACE JONZUN CREW (Tommy Boy TBLP 1001)	21 31	65 EVERY HOME SHOULD HAVE ONE PATTI AUSTIN (Owest/Warner Bros. QWS 3691)	56 20
28 BET CHA SAY THAT TO ALL THE GIRLS SISTER SLEDGE (Cotillion/Atco 7 90069-1)	31 7	66 EVERYBODY LOVES A WINNER GLENN JONES (RCA MFL-1-8508)	69 37
29 PROPOSITIONS THE BAR-KAYS (Mercury/PolyGram SRM-1-4065)	32 6	67 DON'T PLAY WITH FIRE PEABO BRYSON (Capitol ST-12241)	66 10
30 CONVERSATIONS BRASS CONSTRUCTION (Capitol ST-12268)	24 32	68 THE OTHER SIDE OF THE RAINBOW MELBA MOORE (Capitol ST 12243)	59 29
31 STEVE ARRINGTON'S HALL OF FAME (Atlantic 7 80049-1)	34 5	69 THE YOUTH OF TODAY MUSICAL YOUTH (MCA-5389)	68 34
32 LOW RIDE EARL KLUUGH (Capitol ST-12253)	25 16	70 THE HUNTER JOE SAMPLE (MCA-5397)	75 23
33 FICKLE MICHAEL HENDERSON (Buddah/Arista BDS 6004)	27 7	71 GAP BAND IV THE GAP BAND (Total Experience/PolyGram TE-1-3001)	70 8
34 SWEAT THE SYSTEM (Mirage/Atlantic 7 90062-1)	37 4	72 THIS IS YOUR TIME CHANGE (RCA/Atlantic 7 80053-1)	64 54
35 NONA NONA HENDRYX (RCA AFL 1-4565)	28 17	73 JUST AIN'T GOOD ENOUGH JOHNNIE TAYLOR (Beverly Glen BG 1001)	61 13
36 GODDESS OF LOVE PHYLLIS HYMAN (Arista AL 8-8021)	30 11	74 INSTANT FUNK V INSTANT FUNK (Salsoul/RCA SA 8558)	72 34
37 THE RHYTHM & THE BLUES ZZ HILL (Malaco MAL 7411)	55 2	75 GENTLE FIRE WILTON FELDER (MCA-5406)	67 19
38 KISSING TO BE CLEVER CULTURE CLUB (Virgin/Epic ARE 38398)	36 28		62 7



PROMO 'VISIONS' — Columbia recording act Gladys Knight and the Pips recently completed a five-city national tour in support of its "Visions" LP. While in Los Angeles, the group paid a visit to KGFJ. Pictured at KGFJ are (l-r): Levi Booker, DJ, KGFJ; Gladys Knight and Bubba Knight of the group; and Michael Johnson, regional black music promotion manager, Columbia.

THE RHYTHM SECTION

MAJOR JUNIOR — "Inside Looking Out" by Mercury/PolyGram recording artist Junior Giscombe could quite possibly establish the Britisher as a major star. The album sails through a variety of styles from the reggae-tinged danceability of the initial single, "Communication Breakdown" (currently #38 bullet on the **Cash Box** Top 100 Contemporary Singles chart), to the soothing balladry of "Baby I Want You Back." The LP is produced by **Bob Carter** who co-wrote Junior's hit of 1982, "Mama," and is the co-writer on the material for this upcoming LP. Coinciding with release of the new album, set for the marketplace June 13, is a 45-minute video shot in London, which will be marketed to black-oriented cable outlets in Atlanta, Washington D.C. and Chicago. While the primary marketing thrust by PolyGram will be directed toward black consumers, this LP embodies potential for broad pop penetration. The black Brit connection is strong at PolyGram, with **Central Line** also preparing another platter for the label. But it is Junior who seems to have the inside track, now looking outward toward the horizon.

SHORT CUTS — Grandmaster Flash and The Furlous Five are going to the movies as they will be on-screen in the Universal Pictures film, *D.C. Cab*, which is set for 1984 release. Having kicked out "The Message" last year to #1, and currently riding up the charts aboard a version of "New York, New York," Grandmaster & Company will be joining **Irene Cara**, **Musical Youth** and **Mr. T** in this movie. . . . They've had **President Reagan** and **Mel Torme** already grace their albums with vocals or vocalese. And now what's left? **Ozzy Osbourne**. That's right, the Blizzard of Ozz will be featured on a track from the upcoming album by Geffen Records' **Was (Not Was)**.

ON THE ROAD, AGAIN — The Beverly Theatre in Beverly Hills, Calif. has kept true to the goal of providing quality and varied entertainment and is readying itself for two quality ladies of divergent strength during June and July. **Evelyn King** will bring her slick black pop to the Beverly for two shows, June 19, and Queen of Soul **Aretha Franklin** will be appearing at the venue to perform four shows, July 1-2. Although she is still a babe in toyland, chronologically, King has proven that she has veteran poise, and by most accounts, has proven herself in performance. At the Beverly Theatre, which is turning into a fine neighborhood spot in addition to a showcase venue, the audience mix runs from down home jamsters to haughty industry insiders. So King's acumen as a stage performer will be challenged. L.A. crowds generally appreciate true talent, though. Given that fact, Franklin's dues paying will be a hit at the Beverly, an arty movie house which is small enough to provide near cabaret intimacy for the First Lady of Soul to croon her heartfelt delights. Both divas could certainly provide the Beverly Theatre audience with unique experiences.

D-BLUES — The first anniversary celebration of the Southern California Blues Society is set for June 16 in a local L.A. Blues Revue at the Music Machine there. Groups such as the **Night Owls** with special guests **Joe Houston**, **J.D. Nicholson**, **Lamay Williams**, **Larry Williams** and **Smokey Wilson** will provide music. On the Sunday prior to the anniversary show, the society will sponsor a Blues potluck picnic where local artists will mingle with fans for pictures autographs and the bountiful spread that is planned. Since starting in June 1982, the Southern California Blues Society has ballooned from 14 interested blues fans to more than 300 paying members.

NEW DEALS — Having once been on the crest of pop music, the **5th Dimension** is making another bid for the top as the group recently inked a deal with Sutra Records. The first product from the quintet will be 7-inch and 12-inch versions of "Surrender," a dance tune written by **Nicholas Ashford** and **Valerie Simpson** and produced by **Tony Camillio**. . . . Camillio will be joined by **Bob Alcivar** in completion of the group's LP later in the summer.

HEAVEN ON EARTH — K-tel packages on soul and rock 'n' roll of the early '50s regularly include **The Penguins'** classic, "Earth Angel," and it is little wonder that the song has inspired vanguard R&B producer **Dootsie Williams** to write a musical comedy named after the song. Slated for debut in early August and already in the midst of casting among Equity Waiver talent, Williams said that in recent years his Dootone Records has been briskly selling "Earth Angel." "Because of all the attention the record was getting," Williams said, "I decided two years ago to write about the '50s and about the music that was popular at the time." The story, which took Williams about 18 months to complete, is based around the struggles Williams and the legendary crooners encountered trying to make it in the infant stages of the recording industry. Other groups and songs to be featured in the play are **The Medallions**, who will be represented by "Buick '59"; and **The Meadowlarks'** "Always And Always." Other personalities, such as R&B **Johnny Otis** and jocks **Hunter Hancock** and **Wolfman Jack**, will also appear as characters in the show. Williams said that the actors will lip synch the original versions of the songs, noting that "it would have been too difficult to get the full-blown funding to do a show like *Dream Girls*. And I had been working for two years on this project, so I didn't want to wait anymore. But this is a foot in the door." The show is going to be co-produced by Williams and **Richard Neiderberg**, with **Steve Oakly** as director. The play's first curtain will rise at the small, neighborhood-based Main Floor Theatre in Hollywood.

michael martinez

MOST ADDED SINGLES

- CRAZY — MANHATTANS — COLUMBIA**
WDAO, KUKQ, WTLC, WAWA, WPAL, WCIN, WRAP, WSOK, KDIA, WWDM, WILD, KOKA, WYLD, WNHC, WPLZ, WLLC, KGFJ, KDKO.
- BAD BOY — SKYY — SALSOL/RCA**
WDAO, WTLC, WWIN, WPAL, WCIN, WSOK, WJMO, WILD, WLOU, WJLB, WPLZ, WRBD, WEDR, KGFJ, WBMX, KDKO.
- BAD MOTOR SCOOTER — THE CHI-LITES — LARC**
KDAY, KUKQ, WCIN, WWDM, WATV, WNHC, WGPR, KDKO.
- SUPER LOVE — JOHNNY GILL — COTILLION/ATCO**
WSOK, WIGO, WATV, WGCI, WLLC, KGFJ, WBMX.
- FREAK-A-ZOID — MIDNIGHT STAR — SOLAR/ELEKTRA**
WAWA, WPAL, WATV, WGCI, WAMO, WAIL.
- BOOGIE DOWN — JARREAU — WARNER BROS.**
WDIA, WWIN, WCIN, WJLB, WBMX.
- STONE LOVE — KASHIF — ARISTA**
WIGO, WATV, KPRS, WAMO, WBMX.

MOST ADDED ALBUMS

- IN YOUR EYES — GEORGE BENSON — WARNER BROS.**
WDAO, WTLC, WWIN, WAWA, WPAL, WSOK, WWDM, V103, WYLD, WNHC, WPLZ, WRBD, WEDR, KGFJ, WAMO, WBMX.
- BETWEEN THE SHEETS — THE ISLEY BROTHERS — T-NECK/CBS**
WWIN, WLUM, WAWA, WCIN, WLOU, WAMO.
- GODDESS OF LOVE — PHYLLIS HYMAN — ARISTA**
WTLC, WWIN, WAWA, WPAL, WPLZ.

UP AND COMING

HOT LINE — TYRONE BRUNSON — BELIEVE IN A DREAM/CBS
IS IT AS GOOD AS IT LOOKS — CROWN HEIGHTS AFFAIR — DE-LITE/POLYGRAM
(KEEP FEELING) FASCINATION — THE HUMAN LEAGUE — A&M
DON'T WAIT ANOTHER NIGHT — CHANGE — RFC/ATLANTIC

BLACK RADIO HIGHLIGHTS

V103 — ATLANTA — SCOTTY ANDREWS, PD
HOTS: A. Bofill, Michael Jackson, G. Knight & The Pips, Jonzun Crew, Mtume, DeBarge, Earth, Wind & Fire, New Edition, I. Cara, T. Dolby, D. Williams, Culture Club, P. Austin/J. Ingram, G. Benson, A. Wilson, Jarreau. ADDS: O. Cheatham, P. Austin, Dazz Band. LP ADDS: G. Benson, G. Knight & The Pips.

WIGO — ATLANTA — MIKE ROBERTS, PD — #1 — RUN D.M.C.
HOTS: Michael Jackson, DeBarge, D. Williams, Michael Jackson, Jonzun Crew, T. Dolby, G. Benson, Mtume, A. Bofill. ADDS: E. Grant, J. Pointer, New Horizons, J. Gill, Kashif, S. Mendes. LP ADDS: Maze.

WILD — BOSTON — CHARLES CLEMONS, MD — #1 — MTUME
JUMPS: 8 To 5 — E. Grant, 11 To 7 — I. Cara, 13 To 8 — B. Newberry III, 16 To 9 — G. Benson, 15 To 10 — E. Hope, 17 To 11 — Chi-Lites, 18 To 12 — Electric Power Band, 19 To 13 — D. Williams, 23 To 14 — A. Bofill, 27 To 15 — Peaches & Herb, 21 To 16 — Sweet G, 28 To 17 — P. Hyman, Ex To 20 — Montana Sextette, Ex To 21 — Starpoint, 29 To 22 — Weeks & Co., Ex To 23 — Advance, Ex To 26 — Midnight Star, Ex To 27 — S. Arrington, Ex To 29 — Brass Construction, Ex To 30 — Janet Jackson. ADDS: IndeeP, F. Rae, L.L. Smith, Fatback, Manhattans, P. Wynne, Skyy, B. Marley. LP ADDS: Weeks & Co., B. James.

WBMX — CHICAGO — LEE MICHAELS, PD — #1 — G. KNIGHT & THE PIPS
JUMPS: 8 To 5 — E. Grant, D. Williams, L. Richie, IndeeP, Cameo, I. Cara, J. Taylor, F. Thornton, D Train, O. Cheatham, Warp 9, E. Grant, Brass Construction, Sister Sledge, Whispers, G. Benson. ADDS: Jarreau, G. Clinton, Peaches & Herb, Skyy, J. Gill, F. Henderson, F. Rae, Kashif. LP ADDS: G. Benson, Sister Sledge, D Train, G. Knight & The Pips.

WGCI — CHICAGO — RICHARD PEGUE, PD — #1 — MTUME
HOTS: G. Knight & The Pips, Maze, New Edition, I. Cara, Chill Factor, D. Williams, E. Grant, G. Benson, Whispers, S. Robinson, S. Mendes, Starpoint, L. Haywood, Janet Jackson, IndeeP, J. Feliciano, Culture Club, J. Taylor, D. Bowie, Sister Sledge, Jarreau, L. Richie, T. Dolby. ADDS: Midnight Star, J. Gill, Montana Sextette, Fatback, Cargo, E. Klugh, B. Russell.

WCIN — CINCINNATI — FRANK BAILEY, MD — #1 — G. KNIGHT & THE PIPS
HOTS: Maze, Earth, Wind & Fire, N. Hendryx, D. Williams, Prince, DeBarge, S. Mendes, T. Davis, Sister Sledge, M. Joseph, D Train, Syreeta. ADDS: Skyy, Manhattans, S. Arrington, F. Henderson, Chi-Lites, Glenn Jones, Collage, D. Summer, Fatback, Jarreau, B. Russell. LP ADDS: Isley Brothers, P. Austin, Mtume.

WDAO — DAYTON — LANKFORD STEPHENS, PD — #1 — MTUME
HOTS: DeBarge, Whispers, G. Benson, P. Austin/J. Ingram, A. Bofill, Janet Jackson, O'Bryan, Maze, L. Haywood. ADDS: Manhattans, T. Brunson, Peaches & Herb, Junior, Skyy, Dazz Band. LP ADDS: G. Benson, J. Gill, Starpoint, J. Pointer.

KDKO — DENVER — BYRON PITTS, PD — #1 — MTUME
HOTS: G. Knight & The Pips, New Edition, Maze, I. Cara, D. Williams, DeBarge, Cameo, D. Bowie, Jonzun Crew. ADDS: Manhattans, Chi-Lites, Skyy.

WGPR-FM — DETROIT — JOE SPENCER, PD — #1 — ISLEY BROTHERS
HOTS: G. Knight & The Pips, New Edition, Maze, D. Williams, Janet Jackson, P. Hyman, Whispers, I. Cara. ADDS: One Way, Chi-Lites, Temptations, E. Kendricks, P. Tosh, G. Duke, Strangers, Weeks & Co., Human League, Earons, J. Cocker. LP ADDS: Starpoint, Rene & Angela, IndeeP.

WJLB — DETROIT — J. MICHAEL MCKAY, MD
HOTS: Isley Brothers, G. Knight & The Pips, Michael Jackson, D. Williams, Mary Jane Girls, Janet Jackson, Whispers, New Edition, T. Dolby, Earth, Wind & Fire, D. Bowie, A. Bofill. ADDS: Jarreau, Skyy, P. Hyman, G. Guthrie.

KMJQ — HOUSTON — FRED HENDERSON, PD — #1 — MTUME
JUMPS: 9 To 6 — T. Dolby, 14 To 8 — New Horizons, 13 To 10 — G. Benson, 17 To 13 — Slim, 24 To 15 — I. Cara, 33 To 30 — Earons, 37 To 32 — Jarreau, 39 To 36 — T. Brunson. LP ADDS: Brass Construction.

KDAY — LOS ANGELES — JACK PATTERSON, PD — #1 — MTUME
HOTS: A. Baker, Isley Brothers, Lakeside, I. Cara, Sister Sledge, Maze, D. Williams, L. Richie, D. Bowie. ADDS: Chi-Lites, Human League, S. Arrington, B. Wright, P. Austin/J. Ingram. LP ADDS: Brass Construction, M. Henderson, Maze.

KGFJ — LOS ANGELES — GEORGE MOORE, PD — #1 — MTUME
HOTS: Isley Brothers, G. Knight & The Pips, A. Baker, D. Williams, D Train, New Edition, D. Bowie, Cameo, I. Cara. ADDS: Skyy, One Way, Manhattans, J. Gill, Junior, Attitude, B. Wright, G. Taylor. LP ADDS: Sly Stone, P. Tosh, D. Bowie.

WAWA — MILWAUKEE — JIMMY GOODYME, PD — #1 — LAKESIDE
HOTS: Mary Jane Girls, High Energy, Ozone, Maze, D Train, DeBarge, M. Henderson, New Edition, L. Haywood, I. Cara, G. Benson, Janet Jackson, S. Arrington, L. Richie, Brass Construction, M. Jackson. ADDS: War, Manhattans, T. Brunson, Midnight Star. LP ADDS: P. Hyman, Rene & Angela, G. Benson, Isley Brothers.

WNHC — NEW HAVEN — JAMES JORDAN, PD — #1 — G. KNIGHT & THE PIPS
HOTS: Mtume, S. Mendes, Brass Construction, I. Cara, P. Austin/J. Ingram, D. Bowie, D. Williams, O'Bryan, DeBarge, Whispers, G. Benson, Champaign, S. Lites, Blue Magic, Isley Brothers, Grand Master Flash, 52nd Street, Madonna, Mary Jane Girls, D. Summer. ADDS: Chi-Lites, Manhattans, Will Powers, Fifth Dimension, O. Johnson/Trance, Freeze, LP ADDS: D. Ross, Commodores, G. Benson, Flashdance.

WAIL — NEW ORLEANS — BARRY RICHARDS, PD — #1 — MTUME
HOTS: Jonzun Crew, Maze, Isley Brothers, G. Benson, Grand Master Flash, F. Thornton, Janet Jackson, Brass Construction, D. Bowie, Mary Jane Girls, I. Cara, Men At Work, T. Dolby, A. Bofill, Starpoint, Michael Jackson, Jarreau, Trouble Funk, Sister Sledge, New Horizons. ADDS: F. Henderson, L. Haywood, Midnight Star, Eurythmics, Crown Heights Affair, Slim.

WYLD-FM — NEW ORLEANS — BRUTE BAILEY, PD — #1 — MTUME
HOTS: Maze, Jonzun Crew, Whispers, D. Williams, A. Bofill, Michael Jackson, Trouble Funk, Janet Jackson, G. Benson, Brass Construction, P. Austin/J. Ingram, G. Knight & The Pips, I. Cara, D Train, Glenn Jones, Starpoint, New Horizons, O. Bryan, B. Marley. ADDS: Earons, Manhattans, New Guys, H. Ray. LP ADDS: G. Benson.

WRKS — NEW YORK — BARRY MAYO, PD — #1 — MTUME
JUMPS: 13 To 10 — G. Knight & The Pips, 20 To 16 — Men At Work, 23 To 17 — Whispers, 26 To 19 — G. Benson, 28 To 23 — S. Mendes, 30 To 26 — F. Rae, Ex To 29 — Sembello, Ex To 30 — Beat Girls. ADDS: T. Marsh, High Fashion, O. Cheatham, Freeze, Clark Sisters.

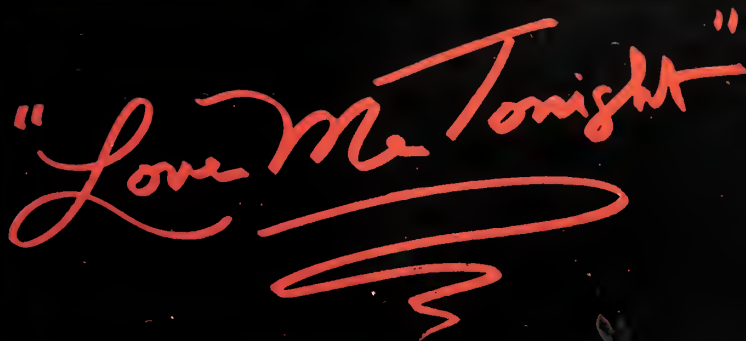
WRAP — NORFOLK — CHESTER BENTON, PD — #1 — ISLEY BROTHERS
HOTS: Cameo, Maze, D. Williams, G. Knight & The Pips, Earth, Wind & Fire, M. Henderson, DeBarge, Mtume, Sister Sledge, G. Benson, Run D.M.C., P. Austin/J. Ingram, L. Richie, Janet Jackson, Junior, Whispers, Starpoint, IndeeP, Grand Master Flash. ADDS: R. Laws, Manhattans, Earons, Kiddo.

WOKB — ORLANDO — BILLIE LOVE, PD — #1 — MAZE
JUMPS: 18 To 13 — G. Clinton, 25 To 19 — Michael Jackson, 26 To 23 — Whispers, 29 To 26 — R.J.'s Latest Arrival, 34 To 28 — Peaches & Herb, 32 To 29 — O. Cheatham, 36 To 33 — Culture Club, 38 To 35 — D. Smith, 42 To 39 — B. Marley, 50 To 42 — L. Graham, 48 To 44 — D. LaSalle, Ex To 48 — Midnight Star, Ex To 50 — S. Arrington. ADDS: O'Jays. LP ADDS: L.T.D.

KSOL — SAN FRANCISCO — MARVIN ROBINSON, PD — #1 — G. KNIGHT & THE PIPS
HOTS: Cameo, Maze, I. Cara, L. Richie, Mary Jane Girls, Rene & Angela, IndeeP, Sister Sledge, Janet Jackson. ADDS: G. Guthrie, War, O'Bryan, Crown Heights Affair, New Guys On The Block, Private Eye.

WSOK — SAVANNAH — JAY BRYANT, PD — #1 — MAZE
JUMPS: 9 To 5 — L. Haywood, 10 To 6 — Whispers, 11 To 8 — Ozone, 15 To 9 — New Horizons, 14 To 10 — G. Benson, 16 To 12 — Kashif, 21 To 14 — The System, 23 To 15 — Grand Master Flash, 20 To 16 — Sister Sledge, 27 To 17 — P. Austin/J. Ingram, 30 To 19 — L. Graham, 29 To 20 — O'Jays, 28 To 21 — B. Marley, 27 To 24 — P. Hyman, Ex To 22 — J. Spicer, Ex To 26 — Blue Magic, Ex To 27 — Reddings, Ex To 28 — Jarreau, Ex To 29 — G. Guthrie, Ex To 30 — B.B. King. ADDS: One Way, P. Wynne, Stone City Band, Manhattans, Zoom, Skyy, War, J. Gill. LP ADDS: G. Benson.

WWDM — SUMTER — JANICE BACOTE, PD
HOTS: Maze, Mtume, Whispers, G. Benson, DeBarge, T. Dolby, Thunderflash, Mary Jane Girls, Janet Jackson, Con Funk Shun. ADDS: B. Hillard, Gripp Band, Chi-Lites, B. Marley, Fifth Dimension, Manhattans, H. Ray, Wind Chymes. LP ADDS: G. Benson, Junior Tucker, IndeeP, B. Marley, Mary Jane Girls.



NEW FROM ATTITUDE IS
SMASH CITY!

IMMEDIATE AIRPLAY AND SALES
OUT OF THE BOX.

STAY TUNED FOR THE NEW ALBUM
"PUMP THE NATION"

"DON'T WAIT ANOTHER NIGHT"

TO ADD CHANGE
TO YOUR PLAYLIST

OUR STRENGTH IS OUR MUSIC.



SOUND/IEWS

PAR TO CONTINUE LOW PRICING . . . 'WHEN IT MAKES SENSE' — Don't be surprised to see the hit movie *Flashdance*, the newly released **Dan Aykroyd-Eddie Murphy** comedy *Trading Places* or the forthcoming **Sylvester Stallone**-directed sequel to *Saturday Night Fever*, *Stayin' Alive*, priced at \$39.95 when they finally hit home video. According to Paramount Home Video vice president, advertising and sales promotion, **Hollace Brown**, all three are "prime candidates" for joining *Star Trek II: The Wrath of Khan*, *An Officer And A Gentleman*, *The Lords of Discipline*, *An Evening With Robin Williams* and, currently, *48 HRS.* in Par's ongoing low-pricing experiment. "There is no doubt there is a sales market," said Brown, noting that, within the past six months, 50% of the company's sales have come from low-priced titles.



THE LION ROARS AT THE CES — MGM/UA Home Video was just one of the many home video exhibitors at the 1983 International Summer Consumer Electronics Show (CES) in Chicago, which concluded its four day run June 8. Curious convention-goers checked out previews of such forthcoming MGM/UA titles as *The Hunger* and *Girl Groups: The Story of a Sound at the MGM/UA booth*.

Has Paramount been discouraged that more manufacturers have not joined them in promoting sales by releasing lower priced titles? "I don't think we were expecting a vast, fast, en masse move," she answered. "Some of the studios have been very tentative . . . They stuck their toe in the water. But we don't want to be in this for the short-term. We don't want to see home video evolve into the 16 mm (film) business."

VESTRON: MORE ACTS PLANNED FOR THE 'CIRCUS' — With promotions for National Lampoon's *Class Reunion*, *Venom* and VidAmerica's *The Boys of Summer* running simultaneously at Vestron Video's booth throughout the CES, the Stamford, Conn.-based indie's vice president of creative services **Susan Senk** said, "It's like a three-ring circus around here." And the Vestron 'circus' is getting bigger. First of all, the company announced the distribution of *Penthouse Video*, which, Vestron president **Jon Pelsinger** pointed out, will be "nothing like" *Playboy Video* (Senk hinted that it would probably be "a little harder" than the CBS/Fox-distributed *Playboy*). According to *Penthouse*, four to six programs are to be released in the first year. Also on the way from Vestron is a slew of music video product, including **Neil Diamond Live At The Greek**. Senk explained that the company would be announcing titles from "a couple of major recording acts" within two to three weeks. In the music category, Vestron has so far released *Earth, Wind & Fire In Concert*, *Gladys Knight and the Pips with Ray Charles*, and **Nell Young's** concert film *Rust Never Sleeps*. Through an agreement with Artists Releasing Corp., Vestron will be issuing *The House On Sorority Row* next month on cassette (CED the following month) and *Vigilante* in August. In October, Vestron will have *Mother Lode*, starring **Charlton Heston**, and *Valley Girl*, from Atlantic Releasing. As noted in last week's story, "Suppliers Set Diverse Video Release Slate For Summer," Vestron is coming with *Mad Max* this month and *Redd Foxx: A Video In A Plain Brown Wrapper* in August, as well (**Cash Box**, June 11).

VIDBITS FROM THE CES FLOOR — MGM/UA Home Video has created a monthly newsletter, *The Lion Roars*, which it is sending directly to distributors and retailers across the country. A feature of the debut June issue is "The Compleat Beatles Crossword Puzzle Contest," in which the first 100 correct entries will receive a prize. If you aren't getting MGM/UA's fact-filled bulletin, you can call the company's merchandising hotline, (212) 408-0623, or write MGM/UA Home Video at 1350 Avenue of the Americas, New York, New York 10019. . . . **Stephanie Shulman**, MGM/UA's manager, merchandising and sales promotion, also tells us that a major marketing campaign will begin in the fall. . . . **Richard Simmons** put in an appearance June 6 at the Karl Video booth to help promote his *Everyday With Richard Simmons/Family Fitness* program. . . . Likewise for actress **Jayne Kennedy**, who was at the JLT Films booth signing pictures and giving away copies of her Compleat LP to push her *Love Your Body* tape. . . . Ample chested **Klitten Natlvidad** was one of the more, uh, visible sex stars signing pictures in the X-rated videos section. . . . *Bizarre Video*, which specializes in leather, latex and S&M bondage type sex videos in general, had a dominatrix at its booth hyping its latest releases. *Bizarre* is releasing 16 new titles, including the feature *Captives*, and has recently inked a number of fetish film producers. If kinky isn't your thing, the company also distributes a line of kung fu and martial arts features through its new *Dragon Lady Prods.* subsidiary. Tie 'em up or beat 'em up, we say. . . . Strangely enough, the only place where Sony's hot Video 45s could be found exhibited at the CES was in the adult videos section, where *Target Video* was selling the six available singles along with *Intravideo Properties' Rockabilly Glamourize* and *Savages*, as well as blue videos from such companies as *Select Essex*. . . . *Video Gems* of Los Angeles was also promoting music video in the way of its forthcoming series, *America's Music*. Included in the series are two "Blues" programs, featuring such artists as **B.B. King**, **Eddie "Cleanhead" Vinson**, **Buddy Guy & Junior Wells**, **Etta James** and **John Lee Hooker**; two "Rhythm & Blues sets," with **Billy Eckstine**, **Billy Preston**, **Mary Wells**, **Brook Benton** and **Sam Phillips** of "Sam and Dave" fame, among others; and two "Country & Western" programs, starring the likes of **Patti Page**, **Razzy Bailey**, **Sylvia**, **Jerry Lee Lewis**, **Moe Bandy** and **Ricky Skaggs**. Like the Video 45s, they'll be available in Beta Hi-Fi. . . . RCA/Columbia Pictures Home Video announced the July release of *Six Weeks*, starring **Dudley Moore** and **Mary Tyler Moore**.

michael glynn

TOP 30 VIDEOCASSETTES

	Weeks On Chart		Weeks On Chart
1 FIRST BLOOD Thorn EMI 1573	6/11 5	16 THE WORLD ACCORDING TO GARP Warner Home Video 11261	16 21
2 BEST FRIENDS Warner Home Video 11265	2 3	17 ROCKY III CBS/Fox 4706	17 25
3 AN OFFICER AND A GENTLEMAN Paramount Home Video 1467	3 16	18 THE TOY RCA/Columbia Home Video 10538	— 1
4 AIRPLANE II Paramount Home Video 1489	4 6	19 MONSIEUR CBS/Fox 1108	19 13
5 MY FAVORITE YEAR MGM/UA 00188	5 2	20 THE SECRET OF NIMH MGM/UA 00211	20 9
6 LOVESICK Warner Home Video 20011	7 3	21 POLTERGEIST MGM/UA 00164	18 25
7 THE LORDS OF DISCIPLINE Paramount Home Video 1433	8 2	22 JANE FONDA'S WORKOUT KVC/RCA Karl Video Corp. 042	23 50
8 VIDEODROME MCA 71013	6 4	23 THUNDERBALL CBS/Fox 4611	22 3
9 ROAD WARRIOR Warner Home Video 11181	9 17	24 NIGHT SHIFT Warner Home Video 20006	24 21
10 TIMERIDER Pacific Arts Video PAVR528	11 3	25 PLAYBOY VIDEO, VOLUME II CBS/Fox 6202	21 8
11 STILL OF THE NIGHT CBS/Fox 4711	12 3	26 FAST TIMES AT RIDGEMONT HIGH MCA Distributing Corp. 77015	27 21
12 BLADE RUNNER Embassy 1380	10 15	27 LET'S SPEND THE NIGHT TOGETHER Embassy Home Entertainment 2056	29 2
13 CREEP SHOW Warner Home Video 11306	14 11	28 ANNIE RCA/Columbia Home Video 10008	28 25
14 TEX Walt Disney WD 142	13 5	29 THE BEST LITTLE WHOREHOUSE IN TEXAS MCA Distributing Corp. 77014	26 15
15 THE BOAT (DAS BOOT) RCA/Columbia Home Video 10149	15 20	30 MISSING MCA Distributing Corp. 71009	30 25

The **Cash Box** Top 30 Videocassettes chart is a compilation of the fastest moving titles in both Beta and VHS formats, based on sales and rental activity, as reported by various accounts around the country. Accounts surveyed include: Video Plus-Chicago; Radio 437-Philadelphia; Classic Video-Oak Lawn; The Video Store-Cincinnati; Precision Video-Chicago; Entertainment Systems-Phoenix; Nickelodeon-Los Angeles; Everybody's-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.

Computer Product Highlighted At Record-Breaking Summer CES

(continued from page 7)

and daisywheel printer, ADAM comes with a full word processing program built-in, as well as two separate digital data packs, smart BASIC and Super Game Pack. It will also be offered by Coleco as an expansion module for the company's ColecoVision video game system for around \$400.

Attendees and manufacturers alike hailed the debut of Coleco's ADAM as something of a milestone in the computer business, as the system offers quality and a sizeable memory to families at an affordable price. Together with the ColecoVision game system, it seemed to offer the best of both worlds.

However, at the June 6 Computer and Games conference, the speakers pointed to the development of a far more sophisticated computer market, where users are becoming more demanding and quality-conscious as well as aware of the various hardware, software and peripherals available.

Manufacturers in other product areas, such as video, began to explore computer interfacing at the CES, as Pioneer unveiled a new unit, IF-1000, linking its Laserdisc player to computer home systems, opening up a new range of applications with educational programming, interactive games and other areas.

Audio, which has weathered a tough period in the past few years with general product displacement and dislocation (not to mention the competition for the consumer's dollar from video and other areas), climbed back into the limelight at the '83

SCES with the arrival of the Compact Disc. Some prototype players were demonstrated a year ago and even a few commercial systems were displayed at the Winter CES in Las Vegas. But the Compact Disc was truly out in force at this summer's show, exhibited by up to 20 manufacturers. One, Mitsubishi, even demonstrated a prototype car player, installed in a Mitsubishi auto, on the floor of McCormick Place.

The true start of the digital disc era has depended on a good flow of software, so its not surprising that PolyGram's announcement of the August launch for its CD titles was greeted with a hefty press turnout and applause from hardware manufacturers, such as its sister company, Magnavox, which detailed its commercial debut here as well (see separate story, page 32).

(Warner Bros. is also scheduled to issue its first 25 CD titles this summer.)

Car audio, which has remained on the upswing, also gets a boost with the advent of AM stereo, as manufacturers announced the production of new units.

While some of video's thunder was stolen by the computer and compact disc this year, the word from N.A.P. Consumer Electronics' Frank Lann is his keynote speech opening the video conference is that the actual sales figures are no less encouraging now. Indeed, a substantial increase, more than 12%, in color TV receiver sales is projected for this year as the need increases for use with computers as display monitors and the new VCR,

(continued on page 32)

INTERNATIONAL DATELINE

Argentina

BUENOS AIRES — The April sales figures released recently by the Argentine Chamber of Record Producers show that the sharp decline in sales volume is still present in the market: singles amounted to only 11,737 units (against 42,000 in April 1982), albums stood at 127,000 units (vs. 267,000 last year, a 50% decline), and there were 311,229 cassettes sold (against 619,000 12 months before), which means also a 50% loss in tapes. The picture is obviously dark and there are few signs of recovery; in fact, it seems that the industry is lagging behind other trades in the slight recovery the economy has been showing in the near past.

The Chamber is also pioneering strong actions against piracy, which is considered to have appeared once again in the interior of the country. A lunch at CBS was organized by CAPIF to explain to the press people about the damages caused by illegal copies of records and tapes, and the drive will be based on the cooperation of retailers, who will be asked to plead they will not sell bootleg recordings. Although in Buenos Aires there are some classified ads offering "the artists you want on your own tape" for a flat fee per hour of taping, the action is mostly directed at industrial pirates who are supposedly operating in cities of the interior, with duplicating machines that were brought to the country three or four years ago and are easy to operate.

Canada

TORONTO — Attic Records' heavy metal specialists **Anvil** is forging a formidable reputation with British rock fans. After drawing rave reviews at the Heavy Sound Festival in Belgium on May 21, the band crossed the Channel to team up with **Iron Maiden** on its tour. Anvil will wind up the tour on July 7 by headlining at the Marquee Club in London. The band's latest album, "Forged In Fire," is receiving a lot of attention both in England and Canada. An American distribution deal is near completion at present. Meanwhile in a lighter vein, **The Nylons**, also on Attic, is scoring in the Netherlands with its a cappella stylings. Their single "That Kind Of Man" has been charted in the #30 slot on the Dutch hit parade. A new album is also in the works with a release scheduled for the fall . . . True North recording group **Rough Trade** swinging through L.A., San Francisco and Seattle prior to the U.S. release of its latest album, "Shaking The Foundations," on June 27. A single, "Weapons," will be released in Canada and the U.S. in mid-July. It will also be included on the U.S. version of "Shaking The Foundations." The band is also working on a new album, "Angst For The Memories."

Jan plater

Italy

MILAN — Effective Sept. 1, Fonit Cetra record company connected to Rai, the Italian government network, will close its distribution department and will be distributed by Dischi Ricordi. The agreement was signed at the beginning of May by **Guido Rignano**, Dischi Ricordi president, and **Carlo Fontana**, Fonit Cetra managing director, who declared to **Cash Box** that this operation was done to join the forces of the Italian industry against the action of the multi-national groups. Fonit Cetra has also just signed an agreement with **Freddy Nagglar**, head of Baby Records, for the exclusive license of productions in English, which will be furnished by Baby to Cetra on the Italian market.

The Italian TV network Retequattro and the Brazilian Rede Globo created a new record company, which will be named Siglaquattro and distributed on the market by RCA. Managed by **Cesare Benvenuti**, the label will be oriented TV discs. The first four releases, among them an album by **Riccardo Cocclante** and another one by **Toquinho** will be ready for the beginning of July.

marlo de luigi

United Kingdom

LONDON — Founding members of the '70s supergroup **Yes** are back in the studio. **Jon Anderson**, who had recent successes with **Vangells**, has teamed with former Yes bass player **Chris Squire** to record an album due out later this summer. They are joined by original Yes keyboards player **Tony Kaye** and drummer **Alan White**. The one newcomer is South African guitarist **Trevor Rabin**.

The album is produced by **Trevor Horn**, a singer with the last line-up of Yes in 1980, and now renowned for his production of **ABC** and **Malcolm McLaren**.

However, it seems unlikely that the new band will be able to use the name Yes. The group's former manager, **Brian Lane**, lays claim to the Yes trademark. He now manages **Asla**, which itself includes two of the old Yes members, namely, guitarist **Steve Howe** and keyboards player **Geoff Downes**.

The new Yes is believed to have booked major venues in the U.S. in preparation for an autumn tour. The project is reported to have the full backing of Atlantic Records U.K. chief **Phil Carson**.

Barry Manilow plans a U.K. open air concert this summer in the grounds of Blenheim Palace, ancestral home of the Churchill family in Oxfordshire. Manilow has already agreed; it just remains for the site negotiations to be finalized.

Virgin Records re-released the **Sex Pistols'** "Anarchy" in the U.K. on June 9 "to commemorate the general election."

chrissy lley

The Icicle Works: Determined To Be True To Originality

by Nick Underwood

LONDON — The northern city of Liverpool has traditionally been a vital creative center for British popular music. That tradition continues as strong as ever today and one of the most recent new outfits to emerge prominently out of the city to create ripples big enough to rock even the biggest boats in London is a new band calling themselves, The Icicle Works. The three sincere young musicians who make up The Icicle Works are staunch idealists committed to the longevity and development of their music for music's sake.

The overriding principle motivating the band is originality. A principle which is beginning to reap mounting respect from many prominent people in the music business including the New York disco/funk Queen, Grace Jones. The group's debut single which was released last year independently on their own Troll Kitchen label, titled, "Nirvana" was reviewed by Grace Jones live on air on the UK's only national pop station, BBC Radio One. Jones was impressed enough to comment: "One of the most refreshing things I've heard to come out of Britain for years."

Defies Categorization

The Icicle Works defy categorization and are adamant that their music has a life of its own which will not be dictated to by fashion waves, marketing, promotion or image campaigns. They positively shun the quick turnover mentality within parts of the music business and are despotic in their commitment to creating original music. Of the three members, — Chris Sharrock (drums and percussion), Robert Ian McNabb (vocals, guitar and keyboards) and Chris Layhe (vocals, bass and percussion) — McNabb sums up their collective drive thus: "Basically we just want to make powerful, emotional and melodic pop music. We're not trying to delve into unknown recesses."

"The material we create does have our own trademark, but it's ours and is really just good pop music," he continued, "We are developing our music on our own level, — Not from any commercial formula of the day, because we don't want to end up driving taxis in ten years time."

Individually, each member of The Icicle Works has been developing for several years in and around Liverpool with various school and local groups. They stumbled upon each other 18 months ago through adverts and rapidly developed a cohesive sound. The group quickly realized that their combined musical competence could plug them rapidly into the commercial mainstream, but right from the beginning it was always much more important for them



The Icicle Works

to develop their music to sound like themselves.

"We did get to the point of talking to legal departments in several leading record companies but at this stage we prefer to remain independent so as to have complete creative control for our music's sake," says McNabb.

The Icicle Works approach to their own creativity is wholeheartedly sincere and based entirely on what they view as their own musical credibility. Explains McNabb: "We never mimic or impersonate anything like a lot of groups. If we get a nice guitar line and it sounds remotely like anything else, no matter how obscure, we all get very depressed. Loads of our songs which people think are really good get scrapped because they bear a resemblance to something else, no matter how slight the resemblance may be. We're always conscious of this because originality is the only thing worth having."

The Icicle Works have built up a fairly large following in a short time without any substantial marketing, promotion or advertising. They have received critical acclaim from the English consumer music press and performed several successful sessions for BBC Radio One. The band is now frequently bemused by occasional criticisms of being young hippies with psychedelic undertones.

"We've been criticised for being hippies with short hair, because our first single was called "Nirvana" (a buddhist term for being in state of spiritual happiness or contentment)," explained McNabb.

Although the band is not directly signed to a major label, they have been helped along the way by a well known Polygram group A&R executive, Jeff Chegwin, who brought the group to the attention of renowned producer, Hugh Jones. Jones has been responsible for successful production projects with groups such as Echo And The Bunnyman and The Tear-drop Explodes. He has just produced The Icicle Works' next single titled, "Birds Fly (Whisper To A A Scream)" which has again been scheduled for an independent release in June on the Situation 2 label via Beggars Banquet Records.

INTERNATIONAL BESTSELLERS

Argentina

TOP TEN 45s

- 1 **Olvidame** — Pimpinela — CBS
- 2 **Y Como Es El** — Jose Luis Perales — Music Hall
- 3 **Directo Al Corazon** — Luis Miguel — EMI
- 4 **Si No No** — Cris Manzano — Interdisc
- 5 **Para Volverte A Ver** — Dyango — EMI
- 6 **Ojo De Tigre** — Survivor — CBS
- 7 **Abracadabra** — Steve Miller Band — PolyGram
- 8 **Balla Conmigo** — Rita Lee — EMI
- 9 **Conclusiones** — Sergio Denis — PolyGram
- 10 **Cambias Mi Amor** — Valeria Lynch — PolyGram

TOP TEN LPs

- 1 **Confidencias** — Jose Velez — Discosa
- 2 **Quiereme** — Valeria Lynch — PolyGram
- 3 **John Lennon Collection** — EMI
- 4 **Enganchados En Pop** — Laser — RCA
- 5 **Pimpinela** — Pimpinela — CBS
- 6 **Reto Al Destino** — soundtrack — Microfon
- 7 **B.A. Rock** — various artists — Music Hall
- 8 **Todo Pastoral** — Pastoral — Interdisc
- 9 **En Castellano** — Roberto Carlos — CBS
- 10 **Directo Al Corazon** — Luis Miguel — EMI

— Prensario

Italy

TOP TEN 45s

- 1 **Billie Jean** — Michael Jackson — CBS/Epic
- 2 **Let's Dance** — David Bowie — EMI
- 3 **Do You Really Want To Hurt Me** — Culture Club — Virgin
- 4 **Amico E'** — D. Bladan Bembo & C. Caselli — CGD
- 5 **Non Slamo Soli** — Miguel Bose — CBS
- 6 **Two Heads Are Better Than One** — Cube — PolyGram/Mercury
- 7 **Chi Chi Chi Co Co Co** — Pippo Franco — Lopus
- 8 **Juliet** — Robin Gibb — PolyGram/Polydor
- 9 **Face To Face Heart To Heart** — Twins — Fonit Cetra
- 10 **Vita Spericolata** — Vasco Rossi — Carosello

TOP TEN LPs

- 1 **1983** — Lucio Dalla — RCA
- 2 **Thriller** — Michael Jackson — CBS/Epic
- 3 **The Final Cut** — Pink Floyd — EMI/Harvest
- 4 **Bollicine** — Vasco Rossi — Carosello
- 5 **Let's Dance** — David Bowie — EMI
- 6 **Tutto Sanremo 83** — various artists — Ricordi
- 7 **Millano-Madrid** — Miguel Bose — CBS
- 8 **Flying Mix N. 2** — various artists — Gong
- 9 **Tango** — Matia Bazar — Ariston
- 10 **Acquarello** — Toquinho — CGD/Maracana

— Musica e Dischi

United Kingdom

TOP TEN 45s

- 1 **Every Breath You Take** — The Police — A&M
- 2 **Bad Bys** — Wham! — Innervision
- 3 **Nobody's Diary** — Yazoo — Mute
- 4 **Buffalo Soldiers** — Bob Marley & The Wailers — Island
- 5 **Lovetown** — Booker Newberry III — Polydor
- 6 **Just Got Lucky** — The JoBoxers — RCA
- 7 **Candy Girl** — New Edition — London
- 8 **Can't Get Used To Losing You** — The Beat — Go Feet
- 9 **Lady Love Me (One More Time)** — George Benson — Warner Bros.
- 10 **The Money Go Round** — The Style Council — Polydor

TOP TEN LPs

- 1 **Thriller** — Michael Jackson — Epic
- 2 **True** — Spandau Ballet — Reformation
- 3 **Let's Dance** — David Bowie — EMI America
- 4 **Confrontation** — Bob Marley & The Wailers — Island
- 5 **The Luxury Gap** — Heaven 17 — B.E.F./Virgin
- 6 **Twice As Cool** — Kool & The Gang — De-Lite
- 7 **Piece Of Mind** — Iron Maiden — EMI
- 8 **Night Dubbing** — Imagination — R&B
- 9 **The Feast** — The Creatures — Wonderland/Polydor
- 10 **Power, Corruption and Lies** — New Order — Factory

—Melody Maker

CASH BOX TOP 100 ALBUMS

June 18, 1983

Title, Artist, Label, Number, Distributor

			Weeks On Chart 6/11	Chart			Weeks On Chart 6/11	Chart			Weeks On Chart 6/11	Chart		
1	THRILLER	MICHAEL JACKSON (Epic OE 38112) CBS	1	26	34	RETURN OF THE JEDI	9.98	68	2	68	MURMUR	6.98	84	8
2	FLASHDANCE	ORIGINAL SOUNDTRACK (Casablanca 811 492-1 M-1) POL	2	8	35	BRANIGAN 2	8.98	33	11	69	METAL HEALTH	—	104	11
3	CARGO	MEN AT WORK (Columbia QC 38660) CBS	3	7	36	WE ARE ONE	8.98	46	6	70	HEADHUNTER	8.98	96	10
4	LET'S DANCE	DAVID BOWIE (EMI America SO-17093) CAP	4	8	37	SCANDAL	—	30	20	71	SERGIO MENDES	8.98	87	6
5	PYROMANIA	DEF LEPPARD (Mercury 810 308-1 M-1) POL	5	19	38	STATE OF CONFUSION	8.98	71	2	72	INFORMATION	—	73	5
6	FRONTIERS	JOURNEY (Columbia OC 38504) CBS	6	18	39	WHAMMY!	8.98	45	5	73	THE HIGH ROAD	5.99	59	12
7	JARREAU	(Warner Bros. 9 23801-1) WEA	8	10	40	LOW RIDE	8.98	40	8	74	PONCHO & LEFTY	—	76	21
8	1999	PRINCE (Warner Bros. 9 23720-1F) WEA	12	31	41	PIECE OF MIND	8.98	56	3	75	KASHIF	8.98	77	11
9	LIONEL RICHIE	(Motown 6007 ML) IND	10	35	42	MADNESS	8.98	47	9	76	TAKE IT TO THE LIMIT	—	86	6
10	H2O	DARYL HALL & JOHN OATES (RCA AFL1-4383) RCA	11	34	43	JUICY FRUIT	MTUME (Epic FE 38588) CBS	61	5	77	TOUGHER THAN LEATHER	—	62	14
11	KILROY WAS HERE	STYX (A&M SP-3734) RCA	9	14	44	WE'VE GOT TONIGHT	8.98	36	15	78	ALWAYS ON MY MIND	—	83	64
12	CUTS LIKE A KNIFE	BRYAN ADAMS (A&M SP-4919) RCA	13	18	45	TOO LOW FOR ZERO	8.98	97	2	79	THE GETAWAY	8.98	93	15
13	KILLER ON THE RAMPAGE	EDDY GRANT (Ice/Portrait B6R 38554) CBS	22	9	46	PLEASURE VICTIM	6.98	42	19	80	HOOKED ON CLASSICS III — JOURNEY THROUGH THE CLASSICS	8.98	82	9
14	LIVING IN OZ	RICK SPRINGFIELD (RCA AFL1-4660) RCA	15	8	47	THE KEY	8.98	35	8	81	BUILT FOR SPEED	8.98	44	52
15	THE FINAL CUT	PINK FLOYD (Columbia OC 38243) CBS	16	11	48	KIHNSPIRACY	8.98	39	16	82	TOO TOUGH	8.98	65	22
16	BUSINESS AS USUAL	MEN AT WORK (Columbia ARC 37987) CBS	7	50	49	OLIVIA'S GREATEST HITS VOL. 2	8.98	50	38	83	COMPUTER GAMES	8.98	55	29
17	WAR	U2 (Island/Atco 7 90067-1) WEA	18	14	50	UNTOUCHABLES	8.98	57	6	84	NEVER SURRENDER	8.98	58	21
18	KISSING TO BE CLEVER	CULTURE CLUB (Virgin/Epic ARE 38398) CBS	17	29	51	TOO-RYE-AY	8.98	34	19	85	YOU AND I	8.98	81	16
19	OUTSIDE INSIDE	THE TUBES (Capitol ST-12260) CAP	19	11	52	SHABOOH SHOObAH	8.98	48	14	86	BLINDED BY SCIENCE	5.98	53	20
20	ELIMINATOR	ZZ TOP (Warner Bros. 9 23774-1) WEA	20	10	53	HAVANA MOON	—	43	9	87	MODERN HEART	—	75	13
21	THE GOLDEN AGE OF WIRELESS	THOMAS DOLBY (Capitol ST-12271) CAP	14	12	54	HELLO, I MUST BE GOING	8.98	41	30	88	SPRING SESSION M	8.98	74	34
22	THE CLOSER YOU GET . . .	ALABAMA (RCA AHL 1-4633) RCA	21	14	55	ATF	—	37	16	89	DEEP SEA SKIVING	8.98	70	10
23	LISTEN	A FLOCK OF SEAGULLS (Jive/Arista JLB-8013) IND	32	4	56	SPECIAL BEAT SERVICE	8.98	52	35	90	AEROBIC SHAPE-UP II	8.98	79	26
24	ALL THIS LOVE	DeBARGE (Motown 6012G) IND	26	21	57	NAKED EYES	8.98	66	10	91	ARCADE	8.98	80	9
25	RIO	DURAN DURAN (Harvest ST-12211) CAP	23	26	58	IN YOUR EYES	8.98	—	1	92	WHO'S GREATEST HITS	8.98	88	9
26	IV	TOTO (Columbia FC 37728) CBS	25	62	59	STYLE	8.98	80	7	93	DAWN PATROL	8.98	72	22
27	VISIONS	GLADYS KNIGHT & THE PIPS (Columbia FC 38205) CBS	38	5	60	REACH THE BEACH	6.98	94	5	94	IN OUTER SPACE	8.98	99	9
28	JULIO	JULIO IGLESIAS (Columbia FC 38640) CBS	27	13	61	POWERLIGHT	—	54	16	95	SIDE KICKS	6.98	69	18
29	THE DISTANCE	BOB SEGER & THE SILVER BULLET BAND (Capitol ST-12254) CAP	28	23	62	PLANET P	8.98	64	11	96	EINZELHAFT	6.98	85	10
30	BETWEEN THE SHEETS	THE ISLEY BROTHERS (T-Neck FZ 18674) CBS	49	4	63	25 #1 HITS FROM 25 YEARS	9.98	89	3	97	FRIEND OR FOE	—	92	34
31	JANE FONDA'S WORKOUT RECORD	(Columbia CX2 38054) CBS	29	56	64	KEYED UP	8.98	67	8	98	WILD & BLUE	8.98	90	16
32	WHAT BECOMES A SEMI-LEGEND MOST?	JOAN RIVERS (Geffen GHS 4007) WEA	24	10	65	GET NERVOUS	8.98	51	31	99	QUARTET	—	78	16
33	LOVE FOR LOVE	WHISPERS (Solar/Elektra 9 60216-1) WEA	31	12	66	MOUNTAIN MUSIC	8.98	63	66	100	FASCINATION	8.98	156	2
					67	I'M SO PROUD	—	91	3					

CLASSIFIED AD RATE 35 CENTS PER WORD

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

Classified Ads Close WEDNESDAY

COIN MACHINES

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

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

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

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

FOR SALE: Food Fight \$1925, Liberator \$1625, Kozmik Krooz'r \$1775, Super Pac Man \$1675, Pac Man \$1395, Pac Man Plus \$1495, Wacko \$1675, Gelage \$1565, Satan's Hollow \$1395, BurgerTime \$1275, Sinistar (Call or write), Moon Patrol \$1425, Bubbles (Call or write), Mezer Blazer \$1975, Bagman \$1495, Front Line \$1595, Jungle Hunt \$1125, Jungle King \$1125, Popeye \$1495, Donkey Kong, Jr. \$1350, Donkey Kong \$1350, Star Trek \$1925, Subroc 3D \$1525, Whirly Bucket (Ticket model) \$1795, Grand Slam \$1495, 2-Player Marksman Rifle \$1125. Call or write New Orleans Novelty Co., 3030 No. Arnoult Rd., Metairie, LA 70002. Tele: (504) 888-3500.

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

WANT — Seaburgh LS2 and up. For Sale — Belly Dixielands new 6 card bingo \$1,995. Bally Six Card Bingos used Stockmarket, Tickertape Ball, Wallstreet, Blue Chip, Nashville, Hifiyer, Vido Games, Popeye, Pole Position etc. Hi Lo Double Up Pokers brand new \$1,595 Golden Mini Pokers \$1,292. Corona winner Circle 6 Player Horse Game \$2,995. Bally Slot Machines (used for export), contact Hillside Gaming Corporation, 1422 North Broad Street, Hillside, New Jersey 07205 Tele — (201) 926-0700.

RECORDS-MUSIC

BANDS/SINGERS/Variety acts/comedians record/TV production group will pay production facility end post production costs for your video in exchange for percentage and usage on our show. (213) 856-0088.

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

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

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

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

PROFESSIONAL

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

SERVICES COIN MACHINE

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

Computer Product Highlighted At Record-Breaking CES

(continued from page 28)

videodisc machine and cable TV additions to homes demand replacements.

VCRs themselves are expected to continue to climb in sales, more than doubling within the next two years, and that increase will be aided by recent innovations like Beta Hi-Fi.

Not to be outdone, at this summer's CES, JVC demonstrated a VHS Hi-Fi unit,

PolyGram Announces Initial 100 Titles For Compact Disc Software Roll-Out

CHICAGO — At a June 6 press conference at the Consumer Electronics Show (CES) here for the introduction of the Magnavox Compact Disc digital audio system, Hans Gout, PolyGram senior director of Compact Disc worldwide, revealed the Aug. 1 U.S. launch of the corporation's debut CD release. Included in that release will be 100 titles from the classical and pop repertoires of the Deutsche Grammophon, London, Philips, RSO, Polydor, Casablanca, Verve and Mercury labels.

According to Gout, the initial release will be augmented by some 30 additional CD titles per month. In all, PolyGram is expecting to issue some 200 CD titles during its 1983 roll-out, with a steady flow of CD releases following. He said that by year's end, some 6 million CDs will have been produced by PolyGram at its plant in Hanover, West Germany.

"We hope to double that amount next year," Gout added.

Represented in the premiere release, he continued, are albums by such well-known PolyGram recording artists and groups as Deutsche Grammophon's Herbert Von Karajan, London's Luciano Pavarotti, Philip's Seiji Ozawa, Mercury's Rush and



LARC RESTRUCTURES — With the recent appointment of Stan Layton to president of Larc Records, company founder and former president Joe Isgro will become chairman, and Stuart Love, formerly director of A&R for the label, will become vice president of A&R. Pictured are (l-r): Layton, Isgro and Love.

which they expect to be on the market in Spring of 1984.

While legislation lingers that could change the software business and the Supreme Court (as of last week) has yet to decide on the Sony "Betamax case," this CES did not possess any of the surface tension between software dealers and manufacturers. With rental programs a thing of the past, both sides have settled

the RSO soundtracks to *Fame* and *Star Wars*. (Eighty of the first 100 titles are classical recordings; in an effort to appeal to the upscale audiophiles who have been targeted as the initial CD player owners.)

"We will soon be adding (the soundtracks to) *Flashdance*, *Return Of The Jedi* and *Stayin' Alive*, as well as Def Leopard," Gout noted.

Gout also pointed out that, based upon the "great success" of the Japanese introduction and the "even greater" launch in Europe, CD demand is anticipated to exceed supply in the U.S. through 1984.

PolyGram's Edison, N.J. distribution center will handle shipping of the company's CDs in the U.S.

Holding up the disc and its storage-safe jewel box, Gout explained that CD packaging will be enclosed in plexiglass, approximately half the size of an LP, that will house the disc as well as display information about the recording. The package has been designed to thwart pilferage while allowing browsing, as well as permitting stocking in regular album bins.

PolyGram, as both Gout and vice president of marketing, U.S. Compact Disc coordinator, Emiel Petrone have previously stated, plans to market the CD through selected "flagship" record retail stores throughout the country. Those stores will cross-merchandise and cross-promote software with local hardware dealers carrying CD players.

Marketing and merchandising for PolyGram CD software will utilize the campaign slogan "Hear The Light" on both advertising and a full line of point of purchase display materials, including brochures, silk banners and posters. A nine-minute audio/visual presentation on video tape will also be available to dealers.

Joining Gout at the Magnavox press conference were Petrone and Guenter Hensler, president and chief executive officer, PolyGram Records, Inc.

down to the nuts and bolts of selling videocassettes and discs.

"Last year, we would have been shouting on this panel," noted Paramount Home Video senior vice president Bob Klingensmith during the software half of the June 7 Video Conference. Instead, the panel covered such bottom line areas as point of purchase displays, promotion, advertising and pricing. The latter, in particular, was a subject of much of the discussions, with such recent low-pricing experiments as Paramount's *Star Trek II: The Wrath of Khan* and other titles helping spur sales a bit in a business that looked like it would be dominated by rentals forever.

There are still some worries in the business, to be sure, and not just on the part of retailers who fear that repeal of the first sale doctrine would give the studios control over rentals and, therefore, their livelihood. Manufacturers on the panel were also concerned that the well of motion picture titles will run dry within a few years and that the business cannot survive on new motion picture releases. As one panelist put it, "There's no way you can build an industry on 125 pieces of product a year."

The answer, as the panelists agreed, lies in the creation of original programming and with the success of titles like *Jane*

Fonda's Workout, a world of new potential may be opening up.

Overall, a feeling of optimism seemed to prevail at the Summer CES, even in the areas which had previously been controversial. The new technologies, most everyone decided, were to be embraced, not fought, as a future where most products would interface could be seen in the example of the "smart house," Xanadu (for which tours were being offered).

Now, the only thing that officers of the Electronics Industries Assn.'s Consumer Electronics Group (EIA/CEG), sponsor of the Summer CES, were worried about was where they were going to find more space for the 1984 Winter show.

Derby Opens Offices

LOS ANGELES — Derby Records recently opened offices in Hollywood, Calif., where it will be located at 6515 Sunset Blvd., suite 302, Hollywood 90028. The telephone number is (213) 461-9975.

Hagar Gets Gold

LOS ANGELES — "Three Lock Box," the latest album from Geffen recording star Sammy Hagar, has recently been certified gold by the RIAA.

ON JAZZ

(continued from page 13)

Warren," recalls Tofani. "I used to see them every morning in the studio, and I love the way they play. So we just went from there. It's not just a studio band — which shouldn't be a negative anyway — we performed around New York before we recorded, and the tunes we recorded were mostly what we were playing live at the time." One exception is the tune "Solo Wind," which Tofani sprung on his band during a recording session. "We'd never rehearsed it, although I'd worked on it at home. It's kind of like 'Giant Steps' stretched over a longer form. And the guys just blew me away because they read through it and ate it up." Tofani is enjoying the small scale project with his hand-picked group, pointing out that unfortunately, too much time and money is often squandered in making a record. "It's sad," he said, "but 75% of the producers out there aren't as skilled as they should be. The arrangements aren't set, guys are late, things aren't set up. Making a record is a business. I remember when I was on John Lennon's 'Double Fantasy' date. He came in and treated the musicians real well and asked the band for any suggestions. That impressed me. But about 10-minutes into the session we realized that the arrangements that had been done for him were nickel and dime, and the horn players would up doing the voicings on the date. We had to fix so many things. And I was sitting there thinking, 'Wow! Look at this mess! And it's for John Lennon!' " Tofani's careful approach to his own group extends beyond how he planned his studio date. "We haven't really taken the band out beyond New York," he says. "I've gotten a few calls, but feel we want to get another album under our belts first." Already working on that next LP, Tofani sees both changes and similarities between the first and second outings. "I want to keep the same musical quality, but aim it at a market, maybe R&B. The underpinning will be a little different, while the melodic and harmonic constructions will be similar. We had a lot of nice notes from jazz stations on the first one, and I'd like that radio success to move to retail a bit. But I'm going to keep the same rhythm section. Those guys can really cover all the territory." **fred goodman**

CASH BOX

June 18, 1983

AROUND THE ROUTE

by Camille Compasio

Cinematronics plans to start shipping its "Dragon's Lair" laser disc game around the first week of July, as we learned from marketing chief **Tom Campbell**. Watch for it! Factory's current piece "Cosmic Chasm" is still in production — and doing quite well.

AVMDA, the Amusement & Vending Machine Distributors Assn., scheduled a Board of Directors meeting for June 6 at the O'Hare Hilton in Chicago. Executive director **Ed Doris** noted that the agenda would include the nomination of officers and directors for the new term.

The Hyatt Woodfield in suburban Chicago is holding a Computer Fest the weekend of June 18-19, which will feature an exhibition of software and hardware for home computers and other elements of "computer age" technology. Bally Midway has been invited to participate in the event and demonstrate its latest technological advancements in product, test equipment, et al. The firm will display a full line-up of product and, as company exec **Jim Jarocki** stated, Bally Midway was flattered to be singled out for participation in the fest . . . Firm's newly released "Journey" video game, which is patterned after the award-

(continued on page 34)

#1 Game In Japan

Sega Electronics To Bring 'Champion Baseball' Vid To U.S.

SAN DIEGO — This summer, Sega Electronics, Inc. is bringing "Champion Baseball," described by the firm as "the #1 income earning game in Japan," to the United States.

Not since the "Space Invaders" boom of several years ago has any video game created as much excitement, according to Sega officials. The incredible player demand for Champion Baseball, along with its tremendous earning power, has caused many location owners across Japan to move out sizeable quantities of other more traditional games to

bank large numbers of this extraordinary piece.

Many sites have become virtual "Champion Baseball stores," which is reminiscent of the "Space Invaders" craze when so many machines were in play that Japan suffered a severe coin shortage for several months.

Sega has so far delivered over 15,000 units to the Japanese marketplace and expects to produce and ship an additional 10,000 units by the end of June.

In the United States, Sega has had Cham-

(continued on page 34)

AGMA Sets Chicago Trade Show In '84

CHICAGO — The first annual "Coin-Op Industry Trade Show," to be sponsored and coordinated by the Amusement Game Manufacturers Assn. (AGMA) (**Cash Box**, June 4), will be held at the Expo Center in Chicago, Feb. 17-19, 1984. The Expo Center is located near the city's downtown area, across the street from the Merchandise Mart and in close proximity to major hotels and restaurants.

The show will be a total industry event, according to AGMA officials, geared to all levels of the coin machine business, including manufacturers, distributors, operators and location owners. An extensive seminar program is being planned

with the operator in mind; and the association is hoping to provide the basis for improving the operator/location line of communication by inviting location owners to participate.

AGMA is currently working on arrangements for providing special air travel packages and other considerations to accommodate convention goers.

As stressed by communications director Susan Bistline, it is AGMA's intent to present a "first class trade show . . . for everyone involved in the coin-op industry." Reaction at this stage of the show's development has been very positive and most enthusiastic, she added.

CONTENTS

In Review	42
Industry Calendar	35
Industry News	34
Jukebox Programmer	40
Manufacturers Equipment	37
New Equipment	36

COIN MACHINE

AROUND THE ROUTE

(continued from page 33)

winning rock group, has been testing extremely well, according to Jim. Distributor reports have been terrific! The game is proving to be a natural for Journey's millions of fans, besides which it has its own appeal in terms of challenging, exciting play action. Right now, and throughout the summer season, the rock group Journey is on an extensive national concert tour and there are a number of special promotions going on in major cities that tie-in with the video game. This is another plus feature in exposing the game nationally. As a further enhancement, some prominent magazines are planning feature items and cover stories on the Journey vid!

Here's a flash from Ron Stein of Sega Electronics about the firm's hot, new "Champion" baseball game — which offers "everything but the hot dogs!" The play theme is about as realistic as you can get, without actually going out to the ball park. There are the crowd noises, the shouts of the umpire calling "safe," "strike," etc., and all of the excitement of playing baseball. What's more, the graphics package is positively outstanding, according to Ron. The game comes in upright or cocktail table — and the latter configuration is a big hit in Japan where it is commonplace to find banks of them in a single arcade or location!

The upsurge in music activity that's been frequently reported over the past several weeks is very much in evidence at Loewen America, as we learned from prexy Rus Strahan. He told us the firm enjoyed a 20% growth in music sales in '82 and, at this point '83 is lookin' even better. March and April were both record months, Rus said, with the "Prestige" and 240 model phonographs contributing significantly to the March figures. Latest NSM model to be released in the states is the "Satellite 200" — which is making quite an impact!

Royal Dist. in Cincy is currently testing two exciting new video games, namely, Bally Midway's "Journey" and Gottlieb's "Krull," with excellent results. Company prexy Joe Westerhaus notes that sales of jukeboxes, pins and pool tables are very much on the rise. The best seller list out there includes the NSM Satellite 200 jukebox, Bally's "Eight Ball Deluxe" pin, Gottlieb's "Super Orbit" and "Royal Flush Deluxe" pins, and Valley's "Cougar" pool table.

State Association News: MAA, the Music & Amusement Assn. Inc. of New York, recently wrapped up a successful state convention at the Concord Hotel, arranged by the group's new managing director Nicky Engelman.

CASH BOX

The Weekly Trade Journal.



BATTER UP! — Just as baseball season hits its stride this summer, Sega Electronics will introduce its newest — "Champion Baseball," a sports video that is also a thinking game requiring actual strategies. The game is said to be the hottest amusement today in

Japan (Sega has already sold 15,000 units), where a number of locations have really loaded up on it. The three pictures above give some idea as to the crowds this game generates. In many arcades, the game is as prevalent as "Space Invaders" once was.

Sega To Bring 'Champion Baseball' Vid To U.S.

(continued from page 33)

Champion Baseball in test locations across the country, and income reports substantiate the tremendous success stories from Japan. Champion Baseball is an excellent street location piece, and operators will be pleased with the game's staying power and return-on-investment.

"We're very excited by the prospects for Champion Baseball in the United States," said Bob Rosenbaum, vice president of marketing and sales. "In a country like Japan, where new video games are introduced so frequently that players have become indifferent, it's an extremely rare game that can generate such widespread excitement the way Champion Baseball has."

Champion Baseball is unique in that it is a thinking game, requiring a player to constantly analyze his strategy and plan ahead as the game progresses. Players may choose their favorite city's team to play against the computer's team choice, and even select relief pitchers or pinch hitters. Players pitch, hit, field balls, steal bases, bunt, hit fouls and slide into bases — or, in short, do everything that is done in a real baseball game. There is even a crowded stadium to cheer the players on, and an umpire to call the game.

The unique split screen aspect of Champion Baseball presents two separate views — one showing the ballfield from behind home plate, or from the outfield (depending on whether the player is "up to bat" or "playing

defense"), and an "Isolated Close-up" showing the actions of the batter and the pitcher much like on television sports broadcasts.

"Champion Baseball is a total departure from space games and cartoon games," Bob Rosenbaum added. "We feel that Champion Baseball's tremendous success in Japan is only the beginning as Champion Baseball 'comes

home' to America's millions of baseball enthusiasts."

The new model, a one- or two-player game, is available in upright or sitdown versions.

Further information may be obtained by contacting Sega Electronics, Inc., 16250 Technology Drive, San Diego, Calif. 92127.

Awards Program, Trade Show Talks, New Directors Highlight AGMA Meet

LOS ANGELES — The Amusement Game Manufacturers Assn. (AGMA) held its 1983 annual meeting, May 19-20, in Alexandria, Va. At the meeting, AGMA held its first industry awards program, developed plans to institute an association sponsored trade show in 1984 and named four new members to its board of directors.

AGMA's first annual awards dinner was held at Anchorage House in Old Town Alexandria, where members, spouses and their guests paid tribute to association president Joe Robbins by naming him the first recipient of an award named in his honor. Each winner will be given the Joseph Robbins Coin-Op Award plaque for a period of one year, after

which he or she receives a framed award certificate as a lasting memento.

This year's debut award was given to Robbins "in recognition by (his peers) of outstanding participation, contribution and services to the coin-op amusement industry in the United States."

In addition to the awards ceremony, this year's AGMA gathering also saw four persons named to the organization's board of directors. Ronald Judy of Nintendo of America, Inc., Sega Electronics, Inc.'s Frank Fogelman and Data East Inc.'s Robert Lloyd were each named for three-year board terms expiring in 1986. Taito America Corp. executive Paul

(continued on page 39)

Canadian Court Upholds Bally Video Copyrights

CHICAGO — Bally Midway Mfg. Co. has obtained four contested interlocutory injunctions in the Federal Court of Canada. The contested interlocutory injunctions are reportedly the first such injunctions issued by the Federal Court of Canada for copyright infringement of video games.

Previous to the interlocutory injunctions Bally had obtained one contested injunction from the Supreme Court of Ontario which was affirmed on appeal. Bally Midway has also successfully obtained seven search and seizure orders from the Canadian Courts against assemblers, distributors and operators infringing games in several other Canadian provinces. The result is that a large number of games and printed circuit boards, as well as hundreds of documents evidencing infringement, have been seized and impounded. Some of the infringers have acknowledged wrong doing and have paid substantial damages, attorney's fees and costs to Bally to resolve the charges against them.

Bally believes that these recent injunctions are significant and that the courts in Canada appear to be definitely resolving the question of whether Canadian Copyright Law covers video games in favor of the copyright owners.

Bally Midway intends to continue its vigorous and successful enforcement programs against the Canadian and U.S. infringers.

AMOA EXPOSITION 1983

... "Reflecting A Proud Industry" ...



THE RIVERGATE, NEW ORLEANS, LOUISIANA
HILTON HOTEL, HEADQUARTERS

OCTOBER 27-30, AMOA EDUCATION PROGRAMS
OCTOBER 28-29-30, INTERNATIONAL EXPOSITION

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

INDUSTRY NEWS

Inaugural Knott's Berry Farm Video Game Tournament Bows Successfully

CHICAGO — Knott's Berry Farm of Buena Vista, Calif., one of the largest and best known amusement parks and visitor attractions in the nation, staged the first video game tournament, the weekend of May 14-15. Titled "Video Challenge Weekend" and well publicized weeks in advance by the mass media, the tournament attracted over 1,700 contestants — 1,700, to be exact. Play was limited to 18 years old and under.

The tournament was conceived and coordinated by Joseph Meek, assistant park manager, together with Bob Webster, arcade manager, in consort with Marty Glazman of Williams Electronics, Inc., and Jack Leonard of Circle International, serving as liaison for the factory.

Co-sponsoring the event, in addition to Williams, was radio station XTRA, whose many air-plugs did much to create interest within the radius of its 250,000 watt transmitter. The games used in the tournament were products of Williams Electronics provided by the firm's distributor, Circle International.

The games, including "Stargate," "Joust" and "Sinistar," were uniquely arranged in 10 banks (three games to a bank), and each contestant was required to achieve highest score in one minute playing time on each game. Williams "Bubbles" game was not used in the competition because it had only recently been released in Southern California, and the players were as yet unfamiliar with the game action. However, several Bubbles machines, along with other Williams games, were set up adjacent to the tournament arena on free play so that spectators and contestants could

familiarize themselves with the new equipment.

Service technicians Jin Hawes, Dave Rzepka and Mike Metz were flown out to California by Williams to ensure the smooth operation of the more than 50 pieces of equipment provided for the event.

First prize winner on Saturday was David Dean of Riverside who was awarded a Sinistar game. The winner of Sunday's tourney was James Carradine of Garden Grove who received a Bubbles. Runners up on both days received awards ranging from a portable Sony color television to small table size Coleco

video games and other prizes of comparable value. In addition, every contestant received a game T-shirt, compliments of Williams Electronics.

Based on the tremendous success of the first effort, "Video Challenge Weekend #2" is expected to be forthcoming in the near future.

We at Williams Electronics are intensely committed to the distributors, operators and continued success of our industry. And that's why we're equally committed to protecting the rights to our video games.

Right now the market is glutted with mediocre games that are dampening the public's enthusiasm for video, and that's hurting us all. Operators who knowingly or unknowingly buy cheap imitations of popular games can disappoint the players of the original versions, and miss out on profits they could earn with higher quality games. Plus, they're faced with maintenance problems resulting from slipshod manufacturing. Furthermore, unauthorized game duplications, alterations and conversions undermine the efforts of ethical distributors who carry "the real thing."

Williams Electronics has always taken extraordinary care to design and produce only the highest-earning games. Virtually everyone is aware of the profitability, longevity and play appeal of our stars like DEFENDER, STARGATE, MAKE TRAX, ROBOTRON: 2084, MOON PATROL, JOUST, SINISTAR and BUBBLES. Everyone should also know that we own exclusive rights to each and every one of our video games—which means only we can duplicate or change our copyright material. With a record as sparkling as ours, we feel there's no reason any person would even consider tampering with our games.

For the good of the industry, we fully intend to take all legal action necessary to prosecute any person or company that manufactures, sells, distributes or operates any Williams video game in violation of copyright laws.

WE CARE.

Bally Midway Offers Service Newsletter

CHICAGO — A service newsletter, dubbed *Monitor*, has been initiated by Bally Midway Mfg. Co. as an accommodation for operators of video games and pinball machines.

Released on a bi-monthly basis, at no cost to the operator, the *Monitor* is totally service-oriented, providing operators with information on everything from new games and actual service bulletins to promotional efforts being inaugurated by Bally Midway.

Commenting on this new service, Jim Jarocki, advertising and sales promotion manager, stated, "The response to this newsletter has been fantastic. We're happy to send information to interested people in our business."

Anyone who would like to receive *Monitor* may contact Kathy Sladek at John Iltis Assoc., 233 E. Erie St., suite 200, Chicago, Ill. 60611. The telephone number is (312) 337-6012.

CALENDAR

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

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

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

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

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

© 1983, WILLIAMS ELECTRONICS, INC.

WILLIAMS ELECTRONICS, INC.

Chicago, IL 60618

INDUSTRY NEWS



PAMMA EXPO — Banner Specialty Co., with executive offices in Jenkintown, Pa. and business offices and showrooms in Baltimore, Philadelphia and Pittsburgh, was among area distributors who actively participated in the first annual PAMMA convention and trade show, April 30-May 1, at the Monroeville Expo Center, which is just east of Pittsburgh. The event was a tremendous success for the recently formed state association, attracting an exceptional attendance of trade people, statewide, and from other

areas of the country, representing all levels of the coin machine business. Pictured in the accompanying photos are (l-r): Banner president Alan Bruck; Marcia Young, sales administrator of Taito America; Banner chairman Albert M. Rodstein; John Margold, eastern regional sales manager for Bally Midway at the new Bally Midway "Mappy" video game; Banner's Alan Bruck; and Steve Bernstein, vice president, sales and marketing, Innovative Concepts, at the popular ICE "Chexx" hockey game.

CASH BOX

MACHINE

AND MUSIC:
THE BEST OF BOTH WORLDS

New Equipment

Quest For Fortune

"Roc 'N Rope" is a video game that provides cliff-hanging suspense as its "heroic" player battles monsters and obstacles on a rope-climbing quest to capture the "ROC" (The Bird of Fortune). It is being marketed by Interlogic, Inc. of Rosemont, Ill.

In game play, cute monster-type characters, dangerous dragons and conniving cavemen try to thwart the hero's attempt to score points while climbing a rope to the top of the hazard-filled canyon. The player's ultimate goal is to catch the Bird of Fortune (ROC), perched atop the canyon. While the player combats his colorful enemies, he must avoid falling rocks thundering from the sky that are aimed at ending his safari.

The player is armed with a "ROPE" gun that he fires from cliff to cliff to secure his climbing rope on the upward journey. While attempting to rope his way to topside victory, the player can stop at a cliff to pick up golden eggs that give him renewed energy and accelerated speed to crash into his enemies and destroy them.

If he survives the ordeal, the player

can shine a magic light beam into the eyes of the adversaries, who tirelessly continue to make his mission impossible. One zap from the weapon will momentarily paralyze the demonic dragons.

Roc 'N Rope has four entirely different "obstacle courses" that become increasingly difficult as the player progresses to the next cliff nearer to the Bird of Fortune. Bonus points are awarded for picking up scattered feathers fallen from the Bird of Fortune.

"We were excited by the tremendous positive response from operators when Roc 'N Rope was shown at the AOE show in March," commented Ben Harel, president of Interlogic, "and it has been in the top 10% of games in arcades where it has been tested during the last two months."

Roc 'N Rope is a creation of Konami Industries of Japan, designers of such successful games as "Tut," "Super Cobra," "Time Pilot" and "Gyruss." Interlogic has exclusive sales rights in North America for the game, which is available in a complete, easy to install conversion kit and a standard arcade unit.

(continued on page 36)



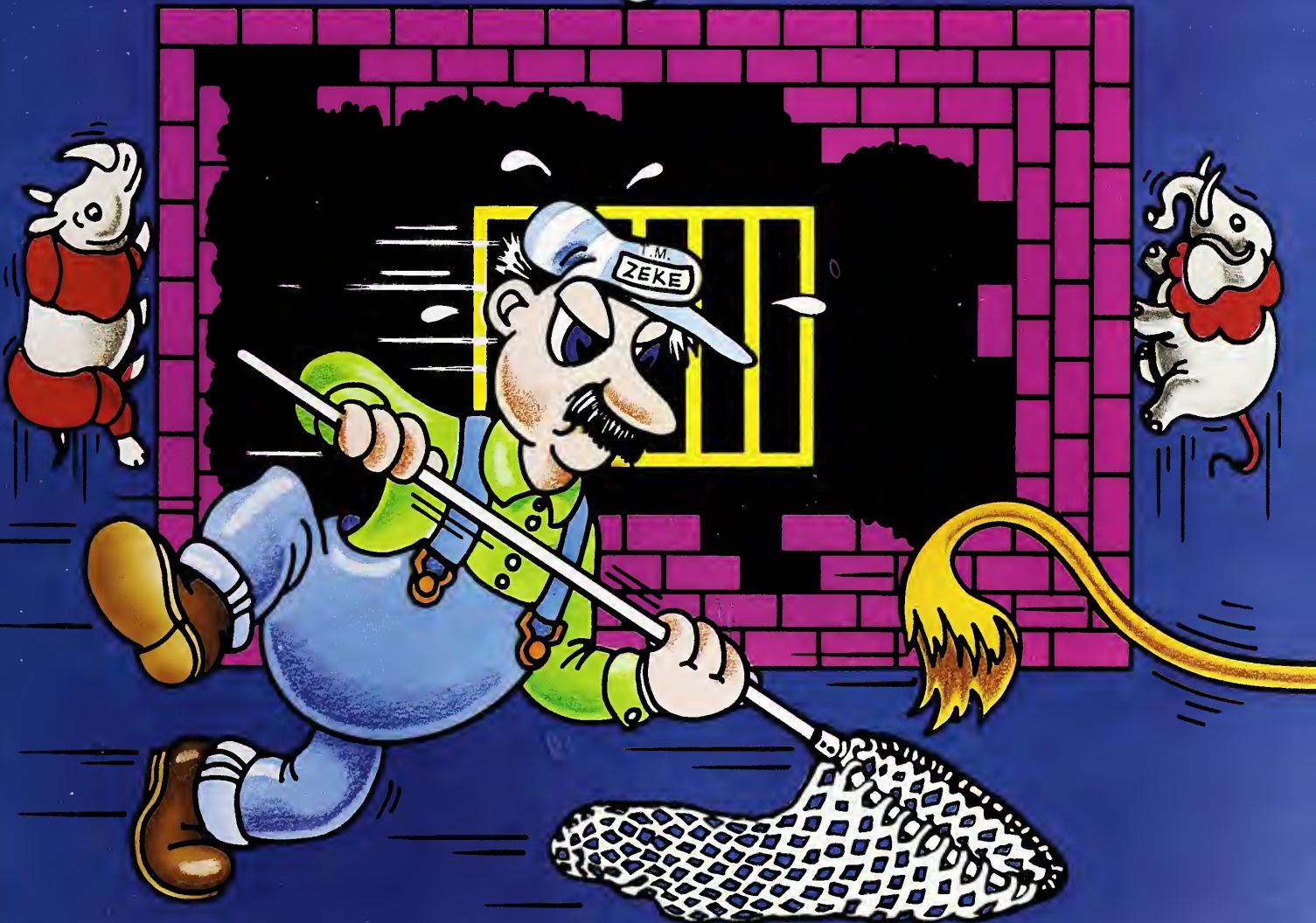
GAME BOARD — 1983-84 officers and board members of the Amusement Game Manufacturers Assn. (AGMA) were named in Alexandria, Va. during the organization's annual meeting. Pictures in the **back row** are (l-r): Frank Fogleman, Sega; Glenn Seidenfeld, Bally (secretary-treasurer); Richard Simon, U.S. Billiards (vice president); Robert Lloyd, Data East, Inc.; Paul Moriarty, Taito-America Corp. Pictured in the **front row** are (l-r): Ronald J. Judy, Nintendo of America, Inc.; Joseph Robbins, AGMA president; and Gary Stern, Stern Electronics.

EVERYONE'S GAME FOR

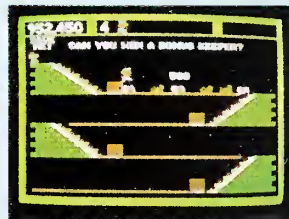
ZOO KEEPER

TAITO

T.M.



CAPTURE WILD PROFITS!



Taito's new Zoo Keeper has that animal magnetism no player can resist!

And it's no wonder. Players find out right off that it's a zoo in there . . . and the animals are eating their way out! Wherever Zeke the zoo keeper runs along the wall, he replaces bricks which have been chomped away. But the animals are swift and some inevitably escape. Now Zeke has to dodge or jump over them to survive—while still frantically trying to rebuild the bricks. Plus, he's trying to earn bonus points by grabbing watermelons, root beers, and other goodies along the way. And all the while the time fuse is burning!

Next Zeke must leap from ledge to ledge to reach his girlfriend, Zelda, held hostage by a monkey who's throwing coconuts. The ledges move in opposite directions, and if Zeke falls, it's all over. If he can swing it at this stage, Zeke can make points here, too, by collecting bonus objects as he goes. The struggle seems all worthwhile when Zelda is rescued.

But Zeke still has to face two more brick zoos teeming with the meanest animals ever. Luckily, a net can be used to catch the escaped animals and return them to their cages—if Zeke can reach it!

As the adventures alternate, survival becomes more difficult. In each of the "brick" screens, a more challenging animal with a higher point value is introduced. And in each succeeding "ledge" screen the ledges move faster, until they finally become invisible. With only his memory of past ledge patterns in relation to the still-visible bonus objects and coconuts, Zeke must jump from one invisible ledge to another to save Zelda!

"Escalator" screens, in which bonus zoo keepers can be won to help Zeke out, are interspersed between the other screens. Here Zeke must jump over hordes of animals—plus an electrical cage—in order to jump onto each escalator, till he can rescue Zelda up above. The higher he gets, the quicker the animals become. But victory is sweet when Zeke saves Zelda at last!

Notice: This game may be adjusted to provide a FREE GAME when earned by the skill of the player. Operation of the FREE GAME feature may be prohibited or otherwise regulated by various state or local laws or regulations. Before activating the FREE GAME feature, it is the obligation of the operator to ascertain the status of the law in his area. The manufacturer specifically disclaims any responsibility for the operation of this feature in any jurisdiction where it may not lawfully be operated.

TAITO AMERICA CORPORATION

1256 Estes Ave., Elk Grove Village, IL 60007
(312) 981-1000, Telex 25-3290



For technical service, call the hot line toll-free
(except in Illinois): (800) 323-0666.

© 1983 TAITO AMERICA CORPORATION, ALL RIGHTS RESERVED



Upright: 170c/m (67")
Height: 170c/m (67")
Width: 61c/m (24")
Depth: 76c/m (30")
Crated Weight: 126kg. (280 lbs.)



PINBALL MACHINES**BALLY**

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

GOTTLIEB

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

STERN

Split Second (7/81)
 Catacomb (9/81)
 Viper (11/81)
 Orbitor I (4/82)

WILLIAMS

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

VIDEO GAMES**(upright)****AMSTAR**

Laser Base (7/81)

ATARI

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

BALLY/MIDWAY

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

CENTURI

Route 16 (4/81)
 Route 16 Elite (4/81)
 Pleiades (7/81)
 Vanguard (9/81)
 Challenger (11/81)

**MANUFACTURERS
EQUIPMENT**

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

The Pit (3/82)
 Loco-Motion (3/82)
 D-Day (3/82)
 Tunnel Hunt (7/82)
 Swimmer (10/82)
 Time Pilot (12/82)
 Gyruus (5/83)
CINEMATRONICS
 Armor Attack (5/81)
 Solar Quest (10/81)
 Jack The Giantkiller (4/82)
 Naughty Boy (5/82)
 Cosmic Chasm (4/83)

DATA EAST

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

DYNAMO

Lil Hustler (12/81)

EXIDY

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

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

GAMETECNIKS

Tri-Pool (1/82)

GDI

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

GOTTLIEB

New York, New York (2/81)
 Reactor (7/82)
 Q*bert (3/82)

INTERLOGIC, INC.

Roc 'N' Rope (6/83)

INTREPID MARKETING

Beezer (1/83)

NAMCO AMERICA

Sweet Licks (4/82)

NICHIBUTSU USA

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

NINTENDO

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

ROCK-OLA

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

SEGA/GREMLIN

Pulsar (4/81)
 Space Odyssey (7/81)
 Space Fury (7/81)
 Frogger (9/81)
 Eliminator (12/81)
 Turbo (1/82)
 005 (1/82)
 Eliminator 4-player (2/82)
 Zaxxon (4/82)
 Turbo Mini-Upright (5/82)
 Zektor (8/82)
 Subroc 3-D (8/82)
 Pengo (10/82)
 Tac/Scan (10/82)
 Buck Rogers (12/82)
 Super Zaxxon (12/82)
 Monster Bash (12/82)
 Star Trek (2/83)
 Star Trek, cockpit (2/83)
 Champion (6/83)

SIGMA

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

STERN

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

TAITO AMERICA

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

THOMAS AUTOMATICS

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

UNIVERSAL USA

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

U.S. BILLIARDS

Quasar (4/81)

WILLIAMS

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

COCKTAIL TABLES**AMSTAR**

Phoenix

ATARI

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

BALLY/MIDWAY

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

CENTURI

Pleiades (7/81)
 Swimmer (10/82)
 Gyruus (5/83)

ELCON

Diversions booth size (9/81)

GAME PLAN

Shark Attack (5/81)

GAMETECNIKS

Tri-Pool (1/82)

GDI

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

GOTTLIEB

New York, New York (3/81)

SEGA/GREMLIN

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

STERN

The End (1/81)
 Berzerk (2/81)
 Scramble (5/81)

TAITO AMERICA

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

THOMAS AUTOMATICS

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

WILLIAMS

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

PHONOGRAPHS

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

POOL, FOOSBALL, SHUFFLE

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

CONVERSION KITS

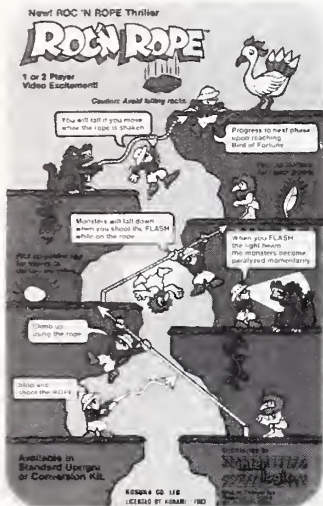
(including interchangeable games & enhancement kits)
 Bally Midway, Pac-Man Plus (12/82)
 Centuri, Guzzler
 Cinematronics, Brix (1/83)
 Intrepid Marketing, Encore Retro-Kit (1/83)
 Data East, Burger Time
 Data East, Bump 'N' Jump (2/83)
 Data East, Multi Conversion Kit
 Exidy Hardhat (2/83)
 Exidy Pepper II (6/82)
 Exidy Retrofit
 Gottlieb, Royal Flush Deluxe (5/83)
 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)
 Universal, Lady Bug
 Universal, Mr. Do

INDUSTRY NEWS

New Equipment

(continued from page 36)

Further information about the availability of the new game may be obtained by contacting Interlogic, Inc., 9806 W. Farragut Ave., Rosemont, Ill. 60018 or by phoning the firm at (312) 671-0305.



Another Kiddie Game

Tempe, Ariz.-based Enter-Tech, Ltd., manufacturer of mini-sized video game coin-ops, has announced the addition of a new Moppet Video Line game called "Noah's Ark." Designed for children between the ages of three and nine, the product follows the familiar Biblical story, and players must direct pairs of animals from land to the ark in order to save them from drowning during the flood. Acting as Noah, the players accumulate points for each two animals they save before the rising water line gets too high.



The fifth game in the innovative line of Moppet Videos, Noah's Ark was previewed at the March Amusement Operators Exposition (AOE) to an enthusiastic crowd. The Moppet Video machines have been accepted by Pizza Time Theatre chain, which features the little coin-ops in over 100 outlets. Ina Trinwith, director of games administration at Pizza Time Theatre, remarked, "The diminutive size games have high appeal to the younger children who are not tall enough or have the skill for the

(continued on page 39)

Bally Distributing Adds Two New Facilities

CHICAGO — Bally Distributing Corp., a subsidiary of Bally Manufacturing Corp., has added two new facilities to its nationwide distribution network, namely, Bally Southwest Vending which has begun operations in Houston and El Paso, Texas.

The Houston office, at 2700 Milam, is managed by Dick Peterson. John Reeves is in charge of the El Paso office at 2500 East Yandell.

Bally Distributing is among the largest distributors in the country, with the network encompassing showroom, warehouse and repair facilities in 16 major market cities. According to Bally Distributing president Charles Farmer, Jr., the acquisitions are part of the com-

pany's commitment to growth in the sales of vending equipment.

Distributing operations include sale and repair of coin-operated amusement games as well as all types of coin-operated equipment including vending machines, amusement rides, bill changers and coin counting equipment. Bally Distributing is known to be the single largest purchaser of coin-operated amusement games in the U.S.



With its lively cartoon animation in the unusual setting of a kitchen sink, BUBBLES is good, clean fun for one or two players in upright or cocktail.



SINISTAR is a high-intensity game of speed and strategy featuring head-to-head battle with "Sinistar," the most awesome adversary ever faced. With its exclusive 49-way joystick, and enemy that actually speaks, SINISTAR takes the player to new heights of excitement in single-seater cockpit with traditional 50¢ play. It's also available in upright model for one or two players.

No one else excites



INDUSTRY NEWS

AGMA Annual Meeting Proves Current Group Issues

(continued from page 34)

Moriarty was elected to fill an unexpired term — previously held by Jack Mittel, who recently resigned from Taito America — ending in 1985. In addition to board of director appointments, the AGMA meet welcomed association officers who were elected to serve in 1983-

84, including president Robbins, vice president Richard Simon, secretary-treasurer Glenn K. Seidenfeld and assistant secretary Glenn Braswell.

At AGMA's annual business meeting, it was unanimously decided that the group would hold a conference and trade show on an

annual basis beginning in 1984. No firm date or location was announced at the conclave, but AGMA spokespersons announced both shortly after (see story, page 34).

AGMA is located at 205 The Strand, Suite 3, Alexandria, Va. 22314. The telephone number is (703) 508-8044.

Set within the framework of a mythological fantasy world, JOUST pin provides one or two players all the thrills of the video hit of the same name. And when two players compete, there's twice the excitement—and twice the profit potential!



As exclusive producers of shuffle alleys, only Williams can provide sensations like BIG STRIKE to bowl over up to six players at once.

players in such numbers!



Only Williams Electronics can provide you spectacular games to thrill millions of players one by one . . . or two, three, four, five, even six at a time!

Bright minds, innovations and creativity have made our games some of the most popular and profitable in the industry. In fact, no other source can match our record for producing hit after hit.

Any way you look at the numbers, you can count on winning with Williams!

Williams
ELECTRONICS, INC.
3401 N. California Ave., Chicago, IL 60618

One to four players can enjoy the thrills of good, old-fashioned pinball with TIME FANTASY. The simplicity of the playfield assures reliable operation . . . and the simplicity of play is drawing traditional video fans in droves!

New Equipment

(continued on page 38)

big games. The parents also appreciate the small games for their youngsters. We plan two to three of these games in each of our stores."

Noah's Ark, like the other mini-arcade pieces — "Tugboat," "Desert Race," "Leprechaun" and "Pirates Treasure" — will be jointly marketed by Enter-Tech and Intrepid Marketing. Based in Los Altos, California, Intrepid Marketing plans to aggressively pitch the small coin-ops to distributors and operators alike.

"The little games show a much longer earning life than the standard videos," noted company spokesperson Brian Warkentin. "The collections will be more stable like kiddie rides and other younger oriented amusements."

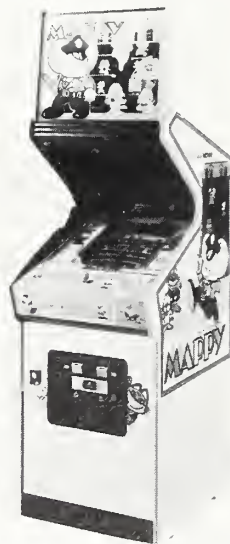
Mouse-And-Cat Game

A light-hearted theme, eye-catching cabinetry design and challenging play action are among the enhancements of "Mappy," a new video game being introduced by Bally Midway.

The plot involves Mappy, the micro police mouse who has the run of the house as he tries to collect a series of objects. He must avoid his enemies, the cats, who are hot on his trail. To guide Mappy along on his venture, the player uses a joystick to help boost the mouse up on trampolines. Pressing buttons can open doors and zap the cats back through the house in order to score.

The new game has tested extremely well in all markets, according to Bally Midway.

Mappy is engineered and designed by Namco Ltd. and manufactured under license by Bally Midway Mfg. Co. It is available through factory distributors. Further information may be obtained by contacting Bally Midway at 10601 W. Belmont Ave., Franklin Park, Ill., 60131 or by phoning the firm at (312) 451-9200.



Centuri Sales, Profits Up In First Quarter '83

CHICAGO — In a dramatic turnaround, for the first quarter ended March 31, Centuri, Inc. of Hialeah, Fla., reported revenues of \$35.4 million, with a net profit of \$75,027, or one cent per share. This compares with revenues of \$4.5 million and a net loss of \$273,623, or three cents per share, for the comparable period in 1982.

© 1983, WILLIAMS ELECTRONICS, INC.

THE JUKEBOX PROGRAMMER

June 18, 1983

* indicates new entry

POP

- 1 **FLASHDANCE . . . WHAT A FEELING**
IRENE CARA (Casablanca/PolyGram 811 440-7)
- 2 **LET'S DANCE**
DAVID BOWIE (EMI America B-8158)
- 3 **TIME (CLOCK OF THE HEART)**
CULTURE CLUB (Epic 34-03796)
- 4 **OVERKILL**
MEN AT WORK (Columbia AE7-1633)
- 5 **BEAT IT**
MICHAEL JACKSON (Epic 34-03759)
- 6 **FAMILY MAN**
DARYL HALL & JOHN OATES (RCA PB-13507)
- 7 **AFFAIR OF THE HEART**
RICK SPRINGFIELD (RCA PB-13497)
- 8 **FAITHFULLY**
JOURNEY (Columbia 38-03840)
- 9 **STRAIGHT FROM THE HEART**
BRYAN ADAMS (A&M 2536)
- 10 **DON'T LET IT END**
STYX (A&M 2543)
- 11 **SHE BLINDED ME WITH SCIENCE**
THOMAS DOLBY (Capitol B-5204)
- 12 **I'M STILL STANDING**
ELTON JOHN (Geffen 7-29639)
- 13 **MY LOVE**
LIONEL RICHIE (Motown 1677)
- 14 **ALWAYS SOMETHING THERE TO REMIND ME**
NAKED EYES (EMI America 8155)
- 15 **SOLITAIRE**
LAURA BRANIGAN (Atlantic 7-89868)
- 16 **ELECTRIC AVENUE**
EDDY GRANT (Ice/Portrait/CBS 37-03793)
- 17 **SHE'S A BEAUTY**
THE TUBES (Capitol B-5217)
- 18 **NEVER GONNA LET YOU GO**
SERGIO MENDES (A&M 2540)
- 19 **WANNA BE STARTIN' SOMETHIN'**
MICHAEL JACKSON (Epic 34-03914)
- 20 **EVERY BREATH YOU TAKE**
THE POLICE (A&M 2542)
- 21 **TOO SHY**
KAJAGOOGOO (EMI America B-8161)
- 22 **WE TWO**
LITTLE RIVER BAND (Capitol B-5231)
- 23 **THE WOMAN IN YOU**
THE BEE GEES (RSO/PolyGram 813 173-7)
- 24 **COME DANCING**
THE KINKS (Arista AS 1054)
- 25 **RIO**
DURAN DURAN (Capitol B-5215)
- 26 **TRY AGAIN***
CHAMPAIGN (Columbia 38-03563)
- 27 **LITTLE RED CORVETTE**
PRINCE (Warner Bros. 7-29746)
- 28 **BABY JANE***
ROD STEWART (Warner Bros. 7-29608)
- 29 **PHOTOGRAPH**
DEF LEPPARD (Mercury/PolyGram 811 215-7)
- 30 **DON'T PAY THE FERRYMAN***
CHRIS DeBURGH (A&M 2511)

COUNTRY

- 1 **THE RIDE**
DAVID ALLAN COE (Columbia 38-03778)
- 2 **STRANGER IN MY HOUSE**
RONNIE MILSAP (RCA PB-13470)
- 3 **OUR LOVE IS ON THE FAULTLINE**
CRYSTAL GAYLE (Warner Bros. 7-29719)
- 4 **YOU CAN'T RUN FROM LOVE**
EDDY RABBITT (Warner Bros. 7-29712)
- 5 **FOOL FOR YOUR LOVE**
MICKEY GILLEY (Epic 14-03783)
- 6 **LOVE IS ON A ROLL**
DON WILLIAMS (MCA-52205)
- 7 **IN TIMES LIKE THESE**
BARBARA MANDRELL (MCA-52206)
- 8 **HIGHWAY 40 BLUES**
RICKY SKAGGS (Epic 3403812)
- 9 **OH BABY MINE**
STATLER BROTHERS (Mercury/PolyGram 811 488-7)
- 10 **PONCHO AND LEFTY**
WILLIE NELSON & MERLE HAGGARD (Epic 34-03842)
- 11 **THE CLOSER YOU GET**
ALABAMA (RCA PB-13524)
- 12 **I.O.U.**
LEE GREENWOOD (MCA-52199)
- 13 **WITHOUT YOU**
T.G. SHEPPARD (Warner Bros. 7-29695)
- 14 **ALL MY LIFE**
KENNY ROGERS (Liberty P-B-1495)
- 15 **SNAPSHOT**
SYLVIA (RCA PB-13501)
- 16 **YOUR LOVE'S ON THE LINE**
EARL THOMAS CONLEY (RCA PB-13525)
- 17 **COMMON MAN**
JOHN CONLEE (MCA-52178)
- 18 **LUCILLE**
WAYLON (RCA PB-13465)
- 19 **YOU'RE OUT DOING WHAT I'M HERE DOING WITHOUT**
GENE WATSON (MCA-52191)
- 20 **YOU TAKE ME FOR GRANTED**
MERLE HAGGARD (Epic 34-03723)
- 21 **IN THE MIDDLE OF THE NIGHT**
MEL TILLIS (MCA-52182)
- 22 **I ALWAYS GET LUCKY WITH YOU***
GEORGE JONES (Epic 34-03883)
- 23 **SINGING THE BLUES**
GAIL DAVIES (Warner Bros. 7-29726)
- 24 **FOOLIN'**
JOHNNY RODRIGUEZ (Epic 34-03598)
- 25 **MORE AND MORE**
CHARLEY PRIDE (RCA PB-13451)
- 26 **WHATEVER HAPPENED TO OLD-FASHIONED LOVE**
B. J. THOMAS (Cleveland International/Epic 38-03492)
- 27 **JOSE CUERVO**
SHELLY WEST (Warner/Viva 7-29778)
- 28 **LITTLE OLD-FASHIONED KARMA**
WILLIE NELSON (Columbia 38-03674)
- 29 **I'M MOVIN' ON**
EMMYLOU HARRIS (Warner Bros. 7-29729)
- 30 **MY LADY LOVES ME**
LEON EVERETTE (RCA PB-13466)

BLACK CONTEMPORARY

- 1 **JUICY FRUIT**
MTUME (Epic 34-03578)
- 2 **SAVE THE OVERTIME (FOR ME)**
GLADYS KNIGHT & THE PIPS (Columbia 38-03761)
- 3 **FLASHDANCE . . . WHAT A FEELING**
IRENE CARA (Casablanca/PolyGram 811 440-7)
- 4 **BETWEEN THE SHEETS**
THE ISLEY BROTHERS (T-Nack/CBS ZS4 03797)
- 5 **ALL THIS LOVE**
DeBARGE (Gordy/Motown 1660)
- 6 **DO WHAT YOU FEEL**
DENIECE WILLIAMS (Columbia 38-03807)
- 7 **CANDY GIRL**
NEW EDITION (Streetwise SWRL2208)
- 8 **LOVE IS THE KEY**
MAZE FEATURING FRANKIE BEVERLY (Capitol B-5221)
- 9 **BEAT IT**
MICHAEL JACKSON (Epic 34-03759)
- 10 **RAID**
LAKESIDE (Solar/Elektra 7-69836)
- 11 **WANNA BE STARTIN' SOMETHIN'**
MICHAEL JACKSON (Epic 34-03914)
- 12 **MY LOVE**
LIONEL RICHIE (Motown 1677)
- 13 **STYLE**
CAMEO (Atlanta Artists/PolyGram 812 054-7)
- 14 **CANDY MAN**
MARY JANE GIRLS (Gordy/Motown 1670)
- 15 **INSIDE LOVE (SO PERSONAL)**
GEORGE BENSON (Warner Bros. 7-29649)
- 16 **SAY YOU DO**
JANET JACKSON (A&M 2545)
- 17 **LET'S DANCE**
DAVID BOWIE (EMI America B-8158)
- 18 **MORNIN'**
JARREAU (Warner Bros. 7-29720)
- 19 **B.Y.O.B. (BRING YOUR OWN BABY)**
SISTER SLEDGE (Cotillion/Atco 7-99885)
- 20 **WALKIN' THE LINE**
BRASS CONSTRUCTION (Capitol B-5219)
- 21 **TRY AGAIN**
CHAMPAIGN (Columbia 38-03563)
- 22 **SPACE COWBOY**
JONZUN CREW (Tommy Boy TB-833)
- 23 **LITTLE RED CORVETTE**
PRINCE (Warner Bros. 7-29746)
- 24 **KEEP ON LOVIN' ME**
WHISPERS (Solar/Elektra 7-69827)
- 25 **SHE WORKS HARD FOR THE MONEY***
DONNA SUMMER (Mercury/PolyGram 812 370-7)
- 26 **ATOMIC DOG**
GEORGE CLINTON (Capitol B-5201)
- 27 **ELECTRIC AVENUE***
EDDY GRANT (Ice/Portrait CBS 37-03793)
- 28 **HOW DO YOU KEEP THE MUSIC PLAYING***
JAMES INGRAM AND PATTI AUSTIN (Qwest/Warner Bros. 7-29618)
- 29 **DON'T BE SO SERIOUS***
STARPOINT (Boardwalk NB 12-178-7)
- 30 **TONIGHT I GIVE IN***
ANGELA BOFILL (Arista AS 1060)

OPERATORS PICKS

- Brad Hamma (A.H. Entertainers, Inc., Rolling Meadows)
EVERY BREATH YOU TAKE — The Police — A&M
- Margo Green (Jones Music, Burbank)
LOST IN THE FEELING — Conway Twitty — Warner Bros.
- Gary Snortum (Cigarette Service, Inc., Appleton)
WANNA BE STARTIN' SOMETHIN' — Michael Jackson — Epic

RECORDS TO WATCH

- THE GOOD OLE BOYS/SHE'S READY FOR SOMEONE TO LOVE**
 — Jerry Reed — RCA
- MANICA** — Michael Sembello — Casablanca/PolyGram
- I'M OUT TO CATCH** — Leon Haywood — Casablanca/PolyGram
- THE SALT IN MY TEARS** — Martin Briley — Mercury/PolyGram
- I CAN'T STAND THE PAIN** — The O'Jays — Philadelphia Int'l/CBS

CASH BOX Subscription Blank

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

NAME _____

COMPANY _____

ADDRESS BUSINESS HOME _____

CITY _____ STATE _____ PROVINCE _____ COUNTRY _____ ZIP _____

NATURE OF BUSINESS _____ PAYMENT ENCLOSED

DATE _____ SIGNATURE _____

USA
 1 YEAR (52 ISSUES) \$125.00

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

OUTSIDE USA FOR 1 YEAR

AIRMAIL \$195.00

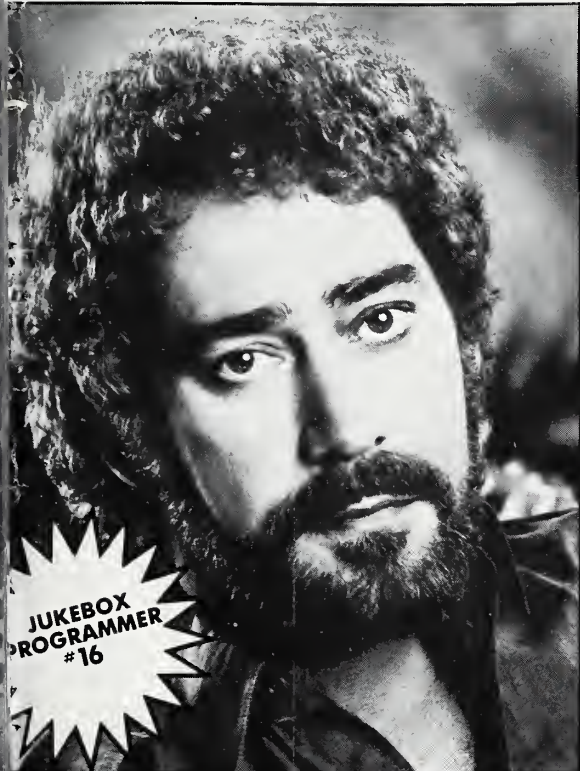
FIRST CLASS STEAMER MAIL \$170.00

Please Check Classification

- DEALER
- ONE-STOP
- DISTRIBUTOR
- RACK JOBBER
- PUBLISHER
- RECORD COMPANY
- DISC JOCKEY
- JUKEBOXES
- AMUSEMENT GAMES
- VENDING MACHINES
- OTHER _____

HOT NUMBERS

FROM THE OPERATORS



JUKEBOX
PROGRAMMER
#16

EARL THOMAS CONLEY

**"YOUR LOVE'S ON THE
LINE" PB-13525**

From his new album "Don't Make it
Easy For Me" AHL1-4713

**Harvey Campbell, Vice President,
Mobile Records, Pittsburgh, Pa.**

"We're getting great action on Earl
Thomas Conley. Could be the record
that makes Earl a 'superstar'!"

**Judy Bracknell, Buyer, One Stop,
Atlanta, Ga.**

"Earl Thomas Conley's 'Your Love's
On The Line' is one of our most re-
quested records. Operators starting to
re-order.

BB 21 CB 20* RR 14***



JUKEBOX
PROGRAMMER
#15

SYLVIA

"SNAPSHOT" PB-13501
From her new album "Snapshot"
AHL1-4672

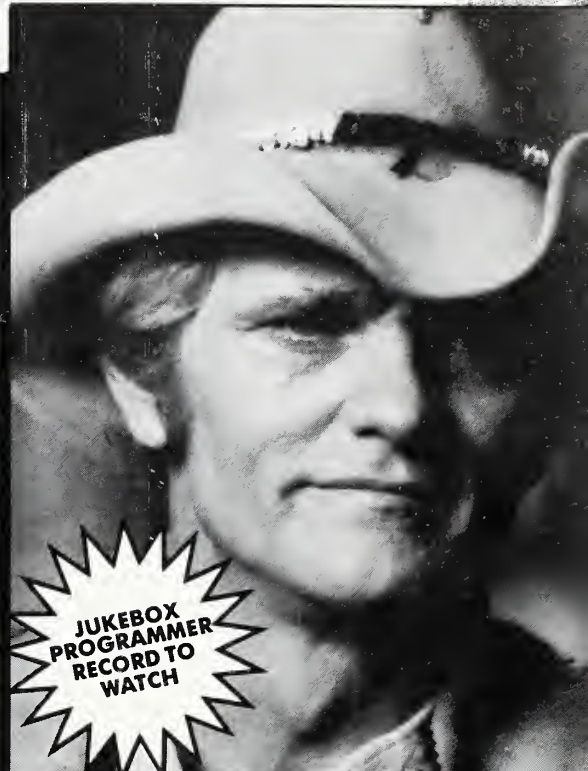
**Dean Hogue, President, Dean's
One Stop, Richmond, Va.**

"Two of the best country records I've
got are Sylvio and Earl Thomas Conley
Both are smokin'! Operators are just
now really getting into ETC."

**Judy Bracknell, Buyer, One Stop,
Atlanta, Ga.**

"Sylvia's 'Snopshot' is a smash! She
does great with jukeboxes!"

BB 14 CB 15* RR 10***



JUKEBOX
PROGRAMMER
RECORD TO
WATCH

JERRY REED

**"GOOD OLE BOYS/SHE'S
READY" PB-13527**
From his new album "Ready"
AHL1-4692

**Earl Schaeffer, Buyer, Am Bat
Records, Cincinnati, Ohio**

"Jerry Reed... looks like the best one
he's had... both sides are selling. I like
'She's Ready'!"

**Gus Tartol, Vice President,
Singer One Stop, Chicago, Ill.**

"Both sides of Jerry Reed is happening
for me. I believe 'She's Ready' is
strongest, but 'Good Ole Boys' is
doing well too. Great jukebox record!
Double-Sided Hit!"

BB 40* CB 38*

In Review

IN REVIEW: Presented is a photographic lineup of some of the amusement machines introduced by the various manufacturers and dated according to their exposure in Cash Box.



NAMCO AMERICA "HOTBALL HOCKEY": A two-player table game, patterned after the exciting sport with outstanding graphics and audio, plus a uniquely designed sunken-in playfield. Hot and heavy action. (5/14/83).



ATARI "FOOD FIGHT": A fun game where Charlie Chuck races to eat a rapidly melting ice cream cone while dodging tomatoes, pies and other edibles being tossed by four dastardly chefs. (4/9/83)



STERN "MAZER BLAZER": Game theme involves cosmic attackers from outer space attempting to return to their ship while avoiding constant fire from a two-handed electronic laser. Shooting gallery appeal. (4/30/83).



WILLIAMS "JOUST": A dual player pin in a uniquely styled table cabinet allowing players to face each other in competition. Features the exciting play elements of the popular video model. (4/9/83)



BALLY MIDWAY "GRAND SLAM": This pinball machine, released in time for the opening of the baseball season, characterizes the popular American sport in cabinetry, design and exciting scoring features. (5/7/83).



WILLIAMS "TIME FANTASY": A good old-fashioned pinball game, economically priced and abundant in scoring features for pinball buffs, as well as video fans who are newcomers to the game. (4/30/83).



WILLIAMS "BIG STRIKE": William's new sixplayer shuffle alley responds to the resurgence of interest in this staple product. It offers "Regulation," "Flash," "Single Shot" and "Strike 90" play. (4/16/83)



CINEMATRONICS "COSMIC CHASM": Cosmic Chasm is a space station, seized by the enemy, and the player's mission is to maneuver a ship through it to the core; then destroy it and escape via the same route. (4/16/83)



WILLIAMS "BUBBLES": A lively cartoon animation video game that's easy to control, yet challenging to play. Various household objects try to thwart the player's bubble as it attempts to clean the sink. (4/16/83)



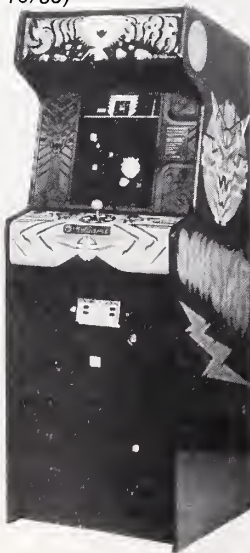
EXIDY "FAX": A natural for trivia fans. This game challenges the memory and reflexes on such subjects as history, entertainment, sports and general knowledge. Two thousand questions. (5/7/83).



BALLY MIDWAY "KOSMIC KROOZ'R": Main character, Krooz'r, is an extraterrestrial who can't phone home but must get there, which is not an easy task since there are lots of obstacles along the way. (5/7/83).



"COMEDY CARTOON FACTORY": Produced by Comedy Cartoon Factory of Valley Stream, N.Y., this is a coin-operated cartoon unit for those 4-10 year olds, featuring "Mighty Mouse" and other popular cartoon characters. (5/7/83).



WILLIAMS "SINISTAR": A high intensity space game of speed and strategy where the player maps out his own battle plan against the awesome Sinistar. A haunting voice track and many extras. (4/9/83)



CENTURI "GYRUSS": A multi-stage video space adventure game with extraordinary graphics and outstanding musical score accompaniment. There are 23 stages of exciting play action. (6/4/83).

AN EXCITING NEW FRONTIER
IN VIDEO GAMES

DOVRNER



SEE IT AT YOUR
Bally **MIDWAY**
DISTRIBUTOR NOW



STEVIE NICKS

STEVIE NICKS
GIVES YOU
HER HEART.



"THE WILD HEART." 90084
The new album from Stevie Nicks.
Featuring the single, "STAND BACK."
7-99863

Modern
Records 1980

ON MODERN RECORDS AND CASSETTES
DISTRIBUTED BY ATCO RECORDS. A DIVISION OF ATLANTIC RECORDING CORP. PRODUCED BY JIMMY IOVINE. FRONT LINE MANAGEMENT

© 1983 Atlantic Recording Corp. A Warner Communications Co.

