

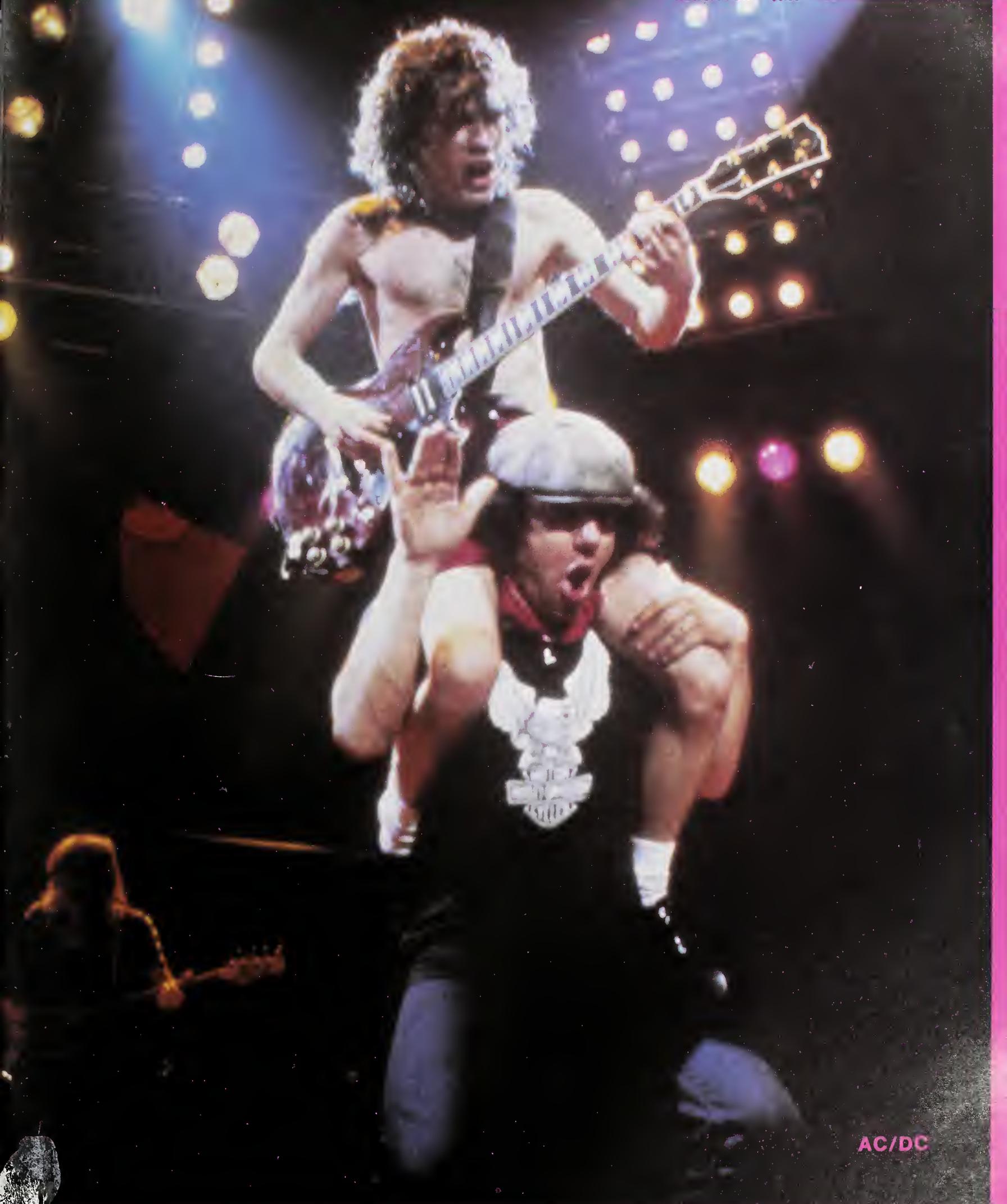
CASHBOX

August 20, 1983

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CASH BOX

THE INTERNATIONAL MUSIC / COIN MACHINE / HOME ENTERTAINMENT WEEKLY

VOLUME XLV — NUMBER 12 — August 20, 1983

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EDITORIAL

A Hot Summer Indeed

This hot, balmy summer has found most people retreating to the beaches, pools and the relative cool of their own homes, perhaps tuning into a baseball game on the radio or TV or simply listening to one of the season's most popular records. A look at the charts shows that a number of these hits are soundtracks, or hit singles from soundtracks, to hit motion pictures.

This week, for example, PolyGram's *Flashdance*, the LP to the long-running movie, holds steady in the number three position, led only by The Police's "Synchronicity" and Michael Jackson's "Thriller." After 21 weeks, the title track, "Flashdance... What A Feeling," remains in the Top Five, while the second single, Michael Sembello's "Maniac," moves up to #4 bullet after 12 weeks.

Another PolyGram soundtrack, *Staying Alive*, from the long-awaited sequel to *Saturday Night*

Fever, climbs to #7 bullet on the Pop LP charts, as the second single, Frank Stallone's "Far From Over," jumps to #33 bullet. Close behind at #35 bullet is Rita Coolidge's "All Time High," the theme from *Octopussy*, another of the summer's hit films.

In some cases, most notably *Flashdance*, the soundtracks themselves contributed heavily to the success of the motion picture. This is a significant fact to remember in a summer where a number of films have not lived up to their box office potential.

In an editorial in the May 21 issue, *Cash Box* stated, "... soundtrack albums could well put some sizzle into the record industry's season." With two of those presently in the Top 10, it's safe to say that has come to pass. We've been fortunate to have product strong enough to keep people dancing from the movie theatres' aisles and into record stores. It's been a hot summer, indeed.

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ON THE COVER

"It's a long way to the top if you wanna rock 'n' roll!" AC/DC proclaimed in one of its many memorable anthems. However, it was an amazing climb from the pubs Down Under nearly a decade ago to world rock stardom. Starting with its very first Australian LP, "High Voltage," AC/DC established a massive following in Oz, catapulting them onto a conquering trek about the world.

The road, as it has for many great rock acts, has taken its toll, with Bon Scott being one of its casualties. But like the Phoenix, AC/DC rose and came "Back In Black" with Brian Johnson, whose geordied roar has done the memory of Bon proud. More recently, original drummer Phil Rudd departed and 20-year-old Manchester, England native Simon Wright joined the troops just in time for the band's forthcoming U.S. tour, due to start in late September. Perpetual schoolboy guitarist Angus Young and his mates are ready to electrify audiences with "Flick of The Switch," their newest Atlantic LP.



TOP POP DEBUTS

SINGLES

74

SOMEONE BELONGING TO SOMEONE — The Bee Gees — RSO/PolyGram

ALBUMS

46

LAWYERS IN LOVE — Jackson Browne — Asylum

POP SINGLE

EVERY BREATH YOU TAKE
The Police
A&M

B/C SINGLE

SHE WORKS HARD FOR THE MONEY
Donna Summer
Mercury/PolyGram

COUNTRY SINGLE

LOVE SONG
Oak Ridge Boys
MCA

JAZZ

IN YOUR EYES
George Benson
Warner Bros.

NUMBER ONES



Donna Summer

POP ALBUM

SYNCHRONICITY
The Police
A&M

B/C ALBUM

THRILLER
Michael Jackson
Epic

COUNTRY ALBUM

THE CLOSER YOU GET
Alabama
RCA

GOSPEL

JESUS I LOVE CALLING YOUR NAME
Shirley Caesar
Myrrh

CASH BOX TOP 100 SINGLES

August 20, 1983

	8/13	Weeks On Chart		8/13	Weeks On Chart		8/13	Weeks On Chart
1 EVERY BREATH YOU TAKE THE POLICE (A&M 2542)	1	12	34 HOW AM I SUPPOSED TO LIVE WITHOUT YOU LAURA BRANIGAN (Atlantic 7-89805)	39	8	67 BIG LOG ROBERT PLANT (Atlantic 7-99844)	83	2
2 SWEET DREAMS (ARE MADE OF THIS) EURYTHMICS (RCA PB-13533)	4	13	35 ALL TIME HIGH RITA COOLIDGE (A&M 2551)	38	8	68 WAR GAMES CROSBY, STILLS & NASH (Atlantic 7-89812)	61	9
3 SHE WORKS HARD FOR THE MONEY DONNA SUMMER (Mercury/PolyGram 812 604-7)	3	13	36 FAKE FRIENDS JOAN JETT AND THE BLACKHEARTS (Blackheart/MCA-52240)	36	7	69 GET IT RIGHT ARETHA FRANKLIN (Arista ASI 9034)	76	3
4 MANIAC MICHAEL SEMBELLO (Casablanca/PolyGram 812 516-7)	5	12	37 MAKING LOVE OUT OF NOTHING AT ALL AIR SUPPLY (Arista ASI 9056)	45	4	70 WORDS F.R. DAVID (Carrera/PolyGram CA 101)	79	3
5 FLASHDANCE... WHAT A FEELING IRENE CARA (Casablanca/PolyGram 811 440-1)	6	21	38 (SHE'S) SEXY + 17 STRAY CATS (EMI America B-8168)	47	3	71 EWOK CELEBRATION MECO (Arista ASI-9045)	68	8
6 ELECTRIC AVENUE EDDY GRANT (Portrait/CBS 37-03793)	2	18	39 TOTAL ECLIPSE OF THE HEART BONNIE TYLER (Columbia 38-03906)	48	6	72 I DON'T WANNA DANCE EDDY GRANT (Portrait/CBS 37-04039)	84	2
7 IS THERE SOMETHING I SHOULD KNOW DURAN DURAN (Capitol B-5233)	7	12	40 TOO SHY KAJAGOOGOO (EMI America B-8161)	22	18	73 BAD BOYS WHAMI U.K. (Columbia 38-03932)	81	3
8 PUTTIN' ON THE RITZ TACO (RCA PB-50727)	16	9	41 BABY JANE ROD STEWART (Warnar Bros. 7-29608)	37	13	74 SOMEONE BELONGING TO SOMEONE THE BEE GEES (RSO/PolyGram 815 235-7)	—	1
9 (KEEP FEELING) FASCINATION THE HUMAN LEAGUE (A&M 2547)	12	14	42 TRUE SPANDAU BALLET (Chrysalis/CBS VS4 42720)	66	4	75 SHE'S A BEAUTY THE TUBES (Capitol B-5217)	62	20
10 STAND BACK STEVIE NICKS (Modarn/Atco 7-99863)	11	12	43 PIECES OF ICE DIANA ROSS (RCA PB-13549)	30	9	76 CRAZY MANHATTANS (Columbia 38-03939)	80	3
11 CHINA GIRL DAVID BOWIE (EMI America B-8165)	13	12	44 DON'T YOU GET SO MAD JEFFREY OSBORNE (A&M 2561)	49	5	77 HOW CAN I REFUSE HEART (Epic 34-04047)	—	1
12 NEVER GONNA LET YOU GO SERGIO MENDES (A&M 2540)	8	19	45 HOW DO YOU KEEP THE MUSIC PLAYING JAMES INGRAM AND PATTI AUSTIN (Qwest/Warner Bros. 7-29618)	46	16	78 FREAK-A-ZOID MIDNIGHT STAR (Solar/Elaktra 7-89828)	85	2
13 IT'S A MISTAKE MEN AT WORK (Columbia 38-03959)	15	8	46 TONIGHT I CELEBRATE MY LOVE PEABO BRYSON/ROBERTA FLACK (Capitol B-5242)	51	7	79 TELEPHONE (LONG DISTANCE LOVE AFFAIR) SHEENA EASTON (EMI America B-8172)	—	1
14 1999 PRINCE (Warnar Bros. 7-29896)	14	12	47 CUTS LIKE A KNIFE BRYAN ADAMS (A&M 2553)	41	11	80 CHANGE TEARS FOR FEARS (Mercury/PolyGram 812 677-7)	90	2
15 I'LL TUMBLE 4 YA CULTURE CLUB (Epic 34-03912)	19	9	48 MIDNIGHT BLUE LOUISE TUCKER (Arista ASI 9022)	50	10	81 MIRACLES STACY LATTISAW (Cotillion/Atco 7-99855)	89	2
16 TAKE ME TO HEART QUARTERFLASH (Gaffan 7-29603)	17	10	49 KISS THE BRIDE ELTON JOHN (Gaffan 7-29568)	60	3	82 RAINBOW'S END SERGIO MENDES (A&M 2563)	—	1
17 HOT GIRLS IN LOVE LOVERBOY (Columbia 38-03941)	18	11	50 BLAME IT ON LOVE SMOKEY ROBINSON & BARBARA MITCHELL ((Tamil/Motown 1684)	52	8	83 HIGH TIME STYX (A&M 2568)	—	1
18 THE SAFETY DANCE MEN WITHOUT HATS (Backstreet/MCA BSR-52232)	23	9	51 LADY LOVE ME (ONE MORE TIME) GEORGE BENSON (Warnar Bros. 7-29563)	58	4	84 DON'T FORGET TO DANCE THE KINKS (Arista ASI 9075)	—	1
19 SAVED BY ZERO THE FIXX (MCA-52213)	20	13	52 HOLD ME 'TIL MORNIN' COMES PAUL ANKA (Columbia 38-03897)	57	8	85 DON'T YOU KNOW HOW MUCH I LOVE YOU RONNIE MILSAP (RCA PB-13564)	—	1
20 ROCK OF AGES DEF LEPPARD (Mercury/PolyGram 812 370-7)	21	11	53 YOU'RE DRIVING ME OUT OF MY MIND LITTLE RIVER BAND (Capitol B-5258)	59	4	86 DO IT AGAIN (MEDLEY WITH BILLIE JEAN) CLUB HOUSE (Atlantic 7-89795)	96	3
21 HUMAN NATURE MICHAEL JACKSON (Epic 34-04028)	25	5	54 JUICY FRUIT MTUME (Epic 34-03578)	44	11	87 THE NIGHT THE ANIMALS (I.R.S./A&M IR-9920)	—	1
22 TELL HER ABOUT IT BILLY JOEL (Columbia 38-04012)	27	4	55 TELL HER NO JUICE NEWTON (Capitol B-5265)	74	2	88 WHO'S BEHIND THE DOOR ZEBRA (Atlantic 7-89821)	70	5
23 ROCK 'N' ROLL IS KING ELO (J&V/CBS ZS4 03964)	24	9	56 THE BORDER AMERICA (Capitol B-5236)	34	9	89 IT MUST BE LOVE MADNESS (Gaffan 7-29562)	—	1
24 LAWYERS IN LOVE JACKSON BROWNE (Asylum 7-69826)	26	7	57 IT'S INEVITABLE CHARLIE (Mirage/Atco 7-99862)	43	9	90 SHIP TO SHORE CHRIS DeBURGH (A&M 2585)	—	1
25 DON'T CRY ASIA (Gaffan 7-29571)	32	4	58 COLD BLOODED RICK JAMES (Gordy/Motown 1687GF)	65	5	91 WEST COAST SUMMER NIGHTS TONY CAREY (Roosthira RSS 001C)	67	6
26 AFTER THE FALL JOURNEY (Columbia 38-04004)	29	7	59 THE SALT IN MY TEARS MARTIN BRILEY (Mercury/PolyGram 812 165-7)	53	12	92 I LOVE ROCKY ROAD "WEIRD" AL YANKOVIC (Rock 'N' Roll/CBS ZS4 03998)	78	4
27 DEAD GIVEAWAY SHALAMAR (Solar/Elaktra 7-69819)	31	8	60 TIP OF MY TONGUE THE TUBES (Capitol B-5258)	63	5	93 LET'S DANCE DAVID BOWIE (EMI America B-8158)	71	22
28 OUR HOUSE MADNESS (Gaffan 7-29668)	9	17	61 ALL THIS LOVE DeBARGE (Gordy/Motown 1660)	42	19	94 FAMILY MAN DARYL HALL & JOHN OATES (RCA PB-13507)	69	17
29 HUMAN TOUCH RICK SPRINGFIELD (RCA PB-13576)	33	7	62 SLIPPING AWAY DAVE EDMUNDS (Columbia 38-03877)	55	14	95 THE WOMAN IN YOU THE BEE GEES (RSO/PolyGram 813 173-7)	73	14
30 PROMISES, PROMISES NAKED EYES (EMI America B-8170)	35	6	63 TIME (CLOCK OF THE HEART) CULTURE CLUB (Epic 34-03769)	54	19	96 BEAT IT MICHAEL JACKSON (Epic 34-03759)	77	26
31 WANNA BE STARTIN' SOMETHIN' MICHAEL JACKSON (Epic 34-03914)	10	13	64 STOP IN THE NAME OF LOVE THE HOLLIES (Atlantic 7-89819)	56	12	97 WISHING (IF I HAD A PHOTOGRAPH OF YOU) A FLOCK OF SEAGULLS (Jive/Arista VS 2006)	72	15
32 COME DANCING THE KINKS (Arista AS 1054)	28	16	65 BURNING DOWN THE HOUSE TALKING HEADS (Sira 7-29565)	75	3	98 TRY AGAIN CHAMPAIGN (Columbia 38-03563)	86	21
33 FAR FROM OVER FRANK STALLONE (RSO/PolyGram 815 023-7)	40	4	66 STAND BY ROMAN HOLLIDAY (Jive/Arista JSL-9036)	64	10	99 I'M STILL STANDING ELTON JOHN (Gaffan 7-29639)	82	16
						100 DON'T LET IT END STYX (A&M 2543)	92	17

ALPHABETIZED TOP 100 SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

After The Fall (Twist And Shout — ASCAP)	26	Far From Over (Stigwood/Famous — ASCAP)	33	Lawyers In Love (Night Kitchen — ASCAP)	24	Stop In The Name (Stona Agate — BMI)	64
All This Lov (Jobata — ASCAP)	61	Fascination (Virgin/Chappell/Sound Diagrams/WB — ASCAP)	9	Let's Dance (Jones — ASCAP)	93	Sweet Dreams (Sunbury)	2
All Time High (Blackwood — BMI)	35	Flashdance (Chappell/Famous/GMPC/Carub/Alcor — ASCAP)	5	Making Love Out (Lost Boys — BMI)	37	Take Me To Heart (Narrow Dude/Bonnie Bae Good/WB — ASCAP)	16
Baby Jane (Rod Stewart/Antaatar — ASCAP)	41	Freak-A-Zoid (Hip-Trip/Mldstar — BMI)	78	Maniac (Intersong/Famous/Warner Bros. — ASCAP)	4	Telephone (Mighty Mathaison/Slapshot — BMI)	79
Bad Boys (Chappell — ASCAP)	73	Get It Right (Uncle Ronnie's/April/Thrillar Millar — ASCAP)	69	Midnight Blue (Chartel)	48	Tell Her About It (Joel Songs — BMI)	22
Beat It (Mijac — BMI)	96	High Time (Styglan — ASCAP)	83	Miracles (Rara Blue — ASCAP)	81	Tell Her No (Mainstay — BMI)	55
Big Log (Talk Tima/Bay — ASCAP)	67	Hold Me 'Til (Squawako/Foster Frees — BMI)	52	Never Gonna (ATV/Mann & Well — BMI)	12	The Border (April/Russell Ballard/Polson Oak — ASCAP)	56
Blame It On Lova (Chardax — BMI)	50	Hot Girls In Love (Dean Of Music/Blackwood — BMI)	17	1999 (Controversy — ASCAP)	14	The Night (Noorub/Leosong — ASCAP/House Of Juices — BMI)	87
Burning Down (WB/Biasu Disqua/Index — ASCAP)	65	How Am I (April/Is Hot — ASCAP/Blackwood — BMI)	34	Our House (Nuttly/WB — ASCAP)	28	The Safety Danca (Off Backstreet/Les Editions Chapeau — BMI)	18
Change (Dick James — BMI)	80	How Can I Refuse (Strange Euphoria/Know/Primal Energy/Sounds Like Music/Sheer — ASCAP)	77	Pieces Of Ice (WB/Jamm/Bibo — ASCAP)	43	The Salt In My Tears (Rare Blue/Miserable — ASCAP)	59
China Girl (Jones/Bug/Jamas Osterberg/Fleur — ASCAP/BMI)	11	How Do You Keep (WB — ASCAP)	45	Rock 'N' Roll (April — ASCAP)	23	The Woman In You (Gibb Bros./Unichappell — BMI)	95
Cold Blooded (Stone City — ASCAP)	58	Human Nature (Porcara/John Bettis — ASCAP)	21	Rock Of Ages (Zomba Enterprises — BMI)	20	Time (Virgin — ASCAP/Adm. by Chappell)	63
Come Dancing (Davray — P.R.S.)	32	Human Touch (Vogue — BMI)	29	Saved By Zero (Colgams/EMI — ASCAP)	19	Tip Of My Tongue (Decomposition/Boone's Tunes/V-2/Saggi/ire — ASCAP)	60
Crazy (Mighty M/Anderson/Williams — ASCAP)	76	I Don't Wanna (Greenheart — ASCAP)	72	Sexy (Williesdan — BMI)	38	Tonight I Celebrate (Almo/Prince Street/Screen Gems-EMI — ASCAP/BMI)	46
Cuts Like A Knife (Irving/Adams Communications/Calypto Toonz — BMI)	47	I Love Rocky Road (Finchlay — ASCAP)	92	She's A (Foster Frees/Rehtakui Vaats/Decomposition/Boone's Tunes — BMI/ASCAP)	75	Too Shy (Tritec)	40
Dead Giveaway (Spectrum VII, L.F.S. III — ASCAP)	27	I'll Tumble (Virgin — ASCAP/Adm. by Chappell)	15	She Works Hard (Sweet Summer Night/See This House — ASCAP)	3	Total Eclipse (Lost Boys — BMI)	39
Do It Again (MCA/Red Giant — ASCAP/Mijac/Warner-Tamerlane — BMI)	86	I'm Still Standing (Intersong — ASCAP)	99	Ship To Shore (Rondor — BMI)	90	True (Reformation Ltd. — ASCAP)	42
Don't Cry (WB/Almond Legg/Ackee — ASCAP)	25	Is There Something (Trilite)	7	Slipping Away (April — ASCAP)	62	Try Again (Walkin — BMI)	98
Don't Forget To Dance (Davray, Ltd.)	84	It's A Mistake (April — ASCAP)	13	Someone Belonging (Gibb Brothers/Unichappell — BMI)	74	Wanna Be Startin' (Mijac — BMI)	31
Don't Let It End (Styglan/Adm. by Almo — ASCAP)	100	It's Inevitable (T.J.T./Crumpet — ASCAP)	57	Stand Back (Welsh Witch — BMI)	10	War Games (Gold Hill — ASCAP)	68
Don't You Get So Mad (Almo/March 9/Gravity Raincoat — ASCAP/Haymaker — BMI)	44	Juicy Fruit (Mtume — BMI)	54	Stand By (Zomba Ent. — BMI)	66	West Coast Summer (Rockoko)	91
Electric Avenue (Greenheart — ASCAP)	6	Kiss The Bride (Intersong — ASCAP)	49			Who's Behind The Door (Riddy-Diddy — ASCAP)	88
Every Breath You Take (Magnatic — BMI)	1	Lady Love Me (Hudmar — ASCAP/Newton House — BMI)	51			Wishing (Zomba — BMI)	97
Ewok Celebration (Warner-Tamarlane/Bantha)	71					Words (ASCAP)	70
Fake Friends (Jett Pack — BMI)	36					You're Driving Me (Screen Gems — EMI — BMI)	53
Family Man (Virgin/Adm. by Chappell/Josaf Weinberger, PRS/TBP/Adm. by April — ASCAP)	94						

⚡ = Exceptionally heavy radio activity this week

Ⓢ = Exceptionally heavy sales activity this week



ROGERS DEBUTS ON RCA — RCA Records has released the single "Islands In the Stream," a duet by Dolly Parton and Kenny Rogers, which marks Rogers' debut with the label. The track was written and produced by Barry Gibb, who also co-produced Rogers' forthcoming RCA album, "Eyes That See in the Dark." Pictured celebrating the release of the single are (l-r): Bob Summer, president, RCA Records, Ken Kragen, Kragen and Co., Rogers' management firm; Gibb; Parton; Rogers; and Sandy Gallin, Katz-Gallin, Parton's management firm.

Associated Files Suit Against Motown Over Arizona Distrib

by Fred Goodman

NEW YORK — Associated Distributors, Inc. of Phoenix, Ariz. has become the third independent distributor to sue Motown Records over its switch to MCA Distribution. During July, the Maryland-based Schwartz Bros. and Dallas' Big State both filed separate suits against the label.

The suit by Associated was described as "very similar to the Schwartz Bros. suit" by attorney Doug Carter of the Washington, D.C.-based law firm of Arent, Fox, Kintner, Plotkin and Kahn, which is representing both Associated and Schwartz in their respective actions. A hearing has been set for Tuesday, Aug. 16, in Phoenix Federal District Court to hear a motion by Associated for a preliminary injunction against Motown, MCA, Inc., MCA Records Inc. and MCA Distributing Corp. that would prevent those firms from distributing Motown product in the region previously served by Associated. The suit

by Associated also seeks \$500,000 in damages.

Comparing the actions by Schwartz and Associated, Carter said that "the legal theories of recovery are identical. Associated is entitled to the same relief Schwartz has received." He added that both distributors contend that they were entitled to more notice than they received concerning the termination of their deals with Motown.

On July 15, Schwartz Bros. was granted an injunction against Motown after the distributor filed a \$5 million suit claiming breach of oral agreement. On July 22, Maryland Circuit Court Judge Arthur M. Ahalt denied a motion by Motown to dissolve his injunction, and set Sept. 19 for the next hearing. He also modified his original injunction and ordered Motown to continue supplying its product to Schwartz Bros. and ordered the label not to sell any of its product in Schwartz's region via MCA Dis-

(continued on page 13)

Analyst Suggests Changes In Pricing, Returns Policies

by Michael Martinez

LOS ANGELES — Current pricing and returns policies employed by record and prerecorded tape manufacturers are "suboptimal," according to Barry Alan Pasternack, a university professor and financial systems management analyst. Instead, he claims that a more "optimal," or profitable pricing and returns policy would be to permit 100% returns at partial credit.

He draws his conclusions in an academic article, titled "Optimal Pricing and Returns Policies for Perishable Commodities," set for publication soon in an academic journal. Pasternack, executive director of the Center for Professional Development at California State University, Fullerton, employs a mathematical formula that is mind-boggling to laymen, but he says could serve as a blueprint for record manufacturers' financial teams to create pricing and returns systems to best serve a multi-retailer environment.

The model formula he claims proves his premise takes into account such factors as manufacturing cost per item, price per unit paid by the retailer to the manufacturer, credit per unit by the manufacturer to the retailer for returned goods, salvage value

per unit, selling price, selling price per unit by the retailer, goodwill cost per unit due to stockout incurred by retailer and the additional goodwill cost per unit due to stockout that is incurred by the manufacturer.

His paper notes that pricing is usually established on the basis of cost or "what the market will bear," two techniques ignoring the "downstream" effects of pricing.

"The manufacturer sets the prices charged to the retailer (or distributor) that affects the purchase decision made by the retailer," the article explained. "This, in turn, affects the price and availability of the product to the consumer and therefore the manufacturer's total profit."

In further explaining the relationship between price and retail purchasing, the article said retailers sell the commodity until the inventory is depleted or shelf life exhausted.

"In the case where inventory is depleted, the goodwill cost associated with customers whose demand is unsatisfied is assumed to be partially incurred by the retailer and partially incurred by the manufacturer," the article said, continuing that when inventory remains beyond the

shelf life, that, under current policies, a certain amount can be returned to the manufacturer for partial credit on total volume and that the balance of that inventory must be disposed of at "salvage value."

Pasternack pointed out that prior to the '80s, most record companies allowed for unlimited returns at full credit, creating a situation where dealers often overstocked product and later had huge returns.

He said that such an approach proved suboptimal for manufacturers, as companies revised their returns policies to stem the tide of returns that mounted in the late '70s. The analyst also said that a no-returns option was also not optimal.

Pasternack's article said that "limiting returns to a percentage of sales may allow for an optimal policy to be developed, however, it is shown (in his paper) that such a policy will not be optimal in a multi-retailer environment."

"Limiting returns to a fixed percentage," Pasternack told *Cash Box*, "has a net effect of causing the dealers to under-order. The returns policy, however, could be good for Licorice Pizza, but not for Sam Goody."

Most companies adopted limited returns policies during the early '80s at an average of about 20%.

Pasternack's paper asserts that it demonstrates "an optimal policy in the

(continued on page 20)

Sony Danspak Vid 45 Highlights Unsigned Artists

by Michael Glynn

LOS ANGELES — Despite an improved economy, in general, and brighter outlook for record sales, in particular, the risks involved in signing an unknown act to a recording contract are no less now than in the past. Still, the chances of breaking a recording act would seem considerably greater than unknown music video talent.

The market for music video programs is acknowledged to be quite small, albeit growing, thanks to MTV and the host of imitators it has spawned (i.e. NBC's *Friday Night Videos*, Turner Broadcasting System's *Night Tracks*, etc.). But in comparison to radio, those outlets for exposure are still few in number and, like radio, they rely chiefly on major label product.

That, however, has not deterred Sony Video Software from continuing to give a shot to largely untried music video artists. This week, Sony ships a Video 45 entitled *Danspak*, a compilation of five clips by New York-based experimental and electro-dance acts: Man Parrish, Shox Lumania,

(continued on page 14)

Recent Comedy LPs Create Interest In Neglected Field

by Jim Bessman

NEW YORK — Though it does not yet rival the golden comedy record age of the early '60s, the last few years have seen an increase in comedy product with successful LPs by major artists as well as reissues of older material by both suddenly hot comics and timelessly funny old masters. But as with regular music product, the continued strength of the genre also depends largely on fresh talent, and several labels have recently put out debut albums by established or upcoming comedians and have also promoted them heavily.

Rhino Records, the offbeat Los Angeles-based indie, has regularly included comedy product in its release schedule. From the vantage point of head of sales Gary Stewart, there has indeed been a recent "upswing" in comedy product release after

the "void of the last few years," which he attributed to a lack of comic personalities on the level of Eddie Murphy and Joan Rivers. Now, however, Stewart finds many such personalities emerging via regular television comedy outlets, particularly David Letterman's show.

Frank Guida, who produces *The Laugh Machine* syndicated comedy program for Progressive Radio Network, also discerned the recent increase in comedy product release. "I think a lot of it has to do with the resurgence of the club scene in the last couple years," said Guida. "Now record companies are catching up." Here he noted consistent Rhino comedy releases and major label product — new and reissue — by Monty Python, Rodney Dangerfield, Robin Williams, Eddie Murphy and Steve Allen, as well as

(continued on page 21)



STRUTTING TO BMI — EMI America/Liberty recording group Stray Cats recently affiliated with Broadcast Music, Inc. (BMI). The group will be leaving shortly for a European tour. Pictured at the signing are (l-r): Allan McDougall, executive, writer-publisher relations, BMI; and Slim Jim Phantom, Brian Setzer and Lee Rocker of the group.

BUSINESS NOTES

Beach Music Radio Special Set

LOS ANGELES — More than 22 markets in a six-state area have been cleared for airing the first annual Beach Music Awards special, a 90-minute program that is being sponsored by Miller Brewing Corp., Hawaiian Tropic Lotion and Beach Music Records, which released an LP on the special in July.

Taped live at the Civic Auditorium in Myrtle Beach, S.C., performers such as James Brown, the Tams, the Drifters, the Clovers, Maurice Williams, the Embers and others will be represented during the special. Celebrity hosts include Willie Aames, Linda Blair and Richard Herd.

States covered in the initial presentation include South Carolina, North Carolina, Virginia, Georgia, Louisiana and Alabama. The first airing of the special was at WCYB/Bristol, Va., July 31. The special is currently set to air throughout August and into September.

Executive producer on the project was John X. Aragona with the Beach Music Assn. and was developed by International Home Entertainment (IHE) in Los Angeles. Aragona is already in pre-production for the second year's awards program.

IHE's Bob Levinson supervised production of the special and the company also has directed marketing through Nancy Sain of IHE.

Cable TV Music Service Set For U.K.

LONDON — CableMusic, which was set up at the beginning of this year by a group of companies in the U.K. entertainment industry (led by the Virgin Group) to provide the European cable network with a 24-hour music service, has negotiated an arrangement with Satellite Television to provide a daily one-hour music service. The shows will be different each day and transmissions begin on Sept. 11, and the program will be delivered to 400,000 European homes during the peak viewing time of 7-8 p.m.

This will mark the birth of British music cable TV.

Managing director Robert Devereux said: "This gives CableMusic its entry into the European market, and it will also provide us with invaluable experience before the launch of our full service in January. We are all very excited by the prospect and delighted to be working with Satellite Television."

CableMusic's full service will begin in January 1984 when it expects to be transmitting to over one million homes in the U.K. and Europe.

WEA Picks Dolby HX Pro Process For Cassettes

NEW YORK — WEA Manufacturing, which duplicates cassettes for NEA records product, is now using the Dolby HX Professional electronic duplicating process by which audio quality is improved without requiring special playback equipment. According to the Warner Communications Record Group, which announced the introduction of the new manufacturing process, its prerecorded cassettes are now of the highest quality on the market.

The Dolby HX Professional process allows the cassette tape to accept a wider dynamic range of material from the master tape and better reproduce higher frequencies. High frequencies can be cleanly recorded at levels of up to six db's more than attainable through normal methods, due to Dolby HX circuitry's ability to instantly monitor the signals being recorded and adjust bias to optimum levels. These benefits are discernible on any tape equipment without the need of decoding during playback as in other Dolby processes.

MCA Has Strong Half Despite 2nd Quarter Drop

NEW YORK — Despite a drop in revenues in the second quarter, MCA Inc. coasted to its highest first half revenues and income for the six months ended June 30. The record results were attributed to revenues earned on the film *ET: The Extra Terrestrial* during the first quarter. The company's records and music publishing operations posted a six month period decline in revenues and income, while posting an overall income loss in the second quarter.

For the six months ended June 30, MCA Inc.'s revenues were \$782.3 million as compared to \$678.1 million for 1982; operating income was nearly \$97 million as compared to \$84.1 million for 1982 and net income was \$76.2 million, or \$1.59 per share, as compared to \$62.9 million or \$1.32 per share, for 1982. For the three months ended June 30, revenues were \$351.4 million as compared to \$352.8 million for 1982, operating income was \$44.3 million as compared to \$53.7 million for 1982, and net income was \$37.2 million, or 78 cents per share, as compared to \$38.6 million, or 81 cents per share, for 1982.

Revenues for the records and music publishing division for the six month period were \$71.5 million as compared with \$79,516 for 1982. Operating income fell from the 1982 level of \$12.1 million to \$1.4 million. During the second quarter, the division realized an operating loss of \$2.2 million.

NARAS Sets National Membership Drive

LOS ANGELES — A national membership Outreach Program, designed to substantially increase the number of eligible voters in its seven chapters, has been established by the National Academy of Recording Arts and Sciences (NARAS), according to newly elected NARAS president Michael Melvoin.

In a letter to the seven chapter presidents, Melvoin noted that each chapter's membership rolls have been increasing steadily, but that there are still many people in the recording industry who are not aware they are eligible to join.

The letter said, "Our membership must comprise a substantial percentage of those people who are actively working in all areas of the recording industry."

"People who are eligible for membership and qualified to make judgements on the work of their peers should be NARAS members," Melvoin continued in the letter.

There was a special emphasis on youth, perhaps in reference to the relative dearth of members solely involved in rock music.

Melvoin headed a similar campaign at the local level during his recently concluded tenure as president in the Los Angeles chapter. "Now I'm asking governors in each of the chapters to form Membership Outreach Committees."

TV Sports Helping Top Chart Singles

by Harry Weinger

NEW YORK — The use of contemporary hit singles in television sports productions is a viable, though immeasurable, assist for the growth of a hit single. While a song's use as a "bumper" in and out of a network commercial break, or as a theme for a highlight film, won't break a record, the exposure is helpful in enhancing its hit image. Labels vary on how aggressively they will go after this promotional avenue, but most agree it is worth pursuing.

"The familiarity of a song must be very high for a network to use it," noted Phil Quartararo, East Coast promotion manager for RCA Records, "but a song being exposed to that many people doesn't hurt at all." Randy Roberts, director of national singles sales for PolyGram Records, sees sports features as an extra way to expose a hit. "When you've got a record on those shows," he stated, "you know you've got a hit."

All of the major labels will service the networks with product or provide records at the request of a program's producer. A hot single's inclusion in a sports broadcast is generally up to a producer, or perhaps an associate hip to current product, but a label will often target a song for specific events.

"We went to TV with Kool & The Gang's 'Celebration,'" said Roberts, "because it seemed like a natural for winning teams to use. We also pitched *Chariots Of Fire* before the record really took off in the hope it would be used with a number of running events."

Rick Stone, national singles promotion director for A&M Records has witnessed great success with the company's in-

(continued on page 34)

Ross Starts 43-Date Tour Of The U.S.

LOS ANGELES — RCA recording artist Diana Ross recently began a 43-date tour of the U.S. on the heels of her Central Park free concert that played live to more than 700,000 people and reached the nation via cable TV.

Her tour commenced Aug. 5 in Hartford, Conn. and is scheduled to run through Oct. 20, when she will perform at the Oakland Coliseum in Oakland, Calif.

During August, Ross will have appeared in Hartford, Conn., Providence, R.I., Portland, Maine, Kalamazoo, Mich., Saginaw, Mich., Detroit, Mich., Montreal, Quebec; Toronto, Quebec; Ottawa, Ontario; Canandaigua, N.Y., Binghamton, N.Y., Saratoga, N.Y. and four dates in Atlantic City, N.J.

In September, Ross will be in Houston, Texas, Biloxi, Miss., Norman, Okla., Baton Rouge, La., San Antonio, Texas, Austin, Texas, Dallas, Texas, six dates in Los Angeles, Calif. and Irvine, Calif.

October will find the singer in San Diego, Calif., Tempe, Ariz., Tucson, Ariz., Salt Lake City, Utah; Denver, Colo. for two dates, Edmonton, Alberta; Vancouver, B.C., Seattle, Wash., Portland, Ore., Boise, Idaho and Oakland, Calif.

Billig Joins Cash Box

LOS ANGELES — Martin B. Billig has joined the marketing staff of *Cash Box* Magazine. He will report directly to J.B. Carmicle, *Cash Box* Vice President, Administrator. Billig will be based in New York.

Before coming to *Cash Box*, Billig was general manager of WKWZ-FM Syosset, New York. He also owned and operated a design company, T-Shirt world, and holds a Masters Degree in public relations and advertising from the New York Institute of Technology.

REVIEWS

ALBUMS

OUT OF THE BOX



COLD BLOODED — Rick James — Gordy/Motown 6043GL — Producer: Rick James — List: 8.98 — Bar Coded

One of the most outspoken and outrageous figures in the world of funk, Rick James comes through here with his most satisfying vinyl since 1981's "Street Songs." Enlisting the aid of three stellar black artists — Smokey Robinson, Grand Master Flash and Billy Dee Williams — for three tunes, James' latest effort also features a semi-sequel to his hit "Super Freak," called "U Bring The Freak Out," a paean to Manhattan entitled "New York Town" and the first single choice, "Cold Blooded," which has charted on the B/C lists at #9 bullet this week, and rose up to #58 bullet on the Pop polls. Other recommended cuts include the punk-funker "1,2,3 (U, Her and Me)" and the closing ballad, "Unity." Now all we want to know is if there'll be a video on MTV.



ALPHA — Asla — Geffen/Warner Bros. GHS 4008 — Producer: Mike Stone — List: 8.98 — Bar Coded

On its self-titled 1982 vinyl bow, Asla provided record retailers with one of the most promising debut appearances of the year, staying at the top of the Pop Albums chart for four weeks and perching in the Top 20 for about seven months! The follow-up long-player is *Cash Box*'s Most Added FM choice this week, and the first single, "Don't Cry," has shot up to #25 bullet after just one month in release. Expect the new supergroup to get airplay with other tailor-made AOR cuts like "The Heat Goes On" and "The Smile Has Left Your Eyes." Look for massive sales and plenty of backup broadcast support for this powerhouse LP.

FEATURE PICKS

POP

FUTURE SHOCK — Herbie Hancock — Columbia FC 38814 — Producers: Material and Herbie Hancock — List: None — Bar Coded

(continued on page 8)

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PROGRESS REPORT

RCA'S NEW FACES TO WATCH
MONDAY 15 AUGUST 1983 9:00 A.M.



EURYTHMICS

"SWEET DREAMS (ARE MADE OF THIS)" {LP} AFL1-4681
{SINGLE} 7" PB-13533 12" PD-13502 {LP} BB 17 CB 15
{SINGLE} BB 2 CB 2 {DANCE CHARTS} BB 6
• MTV--HEAVY ROTATION
• SRQ NATIONWIDE TOUR ENDING WITH FOREST HILLS STADIUM APPEARANCE



TACO "AFTER EIGHT" {LP} AFL1-4818

{SINGLE} "PUTTIN' ON THE RITZ" 7" PB-13574
12" PD-13575 {LP} BB 25 CB 34 {SINGLE} BB 9 CB 8
• INTERNATIONAL HIT OF THE SUMMER. U.S. CHARTS FOLLOWING WORLDWIDE SUCCESS.
• APPEARING THIS MONTH ON "ENTERTAINMENT TONIGHT," "DANCE FEVER," "GOOD MORNING AMERICA," AND OTHER TV SHOWS.



HAYSI FANTAYZEE

"BATTLE HYMNS FOR CHILDREN SINGING" {LP} AFL1-4823
{SINGLE} "SHINY SHINY" 7" PB-13534 12" PD-13523
{SINGLE} BB 76 #1 WMS (CLEVELAND)
• RADIO REACTING TO THIS U.K. HIT SINGLE.
• LP TO BE RELEASED THIS MONTH
• MTV VIDEO IN SOLID ROTATION.



THE BREAKS {LP} AFL1-4675

{SINGLE} "SHE WANTS YOU" 7" PB-13614
• SOUTHWEST IS SMOKIN' OVER THE BREAKS-DALLAS, MEMPHIS, HOUSTON, NEW ORLEANS.
• HEAVY AOR PLAY. AMONG THE MOST ADDED-HARD. ALBUM NETWORK.
• LP IN STORES THIS WEEK.
• VIDEO COMING SOON.



JOBBOXERS "JUST GOT LUCKY" {LP} AFL1-4847

{SINGLE} 7" PB-13601 12" PD-13581
• SECOND CONSECUTIVE U.K. TOP 10
• LP DUE IN SEPTEMBER
• MTV VIDEO



NONA HENDRYX "NONA" {LP} AFL1-4565

{SINGLE} "TRANSFORMATION" 7" PB-13559 12" PD-13560
BLACK CHARTS {SINGLE} BB 42 CB 51
• R&R BREAKER LAST WEEK.
• MULTI-FORMAT MUSIC ON THE VERGE OF CROSSING OVER.
• WIDESPREAD VIDEO EXPOSURE.



WIDE BOY AWAKE {MINI LP} MFL1-8511

{SINGLE} "SLANG TEACHER" B/W "CHICKEN OUTLAW"
12" PD-13503
• NYC CLUB SMASH AS IMPORT.
• BREAKING NATIONWIDE UPON DOMESTIC RELEASE.
• HEAVY PLAY IN CLUBS-CROSSOVER INTO RADIO.
• LP RELEASE-END OF MONTH.

REVIEWS

ALBUMS

(continued from page 6)

Hancock, who jammed with Miles Davis and Donald Byrd in the 1960s and practically re-invented jazz with fusion-funk during the 1970s, gives listeners a glimpse into the future with his latest album, a synthy, scratchy, scintillating collection of tunes co-produced by avant-gardists Material and aided by turntable wizard Grand Mixer D.ST. With the opening cut, "Rockit," rocketing up the B/C Singles chart (hitting the #21 spot this week), this might be one of Hancock's most popular albums since "Monster." Jazz, progressive, New Music and other formats should groove on the scratcher "Earth Beat," while B/C should snuggle up to the title track, a far-out cover of the Curtis Mayfield classic with lead vocals by Dwight Jackson, Jr. Put simply, this is one of the hottest electronic discs to come along in some time.

ARK — The Animals — I.R.S./A&M SP 70037 — Producers: Eric Burdon, Chas Chandler, Alan Price, John Steel, Hilton Valentine and Steve Lipsom — List: 8.98 — Bar Coded

Before they were so rudely interrupted with innumerable personnel changes, The Animals were renowned as one of the most vital rhythm 'n' blues-tinged rock bands of the 1960s. Now the original group members have reunited for the first time since a one-shot LP in 1977, and the result is a fierce reaffirmation of the quintet's staying power and strength, evident in practically every cut. Top 40, AOR, New Music and Old Music outlets will have little trouble embracing the first 45, "The Night," which debuts on the **Cash Box** Pop Singles charts this week, and a series of live concert dates should only help solidify the living legends' base. Other suggested tracks include the bluesy "Just Can't Get Enough," the Farfisa-influenced "Crystal Nights," the metallic "Melt Down," and the reggae ode "Love Is For All Time."

WONDERLAND — Nils Lofgren — Backstreet/MCA BSR-5421 — Producers: Nils Lofgren, Kevin McCormick and Andy Newmark — List: 8.98 — Bar Coded

As the bounciest pop-rocker on stage Nils Lofgren sometimes uses a mini-trampoline to do backflips during his encores. Well, his latest studio album is full of the jump and jauntiness of his best concerts, and on cuts like "Across The Tracks" and "Into The Night," the Neil Young sideman comes through again with a too tuff style that's good for practically any contemporary rock format. Although the only cover song on the whole platter — Bobby Womack's "It's All Over Now" — sounds woefully off the mark, Lofgren's original tunes fare much better and should keep listener's toes tapping. Louise Goffin, Carly Simon and Edgar Winter contribute background vocals to several of the songs on the LP.

LIVE FROM THE DRUNKEN BOAT — The Lounge Lizards — Europa JP 2012 — Producers: Teo Macero and John Lurie — List: 8.98

Propagating a form of punk be-bop known as "fake jazz," the Lounge Lizards' first album set both trad and contempo fans of the genre on fire a couple of years back. Well, some of the band members' names have changed, but the group — led by alto saxophonist and chief songwriter John Lurie — remains a viable entity in the worlds of jazz and new music. Here the quintet tackles Duke Ellington's "In A Sentimental Mood," Eric Dolphy's "Hair Street" and six Lurie-penned instrumentals, including the aptly-named "Loons."

NEW FACES TO WATCH

Zebra

Zebra's rise from the suburban club circuit to a chart-climbing debut album may seem like great fodder for an "overnight success" story, but the nucleus of the band — Randy Jackson, vocals and guitars; Felix Hanemann, bass and keyboards; and Guy Gelso, drums — have gigged together for 10 years.

All three are natives of New Orleans, and it was in Louisiana that the band members cut their teeth, playing in their own cover bands and rehearsing constantly. In 1973, Jackson and Hanemann formed a band called Shepherd's Bush, which lasted less than a year. It was after the break-up that the two met Gelso, and the three gigged constantly, doing covers in order to make enough money, yet still managed to incorporate some of their own material.

After a few years of slamming it out at innumerable showcases, the trio became Zebra in 1975. They were beginning to attract a loyal following, but the band members knew it was time to test their strength. "We had seen a lot of bands in New Orleans and Louisiana make it locally," noted bassist Hanemann, "and they wouldn't go anywhere to try and gain some kind of recognition somewhere else. So we decided to make a move and go to New York."

The group's decision to strike out for the North came at the urging of Good Rat Joe Franco, who advised the three of the thriving Long Island club scene. After staying in a friendly club owner's attic for four months, the band went back home, a little wiser but encouraged nonetheless.

"We didn't knock anybody dead," said Hanemann, "but we weren't turned down."

Zebra went back to New Orleans to a waiting contingent of feverish fans. "Absence makes the heart grow fonder, I guess," Hanemann observed, "because there were bigger crowds, better clubs, and from that we were able to do what we wanted, which was finance a return trip to New York."

The band found the same response back in Long Island, and through word-of-mouth, its following swelled to concert hall proportions. "We were getting 2,000 people a night to come to a club," said Hanemann, "and at that time we had zero media exposure."

It was then that Zebra's fans took matters into their own hands. "People started calling up WBAB-FM (Babylon)

Produced by the saxman along with famed jazz studiomaniac Teo Macero (Gil Evans, Miles Davis, et al), this outing should appeal to jazz and college audiences, or anyone else seeking gonzo instrumental antics.

BITE — Altered Images — Portrait/Epic BFR 38585 — Producers: Mike Chapman and Tony Visconti — List: None — Bar Coded

Altered Images, along with The Human League, rode the crest of the U.K. techno-pop vanguard and broke domestically thanks in part to heavy MTV video clip airplay. On its third LP, the group upgrades into the mainstream with hot pop producers Toni Visconti, who's worked with Bowle, and Blondie soundman Mike Chapman, both of whom add their considerable skills to streamlining the band's electro-textures and highlighting lead singer Claire Grogan's chirpy falsetto vocals. The second side's lead track, "Don't Talk To Me About Love," is a Euro-



to request that they play our music, but they never had any music because we hadn't made any tapes," explained Hanemann. "Bob Buchman (station program director) had to come to us for a tune, and he started playing 'Who's Behind The Door,' which became the most requested song in the history of the station. We had higher percentage marks than Zeppelin, the Beatles, the Stones, Van Halen, the Who — It was Incredible."

On the strength of the tape's airplay and the club scene, Zebra was named Band of the Year in 1980 by a local music magazine. The trio was wooed to Los Angeles with a promise of stardom that never materialized. Hanemann waxed philosophical about the experience.

"Randy wrote two songs out there that ended up on the album," he recalled. "In fact, 'Tell Me What You Want' is not so much about a girl as it was to a record company, because we were getting so discouraged that Randy had to say, 'What is it that you want out of us, what do we have to do to get signed on?' So there was a positive result out of that."

The fickle finger of fate soon pointed its digit in the band's direction. "An Atlantic Records A&R man, Jason Flom, took our tape and it made its way up the ladder to Doug Morris, president of the label," said Hanemann, "and this was definitely a stroke of timing, luck and fate. Doug, after listening to half of 'Who's Behind The Door' on his car cassette, hit the eject button and his radio happened to be tuned to WBAB. 'Who's Behind The Door' was being played then, and right after that, the jock announced that the song was the most requested in the history of the station. Doug called Jason the next day, and we were signed to Atlantic."

In this techno day-and-age, a rockin' animal like Zebra is a rare breed, yet its localized fans' hysteria is branching out nationwide. The band's hectic touring schedule explodes next month when the band will begin a series of dates with Loverboy. After the many years of hard work, Zebra has earned its stripes.

disco type ditty already accruing vid coverage on the cable TV music channel and several new music radio stations.

KOYANISQATS! — Original Motion Picture Soundtrack by Phillip Glass — Antilles ASTA 1 — Producers: Kurt Munkacs and Phillip Glass — List: 8.98

Koyannisqats!, a Hopi Indian expression meaning "life out of balance," is also the title of a Godfrey Reggio film filled with startling images portraying "the acceleration and density of modern society" set against an avant-classical score by Phillip Glass. On this eloquent soundtrack LP, Glass doesn't perform his usual keyboard feats, leaving that task instead to Michael Riesman, who also handles conducting chores. Mystic, mysterious, hypnotic and awe-inspiring, the motion picture and its accompanying musical background are sure to entrance anyone looking for enlightenment. Highly recommended.

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REVIEWS

SINGLES

OUT OF THE BOX

**THE POLICE (A&M AM-2569)****King Of Pain (4:59)** (Magnetic Publishing Ltd./Regatta Music/Illegal Songs, Inc. — BMI) (Sting) (Producers: H. Padgham, The Police)

An arresting second single from "Synchronicity," "King Of Pain" doesn't connect as immediately as "Every Breath You Take" but grows in evocative power throughout its near five minutes. Primal rhythms and gruesome natural imagery seem to place the darkly complex piece in another world. Actually, though, it's just a complaint to a lover who has failed to provide happiness to a greatly pained individual.

FEATURE PICKS

POP

THE HOLLIES (Atlantic 7-89784)**If The Lights Go Out (3:28)** (April Music Inc. — ASCAP) (M. Batt) (Producers: The Hollies, G. Nash, S. Johnston, P. Bliss)

Having re-established themselves with a Supremes staple, the Hollies now turn to new material. A love-will-prevail-even-if-doomsday-comes message is affirmed by the group's classic harmonies and guitar tones, updated only by slight synth chording. But Graham Nash's return to the fold is again the key element.

DEXYS MIDNIGHT RUNNERS (Mercury B14 002-7)**Jackie Wilson Said (I'm In Heaven When You Smile) (3:07)** (Warner Bros. Music Corp./Caledonia Soul Music) (V. Morrison) (Producers: C. Langer, A. Winstanley, K. Rowland)

Fellow Irishman Van Morrison provides a perfect vehicle for Kevin Rowland & Co. Both share a like zeal for such American soul stirrers as Jackie Wilson, and both sing with the same spirited abandon. This entry is more horn happy than "Come On Eileen," but is equally delightful.

BOB WELCH (RCA JH-13569)**Fever (2:57)** (Clgar Music — ASCAP) (B. Welch) (Producer: J. Baxter)

Welch, the ex-Big (Fleetwood) Mac, had a healthy chart run a few years back, and has returned with a modern dance sound. His breathy presence is fleshed out nicely by a tingly rhythm track and top-notch backing vocals. Jeff "Skunk" Baxter, ex-of Steely Dan and the Doobies, produced, with RCA A&R wiz Robert Wright lending a hand in the urban-style re-mix.

KAJAGOOGOO (EMI America P-B-8171)
Hang On Now (3:25) (Tritec Music Ltd.) (Kajagoogoo, N. Beggs, Limahl) (Producers: C. Thurston, N. Rhodes)

Kajagoogoo's new single follows the form of its preceding hit, "Too Shy," with a soft focused intro, vocalist Limahl's romantic murmurings and a sharply defined chorus. A similar lyrical urgency mixed with dance floor swish maintains the group's distinction within its genre.

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CASH BOX SPECIAL MERCHANDISING SUPPLEMENT:

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

- New album and tape releases
- Midline catalog update
- Prerecorded videocassettes and discs
 - Video Games
- Record and Video Accessories
 - Blank Audio and Video Tape

With record and home entertainment retailers getting ready for the Fall selling season, here's your opportunity to reach them in a very special way. Let your advertising message help them make their buying decisions.

**ISSUE DATE:
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**ADVERTISING CLOSING:
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Nashville, TN 37203
615 • 244-2898

REVIEWS

ALBUMS

(continued from page 8)

DISCO PARTY '83 — Various Artists — Profile PRO 12001 — Mixer: John "Jellybean" Benitez — List: 8.98

Independent 12-inch labels have been a major force in urban music during the last few years, and this collection brings together 10 of the strongest dance club hits of the last two years, including Man Parrish's "Hip Hop Be Bop," Rockers Revenge's "Walking On Sunshine" and Sharon Brown's "I Specialize In Love." The tracks have been sequenced, mixed and segued by New York DJ John "Jellybean" Benitez, giving the collection a seamless club-style presentation that's perfect for partying.

THE BOBBY FULLER TAPES, VOLUME ONE — The Bobby Fuller Four — Vox/Rhino RNLP 057 — Producers: Bobby Fuller and Rick Stone — List: 8.98

One of the true rock 'n' roll legends of the early '60s, Bobby Fuller was known as the heir apparent to Buddy Holly when he came out with such classic hits as "Let Her Dance" and "I Fought The Law." Like Holly, Fuller died in his prime, leaving fans with only a few songs to remember him by. Now, however, come 14 newly released tracks, most all of them previously unreleased or alternate versions including studio sessions, live recordings and even a cover of the Holly tune "Think It Over." A bonus 16-page booklet, complete with rare photos and a thorough discography, chronicles the life and times of the ill-fated Fuller, and makes this LP a must for any aficionado of vintage rock.

BLACK CONTEMPORARY

ZAPP III — Zapp — Warner Bros. 23875-1 — Producer: Roger Troutman — List: 8.98 — Bar Coded

The Zapp saga continues on this ultraslick, technofied album, expounding "the sound of funky African-style robots getting down" in electronically-aided dance tunes such as "Heartbreaker" and "We Need The Buck." The human touch, however, does come through on several enchanting ballads, including "Spend My Whole Life" and "Tut-Tut (Jazz)," as well as on the jam "Play The Blues," which features some nasty harp work. Music industry insiders should get a kick out of the all-too-brief live version of "Doo Wa Ditty," with special guest and Warner Bros. chairman of the board Mo Ostin providing Troutman's introduction.

I'M READY — Natalie Cole — Epic FE 38280 — Producers: Various — List: None — Bar Coded

After years of recording on Capitol like her dad Nat King, soulful singer Natalie Cole switches labels to Epic with this collection of passionate ballads like "I'm Your Mirror" and "(I'm Coming) Straight From The Heart" and non-stop dance numbers such as "Time (Heals All Wounds)." Although the first single, "Too Much Mister," stalled on the Pop charts this week at #62, several other compelling tunes could make the LP ready for B/C and Pop playlists shortly. Despite a rash of sensational reports about the state of the vocalist's health earlier this year, she sounds just as hot with this album as she did back in the "You Were Right, Girl" days of 1981.

BACK TO THE LIGHT — Serge Ponsar — Warner Bros. 23914-1 — Producer: Ruby Merjan — List: 8.98 — Bar Coded

Although he sports natty dreadlocks,

Serge Ponsar is by no means a reggae artist — he's a funkier. On his first solo album, the French background singer comes into the foreground with such dance-floor numbers as bass-heavy "Out In The Night" and the dub-accented "Back To The Light," both of which are offered here at just under seven minutes in length. Watch B/C and DOR fall under Serge's spell, especially on the sizzling "Keep It Hot" and the emotional "Lifetime."

JAZZ

SPRINT — Red Rodney and Ira Sullivan Quintet — Elektra/Musician 60261-1 — Producer: Mike Berniker — List: Bar Coded

Charlie Parker sideman Red Rodney and fellow hornman Ira Sullivan present a live session at the Jazz Forum on their second Elektra/Musician release, laying down a triad of melodies composed by the quintet's pianist, Garry Dial. The group also cooks on the classic theme song from the Bogart film *Casablanca*, Herman Hupfeld's "As Time Goes By," and the great Herbie Hancock number, "Speak Like A Child." Lovers of straight-ahead, bebop jazz should find much to please with this package, which prominently features Rodney's eloquent flugelhorn lines.

NEW AND DEVELOPING

CLOSE TO THE BONE — Tom Tom Club — Sire/Warner Bros. 23916-1 — Producers: Chris Frantz, Tina Weymouth and Steven Stanley — List: 8.98 — Bar Coded

Last year, The Tom Tom Club made an auspicious debut with a self-titled Top 25 LP, and a Top 40 Pop/Top Five B/C single called "Genius of Love," not to mention a campy, charismatic reworking of The Drifters' "Under the Boardwalk." Here the group — aka The Talking Heads' rhythm section — serves up another sampling of reggae/funk/rock, only this time around the styling is much more polished and meticulously crafted. Heads bassist Tina Weymouth's vocals here are as pleasant as a cool island breeze, especially on the reggae tunes "Measure Up" and "Bamboo Town," the latter song containing some cute Musical Youth-like "bum-diddy-bum" choruses.



PIECES OF SIX — Six gold albums, representing seven years, were recently presented to Capitol recording group Maze featuring Frankie Beverly at a reception held after the group's sold-out performance at L.A.'s Greek Theatre. Among the awards was one for "We Are One," Maze's current LP. Pictured at the presentation are (l-r): Beverly, Ron Smith, Philip Woo, Robin Duke and Sam Porter of the group; Jim Mazza, president, Capitol Records; and Billy Johnson, McKinley Williams and Roame Lowrey of the group.

REVIEWS

SINGLES

SPARKS (Morocco/Motown 1692CF) Get Crazy (3:35) (Hansa Prance & Preamble Music, Inc. — BMI) (R. & R. Mael) (Producers: R. & R. Mael)

This is the first release on Morocco, Motown's new pop/rock label, and it's the title track to the film *Get Crazy*. The steady, appealing beat doesn't quite live up to the promise of the song's title, but there's enough guitar and synth for AOR play, and with oddly little of the Mael Brothers' quirkiness, it's polite enough for hit radio. **RED ROCKERS (Columbia/415 38-04076) Good As Gold (3:58) (Very Safe Music/Dead Heroes Music Admin. By Warner Bros. Music, Inc./See Squared Music — BMI) (Red Rockers) (Producer D. Kahne)**

Red Rockers' follow-up to "China" is a marked change from their more tuneful chart debut. A galloping guitar figure and overall spaghetti western, surf guitar sound owe heavily to "Ghost Riders In The Sky," and the song benefits heavily by that association. The group even throws in a bit of Morricone-style whistling during a wailing guitar note instrumental break.

ROBERT ELLIS ORRALL (RCA JH-13593) Tell Me If It Hurts (3:00) (Twin Compulsions/M-Ocean Music Ltd./Warner Bros. Music Ltd. — ASCAP) (R. E. Orrall) (Producer: R. Bechirian)

After a debut duet with Carlene Carter on "I Couldn't Say No," Robert Ellis Orrall goes it alone with the sparkling song that provided the title of his "Special Pain" mini-LP. The words deal with breaking beyond the barriers separating people, a typical Orrall theme. The brightly colored production comes from Roger Bechirian, who shed similar light on last year's Elvis Costello album "Imperial Bedroom."

BLACK CONTEMPORARY JOHNNY GILL (Cotillion 7099840) When Something Is Wrong With My Baby (3:37) (Irving Music, Inc./Pronto Music — BMI) (D. Porter, I. Hayes) (Producer: F. Perren)

The old Sam and Dave chestnut gets a faithful reading from this year's newest sensation. Although it's hard to believe Gill was born the year the tune was originally released (1967), he ably proves he's got what it takes to tackle a classic. Gill's powerful, deep voice belies his years, while Perren's touch updates the Stax ballad a bit.

STEPHANIE MILLS (Casablanca 814 142-7)

Pilot Error (4:24) (Edwin Ellis Music/Koppelman-Bandier Music Corp./Nurk Twins Music — BMI) (P. Kingsbury) (Producers: G. Klein, D. Wolfer)

Mills' second Casablanca effort comes in for a landing with a percussive dance number from her "Merciless" LP. The busy-ness of the record is contrasted by Mills' naked, open vocals, and it makes for unique listening. Touchdown appears to be earmarked for the dance floor, and the track's high energy puts Mills in flight.

12-INCH SINGLES

I THREES (Shanachie 5007) Music For the World (4:55) (Rita Marley Music — Almo Music — ASCAP) (R. Walters, A. Cooper, I-Threes) (Producers: R. Walters, G. Cooper)

Reggae's premier vocal section, and former Wailers back-up, The I Threes continue to work as a group despite the on-going solo careers of group members Rita Marley, Judy Mowatt and Marcia Griffiths. The A-side is a plea for world unity through music, and the B-side, "Many Are Called," is a traditionally oriented, spiritually rooted reggae hymn. Both are imbued with the tight harmonies and understated treatment that have made the I Threes one of a kind. **SOUTHSIDE JOHNNY & THE JUKES (Mirage 0-96988)**

Trash It Up (5:04) (Dangerous Music — ASCAP) (B. Rush) (Producers: N. Rodgers, B. Rush)

Jersey Shore saloon singer Southside Johnny Lyons takes a shot at updating his R&B-influenced vocabulary with a little help from producer/tutor Nile Rodgers. The new sound strives for a synthesis of dance and good-time rock 'n' roll, as the vocalist urges his girl to "put on her Frederick's of Hollywood."

SUGAR HILL GANG (Sugar Hill SH-459) Kick It Live From 9 To 5 (6:25) (Funky F.O./At Home Music — ASCAP) (M. Hepburn, Pleasure) (Producers: Sylvia, Inc., J. Robinson, Jr.)

Rap's first family mixes that most tried-and-true rap topic, partying, with a few new tricks including scratch segments and a big production James Brown sound. The Gang's trademark back-and-forth banter is once again the centerpiece, but the arrangement and mood demonstrate a growing sophistication.

PLANET PATROL (Tommy Boy TB 835) Cheap Thrills (6:40) (Shakin' 'n Baker/T-Boy/Indulgent — BMI) (A. Baker, J. Robie) (Producers: A. Baker, J. Robie)

Mix-masters John Robie and Arthur Baker once again provide a sparse melody and rhythmic onslaught as a backdrop for hip-hoppers. Planet Patrol's vocals are reminiscent of both the Temptations and the O'Jays, making for a track that's both physically and emotionally engaging.

NEW AND DEVELOPING

MARI WILSON (London 810 122-7) Just What I Always Wanted (3:22) (Warner Bros. Music Ltd./admin. by WB Music Corp. — ASCAP) (T. Johns) (Producer: T. Mansfield)

A bit of a sensation in her native England, this kitschy B-52's look alike enters the pop/rock fray with a catchy re-working of the girl group sound. What Wilson wants is the man



she pines for; what she gets are material goods from her many suitors. The can't-miss feel of the record may also get for Wilson her first stateside chart hit. Good for

Pop, A/C lists.

Donna Summer

UNIVERSAL AMPHITHEATRE, L.A. — Five sold-out nights at the Uni Amphitheatre gave more than ample positive testament to the theory that there really is life after disco. Donna Summer's dominance in the late -70s on club dance floors and Top 40 cum All-Disco radio formats caused many to wonder if this gently mannered, beautiful lady would continue scaling further creative heights when how many beats-per-minute a record had become irrelevant to consumers.

If Summer's 90-minute plus set accomplished anything, it simply laid to rest any negativism that's been flung at her along these lines. Class material and get-down arrangements may come and go, but a truly talented voice, nay a voice one imagines belonging to a head angel, will burst out of any pigeonhole and slay 'em dead like she did this very evening. Or, if you will, name another singer that's dueted with Barbra Streisand.

Granted, the biggest squeals erupted when she harked back to the glory that was Neil Bogart's Casablanca Records, but the overall mounting and pace of the show made the nostalgic moments just another of the many high points her performance offered.

Stronger than the voice even is the image Summer projects. Whereas Diana Ross can stun at 10 paces by simply flicking her stole off of her shoulders, Summer

dazzles with a tangible, spiritual warmth that makes this lamp post-leaning beauty more than just a singing pretty face but a pretty soul as well; sex goddess as super mensch, as it were. One also likes to believe that when Summer grabs her wireless mike and meanders through the audience that she does so out of a genuine desire to hug us all rather than embarking on an egocentric wade through the plebian masses who might be cured of all their mortal ills by a touching of raiments.

The stage was, for the most part, Summer's solo domain in front of movable scrimms that were utilized for different theatrical set effects. Behind one, for instance, was a staircase/balcony affair that at one point featured Evita Summer in full formal gown pleading with Argentina not to cry for her, and later on, the spot picked up Musical Youth loitering their way through a featured number on said same steps as well. And costumes, yes we had costumes. Count was lost after about six changes that ran from top of the line slinky formals to stylized waitress uniforms for the on-your-feet encore of "She Works Hard For The Money," which she does and deserves.

It's too late to bandy about the term "crossover" here, because the true test of Donna Summer's talent is how she has made a much-needed mockery of artificially created racial/musical parameters and has emerged on the other side as simply one of international show business' premier talents for everyone for all time.

Opening was comedian Garry Shandling, who surprised everyone by really being thigh-slappingly funny. But then, considering who he was opening for, you were expecting a dork like Charlie Callas maybe?

harald taubenreuther

Barbara Mandrell

TPAC, NASHVILLE — Barbara Mandrell brought her Las Vegas show, "The Lady Is A Champ," to Nashville with much deserved ballyhoo. Tickets for her Aug. 5 performance sold out in less than three hours, prompting the addition of another performance for Aug. 6, which sold out in close to two hours! Thursday's opening night performance was a \$50-a-ticket benefit for the Nashville Songwriters' Assn., International (NSAI).

The show's staging was first-rate with multiple sets and a three-tiered arrangement for the 22-piece orchestra split to both sides of center stage where Mandrell's own band, the Do-Rites, worked under the baton of conductor/arranger Dennis McCarthy. An opaque scrim was used to put the orchestra and the Do-Rites out of sight when attention needed to be focused on sets and specialty numbers. The backdrop was a mood shifting appliance using color and pattern to bring eye and ear together.

Although the show was being taped for an HBO special to air in November, the cameras were unobtrusive. In fact, had they not been pointed out, many in the audience would have been unaware that they might be seen on the tube.

The curtain at the Tennessee Performing Arts Center (TPAC) rose to reveal a mechanics shop with five pairs of overalled legs protruding from beneath a fiery red convertible. After the arresting musical in-

tro, Mandrell came out from under the car on a creeper, then literally bounded upright to her welcoming applause. The energy of the show never slowed from beginning to end. Even the quieter moments of her ballads seemed infused with controlled emotional energy. Interspersed among her hits were specially written numbers to show off the talents of the individual Scott Salmon Dancers.

Not content (as are so many singers) to merely use the dancers as an attractive backdrop, Mandrell entered wholly into the dance. As one would expect from the tiny dynamo, she has worked hard to bring her energies out through her dance segments. Much of her dancing took place off the floor as she was twirled, twisted, passed and pitched by the four athletic male dancers to whom she referred as something special for the ladies in the audience.

The Young Blades of Bluegrass, three youngsters who play a rather stilted form of an ebullient music, were given their own small set. Bobby Jones and New Life raised their voices and the roof with a spirited gospel shout from their new album. "Call Him Up" lifted the audience to a handclapping readiness for Mandrell's song with the group, "Swing Low Sweet Chariot."

"Going To A Hoedown" was an instrumental gem with Mandrell's versatility cutting each facet. She switched from dobro to mandolin to steel to electric guitar without hesitation to lead up to a guitar finale that was not to be believed — sort of a *menage a trois* for guitarists.

Mandrell alluded to her love for Nashville throughout the evening. Thursday night's audience returned that admiration with an enthusiasm Nashville reserves for special performers.

lee stevens

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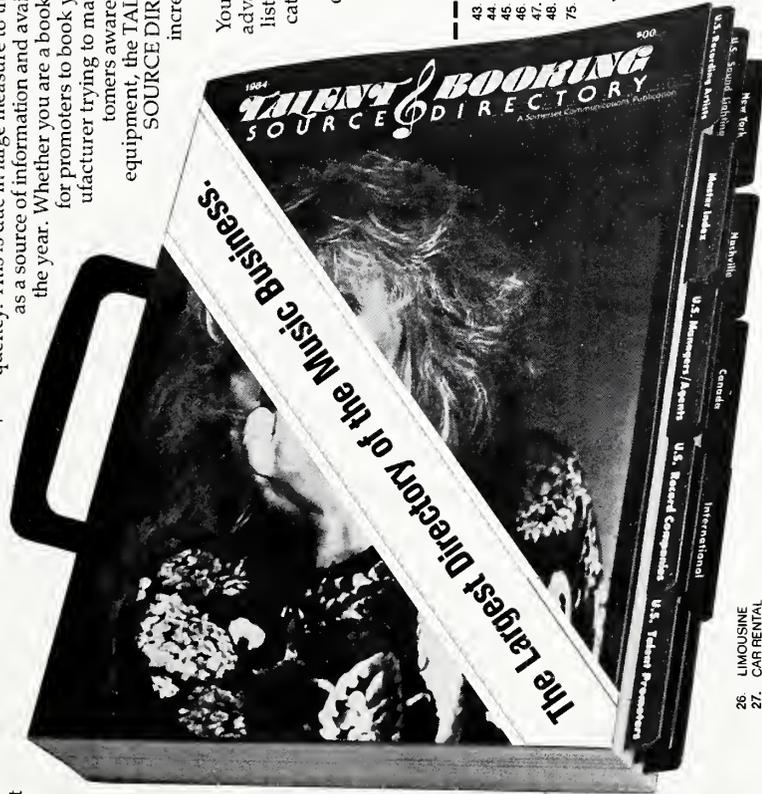
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Former Chrysalis Staffers Form Production Unit

LOS ANGELES — Former Chrysalis Records staffers Kort Adeler Falkenberg, III and Kimberly Bellman have formed Reel Magic, a new independent film and video production company here.

Most recently, Falkenberg and Bellman — director and producer, respectively, of Reel Magic — have worked together with production designer George T. Mitchell, Jr. on rock videos for such artists as former Babys lead singer John Waite, Billy Idol and The Fabulous Thunderbirds.

In addition, the Reel Magic principals have produced commercials for a number of other Chrysalis acts, including Pat Benatar, Toni Basil and Ultravox.

Presently, Reel Magic has been at work on a country music special with associate director Stephen N. Angus. Angus has been responsible for writing and producing a variety of country music specials and game shows in the past, as well as directing, editing and coordinating several shows for such production companies as Dick Clark, The Film Factory and Jim Owens Entertainment.

Prior to the creation of Reel Magic, Falkenberg was in-house producer and director for Visual Programming with Chrysalis. He produced, directed and/or edited numerous commercials for the label's roster of recording acts and oversaw in-house production of promotional video or many Chrysalis artists.

Bellman has served as administrator for the Chrysalis A&R department, as well as traffic manager for the Record Plant recording studios. She has been involved with such shows as the Grammy Awards, the limited series of *Portrait of a Legend*, a number of NBC-TV specials, several Dick Clark shows and the Motown 25th Anniversary special, *Motown 25: Yesterday, Today, Forever*.

A member of the National Academy of Television Arts and Sciences, George T. Mitchell has designed both sets and costumes for film, theatre, opera and television. Among the TV series that Mitchell has worked on are *The Jeffersons*, *Sanford and Son*, *Checking In*, and *Gimme A Break*.

Johnson Named To VP Post At Benson Company

LOS ANGELES — Producer/recording artist/songwriter Phil Johnson has been named vice president of product development for the Benson Company. In his new post, he will represent the Benson Company in contract negotiations with artists being signed to in-house labels. He will also consult with distributed labels to help coordinate their activities with the comprehensive Benson Company links to Christian communications.

Previously, Johnson was an independent album producer and songwriter, and prior to that, he served as general manager of Greentree Records. Johnson has produced his own solo album, in addition to works by Dallas Holm & Praise, Andrus-Blackwood & Co. and Tim Sheppard.

"The opportunity for involvement in products beyond the production stage is one of the major attractions of this position," remarked Johnson of his new job. "I intend to work closely with other Benson Company staff members in marketing and promotion to help develop products to their full potential. The Benson Company's commitment to ministry through music of all styles remains paramount, and I will enjoy being a part of that commitment."



Donald Whalen

Whalen Named RCA Business Development VP

NEW YORK — RCA Records has named Donald R. Whalen division vice president, new business development. Whalen comes to the RCA Records division from RCA Corp., where he was staff vice president, special studies.

Jose E. Menendez, division vice president, operations, RCA Records, and acting division vice president. International, said in making the announcement: "We are fortunate to be able to draw on Don's extensive experience in finance and strategic management as we approach several new business opportunities such as the Compact Disc and the launch of the CED videodisc in the United Kingdom."

Whalen joined RCA in 1976 with corporate auditing responsibilities. Prior to joining RCA, he was assistant comptroller for the American Broadcasting Companies, Inc., from 1972 to 1976.

Lott, Konowitch Named At Arista

LOS ANGELES — Arista Records recently appointed two members of the company to vice presidential positions. Roy Lott, who became Arista's director, business affairs, in 1980 was just promoted to the post of vice president, business affairs, while label director, product management Abbey Konowitch was appointed to the position of vice president, artist development.

Lott will continue and expand his responsibilities in the field of business affairs, including such areas as artist/producer contract negotiations and various licensing functions. He joined the company in 1979 as an attorney, after practicing law for three years at the firm of Lord, Day & Lord.

Konowitch, who came to Arista from ICM where he worked in the agency's personal appearances department for over two years, will now be responsible for the creation and implementation of career development plans for Arista artists and their product. In his new position, Konowitch will also work closely with artist's managers and agencies in the devising of marketing, video and tour concepts.

Davis Named To VP Post At LARC

LOS ANGELES — Danny Davis was recently appointed to the post of vice president of artist development and business affairs for LARC Records, based here at 6255 Sunset Boulevard. In his new role, Davis will function as a liaison between recording artists and company attorneys.

Before he came to LARC, Davis served as senior vice president of promotion for Casablanca/PolyGram, in addition to stints at Motown and Screen Gems-EMI Music.

EXECUTIVES ON THE MOVE



Lambert

Vallone

Brack

Collier

Lambert Appointed — Lori L. Lambert has been appointed supervisor, marketing/commitments for CBS Records Marketing Services. She joined the CBS Records Marketing Services department in 1981 as administrative assistant, and was named coordinator in 1982.

Changes At Atlantic — Linda Rosinsky has been promoted to personnel manager for Atlantic Records. She joined Atlantic Records in 1980 as assistant to the administration manager, working in the areas of personnel, office services and purchasing. Also, Jennifer Marwood has been promoted to director of administration for Atlantic Records. She joined Atlantic Records in 1979 as accounting assistant and in 1981, she was named manager of payroll & employee benefits.

RCA Names Vallone — Michael F. Vallone has been appointed director, video and promotion administration for RCA Records. He comes to RCA Records from MultiMedia Marketing in New York, an entertainment industry consulting firm.

Brack To Chrysalis — Steve Brack has joined Chrysalis Records in Los Angeles as west coast regional promotion manager. He had been with Boardwalk Records for the last two years as national promotion director.

Collier Promoted — George Collier has been promoted to west coast regional director for MCA Distributing Corporation. He replaces Leroy Sather who was recently promoted to v.p. of field sales for MCA Distributing. Most recently he was the New York branch manager of MCA Distributing, a post he had held since 1981.

Cooper Joins Elektra — Kent Cooper has joined Elektra/Asylum Records as director of production planning. He first joined the label in 1982 as director of financial planning, then assisted Elektra in its transition to a New York base.

Media Promotes Culberg — Paul S. Culberg has been appointed vice president of marketing and sales international of Media. In addition he will now assume the same responsibilities worldwide. He came to Media from Paramount Home Video in May 1982.

Two Named At Sound Image — Sound Image Records & Cassettes has announced two appointments: Don Gerhart has been promoted to vice president and general manager of Sound Image Records & Cassettes' Chicago regional office and Jerome Eberhardt has been promoted to vice president of Mid-West A&R.

Sober To Arista — The appointment of Errol Sober as professional manager of the Arista Music Publishing Group has been announced. He joins Arista Publishing following a position as west coast general professional manager of Blendingwell Music.

Marchant Promoted — The Peer-Southern Organization has announced the appointment of Omar Marchant as special representative for Latin America. In his new position Marchant, who is based in Miami will have responsibility for Latin American creative activities.

Herst Joins Levinson — The appointment of Nan Herst as an account executive in the Los Angeles office of Levinson Associates, Inc., has been announced. She previously was an account executive with Nancy Hamilton & Associates.

Changes At L.A. Weekly — The *L.A. Weekly*, one of California's weekly entertainment newspapers, has promoted David Cohen, formerly advertising director, to associate publisher/marketing, and Karen Fund, formerly sales director, to associate publisher/advertising. Also named was Michael Sigman, former editor-in-chief of *Record World*, as general manager.

von Aspe Named — Forst von Taafe Communications has announced the association of Gerald T. von Aspe as vice president. Their new offices are located at 5455 Wilshire Blvd., Suite 1212, Los Angeles, CA 90036. Phone (213) 937-4476.

Arthur Joins Gail Roberts — Marilyn Arthur has joined the firm of Gail Roberts Public Relations as account executive. Prior to this appointment, she was with the FHL Communications PR firm.

Bastone Appointed — Pavillion Promotions has announced the appointment of Freddy Bastone as manager, national rock promotion and rock retail marketing. He has been a DJ since 1977.

Solomon Appointed — Steven A. Solomon has joined Fuji Photo Film U.S.A., Inc.'s Magnetic Products Division as national sales manager for computer products. He was formerly senior product development manager for Burroughs Corporation.

Ehrman Named — David A. Ehrman has been named vice president of creative affairs for Walt Disney Pictures. He joined Walt Disney Productions in 1980 as executive story editor and was promoted a year later to director of creative affairs.

Amoe Named — Rhonda K. Amoe has been promoted to account executive, Arbitron Western Advertiser/Agency Radio Sales in Los Angeles. She has served with Arbitron Radio for the past year and a half as client service representative, northwestern radio station sales in Arbitron's San Francisco office.

Changes At Important — Important Record Distributors, Inc. has named Lee Eichenbaum corporate controller. He was assistant controller at Boardwalk Records. Also named was Paul Moratta as general manager. He has sole control and responsibility for all purchasing of records, the sales office and warehouse.

RBR Moves

LOS ANGELES — RBR Communications — including Bradley Publications, Dreena Music and Asilomar Music — has changed its address and will no longer be located at 43 West 61 Street in New York. The new business address is 80 Eighth Avenue, suite 201, New York, N.Y. 10011. The telephone number has been changed to (212) 982-2895.

For The Record

A photo spread that ran in the July 23 issue of *Cash Box* under the heading "Parties in L.A." erroneously named Debbie Leavitt as the photographer of all the pictures used to depict events for the movie *Staying Alive* and MCA's pacting with Motown. Leavitt was only responsible for taking the snapshots of the *Staying Alive* bash.

COAST TO COAST

EAST COASTINGS — The always surprising **Elvis Costello** was punching the clock on New York's concert circuit last week with shows at The Pier and Jones Beach. The big surprise was Costello's appearance as a guest performer at a black tie affair for **Count Basie** at Manhattan's Red Parrot, where Costello sang with Basie's band. Other strange developments around the New York dates included an insistence on ticket requests by the press for The Pier show that writers covering the show agree not to review it. In addition, photographers were limited to the first three numbers and then escorted from the photo area, a practice that's becoming a growing trend . . . In New York for a luncheon announcing the signing of **Bee Gee Barry Gibb** to a solo contract, new MCA label president **Irving Azoff** told us to expect a heightened presence for the



STILL WORKING — Colin Hay of Columbia recording group Men At Work flexes the old biceps during a recent performance at The Pier in New York.

Cash Box photo by George Pejoves

label in Gotham, citing the advantages of dealing with the European market from New York versus Los Angeles. Azoff said he was high on the city's "healthy" music scene and said the label would be making moves in the 12-inch market. Additionally, the label's distribution honcho, **Al Bergamo**, pooh-poohed rumors that MCA is working on a deal with New Jersey rap label Sugar Hill. He said that there had been discussions initiated by the indie several months ago but that he "didn't like the deal" proposed. And guest of honor, Gibb had a few interesting tales to tell, not the least of which concerned a middle-of-the-night phone call from **Michael Jackson**. Gibb told *East Coastings* that his first impression was that the call was a hoax until the two

began discussing particulars. Although it was just a friendly chat, Gibb allowed that he would "chase Michael Jackson to the end of the world for a chance to produce him." Gibb's latest project is the just-released "Islands In The Stream" single by **Dolly Parton** and **Kenny Rogers**, which Gibb wrote and produced as Roger's first record for RCA. As far as his new contract with MCA, Gibb told us it's for "about five years" and will "definitely" include projects as a producer for the label. . . Radio City Music Hall, which has presented an ever-increasing number of concerts over the last few years, takes the big plunge this fall with 18 shows over a three-month period. Aside from a week-long engagement by **Stevie Wonder**, the shows will also include **Linda Ronstadt with the Nelson Riddle Orchestra**, **Richard Pryor**, five performances by **Rush** and two performances by **Stevie Nicks** and **Joe Walsh** . . . **Michael Cusick's** Aero and Easy Street

(continued on page 34)

POINTS WEST — One of the most abysmal movies ever made about rock 'n' roll, **Allen Arkush's** *Get Crazy* opened around the country during the weekend of Aug. 5 at 435 theatres, accumulating only \$613,680 for a \$1,411 per-screen average. Chronicling a New Years Eve concert event at a Fillmore East-type venue, the flick stars **Malcolm McDowell** as the **Mick Jaggeresque** singer Reggie Wanker, **Allen Goorwitz** as a **Bill Graham-like** rock promoter and **Daniel Stern** as a goofy stage manager. Sad to say, all the thespians contribute the worst performances of their careers. But the flick did have one bright spot — the too-brief appearance of wild side walker **Lou Reed**, who portrayed the enigmatic rock poet Auden. Best scene of the entire 92-minute fiasco was the introduction of Reed's character, who's sitting in the room from the LP cover of "Another Side of **Bob Dylan**," except the entire place is draped with cobwebs. Don't bother rushing to a movie theatre to catch Reed's bravura cameo, tho' — this is one of those films you'll be able to see on cable in a matter of weeks . . . By the way, A&M pop-rocker **Bryan Adams** told *Points West* he was commissioned to write a tune for *Get Crazy* but it was never used. Lucky guy. Adams' label held a party for him last week in the Berwin Entertainment Complex's drained swimming pool . . . In its annual listing of the "10 Sexiest Men in America," *Playgirl* magazine named **David Bowie**, **Zubin Mehta**, **Eddie Murphy** and **Sting**, among others . . . The musical comedy *Little Shop of Horrors* has been sold to Warner Bros. Pictures for half-a-mil. The company will produce the pic in partnership with **David Geffen**, one of the backers of the stage version, now playing in L.A. here at the Westwood Playhouse. Based on the 1958 **Roger Corman** shock classic starring **Jonathan Haze** and **Jack Nicholson**, the new production has been getting rave reviews both here and in New York City, and plans for the film remake call for **Steven Spielberg** to produce and **Martin Scorsese** (an alumnus of Corman's New World Studios) to direct. Meanwhile, Geffen's current celluloid project, *Risky Business*, opened to frisky bizness in its first weekend out, raking in \$4.3 million for a per-screen \$6,381 . . . The score: Crosby 5, Kimball 0 — **David Crosby** was given five years in prison for possession of cocaine in Texas last week, while **Toto's** lead singer **Bobby Kimball** was dismissed from all charges stemming from a coke arrest in Burbank during 1982 . . . A&M is putting out an Aussie compilation LP, dubbed "Maiden Australia" and featuring **Renee Geyer**, **Hunters and Collectors**, **Mental As Anything** and New Zealanders **Split Enz** . . . Contrary to local rumor, **Wall of Voodoo** is not breaking up. I.R.S. spokespeople say that band members are merely writing in different teams and lead WOVman **Stan Ridgeway** is working in his own studio on some songs . . . The latest scratch opus comes from **Beastie Boys** on Raticage Records, and it's called "Cooky Puss." Starting out with some touch-tone telephone sounds, the tune begins to lay down a melange of aural textures, including a bow to **Malcolm McLaren**



BIKINI BOP — The archetypal Southern Californian surf-rock movie *Bikini Beach* has just been issued by Embassy Home Entertainment on VHS and Beta format videocassette for a cool \$59.95. CED vid-discs go for \$29.95. Pictured here are the film's stars, **Annette Funicello** (l) and **Frankie Avalon**.

(continued on page 34)



UH, OH IT'S SERGIO AT CASH BOX — A&M recording artist Sergio Mendes recently dropped by the West Coast offices of Cash Box to celebrate the Top 5 success of his single "Never Gonna Let You Go." He presented the staff with a special cake adorned with the image of another Brazilian star, Carmen Miranda, to mark the occasion. Pictured are (l-r): **Richard Imamura**, Cash Box managing editor; **Jheryl Busby**, vice president, black promotion and marketing, A&M; **Mendes**; **Greg Leschishin**, Cash Box research; **Steve Resnick**, national director of promotion, A&M; **Mark Albert**, Cash Box vice president and general manager; **Mike Plachetka**, Cash Box research; and **Michael Glynn**, Cash Box editorial staffer.

Associated Third To Sue Motown

(continued from page 5)

tribution (*Cash Box*, Aug. 6). Since then, Schwartz has charged that Motown has not complied with the Court's order to continue shipping to it and has filed contempt charges against Motown (*Cash Box*, Aug. 13).

On July 27, Big State Distributing of Dallas brought suit against Motown, seeking \$450,000 in damages annually for an indefinite period of time and \$3,000,000 in damages. Unlike the other two suits, the Big State action did not seek to prevent the move to MCA, nor did it name MCA companies as co-defendants. Instead, the suit sought to recover revenues the company claims was lost when Motown switched to MCA.

With suits by three former distributors already under way, a fourth, MS Distribution Co., is also pondering a move. Tony Dalesandro, co-owner of the Illinois and Georgia-based operation, told *Cash Box* that "all the information concerning Motown has been given to our attorneys and they are taking it under advisement."

AEI Programs Motown On Continental

LOS ANGELES — Music programmer Audio Environments Inc. (AEI) has developed a special tape for in-flight entertainment aboard Continental Airlines that features highlights from the two-and-a-half decades of Motown Records. The in-flight program is narrated by **Smokey Robinson**, has been in use since July and will continue through August.

In conjunction with the on-board program and the Motown 25th anniversary celebration, AEI has designed a special billboard ad announcing "Continental Airlines Celebrates Motown's 25th Anniversary." The billboard will appear near Los

Styx Tour Set To Hit 24 Cities

LOS ANGELES — A&M recording group Styx recently announced a new 25-date tour across the U.S., starting with two dates Aug. 16-17 in Los Angeles and ending Sept. 26 in Hartford, Conn. Among the dates are those fulfilling concert commitments postponed when Styx's **Tommy Shaw** injured his right hand and wrist.

The group will out to support its "Kilroy Was Here" LP, featuring "Mr. Roboto." The "Styx: Kilroy Was Here/1983 Tour" will be a conceptual presentation illustrating the themes of the album's music.

During August, Styx will travel to Tucson, Ariz.; Irvine, Co.; Boise, Ida.; Salt Lake City, Utah; Ottawa, Ontario; Toronto, Quebec; Montreal, Quebec. September dates will be in the East and South.

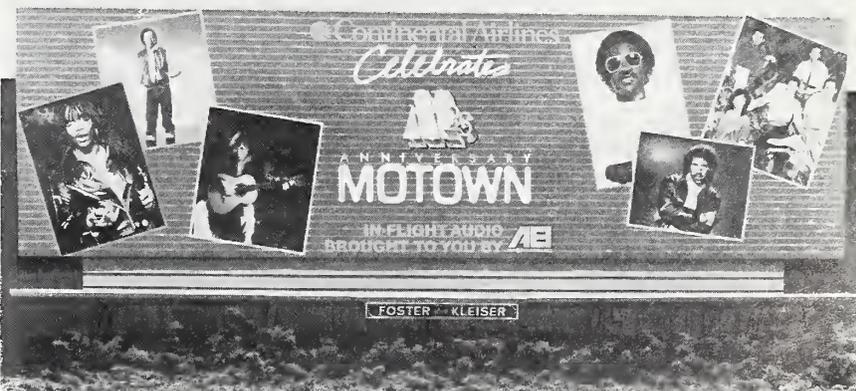
Suisse Int'l Moves

LOS ANGELES — Reno/Metz Music Inc.'s parent company, Suisse International Entertainment Corp., has moved into its own building at 8292 Sunset Blvd., L.A., Calif. 90046. The phone number of the corporation, (213) 654-9975, remains the same.

Angeles International Airport and will feature pictures of **Robinson**, **Lionel Richie**, **Stevie Wonder**, **Jose Feliciano**, **DeBarge** and **Rick James**.

Commenting on the program and the promotion, Continental's director of advertising and sales promotion, **Gil Chopplin**, said, "We are pleased to pay tribute to the fine artists that have recorded for Motown."

Phil Caston, international manager at Motown, commented, "Through the billboard and the in-flight audio programming, Motown is broadening its exposure — we are reaching millions of consumers!"



Sony Continues Commitment To Breaking Unsigned Artists

(continued from page 5)

Richard Bone and Living. *Danspak* was produced and directed by Merrill Aldighieri and Joe Triplician for their Co-Directions, Inc.

"In launching the Video 45 concept, we didn't want to limit ourselves to a particular type of music or artist," explained Sony Video Software director O'Donnell. "Also, we were looking for video artists first, and music artists second. If what we're selling is a video product, and this is a good video product, we decided, 'Let's put it *Danspak* represents the second Video 45 that was not the production of either a major label act or established video artist. The first, by Scotland's Jesse Rae, was included in the Initial Video 45 release in March of this year; his 'Rusha' b/w 'D.E.S.I.R.E.' sold 'surprisingly well,' according to O'Donnell.

"On the one hand, we're releasing people like Elton John and Rod Stewart, who don't need a lot of promotion because people are familiar with them and their videos," noted O'Donnell. "Then, there are those like Jesse Rae, for whom promotion is a necessity."

In Rae's case, a nationwide tour, with appearances in home video stores and on such programs as *Entertainment Tonight* was credited for boosting sales. For *Danspak*, an approach "similar to the Duran Duran video tour," which covered clubs in six cities where the video LP was shown, is being taken.

"We're lining up the clubs right now," said O'Donnell. "We plan to tie in local dealers and radio in each city as co-sponsors for the event."

Perhaps the most unique promotional idea that O'Donnell has been "investigating" for *Danspak* is getting radio stations to play the audio portion of the tape on the air off the Beta Hi-Fi VCR system (which offers an extended dynamic range surpassing normal audio recordings).

"We're throwing out a lot of ideas for *Danspak*," O'Donnell continued. "In addition, we're looking for heavy record store promotion. Throughout October, November and December, we'll be mounting a major marketing campaign aimed at record retailers in New York and Los Angeles, which will include local print, local MTV and radio advertising. This is the first time we've made any serious effort to get record retailers involved, and if we're successful in New York and L.A., we hope to spread it across the rest of the country."

Culberg Named MHE Marketing, Sales VP

LOS ANGELES — Paul Culberg has been named to the newly created post of vice president, marketing and sales international, for Media Home Entertainment.

In addition to his present duties as vice president of sales and marketing, Culberg will now assume the same responsibilities worldwide.

Culberg came to Media, the Hollywood-based independent home video manufacturer, in May of 1982 from Paramount Home Video.

"This realignment is designed to maximize the proven talents existing within the company for further worldwide expansion in videocassette distribution, cable, non-theatrical and future theatrical releases," said Ron A. Safinick, president of Media. "Paul's performance in the domestic market has been a great asset to Media's growth this past year and I feel that his superior administrative and marketing abilities will serve to further Media's strong position worldwide."

Aldighieri and Triplician, who met when they were both working on *The Muppets* TV show before Aldighieri went on to become a video jockey at the now-defunct N.Y.C. dance club Hurrah in 1979, said that *Danspak* was produced "over a two year period," from 1981 to 1983. "The program, as a whole, didn't really exist until we got the Video 45 deal," Aldighieri revealed. "It took about a month of talking to (Sony) on the phone just to get them to look at the tape . . . I convinced John O'Donnell that because we were independent, it wouldn't be as difficult to put out as he thought, since we had all the clearances. He warmed up to the idea of breaking bands that, for the most part, exist only on video."

Unlike most label clips, Aldighieri and Triplician's productions were low-budget. "For what we paid in material costs, they were about \$5,000 a piece. That doesn't count our production time, though. We were able to take our time with these pieces, time that a normal video production company could not afford."

"We've been video artists producing our own videos for a number of years, so we've found out the least expensive places to go for post-production, among other things," Aldighieri chimed in. "We know our equipment very well, so we know how to cut corners."

They also got a lot of input from the artists themselves. "Some of the bands had experience in preparing their own visual images," stated Aldighieri. "Like a number of groups, they had ideas, good ideas, of their own, but nobody wants to hear them. We tried to be open."

"We've been fortunate enough to work with musicians that we like," she added. "I don't know how it would go if we worked with a band that we didn't like."

In fact, they began to produce music videos as a hobby at Hurrah, videotaping many of the bands they were fans of. "We had a compilation of 75-100 hours of tapes that I played there," said Aldighieri.

Some 15 of those performances were condensed into a compilation entitled *Live At Hurrah*, which became part of a traveling festival called "New Video Music USA 1982," which stopped in San Francisco, France, Belgium and Italy.

The twosome, both of whom received BFAs (she from the Massachusetts College of Art, he from American University, as well as an MFA in film production for Triplician from Columbia), have been featured as Video Artists on USA Cable's *Nightflight*, as well as several video festivals. Their "Pointy Headgear" piece by Shox Lumania, included on *Danspak*, was part of the Whitney Museum's *Video Music: New Correlations* show, seen in Minneapolis and Boston as well as New York.

"We're still involved with Electronics Arts Intermix, which is the largest video art distributor in the country," said Aldighieri.

Indicative of Aldighieri and Triplician's versatility, the pair is presently at work on a classical music video piece using Debussy's "La Cathédrale En Glauque." "So far, Sony feels it's too arty," Aldighieri chuckled.

While the two admit that the *Danspak* tapes are "quite radical in their look" (they frequently utilize a stop action animation process known as pixillation), they say that, so far, it hasn't inhibited some of the cable services from playing. "HBO and Showtime have shown all of the tapes already, which is to their credit," Triplician pointed out. "The most mainstream exposure some of the pieces have gotten has been on ABC-TV's *New York Hot Tracks*."

TOP 30 VIDEOCASSETTES

	Weeks On	Chart		Weeks On	Chart
	8/13	Chart		8/13	Chart
1 48 HRS. Paramount 1139	1	8	16 ROAD WARRIOR Warner Home Video 11181	16	26
2 THE VERDICT CBS/Fox 1188	2	5	17 KISS ME GOODBYE CBS/Fox 1217	13	8
3 HIGH ROAD TO CHINA Warner Home Video 11309	3	8	18 TIMERIDER Pacific Arts Video PAV528	17	12
4 SOPHIE'S CHOICE CBS/Fox 9076	4	9	19 STILL OF THE NIGHT CBS/Fox 4711	18	12
5 PORKY'S CBS/Fox Video 1149	26	2	20 THAT CHAMPIONSHIP SEASON MGM/UA 00221	20	5
6 FIRST BLOOD Thorn EMI 1573	5	14	21 TRENCHCOAT Walt Disney WD 163	22	4
7 THE TOY RCA/Columbia Home Video 10538	6	10	22 SAVANNAH SMILES Embassy Home Entertainment 2058	23	5
8 MAD MAX Vestron 4030	7	5	23 LOVESICK Warner Home Video 20011	19	12
9 THE LORDS OF DISCIPLINE Paramount Home Video 1433	9	11	24 THE BEASTMASTER MGM/UA 00226	—	1
10 FRANCES Thorn EMI 1621	11	9	25 SIX WEEKS RCA/Columbia Pictures 91001	—	1
11 AN OFFICER AND A GENTLEMAN Paramount Home Video 1467	10	25	26 JANE FONDA'S WORKOUT KVC/RCA Karl Video Corp. 042	28	59
12 BEST FRIENDS Warner Home Video 11265	8	12	27 BLADE RUNNER Embassy 1380	21	24
13 AIRPLANE II Paramount Home Video 1489	14	15	28 FINAL COUNTDOWN Vestron 4047	—	1
14 MY FAVORITE YEAR MGM/UA 00188	12	11	29 ROCKY III CBS/Fox Video 4706	27	34
15 STING II MCA Videocassette 17015	15	8	30 NATIONAL LAMPOON'S CLASS REUNION Vestron V-5021	—	1

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

NEW VIDEO SOFTWARE RELEASES

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

ALICE COOPER: WELCOME TO MY NIGHTMARE

Cassette—Warner Home Video
34056 \$29.98

AT THE EARTH'S CORE

Cassette—Warner Home Video
26026 \$59.95

THE BRAIN THAT WOULDN'T DIE

Cassette—Warner Home Video
26028 \$59.95

THE RAVEN

Cassette—Warner Home Video
26023 \$59.95

THE TOWN THAT DREADED SUNDOWN

Cassette—Warner Home Video
26031 \$59.95

WHAT EVER HAPPENED TO BABY JANE?

Cassette—Warner Home Video
11051 \$59.95

X-THE MAN WITH THE X-RAY EYES

Cassette—Warner Home Video
26025 \$59.95

GIRL GROUPS: THE STORY OF A SOUND

Cassette—MGM/UA Home Video
600194 \$59.95
CED—MGM/UA MD 100247 \$29.95

KIPPERBANG

Cassette—MGM/UA Home Video
600194 \$59.95
CED—MGM/UA MD 100246 \$29.95

THE BEST OF POPEYE

Cassette—MGM/UA Home Video
30047 \$29.95
CED—MGM/UA MD 100247 \$29.95

HOSPITAL MASSACRE

Cassette—MGM/UA Home Video
600245 \$59.95
CED—MGM/UA MD 100245 \$29.95

FLASHDANCE

Cassette—Paramount Home Video
1454 \$39.95
CED, Laserdisc \$29.95

TIME BANDITS

Cassette—Paramount Home Video
2310A \$39.95

APOCALYPSE NOW

Cassette—Paramount Home Video
2306A \$59.95

MEATBALLS

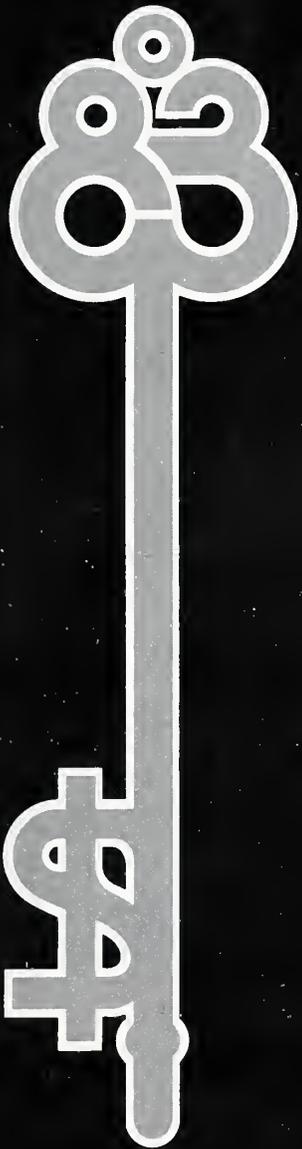
Cassette—Paramount Home Video
1324A \$39.95

PAVR Inks Custom CED Pact With CBS, Inc.

LOS ANGELES — Carmel, Calif.-based Pacific Arts Video Records (PAVR) has signed a custom pressing agreement for CED videodisc with CBS, Inc. The first two PAVR titles set to be pressed under this new arrangement are *Michael Nesmith in Elephant Parts* and *Timerider*, both due for November CED release. Also planned for

future CED pressing are *The Firesign Theatre presents The Case of the Missing Yoik* and *My Dinner With Andre*.

The deal calls for CBS to custom press PAVR titles in the CED format only, with Pacific Arts retaining all distribution, packaging and marketing responsibilities.



VIDEO SOFTWARE DEALERS ASSOCIATION

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SUNDAY, AUGUST 28

9:00 AM—6:00 PM

1:00 PM—6:00 PM

7:00 PM

8:00 PM

MONDAY, AUGUST 29

8:00 AM

9:15 AM

12:15 PM

1:45 PM

2:30 PM — 6:30 PM

7:30 PM

TUESDAY, AUGUST 30

8:00 AM

9:00 AM

12:30 PM

2:00 PM

3:00 PM—6:00 PM

8:00 PM

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REGISTRATION

EXHIBIT AREA VISITING

WELCOMING COCKTAIL RECEPTION

Host: RCA/Columbia Pictures Home Video

DINNER

Host: RCA/Columbia Pictures Home Video

BREAKFAST

Host: MGM/UA Home Video

OPENING BUSINESS SESSION

- President's Welcome
Frank Barnako, VSDA President, The Video Place
- Keynote Speaker
Robert Blattner, RCA/Columbia Pictures Home Video
- Nielsen Survey Report
- Merchandising for Sales and Rental
Moderator: Bob Bigelow, Bigelow Video
- The Growth Profit Centers: Accessories and Games
Moderator: Linda Rosser, Dialogues

LUNCHEON

Host: MCA Home Video

WORKSHOP SESSION

- Advertising—The Low Cost Approach
Moderator: Weston Nishimura, Videospace

EXHIBIT AREA VISITING

"FLASHDANCE PARTY"

Bimbo's 365 Club

Host: Paramount Home Video

REGULAR AND ASSOCIATE MEMBERS BREAKFASTS

BUSINESS SESSION

- Chairman of the Day:
Noel Gimbel, Sound Video Unlimited
- Keynote Speaker
Jim George, President, San Francisco Home Video
- Manufacturer Panel Session
Moderator: Arthur Morowitz, Video Shack
Robert Blattner, RCA/Columbia Pictures Home Video
Mel Harris, Paramount Home Video
Lawrence Hilford, CBS-Fox Video
Gene Giaquinto, MCA Home Video
Mickey Hyman, MGM/UA Home Video
Jim Jimirro, Walt Disney Home Video
Warren Lieberfarb, Warner Home Video
Nicholas Santrizos, Thorn EMI Video
- Distributors Panel
Moderator: Gene Silverman, Video Trend
- Computerizing Your Business
Moderator: Jack Messer, The Video Store

INSTALLATION LUNCHEON

Chairman: Dan Davis, Exec. Vice Pres. VSDA

Entertainment: **George Carlin**

Host: Vestron Video

WORKSHOP SESSION

- Brown Bag Video . . . or how to promote sales and
rentals without becoming a Dirty Bookstore
Moderator: Bob Skidmore, Video Corner

EXHIBIT AREA VISITING

VSDA AWARDS BANQUET

Host: CBS-Fox Video

REGISTRATION FEES FOR THE CONVENTION INCLUDE
ATTENDANCE AT ALL BUSINESS SESSIONS, MEAL
FUNCTIONS AND SOCIAL ACTIVITIES.

TOP 15 VIDEO GAMES

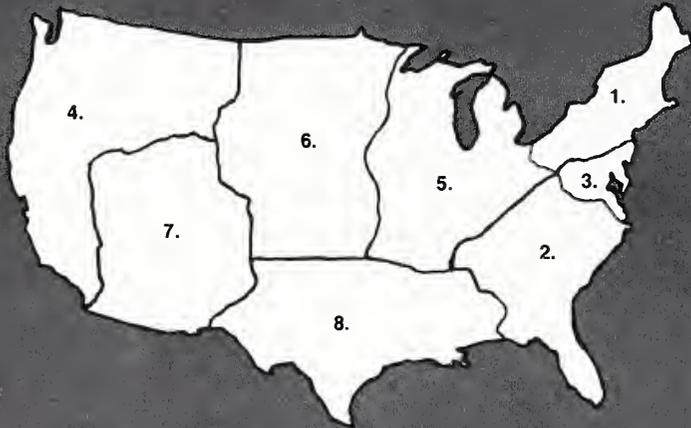
	Weeks On 8/13 Chart
1 ENDURO Activision AX 026	1 10
2 CENTIPEDE Atari CX2676	2 21
3 MS. PAC-MAN Atari CX2675	3 23
4 KEYSTONE KAPERS Activision AX025	4 14
5 PITFALL! Activision AX108	5 38
6 FROGGER Parker Bros. 5300	6 38
7 BURGER TIME Intellivision 4549	11 4
8 JUNGLE HUNT Atari CX2688	12 3
9 ROBOT TANK Activision AX028	8 5
10 DONKEY KONG JR. Coleco 2601	10 21
11 ZAXXON Coleco 2435	7 38
12 RIVER RAID Activision AX020	9 32
13 PHOENIX Atari CX2673	13 22
14 VENTURE Coleco 2457	14 20
15 OINK! Activision AX023	15 16

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 8/13 Charts
1 LED ZEPPELIN (IV) (Atlantic SD 19129)	1 25
2 THE RISE AND FALL OF ZIGGY STARDUST AND THE SPIDERS FROM MARS David Bowie (RCA AYL 1-3843)	2 17
3 PRETENDERS (Sire SRK 6083)	3 15
4 TAPESTRY Carole King (Epic PE 34946)	8 53
5 WHO'S NEXT The Who (MCA 3151)	6 6
6 PIANO MAN Billy Joel (Columbia PC 32455)	7 3
7 WHO ARE YOU The Who (MCA 3050)	4 9
8 AJA Steely Dan (MCA 1006)	11 4
9 THE CARS (Elektra 6E 135)	5 28
10 MEATY, BEATY, BIG AND BOUNCY The Who (MCA 37001)	10 27
11 LET THERE BE ROCK AC/DC (Atco SD-36151)	13 13
12 ELTON JOHN'S GREATEST HITS, VOLUME I (MCA 2128)	— 1
13 THE DOORS (Elektra EKS 74007)	12 28
14 LOOK SHARP! Joe Jackson (A&M SP-4919)	14 48
15 TOTO (Columbia FE 35317)	15 2

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



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

REGIONAL ALBUM ANALYSIS

NATIONAL BREAKOUTS

- | | |
|---------------------------|------------------------------|
| 1 ELVIS COSTELLO | 9 NEIL YOUNG |
| 2 MEN WITHOUT HATS | 10 MIDNIGHT STAR |
| 3 JACKSON BROWNE | 11 TACO |
| 4 BILLY JOEL | 12 JEFFREY OSBORNE |
| 5 ZEBRA | 13 STEVIE RAY VAUGHAN |
| 6 SHALAMAR | 14 ELO |
| 7 ARETHA FRANKLIN | 15 SPYRO GYRA |
| 8 DIANA ROSS | |

NORTHEAST 1.

- 1 **BILLY JOEL**
- 2 **JACKSON BROWNE**
- 3 **MEN WITHOUT HATS**
- 4 **ELVIS COSTELLO**
- 5 **DIANA ROSS**
- 6 **STEVIE RAY VAUGHAN**
- 7 **SHALAMAR**
- 8 **ZEBRA**
- 9 **ELO**
- 10 **NEIL YOUNG**

SOUTHEAST 2.

- 1 **JACKSON BROWNE**
- 2 **MIDNIGHT STAR**
- 3 **ELVIS COSTELLO**
- 4 **BILLY JOEL**
- 5 **MEN WITHOUT HATS**
- 6 **AIR SUPPLY**
- 7 **BONNIE TYLER**
- 8 **ARETHA FRANKLIN**
- 9 **SHALAMAR**
- 10 **TACO**

BALTIMORE/ WASHINGTON 3.

- 1 **ELVIS COSTELLO**
- 2 **JEFFREY OSBORNE**
- 3 **ZEBRA**
- 4 **ARETHA FRANKLIN**
- 5 **NEIL YOUNG**
- 6 **PEABO BRYSON & ROBERTA FLACK**
- 7 **BILLY JOEL**
- 8 **JACKSON BROWNE**
- 9 **MEN WITHOUT HATS**
- 10 **SHALAMAR**

WEST 4.

- 1 **JACKSON BROWNE**
- 2 **BILLY JOEL**
- 3 **ELVIS COSTELLO**
- 4 **NEIL YOUNG**
- 5 **MEN WITHOUT HATS**
- 6 **ZEBRA**
- 7 **ARETHA FRANKLIN**
- 8 **SHALAMAR**
- 9 **JEFFREY OSBORNE**
- 10 **MIDNIGHT STAR**

MIDWEST 5.

- 1 **ZEBRA**
- 2 **JACKSON BROWNE**
- 3 **ELVIS COSTELLO**
- 4 **NEIL YOUNG**
- 5 **BILLY JOEL**
- 6 **MEN WITHOUT HATS**
- 7 **SHALAMAR**
- 8 **AIR SUPPLY**
- 9 **ARETHA FRANKLIN**
- 10 **TACO**

NORTH CENTRAL 6.

- 1 **ELO**
- 2 **DIANA ROSS**
- 3 **SPYRO GYRA**
- 4 **ZEBRA**
- 5 **ARETHA FRANKLIN**
- 6 **JACKSON BROWNE**
- 7 **ELVIS COSTELLO**
- 8 **BILLY JOEL**
- 9 **MEN WITHOUT HATS**
- 10 **TACO**

DENVER/PHOENIX 7.

- 1 **ELO**
- 2 **MEN WITHOUT HATS**
- 3 **ELVIS COSTELLO**
- 4 **STEVIE RAY VAUGHAN**
- 5 **DIANA ROSS**
- 6 **SHALAMAR**
- 7 **SPYRO GYRA**
- 8 **ZEBRA**
- 9 **MIDNIGHT STAR**
- 10 **BONNIE TYLER**

SOUTH CENTRAL 8.

- 1 **MEN WITHOUT HATS**
- 2 **JACKSON BROWNE**
- 3 **ZEBRA**
- 4 **TACO**
- 5 **MIDNIGHT STAR**
- 6 **DIANA ROSS**
- 7 **JEFFREY OSBORNE**
- 8 **STEVIE RAY VAUGHAN**
- 9 **ELVIS COSTELLO**
- 10 **BILLY JOEL**

WHAT'S IN-STORE



CAMELOT CONFAB HIGHLIGHTS — Besides the many business meetings and presentations at last month's Camelot Music convention in Ohio's Salt Fork State Park, there was plenty of first-class entertainment including performances by RCA recording artist Ronnie Milsap, MCA recording artist Lee Greenwood, and Permian recording artist Katy Moffatt. Pictured in the top row are (l-r): Moffatt and Greenwood. Pictured in the bottom row are (l-r): Larry Gallagher, division vice president, sales, RCA Records; Milsap; Paul David, president, Camelot Enterprises; and Jim Bonk, executive vice president, Camelot Enterprises.

MAIL ORDER MUSIC VIDEO — Video To Go, a full-line video and computer hardware and software retail operation with two stores in Miami, is coming out with a 32-page, mail-order catalog for music video product in September. According to owner Michael Haber, the new catalog will feature over 100 titles, mostly list price concert footage. "We started out selling concert videos by mail about a year ago with a two-page catalog," says Haber, who also puts out a 32-page catalog for regular movie videocassettes. "But more and more titles have been added since then. We now have 5,000 names on our mailing list and find that people buy more music video by mail than regular video by about a 10-to-one margin, but this might be because we advertise in *Rolling Stone*. It also seems that there are a lot of titles that most stores don't buy or are hard to get, even in New York and L.A., because we get a lot of orders from there, too." Haber says that he has only begun to carry music video product other than concerts and is including such material as Sony Video 45s in the new catalog. Anyone interested in checking out what he has available can write to 7370 Red Road, S. Miami, Fla., 33143.

NARM & CMA TEAM IN COUNTRY MUSIC PUSH — The National Assn. of Recording Merchandisers (NARM) is mounting a major campaign in association with the Country Music Assn. (CMA). In the words of Schwartz Bros.' James Schwartz, chairman of the CMA Recording Merchandising Committee, the goal of the "unprecedented" promotion is "to dramatically increase the percentage of country albums purchased by record consumers." The "Discover Country Music" campaign is set to run from the middle of September through October, coinciding with Country Music Month and the CMA Awards show, which will be broadcasted on CBS-TV Oct. 10. It will make use of more than 20,000 posters and horizontal banners, 80,000 dividers and 1,000 hand-outs. A promotional kit will contain color posters featuring photos of the top major CMA Award nominees, and free bag stuffers will be provided featuring ballots for consumers to use while watching the program at home. In addition, bin toppers in both two and four-bin widths will also be available for featuring nominated product in several categories in-store.

STRAWBERRY SHORTS — The Framingham, Mass.-based Strawberries Records & Tapes chain has scheduled its 7th annual all-day party for Labor Day, Sept. 5, at chain owner Morris Levy's Sunnyview Farms in Ghent, New York. Recreation activities for the catered affair include swimming in pool or man-made pond, tennis, basketball and checking out the facility's racehorses and tree house. Transportation is being provided from the Copley Square Boston outlet. The party began as an employees-only get-together, but now some 500 record label, radio and press representatives have also been invited. . . . A recent ZZ Top promotion in conjunction with Worcester station WAAF and Warner Bros. gave winners the chance to be roadies for the group during its concert at the Centrum. Light work was involved, as well as tour jackets, backstage access and dinner with the band, WAAF also teamed with Strawberries and A&M and Arista in flying out contest winners by helicopter to the Pollice, Flock of Seagulls and Flxx concert at Sullivan Stadium at Foxboro. Meanwhile, Boston's WBCN co-sponsored a two-week trip to Europe contest in support of Talking Heads' "Speaking In Tongues" . . . The chain's 34th store just opened in Somerville, Mass., with The Stompers and Marshall Crenshaw on hand and a remote by station WILD.

McLAREN QUACKERY — Island Records and WEA are running a national Malcolm McLaren "Duck Rock" display contest in support of the eccentric's eccentric debut LP. The grand prize — a four-day, three-night cruise to the Grand Bahamas — will go to a

(continued on page 30)



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

Playlist

HEAVY			3-4 PLAYS PER DAY
ARTIST	CLIP	LABEL	
ZZ Top	Sharp Dressed Man	Warner Bros.	
Robert Plant	Big Log	Atlantic	
Eurythmics	Sweet Dreams (Are Made Of This)	RCA	
Stray Cats	(She's) Sexy + 17	EMI America	
Asla	Don't Cry	Geffen	
Michael Sembello	Maniac	Casablanca	
The Flxx	Saved By Zero/One Thing	MCA	
	Leads To Another		
Stevie Nicks	Stand Back	Modern/Atco	
The Police	Every Breath You Take	A&M	
David Bowie	China Girl	EMI America	
Jackson Browne	Lawyers In Love	Elektra/Asylum	
Loverboy	Queen Of The Broken Heart	Columbia	
MEDIUM			2-3 PLAYS PER DAY
Shalamar	Dead Giveaway	Solar/Elektra	
Billy Joel	Tell Her About It	Columbia	
Rick Springfield	Human Touch	RCA	
Donna Summer	She Works Hard For The Money	Mercury	
Krokus	Eat The Rich	Arista	
Talking Heads	Burning Down The House	Sire	
The Kinks	State Of Confusion	Arista	
Joe Walsh	I Can Play The Rock 'N' Roll/Whiz Kids	Full Moon	
EBN/OZN	AEIOU	Elektra	
Quarterflash	Take Me To Heart	Geffen	
Donnie Iris	Do You Compute	MCA	
Charlie	It's Inevitable	Mirage/Atco	
Ian Hunter	All The Good Ones Are Taken	Columbia	
Men Without Hats	The Safety Dance	Blackheart/MCA	
Bonnie Tyler	Total Eclipse Of The Heart	Columbia	
Tears For Fears	Change	Mercury	
Joan Jett & The Blackhearts	Fake Friends/The French Song	Blackheart/MCA	
Bryan Adams	This Time	A&M	
Roman Holiday	Stand By	Jive/Arista	
B-52's	Legal Tender	Sire	
DFX2	Emotion	MCA	
Kansas	Fight Fire With Fire	CBS	
LIGHT			1-2 PLAYS PER DAY
Total Coelo	Milk From Coconuts	Chrysalis	
Jabba's Palace Band	Lapti-Nek	RSO	
Little Girls	How To Pick Up Girls	PVC/Jem	
Kissing The Pink	Maybe This Day	Atlantic	
Wham! U.K.	Bad Boys	Columbia	
I-10	Taking A Cold Look	Warner Bros.	
Iron Maiden	Trooper	Capitol	
Peter Gabriel	I Don't Remember	Geffen	
Ministry	Revenge	Arista	
Espionage	Sounds Of Breaking Hearts	A&M	
Peter Schilling	Major Tom	Elektra	
Tony Carey	West Coast Summer Nights	Rocshire	
Carlene Carter	Meant It For A Minute	Epic	
Rubber Rodeo	How The West Was Won	Epic	
Lita Ford	Out For Blood	Mercury	
Naked Eyes	Promises, Promises	EMI America	
Frank Stallone	Far From Over	RSO	
Culture Club	I'll Tumble 4 Ya	Epic	
Lindsey Buckingham	Holiday Road	Warner Bros.	
ELO	Rock 'N' Roll Is King	Jet/CBS	
Pilmsouls	A Million Miles Away	Geffen	
The Waitresses	Go Make The Weather	Mercury	
Any Trouble	Touch & Go	EMI America	
Divinyls	Only Lonely	Chrysalis	
Back Seat Sally	Prove It	Atlantic	
UB40	I've Got Mine	A&M	
Dave Edmunds	Information	Columbia	
Madness	It Must Be Love	Geffen	
Nell Young	Wonderin'	Geffen	
Malcolm McLaren	Double Dutch	Island/Atco	
Eddie Jobson	Turn It Over	Capitol	
Twisted Sister	You Can't Stop Rock 'N' Roll	Atlantic	
Quiet Riot	Cum On Feel The Noize	Pasha/CBS	
Martin Briley	Put Your Hand On The Screen	Mercury	
JoBoxers	Just Got Lucky	RCA	
ADDS			
Def Leppard	Foolin'	Mercury	
Bob Seger	Making Thunderblnds	Capitol	
Eurythmics	Love Is A Stranger	RCA	
Jim Capaldi	Living On The Edge	Atlantic	
Danny Spanos	Excuse Me	Pasha/CBS	
Crosby, Stills & Nash	War Games	Atlantic	
Kajagoogoo	Hang On Now	EMI America	
Men At Work	Dr. Heckle & Mr. Jive	Columbia	
Elton John	Kiss The Bride	Geffen	
Axe	Heat In The Street	Atco	
Rod Stewart	What Am I Gonna Do	Warner Bros.	
Violent Femmes	Gone Daddy Gone	Slash	
Motorhead	One Track Mind	Mercury	
Animals	The Night	I.R.S./A&M	
The Cure	The Walk	Sire	
Will Powers	Adventures In Success	Island	

NPR Names Three In CPB Loan Deal

NEW YORK — On the heels of its \$8.5 million loan agreement with the Corporation for Public Broadcasting (CPB), National Public Radio (NPR) has assigned the title of its program distribution equipment to three trustees. The CPB made the title transfer a condition of the loan. The three trustees are: Virginia Duncan, former member of the CPB Board of Directors; Henry Geller, director of the Washington Center for Public Policy Research; and Elliot Richardson, a holder of numerous cabinet positions in previous Presidential administrations.

Ronald Bornstein, in a statement issued Aug. 2, the date of the agreement, said, "Their willingness to serve as trustees was a critical part of the loan agreement with the Corporation for Public Broadcasting."

Until NPR is clear of its current debt, the three trustees will oversee the operation and management of the satellite equipment on behalf of the nearly 300 NPR member stations.

Abrams To Conduct Music Seminar In U.K.

NEW YORK — Lee Abrams of Burkhardt/Abrams/Michaels/Douglas and Assoc., Inc., will conduct a one-day music seminar called "State of the American Music Market" at the London Hilton in London, England on Sept. 23.

Abrams will discuss the history and current state of American contemporary music audiences, record buying habits, concert and club scene, new technologies affecting the American music market, the American trade and consumer press, and will analyze American radio formats.

"This is a seminar designed for the music industry of England to better understand American audiences," said Abrams. "I've been questioned by many record executives, artist managers and artists about American radio and the music scenario. The main questions, of course, are what types of music are popular in the States; what is going to be popular; what music isn't popular and why; how do we get radio airplay, etc. Times have changed in U.S. radio and audience music preferences in the past two years, and it's time to talk about those changes."

All-Pro Radio Signs Pact With B/A/M/D

NEW YORK — Burkhardt/Abrams/Michaels/Douglas and Assoc., the Atlanta-based consulting firm, has signed with All-Pro Radio in a long-term research and programming consultation agreement. All-Pro Radio is owned by former NFL star Willie Davis.

Bob Elliot, vice president of Adult Radio for B/A/M/D, has been appointed coordinator for the All-Pro project. He will work closely with Tom Weaver, executive president of All-Pro and general manager of WLUM-FM and WAWA-AM in Milwaukee.

Elliot and Weaver will focus on All-Pro stations KYOK/Houston; KACE/Los Angeles and WLUM & WAWA/Milwaukee.

ASCAP Wins Jury Case, WEZE Fined \$50,000

NEW YORK — A federal jury in Boston recently awarded the American Society of Composers, Authors and Publishers (ASCAP) \$112,000 on 14 counts of copyright infringement against Boston radio station WEZE.

A religious format station, WEZE is owned by New Continental Media Inc. In addition to the damages, ASCAP attorney Richard Reimer estimated that attorney's fees and costs are likely to bring the total judgment to about \$150,000.



Dana Morris

Oz Opens N.Y., London Offices, Names Morris And Ashley To Head

LOS ANGELES — Oz Records, the A&M-affiliated label headed by Michael Gudinski of Australia's Mushroom Records, has expanded its operations, opening new offices both in New York and London. Dana Morris has been named as director of East Coast operations, while Gary Ashley will head English and European operations.

Prior to her new post, Morris did regional promotion in the Southern California area for A&M during the last three years. Previously, she did local promotion for Arista Records and worked with her own independent promotion firm.

Formerly general manager of Mushroom in Australia, Ashley is a director and shareholder of Oz's parent company.

Recent additions to the staff at Oz's headquarters here include Jay B. Ziskrout as assistant to Anne Wright, director of North American operations.

The expansion comes as Oz/A&M begins a heavy schedule of new releases, including albums by Jo Jo Zep, Tim Finn (lead vocalist and songwriter for Split Enz), Mental As Anything, Hunters and Collectors, Machinations, The Expression and Wendy and the Rockets. In addition, Oz will issue "Maden Australia," a compilation of Australian acts featuring a number of hit singles from Down Under never released before in the U.S.

Commenting on Oz's expansion, Gudinski said, "This is the culmination of Mushroom's decade of growth and sees us in the enviable position of having the best music we've ever produced. This comes as the result of a huge financial commitment by Mushroom Records together with the establishment of Oz Records in conjunction with A&M Records to concentrate solely on music from Australia. Everhtyng couldn't be better timed as Australian music is at the forefront of the new music explosion in the U.S. and Canada."

Back To Back Expands Services

LOS ANGELES — Back To Back Management, based at 8625 Santa Monica Blvd., is expanding into consultation services. Over the course of its seven-year existence, the management firm has become involved with publishing, recording, distribution and international licensing of product for its clients, and with its new expansion will be handling radio/retail promotion, marketing and merchandising.

Back To Back's first major consulting project has been commissioned by Lake Tahoe-headquartered Euro Tec Records, and revolved around an album called "Rock Rolls On" by former Alice Cooper guitarist and songwriter Michael Bruce. The management company aided in remastering and packaging the LP.

AIRPLAY

SUMMER BIRCH HIGHLIGHTS — The latest monthly turnaround numbers are in from Birch Radio for New York, Chicago, San Francisco, Detroit and a few other markets. **WKTU** stands along as #1 in The Apple with a 6.8. It was tied in the last report with **WPLJ** at 6.7, but the latter, now a former AOR, dipped a bit to 6.5. **WOR-AM** was next at 6.4. Urban station **WRKS-FM** went 5.0-5.3, while **WBLS-FM** stayed even at 4.4. On the rest of the rock front, **WAPP** was down 4.7-4.4, while **WNEW-FM** went 2.8-2.6. The country war may get a little hotter, as **WKHK-FM** zipped 1.9-2.3, and standard-bearer **WHN** continues its slight spring slide, 2.0-1.8. Talkradio **WABC** climbed back into competition with a 3.5-4.1 jump. Both adult contemp outlets were down, with **WPIX-FM** losing ground to **WYNY-FM**. **PIX** dipped 3.4-2.8, as **YNY** went 3.3-3.1... In Chicago, Doubleday's **WMET-FM** proved its May/June jump was no fluke as it increased its June/July share, 7.5-7.7, **WGN**, as usual, was #1 in the market, 8.0-8.2. **WBBM-FM** regained its heady winter numbers after dropping a full point in the last report, jumping 4.8-6.4. **The Loop** was flat at 3.5, while **WXRT-FM** made a move, 3.2-4.1. **WMAQ** was up a full point, 3.6-4.6. **WCLR**, **WFYR** and **WGCI** were all down slightly... **KGO** continues to explode in the Bay Area as it rose 10.6-12.5. The talk outlet's closest competitors were in the middle-4 share range, with AOR vets **KMEL-FM** leaping into second, 3.8-4.8, tying **KFRC's** 4.5-4.8 increase. The AOR station is a small slice-of-the-pie picture. **KSAN** was a 4.5-4.3, **KQAK-FM** 3.4-2.6, **KRQR** 2.8-3.7, and **KOME** 1.7-1.8. Black/urban got a little tighter as **KSOL** dropped 4.1-3.2, while **KSJO** upped 2.1-2.4... Number one in the Motor City's still **WJR**, 10.8-10.7. **WDRQ-FM's** urban mix stayed close, 9.1-8.9. ABC Net's **WRIF** climbed up 5.8-6.2, and its rock competitor, **WLLZ**, dropped just as dramatically as it went up in the spring, 7.0-5.6. Hit radio continues its steady climb, as **WABX-FM** went 4.7-5.3, and **WHYT-FM** inched up, 4.8-5.1. Talk radio was flat 5.0 on **WXYZ**.



SATELLITE MIGHT — Greg Kihn and band were recently beamed live via satellite to Source affils coast-to-coast in a nationwide concert hookup by Starfleet Blair. Pictured backstage are (l-r): Joseph Mirabella, executive director of programming, Starfleet; Kihn; Sam Kopper, president, Starfleet Blair.

Every clothing store in the trend-setting East Village of Manhattan manages to tune in to the station, and sales are going so well that WLIR finds it impossible to run commercial-free hours. A barometer of the station's success and influence is the "Screamer Of The Week" feature, where each jock nominates a favorite song for inclusion in a weekly listener-voting competition. **Ben Manilla**, station vet and current morning man, told *Airplay*, "What started as a promotional tool for the new music and the jocks has become a harbinger of things to come." In the past year, listeners have voted **Joe Jackson's** "Steppin' Out," **Dexy's** "Come On Eileen," **Musical Youth's** "Pass The Dutchie," **Naked Eyes'** "Always Something There..." **Culture Club's** "Time," et al, as "Screamers." "These are records no one was playing at the time," explained Manilla. "Either we got them in as imports, or the staff simply believed in them. They all turned out to be Top 10 records, and people in the industry said we were crazy." Past LIR-FM "Screamers" also include chart disappointments from **Squeeze** and **Devo**, but Manilla sees the overall effect in the market. "We used to know for sure that we'd be six-eight months ahead of everyone else," he said, "but now, with stations and record companies getting hipper, the gap is three months or less. The station has to be even quicker in getting on and off certain releases." WLIR's staff enthusiasm is charged by the inherent conservative tendencies of the New York radio market. "We have to be successful," Manilla observed, "cause if we fold, it will set New York radio back three years."

OTHER STATION STUFF — **WLAK/Chicago's** beautiful music switch to an adult contemp style has been made official. Calling itself **94FM** and playing "only love songs," general manager **Mike Murphy** feels the station's filling a void between the easy listening format and the strict A/C outlets. The viacom-owned station has installed **Jack Taddeo** from **WKSZ/Philadelphia** as program director... Also in Chi-town, **Allan Wilson**, vice president of Century Broadcasting, has been named station manager of **WAIT**... **Lee Douglas** moves to **WGZY/Detroit** as station manager, from **KXOX/St. Louis**... New PD at **WFIL/Philly** is **Jay Meyers**, from **WCTC/New Brunswick**... New York's gospel outlet, **WWRL**, has named **Vince Sanders** vice president and general manager. Back in Philly, **Roy Laurence** and the "Rock of the '80's" is out, Urban contemp is in... **Marl Ann Winkfield** appointed new advertising and promotion manager of **WSP-AM&FM/Atlanta**... **WROR/Boston** VP/GM **Tom Baker** resigned his post.

NETWORK NEWS — NBC's Source will broadcast another live concert, this one from **Culture Club** in one of its first appearances on its latest tour. The date is Aug. 31; the place is Tower Theater in Philadelphia. The national hook-up will be produced by Starfleet Blair... Correspondent **John Palmer** begins hourly news anchor duties at NBC Radio Net. He joins NBC-TV *Today* show colleague **Jane Pauley**... CBS Radio Net begins satellite transmission of its RadioRadio division this week. There will be dual transmission via the bird and land-lines through 1983... ABC Radio News will feed a documentary on **Martin Luther King's** 1963 march on Washington, as well as an accompanying five-part series on surrounding events, beginning next week. Both will be anchored by **Herb Kaplow**... The web's contemp network will spotlight **Bob Seger** this coming weekend (Aug. 21). The special is produced by ABC/Watermark... **David Byrne** shares the limelight with **Judas Priest** and *Penthouse* publisher **Bob Guccione** on Mutual's *Rock U.S.A.* feature this week.

harry wclner

CASH BOX ROCK ALBUM RADIO REPORT



— **ASIA • ALPHA • GEFGEN**
ADDS: WKLS, WNEW, WSKS, KSJO, KMET, WBLM, KAZY, WOUR, WMMS, WYFE. **HOTS:** WKLS, KSJO, KMET, KAZY, WMMS, WYFE. **MEDIUMS:** WNEW. **PREFERRED TRACKS:** Cry, Smile. **SALES:** Just shipped.



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

MOST ADDED

- LP Chart Position
- 6 **DAVID BOWIE • LET'S DANCE • EMI AMERICA**
ADDS: None. **HOTS:** WCCC, KNAC, WMMS, WOUR, KAZY, KMET, WNEW, WKLS. **MEDIUMS:** WBLM, WPLR. **PREFERRED TRACKS:** China, Title. **SALES:** Good in all regions.
 - 46 **JACKSON BROWNE • LAWYERS IN LOVE • ASYLUM**
ADDS: WSKS, WYFE. **HOTS:** WCCC, WMMS, WYFE, WOUR, KAZY, WBLM, WPLR, KBPI, WNEW, WKLS. **MEDIUMS:** KMET. **PREFERRED TRACKS:** Title. **SALES:** Major breakouts in all regions.
 - 150 **CHARLIE • MIRAGE**
ADDS: None. **HOTS:** WCCC, WMMS, WOUR. **MEDIUMS:** KAZY, WBLM, WPLR, KBPI, WNEW, WKLS, KMET, KSJO, WSKS. **PREFERRED TRACKS:** Inevitable. **SALES:** Fair in Midwest.
 - 39 **ELVIS COSTELLO & THE ATTRACTIONS • PUNCH THE CLOCK • COLUMBIA**
ADDS: KBPI, WBLM. **HOTS:** KNAC. **MEDIUMS:** WCCC, WMMS, KAZY, WPLR, WSKS, WNEW, WKLS. **PREFERRED TRACKS:** Book. **SALES:** Good to moderate in all regions.
 - **DFX2 • EMOTION • MCA**
ADDS: WNEW. **HOTS:** WMMS, KMET. **MEDIUMS:** WOUR, KAZY, WBLM, WPLR, WSKS, WKLS. **PREFERRED TRACKS:** Title. **SALES:** Fair in Midwest.
 - 4 **DEF LEPPARD • PYROMANIA • MERCURY**
ADDS: None. **HOTS:** WMMS, KBPI, KMET. **MEDIUMS:** WCCC, WYFE, WBLM, WPLR, KSJO, WKLS. **PREFERRED TRACKS:** Ages, Foolin'. **SALES:** Good in all regions.
 - 33 **ELO • SECRET MESSAGES • JET**
ADDS: None. **HOTS:** KAZY, KBPI, WSKS, WNEW. **MEDIUMS:** WYFE, WMMS, WOUR, WPLR. **PREFERRED TRACKS:** King. **SALES:** Moderate in all regions.
 - 15 **EURHYTHMICS • SWEET DREAMS • RCA**
ADDS: WSKS. **HOTS:** WYFE, KNAC. **MEDIUMS:** WMMS, WOUR, WBLM, KBPI, WNEW. **PREFERRED TRACKS:** Title. **SALES:** Good to moderate in all regions.
 - 11 **THE FIXX • REACH THE BEACH • MCA**
ADDS: None. **HOTS:** WCCC, WYFE, KNAC, WMMS, WOUR, KAZY, WBLM, WPLR, KBPI, WSKS, WNEW, WKLS. **MEDIUMS:** KSJO. **PREFERRED TRACKS:** Zero. **SALES:** Good in all regions.
 - 126 **IAN HUNTER • ALL THE GOOD ONES ARE TAKEN • COLUMBIA**
ADDS: None. **HOTS:** None. **MEDIUMS:** WCCC, WMMS, WOUR, KAZY, WBLM, WPLR, WSKS, WNEW. **PREFERRED TRACKS:** Title. **SALES:** Fair in East and Midwest.
 - 144 **DONNIE IRIS • FORTUNE 410 • MCA**
ADDS: None. **HOTS:** WCCC, WOUR. **MEDIUMS:** WMMS, WBLM, WPLR, KSJO, WNEW, WKLS. **PREFERRED TRACKS:** Compute. **SALES:** Fair in Midwest.

- LP Chart Position
- 22 **IRON MAIDEN • PIECE OF MIND • CAPITOL**
ADDS: None. **HOTS:** WBLM, KMET. **MEDIUMS:** WCCC, WMMS, WOUR, WPLR, KSJO, WKLS. **PREFERRED TRACKS:** Trooper, Icarus. **SALES:** Good to moderate in all regions.
 - 25 **JOAN JETT • ALBUM • BLACKHEART**
ADDS: None. **HOTS:** WYFE, WBLM, WPLR, WKLS. **MEDIUMS:** WCCC, WYFE, KNAC, WMMS, WOUR, KMET, WSKS, WNEW. **PREFERRED TRACKS:** Fake, French. **SALES:** Fair in all regions.
 - 49 **BILLY JOEL • AN INNOCENT MAN • COLUMBIA**
ADDS: None. **HOTS:** WMMS, WOUR, KAZY, WNEW. **MEDIUMS:** WCCC, WYFE, WBLM, WPLR. **PREFERRED TRACKS:** Tell, Easy. **SALES:** Major breakouts in all regions.
 - 146 **KANSAS • DRASTIC MEASURES • CBS**
ADDS: WMMS, WYFE. **HOTS:** WCCC, WPLR, KMET, WSKS, WKLS. **MEDIUMS:** WYFE, WOUR, WBLM, KBPI, KSJO. **PREFERRED TRACKS:** Open. **SALES:** Moderate in all regions.
 - 8 **LOVERBOY • KEEP IT UP • COLUMBIA**
ADDS: None. **HOTS:** WCCC, WYFE, WMMS, WOUR, WBLM, WPLR, KBPI, KMET, KSJO, WSKS, WKLS. **MEDIUMS:** WNEW. **PREFERRED TRACKS:** Hot. **SALES:** Good in all regions.
 - 10 **MEN AT WORK • CARGO • COLUMBIA**
ADDS: None. **HOTS:** WPLR. **MEDIUMS:** WCCC, KNAC, WOUR, KAZY, WBLM, WBPI, WSKS. **PREFERRED TRACKS:** Mistake, Overkill, Jive. **SALES:** Good to moderate in all regions.
 - 31 **MEN WITHOUT HATS • RHYTHM OF YOUTH • BACKSTREET**
ADDS: None. **HOTS:** WYFE, KNAC, WMMS, WPLR, KBPI, WKLS. **MEDIUMS:** WOUR. **PREFERRED TRACKS:** Safety. **SALES:** Good to moderate in all regions.
 - 189 **GARY MYRICK • LANGUAGE • EPIC**
ADDS: None. **HOTS:** KNAC, WSKS. **MEDIUMS:** WOUR, KEZY, WBLM, KAZY, KBPI. **PREFERRED TRACKS:** Language, Guitar. **SALES:** Fair in West.
 - 5 **STEVIE NICKS • THE WILD HEART • MODERN**
ADDS: None. **HOTS:** WCCC, WYFE, WOUR, WBLM, KBPI, KMET, WSKS, WNEW, WKLS. **MEDIUMS:** KAZY, WPLR, KSJO. **PREFERRED TRACKS:** Stand, Nothing. **SALES:** Good in all regions.
 - **GRAHAM PARKER • THE REAL MACAW • ARISTA**
ADDS: WCCC. **HOTS:** None. **MEDIUMS:** KNAC, WBCN, WCCC, KAZY, WNEW, WKLS. **PREFERRED TRACKS:** Open. **SALES:** Fair in all regions.
 - 14 **ROBERT PLANT • PRINCIPLE OF MOMENTS • ATLANTIC**
ADDS: None. **HOTS:** WCCC, WYFE, WMMS, WOUR, KAZY, WBLM, WPLR, KMET, WSKS, WKLS. **MEDIUMS:** KSJO, WNEW. **PREFERRED TRACKS:** Log, Arms. **SALES:** Good in all regions.

MOST ACTIVE

- LP Chart Position
- **PRISM • BEAT STREET • CAPITOL**
ADDS: None. **HOTS:** KSJO. **MEDIUMS:** WCCC, WOUR, WBLM, WPLR, KMET, WKLS. **PREFERRED TRACKS:** Open. **SALES:** Fair in Midwest.
 - 41 **QUARTERFLASH • TAKE ANOTHER PICTURE • GEFGEN**
ADDS: None. **HOTS:** WCCC, WYFE, WSKS. **MEDIUMS:** WMMS, WOUR, KAZY, WBLM, WPLR, KSJO, WNEW. **PREFERRED TRACKS:** Take. **SALES:** Moderate to fair in all regions.
 - 26 **QUIET RIOT • METAL HEALTH • PASHA**
ADDS: None. **HOTS:** KMET. **MEDIUMS:** WCCC, WYFE, WMMS, WOUR, WBLM, WPLR, KSJO, WSKS, WKLS. **PREFERRED TRACKS:** Noize. **SALES:** Moderate to fair in all regions.
 - 57 **R.E.M. • MURMUR • I.R.S.**
ADDS: KAZY. **HOTS:** KNAC. **MEDIUMS:** WCCC, WMMS, WBLM, WPLR, KAZY, WNEW. **PREFERRED TRACKS:** Radio, Catapult, West. **SALES:** Fair in all regions.
 - 139 **SHOOTING STAR • BURNING • VIRGIN/EPIC**
ADDS: None. **HOTS:** KSJO. **MEDIUMS:** WCCC, WMMS, WBLM, KMET, WKLS, KEZY. **PREFERRED TRACKS:** Open. **SALES:** Fair in Midwest.
 - **DANNY SPANOS • PASSION IN THE DARK • EPIC**
ADDS: WNEW, WPLR. **HOTS:** None. **MEDIUMS:** WCCC, WMMS, WBLM, KMET, WSKS, WKLS. **PREFERRED TRACKS:** Open. **SALES:** Fair in all regions.
 - 12 **TALKING HEADS • SPEAKING IN TONGUES • SIRE**
ADDS: None. **HOTS:** WCCC, KNAC, WOUR, WBLM, WPLR, KMET, WSKS, WNEW. **MEDIUMS:** WYFE, WMMS, WKLS. **PREFERRED TRACKS:** Burning. **SALES:** Good in all regions.
 - 45 **STEVIE RAY VAUGHAN • TEXAS FLOOD • EPIC**
ADDS: None. **HOTS:** KMET, WNEW. **MEDIUMS:** WCCC, KNAC, WOUR, WBLM, WPLR, WSKS, WKLS. **PREFERRED TRACKS:** Struck, Pride. **SALES:** Good to moderate in all regions.
 - 59 **JOE WALSH • YOU BOUGHT IT, YOU NAME IT • FULL MOON**
ADDS: None. **HOTS:** WMMS, WSKS. **MEDIUMS:** WCCC, WOUR, WBLM, WPLR, KSJO, WNEW, WKLS. **PREFERRED TRACKS:** Play, Whiz. **SALES:** Fair in all regions.
 - 83 **NEIL YOUNG • EVERYBODY'S ROCKIN' • GEFGEN**
ADDS: WNEW, KNAC, WYFE, WCCC. **HOTS:** WMMS, WCCC. **MEDIUMS:** WOUR. **PREFERRED TRACKS:** Open. **SALES:** Moderate in all regions.
 - 23 **ZZ TOP • ELIMINATOR • WARNER BROS.**
ADDS: None. **HOTS:** KMET, WSKS. **MEDIUMS:** WCCC, WMMS, WOUR, WBLM, WPLR, KSJO. **PREFERRED TRACKS:** Sharp, Gimme. **SALES:** Good to moderate in all regions.
 - 27 **ZEBRA • ATLANTIC**
ADDS: None. **HOTS:** WOUR, WBLM. **MEDIUMS:** WCCC, WMMS, KAZY, KMET, KSJO, WKLS. **PREFERRED TRACKS:** Door. **SALES:** Good to moderate in all regions.

TOP 30 ALBUMS

	Weeks On Chart		Weeks On Chart
1 IN YOUR EYES GEORGE BENSON (Warner Bros. 9 23744-1)	1 10	16 MIRAGE A TROIS THE YELLOWJACKETS (Warner Bros. 9 23813-1)	18 14
2 CITY KIDS SPYRO GYRA (MCA-5431)	2 4	17 GENTLE FIRE WILTON FELDER (MCA-5406)	21 4
3 JARREAU (Warner Bros. 9 23801-1)	4 19	18 THIRD GENERATION HIROSHIMA (Epic FE 38708)	22 2
4 TRAVELS PAT METHENY GROUP (ECM 23791-1)	5 10	19 THE BEST IS YET TO COME GROVER WASHINGTON, JR. (Elektra 9 60215-1)	17 37
5 THINK OF ONE . . . WYNTON MARSALIS (Columbia FC 38641)	3 8	20 AUTUMN GEORGE WINSTON (Windham Hill C-1012)	23 19
6 LOW RIDE EARL KLUGH (Capitol ST-12253)	8 17	21 WINTER INTO SPRING GEORGE WINSTON (Windham Hill C-1019)	24 56
7 THE GENIE THEMES & VARIATIONS FROM THE TV SERIES "TAXI" BOB JAMES (Columbia FC 38678)	6 12	22 GUARDIAN OF THE LIGHT GEORGE DUKE (Epic FE 38513)	19 18
8 STAR PEOPLE MILES DAVIS (Columbia FC 38657)	7 14	23 ISLAND BREEZE ERIC GALE (Musician/Elektra 9 60198-1)	— 1
9 MR. NICE GUY RONNIE LAWS (Capitol ST-12261)	13 4	24 DREAM OF TOMORROW LONNIE LISTON SMITH (Doctor Jazz/CBS FW 38447)	15 21
10 FRIENDS LARRY CARLTON (Warner Bros. 9 23834-1)	11 8	25 LIGHT BLUE: ARTHUR BLYTHE PLAYS THELONIOUS MONK ARTHUR BLYTHE (Columbia FC 38661)	20 7
11 THE HUNTER JOE SAMPLE (MCA 5397)	12 19	26 STEPS AHEAD (Musician/Elektra 9 60168-1)	28 16
12 JOURNEY TO A RAINBOW CHUCK MANGIONE (Columbia FC 38686)	14 10	27 TWO OF A KIND EARL KLUGH/BOB JAMES (Capitol ST-12244)	29 42
13 PASSION, GRACE & FIRE JOHN McLAUGHLIN, AL DI MEOLA, PACO DeLUCIA (Columbia FC 38645)	9 6	28 PROCESSION WEATHER REPORT (Columbia FC 38427)	27 23
14 LES FLEURS RAMSEY LEWIS (Columbia FC 38787)	16 8	29 DECEMBER GEORGE WINSTON (Windham Hill C-1025)	26 36
15 LOVE SURVIVES JAY HOGGARD (Gramavision/PolyGram GR8204)	10 9	30 ALL THE MAGIC! LESTER BOWIE (ECM 23789-1)	25 10

ON JAZZ

CELLULOID HEROES — With the exception of programs organized by jazz film archivist David Chertok, opportunities to view jazz on film are few and far between. So the upcoming 28-film jazz series organized by New York's Bleecker Street Cinema as part of the Aug. 25-Sept. 5 Greenwich Village Jazz Festival looks to be a real bonanza, bringing together both familiar staples and a few surprises. Among the chestnuts being screened are *Jazz On A Summer's Day*, *Jammin' The Blues*, *The Last of The Blue Devils*, *The Blues According To Lightnin' Hopkins* and *Mingus*. Coupled with those are several new and more obscure titles, including: *Art Pepper: Notes From A Jazz Survivor*, *Zoot Sims Quartet*, *Anything for Jazz* (featuring Jaki Byard) *Jazz in Exile* (featuring Dexter Gordon, The Art Ensemble of Chicago and Phil Woods), *On The Road With Duke Ellington*, *Hot Pepper with Clifton Chenier*, *Sun Ra: A Joyful Noise*, *Always For Pleasure* (with Professor Longhair), *After Hours* (featuring Coleman Hawkins and Roy Eldridge), *Sonny Rollins Live At Loren*, *Jazz Is Our Religion*, *Black Wax* (with Gil Scott-Heron), *The New Music* (with Bobby Bradford and John Carter), *Imagine The Sound* (featuring Cecil Taylor, Archie Shepp, Bill Dixon and Paul Bley), *Talmage Farlow*, *Pure Hicks: A Visit With Pianist John Hicks and Hampton Hawes Trio*. The \$10 Festival Passes independently offered by Village jazz clubs participating in the Festival will entitle holders to a 50% ticket discount at all jazz series film showings.

STILL MORE FROM THE SAINT — Due to space considerations, last week's column on the latest releases from Italy's Black Saint and Soul Note labels was cut short. Aside from the LPs by Tim Berne, Jimmy Giffure and Roswell Rudd & Steve Lacy, the latest batch on the labels also includes "Konstanze's Delight" by alto man Jemeel Moondoc, featuring some of the East Village's finest experimental artists, with drummer Dennis Charles, bassist William Parker, trumpeter Roy Campbell and vocalist Ellen Christi . . . Explorative percussionist Andrew Gyrille, perhaps best known for his work with pianist Cecil Taylor, leads his own quartet on "The Navigator," featuring trumpeter Ted Daniel, pianist Sonellus Smith and bassist Nick Di Geronimo . . . Vocalist Kim Parker has her second Soul Note release with "Good Girl," featuring the Tommy Flanagan Trio. Also coming in for a second helping on Soul Note is New York/New England pianist Mitchel Forman. His new album, entitled "Only A Memory," is sure to appeal to fans of solo piano, and includes an unlikely but successful tribute to a rock band with the tune "The Police" . . . Rounding out the action on Soul Note is the two-record "The Essence of George Russell," which includes the complete three-part "Electronic Sonata For Souls Loved by Nature" recorded in Stockholm in the 1960s . . . The otherwise quiet Black Saint Label has "Some Order, Long Understood" by the New York trio of cornetist Butch Morris, pianist Wayne Horvitz and bassist William Parker. Although the overall accent of these releases is on the experimental, it obviously goes deeper than that. And it's hopefully enough to embarrass a few American labels into checking out what's going on in their own backyard.

FURTHER INDIE ISSUES — New York's Doctor Jazz label has three new titles, including "Shelly Manne and His Friends," which is a must. The disc features three sessions from 1944 with the Barney Bigard Trio, pianist Eddie Haywood, saxophonist Don Byas, alto prince Johnny Hodges and fellow Ellingtonian Ray Nance. Also out on Doctor Jazz is "Live At Carnegie Hall," a 1978 date featuring violinist Stephanie Grappelli.

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HERE'S TO LA CAGE — The RCA Records original cast album of the Broadway musical *La Cage Aux Folles* was recorded last week at RCA's Studio A in advance of its Aug. 22 opening. The label expects to have copies of the recording in the stores by that date. Pictured toasting the contract signing for the recording are (l-r): Allan Carr, producer; Jerry Herman, composer; Robert Summer, president, RCA, Records; and Harvey Fierstein, writer of the book.

Analyst Suggests Changes In Pricing, Returns Policies

(continued from page 5)

multi-retailer situation is only achievable if unlimited returns are permitted for partial credit."

According to his theory, "If a record costs the retailer four dollars, whatever the dealer doesn't sell he could return any amount at, let's say three dollars, or whatever formula the company deems most viable in the context of reality."

Pasternack further said that this system would allow the dealer to purchase in greater depth, therefore maximizing the manufacturer's profit potential. "Instead of

PolyGram Releases Original Cast LP To On Your Toes

LOS ANGELES — The original cast album to the award-winning Broadway Musical of *On Your Toes* was recently released by PolyGram Records. The latest version of the 1936 Rodgers and Hart musical has won two Tony Awards ("Best Reproduction of A Musical" and "Best Actress" for Natalia Makarova).

The digitally recorded album, which is released on the Polydor label, was produced for records by Norman Newell and conducted by John Mauceri, music director of the Kennedy Center Orchestras, in conjunction with John Yap of That's Entertainment Prods. Ltd.

Commenting on the already healthy consumer response to the package, Rick Bleiweiss, vice president of marketing/pop division, PolyGram, said, "We are already receiving reorders. Our strategy has been to concentrate on the collectors of Broadway cast recordings, as well as to extend our efforts beyond — to the people that have seen the show and love these classic songs."

Doctorow Named VP At Paramount Video

LOS ANGELES — Eric M. Doctorow has been appointed vice president, sales and marketing, Paramount Home Video, it was announced by Tim Clott, vice president and general manager.

Previously, Doctorow held the position of director of sales and merchandising, western region, for RCA VideoDiscs during the past two and a half years. Prior to that, he was vice president, marketing for WMOT Records. Doctorow has also served as director of marketing service for ABC Records.

"Eric brings with him excellent skills in marketing and merchandising of video software," commented Clott. "Because the CED disc has been primarily a sale rather than rental item, Eric's experience in appealing to the purchasing customer will be of great value."

only selling 80,000 units, the manufacturer could conceivably sell 100,000 units because there was more of the product available to consumers," he said.

The alternative under the present system is a loss of "goodwill" among consumers because they can't find the item they wish to purchase, and a resultant loss of sales would follow.

"The dealer has to eat what he doesn't sell or discount it below his cost as salvage stock," Pasternack said.

He said that unlimited returns at partial credit allowed the dealer to salvage part of his initial outlay at a predetermined price that the manufacturer would pay. Although the manufacturer would take a loss on such product, Pasternack said that companies could resell product in overseas markets, or dispose of the product in a traditional manner such as cutouts.

"The cost to the manufacturers would be offset by the greater profit derived from having more of their product in the marketplace and available to consumers," he explained.

Outlining his theory another way, Pasternack said that the manufacturer would want retailers to stock product in the same amounts they would if they ran retail sales outlets.

"In a situation like that, the manufacturer has direct control over inventory in the marketplace," he continued. "Meeting consumer demand and adjusting inventory would be a linear function."

Further commenting on current manufacturer returns policies, Pasternack said that the various new and developing artist programs that were modified to encourage dealer stocking were viable.

"Record companies have been doing the right thing in this regard," he said. "For a new artist's product not to be stocked, there's a high goodwill cost involved."

Major labels during the past three years have experimented with modified variable pricing on new artists product and, in some cases, have permitted unlimited return at full credit for the product.

"The goodwill cost is different for newer artists than it is for an established artist's product," Pasternack explained. "A record company suffers downstream losses when the initial LP is not available to the consumer in depth. When they lose sales on the first album, subsequent albums can suffer in the marketplace."

He said that return allowance on the new and developing artist product should be close to the manufacturer cost to the dealer.

CBS, RCA, PolyGram and WEA were the first major companies to institute returns ceilings or crediting systems (Cash Box, Dec. 29, 1979), while MCA and the Capitol Records group followed suit in the first quarter of 1980.

TOP 15 ALBUMS

Spiritual

Inspirational

1	JESUS I LOVE CALLING YOUR NAME SHIRLEY CAESAR (Myrrh MSB-6721) Open	1 8	1	AGE TO AGE AMY GRANT (Myrrh MSB-6697) Open	1 66
2	YOU BROUGHT THE SUNSHINE THE CLARK SISTERS (Sound of Gospel SOG 132) Title Cut	2 41	2	MORE THAN WONDERFUL SANDI PATTI (Impact R 3818) Title Cut	2 9
3	HEAR MY VOICE RANCE ALLEN GROUP (Myrrh 6737) Open	3 8	3	MORE POWER TO YA PETRA (Sat Song SSR0045) Open	3 31
4	LEAD ME THE JACKSON SOUTHERNAIRS (Malaco 4383) Open	4 17	4	I PUT AWAY MY IDOLS DION (Dayspring DST 4109) "Day Of The Lord"	4 15
5	ROUGH SIDE OF THE MOUNTAIN F. C. BARNES AND REV. JANICE BROWN (Atlanta International Records 10059) Open	7 14	5	WHITE HEART (Myrrh/Word MSB 6735) Open	5 10
6	PEACE BE STILL VANESSA BELL ARMSTRONG (Onyx/Benson R 3631) Title Cut	5 19	6	WALL OF GLASS RUSS TAFF (Myrrh MSB 6706) "We Will Stand"	6 5
7	PRECIOUS LORD AL GREEN (Hi/Myrrh MSB-6702)	10 5	7	PASSIN' THE FAITH ALONG THE NEW GAITHER VOCAL BAND (Dayspring DST-4102) "No Other Name But Jesus"	7 9
8	THE JOY OF THE LORD IS MY STRENGTH DOUGLAS MILLER AND THE TRUE WAY CHOIR (Gospel Records PL-18008) "Pass Me Now"	8 31	8	STEP OUT OF THE NIGHT ANDRUS BLACKWOOD & CO. (Greentree R 3942) "A Stone's Throw Away"	8 26
9	I FEEL LIKE GOIN' ON KEITH PRINGLE (Hope Song HS-2001) Title Cut	6 16	9	PEACE IN THE VALLEY B. J. THOMAS (Myrrh MSB-6710) "Pray For Me"	9 31
10	JAMES CLEVELAND AND THE CLEVELAND SINGERS (Savoy 7080) Open	12 9	10	LEGACY BENNY HESTER (Myrrh MSB-6704)	— 1
11	EDWIN HAWKINS LIVE WITH THE OAKLAND SYMPHONY ORCHESTRA VOL. II (Myrrh MSB 6700) "I Know A Man"	9 41	11	HE SET MY LIFE TO MUSIC BARBARA MANDRELL (MCA/Songbird MCA 5330) Open	11 20
12	LORD, YOU KEEP ON PROVING YOURSELF TO ME FLORIDA MASS CHOIR (Savoy SGL 7078) "Be Ye Steadfast"	14 20	12	MICHAEL W. SMITH PROJECT (Reunion RRA0002) "Great Is The Lord"	10 10
13	SACRAMENTO COMMUNITY CHOIR LIVE (Onyx/Benson R-3824) Open	11 13	13	LIFT UP THE LORD SANDI PATTI (Impact 3799) "How Majestic Is Thy Name"	12 51
14	THE RICHARD SMALLWOOD SINGERS (Onyx/Benson R 3803) "I Love The Lord"	13 48	14	STAND BY THE POWER IMPERIALS (Dayspring DST-4100) Open	13 42
15	WHEN IT RAINS IT POURS F. C. BARNES AND SISTER JANICE BROWN (Atlanta International Records 10041) Open	15 18	15	THE CRUISE FAMILY (Priority BJU 38335) Open	15 11

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.



RCA TAPS BONGOS — RCA Records has signed New Jersey quartet The Bongos. The group's first release for the label, a mini-LP entitled "Numbers Without Wings," will be released shortly. Pictured standing at the band's recent album cover photo session are (l-r): Greg Geller, division vice president, music operations, RCA Records; Bongo James Mastro; Nancy Jeffries, director, A&R, contemporary music, East Coast, RCA; Bongo Richard Barone; and Don Ellis, division vice president, RCA Records, U.S.A. & Canada. Pictured seated are (l-r): Bongos Frank Gianinni and Rob Norris.

Recent Comedy LPs Create Interest In Neglected Field

(continued from page 5)
"novelty" releases by such artists as Weird Al Yankovic.

At the Los Angeles-based Laff Records comedy label, vice president Dave Drozen also noted "a lot of majors getting into the act" in the higher numbers of comedy records being released. "They look around and see sales of George Carlin and Steve Martin and then do once a year what we do every day," said Drozen. But he added that his recent release patter, which has included product by Skip Stephenson and Richard Pryor, had slowed down a bit due to his perceived need for hit comedy artists. "People aren't spending money on an 'if-some' situation," he noted.

Guida also felt that new releases were weighted towards the "heavy hitters," since there is "less risk on a guaranteed draw like Rodney Dangerfield than there is with a new artist like Barry Diamond." But at least in the case of I.R.S. artist Diamond, some companies are willing to put out plenty in promoting a new face.

According to I.R.S. president Miles Copeland, who became Diamond's manager shortly after being overwhelmed by the comic at a performance at The Comedy Store in Los Angeles, Diamond's

Screen Gems-Colgems Holds L.A. Meeting

LOS ANGELES — A high-level publishing pow-wow was held by Screen Gems-Colgems-EMI Music, Inc. during July here to bring U.S. staff members up to date on the publishing company's future projects, as well as to celebrate the firm's previous successes. One of the major honors the publisher enjoyed was the myriad of achievements garnered by "Always On My Mind," a Screen Gems tune written by Johnny Christopher, Mark James and Wayne Carson Thompson, recorded by Willie Nelson. The #1 country hit has won seven music industry awards this year, including the coveted "Song of the Year" Grammy.

Representatives from the New York and Nashville offices of the publishing concern, along with members of the West Coast headquarters staff, attended several meetings dealing with the company's expansion into talent acquisition and commercial licensing. The effects on publishing by new high-tech systems in the recording and manufacturing of product was also under discussion by attendees.

"Fighter Pilot" LP is the focus of intensive "inter-promotion" with other label acts and is also being backed by an eight-month project aimed at developing Diamond into a major performer. He explained that Diamond is not only being booked through F.B.I., which handles many I.R.S. acts, but also did the Intro to a recent I.R.S./Faulty Products multi-artist promotional tape. He added that Sting of the Police, which he also manages, had written a backing track for a future Diamond rap song, and further noted Diamond's involvement in the extensive cross-promotion of the Police tour with MTV.

Cross Promo

I.R.S. national sales director Barbara Bolan said that part of the arrangement with MTV for the "Police Party Plane" promotion, which featured Diamond in the promo spots, was heavy airing of four promo spots for the Diamond LP. "The idea was to see a goofy guy on the Police promos and then within a short time see the same guy doing his own spots," explained Bolan. She also described an upcoming flexi-disc promotion, in which five-minute flexi-discs will be given out after tour performances for showgoers to play to friends instead of botching up the routines themselves. She added that retail tie-ins would be encouraged such that a dollar discount on the Diamond album would be given to holders of the flexi-disc.

Other labels are also using various promotional devices in promoting their developing comedic artists. While Joan Rivers was well-known prior to her debut album on Geffen, the label went all out with a merchandising campaign that included posters, mini-stand-ups, "Can We Talk" buttons, header cards with Rivers waving hand holding a cassette, and plenty of press sweeteners including McDonald's gift certificates. "She was fabulous and worked as hard as any artist I've ever been involved with," said Geffen president Ed Rosenblatt, noting that Rivers herself helped prepare much of the material and ad copy.

Rosenblatt reported sales of the Rivers LP to be at around 400,000, thus fitting in with his philosophy that in choosing a comic for recording, "it has to be someone who can sell records — not necessarily a superstar." At PolyGram Records, marketing vice president Jim Lewis noted twice that many copies sold of Bob and Doug McKenzie's debut LP, "The Great

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CROCKETT'S THE WORD — Billy Crockett has been signed as an exclusive staff songwriter for Word Music, Word's ASCAP company. Although the publishing company has more than 30,000 songs in its catalogs, it has a comparatively small roster of staff writers, which includes Niles Borop, Tricia Walker, Dawn Rodgers and Keith Thomas. Crockett comes to the company after spending two years as A&R Director for Brentwood Records and playing on sessions in Nashville. He also is the creator of Guitar Workshop, an instruction series for cable television currently offered by Warner Amex Cable Company. Pictured above at Word's Nashville office are (l-r): Randy Moore, director, music publishing, Word Music Group; Patricia Strawbridge, professional manager for the Word Music Group; Crockett; and Bubba Smith, professional manager, Word.

One New Label, One Indie Break Majors' Hold On Top 10

by Lee Stevens

NASHVILLE — Consolidation through purchase and distributorship has given the six major record companies almost exclusive domain over the trade Country Singles chart's Top 10. Last week, however, a record label in existence for little more than a year and an independent label managed to break that hold. Compleat Records had its second Top 10 single of 1983 with Vern Gosdin's "Way Down Deep" and MDJ, Larry McBride's Atlanta-based company, peaked its new act, Atlanta, at #10.

The latest Gosdin single continued its climb this week, going to #7 with a bullet on the **Cash Box** Country Singles chart. This surpassed Gosdin's previous Top 10 single, "If You're Gonna Do Me Wrong, Do It Right," which peaked at #8 on May 7. Before Compleat broke into the Top 10, the last new or independent label to do so was Scotti Brothers Records, whose John Schneider recording of "It's Now Or Never" peaked at #6 on Aug. 29, 1981.

Not a single record by a new or independent label reached a Top 10 status in 1982. By comparison, in 1978, four independents (Ovation, Scorpion, Playboy and LS) placed singles in the upper chart atmosphere. Ten years ago, 1973, 13 independent singles made it. Dot Records had 11 of those; Hickory and Cinnamon had the other two.

The rise in country popularity has been pointed to as one reason for the difficulties new and independent labels face in getting airplay and chart action (**Cash Box**, Feb. 2). Charles Fach of Compleat stated the need for indie product to be better if it was to gain significant numbers.

Compleat product is promoted and distributed by PolyGram, but Fach said, "We really do most of our promotion and all of our own publicity." Compleat released its first singles in September 1982. Fach said, "The company was started by (the late) Bill Hall (of the Welk Music Group), Irwin Steinberg, who was chairman of the board at PolyGram, and myself in partnership with the Jacques-Miller Financial Co. When we put this thing together, we decided we weren't going into any kind of distribution. We preferred to be distributed by a major. We could have made three different deals, but we chose PolyGram. We really wanted to go with PolyGram because of our background."

Compleat promoted the Gosdin records with in-store appearances by the artist and with an on-going series of special luncheons with employees and staff of various record distributor locations. Other than that, no other unusual promotion was used by the label. When asked what Com-

pleat had done to get Gosdin into the Top 10, Fach replied, "I think Vern Gosdin put himself in the Top 10. For years he's been a talent that hasn't been ignored. Many people recognized what he had, but artists are like baseball players. They have a development period, then they finally hit the point where everything comes together. We just happened to be there at the right time."

MDJ Records, on the other hand, did utilize some unusual promotion ideas for the Atlanta single, "Atlanta Burned Again Last Night." McBride, who had developed the group Alabama before its move to RCA, put together the nine-member group through auditions and personal contacts. Promoter Bob Ham explained that a week before release of the single, copies of a video of the song were sent to over 200 reporting radio station program directors and selected distributors "so they could see first-hand what they were getting. I think that was a key proposition. In effect, what we said (to distributors) was 'O.K. Here it is. If you like what you see, buy it and help us sell it.'"

In addition, Ham said, "We pressed up a small quantity of red A/B records and made those available at a discount price to spur sales. That was an effective tool. We tried to see what was there, what market we wanted to reach, how to reach it, and what we could do to not be just another company with another record. The video was probably the single most powerful element we used."

Over 100 Firms Set For NMA's Expo '83

NASHVILLE — Three months away from the Nov. 18 opening, the Nashville Music Assn. (NMA) has announced that 75% of Entertainment Expo '83's booth spaces have been reserved by over 100 companies. The second annual event is again sponsored by the NMA and *The Tennessean*, Nashville's Gannett-owned morning newspaper.

Expo was conceived as a fund raiser by the NMA to unite Nashville's civic and entertainment communities and to focus attention on the diversity of services and talent offered locally. Last year's Expo drew over 14,000 people to Municipal Auditorium for the three-day run, grossing approximately \$85,000. Profits from this year's event will be shared with the W.O. Smith Community School of Music, a project of the NMA and the Music Consortium of Nashville, to give indigent children musical instruction for a nominal fee.



EXILE IN NASHVILLE DEBUT — Top label executives flew into Nashville for recording group Exile's first Music City appearance at the Stockyards. After the performance, members of the group met with the label executives and discussed their upcoming single, "High Cost of Leaving." Pictured are (l-r): Marlon Hargis, Sonny Lemaire, J.P. Pennington and Les Taylor of the group; Don Dempsey, senior vice president/general manager, Epic/Portrait/CBS Associated labels (E/P/A); Rick Blackburn, senior vice president/general manager, CBS Records, Nashville; Paul Smith, senior vice president/general manager, marketing, CBS Records; and Steve Goetzman of the group.

WWVA's Jamboree U.S.A. Show Celebrates 50th Anniversary In '83

NASHVILLE — The second oldest live radio broadcast in the United States, WWVA Radio's *Jamboree U.S.A.*, is celebrating its 50th anniversary this year. The venerable broadcast from Wheeling, W. Va., has been heard every Saturday night since Jan. 30, 1933.

After its first two months as a studio program, the *Jamboree* went "live" from the Capitol Theatre with 3,266 people attending the premiere show. The show has been live ever since, with the exception of three weeks in 1936 when its auditorium was needed for disaster flood relief and for three years of World War II. During those periods, the show was still broadcast, sans audience, from WWVA studios.

Broadcast live over the 50,000 watt station, the *Jamboree* reaches country music fans in 18 northeastern states and six Canadian provinces. Millions of tickets have been sold to persons willing, in thousands of cases, to travel hundreds of miles to attend.

In December of 1969, after several moves to various locations throughout Wheeling, *Jamboree U.S.A.* found a permanent home in the refurbished Capitol Theatre — renamed the Capitol Music Hall — where it had first been seen and heard 36 years earlier. The move brought changes to the *Jamboree*. Gone were the bales of hay, the blue-overalled male performers and the cute "gals" in gingham dresses. Gone, too, were some of the memorable performers whose names had become linked with the *Jamboree*, including Hawkshaw Hawkins, Big Slim, Lone Cowboy, Hugh Cross, Kathy Dee and Paul Myers.

Although the actual anniversary date is April 1, J. Ross Felton, vice president and general manager of the Wheeling Broadcasting Co., has announced that plans are being made for various festivities, culminating with the big celebration on Oct. 15 because of Country Music Month. The mid-October *Jamboree* will feature an all-star line-up, with several national governmental and industry leaders expected to attend. On the same day, the "Walkway of Stars" will be dedicated, a tribute to those who have made significant contributions to the success of the show and the country music industry. Social events will include an open house reception at the WWVA studios and a black-tie gala at Wilson Lodge.

An Aug. 20 salute to stars of the past will feature Lee Moore, known as "the coffee drinking night hawk" who was affiliated with the station and show for 42 years, and

"Silver Yodeling" Bill Jones, who appeared on the first show in 1933. Also upcoming is publication of a *50th Anniversary History Book of Jamboree U.S.A.* tracing the inception and development of the show, complete with photographs.

Commenting on the upcoming events, Felton said, "We are extremely proud of the history of *Jamboree U.S.A.* and I can promise you, there will be a golden glow over Wheeling on Oct. 15!

NARM Wages 'Discover Country Music' Campaign

NASHVILLE — The National Association of Recording Merchandisers (NARM), with support from the Country Music Association (CMA), will conduct a major promotional campaign from mid-September through October. The theme of the campaign will be "Discover Country Music."

The promotional kit will include full color posters with photos of CMA Award nominees, as well as bag stuffers as a free pick-up item for consumers. Colorful graphic bin toppers will be used to highlight the in-store albums of nominees. The campaign will utilize over 20,000 posters and horizontal banners, 80,000 dividers and a million individual hand-outs.

Columbia Begins Mall Push For Nelson LPs

NASHVILLE — Columbia Records began the first phase of a national campaign to place Willie Nelson shopping mall displays beginning in the Northeast on Aug. 15.

The month-long Northeast campaign will feature specially designed 40-inch x 50-inch posters using opaline paper. The poster is printed on both sides of the translucent surface to obtain the depth necessary to create a transparency effect when back-lit. The color graphics feature a larger-than-life head shot of Nelson surrounded by the artist's catalog selections, with particular emphasis on the "Take It To The Limit" album with Nelson and Waylon Jennings.

Two displays are placed in each of 15 shopping malls in the Boston, Albany and Providence areas. Placement of the 30 panels are in high traffic areas of the malls, such as entrances and neon-lit display cases. The campaign, which runs through Sept. 14, coincides with local activities leading up to Nelson's appearance in Boston on September 10 and 11.



CAMPBELL AT THE CROSSROADS — Entertainer Archie Campbell presented Nashville's newest family attraction, *Country Crossroads* with one of his original watercolor landscapes, *The Old Mill*. Hanging the painting are (l-r): Judy Vulcano, general manager of the facility; Jim Caden, president, CRC Equities, and managing partner of the attraction; and Campbell.

TOP 75 ALBUMS

	Weeks On Chart	8/13	Chart
1 THE CLOSER YOU GET . . . ALABAMA (RCA AHL 1-4662)	2	23	
2 PANCHO & LEFTY MERLE HAGGARD/WILLIE NELSON (Epic FE 37958)	1	30	
3 BURLAP & SATIN DOLLY PARTON (RCA AHL 1-4691)	3	9	
4 SNAPSHOT SYLVIA (RCA AHL 1-4672)	6	11	
5 AMERICAN MADE OAK RIDGE BOYS (MCA-5390)	7	27	
6 T.G. SHEPPARD'S GREATEST HITS (Warner/Curb 9 23841-1)	8	13	
7 KEYPED UP RONNIE MILSAP (RCA AHL 1-4670)	10	18	
8 SOMEBODY'S GONNA LOVE YOU LEE GREENWOOD (MCA 5403)	5	20	
9 TODAY THE STATLER BROTHERS (Mercury/PolyGram 422 812 184 1M1)	12	12	
10 TAKE IT TO THE LIMIT WILLIE NELSON WITH WAYLON JENNINGS (Columbia FC 38562)	4	15	
11 SHINE ON GEORGE JONES (Epic FE 38406)	9	17	
12 IT'S ONLY ROCK & ROLL WAYLON JENNINGS (RCA AHL 1-4673)	13	18	
13 STRONG STUFF HANK WILLIAMS, JR. (Elektra/Curb 9 60223)	14	26	
14 DON'T MAKE IT EASY FOR ME EARL THOMAS CONLEY (RCA AHL 1-4713)	22	7	
15 IF YOU'RE GONNA DO ME WRONG VERN GOSDIN (Compeat CPL-1-1004)	23	15	
16 WEST BY WEST SHELLY WEST (Warner/Viva 9 23775-1)	16	22	
17 TOUGHER THAN LEATHER WILLIE NELSON (Columbia FC 38248)	17	23	
18 CASTLES IN THE SAND DAVID ALLAN COE (Columbia FC 38535)	11	16	
19 YELLOW MOON DON WILLIAMS (MCA-5407)	15	17	
20 HIGHWAYS & HEARTACHES RICKY SKAGGS (Epic FE 37996)	18	47	
21 LOST IN THE FEELING CONWAY TWITTY (Warner Bros 9 23869-1)	25	6	
22 WILD & BLUE JOHN ANDERSON (Warner Bros 9 23721-1)	19	44	
23 MOUNTAIN MUSIC ALABAMA (RCA AHL 1-4229)	20	76	
24 STRONG WEAKNESS THE BELLAMY BROTHERS (Elektra/Curb 9 60210-1)	24	35	
25 WE'VE GOT TONIGHT KENNY ROGERS (Liberty LP-51143)	29	24	
26 OLD FAMILIAR FEELING THE WHITES (Warner/Curb 9 23872)	28	6	
27 IT AIN'T EASY JANIE FRICKE (Columbia FC 38214)	36	45	
28 DREAM BABY LACY J. DALTON (Columbia FC 38604)	41	3	
29 HEY BARTENDER JOHNNY LEE (Full Moon/Warner Bros. 9 23889-1)	31	5	
30 HANK WILLIAMS, JR.'S GREATEST HITS (Elektra/Curb 9 60193-1)	21	45	
31 GREATEST HITS JOHN CONLEE (MCA-5405)	27	17	
32 A DECADE OF HITS THE CHARLIE DANIELS BAND (Epic FE 38795)	49	3	
33 NEW LOOKS B.J. THOMAS (Cleveland Int'l./Columbia FC 38561)	33	17	
34 FEELS SO RIGHT ALABAMA (RCA AHL 1-3930)	35	126	
35 ALWAYS ON MY MIND WILLIE NELSON (Columbia FC 37951)	26	75	
36 ON MY OWN AGAIN DAVID FRIZZELL (Viva 9 23868-1)	37	6	
37 SOME MEMORIES JUST WON'T DIE MARTY ROBBINS (Columbia FC 38603)	32	16	
38 JUST SYLVIA SYLVIA (RCA AHL 1-4312)	48	72	
39 THE BELLAMY BROTHERS GREATEST HITS (Warner/Curb 9 23967-1)	30	52	
40 CLASSIC CONWAY CONWAY TWITTY (MCA-5424)	42	10	
41 FOOL FOR YOUR LOVE MICKEY GILLEY (Epic FE 38583)	34	17	
42 LET'S GO NITTY GRITTY DIRT BAND (Liberty 51146)	—	1	
43 COUNTRY CLASSICS CHARLEY PRIDE (RCA AHL 1-4662)	43	21	
44 SOMETIMES I GET LUCKY GENE WATSON (MCA-5384)	44	14	
45 KENNY ROGERS GREATEST HITS KENNY ROGERS (Liberty LOO 1070)	53	127	
46 SPUN GOLD BARBARA MANDRELL (MCA-5377)	—	1	
47 NATURALLY COUNTRY MEL McDANIEL (Capitol ST-12265)	47	16	
48 TRUE LOVE CRYSTAL GAYLE (Elektra 60200-1)	50	38	
49 DELIA BELL (Warner Bros. 9 23838-1)	39	14	
50 RADIO ROMANCE EDDIE RABBITT (Elektra 60160-1)	52	43	
51 PERSONALLY RONNIE McDOWELL (Epic FE 38514)	51	22	
52 DREAM MAKER CONWAY TWITTY (Elektra 60182-1)	54	46	
53 LYIN', CHEATIN', WOMAN CHASIN' . . . LORETTA LYNN (MCA-5426)	40	5	
54 PARADISE CHARLY McCLAIN (Epic FE 38584)	38	13	
55 INSIDE AND OUT LEE GREENWOOD (MCA-5305)	55	5	
56 MERLE HAGGARD'S GREATEST HITS (MCA-5386)	56	12	
57 THE NASHVILLE SESSIONS DEAN MARTIN (Warner Bros. 9 23870-1)	57	3	
58 MY HOME'S IN ALABAMA ALABAMA (RCA AHL 1-3644)	58	43	
59 GOING WHERE THE LONELY GO MERLE HAGGARD (Epic FE 38092)	45	46	
60 LAST DATE EMMYLOU HARRIS (Warner Bros. 9 23740-1)	46	41	
61 HEART TO HEART MERLE HAGGARD & LEONA WILLIAMS (Mercury/PolyGram 812 183-1M-1)	61	6	
62 GREATEST HITS DOLLY PARTON (RCA AFL 1-4422)	64	46	
63 MICHAEL MARTIN MURPHEY (Liberty LT-51120)	65	50	
64 AFTER ALL THIS TIME MEL TILLIS (MCA-5378)	59	12	
65 TOM JONES COUNTRY (Mercury/PolyGram SRM-1-4062)	60	44	
66 MARTY ROBBINS' BIGGEST HITS (Columbia FC-38309)	68	10	
67 TODAY MY WORLD SLIPPED AWAY VERN GOSDIN (A.M.I.-LP-1502)	62	21	
68 GREATEST HITS RAZZY BAILEY (RCA AHL 1-4679)	63	14	
69 WILLIE NELSON'S GREATEST HITS (AND SOME THAT WILL BE) WILLIE NELSON (Columbia KC2 37542)	66	90	
70 WAITIN' FOR THE SUN TO SHINE RICKY SKAGGS (Epic FE 37193)	67	88	
71 COME BACK TO ME MARTY ROBBINS (Columbia FC 37995)	69	56	
72 WISH YOU WERE HERE TONIGHT RAY CHARLES (Columbia FC 38293)	70	25	
73 WW II WAYLON AND WILLIE (RCA AHL 1-4455)	75	44	
74 A TASTE OF YESTERDAY'S WINE MERLE HAGGARD & GEORGE JONES (Epic FE 38203)	71	51	
75 UNLIMITED REBA McENTIRE (Mercury/PolyGram SRM 1-4047)	74	58	

COUNTRY COLUMN

HALL OF FAME NOMINEES — The five finalists for the coveted Country Music Assn. (CMA) Hall of Fame Awards have been announced. Only one will be inducted into the Country Music Hall of Fame in the presentation at the annual CMA Awards Show which will be broadcast over the CBS Network on Monday, Oct. 10. Will it be **Rod Brasfield**, the baggy pants comedian best remembered for his hilarious dialogs on the Opry with **Minnie Pearl**; "**Little**" **Jimmy Dickens**, the diminutive singer of such novelty tunes as "Take An Old Cold Tater And Wait" and "May The Bird Of Paradise Fly Up Your Nose;" **Lester Flatt** and **Earl Scruggs**, Bluegrass music's famous duo who, along with **Bill Monroe**, shaped the direction of the music; **Benny F. "Whitney" Ford**, whose comic character The Duke of Paducah made "I'm goin' to the wagon, boys, these shoes are killin' me" an American slang expression; or **Floyd Tillman**, the brilliant songwriter and interpreter of "hurtlin'" songs such as "I Love You So Much It Hurts" and "It Makes No Difference Now"? The envelope, please. Sorry, it's blank until Oct. 10.

BIG APPLE THIEVES CORE NASHVILLE SONGWRITER — **Leif Kahal** only stopped



SEATED FOR OVATION — *William Kaman II, vice president of technology for Ovation Guitars, watches as songwriter Leif Kahal strums his new guitar.*

by the Lone Star Cafe in New York City long enough to drop off some demo tapes of his newest songwriting efforts for his old friends there. (He was one of the original members of the famed country club's house band). Ten minutes later he found his car window smashed and the contents, including his guitar, gone. Ovation Guitars got wind of Kahal's dilemma through an employee of Group W Satellite Communications, the company that beams The Nashville Network (TNN) across the country. Arrangements were quickly made for Ovation to present Kahal with a new instrument on a taping of *Nashville Now*. The young songwriter, incidentally, is the grandson of **Irving Kahal**, the writer of the standard "I'll Be Seeing You." Let's see now, how does one work "Ovation Guitars" into a lyric?

SINGING TOWARD THE CENTURY MARK — **George Burns** has been back in the studio with producer **Glenn Sutton**. The resulting musical mayhem this time is a tune written by Sutton based on Burns' current bestseller, *How To Live To Be A Hundred*, published by Putnam. Burns, who is 87, has always used his distinctive vocal style in his act, but hit the charts for the first time with the single "I Wish I Was Eighteen Again" a few years ago. He quips, "Why shouldn't I be a country singer, I'm older than most countries." *(continued on page 30)*

**Introducing
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Talent...**

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TOP 100 COUNTRY SINGLES

August 20, 1983

	Weeks On Chart	8/13	Chart		Weeks On Chart	8/13	Chart		Weeks On Chart	8/13	Chart
1				LOVE SONG OAK RIDGE BOYS (MCA-52224)	2	12		34			
2				YOU'RE GONNA RUIN MY BAD REPUTATION RONNIE McDOWELL (Epic 34-03946)	3	12		35			
3				LOST IN THE FEELING CONWAY TWITTY (Werner Bros. 7-29636)	4	13		36			
4				A FIRE I CAN'T PUT OUT GEORGE STRAIT (MCA-52225)	6	11		37			
5				HE'S A HEARTACHE JANIE FRICKE (Columbia 38-03899)	1	14		38			
6				HEY BARTENDER JOHNNY LEE (Full Moon/Elektra 7-29605)	8	11		39			
7				WAY DOWN DEEP VERN GOSDIN (Compleat CP-108)	9	12		40			
8				I'M ONLY IN IT FOR THE LOVE JOHN CONLEE (MCA-52231)	11	9		41			
9				NIGHT GAMES CHARLEY PRIDE (RCA PB-13542)	12	9		42			
10				WHY DO I HAVE TO CHOOSE WILLIE NELSON (Columbia 38-03965)	13	11		43			
11				DREAM BABY LACY J. DALTON (Columbia 38-03926)	16	11		44			
12				GOIN' DOWN HILL JOHN ANDERSON (Warner Bros. 7-29585)	14	9		45			
13				LEAVE THEM BOYS ALONE HANK WILLIAMS, JR. (Werner/Curb 7-29633)	7	12		46			
14				FLIGHT 309 TO TENNESSEE SHELLY WEST (Warner/Viva 7-29659)	17	8		47			
15				NEW LOOKS FROM AN OLD LOVER B.J. THOMAS (Cleveland Int'l/CBS 38-03985)	18	8		48			
16				BREAKIN' DOWN WAYLON JENNINGS (RCA PB-13543)	22	8		49			
17				POOR SIDE OF TOWN JOE STAMPLEY (Epic 34-03966)	20	10		50			
18				BABY, WHAT ABOUT YOU CRYSTAL GAYLE (Werner Bros. 7-29582)	21	6		51			
19				OVER YOU LANE BRODY (Liberty PB-1498)	19	14		52			
20				DON'T YOU KNOW HOW MUCH I LOVE YOU RONNIE MILSAP (RCA PB-13564)	23	5		53			
21				WHAT AM I GONNA DO MERLE HAGGARD (Epic 34-04006)	28	6		54			
22				PARADISE TONIGHT CHARLY McCLAIN & MICKY GILLEY (Epic 34-04007)	29	6		55			
23				SHOT FULL OF LOVE NITTY GRITTY DIRT BAND (Liberty P-B-1499)	25	11		56			
24				HOW COULD I LOVE HER SO MUCH JOHNNY RODRIGUEZ (Epic 34-03972)	26	7		57			
25				LET'S GET OVER THEM TOGETHER MOE BANDY FEATURING BECKY HOBBS (Columbia 38-03970)	27	9		58			
26				I LOVE HER MIND BELLAMY BROTHERS (Warner/Curb 7-29645)	5	14		59			
27				THE EYES OF A STRANGER DAVID WILLIS (RCA PB-13541)	31	10		60			
28				NOBODY BUT YOU DON WILLIAMS (MCA-52245)	35	4		61			
29				WILD MONTANA SKIES JOHN DENVER & EMMYLOU HARRIS (RCA PB-13562)	34	7		62			
30				IT AIN'T REAL MARK GRAY (Columbia 38-03893)	32	13		63			
31				SO SAD EMMYLOU HARRIS (Werner Bros. 7-29583)	33	8		64			
32				SOMETIMES I GET LUCKY AND FORGET GENE WATSON (MCA-52243)	36	5		65			
33				TOO HOT TO SLEEP LOUISE MANDRELL (RCA PB-13567)	37	6		66			
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A Cowboy's Dream (Sawgrass — BMI)	50	High Cost Of Leaving (Chinnichap — BMI)	87	Lonely But Only (Chappell — ASCAP/Tri-Chappell — SESAC)	81	Say You'll Stay (WB Gold/Hoosier/New Albany — ASCAP/BMI)	65
A Fire I Can't (Music City — ASCAP)	4	Hold On, I'm Comin' (Irving/Cotillion — BMI)	45	Scarlet Fever (Welbeck — ASCAP)	34	Scotch And Soda (Beechwood — BMI)	86
A Free Roamin' Mind (Marson — BMI)	75	Homegrown Tomatoes (GSC/April — ASCAP)	42	Shot Full Of Love (Hall-Clement c/o Welk — BMI)	23	Somebody's Gonna (Cross Keys/Unichappell/Ven-Hoy — ASCAP/BMI)	70
After You (Tree/Cross Keys — BMI/ASCAP)	61	Hot Time In Old (Bibo/Partnership — ASCAP)	46	Sometimes I Get (Blue Creek/Booth & Wetson/One The House — BMI)	32	So Sad (Acuff-Rose — BMI)	31
Alabama Girl (Chip N' Dale — ASCAP)	99	How Could I Love (Boquillas Canyon/Atlantic — BMI)	24	Stroker's Theme (Music Corp. of America — BMI)	64	Too Hot To Sleep (Warner-Tamerlane/Three Ships — BMI/John Bettis, Adm. by W.B. — ASCAP)	33
Alabama Rose (Anti Bellum — BMI)	68	I Always Get Lucky (Shade Tree — BMI)	57	The Eyes Of A Stranger (Dick James — BMI)	27	The Lady, She's Right (Window — BMI)	79
A Little At A Time (Debdave/Briarpatch — BMI)	53	I Better Go Home (Plannin Gold — BMI)	74	The Man In The Mirror (Grandison/Hacienda — ASCAP)	78	The Wind Beneath (Warner/WB Gold — ASCAP)	55
Anybody Else's (Rick Hall — ASCAP)	67	If I Didn't (Unichappell/Van Hoy/Posey — BMI)	77	Too Hot To Sleep (Warner-Tamerlane/Three Ships — BMI/John Bettis, Adm. by W.B. — ASCAP)	33	True Love's Getting (Cascade Mtn. — ASCAP)	79
Atlanta Burned Again (Unnamed)	51	If It Was Easy (Window — BMI)	47	Tulsa Ballroom (Peso/Walton — BMI)	76	Walk On (Warner-Tamerlane/Babbling Brooks — BMI)	71
Baby I Lied (Posey — BMI/Chappell — ASCAP/Unichappell/Vanhoy — BMI)	82	I Love Her Mind (Bellamy Brothers/Famous — ASCAP)	26	Walk On (Warner-Tamerlane/Babbling Brooks — BMI)	71	Way Down Deep (ATV/HookIt — BMI)	7
Baby I'm Yours (Blackwood — BMI)	39	I'm Only In It For (Posey/Golden Bridge/Unichappell/VanHoy — BMI/ASCAP)	8	What Am I Gonna Do (Shade Tree — BMI)	21	What I Learned (WB/Russell Smith — ASCAP)	43
Baby, What About You (Elektra/Asylum/Mopage/Cotillion/Moon & Stars — BMI)	18	It Ain't Real (Irving/Damen 'N' Dixie/Face The Music/Warner-Tamerlane — BMI)	30	Why Do I Have To Choose (King's X/Reba — ASCAP)	40	Where Are You (Peso/Walton — BMI)	36
Born To Lose (Peer Int'l — BMI)	83	It'll Be Me (Knox — BMI)	35	Why Do We Want (Willie Nelson — BMI)	10	Why Do I Have To Choose (King's X/Reba — ASCAP)	40
Breakin' Down (Glentan — BMI)	16	I've Come Back (Jeffrey's Rainbow — BMI)	56	Wild Montana Skies (Cherry Mountain — ASCAP)	29	You're Gonna (Tree/Tree Group — BMI)	2
Cheap Thrills (Hall-Clement c/o Welk — BMI)	44	I Wonder Who's (Hall-Clement/Leurel Mountain c/o Welk Group — ASCAP)	100	Your Love's (Blue Moon/April — ASCAP/Full Armor — BMI)	52	You've Got A Lover (Shake Russell/Bug — BMI)	38
Coyote Song (Visa — ASCAP)	88	Just Give Me (Johnny Morris/Guyesuta-Ensign — BMI/Tinker-Toil — ASCAP)	94				
Don't Call Me (Bil-Kar — SESAC)	93	Lady (General Delivery — BMI)	90				
Don't Send Me No Angels (Tree — BMI)	48	Lady Down On Love (Maypop/Buzzherb — BMI)	37				
Don't You Know (Kelso Herston — BMI)	20	Leave Them Boys (Tree/Forrest Hills/Tanya Tucker — BMI)	13				
Dream Baby (Combine — BMI)	11	Let's Get Over (Screen-Gems-EMI/Blackwood — BMI)	25				
Dream Maker (Welbeck — ASCAP)	84	Living Legends (Waylon Jennings — BMI)	59				
Everything From Jesus (Hellnote — BMI)	49	L-L-L-L, Love You All Night (Hitkit — BMI)	98				
Flight 309 To Tennessee (Peso/Mighty — BMI)	14						
Forever On My Mind (MPB — BMI)	95						
Goin' Down Hill (John Anderson — BMI)	12						
Guilty (American Cowboy — BMI)	62						
Hank And Lefty (Newwriters — BMI)	63						
He's A Heartache (Bobby Goldsboro — ASCAP/House Of Gold — BMI)	5						
Hey Bartender (El Camino — BMI)	6						

⚡ = Exceptionally heavy radio activity this week ⚡ = Exceptionally heavy sales activity this week

COUNTRY RADIO HIGHLIGHTS

WWWW — DETROIT — KEVIN HERRING — #1 — OAK RIDGE BOYS
 ADDS: J. Rodriguez, G. Morris, Alabama

KEED — EUGENE — DAN WILLIAMS — #1 — OAK RIDGE BOYS
 ADDS: Statler Brothers, Alabama, T. Gibbs, C. Lane, K. Rogers, G. Morris, J. Glaser, Sierra, M. McDaniel

WSLR — AKRON — RICK CARDARELLI — #1 — OAK RIDGE BOYS
 ADDS: G. Morris, D. Allen, Alabama, S. Wariner, R. Skaggs

KXLR — LITTLE ROCK — JEFF DAVIS — #1 — OAK RIDGE BOYS
 ADDS: D. Wills, M. McDaniel, Chantilly, R. McEntire, L. Greenwood, R. Skaggs

WJRB — NASHVILLE — JANET BOZEMAN — #1 — OAK RIDGE BOYS
 ADDS: Alabama, L. Greenwood, J. Glaser, C. Hunley

SINGLES REVIEWS

OUT OF THE BOX



BARBARA MANDRELL (MCA 52258)
One Of A Kind Pair Of Fools (2:42) (Warner-Tamerlane Pub. Corp./Three Ships Music/Warner Bros. Music/Sweet Harmony Music — BMI/ASCAP) (R.C. Bannon, J. Bettis) (Producer: T. Collins)

Lead guitar licks and full use of strings spin around Mandrell's usual crossover vocal style in this second single from her new album, "Spun Gold." The card-playing allusion of the title is not carried through. The "pair of fools" refers to two women who are being misled by the same man, a classic situation in a pedestrian lyric.

SYLVIA (RCA PB 13589)

The Boy Gets Around (3:27) (Tom Collins Music Corp. — BMI) (R. Fleming, D. Morgan) (Producer: T. Collins)

Standout percussion keeps the beat aimed toward the dance floor, which should help Sylvia get around to pop, country and jukebox play again. Sure to be a hit with urban cowboys and dancehall groupies.



FEATURE PICKS

THE KENDALLS (Mercury 814 195-7)
Movin' Train (3:06) (Blbo Music Publ. c/o Welk Music Group/Chappell Music — ASCAP) (T. Rocco, C. Black) (Producer: B. Mevis)

EDDIE RABBITT (Warner Bros. 7-29512)
You Put The Beat In My Heart (3:09) (DebDave Music Music, Inc./Briarpatch Music — BMI) (D. Pfrimmer, R. Giles) (Producer: D. Malloy)

CHANTILLY (F & L 527)
Have I Got A Heart For You (2:27) (April Music — ASCAP/Blackwood Music — BMI) (K. Stegall, M. Morrow) (Producers: L. Morton, D. Morgan)

BOBBY G. RICE (Audiograph AG 469)
Alaska (2:58) (Gold Gresh Music — BMI) (D. East) (Producer: C. Fields)

JOHNNY CASH (Columbia 38-04060)
I'm Ragged But I'm Right (2:39) (Song Of Cash, Inc. — ASCAP) (Adapted by J. Cash) (Producer: B. Ahern)

JOHN SCHNEIDER (Scotti Brothers ZS4 04064)
If You Believe (3:15) (Karle Lee Music — ASCAP) (M. Stanton) (Producer: M. Stanton)

CEDAR CREEK (Moon Shine MS 3016)
Georgla Mules And Country Boys (House of Bryant — BMI) (Boudleaux, F. Bryant) (Producer: A. DIMantino)

NEW AND DEVELOPING



STEVE EARLE (Epic AE 1726)
Nothin' But You (2:34) (High Chaparral — ASCAP) (S. Earle) (Producers: R. Dea, P. Carter)

Earle is being given the big push to bring rockabilly back into country. This initial Epic release will do it if anything can. Earle's vocal has the requisite clipped delivery pushed through an echo chamber for authenticity. And who could resist a lyric that mentions Maybelline, the Yellow Rose of Texas and Sweet Sixteen? Play it or be square!

THE COUNTRY MIKE

SOLID GOLD COUNTRY DEBUTS — United Stations takes the lead in country network programming on Sept. 2, becoming the only company offering six hours of country programming each weekend. The United Stations distributes *The Weekly Country Music Countdown*, which draws an estimated 20 million adult listeners each week. The new series, produced by Ed Salamon, written by Rochelle Friedman and hosted by Stan Martin, will focus on both the pioneers of country music and the earlier hits of country's biggest current stars. Guests for the first month of the *Solid Gold Country* are: **Johnny Paycheck** (Sept. 2-4), **Brenda Lee** (Sept. 9-11), **Jim Ed Brown & the Browns** (Sept. 16-18), **Dottie West** (Sept. 23-25) and **Roy Clark** (Sept. 30-Oct. 2). In addition to the *Countdown* and *Solid Gold* regularly scheduled programs, the company has a series of holiday specials called the *Country Six Pack*.



TILLIS AND THE POSTER CHILD — Here's a pic of the poster radio disc jockeys have been waiting for. It's Mel Tillis and his "Cowboy's Dream," *Playboy* model/centerfold Kimberly McArthur. Our guess is this one could set a record for longevity on radio studio walls across the country. Bet the rock jocks wish they could program Tillis for a change.

It took nine months for **KXY 96 FM** and **KXY AM Stereo (KOCY)** to produce the #1 country combo in Arbitron ratings for adults 25-49 in Oklahoma City. KXY 96 is on a new 1,250-foot tower with 100,000 watts, and KXY AM (KOCY) has become the first and only AM stereo radio station in the state of Oklahoma. Even discounting the numbers of the AMer, KXY 96 took the top of the adults 25-49 ratings in both country and overall quarter-hour listeners. The stations switched from an AOR format (FM) and "Music of Your Life" (AM) in June 1982 to begin the ascent to the top of the Spring Arbitron.

SPORTS AROUND THE COUNTRY — Summertime brings out the sports fans and several country radio stations are using sports to build their listenership. **98MZQ** (the #1 country station in our nation's capital) recently hosted one of the largest RCA-sanctioned rodeos on the East Coast. The second annual Budweiser Stampede, a weekend with three days of action-packed championship rodeo events plus amusement rides and over 100 exhibitors, was held at the Prince George's Equestrian Center in Upper Marlboro, Md. Special events included a magician, a charity dunking booth and a visit from **Rick Dempsey** of the Baltimore Orioles. MZQ had a booth where fans could pick up special rodeo buttons and MZQ bumper stickers. **Johnny Paycheck** headlined the live evening entertainment... In Memphis, **WMC 79** raised \$3,700 for the Memphis Heart Fund at the eighth annual WMC Heart Fund Open Golf Tournament. The station has been in 10 charity softball games throughout the Mid-South so far this summer. Their last game against the Shrine Clowns raised \$6,000 for the Shrine Activities Fund. The 79ers have six more charity softball games to go, including co-sponsorship of the Miller High Life Softball Marathon for Easter Seals. The 79ers will field a team for the Marathon, as well... **KSON-AM/FM** in San Diego is bringing a country concert in to follow the Padres'

(continued on page 30)

PROGRAMMERS PICKS

Ken Johnson	WYRK/ Buffalo	Gully — The Statler Brothers — Mercury/PolyGram
Randy Rowley	WNWN/ Coldwater	The Boy Gets Around — Sylvia — RCA
Jay Davls	KCJB/ Minot	Lonely But Only For You — Sissy Spacek — Atlantic/America
Coyote Calhoun	WAMZ/ Louisville	High Cost Of Leaving — Exile — Epic
Tom Edwards	KUGN/ Eugene	Midnight Fire — Steve Wariner — RCA
Stan Davls	WVAM/ Altoona	Anybody Else's Heart But Mine — Terri Gibbs — MCA
Dave Hensley	WMTZ/ Augusta	The Man In The Mirror — Jim Glaser — Noble Vision
Gary Briggs	WPTR/ Albany	Stroker's Theme — The Charlie Daniels Band — Epic
Duncan Stewart	WDLW/ Boston	Baby I Lied — Deborah Allen — RCA
Rhubarb Jones	WLWI/ Montgomery	Somebody's Gonna Love You — Lee Greenwood — MCA
Brian Ringo	KNOE/ Monroe	Stranger At My Door — Juice Newton — Capitol
Rene Cloukey	WFST/ Caribou	The Man In The Mirror — Jim Glaser — Noble Vision
John Dunaway	WPAP/ Panama City	Baby I Lied — Deborah Allen — RCA
John Hart	WUSY/ Chattanooga	Why Do We Want What We Know We Can't Have — Reba McEntire — Mercury/PolyGram
Bob Mlnnch	WHUM/ Reading	Lady Down On Love — Alabama — RCA



ARTY DECO — The Quincy Jones-headed Qwest Records label recently signed the group Deco, which is now in a Los Angeles studio completing its debut album, "Fresh Idea," which is also the name of the first single from the album. The project is being guided by producer Ollie Brown, with Jones serving as executive producer. The group features former members of Switch, including Zane Giles and Phillip Ingram (brother of Qwest artist James Ingram who is also preparing release of an LP for the company). Pictured at the signing are (l-r): Jones; Brown; Giles and Ingram of Deco; and Ed Eckstine, executive vice president, Qwest.

THE RHYTHM SECTION

RICK WANTS SOME MTV — Well, actually he was just advertising his upcoming Los Angeles concert at the Universal Amphitheatre, Aug. 19, but the point couldn't be missed that **Rick James** and his record company, Motown, would like to see this iconoclastic funkier on the Warner Amex MTV network. Oh, excuse me. Haven't you seen the ad that says, "You've never seen this man on MTV, you may never see this man on MTV, but you can see him at the Universal Amphitheatre Aug. 19." If you haven't been getting your dose of MTV, you've missed this piece of ironic camp. According to **Phil Caston**, international manager and video production overseer at Motown, "Rick has obviously expressed his feelings, which are exclusive of Motown, but the marketing department believed that this would be a good idea to center the ad around." Caston said that although the company is still evaluating the viability of video promotion for its artists, Motown believed that having James on MTV would have impact on an audience that James has been trying to reach. But Caston noted that the ad, which employs animated footage of James' newly released "Cold Blooded" LP cover (he's shooting a video on that song) and clips from his "Throwin' Down" video, "was strictly to let people know that you hadn't seen Rick James on MTV, but that you could see him at that concert — nothing more, nothing less." Caston added, though, "everybody needs a laugh now and then."

THE PREZ'S HOUSE — Another artist joins the Reagan Camp. And I do mean camp. That's what you get from Supply Side Records' **Jlm Gossett** as President **Ronald Reagan** on the single "White House," musically a send up of **The Commodores'** mid-'70s hit, "Brick House." "It's a White House. My fancy Nancy just letting the rich hang out. Trickle down, trickle down, trickle down now . . ." Well, I'm sure you get the jest, er, gist of the record.

GAINING VISIBILITY — Former **Five Stairsteps** family member **Clarence Burke** is back with his **Invisible Man's Band** for a jaunty "Sunday Afternoon" on **Alex Masucci's** newly opened Move 'N' Groove Records label. This is the third time around for Burke and Masucci, who began their professional relationship on the Mango Records dancer "All Night Thing." That song was no mild success and after leaving Mango, Burke, the Invisible Man and Masucci joined again on **Nell Bogart's** Boardwalk Entertainment Company label. "Really Want To See You" did not repeat the success of "All Night Thing," and both Burke and Masucci then collaborated for Move 'N' Groove's debut single Glad to "see" Burke and the Invisible Man's Band back in the fray.

TALENT IN 'CRISIS' — Singer **Rhett Hughes** is set to release a 12-inch single on **Aria Records** titled "Crisis." Her debut release for the label, "Angel Man," a tribute to New York City's Guardian Angels citizen protection group, was a top dance track a year ago. Hughes is shooting a video to support release of "Crisis" and she is also preparing a series of personal appearances to coincide with distribution of the record. The songstress is also currently appearing in the Broadway hit musical *Dreamgirls* and will soon join the cast of the musical *Amen Corners* opening in Washington D.C. Sept. 15 and set for Broadway in mid-November.

ON THE ROAD AGAIN — **Natalie Cole** is certainly making good her professional comeback from illness and a languishing career as her personal appearances seem to be growing more bountiful. Prior to her Sept. 6 gig at the Fairmont Hotel Venetian Room in San Francisco with **Tina Turner**, Cole will re-join **Lou Rawls** in concert during a two-week engagement in the High Sierra Theatre of **Del Webb's** Sahara Tahoe, Aug. 23-Sept. 5 . . . **The Crusaders** are winding down their 18-date tour of Japan, which started last July in Tokyo. Crusaders **Joe Sample** and **Wilton Felder** were joined on the tour by percussionist **Hector Andrade**, **Ndugu** on drums, **Barry Finnerty** on guitar, **Tim Landers** on bass, **David T. Walker** on guitar and **Larry Graham** as special featured vocalist. The duo is to return to the States to finish work on an MCA LP (their 47th) "Ghetto Blaster."

SHORT CUTS — Shanachle Records has just released a 12-inch 45 RPM single featuring the **I Threes** in their U.S. debut, titled "Music For The World" b/w "Many Are Called." The I Threes, famed solo artists as well as the backing vocalists for **Bob Marley and the Wailers**, is comprised of **Rita Marley**, **Judy Mowatt** and **Marcia Griffiths** . . . **KMJQ/Houston** news and public affairs director **De Ann Collins** was selected by Epic Records to do a special interview with **Michael Jackson** at the star's Encino, Calif. home. The interview will be featured on radio stations nationwide courtesy of Epic . . . "I Like It Wet" is the debut single from **Aqua People** on newly formed Spider Records. Based in Los Angeles, the label is operated by promotion veteran **Spider Harrison** . . . **Andrae Crouch**, **Joe Cocker** and **Glen Campbell** are slated to perform at the two-hour TV tribute to **Ray Charles'** 40 anniversary in the music business. **Quincy Jones**, **Barbara Mandrell** and **Johnny Mathis** are set as tributors during the event, set for mid-August taping.

michael martinez

TOP 75 ALBUMS

		Weeks On Chart	8/13	Chart		Weeks On Chart	8/13	Chart
1	THRILLER MICHAEL JACKSON (Epic QE 38112)	1	35		40	LIFE (IS SO STRANGE) WAR (RCA AFL1-4598)	45	5
2	VISIONS GLADYS KNIGHT & THE PIPS (Columbia FC 38205)	2	14		41	MODERN HEART CHAMPAIGN (Columbia FC 38284)	38	22
3	BETWEEN THE SHEETS THE ISLEY BROTHERS (T-Neck/CBS FZ 18674)	3	12		42	SERGIO MENDES (A&M SP-4937)	43	13
4	SHE WORKS HARD FOR THE MONEY DONNA SUMMER (Mercury/PolyGram 812 265-1 M-1)	4	6		43	BOTTOM'S UP THE CHI-LITES (LARC LR 8103)	34	15
5	WE ARE ONE MAZE featuring FRANKIE BEVERLY (Capitol ST-12262)	5	15		44	NONA NONA HENDRYX (RCA AFL1-4585)	50	20
6	GET IT RIGHT ARETHA FRANKLIN (Arista AL8-8019)	7	5		45	THE RHYTHM & THE BLUES ZZ HILL (Malaco MAL 7411)	47	37
7	IN YOUR EYES GEORGE BENSON (Warner Bros. 9 60216-1)	6	10		46	SOMETHING NEW NEW HORIZONS (Columbia FC 38709)	44	6
8	JUICY FRUIT MTUME (Epic FE 38588)	8	14		47	A LADY IN THE STREET DENISE LaSALLE (Malaco 7412)	51	19
9	THE LOOK SHALAMAR (Solar/Elektra 9 80239)	14	3		48	KISSING TO BE CLEVER CULTURE CLUB (Virgin/Epic ARE 38398)	55	25
10	"ROSS" DIANA ROSS (RCA AFL 1-4677)	11	6		49	STEVE ARRINGTON'S HALL OF FAME (Atlantic 7 80049-1)	46	25
11	LOVE FOR LOVE THE WHISPERS (Solar/Elektra 9 60216-1)	9	21		50	PARTY TIME? KURTIS BLOW (Mercury/PolyGram 812 757-1 M-1)	58	2
12	NO PARKING ON THE DANCE FLOOR MIDNIGHT STAR (Solar/Elektra 9 60241)	12	8		51	IS THIS THE FUTURE? FATBACK (Spring/PolyGram SP-1-6738)	53	20
13	FLASHDANCE ORIGINAL SOUNDTRACK (Casablanca/PolyGram 811 492-1 M-1)	10	16		52	SATURDAY NIGHT OLIVER CHEATHAM (MCA-5410)	35	8
14	FOREVER BY YOUR SIDE THE MANHATTANS (Columbia FC 38600)	17	4		53	INSIDE LOOKIN' OUT JUNIOR (Mercury/PolyGram 812 325-1 M-1)	41	7
15	MARY JANE GIRLS (Gordy/Motown 6040GL)	15	15		54	BACK TO BASICS THE REDDINGS (Believe In A Dream/CBS FZ 38690)	60	2
16	ON THE RISE THE S.O.S. BAND (Tabu/CBS FZ 38697)	18	4		55	MUSIC "D" TRAIN (Prelude PRL 14109-0898)	56	12
17	I'M SO PROUD DENIECE WILLIAMS (Columbia FC 38622)	16	12		56	IT'S SO DELICIOUS STARPOINT (Boardwalk NB-33266-1)	48	9
18	WHEN WILL I SEE YOU AGAIN THE O'JAYS (Philadelphia Int'l/CBS FZ 38518)	13	8		57	RISE RENE & ANGELA (Capitol ST-12267)	84	12
19	STAY WITH ME TONIGHT JEFFREY OSBORNE (A&M SP-4940)	30	2		58	LET'S DANCE DAVID BOWIE (EMI America SO-17093)	61	14
20	ALL THIS LOVE DeBARGE (Motown 6012G)	19	43		59	TELL MR. BLAND BOBBY BLAND (MCA-5425)	57	8
21	CANDY GIRL NEW EDITION (Streetwise SWRL 3301)	21	6		60	MEET THE STONE CITY BAND, OUT FROM THE SHADOW STONE CITY BAND (Gordy/Motown 6042GL)	—	1
22	JARREAU (Warner Bros. 9 23801-1)	22	19		61	CONFRONTATION BOB MARLEY & THE WAILERS (Island/Atco 90085-1)	66	10
23	SHINE ON ME ONE WAY (MCA-5428)	26	5		62	COMPUTER GAMES GEORGE CLINTON (Capitol ST-12246)	49	38
24	1999 PRINCE (Warner Bros. 9 23720-1F)	20	40		63	LAST NIGHT A D.J. SAVED MY LIFE INDEEP (Sound of New York SNY 1201)	63	10
25	SIXTEEN STACY LATTISAW (Cotillion/Atco 7 90106-1)	32	3		64	BLUES 'N' JAZZ B.B. KING (MCA-5413)	67	11
26	UNTOUCHABLES LAKE SIDE (Solar/Elektra 9 60204-1)	24	15		65	FASCINATION THE HUMAN LEAGUE (Virgin/A&M SP-12501)	71	2
27	KASHIF (Arista AL 9620)	29	21		66	BET CHA SAY THAT TO ALL THE GIRLS SISTER SLEDGE (Cotillion/Atco 7 90089-1)	65	15
28	KILLER ON THE RAMPAGE EDDY GRANT (Ice/Portrait B6R 38554)	23	17		67	CONVERSATIONS BRASS CONSTRUCTION (Capitol ST-12268)	59	14
29	GODDESS OF LOVE PHYLLIS HYMAN (Arista AL 8-8021)	27	11		68	GROOVE PATROL HIGH INERGY (Gordy/Motown 6041GL)	72	9
30	LOST IN SPACE JONZUN CREW (Tommy Boy TBLP 1001)	31	16		69	POWERLIGHT EARTH, WIND & FIRE (Columbia TC 38367)	54	25
31	BORN TO LOVE PEABO BRYSON & ROBERTA FLACK (Capitol ST-12284)	52	2		70	25 #1 HITS FROM 25 YEARS VARIOUS ARTISTS (Motown 5-308ML2)	82	12
32	TOO TOUGH ANGELA BOFILL (Arista AL 9616)	25	31		71	TOUCH THE SKY SMOKEY ROBINSON (Tama/Motown 6030TL)	70	30
33	LIONEL RICHIE (Motown 6007ML)	28	45		72	JOHNNY GILL (Cotillion/Atco 7 90103-1)	73	7
34	THE SONGSTRESS ANITA BAKER (Beverly Glen BG 10002)	36	7		73	H2O DARYL HALL & JOHN OATES (RCA AFL1-4348)	68	35
35	MR. NICE GUY RONNIE LAWS (Capitol ST-12261)	40	3		74	EDDIE MURPHY (Columbia FC 38180)	—	1
36	YOU AND I O'BRYAN (Capitol ST-12256)	33	25		75	STYLE CAMEO (Atlanta Artists/PolyGram 811 072-1 M-1)	89	18
37	SKYYLIGHT SKYY (Salsoul/RCA SA 8562)	37	4					
38	FINIS FINIS HENDERSON (Motown 8036ML)	42	4					
39	VICTORY LARRY GRAHAM (Warner Bros. 9 23878-1)	39	5					

ZAPP IS LOCKED UP.



SERGE IS BREAKING OUT.



"I Can Make You Dance" is a nationwide smash. It's the latest from Zapp, and the first single from Zapp III.



ZAPP III 1/4-9-23873
Featuring "I Can Make You Dance"
7-29553

Now available on record, cassette and in the 6x12 cassette package, which includes liner notes and special graphics at no additional cost.

Produced by Roger Troutman
Co-Produced by Zapp Troutman and Billy Beck

"Out In The Night" is the debut single from Serge Ponsar. Already breaking R&B and Dance, it's the lead cut from an album of broad appeal, Back To The Light.



SERGE PONSAR
Back To The Light 1/4-23914
Featuring "Out In The Night"
7"-7-29580
12"-0-20124

Produced by Thirteen Stars Music, Inc.
Executive Producer: Ruby Merjan
Mixed and Edited by John Luongo



WARNER BROS. RECORDS. WE'VE GOT THE KEY.

TOP 100 BLACK CONTEMPORARY SINGLES

August 20, 1983

	Weeks On	Chart		Weeks On	Chart		Weeks On	Chart
	8/13			8/13			8/13	
1 SHE WORKS HARD FOR THE MONEY DONNA SUMMER (Mercury/PolyGram 812 370-7)	1	12	34 TONIGHT I GIVE IN ANGELA BOFILL (Ariste AS 1060)	23	16	67 I'M SO PROUD DENIECE WILLIAMS (Columbia 38-04037)	73	2
2 FREAK-A-ZOID MIDNIGHT STAR (Soler/Elektra 7-69828)	3	11	35 SKIP TO MY LOU FINIS HENDERSON (Motown 1669)	38	10	68 SPREAD YOUR LOVE EARTH, WIND & FIRE (Columbia 38-04002)	71	4
3 CRAZY MANHATTANS (Columbia 38-03939)	4	10	36 PARTY TIME KURTIS BLOW (Mercury/PolyGram 812 687-7)	41	7	69 GET DOWN SATURDAY NIGHT OLIVER CHEATHAM (MCA-52198)	39	14
4 GET IT RIGHT ARETHA FRANKLIN (Ariste ASI-9034)	8	7	37 YOU BROUGHT THE SUNSHINE (INTO MY LIFE) THE CLARK SISTERS (Westbound/Elektra 7-69810)	46	5	70 BAD BOY SKYY (Selsoul/RCA S7 7057)	30	10
5 JUST BE GOOD TO ME THE S.O.S. BAND (Tebu/CBS ZS4 03955)	11	8	38 YOU'RE NUMBER ONE (IN MY BOOK) GLADYS KNIGHT & THE PIPS (Columbia 38-04033)	57	4	71 COMMUNICATION BREAKDOWN JUNIOR (Mercury/PolyGram 812 397-7)	34	11
6 HOW DO YOU KEEP THE MUSIC PLAYING JAMES INGRAM AND PATTI AUSTIN (Owest/Werner Bros. 7-29618)	7	15	39 ALL NIGHT LONG MARY JANE GIRLS (Gordy/Motown 1690GF)	53	5	72 SLOW MOVIN' CAMEO (Atlantic Artists/PolyGram 814 077-7)	—	1
7 DEAD GIVEAWAY SHALAMAR (Soler/Elektra 7-69819)	9	8	40 TURN THE MUSIC UP LAKESIDE (Soler/Elektra 7-69816)	42	8	73 NASTY ROCK GARRETT'S CREW (Clockwork 80913)	80	3
8 DON'T YOU GET SO MAD JEFFREY OSBORNE (A&M 2561)	10	6	41 ON THE LINE G.T. (A&M 2554)	43	8	74 THE CROWN GARY BYRD & THE G.B. EXPERIENCE (Wondirection/Motown 4507WGB)	81	3
9 COLD BLOODED RICK JAMES (Gordy/Motown 1687GF)	14	5	42 BLAME IT ON LOVE SMOKEY ROBINSON & BARBARA MITCHELL (Temple/Motown 1684)	49	7	75 BABY I WILL MICHAEL LOVESMITH (Motown 1685)	70	6
10 JUICY FRUIT MTUME (Epic 34-03578)	2	20	43 (KEEP FEELING) FASCINATION THE HUMAN LEAGUE (A&M 2547)	45	9	76 RIDING THE TIGER PHYLLIS HYMAN (Ariste ASI-9023)	29	13
11 INSIDE LOVE (SO PERSONAL) GEORGE BENSON (Werner Bros. 7-29649)	6	14	44 BET'CHA GONNA NEED MY LOVIN' LA TOYA JACKSON (LARC LR-81025)	48	4	77 SAN SAY HIROSHIMA (Epic 34-03921)	79	3
12 BOOGIE DOWN JARREAU (Werner Bros. 7-29624)	5	12	45 CRAZY DAZE MOTIVATION (De-Lite/PolyGram DE 827)	47	7	78 I'LL TUMBLE 4 YA CULTURE CLUB (Epic 34-03912)	86	2
13 CHOOSEY LOVER THE ISLEY BROTHERS (T-Neck/CBS ZS4 03994)	17	7	46 SMALL TOWN LOVER CHERI (21/PolyGram T1-109)	51	6	79 LET YOUR BODY ROCK CHAMPAIGN (Columbia 38-04013)	87	2
14 PIECES OF ICE DIANA ROSS (RCA PB-13549)	18	8	47 I.O.U. FREEEZ (Streetwise SWRL 2210)	52	5	80 STREET JUSTICE THE RAKE (Profile 7024)	88	2
15 FLASHDANCE... WHAT A FEELING IRENE CARA (Ceseblence/PolyGram 811 440-7)	12	15	48 WE ARE THE JONZUN CREW THE JONZUN CREW (Tommy Boy TB-834-7)	50	7	81 JUST LIKE ALL THE REST THELMA HOUSTON (MCA-52239)	89	2
16 TONIGHT I CELEBRATE MY LOVE PEABO BRYSON/ROBERTA FLACK (Capitol B-5242)	21	7	49 AIN'T NOBODY RUFUS AND CHAKA KHAN (Werner Bros. 7-29555)	54	3	82 DO IT AGAIN (MEDLEY WITH BILLIE JEAN) CLUB HOUSE (Atlantic 7-89795)	90	2
17 WANNA BE STARTIN' SOMETHIN' MICHAEL JACKSON (Epic 34-03914)	13	12	50 (YOU'RE A) GOOD GIRL LILLO (Capitol B-5245)	58	5	83 DON'T BE SO SERIOUS STARPOINT (Elektra 7-60292)	40	15
18 ALL THIS LOVE DeBARGE (Gordy/Motown 1660)	15	18	51 TRANSFORMATION NONA HENDRYX (RCA PB-13559)	56	6	84 TRUE SPANDAU BALLET (Chryselis/CBS VS4 42720)	—	1
19 LOVE IS THE KEY MAZE FEATURING FRANKIE BEVERLY (Capitol B-5221)	16	18	52 NEVER LET YOU DOWN MAZE FEATURING FRANKIE BEVERLY (Capitol B-5255)	60	3	85 LIFE (IS SO STRANGE) WAR (RCA PB-13544)	74	9
20 I CAN MAKE YOU DANCE (PART 1) ZAPP (Werner Bros. 7-29553)	25	4	53 I KNOW PHILIP BAILEY (Columbia 38-03968)	62	3	86 GARDEN PARTY HERB ALPERT (A&M 2562)	—	1
21 ROCKIT HERBIE HANCOCK (Columbia 38-04054)	36	5	54 LADY LOVE ME (ONE MORE TIME) GEORGE BENSON (Werner Bros. 7-29563)	65	3	87 STOP AND GO DAVID GRANT (Chryselis/CBS VS4 42712)	—	1
22 KEEP ON LOVIN' ME WHISPERS (Soler/Elektra 7-69827)	20	15	55 LOVE ME TONIGHT ATTITUDE (Atlantic/RFC 7-89823)	59	7	88 GENTLE FIRE WILTON FELDER (MCA-52238)	—	1
23 MIRACLES STACY LATTISAW (Cotillion/Atco 7-99855)	27	8	56 HUMAN NATURE MICHAEL JACKSON (Epic 34-04026)	67	3	89 ANGEL ANITA BAKER (Beverly Glen BG-2010)	—	1
24 PARTY TRAIN THE GAP BAND (Total Experience/PolyGram TE 8209)	37	2	57 JAM ON REVENGE (THE WIKKI-WIKKI SONG) NEWCLEUS (Sunnyview SUN 408)	64	3	90 PARTY RIGHT HERE DAZZ BAND (Motown 1680MF)	72	5
25 HIGH-RISE ASHFORD & SIMPSON (Capitol B-5250)	33	5	58 FOR YOU L.T.D. (Montage MV 908)	63	5	91 BAD MOTOR SCOOTER THE CHI-LITES (LARC LB-81023)	77	11
26 IS THIS THE END NEW EDITION (Streetwise SWRL 1111)	31	6	59 KEEP GIVING ME LOVE "D" TRAIN (Prelude PRL 8084)	61	6	92 IT'S YOU I LOVE PAMELA NIVENS (Sun Valley 8A01)	55	8
27 IT'S LIKE THAT RUN D.M.C. (Profile 7019)	28	12	60 STOP DOGGIN' ME AROUND KLIQUE (MCA-52250)	76	2	93 YOUR THING IS YOUR THING NEW HORIZONS (Columbia 38-03887)	78	13
28 ELECTRIC AVENUE EDDY GRANT (Ice/Portrait CBS 37-03793)	22	21	61 PILOT ERROR STEPHANIE MILLS (Ceseblence/PolyGram 814 142-7)	—	1	94 STONE LOVE KASHIF (Ariste ASI-9033)	84	12
29 IN THE GROOVE RONNIE LAWS (Capitol B-5241)	32	9	62 TOO MUCH MISTER NATALIE COLE (Epic 34-04000)	66	4	95 GOTTA BROKEN HEART AGAIN DEBRA HURD (Geffen 7-29581)	68	5
30 SAVE THE OVERTIME (FOR ME) GLADYS KNIGHT & THE PIPS (Columbia 38-03761)	19	20	63 LOOKING AT MIDNIGHT IMAGINATION (Elektra 7-69815)	69	4	96 THE HAUNTED HOUSE OF ROCK WHODINI (Jive/Ariste JSI-9031)	85	9
31 SHINE ON ME ONE WAY (MCA-52228)	35	9	64 BETWEEN THE SHEETS THE ISLEY BROTHERS (T-Neck/CBS ZS4 03797)	26	20	97 IS THIS THE FUTURE? FATBACK (Spring SPR-3032)	83	9
32 DO WHAT YOU FEEL DENIECE WILLIAMS (Columbia 38-03807)	24	18	65 ALL OVER YOUR FACE RONNIE DYSON (Cotillion/Atco 7-99841)	—	1	98 SUPER LOVE JOHNNY GILL (Cotillion/Atco 7-99859)	91	11
33 DO IT AGAIN (MEDLEY WITH BILLIE JEAN) SLINGSHOT (Quality QUS 044)	44	4	66 HELP YOURSELF TO MY LOVE KASHIF (Ariste ASI 9063)	75	3	99 YOU AND I O'BRYAN (Capitol B-5224)	82	15
						100 WEAK AT THE KNEES STEVE ARRINGTON'S HALL OF FAME (Atlantic 7-89831)	94	13

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

Ain't Nobody (Overdue — ASCAP)	49	Freak-A-Zoid (Hip-Trip/Midstar — BMI)	2	BMI)	59	ASCAP/BMI)	72
All Night Long (Stone City — ASCAP)	39	Garden Party (Carbert — BMI)	86	Keep On Lovin' (L.F.S. III/Spectrum VII — ASCAP)	22	Small Town Lover (Hygroton/PRO — Canada)	46
All Over Your Face (Family Prod./Floopus — BMI)	65	Gently Fire (Four Knights — BMI)	88	Lady Love Me (Hudmar — ASCAP/Newton House — BMI)	54	Spread Your Love (Seggflir/Modern American/Zarcom — ASCAP)	68
All This Love (Jobete — ASCAP)	18	Get Down (Perk's/Duchess/MCA — BMI)	69	Let Your Body Rock (Walkin'/Auteur — BMI)	79	Stone Love (Music Corp. of America/The New Music Group/Kashif — BMI)	94
Angel (Beverly Glen/Spaced Hands — BMI)	89	Get It Right (Uncle Ronnie's/April/Thriller Miller — ASCAP)	4	Life (Far Out — ASCAP)	85	Stop And Go (Solid/D.J.A./Samusic — Unknown)	87
Baby I Will (Jobete — ASCAP)	75	Good Girl (Bush Burnin' — ASCAP)	50	Looking At Midnight (Red Bus — Int'l Ltd.)	63	Stop Doggin' Me (Lena — SESAC)	60
Bad Boy (Alligator — ASCAP)	70	Gotta Broken Heart (Ecnirp — BMI)	95	Love Is The Key (Amazement — BMI)	19	Street Justice (Protoons/Blette Gottlieb — ASCAP)	80
Bad Motor Scooter (Unichappell/Angelshell — BMI)	91	Help Yourself (Burnin' Bush — ASCAP)	66	Love Me Tonight (Science Lab — ASCAP)	55	Super Love (Perren-Vibes — ASCAP/Bull Pen — BMI)	98
Be'tcha Gonna Need (Amirful/Lindee — ASCAP)	44	High-Rise (Nick-O-Val — ASCAP)	25	Miracles (Rare Blue — ASCAP)	23	The Crown (Jobete/Black Bull — ASCAP)	74
Between The Sheets (April/Bovine — ASCAP)	64	How Do You Keep (WB — ASCAP)	6	Nasty Rock (Laurard/Pidgeon Toe — BMI)	73	Tonight I Celebrate (Almo/Prince Street/Screen Gems EMI — BMI/ASCAP)	16
Blame It On Love (Chardax — BMI)	42	Human Nature (Porcara/John Bettis — ASCAP)	56	Never Let You Down (Amazement — BMI)	52	Tonight I Give In (Blue Harbor/Christel Glen/Koppelman-Bandler/Nurk Twins — BMI)	34
Boogie Down (Aljarreau — BMI/See This House — ASCAP)	12	I.O.U. (Shakin' Baker — BMI)	47	On The Line (Irving — BMI)	41	Too Much Mister (Yanclettoones/Beby Love — ASCAP)	62
Choosey Lover (Bovina — ASCAP)	13	I'll Tumble 4 Ya (Virgin — ASCAP/Adm. by Cheppell)	78	Party Right Here (Jobete/Ujime/Three Go — ASCAP)	90	Transformation (Eat Your Heart Out — BMI/Joan Tone — CAPAC)	51
Cold Blooded (Stone City — ASCAP)	9	I'm So Proud (Warner-Tamerlane — BMI)	67	Party Time (Neutral Gray/Original JB/Fancy Footworks — ASCAP)	36	True (Reformation, Ltd. — ASCAP)	84
Communication Breakdown (Junior/SeMusic/PRS/Colegms-EMI — ASCAP)	71	I Can Make You (Troutman's — BMI)	20	Party Train (Total Experience — BMI)	24	Turn The Music Up (Circle L — ASCAP)	40
Crazy (Mighty M/Anderson/Williams — ASCAP)	3	I Know (Back Mac/Ruzam — BMI)	53	Pieces Of Ice (WB/Jamm/Bibo — ASCAP)	14	Wanna Be Startin' (Mijac — BMI)	17
Crazy Daze (Delightful — BMI)	45	In The Groove (Slap Shot/Mighty Methieson — BMI)	29	Pilot Error (Edwin Ellis/Koppelman-Bandler/Nurk Twins — BMI)	61	We Are The Jonzun Crew (T-Boy/Boston Int'l — ASCAP)	48
Dead Giveaway (Spectrum VII & L.F.S. III — ASCAP)	7	Inside Love (Music Corp./Kashif — BMI)	11	Riding The Tiger (Gratitude Sky — ASCAP/Pologrounds — BMI)	76	Weak At The Knees (Konglather — BMI)	100
Do It Again (MCA/Red Giant — ASCAP/Mijec/Werner-Tamerlane — BMI)	33,82	Is This The End? (Boston Int'l/Streetsounds — ASCAP)	26	Rockit (Hancock/OAO — BMI)	21	You And I (Jobete/Black Bull — ASCAP)	99
Do What You Feel (Deniece Williams — Columbia 38-03807)	24	Is This The Future? (Sign Of The Twins/Fired-Up — ASCAP)	97	San Say (Little Tiger — ASCAP)	77	You Brought The (Bridgeport — BMI)	37
Don't You Get (Almo/March 9/Gravily Reincoat — ASCAP/Haymaker — BMI)	8	It's Like That (Protoons/Rush-Groove — ASCAP)	27	Save The Overtime (Richer/Cheppell/Bub's — ASCAP/Jin-Ken/Irving/Lijesrika — BMI)	30	You're Number One (Richer/Cheppell — ASCAP/Mr. Dapper/Unichappell — BMI)	38
Electric Avenue (Greenheart — ASCAP)	28	It's You I Love (Simmons Family — ASCAP)	92	She Works Hard (Sweet Summer Night/See This House — ASCAP)	1	Your Thing Is (Troutman's — BMI)	93
Fascination (Virgin/Chappell/Sound Diegrams/WB — ASCAP)	43	Jam On Revenge (Wicked Stepmother/Weedot — ASCAP)	57	Shine On Me (Perk's/Duchess (MCA) — BMI)	31		
Flashdance (Chappell/Famous/GMPC/Carub/Alcor — ASCAP)	15	Juicy Fruit (Mtume — BMI)	10	Skip To My Lou (Rustomatic/Steel-Chest — ASCAP)	35		
For You (Council Rock/Blue Amberoce — BMI)	58	Just Be Good (Flyte Tyme/Avent Garde (Almo) — ASCAP)	5	Slow Movin' (All Seeing Eye/Cameo Five —			

MOST ADDED SINGLES

- PILOT ERROR — STEPHANIE MILLS — CASABLANCA/POLYGRAM**
WYLD, WPAL, WPLZ, WIGO, WRAP, KSOL, OK100, KUKQ, KDAY, WEDR, WGIV, KOKA, WOKB, WDAS, V103, WRBD, WKYS
- ALL OVER YOUR FACE — RONNIE DYSON — COTILLION/ATCO**
WGPR, WPAL, WRAP, OK100, KGFJ, WBMX, WGIV, WOKB, WILD, WUFO, WWDM, WSOK, WZEN
- STOP DOGGIN' ME AROUND — KLIQUE — MCA**
WGPR, WLE, WPLZ, KSOL, WOKB, WDAS, V103, WRBD, WUFO, WKYS, KDKO, WZEN
- I KNOW — PHILIP BAILEY — COLUMBIA**
WGPR, KSOL, OK100, WJLB, KUKQ, KGFJ, WEDR, WOKB, WILD, WRBD, WWDM, WAMO
- PARTY TRAIN — THE GAP BAND — TOTAL EXPERIENCE/POLYGRAM**
WYLD, WPLZ, KUKQ, WLUM, WGIV, WOKB, WLOU, WAMO, KDKO, WZEN
- SLOW MOVIN' — CAMEO — ATLANTA ARTISTS/POLYGRAM**
WLE, WAIL, WPAL, WATV, WRAP, WNHC, WBMX, WGIV, WOKB
- AIN'T NOBODY — RUFUS AND CHAKA KHAN — WARNER BROS.**
WAIL, WRKS, WPLZ, WJMO, WEDR, WOKB, WUFO, WZEN

MOST ADDED ALBUMS

- BORN TO LOVE — PEABO BRYSON & ROBERTA FLACK — CAPITOL**
WGPR, WPAL, OK100, KGFJ, KDAY, WEDR, WDAS, WILD, WRBD, WZEN
- STAY WITH ME TONIGHT — JEFFREY OSBORNE — A&M**
WYLD, WDMT, KUKQ, WEDR, WOKB, WSOK, WKYS, KDKO
- MOTIVATION — DE-LITE/POLYGRAM**
WLE, WPAL, WTLC, WEDR

UP AND COMING

- TALK TO ME — LEW KIRTON — BELIEVE IN A DREAM/CBS
WHAT'S SHE GOT — LIQUID GOLD — CRITIQUE
CLEAR — CYBOTRON — FANTASY
CHEAP THRILLS — PLANET PATROL — TOMMY BOY

BLACK RADIO HIGHLIGHTS

V103 — ATLANTA — SCOTT ANDREWS, PD

HOTS: New Edition, A. Franklin, Rufus & C. Khan, S. Lattisaw, Michael Jackson, Gap Band, R. James, Zapp, Taco, G. Knight & The Pips, One Way, Isley Brothers, Toto, H. Alpert, J. Osborne, P. Bailey. ADDS: Spandau Ballet, The Flxx, N.Y.C. Peech Boys, S. Mills, Klique, L. Kirton, G.C. Cameron, M. Wycoff, Electric Dread, J.W. Wade, Cybotron.

WIGO — ATLANTA — MIKE ROBERTS, PD — #1 — NEW EDITION

HOTS: Run D.M.C., Midnight Star, Whodini, S.O.S. Band, Manhattans, Isley Brothers, S. Lattisaw, The Reddings, Zapp. ADDS: S. Mills, G. Benson, Newcleus, Clark Sisters, Attitude.

WILD — BOSTON — ELROY SMITH, PD — #1 — FREEEZ

JUMPS: 6 To 3 — New Edition, 8 To 5 — S.O.S. Band, 10 To 6 — Isley Brothers, 11 To 7 — Clark Sisters, 14 To 8 — R. James, 15 To 10 — J. Osborne, 17 To 11 — P. Bryson/R. Flack, 18 To 14 — Mary Jane Girls, 22 To 16 — Slingshot, 24 To 17 — H. Hancock, 27 To 18 — Rufus & C. Khan, 25 To 22 — "D" Train, 28 To 23 — Michael Jackson, Ex To 24 — Shalamar, Ex To 25 — O'Jays, Ex To 29 — Liquid Gold, Ex To 30 — Champagn. ADDS: Serge, Imagination, R. Dyson, P. Bailey. LP ADDS: S.O.S. Band, Manhattans, P. Bryson/R. Flack, Shalamar.

WBMX — CHICAGO — LEE MICHAELS, PD — #1 — D. SUMMER

HOTS: A. Franklin, Run D.M.C., Freeez, F. Henderson, Fatback, A. Bofill, Human League, Manhattans, S.O.S. Band, J. Osborne, Shalamar, Isley Brothers, Lakeside, One Way, D. Ross, Cargo, Clark Sisters, Cheri, G. Byrd, P. Bryson/R. Flack, S. Lites, R. James, Garrett's Crew, H. Hancock, Club House, Slingshot. ADDS: L. Kirton, Whispers, Ozone, R. Dyson, Cameo, Electric Dread, Kashif, Unique. LP ADDS: R. Laws, Spyro Gyra, Hiroshima, E. Gale, B. Gardner, New Edition.

WGCI — CHICAGO — RICHARD PEGUE, PD — #1 — CLARK SISTERS

HOTS: G. Knight & The Pips, D. Summer, Freeez, S.O.S. Band, G. Byrd, R. James, Midnight Star, A. Franklin, F. Henderson, A. Baker, Maze, S. Arrington, Michael Jackson, Isley Brothers, O'Bryan, One Way, Club House, Slingshot, Run D.M.C., Manhattans, Mary Jane Girls, Rene & Angela, New Horizons, H. Hancock. ADDS: L. Kirton, Monyaka, Unique, East-West Band.

WCIN — CINCINNATI — FRANK BAILEY, MD — #1 — J. OSBORNE

HOTS: S.O.S. Band, D. Ross, R. Laws, A. Franklin, One Way, Shock, G. Jones, War, P. Bryson/R. Flack, Lillo, S. Lattisaw, M. Lovesmith. ADDS: Planet Patrol, Cybotron, N. Cole, S. Christopher, Weather Girls, L. Kirton, J. Gill, Wuf Ticket, B. Russell, Whispers, A. Baker, Unique, B. Randolph, Rumpel-stilt-skin, Electric Dread.

WDMT — CLEVELAND — BOBBY MAGIC, PD — #1 — NEW EDITION

HOTS: A. Franklin, M. Sembello, S.O.S. Band, J. Osborne, Isley Brothers, S. Arrington, R. Laws, Midnight Star, Zapp, R. James, Michael Jackson, Newcleus, Slingshot, P. Bryson/R. Flack, S. Lattisaw, D. Summer, Shalamar, L.T.D., H. Hancock, One Way. ADDS: F. Grace & Rhinestone, Ashford & Simpson, Robinson & Mitchell, Mary Jane Girls. LP ADDS: J. Osborne, Kashif, Cameo, Police, War, Mary Jane girls.

WJMO — CLEVELAND — ERIC STONE, PD — #1 — MANHATTANS

HOTS: P. Hyman, R. Laws, Fatback, J. Osborne, S.O.S. Band, Maze, A. Franklin, Shalamar, Ashford & Simpson. ADDS: Liquid Gold, Slingshot, Rufus & C. Khan, Planet Patrol, Cybotron, S. Christopher, Weather Girls.

WGPR-FM — DETROIT — JOE SPENCER, PD — #1 — MIDNIGHT STAR

HOTS: D. Summer, Manhattans, S.O.S. Band, J. Osborne, R. James, Maze, Zapp, Rufus & C. Khan, A. Franklin. ADDS: A. Baker, P. Bailey, Whispers, Klique, H. Hancock, Spandau Ballet, Eurythmics, M. Joseph, Rumpel-stilt-skin, Cybotron, R. Dyson. LP ADDS: K. Blow, Reddings, P. Bryson/R. Flack.

WJLB — DETROIT — J. MICHAEL MCKAY, MD

HOTS: Isley Brothers, Mary Jane Girls, Freeez, Midnight Star, G. Knight & The Pips, S.O.S. Band, R. James, A. Franklin, Manhattans, Run D.M.C. ADDS: N. Hendryx, Lillo, Cheri, P. Bailey, Maze, Kashif.

KDAY — LOS ANGELES — JACK PATTERSON, PD — #1 — R. JAMES

HOTS: Manhattans, Sexual Harassment, D. Summer, Run D.M.C., New Horizons, Madness, Midnight Star, Imagination, A. Franklin. ADDS: S. Mills, Freeez, Spandau Ballet, T. Houston, Slim, L. Jackson, Home Boy & C.O.L., The Rake. LP ADDS: Shalamar, Spandau Ballet, P. Bryson/R. Flack, M. Scott, Serge, R. James.

KGFJ — LOS ANGELES — GEORGE MOORE — #1 — D. SUMMER

HOTS: A. Franklin, Manhattans, New Horizons, Midnight Star, One Way, H. Hancock, Shalamar,

S.O.S. Band, G.T. ADDS: J. Gill, K. Blow, Sugar Hill Gang, Third World, P. Bailey, R. Dyson, Slingshot, Kashif. LP ADDS: J. Taylor, P. Bryson/R. Flack, Junior.

WDIA — MEMPHIS — BOBBY O'DAY, PD

HOTS: A. Franklin, D. Summer, Isley Brothers, J. Osborne, Midnight Star, S.O.S. Band, S. Lattisaw, Clark Sisters, New Edition, Reddings, R. James, Zapp, G. Knight & The Pips. ADDS: G. Benson, J.W. Wade, L. Kirton, Jonzun Crew, Freeez, Imagination, B.B. King.

WLUM — MILWAUKEE — RICK GUZMAN, PD — #1 — S.O.S. BAND

HOTS: Michael Jackson, D. Summer, Midnight Star, A. Franklin, E. Grant, One Way, Skyy, J. Osborne, R. James, M. Sembello, S. Lattisaw, Police, D. Ross, Zapp, New Horizons, Taco, Shalamar, Human League, Manhattans, Whispers. ADDS: Ashford & Simpson, B. Joel, Gap Band, Freeez, Slingshot, G. Knight & the Pips, N. Hendryx, New Edition, F. Henderson.

WYLD-FM — NEW ORLEANS — BRUTE BAILEY, PD — #1 — F. HENDERSON

HOTS: B. Williams, Midnight Star, Skyy, A. Franklin, D. Ross, Michael Jackson, Cheri, H. Hancock, Isley Brothers, J. Osborne, Ashford & Simpson, S.O.S. Band, W. Jackson, A. Baker, Clark Sisters, R. James, Motivation, Rufus & C. Khan, R. Dyson, Spandau Ballet. ADDS: Ritchie Family, Unique, Whispers, Gap Band, S. Mills, Cybotron, L. Kirton, N.Y.C. Peech Boys. LP ADDS: J. Osborne, A. Baker.

WRKS — NEW YORK — BARRY MAYO, PD — #1 — S. MENDES

JUMPS: 16 To 4 — Mary Jane Girls, 20 To 6 — S.O.S. Band, 14 To 11 — S. Lattisaw, 18 To 14 — H. Hancock, 30 To 19 — Isley Brothers, 24 To 21 — Manhattans, 26 To 23 — Lee Prentiss, Ex To 26 — P. Bryson/R. Flack, Ex To 28 — J. Osborne, Ex To 30 — C. Bank. ADDS: N. Hendryx, Lillo, Rufus & C. Khan, Collage, M. Wycoff.

WDAS-FM — PHILADELPHIA — JOE TAMBURRO, PD — #1 — H. HANCOCK

HOTS: Freeez, Midnight Star, Shalamar, Manhattans, D. Ross, J. Osborne, R. James, A. Franklin, D. Summer, Zapp, R. Laws, P. Bryson/R. Flack, Ashford & Simpson, Rufus & C. Khan, Con Funk Shun, G.T., S.O.S. Band, Cashmere, "D" Train, Mary Jane Girls. ADDS: J. Gill, M. Brown, Electric Mind, Klique, S. Mills, N.Y.C. Peech Boys, Lady M., Electric Dread, A. Berti, Fritz, Lakeside. LP ADDS: P. Hyman, P. Bryson/R. Flack.

WAMO — PITTSBURGH — J.C. FLOYD — #1 — S.O.S. BAND

JUMPS: 12 To 5 — Isley Brothers, 13 To 8 — A. Franklin, 17 To 9 — R. James, 19 To 11 — One Way, 23 To 19 — R. Laws, 39 To 20 — Rufus & C. Khan, 37 To 21 — G. Knight & The Pips, 28 To 25 — Clark Sisters, 29 To 26 — Mary Jane Girls, 31 To 27 — War, 38 To 28 — G. Benson, 32 To 29 — Ashford & Simpson, 33 To 30 — Lillo, 35 To 31 — K. Blow, 40 To 35 — Whispers, Ex To 38 — Attitude, Ex To 39 — Newcleus. ADDS: Cybotron, Slingshot, Freeez.

KSOL — SAN FRANCISCO — MARVIN ROBINSON, PD — #1 — D. SUMMER

HOTS: Midnight Star, Manhattans, Shalamar, A. Franklin, S.O.S. Band, Human League, D. Ross, R. James, J. Osborne. ADDS: P. Bailey, S. Mills, Klique, S. Christopher, M. Stewart, Weather Girls. LP ADDS: Shalamar, R. Laws.

KOKA — SHREVEPORT — B.B. DAVIS, PD — #1 — D. SUMMER

HOTS: G. Knight & The Pips, Midnight Star, Manhattans, A. Franklin, New Edition, S.O.S. Band, J. Osborne, Shalamar, One Way, D. Ross, Hiroshima, D. Hurd, N. Cole, L. Jackson, Reddings, Motivation, Slingshot, K. Blow, P. Bryson/R. Flack. ADDS: Garrett's Crew, Ashford & Simpson, M. Stewart, S. Robinson/B. Mitchell, Mary Jane Girls, Freeez, T. Houston, J.W. Wade, D. Williams, S. Mills.

OK100 — WASHINGTON, D.C. — JON TURK, MD — #1 — D. SUMMER

HOTS: Michael Jackson, G. Benson, Manhattans, J. Osborne, G. Knight & The Pips, A. Franklin, Ashford & Simpson, D. Ross, Motivation, S.O.S. Band, D. Hurd, Gap Band, P. Bryson/R. Flack, "D" Train, One Way, Cheri, Lakeside, Slingshot, H. Hancock, N. Hendryx, S. Lattisaw, Shalamar, Lillo. ADDS: S. Mills, E. Edwards, D. Grant, P. Bailey, R. Dyson, Lady M., Newcleus, Garrett's Crew. LP ADDS: P. Bryson/R. Flack, Klique.

WKYS — WASHINGTON, D.C. — DONNIE SIMPSON, PD — #1 — D. SUMMER

HOTS: K. Blow, Midnight Star, S.O.S. Band, R. James, H. Hancock, Michael Jackson, N. Hendryx, I. Cara, A. Franklin, S. Lattisaw, J. Ingram/P. Austin, O'Bryan, S. Mendes, Manhattans, Mtume, Isley Brothers, J. Osborne, A. Jarreau, Shalamar. ADDS: Eurythmics, Experience, Unltd., S. Mills, Klique. LP ADDS: J. Osborne.



"ALL OVER YOUR FACE"

The Smash Single From

RONNIE DYSON DEBUT 65

The Top 100 Black Contemporary Singles

From The Forthcoming LP

"BRAND NEW DAY"

90119

Produced by Butch Ingram for Family Productions in Association with Omni Records

On Cotillion Records and Cassettes
A Division of Atlantic Recording Corporation



Buddy Allen Management



MCA TABS BRIGHTON MUSIC — MCA Music recently entered a co-publishing pact with Roger Davies' Brighton Music. The first act under the agreement is the Ravyns, which record for Davies' RDM Records, distributed by MCA Records. Pictured at the signing are (l-r): Burt Berman, attorney for Davies; Jon Stone, director, creative services, MCA Music; Davies; Leeds Levy, president, MCA Music; Rick Shoemaker, vice president, MCA Music.

Recent Comedy LPs Create Interest In Neglected Field

(continued from page 21)

White North," and said that a big promotional tie-in with MGM/UA for the upcoming soundtrack to the movie *Strange Brew* — *The Adventures of Bob & Doug* would include, of course, beer can openers.

On a much smaller scale, but equally impressive nonetheless, is Fatima Records' success with a cast recording of the Los Angeles comic Pee Wee Herman's long-running show at the Roxy, which was the basis for the child-like comedian's HBO special. According to Fatima president Tito Larriva, who is also head of the L.A.-based spaghetti western band The Plugz, the

label sold out its thousand copies in a month, which is remarkable considering the \$25 price tag, \$50 for an autographed copy. He said the price was high because the disc was emblazoned with a silkscreened painting of Herman.

As with Fatima, Rhino Records has had much success in its packaging of its comedy and novelty product, including a recently released Three Stooges picture disc and bat-shaped "Horror Rock Classics, Vol. 2"

Although comedy product does not have the ready access to radio or video outlets enjoyed by music product, these avenues of exposure are not being overlooked. PolyGram's vice president of marketing/product development Rick Bleiweiss, whose computer album project with Steve Allen led to the recently released pair of Allen's "Funny Fone Calls" volumes, noted that Robin Williams' brief "Elmer Fudd Sings Bruce Springsteen" received video play on MTV, as well as airplay on college and AOR stations. Laff Records Drozen also stated the importance of airplay in regard to the Skip Stephenson LP and claimed to be on 160 stations as well as on airplane audio programming.

However, Drozen added that it was sometimes necessary to buy radio time in order to get radio exposure for comedy product. "We put in excerpts of the records in our radio ads and sometimes have to include bleeps," he explained. "But the bleeps are often funnier than the deleted words."

Warren/Hansteen Management Bows In New York

LOS ANGELES — Biff Warren and Erik Hansten have combined their personal management companies to form Warren/Hansteen Management. Mr. Warren, who formed Warren Management in New York over a year ago after a decade-long career as an actor and production executive working in theater, television and film, will head up the New York office of the new company. Mr. Hansteen, who worked with Barry Krost Management before opening HMG Management, is slated to handle the West Coast office duties.

The Beverly Hills office of Warren/Hansteen Management is at 9601 Wilshire Boulevard, Suite 800, Beverly Hills, California, and can be reached by phone at 213/271-5666. The Manhattan office is at 47 West 68th Street, Suite 5F, New York City, NY and can be called by dialing 212/874-3322.

ASCAP Names 2nd Nissim Award Winners

NEW YORK — Donald Grantham and Rhian Samuel have been named the winners of the second annual American Society of Composers, Authors and Publishers (ASCAP)-Rudolf Nissim Composer Competition and will share the \$5,000 award equally. Composer Grantham, who is associate professor of composition and theory at the University of Texas in Austin, won for his entry "Duendecitos," while Samuel, who is on the faculty of the St. Louis Conservatory of Music, won for her "La Belle Dame Sans Mercei."

The winning entries were chosen from 175 orchestral works meeting the eligibility requirement of never having been performed professionally. The ASCAP Foundation, which funds the competition, will make supplementary funds available to a major symphony orchestra to help enable professional premieres of the awarded works.

Rudolf Nissim managed ASCAP's foreign foundation for almost 40 years up until his death in 1978. He left much of his estate to the foundation.

Important Distributors Opens Seattle Office

LOS ANGELES — Important Record Distributors, Inc. has opened a Pacific Northwest office in Seattle. The branch will be led by Terry McGibbon, who will be responsible for overseeing all sales and promotion for all Important and Relativity Records product.

McGibbon formerly worked with Picwick and WEA Distribution in Seattle. He will be based at the new office at the following address: 2927 36th Avenue South, Seattle, Wash. He can be reached by phone at (206) 722-8060.

WHAT'S IN-STORE

(continued from page 17)

WEA branch manager and three members of his marketing staff, with each winner also allowed to bring a guest. Contest criteria include best overall efforts in market coverage, display/product placement in prime store locations, display creativity and consumer impact, most effective in-store use of merchandising materials and overall account participation. Speaking of merchandise materials, besides a variety of posters and streamers and other more or less typical merch aides, a mechanical cardboard duck rocker boom box in the "Duck Rock" album cover is also available. The zany Item lights up and is being used by some merchants as a genuine sound source by placing a cassette player or radio inside or behind it.

'GET JAZZED' HELPS JAZZ — Oscar Fields, vice president of sales and marketing, black music, at Warner Bros., reports that the just-ended two-week, two-shot "Get Jazzed" national impact program caused some 20,000 album re-orders valued from \$100,000 to \$135,000. The promotion featured the Yellowjackets' "Mirage A Trois," Larry Carlton's "Friends," Pat Metheny's "Travels," Ralph Towner's "Blue Sun," Jack DeJohnette's "Inflation Blues" and Lester Bowie's "All The Magic," and allowed retailers two orders from WEA during the campaign at a 10% discount. Rickie Lee Jones' "Girl At Her Volcano" was ineligible for discount but was included in both advertising and merchandising, the latter including a 24" x 36" poster featuring all the artists. In addition, in-store airplay and visibility contests were held in nine major markets, and special radio spots were made up, including two artists per spot. The promotion was designed to exploit strong releases, as well as the increased public awareness of jazz, especially during the summer season of corporate sponsored jazz festivals. Fields now hopes that two or three similar retail programs will be instituted annually.

jim bessman

THE COUNTRY MIKE

(continued from page 25)

Sept. 11 game against the visiting Cincinnati Reds. The concert caps off the team's season finale with performances by the Charlie Daniels Band and Juice Newton. The game and concert will give San Diego fans their last chance to see the legendary Johnny Bench in a Reds uniform. Rumor has it that Bench and possibly Eric Show and Tim Flannery may take the stage at the concert to prove there's more to a baseball player than his contract and his brawn. KSON also expects Kurt Bevaqua, whom the station described as "the Padres' resident country music mavin and practical joker extraordinaire" to find a way to get into the act. Already Garvey, Bevaqua and Flannery are heard on recorded promos and 20th Anniversary salutes for KSON. The AMer is adding Kellen Winslow, "the NFL's premier tight end," and sportscaster Jerry Gross to the station line-up for a daily sports show. Those who follow the horses are kept up-to-date with the *Daily Del Mar Wrap Up* hosted by track publicist and former jockey Ken Church.

lee stevens

Juanita Butler is on vacation this week. She will return with the Country Mike column next week.

COUNTRY COLUMN

(continued from page 23)

TWO HOUR TV SPECIALS — While Ray Charles is taping his special on the West Coast Aug. 16 and 17, Janie Fricke will be taping on the Third Coast. The Charles' special has been tentatively titled *Ray Charles 'A Man And His Soul' Fortieth Anniversary*. Confirmed guests are Quincy Jones, Sarah Vaughan, Joe Cocker, Glen Campbell and Andre Crouch. Tentative guests are Marvin Gaye, Dionne Warwick, Kim Carnes and George Jones. (Please, Lord, let us hear a duet from Charles and Jones!) Fricke's guests for *Janie Fricke: You Ought To Be In Pictures* will be Lynn Anderson, Alabama, Ruth Buzzi, Johnny Duncan, Roger Miller, Ray Stevens and Conway Twitty. Both specials will be syndicated by Multi-Media Prods., the Fricke taping in Nashville's Tennessee Performing Arts Center will be in association with Jim Owens Entertainment.

THE EASY LIFE OF THE TRAVELING ARTIST — We all know just how plush it is on the road for the name acts, right? We can picture them with the hot tub in the rear of the bus, having grapes peeled by thinly clad groupies, right? Ask Ronnie Prophet what it's like. On the eleventh day of a recent 13-day Canadian tour, the housing and differential on his personalized Econoline dropped to the ground when the left rear axle broke. The rear dual wheels passed the vehicle that bass player Wilson Roberts was wrestling to a halt. The truck was left in Wa Wa, Ontario. (I swear!) The final two dates were played, then Prophet drove a U-Haul back to Wa Wa (I swear!) to babysit the truck until parts arrived. It took five days. Always one to put his time to good use, Prophet indulged himself with fishing and golf while waiting. He also entertained at a party which a local hotel owner threw for area baseball teams. Maybe Econoline will read the item about Kahal and Ovation and . . .

CONGRATULATIONS — Kathy Hyland is now Assistant Regional Director of the American Guild of Authors and Composers (AGAC) in Nashville. Hyland will now organize all of the guild's local activities, work with current members and increase the visibility of AGAC in Nashville. When AGAC opened its Music Row office little more than a year ago, it had 40 members. Membership has more than doubled, with a Nashville contingent of over 100 and several hundred more in the Southeast region. John D. and Susan Loudermilk signed Marjohn Wilkin ("One Day At A Time") as the first Nashville member when they began organizing out of their home. lee stevens

Stones Items Up For Bid At Rock Auction

LOS ANGELES — Two coveted items submitted by the Rolling Stones and the Stones' Keith Richards will be part of the booty on the block at the Sotheby Parke Bernet's annual Rock 'N' Roll Memorabilia Auction to be held in London Sept. 1.

The Stones are submitting the lotus-

shaped stage designed by Robin Wagner and Jules Fisher for the group's 1975 tour of America and the 1976 European tour. Another item is being submitted by Richards, who is putting up for bid a vintage 1950 Pontiac Chieftain convertible he purchased in the mid-'50s.

INTERNATIONAL DATELINE

Canada

TORONTO — **The Police** Picnic '83 treated fans to a superb and most unusual musical feast. Responding to a heroes welcome, The Police put on a magnificent performance for over 30,000 devoted fans. The chemistry was just right, but that's hardly surprising since Toronto has been a hotbed of Police activity for several years now. In fact it was local promoters **The Garys** who gave the band its first break in North America. As hosts of the event, The Police kicked off the final set with "Synchronicity" from the latest album and then paraded out a seemingly endless string of hits. The unusual twist to the evening was provided by the mixed cross-section of acts. There was something for everyone. Local band **Blue Peter** opened up, followed by **The Flxx** with its new music approach. Then the program changed direction radically with **King Sunny Ade** and his **African Beats** taking the stage to deliver one of the most joyous, danceable sets ever heard in Toronto. King Sunny was followed by everybody's #1 soul brother, **James Brown**. Brown had trouble at first with the young, new wavish crowd, but his hard work paid off as he got them to their feet before leaving. Brown was a last-minute replacement for **Simple Minds**, who had to cancel. Next was **Peter Tosh**, who turned in another of his legendary powerful, hypnotic reggae shows. The icing-on-the-cake at this picnic, however, was supplied by The Police who capped the concert with a set nearing two hours. Going off with no hassles and right on schedule, The Police Picnic '83 has been this summer's gem in a star-studded concert season... CBS Records Canada recently announced the resignations of **Rick Aaronson**, vice president of business affairs and administration; **Graham Powers**, vice president of marketing; and **Brad Welr** director of national promotion. They will be leaving CBS to form their own company, which will provide management and consulting services to the music industry. To replace them, **Don Oates**, vice president, sales, will be vice president, sales and marketing; **Jack Robertson, Sr.**, vice president, operations, will take over business affairs in the interim; and **Art Graham** will become director of national promotion. **Jan plater**

Japan

TOKYO — Sales for record and tapes in Japan during June this year revealed a downward trend consistent with last year's June trend, according to figures from the Japan Phonograph Record Assn. (JPRA). The JPRA reported that total sales of both discs and prerecorded tapes during June generated 21.5 billion yen (\$93.4 million), down three percent and seven percent, respectively, from the prior month and the same month last year. Disc volume totaled

11.1 million units, drops of 16% and five percent, respectively, from the previous month and the same period last year. Dollar-wise, gross sales for records brought in 11.9 billion yen (\$51.8 million), down nine percent and 10%, respectively, from the previous month and the same month last year. Prerecorded tape unit volume, on the other hand, was 7.1 million units, up seven percent over the prior month, but down three percent from the same month in 1982. Money, however, was up five percent to 9.6 billion yen (\$41.6 million) over the previous month but was down three percent from the previous year.

By invitation of Watanabe Music Prods., **Jazz At The Philharmonic (JATP)**, a group of jazz musicians from the U.S., will be here this fall holding a series of concerts for the first time in 30 years. Dates will be in Tokyo, Yokohama, Osaka and Nagoya from Oct. 12-21. **kozo otsuka**

United Kingdom

LONDON — **Culture Club** has announced that **Helen Terry**, the girl singer featured prominently on the group's recent hit, "Church of the Poisoned Mind," has become a permanent member of the lineup. She will be showcased strongly on the band's upcoming Virgin album, "Colour By Numbers," due for release in October, and she will be subsequently recording some songs as a solo performer. She has previously worked in film animation and admits she is totally untrained musically but has recently done vocal arrangements for **Jimmy The Moover**.

KajaGooGoo has announced the departure of its lead singer **Limahl** over musical differences. **Nick Beggs** will now take over as lead singer. Limahl plans to launch his solo career with a self-penned Christmas single, produced by one of the few successful female producers, **Anne Dudley**, who co-wrote "Buffalo Gals" with **Malcolm McLaren** and **Trevor Horn**.

Marc and The Mambas, who now seem to have superseded **Soft Cell** in **Marc Almond's** order of priorities, released their second album on Aug. 12 through Phonogram. Titled "Torment and Toreros," its a double album selling at the price of a single album. The 18 tracks include a re-working of **The Walker Brothers** standard "In My Room" and the **Rogers and Hammerstein** classic, "Beat Out That Rhythm On Drum," which is featured in the film **Carmen Jones**.

Richard Branson's Virgin empire continues to grow. Ten years after the formation of Virgin Records, he has announced the launch of a new label 10 Records. It will be headed by **Richard Griffiths**, who will also continue in his present position as managing director of Virgin Music. The first product by as yet unnamed artists is due in mid-September. **chrissey illey**

Parachute Club's 'Rise Up' Single Lands On Target With Canadian Radio

by Jan Plater

TORONTO — One of the most pleasant surprises of the summer has been the debut of a new Toronto band, The Parachute Club, which literally dropped in out of the blue with its debut album on Current Records, distributed worldwide by RCA and seemed to have landed on target with it. Released in early July, the album took off "out of the box" and "Rise Up" quickly became the most added single on both AM and FM audio across Canada.

The album, featuring danceable Latin rhythms with interesting blends of electronic overlays and some intelligent lyrics, is scheduled to be released in the U.S. by Aug. 15, with Europe to follow sometime in mid-September. The band will also tour the U.S. this fall and then probably head to Europe in December.

The early success of The Parachute Club is even more noteworthy in view of the fact that the whole project came together in less than six months from start to release. A spontaneous outgrowth of Toronto's new music scene, the band was hastily assembled by its co-leaders Billy Bryans and Lorraine Sogato "to play a few dates and have some fun." Bryans explained that both his and Lorraine's bands weren't working enough to keep them really busy so they formed The Parachute Club to fill the void. From there, a chance meeting with Current Records' Gerry Young got the ball rolling.

Spotting them in an afterhours club in Toronto, Young immediately approached them and offered to sign them to his label. "After hearing them play 'Rise Up,' I knew that song was great and had potential," he said, "and if they could write one song of that quality, they could write more. I thought we had a winner, and we did."

However, it wasn't quite that easy, and it took a few more weeks before the band was signed. The musicians were a bit skeptical and leery of anyone just walking in off the streets and offering them a contract. "We thought he was out to con us or something," said Bryans. "We'd just been together for a little while, still living to just remember the songs and get the music down. We had to check him out." Young checked out and had them in the studio six weeks later.

The quick success enjoyed by The Parachute Club is somewhat paralleled by that of Current Records. The company was formed in November of 1982 by Young in partnership with Joe Fodor and Brian Keevil, with the intent of finding and developing new talent, particularly in Canada. "Current Records," Young said, "stands for modern music. We're looking for solid progressive programming with an international commercial potential."

No novice to the music industry, Young was promotions manager for PolyGram Canada Inc., up until December 1981, when he left to devote his time to managing Martha and the Muffins. Since then, that band has settled down to become firmly established in Canada, the U.S. and Europe with four albums selling well and being well received critically.

When Young undertook managing Martha and the Muffins, he felt it would take time for the band to build credibility for itself as more than just a 'one hit' outfit based on the success of "Echo Beach." His long-term faith in the band has paid off although at one point in 1981, he had to sell his cottage just to keep the band going.

U.K. Charts Drop Nolans Single

by Chrissy Illey

LONDON — New controversy arose this week over marketing practices affecting the charts. This time the use of fan clubs for "target marketing" resulted in the removal from the chart of the newly released Nolans' single "Dressed To Kill."

U.K. chart compilers Gallup made the decision to remove the single because of an Epic marketing campaign involving the Nolans fan club in which members were circulated with details of an exclusive of a free Nolans poster if they bought the single the week of release in specific record shops.

The list of 100 record shops throughout the country had the Epic logo in the bottom corner, and after comparing the list with the chart panel shops Gallup informed the British Phonographic Industry that the single would be taken out of the chart because of a "clear breach of the code of conduct."

This incident highlights the need for reviewing such marketing campaigns which could give certain records unfair advantages in the chart's sample shops.

Last week the BPI Council meeting decided that the problem must be solved by a newly constituted chart committee consisting of BPI director general John Deacon, BPI legal adviser Patrick Isherwood, representatives of the BBC and Music and Video Week, and when necessary Gallup.

The committee will look into target marketing and general availability of special offers. CBS managing director Paul Russell disputed that the Nolans record should have been taken out of the chart, claiming that special offers to fan clubs have been made for "one thousand years," and redemption has to be arranged in selected shops. He views this as less bad than making offers generally available to the public with limited availability in the trade.

INTERNATIONAL BESTSELLERS

Italy

TOP TEN 45s

- 1 **Vamos A La Playa** — M&J Rigueira — CGD
- 2 **I Like Chopin** — Gazebo — Baby
- 3 **Juliet** — Robin Gibb — PolyGram/Polydor
- 4 **Every Breath You Take** — Police — CBS/A&M
- 5 **Amore Disperato** — Nada — EMI
- 6 **Billie Jean** — Michael Jackson — CBS/Epic
- 7 **Io Ho Te** — Rettore — CGD
- 8 **You Don't Have To Say You Love Me** — Wall Street Crash — Panarecord/Magnet
- 9 **Do You Really Want To Hurt Me** — Culture Club — Virgin
- 10 **Not The Loving Kind** — Twins — Fonit Cetra

TOP TEN LPs

- 1 **Synchronicity** — Police — CBS/A&M
- 2 **1983** — Lucio Dalla — RCA
- 3 **Calore** — Renato Zero — RCA/Zerolandia
- 4 **Kermesse** — various artists — WEA
- 5 **Guccini** — Francesco Guccini — EMI
- 6 **Milano-Madrid** — Miguel Bose — CBS
- 7 **Mixage** — various artists — Baby
- 8 **20 Anni Di Juke-Box** — various artists — PolyGram
- 9 **Thriller** — Michael Jackson — CBS/Epic
- 10 **Tre** — Teresa De Sio — PolyGram/Philips

—Musica e Dischi

Japan

TOP TEN 45s

- 1 **Tameiki Rocavilly** — Masahiko Kondo — RVC
- 2 **Tantel Monogatari** — Hiroko Yakushimaru — Toshiba/EMI
- 3 **Tokio Kakeru Shojo** — Tomoyo Harada — Canyon
- 4 **Kanashily Iroyane** — Masaki Ueda — CBS/Sony
- 5 **Hatsukoi** — Kozo Murashita — CBS/Sony
- 6 **Escalation** — Nahoko Kawayi — Nippon Columbia
- 7 **Natsu Moyo** — Yoshie Kashiwabara — Nippon Phonogram
- 8 **Twilight Yuguredayori** — Akina Nakamori — Warner/Pioneer
- 9 **Aoyi Natsu No Epilogue** — Chiemi Hori — Canyon
- 10 **Boku Waracchayimasu** — Shingo Kazami — For Life

TOP TEN LPs

- 1 **Kirey!** — Southern All Stars — Victor
- 2 **Flashdance** — Soundtrack — Polystar
- 3 **Tanteyl Monogatari** — Soundtrack — Toshiba/EMI
- 4 **Melodies** — Tatsuro Yamashita — Alfa/Moon
- 5 **Breezing** — Kyoko Ili — Kyoko Koizumi — Victor
- 6 **After Midnight** — Masaki Ueda — CBS/Sony
- 7 **Burumeria No Densetsu** — Soundtrack — CBS/Sony
- 8 **Tokio Kakeru Shojo** — Soundtrack — Canyon
- 9 **Namini Kieta Love Story** — Toshiko Tawara — Canyon
- 10 **I Am A Model** — Eikichi Yazawa — Warner/Pioneer

—Cash Box of Japan

United Kingdom

TOP TEN 45s

- 1 **IOU** — Freeez — Beggar's Banquet
- 2 **Wherever I Lay My Hat (That's My House)** — Paul Young — CBS
- 3 **Give It Up** — KC & The Sunshine Band — Epic
- 4 **The Crown** — Gary Byrd & The G.B. Experience — Motown
- 5 **Club Tropicana** — Wham! — Innervision
- 6 **Double Dutch** — Malcolm McLaren — Charisma
- 7 **Wrapped Around Your Finger** — The Police — A&M
- 8 **Long Hot Summer** — The Style Council — Polydor
- 9 **Who's That Girl** — Eurythmics — RCA
- 10 **Big Log** — Robert Plant — Atlantic

TOP TEN LPs

- 1 **No Pariez** — Paul Young — CBS
- 2 **You And Me Both** — Yazoo — Mute
- 3 **Fantastic** — Wham! — Innervision
- 4 **Synchronicity** — The Police — A&M
- 5 **The Look** — Shalamar — Solar
- 6 **The Crossing** — Big Country — Mercury
- 7 **Thriller** — Michael Jackson — Epic
- 8 **The Principle Of Moments** — Robert Plant — Atlantic
- 9 **The Very Best Of The Beach Boys** — Capitol
- 10 **The Luxury Gap** — Heaven 17 — B.E.F./Virgin

—Melody Maker

CASH BOX TOP 100 ALBUMS

August 20, 1983

Title, Artist, Label, Number, Distributor	8/13	Weeks On Chart	Title, Artist, Label, Number, Distributor	8/13	Weeks On Chart	Title, Artist, Label, Number, Distributor	8/13	Weeks On Chart
1 SYNCHRONICITY THE POLICE (A&M SP-3735) RCA	8.98	1 8	36 LIVING IN OZ RICK SPRINGFIELD (RCA AFL1-4660) RCA	8.98	38 17	70 ALLIES CROSBY, STILLS & NASH (Atlantic 7 80075-1) WEA	8.98	59 8
2 THRILLER MICHAEL JACKSON (Epic OE 38112) CBS	—	2 35	37 VISIONS GLADYS KNIGHT & THE PIPS (Columbia FC 38205) CBS	8.98	40 14	71 GIRL AT HER VOLCANO RICKIE LEE JONES (Warnar Bros. 9 23805-1 B) WEA	5.99	69 8
3 FLASHDANCE ORIGINAL SOUNDTRACK (Casablanca 811 492-1 M-1) POL	9.98	3 17	38 PANCHO & LEFTY MERLE HAGGARD/WILLIE NELSON (Epic FE 37958) CBS	—	39 30	72 STAY WITH ME TONIGHT JEFFREY OSBORNE (A&M SP-4940) RCA	8.98	107 2
4 PYROMANIA DEF LEPPARD (Mercury 810 308-1 M-1) POL	8.98	4 28	39 PUNCH THE CLOCK ELVIS COSTELLO AND THE ATTRACTIONS (Columbia FC 38897) CBS	—	77 2	73 WE ARE ONE MAZE featuring FRANKIE BEVERLY (Capitol ST-12262) CAP	8.98	75 15
5 THE WILD HEART STEVIE NICKS (Modern/Atco 90084-1) WEA	8.98	5 8	40 FASTWAY (Columbia BFC 38662) CBS	—	44 13	74 JULIO JULIO IGLESIAS (Columbia FC 38640) CBS	—	73 22
6 LET'S DANCE DAVID BOWIE (EMI America SO-17093) CAP	8.98	6 17	41 TAKE ANOTHER PICTURE QUARTERFLASH (Geffan GHS 4011) WEA	8.98	29 7	75 RETURN OF THE JEDI ORIGINAL SOUNDTRACK (RSO 811 767-1 Y-1) POL	9.98	67 11
7 STAYING ALIVE ORIGINAL SOUNDTRACK (RSO 813 269-1 Y-1) POL	8.98	10 6	42 GET IT RIGHT ARETHA FRANKLIN (Arista AL8-8019) IND	8.98	50 5	76 CITY KIDS SPYRO GYRA (MCA-5431) MCA	8.98	99 3
8 KEEP IT UP LOVERBOY (Columbia OC 38703) CBS	—	7 8	43 BODY WISHES ROD STEWART (Warnar Bros. 9 23877-1) WEA	8.98	31 9	77 INFORMATION DAVE EDMUNDS (Columbia FC 38651) CBS	—	74 14
9 SHE WORKS HARD FOR THE MONEY DONNA SUMMER (Mercury 812 265-1 M-1) POL	8.98	9 6	44 THE LOOK SHALAMAR (Solar/Elaktra 9 60239) WEA	8.98	52 3	78 IV TOTO (Columbia FC 37728) CBS	—	72 71
10 CARGO MEN AT WORK (Columbia OC 38660) CBS	—	8 16	45 TEXAS FLOOD STEVIE RAY VAUGHAN (Epic BFE 38734) CBS	—	53 8	79 FIELD DAY MARSHALL CRENSHAW (Warnar Bros. 9 23873-1) WEA	8.98	71 10
11 REACH THE BEACH THE FIXX (MCA-39001) MCA	6.98	14 14	46 LAWYERS IN LOVE JACKSON BROWNE (Asylum 9 60268-1) WEA	8.98	— 1	80 PLAYS LIVE PETER GABRIEL (Gaffan 2 GHS 4012F) WEA	10.98	79 9
12 SPEAKING IN TONGUES TALKING HEADS (Sira 9 23883-1) WEA	8.98	13 9	47 KILROY WAS HERE STYX (A&M SP-3734) RCA	8.98	42 23	81 BILLY IDOL (Chrysalis FV 41402) CBS	—	66 13
13 FRONTIERS JOURNEY (Columbia OC 38504) CBS	—	12 27	48 NO PARKING ON THE DANCE FLOOR MIDNIGHT STAR (Solar/Elaktra 9 60241) WEA	8.98	56 7	82 MADNESS (Gaffan GHS 4003) WEA	8.98	76 18
14 THE PRINCIPLE OF MOMENTS ROBERT PLANT (Atlantic 7 90101-1) WEA	8.98	19 4	49 AN INNOCENT MAN BILLY JOEL (Columbia OC 38873) CBS	—	— 1	83 EVERYBODY'S ROCKIN'/NEIL & THE SHOCKING PINKS NEIL YOUNG (Gaffan GHS 4013) WEA	8.98	— 1
15 SWEET DREAMS (ARE MADE OF THIS) EURHYTHMICS (RCA AFL1-4681) RCA	8.98	18 10	50 BUSINESS AS USUAL MEN AT WORK (Columbia ARC 37987) CBS	—	41 59	84 THE DISTANCE BOB SEGER & THE SILVER BULLET BAND (Capitol ST-12254) CAP	8.98	78 32
16 DURAN DURAN (Capitol ST-12158) CAP	8.98	11 10	51 THE CLOSER YOU GET . . . ALABAMA (RCA AHL 1-4633) RCA	8.98	46 23	85 ALWAYS ON MY MIND WILLIE NELSON (Columbia FC 37951) CBS	—	83 73
17 1999 PRINCE (Warnar Bros. 9 23720-1F) WEA	10.98	15 40	52 JARREAU (Warnar Bros. 9 23801-1) WEA	8.98	51 19	86 MARY JANE GIRLS (Gordy/Motown 6040GL) MCA	8.98	90 14
18 KISSING TO BE CLEVER CULTURE CLUB (Virgin/Epic ARE 38398) CBS	—	20 38	53 LIONEL RICHIE (Motown 6007 ML) MCA	8.98	49 44	87 FOREVER BY YOUR SIDE THE MANHATTANS (Columbia FC 38600) CBS	—	93 4
19 FASCINATION THE HUMAN LEAGUE (Virgin/A&M SP-12501) RCA	8.98	21 11	54 HEADHUNTER KROKUS (Arista AL 9623) IND	8.98	45 19	88 LOVE FOR LOVE WHISPERS (Solar/Elaktra 9 60216-1) WEA	8.98	81 19
20 H₂O DARYL HALL & JOHN OATES (RCA AFL1-4383) RCA	8.98	16 43	55 SERGIO MENDES (A&M SP-4937) RCA	8.98	33 15	89 FAREWELL TOUR THE DOOBIE BROTHERS (Warnar Bros. 9 23772-1 G) WEA	11.98	100 5
21 CUTS LIKE A KNIFE BRYAN ADAMS (A&M SP-4919) RCA	8.98	17 27	56 TOO LOW FOR ZERO ELTON JOHN (Gaffan GHS 4006) WEA	8.98	57 11	90 TAKE IT TO THE LIMIT WILLIE NELSON WITH WAYLON JENNINGS (Columbia FC 38562) CBS	—	82 15
22 PIECE OF MIND IRON MAIDEN (Capitol ST-12274) CAP	8.98	23 12	57 MURMUR R.E.M. (I.R.S./A&M SP-70604) RCA	6.98	37 17	91 MAMA AFRICA PETER TOSH (EMI America SO-a7095) CAP	8.98	92 10
23 ELIMINATOR ZZ TOP (Warnar Bros. 9 23774-1) WEA	8.98	24 19	58 JUICY FRUIT MTUME (Epic FE 38588) RCA	—	47 14	92 MOUNTAIN MUSIC ALABAMA (RCA AFL1-4229) RCA	8.98	88 77
24 KILLER ON THE RAMPAGE EDDY GRANT (Ice/Portrait B6R 38554) CBS	—	22 18	59 YOU BOUGHT IT, YOU NAME IT JOE WALSH (Full Moon 9 23884-1) WEA	8.98	48 7	93 WAITING FUN BOY THREE (Chrysalis B6V 41417) CBS	—	96 4
25 ALBUM JOAN JETT & THE BLACKHEARTS (Blackhaart 5437) MCA	8.98	25 7	60 OUTSIDE INSIDE THE TUBES (Capitol ST-12260) CAP	8.98	55 20	94 GREATEST HITS AIR SUPPLY (Arista AL8-8024) IND	8.98	—
26 METAL HEALTH OUIET RIOT (Pasha VFZ 38442) CBS	—	27 20	61 LISTEN A FLOCK OF SEAGULLS (Jiva/Arista JLB-8013) IND	8.98	54 13	95 NEVER KICK A SLEEPING DOG MITCH RYDER (Riva RVL 7503) POL	8.98	97 7
27 ZEBRA (Atlantic 7 80054-1) WEA	8.98	34 19	62 OLIVIA'S GREATEST HITS VOL. 2 OLIVIA NEWTON-JOHN (MCA-5347) MCA	8.98	58 47	96 THE FINAL CUT PINK FLOYD (Columbia OC 38243) CBS	—	85 20
28 "ROSS" DIANA ROSS (RCA AFL1-4677) RCA	8.98	30 6	63 THE HURTING TEARS FOR FEARS (Mercury 811 039-1 M-1) POL	8.98	65 15	97 WHAT BECOMES A SEMI-LEGEND MOST? JOAN RIVERS (Gaffan GHS 4007) WEA	8.98	87 19
29 IN YOUR EYES GEORGE BENSON (Warnar Bros. 9 23744-1) WEA	8.98	28 10	64 HOLY DIVER DIO (Warnar Bros. 9 23836-1) WEA	8.98	64 9	98 FASTER THAN THE SPEED OF NIGHT BONNIE TYLER (Columbia BFC 38710) CBS	—	153 2
30 STATE OF CONFUSION THE KINKS (Arista AL 8-8018) IND	8.98	26 11	65 WHAMMY! THE B-52's (Warnar Bros. 9 23819-1) WEA	8.98	62 14	99 ONE NIGHT WITH A STRANGER MARTIN BRILEY (Mercury 422 810 322-1 M-1) POL	6.98	101 15
31 RHYTHM OF YOUTH MEN WITHOUT HATS (Backstreet BSR 39002) MCA	8.98	63 5	66 WHITE FEATHERS KAJAGOOGOO (EMI America ST-17094) CAP	8.98	60 12	100 KASHIF (Arista AL 9620) IND	8.98	86 20
32 WAR U2 (Island/Atco 7 90067-1) WEA	8.98	32 23	67 RIO DURAN DURAN (Harvest ST-12211) CAP	8.98	68 35			
33 SECRET MESSAGES ELO (Jat OZ 38490) CBS	—	36 6	68 ALL THIS LOVE DaBARGE (Motown 6012G) MCA	8.98	61 30			
34 AFTER EIGHT TACO (RCA PL 28520) RCA	8.98	43 7	69 JANE FONDA'S WORKOUT RECORD (Columbia CX2 38054) CBS	—	70 85			
35 BETWEEN THE SHEETS THE ISLEY BROTHERS (T-Neck FZ 18674) CBS	—	35 13						

Cash Box Top Albums/101 to 200

August 20, 1983

	Weeks On Chart	8/13	Chart
101 ON THE RISE	—	—	—
THE S.O.S. BAND (Tabu FZ 38697) CBS	111	4	
102 TRAVELS	14.98	91	10
PAT METHENY GROUP (ECM 23791-1) WEA			
103 CONFRONTATION	8.98	89	10
BOB MARLEY & THE WAILERS (Island/Atco 7 90085-1) WEA			
104 MEMORIES	—	94	31
BARBRA STREISAND (Columbia TC 37678) CBS			
105 THE KEY	8.98	80	27
JOAN ARMATRADE (A&M SP-4912) RCA			
106 PLEASURE VICTIM	6.98	98	28
BERLIN (Geffan GHS 2036) WEA			
107 SCANDAL	—	84	29
(Columbia FC 38194) CBS			
108 BRANIGAN 2	8.98	110	20
LAURA BRANIGAN (Atlantic 7 80052-1) WEA			
109 A DECADE OF HITS	—	121	6
THE CHARLIE DANIELS BAND (Epic FE 38795) CBS			
110 DIANA ROSS ANTHOLOGY	9.98	95	12
(Motown 6049ML2) MCA			
111 MR. NICE GUY	8.98	125	4
RONNIE LAWS (Capitol ST-12261) CAP			
112 NAKED EYES	8.98	114	19
(EMI America ST-17089) CAP			
113 GET LUCKY	—	112	93
LOVERBOY (Columbia FC 37838) CBS			
114 OCTOPUSSY	8.98	105	8
ORIGINAL SOUNDTRACK (A&M SP-4967) RCA			
115 I'M SO PROUD	—	103	12
DENIECE WILLIAMS (Columbia FC 38622) CBS			
116 LOW RIDE	8.98	102	17
EARL KLUGH (Capitol ST-12253) CAP			
117 CLOSE TO THE BONE	8.98	—	1
TOM TOM CLUB (Sire 9 23916) WEA			
118 THE LUXURY GAP	8.98	117	12
HEAVEN 17 (Virgin/Ariste 8-8020) IND			
119 GODDESS OF LOVE	8.98	120	10
PHYLLIS HYMAN (Ariste AL 8-8021) IND			
120 LOST IN SPACE	8.98	109	13
JONZUN CREW (Tommy Boy TBLP 1001) IND			
121 25 #1 HITS FROM 25 YEARS	9.98	113	12
VARIOUS ARTISTS (Motown 5-308ML) MCA			
122 THE GOLDEN AGE OF WIRELESS	8.98	104	21
THOMAS DOLBY (Capitol ST-12271) CAP			
123 SHINE ON ME	8.98	133	5
ONE WAY (MCA-5428) MCA			
124 WE'VE GOT TONIGHT	8.98	115	24
KENNY ROGERS (Liberty LO-51143) CAP			
125 UNTOUCHABLES	8.96	122	15
LAKESIDE (Solar/Elektra 9 60204-1) WEA			
126 ALL THE GOOD ONES ARE TAKEN	8.98	128	6
IAN HUNTER (Columbia FC 38628) CBS			
127 YOU AND ME BOTH	8.98	143	3
YAZ (Sire 9 23903-1) WEA			
128 IN OUTER SPACE	8.98	116	18
SPARKS (Atlantic 7 80055-1) WEA			
129 SNAPSHOT	8.98	108	10
SYLVIA (RCA AFL 1-4672) RCA			
130 TOO TOUGH	8.98	106	31
ANGELA BOFILL (Arista AL 9616) IND			
131 AEROBIC SHAPE-UP II	8.98	126	35
JOANIE GREGGAINS (Parade/Peter Pan PA 106) IND			
132 GET NERVOUS	8.98	131	40
PAT BENATAR (Chrysalis FV 41396) CBS			
133 COMPUTER GAMES	8.98	123	38
GEORGE CLINTON (Capitol ST-12246) CAP			
134 WHEN WILL I SEE YOU AGAIN	—	118	8
THE O'JAYS (Philadelphia Int'l FZ 385 18) CBS			
135 YOU AND I	8.98	119	25
O'BRYAN (Capitol ST-12256) CAP			

	Weeks On Chart	8/13	Chart
136 SHABOOH SHOOBAH	8.98	124	23
INXS (Atco 7 900721) WEA			
137 GREATEST HITS	8.98	130	149
KENNY ROGERS (Liberty LOO-1072) CAP			
138 ANOTHER PERFECT DAY	8.98	140	6
MOTORHEAD (Bronze/Mercury 811 365-1 M-1) POL			
139 BURNING	—	139	7
SHOOTING STAR (Virgin/Epic BFE 38683) CBS			
140 SOMEBODY'S GONNA LOVE YOU	8.98	142	16
LEE GREENWOOD (MCA 5403) MCA			
141 BORN TO LOVE	8.98	—	1
PEABO BRYSON & ROBERTA FLACK (Capitol ST-12284) CAP			
142 THE GETAWAY	8.98	137	24
CHRIS DeBURGH (A&M SP-4929) RCA			
143 PRIVATE COLLECTION	8.98	155	3
JON AND VANGELIS (Polydor 813 174-1 Y-1) POL			
144 FORTUNE 410	8.98	145	7
DONNIE IRIS (MCA-5427) MCA			
145 TOUGHER THAN LEATHER	—	129	23
WILLIE NELSON (Columbia OC 38248) CBS			
146 DRASTIC MEASURES	—	—	1
KANSAS (CBS Associated OZ 38733) CBS			
147 THE NET	8.98	127	11
LITTLE RIVER BAND (Capitol ST-12273) CAP			
148 SIOGO	8.98	132	10
BLACKFOOT (Atco 7 90080-1) WEA			
149 BUILT FOR SPEED	8.98	147	61
STRAY CATS (EMI America ST-17070) CAP			
150 CHARLIE	8.98	152	5
(Mirage/Atco 7 90098-1) WEA			
151 MODERN HEART	8.98	146	22
CHAMPAIGN (Columbia FC 38284) CBS			
152 ROMAN HOLIDAY	8.98	162	2
(Jive/Arista JLM5-8086) IND			
153 CANDY GIRL	8.98	159	5
NEW EDITION (Straetwisa SWRL 3301) IND			
154 EDDIE MURPHY	—	178	2
(Columbia FC 38180) CBS			
155 PRIDE	8.98	157	16
ROBERT PALMER (Island Atco 7 90065-1) WEA			
156 DEEP SEA SKIVING	8.98	141	19
BANANARAMA (London 810 102-1 R-1) POL			
157 BELLA DONNA	6.98	161	4
STEVIE NICKS (Modern/Atco MR 38-139) WEA			
158 WILLIE NELSON'S GREATEST HITS (AND SOME THAT WILL BE)	—	150	101
WILLIE NELSON (Columbia KC 237542) CBS			
159 STEVE ARRINGTON'S HALL OF FAME	8.98	134	24
(Atlantic 7 80049-1) WEA			
160 HIGH & DRY	8.98	166	8
DEF LEPPARD (Mercury SRM-1-4021) POL			
161 THE HIGH ROAD	5.99	135	21
ROXY MUSIC (Werner Bros. 9 23808-1B) WEA			
162 KEYED UP	8.98	138	17
RONNIE MILSAP (RCA AFL 1-4670) RCA			
163 WITH SYMPATHY	6.98	158	12
MINISTRY (Ariste AL 6608) IND			
164 SYNCHRO SYSTEM	8.98	169	3
KING SUNNY ADE AND HIS AFRICAN BEATS (Merigo/Island MLP5 9737) IND			
165 POWER AND THE GLORY	—	168	9
SAXON (Cerrera BFZ 38719) CBS			
166 THINK OF ONE . . .	—	136	7
WYNTON MARSALIS (Columbia FC 38641) CBS			
167 GOOD AS GOLD	—	163	14
RED ROCKERS (Columbia BFC 38629) CBS			
168 GREATEST HITS	—	144	41
DAN FOGELBERG (Full Moon/Epic OE 38303) CBS			

	Weeks On Chart	8/13	Chart
169 NIGHT AND DAY	8.98	148	58
JOE JACKSON (A&M SP-4906) RCA			
170 SKYYLIGHT	8.98	172	3
SKYY (Selsoul SA 8562) RCA			
171 SIXTEEN	8.98	—	1
STACY LATTISAW (Cotillion/Atco 7 90108-1) WEA			
172 KATE BUSH	6.98	174	5
(EMI America MLP-19004) CAP			
173 SPRING SESSION M	8.98	151	43
MISSING PERSONS (Capitol ST-12228) CAP			
174 MIDNIGHT BLUE	8.98	—	1
LOUISE TUCKER (Ariste AL8-8088) IND			
175 XL1	6.98	176	5
PETE SHELLEY (Arista AL6-8017) IND			
176 THE WALK	5.99	177	3
THE CURE (Sire 9 23928-1B) WEA			
177 HOOKED ON CLASSICS III — JOURNEY THROUGH THE CLASSICS	8.98	149	18
LOUIS CLARK conducting THE ROYAL PHILHARMONIC ORCHESTRA (RCA AFL 1-4588) RCA			
178 WHAT GOES AROUND	8.98	173	5
THE HOLLIES (Atlantic 7 80078-1) WEA			
179 YOU CAN'T STOP ROCK 'N' ROLL	8.98	185	3
TWISTED SISTER (Atlantic 7 80074-1) WEA			
180 TOO-RYE-AY	8.98	154	28
KEVIN ROWLAND & DEXYS MIDNIGHT RUNNERS (Mercury SRM-1-4069) POL			
181 AMERICAN FOOL	8.98	170	68
JOHN COUGAR (Rive RVL 7501) POL			
182 WORKS	8.98	156	10
PINK FLOYD (Capitol ST-12276) CAP			
183 WHO'S GREATEST HITS	8.98	167	18
(MCA-5408) MCA			
184 LOST IN THE FEELING	8.98	180	3
CONWAY TWITTY (Werner Bros. 9 23869-1) WEA			
185 EVERYWHERE AT ONCE	8.98	186	2
THE PLIMSOULES (Geffan GHS 4002) WEA			
186 TODAY	8.98	175	10
STATLER BROTHERS (Mercury 422 812 184-1 M-1) POL			
187 THREE LOCK BOX	8.98	171	35
SAMMY HAGAR (Geffan GHS 2021) WEA			
188 BOTTOM'S UP	8.98	160	15
CHI-LITES (LARC LB-8103) IND			
189 LANGUAGE	—	179	6
GARY MYRICK (Epic B5E 3867) CBS			
190 SCRIPT FOR A JESTER'S TEAR	8.98	181	9
MARILLION (Capitol ST-12289) CAP			
191 ESCAPE	—	183	107
JOURNEY (Columbia TC 34708) CBS			
192 BURLAP & SATIN	8.98	164	9
DOLLY PARTON (RCA AFL1-4691) RCA			
193 SPECIAL BEAT SERVICE	8.98	165	44
THE ENGLISH BEAT (I.R.S./A&M SP 70032) RCA			
194 HAVANA MOON	—	182	18
CARLOS SANTANA (Columbia FC 38642) CBS			
195 HELLO, I MUST BE GOING	8.98	184	39
PHIL COLLINS (Atlantic 80035-1) WEA			
196 CLASSICS — THE EARLY YEARS	—	193	9
NEIL DIAMOND (Columbia PC 38792) CBS			
197 THE ALARM	6.98	187	5
(I.R.S./A&M 70504) RCA			
198 SIDE KICKS	6.98	190	27
THOMPSON TWINS (Ariste 6607) IND			
199 THE GENIE	—	189	12
THEMES & VARIATIONS FROM THE TV SERIES "TAXI" BOB JAMES (Columbia FC 38878) CBS			
200 SWEAT	8.98	191	25
THE SYSTEM (Mirage/Atlantic 8 90062-1) WEA			

ALPHABETIZED TOP 200 ALBUMS (BY ARTIST)

A Flock of Seagulls	61	Daniels, Charlie	109	Iglesias, Julio	74	Marley, Bob	103	Quarterflash	41	Taco	34
Adams, Bryan	21	de Burgh, Chris	142	INXS	136	Marsalis, Wynton	166	Quiet Riot	26	Talking Heads	12
Aerobics (Greggains)	131	DeBarge	68	Iris, Donnie	144	Mary Jane Girls	86	R.E.M.	57	Tears For Fears	63
Air Supply	94	Def Leppard	4,160	Iron Maiden	22	Maze	73	Red Rockers	167	Thompson Twins	198
Alabama	51,92	Dexys Midnight Runners	180	Isley Brothers	35	Men At Work	10,50	Richie, Lionel	53	Tom Tom Club	117
Alarm	197	Diamond, Neil	196	Jackson, Joe	169	Men Without Hats	31	Rivers, Joan	97	Tosh, Peter	91
Armatrading, Joan	105	Dio	64	Jackson, Michael	2	Mendes, Sergio	55	Rogers, Kenny	124,137	Toto	78
Arrington, Steve	159	Dolby, Thomas	122	James, Bob	199	Metheny, Pat	102	Roman Holiday	152	Tubes	60
B-52's	65	Doobie Brothers	89	Jarreau	52	Midnight Star	48	Ross, Diana	28,110	Tucker, Louise	174
Bananarama	156	Duran Duran	16,67	Jett, Joan	25	Ministry	163	Roxy Music	161	25 #1 Hits	121
Benatar, Pat	132	ELO	33	Joel, Billy	49	Milsap Ronnie	162	Royal Philharmonic Orch	177	Twisted Sister	179
Benson, George	29	Edmunds, Dave	77	John, Elton	56	Missing Persons	173	Ryder, Mitch	95	Twitty, Conway	184
Berlin	106	English Baat	193	Jon and Vangellis	143	Motorhead	138	S.O.S. Band	101	Tyler, Bonnie	98
Blackfoot	148	Eurythmics	15	Jones, Rickie Lee	71	Mtume	58	Santana, Carlos	194	U2	32
Bofill, Angela	130	Fastway	40	Jonzun Crew	120	Murphy, Eddie	154	Saxon	185	Vaughan, Stevie Ray	45
Bowie, David	6	Fixx	11	Journey	13,191	Myrick Gary	189	Scandal	107	Walsh, Joe	59
Branigan, Laura	108	Fogelberg, Dan	168	Kajagoogoo	66	Naked Eyes	112	Seeger, Bob	84	Whispers	88
Briley, Martin	69	Fonda, Jane	69	Kansas	146	Nelson, Willie	85,90,145,158	Shalamar	44	Who	183
Browne, Jackson	46	Franklin, Aretha	42	Kashif	100	New Edition	153	Shelley, Pete	175	Williams, Daniece	115
Bryson & Flack	141	Fun Boy Three	93	King Sunny Ade	164	Newton-John, Olivia	82	Shooting Star	139	Yaz	127
Bush, Kate	172	Gabriel, Peter	80	Kinks	30	Nicks, Stevie	5,157	Skyy	170	Young, Neil	83
Champaign	151	Grant, Eddy	24	Klugh, Earl	116	O'Bryan	135	Sparks	128	Zebra	27
Charlie	150	Greenwood, Lee	140	Knight, Gladys	37	O'Jays	134	Springfield, Rick	36	ZZ Top	23
Chi-Lites	188	Hagar, Sammy	187	Krokus	54	Osborne, Jeffrey	72	Spyro Gyra	76		
Clinton, George	133	Haggard & Nelson	38	Lakeside	125	Palmer, Robert	155	Stewart, Rod	43		
Collins, Phil	195	Hall & Oetas	20	Lattisaw, Stacy	171	Parton, Dolly	192	Stray Cats	149		
Cougar, John	181	Heaven 17	118	Laws, Ronnie	111	Pink Floyd	96,182	Streisand, Barbra	104		
Costello, Elvis	39	Hollies	178	Little River Band	147	Plant, Robert	14	Styx	47		
Crenshaw, Marshall	79	Human League	19	Loverboy	8,113	Pilmsouls	185	Summer, Donna	9	Flashdance	3
Crosby, Stills & Nash	70	Hunter, Ian	126	Madness	82	Police	1	Sylvia	129	Octopussy	114
Culture Club	18	Hyman, Phyllis	119	Manhattans	87	Prince	17			Return of the Jedi	75
Cure	176	Idol, Billy	81	Marillion	190			System	200	Staying Alive	7

SOUNDTRACKS

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TV Sports Enhancing Hit Image For Chart Toppers

(continued from page 6)

strumental tracks from Chuck Mangione (now with Columbia), and label founder Herb Alpert. "Herb Alpert's 'Route 101' worked so well with the U.S. Open broadcast," he observed, "and we've serviced his current 'Garden Party' to the networks for use in upcoming sporting events."

A single's TV exposure can also be helpful in breaking down pockets of radio resistance. "While 30 seconds of the instrumental bridge from 'Steppin' Out' doesn't I.D. the artist or even the song," said Stone, "it can be good promotional leverage. A TV producer wants to play the hits to keep his audience, and play on a show makes a song even more familiar to that audience."

Must Explore

Some labels consider the network practice to have little promotional value, but most agree it has its merits. "It's nice to hear bits of 'Billie Jean' or 'Der Kommissar,'" said Walter Winnick, singles promo rep for Epic Records, "although the exposure seems to be limited. But if something comes along that's right for a sports show, it's always a great angle. We've got to explore every promo opportunity."

Full Moon/Epic recording artist Dan Fogelberg performed "Run For The Roses" at last year's Kentucky Derby, before the number was available on a Fogelberg LP. Winnick noted that distributors and accounts were requesting the record the next day. "Snatches of the song, now that it's on disc, are still being played on racing telecasts," he said.

A spokesperson for Warner Bros. Records remarked that although the company does not make a conscious effort to promote to TV sports, all major networks are serviced with product. "They are aware of our hit records," he added. Warner Bros. will make special marketing considerations for the Olympics broadcast schedule, and hopes to bring a number of "positive, uplifting message songs" from current LPs and their catalog to network producers' attention.

However, not all network sports producers are receptive to a record company's advances. Peter Englehart, a producer with ABC Sports, sees the challenge of interlocking music with a sports event a personal one. "I would

rather initiate the idea on my own," he stated, "and except for the push on *Chariots Of Fire*, I've never been approached to use a particular song. Very often, a record will need major cuts to make sense with a sports visual, so I'd rather find what I need without a whole song in mind."

Glenn Adams at NBC Sports also prefers to seek out music on his own, but was less wary of a record company's overtures. "I take an active interest in listening," Adam remarked, "and record companies might take a more active role. I find that music people will work with you, and work well. They can be very helpful."

Label representatives termed it "difficult" to pinpoint any significant sales results from a hit's national TV exposure. It may be logical for a producer to use Santana's "Winning" or "We Are the Champions" from Queen in a highlight feature, but whether it impacts at the cash register cannot be measured concretely.

"By getting a record on a TV sports show, you're covering your bases," said RCA's Quartararo. "To have a huge-selling record, you want every viable aspect of exposure. When it's right, you can pursue TV actively," but Quartararo added soberly, "it's tough to tell if it's working."

The labels may be underestimating the value of a single's weekend TV airplay. While he admitted sales action was pretty tough to measure, Lew Garrett, director of record purchasing for Camelot Distributors, found ripples of activity. "A few of our regional reps have mentioned that if a tune is played repeatedly," he observed, "they see people asking for that record in the following week." Garrett cited Stevie Wonder's "Master Blaster" as a sales beneficiary from TV sports play. He echoed the record company reps' views by stating, "Any kind of exposure is certainly a plus."

Beyond the advantages of hit records being aired, there can be side benefits of mechanical royalties, such as with Dan Hartman's "Instant Replay." The song was picked up through word-of-mouth after it was submitted to a jingle house. "The song's use on network TV sports came after the record was over for us," said Teddy Slatos, vice president and general manager of Blue Sky Records, "but sports can be a great outlet to have if you've got the right song."

ON JAZZ

(continued from page 20)

and "We Love You Fats," a tribute to **Fats Waller** handled smoothly by **Teresa Brewer** and **Earl Hines** . . . From Trend comes the second disc by Latin jazz unit **Sacbe**, entitled "Aztlán," available as a half-speed master. Releases on the sister label, Discovery, are "Starbright," a duo LP featuring reedman **Gary Foster** and keyboardist **Clare Fischer**; "Love Will Win," by pianist **Dave Muckay's** trio featuring flutist **Lori Bell** and bassist **Andy Simpkins**; and "Children At Play," by tuba player **Jim Self's** Quintet. The band offers unique treatments of Waller's "Jitterbug Waltz," **Charles Mingus's** "Peggy's Blue Skylight" and **Jimmy Rowles's** "The Peacocks."

fred goodman

COAST TO COAST

EAST COASTINGS

(continued from page 13)

labels have pacted with Chappell Music for the administration of their two publishing affiliates, Publishing Corp. of America and Musical Properties, Inc. The Easy Street label has been on a roll with **Monyaka** and **Hot Streak** . . . Rocshire Records has inked **Geoff Edmunds** (brother of **Dave**) to a five-year contract. First release is set for later this month. **Maxine Waita** was also signed . . . Guitarist **Mick Ronson** is producing Toronto's **Perfect Affair** for Attila . . . Twenty-year-old **Simon Wright** of Manchester, England is the new drummer for Down Under noise boys **AC/DC**, replacing original drummer **Phil Rudd** . . . Upcoming album releases from Island include "Twang Bar King" by guitarist **Adrian Belew** (who also produced the intriguing and just-released debut LP by Cincinnati's **The Raisins** on the Strugglebaby label); "Life Is Something Special," the first LP by the **NYC Peech Boys**; "Swordfish Trombone," the label debut of **Tom Waits**; and "Moments of Madness" by **The Local Boys** featuring **Andy Fairweather Low**, **Jerry Donahue**, **Tom Gorman** and **David Kemper**. Also set for release are two soundtrack LPs: *Koyaanisqatsi* by **Phillp Glass** and *Daniel*, featuring performances by **Paul Robeson**.

fred goodman

POINTS WEST

(continued from page 13)

as a Beastie Boy giggles, "These pussy crumbs are making me itch" . . . In his video for "Everyday I Write The Book," **Elvis Costello** employs dead ringers for U.K. kooky couple **Chaz & DI** . . . **Musical Youth** zipped from its Palace gig directly to a video shoot for **Donna Summers'** next 45, "Unconditional Love" . . . "They say that patriotism is the last refuge to which a scoundrel clings," sings Bob Dylan in "Sweetheart Like You" (aka "What's a Nice Girl Like You Doing In A Dump Like This") from his upcoming LP. Thirty compositions — 16 originals, 14 covers — were recorded by Dylan, producer **Mark Knopfler** and **Don DeVito**, and the disc should be out by September. Dylan is now reportedly working on sequencing the record . . . X's next, named "More Fun in the New World," could be out by month's end . . . **Mick Ronson's** slated to produce **Tim Turner's** first Capitol LP due early next year . . . *Hit and Run* is the title of a new **Jim Hendrix** biography penned by **Jim Morrison** and **Elvis Presley** historian **Jerry Hopkins** and set for publication by Putnam on Sept. 18, the 13th anniversary of the Voodoo Chile's untimely demise.

jeffrey resner

California Record Distributors, Inc. Picks Up ABKCO And Sugar Hill

LOS ANGELES — California Record Distributors, Inc., based in Glendale, Calif., has been named West Coast distributor for ABKCO Records and Tapes, which includes recordings by such artists as the Rolling Stones, Herman's Hermits, The

Animals and Chubby Checker. The distributing company also recently pacted Sugar Hill Records for Southern California distribution of the label's product, featuring groups like The Sugar Hill Gang and Grandmaster Flash.

CASH BOX

August 20, 1983

Large Exhib Turnout Expected At NAMA '83 Conclave In Chicago

CHICAGO — A near-record number of more than 200 exhibitors is expected at the 1983 NAMA national convention, according to Jack Rielley, director of sales of the sponsoring National Automatic Merchandising Assn. (NAMA).

Rielley said that as of Aug. 1, 1983 exhibitors already had signed contracts for the trade show, which will be held from Oct. 13-16 at McCormick Place in Chicago. The largest number of exhibitors was achieved in 1981 when this event attracted 216 exhibiting firms.

Of the 183 exhibitors, 26 companies will be showing their products for the first time at an NAMA national exhibit, including five manufacturers of vending machines, Rielley said.

"One of the innovations in the exhibit will be aseptic packaging, including two beverage product suppliers, two machine manufacturers and one exhibitor of aseptic packaging machinery," Rielley noted.

Using the theme "UP — Understanding People," convention meetings at McCormick Place will cover a variety of industry topics, ranging from product merchandising and profitability to consumer opinions of vended coffee.

The format will also include roundtable discussions on warehouse inventory controls and turnover, an analysis of the tobacco industry by financial analyst John Maxwell and a session on estate tax planning by consultant B.J. Thompson.

(continued on page 36)

Cinematronics' 'Dragon's Lair' Leads Vid Game Resurgence

by Jeffrey Ressler

LOS ANGELES — Although video game arcades and street locations have been reporting severe drops in collections over the summer months, there seems to be a renewed interest in electronic coin-op entertainment, and the reason can be summed up in merely two words — "Dragon's Lair." During the last few weeks, crowds of kids, teenagers and adults have been huddling around the revolutionary laserdisc-driven animated game, much to the delight of operators, distributors and other industry members who have recently expressed fears that the amusement machine industry trade was just about down for the count. The utterly fantastic success of Dragon's Lair couldn't have come at a more opportune time



for its manufacturer, Cinematronics, since the company filed Chapter XI in September 1982 and since then has banked heavily on a positive player reaction to the laser-controlled sword & sorcery adventure.

Using the phrase "positive player reaction" when discussing the response to Dragon's Lair is a severe understatement, however — the game is a *monster*.

Reportedly, the game is taking in as much as \$1,400 a week in some Southern California arcade locations, and routinely doing between \$500-\$1,000 worth of weekly business in other areas. Furthermore, in today's depressed coin-op marketplace, most manufacturers seem content with selling between 1,000 and 5,000 units of a new machine. Dragon's Lair, which retails to ops for approximately \$4,000 — about twice as much as a conventional video — has already received around 8,500 orders, and the game's creators are ex-

(continued on page 37)

Sega To Release New 'Astron Belt' Laser Disc Unit

LOS ANGELES — On the heels of the introduction of Cinematronics' laserdisc-driven "Dragon's Lair" (see separate story), Sega Electronics is readying the U.S. introduction of what it claims is the "world's first real-time interactive laserdisc video entertainment system." Already being tested at selected locations, Sega's "Astron Belt" will be on the market by the fall.

Over two years in the making, Astron Belt,

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COIN MACHINE



Large Exhib Turnout Expected At '83 NAMA Conclave In Chicago

(continued from page 35)

Donald Rumsfeld, chief executive of G.D. Searle Corp. and former U.S. Secretary of Defense and former Congressman, will be the keynote speaker Oct. 13. Ralph Sanese, NAMA board chairman, will speak at the opening session.

Another aspect of the "Understanding People" theme agenda will be an Oct. 15 presentation featuring the NAMA professional staff on various facets of dealing with vending industry publics.

Entertainment features of the convention will begin with a Chicagoland Jazz Concert at the opening session on Thursday, followed by the Industry Reception on Friday evening, sponsored by vending machine manufacturers, and the NAMA banquet on Saturday, both at the Chicago Marriott Hotel.

Bus Service

Complimentary bus service from major hotels to McCormick Place will be available to convention visitors and hotel reservations can be booked through the NAMA Housing Bureau at the Westin, Knickerbocker, Sheraton Plaza, Marriott Chicago, Hyatt Regency and McCormick Inn hotels.

Special program activities are planned for spouses, under the direction of Mrs. Don Nowak, including a ladies' hospitality center at McCormick Place.

Reduced price air travel is available to convention visitors through an NAMA sponsored discount plan from Delta and United Airlines, as announced by G.H. Tansey, NAMA director of conventions and education.

NAMA members will register free of charge for the convention, while fees for non-members are \$35 each for non-member operating company personnel and \$75 for non-member manufacturing and supplier firms. Additional representatives from each non-member supplier-manufacturer firm can register at \$50 each, Tansey said.

Further information concerning advance registration and hotel reservations may be obtained by contacting NAMA, 7 S. Dearborn St., Chicago, Ill. 60603 or by phoning (312) 346-0370.



ASTRON ACTION — Sega's revolutionary real-time interactive laser disc entertainment system, "Astron Belt," has been drawing large crowds during test runs at selected Southern California locations. So far, according to the manufacturer, the game has been successful beyond all expectations.

Sega Readies New Laser Disc Game

(continued from page 35)

a space-theme game, has already been released in Japan, England, France and Germany and, according to the company, "is enjoying overwhelming player response, with long lines forming at every location."

Unlike standard video games, Astron Belt has been designed "as an ongoing, integrated system rather than a dedicated game."

Using random access capabilities, laserdisc images interact with Sega's computer-generated graphics, changing scenes instantly, which results in "real-time game play action of overwhelming excitement and realism," according to the company. The Astron Belt software includes high quality space-fantasy film footage, special effects film footage and animated film techniques that have been combined with stereo sound.

Williams Sells Option On Sands Hotel/Casino

LOS ANGELES — On Aug. 1, Williams Electronics Inc. announced the sale of an option to acquire its stake in Greate Bay Hotel Corp. and Greate Bay Casino Corp., which owns and operates the Sands Hotel and Casino in Atlantic City, N.J. PPI Corp., the controlling shareholder of Greate Bay, bought the option for an option price of \$3.5 million. Of that amount \$654,486 was paid in cash and the balance totalling \$2.9 million was represented by PPI's promissory note. All of the option price is to be applied against the purchase price, and the note is subject to cancellation if the option is not approved by the New Jersey Gaming Commission or PPI does not obtain financing.

The option is exercisable, on an all or nothing basis, with respect to 465,811 shares of Greate Bay Casino Corp. at a price of \$27 per share and with respect to 18,552,607 shares of Greate Bay Hotel Corp., representing 21.83% of the outstanding shares of Greate Bay Hotel Corp., at an aggregate price of \$19.7 million. The principal asset of Greate Bay Hotel Corp. is 3,863,000 shares of Greate Bay Casino Corp. common stock.

The option expires on Feb. 15, 1984, unless extended for an additional 90-day period upon the payment to Williams of an additional \$654,486. If the option is exercised, Williams will report a gain of approximately \$12 million from the sale of these securities, and together with \$4 million already reported, Williams will have realized a total of approximately \$16 million in connection with its investment in Greate Bay.

Future software for the system will most likely include animation, as well as computer-generated graphics and special effects live-action motion picture graphics.

Astron Belt will be available in upright and cockpit models, with both cabinet styles reflecting a revolutionary nature of this new coin-operated entertainment technology.

In its test marketing of the game, Sega officials say that southern California locations have reported daily incomes that have begun to exceed the weekly takes of other games there. Over a six-week period, Sega claimed Astron Belt was a steady earner, generating average income as follows:

Week 1 —	\$957
Week 2 —	\$940
Week 3 —	\$892
Week 4 —	\$841
Week 5 —	\$856
Week 6 —	\$853

Sega officials also contend that Astron Belt is also "increasing both location traffic and gross revenues. Since the arrival of Astron Belt, collections on other older games have shown an increase in weekly revenues. This is a strong indication of the tremendous 'drawing power' of Sega's laser disc Astron Belt, and its ability to bring players back into the arcade not only to play Astron Belt, but also to play the other 'old, familiar favorites.'"

For additional information, contact the Sega factory located at 16250 Technology Drive, San Diego, Calif. 92127.

Dynamo Bows New Corner For Pool Table

LOS ANGELES — Dynamo Corp. has recently incorporated impact-resistant, virtually indestructible corners as a standard feature on its Big D pool table. The new corners, constructed of polystyrene structural foam, offer resistance to scratching denting, chipping and other damage that normally occurs during transportation and regular location use.

"This new corner feature is another example of our continuing efforts to offer the highest quality table at the lowest possible price to help the operator increase his profits," said Dynamo's vice president of sales and marketing Mark Struhs.

"Maintenance of the new corner and the table legs — made of the same material and already standard equipment on the Big D table — consists of an occasional touch-up with Olde English liquid polish. (The new corners) are easily removed and interchanged with all Big D tables shipped after Aug. 1, 1983."

Oregon Exempts Some Vid Games From State Code

CHICAGO — Following an initial request from the Amusement Game Manufacturers Assn. (AGMA), the Oregon State Electrical Board ruled that provisions of the state's Electrical Code had been wrongly applied to video games. The Electrical Board rescinded some earlier state actions holding games in current use in locations in violation of provisions of the code dealing with electrical equipment.

The Board's ruling came at special meeting July 14 following a request by AGMA executive director Glenn Braswell to the Oregon Department of Commerce and the state Attorney General's office. AGMA made the request after citations were issued April 14 to the owners of several video games currently in use in existing locations.

The April 14 citations centered on a lack of certification for the video games. However, at the July 14 special meeting, the State Electrical Board ruled that the April 14 actions "were beyond the scope of authority," and it was also deemed "advisable to rescind those actions."

While not overturning the need for certification of video games, a requirement that has been on the books for quite some time but not enforced to any great extent until recently, the Board did rule that those games currently in the marketplace should be exempt. In addition, the Board passed a motion rescinding all prior actions regarding video arcade games.

However, in the case of new equipment, the Board held that from now on all video games would be required to be certified for compliance with the state's Electrical Code.

"The Board indicated to us that they will be lenient with respect to inventory equipment so long as manufacturers show good faith in their efforts to comply with the requirements," Braswell told **Cash Box**. Braswell then recommended that each manufacturer should do the following:

- 1) Write a letter, indicating intent to certify all future games sold in the state of Oregon, to: Donald Wilfley, secretary, Oregon State Electrical Advisory Board, Building Codes Division, 401 Labor & Industries Building, Salem, Ore. 97310.
- 2) Proceed immediately with the certification process at an approved testing laboratory.
- 3) Authorize that testing laboratory to advise Wilfley of the submission and its testing progress.

The association will shortly provide manufacturers with information on the certification process of testing laboratories.

Any questions regarding this matter may be directed to Braswell at AGMA, 205 The Strand, suite 3, Alexandria, Va. 22314 (phone (703) 548-8044), or Frank Edwards, chairman of AGMA's UL Committee, who can be reached at (408) 745-2681.

CALENDAR

1983

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

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

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

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

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

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

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

CASH BOX

The Weekly Trade Journal.

Cinematronics' 'Dragon's Lair'

(continued from page 35)

pecting to produce tens of thousands of units before its run in completed.

"The excitement hasn't abated a bit since the game was released," chuckled Cinematronics' director of marketing Tom Campbell. "The demand, if anything, is stronger than it was two or three weeks ago. The momentum hasn't lessened at all. Right now we're in the unfortunate position of not being able to deliver them to the marketplace quickly enough. We hope to see some light soon, as early as this coming week. At this point, we've gotten sample shipments to every distributor we have, but several of them have only been able to get token orders — anywhere from three to five pieces. Now we're in a position of severe backorders — about 6,000 behind. To date, we've shipped approximately 2,300 units."

Because of the overwhelmingly upbeat clamor for "Dragon's Lair," Campbell told **Cash Box** that Cinematronics will drastically shift perspective on its place in the industry and will concentrate solely on the manufacturing of laserdisc-controlled machines, ending its involvement with traditional raster and vector monitor games. All future disc games are slated to be convertible with the "Dragon's Lair" cabinet by merely replacing the disc, marquee and control board panel. A new disc-activated program, tentatively called "Space Ace," employs animated footage of a futuristic superhero, is currently under development and should be shown to operators at the October Amusement & Music Operator's Assn. (AMOA) Exposition in New Orleans.

"The mood (at Cinematronics) is very, very good these days," added Campbell. "We're confident we have the best product right now in the industry, and we have a good feeling about some upcoming things. We feel a hell of a lot better than we did 60 days ago! Laser — that's our focus from now on. We have no plans to build a conventional video game at this time."

While Cinematronics is handling the manufacturing and distributing end of the Dragon's Lair rollout, it is by no means the only contributing party to the game's success. The viddisc machine was also brought to fruition by the efforts of the programming firm Rick Dyer Industries and the animation company Don Bluth Studio. According to Rick Dyer, who came up with the idea for the game five years ago, it has "exceeded our expectations certainly, even though our expectations were pretty high."

"I started working on the interactive concept about half a decade ago," explained Dyer, "and Dragon's Lair is actually the sixth machine we've created over that time. We began by prototyping the game, scrapping some ideas and building new games learning from our mistakes. On the fifth generation machine — a sit-down model that was the predecessor to Dragon's Lair — we finally made a machine that was usable for presentations. I was trying to decide who would the animator be, and I went out to see a movie called *The Secret of NIMH* with my wife. I

pointed to the screen and told my wife I wanted the animators of that film to do Dragon's Lair. So I called Don Bluth, and he came over the next day for a presentation. Shortly thereafter, his studio became one of the partners in the venture."

Having secured the services of Bluth, Dyer convinced vidgame manufacturer Cinematronics to invest in the laserdisc machine idea, and together the three formed Starcom, a corporation specifically geared to design and produce the innovative game devices. Although the first game of the series has only been out for a few weeks, Dyer is con-

vinced that it will prove to be one of the most significant and profitable advancements ever in the game arena.

"I think there's the possibility where if Dragon's Lair does hold up, that it will exceed 'Pac-Man.' There's never been a game in the history of arcades that's ever been embraced from the start like this one has."

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CASH BOX
 The Weekly Trade Journal.

INDUSTRY NEWS



AGMA'S TRAVELING EXHIBIT — As part of its continuing government relations effort, the Amusement Game Manufacturers Assn. (AGMA) has been exhibiting at or otherwise participating in a number of conventions of state, county or local officials. AGMA's goal is to provide enlightenment about the industry and give opinion makers an opportunity to actually experience for themselves the fun and challenge of playing the coin-operated games by featuring them in the AGMA exhibit. Pictured is AGMA's booth at the National Assn. of Counties Convention in Milwaukee, July 16-19, which proved to be a very popular attraction. The next scheduled engagement will be the National Conference of State Legislators in San Antonio, where AGMA will present games in the children's recreation suite, following which the association will sponsor a booth at the National League of Cities Convention in New Orleans, November 27-29.

MorTronics 1st Qtr. Revenues Up Slightly

LOS ANGELES — Revenues for Mor-Tronics, Inc., including results from video, games distributor Circle International (acquired in the third quarter fiscal year 1983), were \$7.1 million for the first quarter ended May 31, up slightly from \$7 million for the same period in 1982.

The figure constituted a net loss of \$540,000, or 11 cents per share. For the first quarter 1982, net income was \$242,000, or seven cents per share before extraordinary credits. The extraordinary credits amounted to \$210,000, or six cents per share.

Commenting on the results, Nate Dolin, chairman of the board, said "As we had earlier stated, we expected a decline in the company's results due to the continued slow-down in the coin-operated video game industry . . . The loss in the first quarter is primarily attributable to lower sales volume in that business . . . While the company is positioned for a turnaround in the coin-operated video game business, our strong financial position is enabling us to expand our restaurant operations through the acquisition of new Kentucky Fried Chicken territories.

M. Kramer Bows Poker Game, Countertop Vids

CHICAGO — M. Kramer Mfg. Co. of Lakewood, N.J., has introduced a "Skill Stop" poker game in its new line of Model 3000 video card games.

In the Skill Stop game, the player must use eye and hand coordination in order to stop cards that are flashing on the screen and must work against a 10-second countdown not only on the initial deal but on the discards as well. The cards will stop flashing automatically if the player has not stopped them within the 10 seconds.

The Skill Stop feature is incorporated in the regular Model 3000 program allowing the operator to change from the Skill Stop to any of the Draw Poker, Joker Poker or Hi-Lo games by use of an internal switch.

As explained by Jeremiah Dooley, vice president of Kramer, "By going to a 64K memory, we were able to put into the Model 3000 all of the features and options that were previously available only by changing chips."

The Skill Stop and all Model 3000 games will be available as upright videos and also as the "L'il Kramer," a new line of countertop video games being introduced by the firm.

Sandler Retires From Vice President Post

CHICAGO — Hy Sandler, vice president of Sandler Vending Co., noted Minneapolis-based distributing firm, announced his retirement on Aug. 1, stating, "I have decided to sell my interest in our family-owned business and make room for the younger generation."

A well-known and highly respected figure in the coin machine business, Sandler's career goes back about 38 years and encompasses both the operating and distributing levels of the industry. He started out in December of 1945 with Twin City Novelty Co., an operating firm in Minneapolis, founded by Harold Lieberman, who ultimately expanded his organization to include operating, distributing and record one-stop operations.

During his 21-year tenure at Twin City, Sandler eventually got into selling and also became involved in the firm's phonograph record business.

He joined Sandler Vending Co. about 18 years ago, becoming a stockholder in 1970. The firm, originally headquartered in Des Moines, Iowa, was founded by his brother, Irving, in December of 1945. Among the lines represented by the company are Automatic Products, Bally Midway, Rock-Ola and Valley.

The Sandler family has always been well-represented at industry functions. Hy and his

Nintendo Donates Games

CHICAGO — During the period of July 23-30, some 65 western Washington children stricken with muscular dystrophy were guests at a special event — the 7th annual MDA Summer Camp, which was held at Camp Waskowitz in North Bend, Wash. The bill of fare included arts and crafts, recreation, swimming, hay rides, bonfires, nature studies and video games.

At the function, each camper was assigned a volunteer counselor for the week to give each of the children the opportunity to experience a camp setting geared to their disability.

Many people and companies donate time and energy to supporting this program and MDA relies on volunteers and corporations to maintain the quality standards set each year. Nintendo of America, Inc., which is headquartered in nearby Redmond, Wash., donated the use of several video games, which were specially adapted to the needs of the handicapped. In addition, Nintendo donated various prizes for winners and runners up in the game play competition.



WICO AT CES — Sponsoring a booth at the recent Summer Consumer Electronics Show (CES) in Chicago, Wico Corp. displayed its new "Computer Command" line of hardware accessories for personal computers and four new additions to its "Command Control" line of arcade-quality controllers for home video and personal computer games. Pictured at the Wico booth are company president Gorson Granson (l) and Skip Roberts, western regional sales manager.

lovely wife, Betty, were a familiar couple at the annual AMOA convention, the Rock-Ola distributors meeting each year and similar gatherings. They recently returned from an extended trip to Jerusalem where they visited with their daughter and 7½-year-old granddaughter. Their son, an ordained rabbi, recently accepted his first pulpit assignment in suburban Dallas, Texas.

Sandler has no definite plans for the immediate future, except to have more time for family trips to Dallas and Jerusalem.

SERVICE TIPS

The following service tip, for informational purposes, was submitted by Taito America Corporation and applies to the games "Qix," "Space Dungeon," "Kram," "Electric Yo Yo" and "Zoo Keeper," and refers to battery power for the CMOS RAMS on the video board. When these games are powered down, there still is battery to the CMOS RAM on the video board (U85 and U86). The following is the recommended procedure to remove power from these CMOS RAMS.

- 1) Open the back door and pull out the power interlock switch and power the game up.
- 2) Remove the W1 jumper that is located to the right of the battery on the video board.
- 3) Power the game down and wait for a minimum of two minutes.

Now the power is removed from the CMOS RAMS. All information in these RAMS is lost. Now you may replace the CMOS RAMS without danger of ruining the new chips.

In order for these RAMS to function properly, they must be re-programmed. To enable this, you must open the coin door and only pull out the bottom interlock (the top interlock must be left in the neutral position). Step the ADV. test button, until the attract mode is on the screen.

As a further accommodation for operators and service personnel Taito maintains a Fast Aid Hot Line to call and the number is (800) 323-0666 (outside Illinois). People in Illinois who need assistance may call (312) 981-1000, Ext. 215.

The following service tip, for informational purposes, was submitted by Taito America Corp. It applies to the correct cabling of the board system of "Zookeeper." The following procedure must be observed to connect the R15 cables properly.

The first thing to notice is that when all the cables are off the boards there will be two cables loose. Both of these cables are marked R15. There is another cable that is labeled R15 on the main harness. All of these cables are involved in this procedure.

The R15 on the main harness is connected to the top connector of the coin door processor board. One of the R15 cables is connected between the bottom connector of the coin door processor and the J15 connector on the ROM I/O board. The other R15 connector goes between J1 on the extended ROM board and J1 on the Data/Sound Board.

For further clarification call the Taito America Fast Aid toll-free Hot Line at (800) 323-0666 (outside Illinois). Persons in Illinois may call the following number for service info.: (312) 981-1000, ext. 215.

AMOA EXPOSITION 1983

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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

MANUFACTURERS EQUIPMENT

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

PINBALL MACHINES

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

GOTTLIEB (see MYLSTAR)

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

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

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

ZACCARIA
Soccer King

VIDEO GAMES (upright)

AMSTAR
Laser Base (7/81)

ATARI
Red Baron (8/81)
Red Baron, sit-down (8/81)
Tempest (10/81)
Tempest Cabaret (10/81)
Dig Dug (4/82)
Dig Dug Cabaret (4/82)
Kid Kangaroo (6/82)
Gravitar (8/82)
Pole Position (12/82)
Millipede (12/82)
Liberator (12/82)
Quantum (12/82)
Xevious (2/83)
Food Fight (4/83)
Star Wars (7/83)

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

CENTURI
Vanguard (9/81)
Challenger (11/81)
The Pit (3/82)
Loco-Motion (3/82)
D-Day (3/82)
Tunnel Hunt (7/82)
Swimmer (10/82)

Time Pilot (12/82)
Gyruss (5/83)

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

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

DYNAMO
Lil Hustler (12/81)

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

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

GAMETECNIKS
Tri-Pool (1/82)

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

GOTTLIEB (see MYLSTAR)

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

INTREPID MARKETING
Beezer (1/83)

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

NAMCO AMERICA
Sweet Licks (4/82)

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

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

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

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

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

STERN
Moon War (10/81)

Turtles (11/81)
Strategy X (11/81)
Jungler (2/82)
Frenzy (5/82)
Tazz-manla (5/82)
Tutankham (7/82)
Dark Planet (11/82)
Lost Tomb (2/83)
Bagmann (2/8)
Mazer Blazer (3/83)

TAITO AMERICA
Moon Shuttle (8/81)
Moon Shuttle 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)
Elevator Action (7/83)
Change Lanes (7/83)

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

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

U.S. BILLIARDS
Quasar (4/81)

WILLIAMS
Stargate (10/81)
Make Trax (10/81)
Robotron 2084 (3/82)
Moon Patrol (8/82)
Joust (10/82)
Sinistar (3/83)
Sinistar-cockpit (3/83)
Bubbles (3/83)
Bubbles-mini upright (3/83)
Motorace USA (7/83)

ZACCARIA
Money Money (7/83)

COCKTAIL TABLES

AMSTAR
Phoenix

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

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

CENTURI
Swimmer (10/82)
Gyruss (5/83)

ELCON
Diversions booth size (9/81)

GAME PLAN
Shark Attack (5/81)

GAMETECNIKS
Tri-Pool (1/82)

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

GOTTLIEB (see MYLSTAR)

MYLSTAR
Q*BERT (6/83)

SEGA/GREMLIN

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

STERN

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

TAITO AMERICA

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

THOMAS AUTOMATICS

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

WILLIAMS

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

PHONOGRAPHS

Centuri 2001
Lowen-NSM Consul Classic
Lowen-NSM Prestige ES-2
Lowen-NSM Festival
Lowen-NSM 240-1
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, SHUFFLE, TABLE GAMES, ETC.

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

CONVERSION KITS

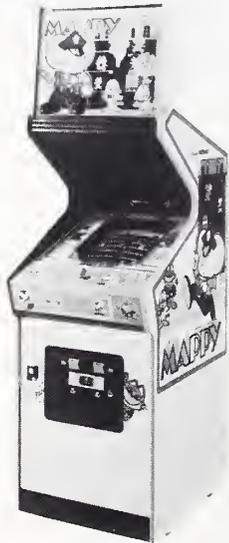
(including interchangeable games & enhancement kits)
Bally Midway, Pac-Man Plus (12/82)
Centuri, Guzzler
Cinematronics, Brix (1/83)
Intrepid Marketing, Encore Retro-Kit (1/83)
Data East, Burger Time
Data East, Bump 'N' Jump (2/83)
Data East, Multi Conversion Kit
Data East, Cluster Buster (7/83)
Data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

IN REVIEW

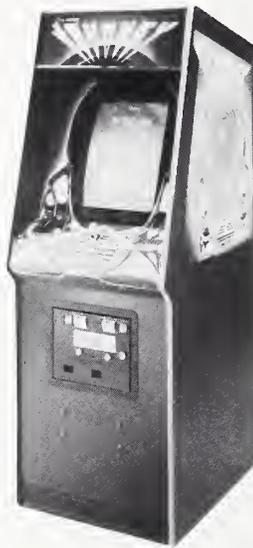
Presented is a photographic lineup of some of the amusement machines introduced by the various manufacturers and dated according to their exposure in Cash Box.



CENTURI "GYRUSS": A multi-phase (23-stage) space adventure video game that begins on the planet Neptune and offers a progression of exciting play elements — plus music. (6/4/83).



BALLY MIDWAY "MAPPY": A cute, light-hearted video game involving a micro police mouse named Mappy who prances through the house collecting objects while avoiding his enemies, the cats. (6/18/83).



BALLY MIDWAY "JOURNEY": Named for the popular rock group, this video has players assisting Journey members in retrieving their instruments and warding off adoring fans at a concert. (6/25/83).



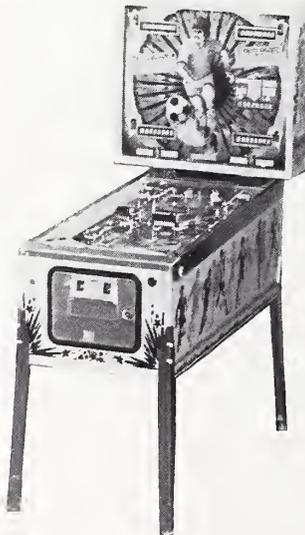
INTERLOGIC "ROC N' ROPE": "Roc" is a Bird of Fortune, which the player tries to catch, amidst the perils of a variety of cute monsters, dangerous dragons and other adversaries. (6/18/83).



ENTER-TECH "NOAH'S ARK": This is the fifth model in the factory's Moppet line of video games which are designed specifically for children in the three to nine age bracket. (6/18/83).



NINTENDO "MARIO BROS.": Donkey Kong's "Mario" is back, this time with brother, Luigi, matching wits, maneuverability and skill against a plague of troublesome pests from underground. (7/9/83).



ZACCARIA "SOCCER KINGS": A pinball game patterned after the sport of soccer, complete with an array of challenging play features and British-accented voice calls throughout play. (7/16/83).



ATARI "ARABIAN": A romantic adventure, in various different play levels, where the player as 'prince' must rescue the beautiful captive princess in the castle tower. Many obstacles. (7/2/83).



SEGA "CHAMPION BASEBALL": All of the elements of the popular sport plus unique split screen visual view and many exciting play features highlight this outstanding video game. (7/2/83).



ZACCARIA "MONEY MONEY": A cutesy, multi-phase maze game focusing on a businessman as he faces a variety of obstacles in his efforts to pick up money, and deposit it in the bank. (7/23/83).



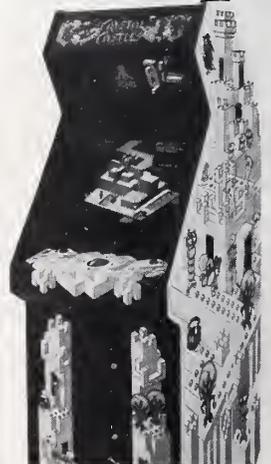
STERN "SUPER DRAW": One of the first two poker conversion kits intro'd by Stern for adult players. Comes in a dedicated kit and a general kit for vertical monitor games. (7/30/83).



STERN "FAST DRAW": This model of Stern's poker conversion kit is available as a dedicated kit for a once popular horizontal monitor game and a general kit for other horizontals. (7/30/83).



WILLIAMS "MOTORACE USA": A high-speed, cross country motorcycle race is the theme of this video, which offers spills, chills, thrills galore plus continued play option and lot'sa action. (7/30/83).



ATARI "CRYSTAL CASTLES": A colorful adventure game with Bentley Bear journeying from crystal castle to crystal castle looking for precious rubies and facing challenging obstacles. (8/6/83).

STAR WARS*

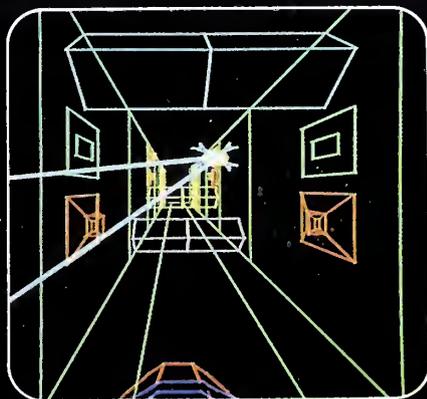
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THE JUKEBOX PROGRAMMER

* indicates new entry

August 20, 1983

POP

- 1 **EVERY BREATH YOU TAKE**
THE POLICE (A&M 2542)
- 2 **SWEET DREAMS (ARE MADE OF THIS)**
EURHYTHMICS (RCA PB-13533)
- 3 **MANIAC**
MICHAEL SEMBELLO (Casablanca/PolyGram 812 516-7)
- 4 **STAND BACK**
STEVIE NICKS (Modarn/Atco 7-99863)
- 5 **IS THERE SOMETHING I SHOULD KNOW**
DURAN DURAN (Capitol B-5233)
- 6 **SHE WORKS HARD FOR THE MONEY**
DONNA SUMMER (Mercury/PolyGram 812 604-7)
- 7 **WANNA BE STARTIN' SOMETHIN'**
MICHAEL JACKSON (Epic 34-03914)
- 8 **FLASHDANCE . . . WHAT A FEELING**
IRENE CARA (Casablanca/PolyGram 811 440-7)
- 9 **HOT GIRLS IN LOVE**
LOVERBOY (Columbia 38-03941)
- 10 **(KEEP FEELING) FASCINATION**
THE HUMAN LEAGUE (A&M 2547)
- 11 **IT'S A MISTAKE**
MEN AT WORK (Columbia 38-03959)
- 12 **LAWYERS IN LOVE**
JACKSON BROWNE (Asylum 7-69826)
- 13 **CUTS LIKE A KNIFE**
BRYAN ADAMS (A&M 2553)
- 14 **TAKE ME TO HEART**
QUARTERFLASH (Gaffan 7-29603)
- 15 **ROCK OF AGES**
DEF LEPPARD (Mercury/PolyGram 812 370-7)
- 16 **CHINA GIRL**
DAVID BOWIE (EMI America B-8165)
- 17 **I'LL TUMBLE 4 YA**
CULTURE CLUB (Epic 34-03912)
- 18 **ROCK 'N' ROLL IS KING**
ELO (Jet/CBS ZS4 03964)
- 19 **OUR HOUSE**
MADNESS (Gaffan 729668)
- 20 **SAVED BY ZERO**
THE FIXX (MCA-52213)
- 21 **AFTER THE FALL**
JOURNEY (Columbia 38-04004)
- 22 **PUTTIN' ON THE RITZ**
TACO (RCA PB-50727)
- 23 **HUMAN NATURE**
MICHAEL JACKSON (Epic 34-04026)
- 24 **NEVER GONNA LET YOU GO**
SERGIO MENDES (A&M 2540)
- 25 **TELL HER ABOUT IT**
BILLY JOEL (Columbia 38-04012)
- 26 **PIECES OF ICE**
DIANA ROSS (RCA PB-13549)
- 27 **HUMAN TOUCH**
RICK SPRINGFIELD (RCA PB-13576)
- 28 **DON'T CRY***
ASIA (Gaffan 7-29571)
- 29 **PROMISES, PROMISES***
NAKED EYES (EMI America B-8170)
- 30 **1999**
PRINCE (Warnar Bros. 7-29896)

COUNTRY

- 1 **LOVE SONG**
OAK RIDGE BOYS (MCA-52224)
- 2 **LOST IN THE FEELING**
CONWAY TWITTY (Warnar Bros. 7-29636)
- 3 **YOU'RE GONNA RUIN MY BAD REPUTATION**
RONNIE McDOWELL (Epic 34-03946)
- 4 **NIGHT GAMES**
CHARLEY PRIDE (RCA PB-13542)
- 5 **HEY BARTENDER**
JOHNNY LEE (Full Moon/Elektra 7-29605)
- 6 **LEAVE THEM BOYS ALONE**
HANK WILLIAMS, JR. (Warnar/Curb 7-29633)
- 7 **WHY DO I HAVE TO CHOOSE**
WILLIE NELSON (Columbia 38-03965)
- 8 **I'M ONLY IN IT FOR THE LOVE**
JOHN CONLEE (MCA-52231)
- 9 **GOIN' DOWN HILL**
JOHN ANDERSON (Warnar Bros. 7-29585)
- 10 **A FIRE I CAN'T PUT OUT**
GEORGE STRAIT (MCA-52225)
- 11 **DREAM BABY**
LACY J. DALTON (Columbia 38-03926)
- 12 **WAY DOWN DEEP**
VERN GOSDIN (Compleat CP-108)
- 13 **DON'T YOU KNOW HOW MUCH I LOVE YOU**
RONNIE MILSAP (RCA PB-13564)
- 14 **FLIGHT 309 TO TENNESSEE**
SHELLY WEST (Warnar/Viva 7-29659)
- 15 **BREAKIN' DOWN**
WAYLON JENNINGS (RCA PB-13543)
- 16 **PARADISE TONIGHT***
CHARLY McCLAIN & MICKEY GILLEY (Epic 34-04007)
- 17 **IT AIN'T REAL***
MARK GRAY (Columbia 38-03893)
- 18 **HE'S A HEARTACHE**
JANIE FRICKE (Columbia 38-03899)
- 19 **I ALWAYS GET LUCKY WITH YOU**
GEORGE JONES (Epic 34-03883)
- 20 **PANCHO AND LEFTY**
WILLIE NELSON & MERLE HAGGARD (Epic 34-03842)
- 21 **BABY, WHAT ABOUT YOU***
CRYSTAL GAYLE (Warnar Bros. 7-29582)
- 22 **I LOVE HER MIND**
THE BELLAMY BROTHERS (Warnar/Curb 7-29645)
- 23 **ATLANTA BURNED AGAIN LAST NIGHT**
ATLANTA (MDJ A4831)
- 24 **WHERE ARE YOU SPENDING YOUR NIGHTS THESE DAYS**
DAVID FRIZZELL (Warnar/Viva 7-29617)
- 25 **YOUR LOVE'S ON THE LINE**
EARL THOMAS CONLEY (RCA PB-13525)
- 26 **I WONDER WHO'S HOLDING MY BABY TONIGHT**
THE WHITES (Warnar/Curb 7-29659)
- 27 **GOOD OLE BOYS**
JERRY REED (RCA PB-13527)
- 28 **IF I DIDN'T LOVE YOU**
GUS HARDIN (RCA PB-13532)
- 29 **SNAPSHOT**
SYLVIA (RCA PB-13501)
- 30 **THE CLOSER YOU GET**
ALABAMA (RCA PB-13524)

BLACK CONTEMPORARY

- 1 **SHE WORKS HARD FOR THE MONEY**
DONNA SUMMER (Mercury/PolyGram 812 370-7)
- 2 **FREAK-A-ZOID**
MIDNIGHT STAR (Soler/Elektra 7-69828)
- 3 **CRAZY**
MANHATTANS (Columbia 38-03939)
- 4 **JUST BE GOOD TO ME**
THE S.O.S. BAND (Tabu/CBS ZS4 03955)
- 5 **GET IT RIGHT**
ARETHA FRANKLIN (Arista ASI-9034)
- 6 **DEAD GIVEAWAY**
SHALAMAR (Soler/Elektra 7-69819)
- 7 **HOW DO YOU KEEP THE MUSIC PLAYING**
JAMES INGRAM AND PATTI AUSTIN (Qwest/Warnar Bros. 7-29618)
- 8 **WANNA BE STARTIN' SOMETHIN'**
MICHAEL JACKSON (Epic 34-03914)
- 9 **DON'T YOU GET SO MAD**
JEFFREY OSBORNE (A&M 2561)
- 10 **COLD BLOODED**
RICK JAMES (Gordy/Motown 1687GF)
- 11 **FLASHDANCE . . . WHAT A FEELING**
IRENE CARA (Casablanca/PolyGram 811 440-7)
- 12 **TONIGHT I CELEBRATE MY LOVE**
PEABO BRYSON/ROBERTA FLACK (Capitol B-5242)
- 13 **PIECES OF ICE**
DIANA ROSS (RCA PB-13549)
- 14 **CHOOSEY LOVER**
THE ISLEY BROTHERS (T-Neck/CBS ZS4 03994)
- 15 **INSIDE LOVE (SO PERSONAL)**
GEORGE BENSON (Warnar Bros. 7-29649)
- 16 **JUICY FRUIT**
MTUME (Epic 34-03578)
- 17 **MIRACLES**
STACY LATTISAW (Cotillion/Atco 7-99855)
- 18 **I CAN MAKE YOU DANCE (PART I)**
ZAPP (Warnar Bros. 7-29553)
- 19 **IN THE GROOVE**
RONNIE LAWS (Capitol B-5241)
- 20 **HIGH-RISE**
ASHFORD & SIMPSON (Capitol B-5250)
- 21 **BOOGIE DOWN**
JARREAU (Warnar Bros. 7-29624)
- 22 **IS THIS THE END**
NEW EDITION (Streetwise SWRL 1111)
- 23 **KEEP ON LOVIN' ME**
WHISPERS (Solar/Elektra 7-69827)
- 24 **ELECTRIC AVENUE**
EDDY GRANT (Ica/Portrait/CBS 37-03793)
- 25 **SHINE ON ME**
ONE WAY (MCA-52228)
- 26 **PARTY TRAIN***
THE GAP BAND (Total Experience/PolyGram TE8209)
- 27 **YOU BROUGHT THE SUNSHINE (INTO MY LIFE)***
THE CLARK SISTERS (Wastbound/Elektra 7-69810)
- 28 **LOVE IS THE KEY**
MAZE FEATURING FRANKIE BEVERLY (Capitol B-5221)
- 29 **YOU'RE NUMBER ONE (IN MY BOOK)***
GLADYS KNIGHT & THE PIPS (Columbia 38-04033)
- 30 **ALL NIGHT LONG***
MARY JANE GIRLS (Gordy/Motown 1690GF)

OPERATORS PICKS

Russ Mawdsley Jr. (Russell-Hall, Inc., Holyoke)
TELL HER ABOUT IT — Billy Joel — Columbia
 Vic McCarthy (Catskill Amusement, Hurleyville)
NEW LOOKS FROM AN OLD LOVER — B.J. Thomas — Cleveland International
 Dan Tortorice (Modern Specialty, Madison)
(SHE'S) SEXY + 17 — Stray Cats — EMI America

RECORDS TO WATCH

LET'S GET OVER THEM TOGETHER — Moe Bandy Featuring Becky Hobbs — Columbia
RAINBOW'S END — Sergio Mendes — A&M
PILOT ERROR — Stephanie Mills — Casablanca/PolyGram
HOW CAN I REFUSE — Heart — Epic
ALL OVER YOUR FACE — Ronnie Dyson — Cotillion/Atco

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