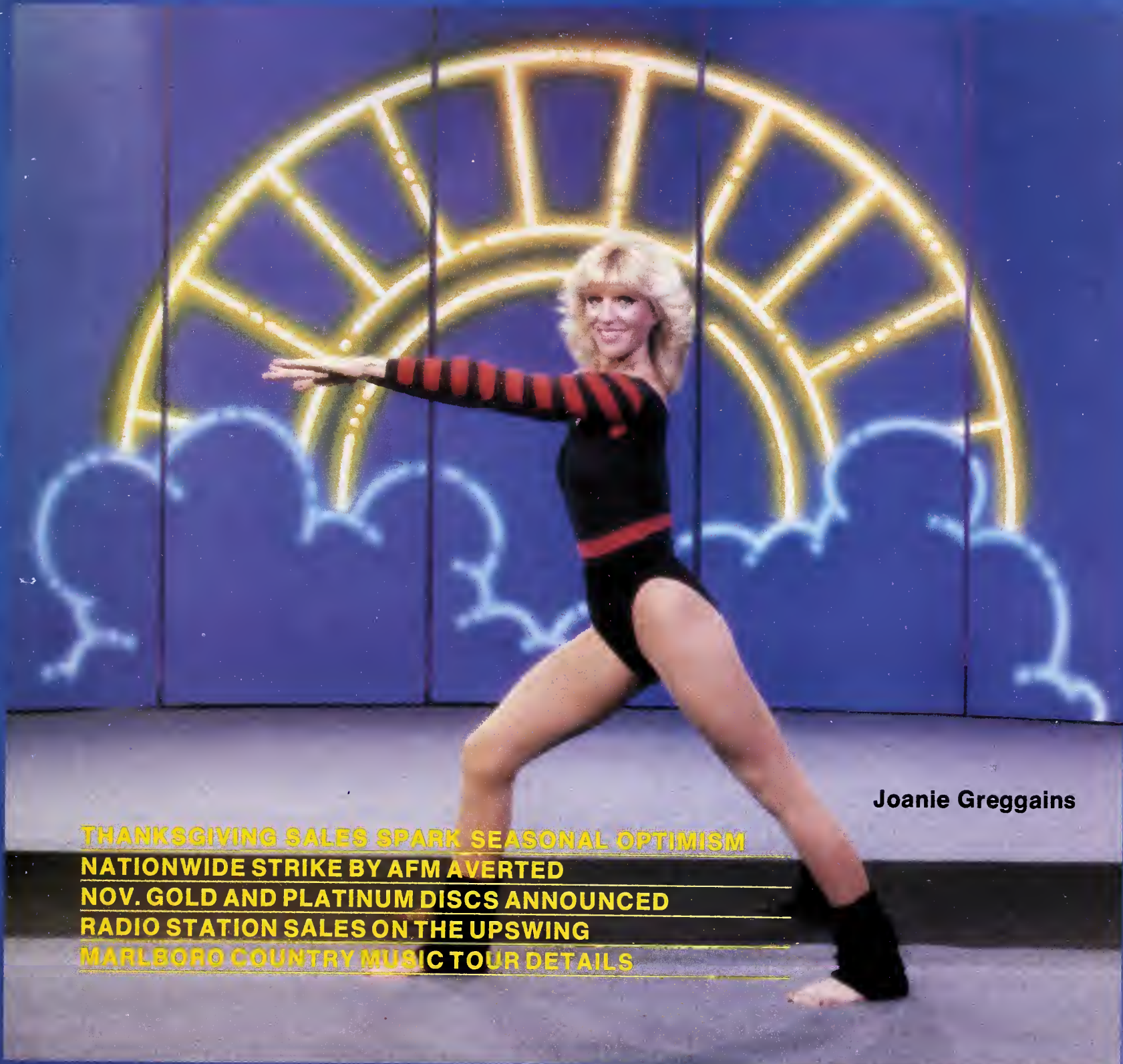


# CASHBOX

December 10, 1983

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## EDITORIAL Looking Forward To The Good Old Days

Although the record industry has yet to equal the mark set in the halcyon days of the late seventies, optimism is appearing with greater and greater frequency as the new watchword.

First, there's the projections of retailers for a truly outstanding Christmas. Based on Thanksgiving sales, the traditional starting point for the Christmas season, most retailers surveyed by **Cash Box** were more than just up-beat, with some reporting sales gains of 25 percent over last year's Thanksgiving weekend.

An equally straightforward indicator noted in this week's issue is the boom in the sale of radio stations. Industry observers and financial consultants are calling the radio industry healthy, and now feel it will be impervious to the assault of developing media and technologies.

Somewhat less obvious but no less valid is the Recording Industry Association of America's (RIAA)

report that gold certifications for singles have more than doubled since last year. Traditionally the province of younger record buyers, the return of the single could spell the start of a whole new generation of confirmed record buyers who see music as their primary means of entertainment.

And finally, while lamenting that they had to make concessions in their recent contract negotiations with the major record companies, an American Federation of Musicians (AFM) union official says he is hopeful because the continuing improvement of the record industry could mean that conceded percentage points will not spell much of a change in rate.

It's not time to say that our problems have evaporated, or that business is better than it's ever been. But with the renewed faith of consumers and industry members, we could be looking forward to 'the good old days.'

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### ON THE COVER

Dance/exercise records have had a surprising impact on the record business in the last couple years, presenting the industry with a whole new market as well as several previously unexplored avenues in promotion and cross merchandising. Not least of all, the phenomenon has managed to attract many buyers who do not normally purchase records.

Joanie Greggains has been one of the leaders of the dancer-exercise movement from the start. The ship-shape national television exercise personality was at the forefront of the initial releases with her "Aerobic Shape Up" album and 16-page instruction booklet on Parade Records & Tapes. The latest in her Parade exercise series "Aerobic Shape-Up III," is now bulleted at #95 on the **Cash Box** chart, proving the staying power of both the artist and the genre.



## TOP POP DEBUTS

### SINGLES

58

**PINK HOUSES** — John Cougar Mellencamp — Riva/PolyGram

### ALBUMS

56

**BARK AT THE MOON** — Ozzy Osbourne — CBS Associated

### POP SINGLE

**SAY SAY SAY**  
Paul McCartney and  
Michael Jackson  
Columbia

### B/C SINGLE

**ALL NIGHT LONG (ALL NIGHT)**  
Lionel Richie  
Motown

### COUNTRY SINGLE

**TELL ME A LIE**  
Janie Fricke  
Columbia

### JAZZ

**BACKSTREET**  
David Sanborn  
Warner Bros.

## NUMBER ONES



Janie Fricke

### POP ALBUM

**CAN'T SLOW DOWN**  
Lionel Richie  
Motown

### B/C ALBUM

**CAN'T SLOW DOWN**  
Lionel Richie  
Motown

### COUNTRY ALBUM

**EYES THAT SEE IN THE DARK**  
Kenny Rogers  
RCA

### GOSPEL

**I'LL RISE AGAIN**  
Al Green  
Myrrh

# CASH BOX TOP 100 SINGLES

December 10, 1983

	Weeks On Chart	12/3	Chart
1 SAY SAY SAY			
2 ALL NIGHT LONG (ALL NIGHT)	2	9	
3 UPTOWN GIRL	1	13	
4 LOVE IS A BATTLEFIELD	3	12	
5 UNION OF THE SNAKE	5	12	
6 SAY IT ISN'T SO	8	6	
7 CUM ON FEEL THE NOIZE	7	7	
8 CRUMBLIN' DOWN	6	13	
9 ISLANDS IN THE STREAM	9	9	
10 CHURCH OF THE POISON MIND	4	16	
11 HEART AND SOUL	11	8	
12 IN A BIG COUNTRY	10	14	
13 TWIST OF FATE	14	8	
14 TOTAL ECLIPSE OF THE HEART	16	6	
15 OWNER OF A LONELY HEART	12	22	
16 WHY ME?	22	6	
17 UNDERCOVER OF THE NIGHT	18	8	
18 SYNCHRONICITY II	20	5	
19 P.Y.T. (PRETTY YOUNG THING)	21	7	
20 MAJOR TOM (COMING HOME)	15	10	
21 TELEPHONE (LONG DISTANCE LOVE AFFAIR)	25	11	
22 BREAK MY STRIDE	19	17	
23 SUDDENLY LAST SUMMER	27	13	
24 ONE THING LEADS TO ANOTHER	17	15	
25 TALKING IN YOUR SLEEP	13	16	
26 AIN'T NOBODY	30	10	
27 THE WAY HE MAKES ME FEEL	29	11	
28 MAKING LOVE OUT OF NOTHING AT ALL	31	8	
29 KARMA CHAMELEON	24	20	
30 HOLIDAY	41	2	
31 DELIRIOUS	39	7	
32 SOULS	23	15	
33 RUNNING WITH THE NIGHT	23	15	

	Weeks On Chart	12/3	Chart
34 INVISIBLE HANDS	37	9	
35 I GUESS THAT'S WHY THEY CALL IT THE BLUES	40	7	
36 TONIGHT I CELEBRATE MY LOVE	32	23	
37 TIME WILL REVEAL	42	8	
38 READ 'EM AND WEEP	47	4	
39 IF I'D BEEN THE ONE	44	5	
40 JOANNA	50	5	
41 I WON'T STAND IN YOUR WAY	46	7	
42 I AM LOVE	43	9	
43 THAT'S ALL	53	3	
44 TENDER IS THE NIGHT	26	11	
45 STAY WITH ME TONIGHT	52	7	
46 I STILL CAN'T GET OVER LOVING YOU	55	5	
47 WHEN THE LIGHTS GO OUT	51	7	
48 ALLERGIES	48	6	
49 WHAT'S NEW	54	6	
50 GOLD	57	4	
51 HOW MANY TIMES CAN WE SAY GOODBYE	36	10	
52 MIRROR MAN	28	10	
53 TRUE	34	20	
54 I NEED YOU	49	9	
55 LOVE IS A STRANGER	33	12	
56 THE SMILE HAS LEFT YOUR EYES	38	9	
57 BABY I LIED	64	5	
58 PINK HOUSES	—	1	
59 SEND HER MY LOVE	56	11	
60 LET THE MUSIC PLAY	68	4	
61 THE SIGN OF FIRE	75	3	
62 IN THE MOOD	70	3	
63 MAGNETIC	66	5	
64 THE CURLY SHUFFLE	77	2	
65 SEND ME AN ANGEL	73	3	
66 REMEMBER THE NIGHTS	79	2	

	Weeks On Chart	12/3	Chart
67 YOU DON'T BELIEVE	74	4	
68 STREET OF DREAMS	69	4	
69 JUST GOT LUCKY	59	12	
70 THE BIG CRASH	78	2	
71 ONLY YOU	62	12	
72 BLUE WORLD	72	4	
73 IF ANYONE FALLS	58	14	
74 BURNING DOWN THE HOUSE	60	19	
75 TAKE ME BACK	83	2	
76 THINK OF LAURA	—	1	
77 MODERN LOVE	81	16	
78 THE POLITICS OF DANCING	86	2	
79 STATE OF THE NATION	80	3	
80 THIS MUST BE THE PLACE (NAIVE MELODY)	88	2	
81 (YOU CAN STILL) ROCK IN AMERICA	90	2	
82 99 LUFTBALLONS	—	1	
83 KING OF PAIN	63	16	
84 EBONY EYES	—	1	
85 MY TOWN	67	11	
86 WET MY WHISTLE	—	1	
87 SAVE THE LAST DANCE FOR ME	—	1	
88 THE DREAM (HOLD ON TO YOUR DREAM)	—	1	
89 ALMOST OVER YOU	—	1	
90 THE SAFETY DANCE	65	25	
91 (SHE'S) SEXY + 17	82	19	
92 QUEEN OF THE BROKEN HEARTS	71	13	
93 TELL HER ABOUT IT	76	20	
94 FOOLIN'	84	14	
95 I JUST CAN'T WALK AWAY	81	6	
96 RAPPIN' RODNEY	1		
97 STOP DOGGIN' ME AROUND	93	10	
98 PUTTIN' ON THE RITZ	89	23	
99 OLD TIME ROCK & ROLL	87	13	
100 I LIKE	91	4	

## ALPHABETIZED TOP 100 SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

Ain't Nobody (Overdue — ASCAP) .....	26	I Still Can't Get (Raydiola — ASCAP) .....	46	Owner Of A (Affirmative/Warner-Tammerlane — BMI/Unforgettable — ASCAP) .....	15	Street Of Dreams (Thames Talent/Lyon Farms — ASCAP/BMI) .....	68
All Night Long (Brockman — ASCAP) .....	2	I Won't Stand (Williesden — BMI) .....	41	P.Y.T. (Eiseman/Hel-Al/Kings Road — BMI/Yellowbrick Road — ASCAP) .....	19	Suddenly Last Summer (Clean Sheets — BMI) .....	23
Allergies (Paul Simon — BMI) .....	48	If Anyone Falls (Welsh Witch — BMI) .....	73	Pink Houses (Riva — ASCAP) .....	58	Synchronicity II (Magnetic/Reggetta/Illegal — BMI) .....	18
Amot Over You (Michael H. Golden/Carload of Us/Sweet Angel/Atlantic — ASCAP/BMI) .....	89	If I'd Been (Rocknroll — ASCAP) .....	39	Politics Of Dancing (Firststars — ASCAP) .....	78	Talking In Your (Forever Endeavor/Romantics — BMI) .....	25
Baby I Lied (Posey/Unchappell/Vanboy — BMI/Chappell — ASCAP) .....	57	In A Big Country (Virgin adm. by Chappell — ASCAP) .....	12	Puttin' On The Ritz (Schallplatten GMBH) .....	98	Take Me Back (Skoubogade — ASCAP) .....	75
Big Crash (Cashola — BMI/Hitchings — ASCAP) .....	70	In The Mood (Talk Time/Bay — ASCAP) .....	62	Queen Of The (Dean Of Music/Blackwood — BMI/Duke Reno/April — ASCAP) .....	92	Telephone (Mighty Mathelson/Slapshot — BMI) .....	21
Blue World (Bright/WB — ASCAP) .....	72	Invisible Hands (Zomba — ASCAP) .....	34	Rappin' Rodney (Paper Clip/Original JB/Funkgroove — BMI) .....	98	Tell Her About It (Joel Songs — BMI) .....	93
Break My Stride (Streetwise/Big Ears/No Ears — ASCAP) .....	22	Islands In The Stream (Gibb Brothers/Unchappell — BMI) .....	9	Read 'Em And Weep (Edward B. Marks/Neverland/Peg — BMI) .....	38	The Way He Makes Me Feel (Barbra Streisand/Columbia 38-04177) .....	31
Burning Down (WB/Bleu Disque/Index — ASCAP) .....	74	Joanna (Delightful — BMI) .....	40	Remember The Nights (Clean Sheets — BMI) .....	66	Why Me? (GMPC/Carub/AICor — ASCAP) .....	16
Church Of The Poison (Virgin adm. by Chappell — ASCAP) .....	10	Just Got Lucky (Zomba — ASCAP) .....	69	Rock In America (Kid Bird/Rough Play — BMI) .....	81	You Don't Believe (Woolfsongs/Careers — BMI) .....	67
Crumblin' Down (Riva — ASCAP) .....	8	Karma Chameleon (Virgin — adm. by Chappell/Pendulum — adm. by Warner-Tammerlane — BMI) .....	29	Running With The Night (Brockman — ASCAP/Dyad — BMI) .....	33		
Cum On Feel (Barn — ASCAP) .....	7	King Of Pain (Magnetic — BMI) .....	83	Safety Dance (Off Backstreet/Les Editions Chapeau — BMI) .....	90		
Curly Shuffle (Wise Guy — BMI) .....	64	Let The Music Play (Shapiro Bernstein & Co./Emergency — ASCAP) .....	60	Save The Last Dance (Rightsone — BMI) .....	87		
Delirious (Controversy — ASCAP) .....	31	Love Is A Battlefield (Chinnichap/Careers — BMI/Makiki/Arista — ASCAP) .....	4	Say It Isn't So (Hot-Cha/Unchappell — BMI) .....	6		
Dream (Giorgio Moroder/Carub/AICor — ASCAP) .....	88	Love Is A Stranger (Red Network/Carbert — BMI) .....	55	Say Say Say (MPL Comm./Mijac — BMI) .....	1		
Ebony Eyes (Stone City — ASCAP) .....	84	Magnetic (Sagglfire/Zomba — ASCAP) .....	63	Send Her My Love (Twist And Shout, div. of Weed High Nightmare — ASCAP) .....	59		
Foolin' (Zomba — ASCAP) .....	94	Major Tom (Southern — ASCAP) .....	20	Send Me An (Australian Tumbleweed — BMI) .....	65		
Gold (Reformation — ASCAP) .....	50	Making Love Out (Lost Boys — BMI) .....	28	Sexy (Williesden — BMI) .....	91		
Heart And Soul (Chinnichap/Careers — BMI) .....	11	Mirror Man (Virgin/Chappell/Sound Diagrams/WB — ASCAP) .....	52	Sign Of Fire (Colgems-EMI — ASCAP) .....	61		
Holiday (House Of Fun/Pure Energy — BMI) .....	30	Modern Love (Jones — ASCAP) .....	77	Smile Has Left (WB/Almond Legg — ASCAP) .....	56		
How Many Times Can (Goldrain — ASCAP) .....	51	My Town (Bema/Michael Stanley — ASCAP) .....	85	Souls (Vogue — BMI) .....	32		
I Am Love (Sagglfire — ASCAP/Adm. by CBS/Foster Frees/Streamline Moderne/Off Backstreet — BMI) .....	42	99 Luftballons (April — ASCAP) .....	82	State Of The Nation (Exit 60 — BMI) .....	79		
I Guess That's Why (Intersong — ASCAP) .....	35	Old Time Rock (Muscle Shoals Sound — BMI) .....	85	Stay With Me (Zabalidah — ASCAP) .....	45		
I Just Can't (Good Life/Beau-Di-O-Do — ASCAP) .....	95	Only You (Old Fashion — ASCAP) .....	71	Stop Doggin' Me (Lena — SESAC) .....	97		
I Like (Off Backstreet/Les Editions Chapeau — BMI) .....	100						
I Need You (Porchester/Dale Kawashima/Orcia Day To Day — ASCAP/Neches River — BMI) .....	54						

Exceptionally heavy radio activity this week

Exceptionally heavy sales activity this week



**THE ONE AND ONLY** — Atlantic Records recently held a party in New York to celebrate the release of the original cast recording of the Tony award-winning musical, "My One and Only." Pictured above at the gathering are (l-r): Atlantic chairman Ahmet Ertegun, and "My One and Only" stars Twiggy and Tommy Tune.

## Seller's Market For Radio Seen In Recent Deal Flurry

by Harry Welinger

NEW YORK — An unusually high number of radio properties transactions have taken place in recent months, leading most industry observers to claim a current state of industry health, and projections for the upcoming year are optimistic for investors. Each of the three major networks have negotiated for the sale of at least one station in their respective groups, with many large companies turning over properties to budding entrepreneurs. Of particular note was the increased interest in radio from large financial institutions.

The flurry of activity was termed a "seller's market" by Bob Mahiman, head of the medium and large-market radio brokerage firm of Robert O. Mahiman, Inc. Mahiman observed that radio buyers and sellers have avoided taking the financial plunge in the past two to three years due to high interest rates, but the present low ceiling has exploded the growth pattern. "Pent-up buying has accumulated," Mahiman said, "and now it's showing in 1983." Bob Hosking, president of CBS Radio agreed. "Basically, the price of money is down," he noted, "which makes it a lot easier to sell and buy."

CBS had sold its AM Boston outlet, WEEI, to Helen Broadcasting earlier this

year in preparation for the expected purchase of KRLD in Dallas as well as the Texas State Networks from Metromedia. Metromedia, which announced the deal in April of this year, recently called the transaction off, leaving CBS the option of picking up another AM property. Hosking said there are no plans for pursuit of a specific station. "If there is an AM station that interests us in all aspects, well, of course we would look into it," he added.

The NBC group purchased WJIB/Boston from General Electric earlier this year, and has since announced plans to unload their Washington, D.C. affiliate WRC-AM to a local businessman and real estate developer. The news-talk station was not noted for its strong performance, and the network hinted it will seek an additional property in 1984.

Also making deals was ABC, as the network recently received FCC approval on the transfer of KGO-FM in San Francisco. The company is expected to take control of an AM-FM combo in the coming months. Cash-needy Mutual Broadcasting made a quick sale of WOFL/Chicago to Statewide Broadcasting for \$8 million, while another major operator, Doubleday Broadcasting, recently sold its St. Louis

(continued on page 13)

## Thanksgiving Sales Spark Retailers' Christmas Hopes

by Jim Bessman

NEW YORK — Cabbage Patch Kids doll merchants weren't alone in their glowing post-Thanksgiving sales reports. Record retailers contacted by **Cash Box** were for the most part equally grateful, the only exceptions being the ones snowed in by the Midwest's devastating storms. Even those dealers, however, said the Thanksgiving sale period is an indication that the Christmas holiday season will be an especially bright one.

Some retailers reported sales increases over the Thanksgiving weekend of last year of as much as 25 percent. Such was the case at Camelot Music's headquarters in Canton, Ohio, where director of retail operations Dan Denino said that the company's 20-25 percent increase had "exceeded our wildest expectations." As the chain did little to promote Thanksgiving sales other than "normal print and hot albums on sale," Denino attributed the high sales jump to renewed consumer optimism. "People were out in numbers and bullish in their attitudes," said Denino, "and they were buying. No one balked at price at all."

Consumer attitudes were also noted by Keith Hudson, general manager of five Hudson's Embassy stores in the St. Louis area. Reporting "at least 10, 15, maybe 20 percent" increases, Hudson compared this Thanksgiving — "the biggest holiday all year" — to last year, when Thanksgiving and Christmas were "nonexistent" after a business slowdown beginning at summer's end. "This one's starting on an upswing," observed Hudson. "I figure it will be good now till the end of the year. Since summer the brewery, aircraft, and auto plants around here have been rehiring after layoffs, and GM built a new plant. So people are saying 'I've got a job now' and the money is just flowing. And those that had jobs already are also confident that they'll still have them in a few months."

Jeff Lake, owner of the Scottsdale, Arizona-based Rolling Stone Stores, also predicted a strong Christmas from his healthy 15 percent Thanksgiving increase. "It should be real strong judging by Thanksgiving multi-purchases," said Lake. "People were buying two and three records at a time. That's a pretty good indicator."

While the Washington, D.C. area's Kemp Mill Records chain showed a 40 percent chainwide improvement, vice president Howard Appebaum noted that his 23-store total was five greater than last year and that the same stores that were open then had percentage increases of just a few points. Even then, Appebaum was in an upbeat mood. "There are hot new releases, and we sold tons of catalog. We sold more cassettes than ever before, but that's everyone's story. For business to start so early and do this well looks great and portends good things to come, as records lend themselves to last-minute gift items. You don't have to go out three weeks in advance to buy a record as a gift for Christmas."

The Budget Tapes & Records Denver-based chain and Minneapolis' Great American Music Co. stores were hit hard by the Thanksgiving weekend snowstorms, and their sales reports suffered accordingly. "We were 4 percent ahead month-to-date on the Monday before Thanksgiving, but 5 percent behind on the Monday afterwards," said Ira Kellicher, president of Great American. In recounting this week's wipeout. "It started drizzling Tuesday, then we got hit with nine inches of snow on Wednesday, Thursday was ruined, but Friday was a good day, though people were still half buried. Things started coming back on Saturday and Sunday, in fact Sunday was better than Friday, which was a major victory since last year we had no football on that Sunday and we did this year. But Sunday night it started snowing again, almost 10 inches. We were able to open Monday at 1:00 p.m. but mail delivery was canceled in this town for only the third time in 10 years and schools, banks, and most businesses were closed. We were still digging out Tuesday."

On the bright side, Kellicher observed "pent-up demand" on Sunday and perceived a good Christmas "when the consumer could get out of the door."

At the headquarters of the 85-store Budget chain, general manager George Hill said that the chain on a whole did very well except for the 15 Denver area stores. "Saturday was a total whiteout in Denver," said Hill in noting the approximately two feet of snow dumped there from Friday

(continued on page 9)

## Strike By AFM Union Averted

by Fred Goodman

NEW YORK — The threat of a national strike by the American Federation of Musicians (AFM) was averted last week when representatives for the union and the major record companies reached an agreement in principle on a new three-year contract. Although the AFM would not discuss specifics until its members receive ratification letters, Victor W. Fuentealba, national president of the AFM, said the settlement preserves the Music Performance Trust Fund at a reduced rate and that there will be no change in the union's Special Payment Fund. The proposed contract also includes increases in health and welfare contributions, as well as what Fuentealba termed "substantial wage increases in each of the three years."

The major record companies had been seeking concessions on the union's Special Payments Fund and complete elimination of the Music Performance Trust Fund (**Cash Box**, November 26). The two funds, set up in 1943, were originally a form of compensation for the decline in live gigs and radio work that resulted as records became dominant. The Special

Payments Fund is distributed by locals to their members who are playing on recording sessions, and is based on the dollar volume of records sold. The Music Performance Trust Fund underwrites charity performances through payments to union members.

Saying he is "very happy" with the settlement, Fuentealba feels the agreement will be ratified by the AFM's rank and file. "In this particular climate today where every major union is being asked to make concessions, and with the cost of living under 5 percent, I don't see any reasons why members shouldn't ratify it," Fuentealba said.

On a local level, John Glasel, president of New York's AFM chapter 802, was also confident that the proposed contract will be approved. "I can't remember any recommended Federation contract being disapproved by the membership," he said. "It's never even close."

Although not yet fully apprised of all aspects of the proposed agreement, Glasel said he was "very happy that there's no strike. "Traditionally," he said, "any kind of

(continued on page 9)



**RAGING QUEEN** — After signing a new contract (see page 26) Capitol execs met with Queen at the Record Plant Studio in Los Angeles, where the group put down tracks from its new album, "The Works," which will begin shipping in January. Pictured above are on the top step are (l-r): Gerry Stickells, tour manager; Walter Lee, Capitol vice president of marketing; Jim Beach, business manager; Bruce Wendell, Capitol vice president of promotion; and Paul Prenter, personal manager. Middle step (l-r): Freddie Mercury, Queen vocalist/pianist; Jim Mazza, president of Capitol; and Mack, Queen's coproducer. Bottom step (l-r): Bob Young, Capitol vice president of business affairs; Brian May, Queen guitarist/vocalist; Roger Taylor, Queen drummer/vocalist; and John Deacon, Queen bass player.

## BUSINESS NOTES

### RIAA Certifications For November

NEW YORK — Three platinum albums, 10 gold albums and one gold single were certified in November by the Recording Industry Assn. of America (RIAA).

The platinum albums certified were "Kissing To Be Clever," Culture Club, Virgin/Epic; "Faster Than The Speed Of Light," Bonnie Tyler, Columbia; and "High N' Dry," Def Leppard, Mercury.

Def Leppard also earned a gold certification for its debut Mercury album "On Through The Night." Amy Grant's Myrrh/Word "Age To Age" album achieved a rare gospel album gold award, while Jimi Hendrix' "Crash Landing," on Reprise/Warner and "20 Golden Greats" from Buddy Holly & The Crickets on MCA went gold as classic rock catalog LPs.

The other gold albums certified in November were "Greatest Hits," David Allan Coe, Columbia; "Sweet Dreams (Are Made Of This)," Eurythmics, RCA; "Lawyers In Love," Jackson Browne, Elektra/Asylum; "More Songs About Buildings And Food," Talking Heads, Sire/Warner; "What's New," Linda Ronstadt, Elektra/Asylum; and "Live From Earth," Pat Benatar, Chrysalis.

The only gold single certified was "Puttin' On The Ritz" by Taco on RCA.

The November certifications compare to four platinum albums, 22 gold albums, and no gold singles from November, 1982. Year-to-date totals this year now show 39 platinum albums, 96 gold albums, and 43 gold singles, which compares to last year's 46 platinum albums, 114 gold albums, and 20 gold singles at this date.

In addition to the music certifications, RIAA's video division RIAA/VIDEO certified five gold video awards for the sale and/or licensed rental of a minimum 25,000 videocassette and videodisc units with a retail sales/rental license value of at least \$1 million. The gold awards went to "Amityville II," Embassy Home Entertainment; "Zapped," Embassy Home Entertainment; "Creepshow," Warner Home Video; "Halloween," Media Home Entertainment; and "Private Lessons," MCA Home Video.

The five gold awards compare to only one in November last year and bring the year-to-date total to 114, compared to only 33 such awards for all of 1982. While no platinum video awards were made in November, the year-to-date total of 24 still compares with only four for all of 1982.

### Pre-recorded Video Cassette Sales May Hit 10 Million Unit Mark in '83

LOS ANGELES — According to the International Tape/Disc Association sales of prerecorded video cassettes should reach the 10,000,000 unit mark this year. Furthermore, the association predicts that this figure will balloon to over 17,500,000 by 1984.

Sales of blank videocassettes to both retailers and duplicators will practically double this year to some 73,000,000 pieces, said Robert Burnett of 3M, a major manufacturer of blank cassettes. Burnett said that the numbers already achieved this year by his company are "beyond our most optimistic projections."

Ed Passara, national sales manager of TDK Electronics, another major supplier of videotape, said that approximately 15 percent of all blank videotape is sold to duplicators, the rest being sold directly to the consumer. Some 72 percent of the videocassettes sold in 1984 will be in the VHS format and 28 percent in Beta, added Passara.

Most industry analysts agree that as sales of blank videocassettes continue to grow, tape and duplication costs should drop due to mass production efficiencies, newcomers into the business, and pressure from program rights owners to offer cassettes at discounts to the consumer.

### Coleco Short Of '83 Goal For Adam

LOS ANGELES — Hartford, Conn. based Coleco Industries said it plans to ship between 125,000 and 140,000 units of its Adam computer by the end of the year. Coleco's earlier year-end sales estimates for the computer system, which retails for \$600-700, ran into the 500,000 unit range.

Despite its inability to meet earlier projections, Coleco expects to produce about 7,500 units a day or 150,000 computers a month by January 1, and presently has a staff of 3,000 at its Adam manufacturing facilities in upstate New York.

The company hopes a service agreement it is currently negotiating with a major electronics corporation will help spark sales and alleviate fears among consumers regarding potential breakdowns of the machine. One of the keys to IBM's success in the personal computer business has been its extensive service network.

### International Emmys Taps Todd

LOS ANGELES — Todd Rundgren has been invited to be a guest speaker at this year's International Emmy Awards, to be held on November 21 in the Grand Ballroom of the New York Sheraton.

The annual black tie presentation is the international equivalent of the American Emmys which pay tribute to the past year's best and most provocative television shows.

Rundgren will speak on the subject of music videos and will show a five-minute excerpt from his forthcoming 90-minute TV special, "The Ever Popular Tortured Artist Effect."

The award ceremony will be videotaped by the BBC for syndication around the world.

### George To Chair VSDA Convention

LOS ANGELES — Jim George, president of San Francisco Home Video, has been appointed chairman of the 1984 Video Software Dealers Association's 1984 convention which will be held August 26-30 at the MGM Grand hotel in Las Vegas.

### AIMP Holds Year-End Luncheon

LOS ANGELES — The Association of Independent Music Publishers (AIMP) will hold its annual Year-End Review and Forecast luncheon on December 7, at Gio's Restaurant, 7574 Sunset Blvd., Los Angeles, Calif.

Speaking at the event will be Leeds Levy, president, MCA Music, Jay Lowy, vice president and general manager, Jobete Music, and Lester Sill, president, Screen Gems/EMI Music.

For reservations call (213) 463-1161 after 10 a.m.

## NEW FACES TO WATCH



### Kissing The Pink

Kissing the pink... Upon thoughtful consideration this fragmentary phrase could mean anything — from a very literal to a very surrealist interpretation. "I liked the name because of its ambiguity," recalled Nick Whitecross, guitarist and vocalist for the oddly-nicknamed British art/pop unit. "I find ambiguity more interesting. Everything that you look at twice is a bit more interesting." Upon listening to the band's debut LP, "Naked," one might definitely agree with Whitecross' assertion. The Pinks compose highly visual four-minute portraits of life in which the music and lyrics often create an unrelenting tension only to be relieved by a fading volume. "Naked"'s tracks expose a refreshing musical ingenuity and is probably due to the band's compositional training and background. Founded by three Scotsmen — Jon Kingsley Hall, keyboardist and vocalist, Peter Barnett, bassist and violinist, and George Stewart, percussionist, keyboardist and vocalist, who had just graduated from Glasgow's Royal College of Music — the band began to take form as the trio recruited members along its evolution. They 'discovered' saxophonist and singer Jo Wells performing in a pub with one of her legs in a cast while Whitecross was hired on upon recommendation from his mother who overheard the band practicing in a Fulham basement. The Pinks' lineup was completed with the addition of Steve Cusack, a Scottish mate previously working with the heavy metal band Penetration.

The album's release in the UK attracted a positive response with "Last Film" making it to the Top 20 in the singles charts. The song, a subtle anti-war statement, is a typical Kissing the Pink creation because it encapsulates the group's fondness for settling up cinematic scenarios. "The song is about a soldier who is about to go to war and is watching this old 40s American war movie where there is always a happy ending," recounts Whitecross. "However the song is trying to point out that the filmed image of an ideal society is not an accurate one. It's just a general observation about why people go off and fight." Prophetically, the song was written before the Falklands/Malvinas war yet captured the general public sentiment of that time. Nevertheless, while the song attempted to forewarn people with respect to the fallacies of propaganda, Whitecross slyly evaded being categorized as an ideologue. "Our songs are filled with hopeful cynical observation."

Aside from the strong imagery created in "Last Film," songs like "Frightened in France" (dealing with the hectic Parisian fashion world), "Broken Body" an aurally grotesque depiction of physical handicaps and "Big Man Restless" (a David Byrnesque venture into urban anxiety), are as visual as they are musically engaging. The band's perceptive insights seem to work on both

levels creating music physically and mentally jarring.

The Pinks' songs are composed with a certain sensitivity to extraneous stimuli: "We're influenced by people and atmospheres in a particular environment. Most of the songs deal with certain human situations with the narrations varying from the third to the first person. Lately, most of the new songs have taken a more personal angle, becoming more first person views.

"Our songs are very cinematic that's why we've felt frustrated in putting it across on video. Things always seem to get in the way because we have to rely on other people due to our lack of filming skill." Whitecross complained. "I'd like to get away from the glossiness that permeates the videos. It's like all those people want to be movie makers. It seems like they are pushing their own career at the cost of the music."

According to Whitecross, the band's music is the most important aspect and, in a band as large as the six-member Pinks, decisions about artistic directions and musical parts often become arbitrary — a shameful acceptance of de-democratization. "We fight and argue all the time. I think it's inevitable. We've worked out a system where the music is the most important factor. Sometimes we have to make ruthless decisions in terms of who's going to play what at what time," explained Whitecross while comparing the creative process to teamwork.

The teamwork ethic comes to focus in a live context when the group features four different lead vocalists. "There's no front person," said Whitecross, "That's another thing we were trying to get away from. We didn't want a big ego in the front. We take turns becoming the focus because we all sing so in a show it goes round and around.

"It's confusing initially because I think people have been conditioned to expect that one singer. And I think in a way it's an insult for a band to just expect them (the audience) to have just enough of an attention span to just look at one person in the front of the band. I think people want more than that now — a bit more variation."

The band just wrapped up its first national tour with an exhausting itinerary. After the tour the group planned to return to England and complete recording the second LP which, according to Whitecross, is essentially finished and just needs to be "sorted all out." "The new songs and ideas are very different from the first album," he noted. "It's very easy. If you do an album and people like it, to repeat the formula. The initial inspiration shouldn't be preconceived and the song should be allowed to come out as it should be."

After a certain degree of cult success and an American tour will Kissing the Pink lose its original intentions and refreshing naivete? "The initial impetus you have for writing songs is something that comes from a strong feeling that you have based on your interaction with other people. When you get rudely awakened upon being introduced into this circus (the U.S. music biz) the reality changes. I don't know what effect this will have on the music. However, it will be interesting to hear the new songs we've written during the U.S. tour and see how they've changed. You have to make a conscious effort to keep talking to people so you know what's going on and you know how you feel about things rather than being fed."

# REVIEWS

## ALBUMS

## SINGLES

### OUT OF THE BOX



**FACE TO FACE** — Evelyn Champagne King — RCA AFL 1-4725 — Producers: Various — List: 8.98 — Bar Coded

Using the same production team that made Shalamar's latest LP a big crossover hit, King's sixth release should receive a similar reception from radio for its bristling pop-funk tunes. With last year's success of "Get Loose," which reached the Top 5 on the **Cash Box** Black LP Charts, there has been great anticipation for a new King record. "Face To Face" will not disappoint any of her old fans and may well attract new ones hip to the current funk trends. The upbeat, punchy "Action," and "Shake Down" — draws from both new music as well as the singer's trademark funk roots. The "Champagne" nickname is back and the old bubbly is as inebriating as ever.

### NEW AND DEVELOPING



**BETSY'S HOUSE** — Wednesday Week — Warfrat SEP0983 — Producer: Vitus Matare — List: 5.98

In the tradition of the Go Gos and the Bangles, another girl group has emerged from the Los Angeles pop underground which favors '60s-type melodies and bouncy rhythms. Unlike its two predecessors, however, Wednesday Week's music is moodier and sparer with an underlying mystery lurking behind each track's seemingly innocent lyrics about broken relationships. Songs like "Perspective" and "I Don't Know" should be particularly appealing to college and new music stations interested in intelligent, memorable pop-rock. Kristi Callan's folk-tinged vocals and the jangling guitar sounds hark back to psychedelia heroes The Byrds; however, Wednesday Week is not a revivalist band.

### OUT OF THE BOX



**BILLY JOEL** (Columbia 38-04259) **An Innocent Man** (5:16) (Joel Songs — BMI) (B. Joel) (Producer: P. Ramone)

Joel goes a-crooning with the third single release from his current album. A change from the energetic chart-toppers still garnering airplay, the LP's title track is in keeping with Joel's 60s-tribute theme. Sounding soulful with a suburban lilt, Joel takes a cue from the Righteous Bros. In a performance that recalls Joel's previous "Until The Night." It's an affecting mellow mood piece just right for the upcoming hectic holiday schedule. On paper a bit lengthy for a ballad, but it looks to stand the airplay test for adult contemporary, Top 40 and AOR. A welcome change of pace for the singer/songwriter.

### NEW AND DEVELOPING



**LENNY WILLIAMS** (Rocshire/MCA X-R95044) **Love Soldier** (3:56) (Len-Lon Music Publishing Co. — BMI) (Williams & McAllister) (Producer: B. Wright)

Williams taps into the prevailing military mood with a tough track that takes dead aim at the dance/black contemporary camps. The former Tower of Power lead singer would rather be a prisoner of the love wars than fight the battle of the sexes, and presents a strong, walling case for capture. Track also features a hot rock guitar. Williams has been missing in action for the past couple of years, and his strong re-appearance on vinyl looks to push him to the front lines. From the album "Changing," the uptown sound is already getting black contemporary action, with flankers spreading pop.

## FEATURE PICKS

**DIFFERENT STYLE!** — Musical Youth — MCA-5454 — Producer: Peter Collins — List: 8.98 — Bar Coded

Last year Musical Youth came onto the pop scene with its exuberant rendition of "Pass the Dutchie" which led many listeners to draw similarities to the young Jackson Five. Coincidentally, Musical Youth is also a quintet with a refreshing innocence and fun-loving attitude which all but eliminates its musical training shortcomings. "Different Style!" is really no different stylistically from the band's debut although the members seem more mature following their worldwide touring trek. Featuring three original compositions plus contributions from such pop world luminaries as Stevie Wonder, Boy George, Lamont Dozier and Desmond Dekker, the album is an engaging collection of hook-filled reggae-pop with notable tracks such as the R&B tinged "She's Trouble" and "Incommunicado."

**FEARLESS** — Nina Hagen — Columbia BFC 39214 — Producers: Giorgio Moroder and Keith Forsey — List: None — Bar Coded

East Germany's funky, rapping, ranting hippie has done it again with her mondo bizarro brand of music. Produced by Giorgio Moroder and Keith Forsey, the synthesizer funk flexes its musical muscle here while Hagen's chameleon like voice takes various forms and tones faster than anyone trying to keep track. From her Grace Jones imitation on "My Sensation" to her operatic yodels on "The Change," Hagen voices her worldly opinions in an inimitably innocent manner and nearly impenetrable German accent. Her Grandmaster Flash cool comes out on "What It Is," backed by Los Angeles' spunky punksters The Red Hot Chili Peppers. Overall, this is Hagen's most consistent release with material and production finally highlighting the madchen's incredible vocal style and ability.

**COLD SPRING HARBOR** — Billy Joel — Columbia PC 38984 — Producer: Artie Ripp — List: None — Bar Coded

With Billy Joel's phenomenal success over the years — especially with his latest, rockier LPs — this rerelease of one of his early works should prove vital to fans of the artist interested in his roots. An album recorded before he received national attention, with the "Piano Man" LP, "Cold Spring Harbor" features a fine mix of the singer/songwriter/piano man's melodic, sad pop songs about love and loneliness such as the intelligently crafted "She's Got A Way" and the sulking "Falling On The Rain."

**JOYSTICK** — Dazz Band — Motown 6084ML — Producer: Reggie Andrews — List: 8.98 — Bar Coded

Finding major chart crossover success with last year's hit single "Let It Whip" — which had the nuttiness of "SuperFreak" and the synthpop feel of Devo — "Joystick" contains more of that new wave funk excitement. Staying within a computer game theme, the LP makes major steps bringing funk music to the new age with its emphasis on a synthesized sound combined with scratch and other innovative mixing techniques. The title track, with an introduction recalling Midnight Star's "Freak-A-Zoid," takes a good groove into the outer limits by using syncopated B-boy rhythms and video game effects. Other notable tracks ideal for the boomboxes are "To The Roof" and "Rock With Me."

(continued on page 26)

## FEATURE PICKS

**PRINCE** (Warner Bros. 7-29548)

**Let's Pretend We're Married** (3:40) (Controversy Music — ASCAP) (Prince) (Prince) No doubt Prince earned his crown for carnality, and he's on familiar ground here. The multi-instrumentalist really seems more interested in pretending he's at Motel 6 than pretending he's married, which is not to say this single doesn't have tremendous power. The lyrics on this mix are unsuitable for radio, as is the bonus flip, a bare-bones, sketchy and previously unreleased tune entitled "Irresistible Bitch." Despite the programming handicap, look for strong sales response across the board.

**THE MOTELS** (Capitol P-B-5246)

**Remember The Nights** (3:05) (Clean Sheets Music — BMI) (M. Davis — S. Thurston) (Producer: Val Garay)

The follow-up to "Suddenly Last Summer" takes a tougher stance than the previous chart successes and while leader Davis nearly steps into Pat Benatar territory, the tight arrangement and cool saxophone make this a Top 10 natural. Faint synths provide an airy touch. The track recalls the band's earlier rock sound before their incarnation as smooth charters, and producer Garay is to be commended for making the professional blend.

**MICHAEL DES BARRÉS & HOLLY KNIGHT** (A&M AM-2605)

**Obsession** (3:50) (The Makiki Publishing Co., Ltd. — ASCAP/Pacific Island Publishing — BMI) (Michael Des Barres — Holly Knight) (Producer: Mike Chapman)

The soundtrack to *A Night In Heaven* unites Chequered Past's Michael Des Barres and "Love Is A Battlefield" co-writers Holly Knight and Mike Chapman. A continuous buzzing rhythm base aptly creates the sexual tension expressed by the male voice in a mostly spoken manner. Basically, he wants to know what he has to do to get it on: she then helps him out with her singing. Crashing guitar chords thicken the chorus, which is about the only part of the song that he actually sings.

**MICHAEL STANLEY BAND** (EMI America P — B — 8189)

**Someone Like You** (3:59) (Bema Music Co./Kejra Music Co. — ASCAP) (Kevin Raleigh) (Producers: The Michael Stanley Band and Bob Clearmountain)

A harsh saxophone wall overrides an insistent Police-type rhythm and chord structure in the beginning of the second single from MSB's "You Can't Fight Fashion" LP. The tune was written by keyboardist Kevin Raleigh, who also turns in an evocative vocal performance along the lines of a Rod Stewart without the rasp. The brisk clip continues from start to finish and augurs well for broader commercial acceptance of this hardworking Midwestern rock band.

**LATIMORE** (Malaco MAL 2093)

**I'll Do Anything For You** (3:45) (Tree Music — BMI) (D. Cook, R. Killough) (Producers: T. Couch & W. Stephenson)

The Montgomery, Alabama-based label has been holding down the traditional R & B fort and this release is no exception. A soul ballad featuring Latimore's powerful vocal energies, highlighted by a short but sweet guitar solo. Southern-style horns and female background add to the classic flavor.

**DAVID WILLIAMS** (Oceanfront OF 2002)

**Here To Stay** (3:10) (Kichelle Music/Emmou Road Music — ASCAP) (D. Williams & S.

(continued on page 26)

## POINTS WEST

**CLASSY BLASSIE** — Anyone who watches Championship Wrestling on television or listens to *Dr. Demento's* radio program is no stranger to **Freddie Blassie**. As a legendary pro wrestler, Blassie earned a solid rep as a Hollywood fashion plate and master of the drop kick before he relinquished his place in the ring to become manager of such bruisers as **George "The Animal" Steele**, Iran's **The Iron Sheik**, Ivan "The Russian Bear" **Koloff**, and **Big John Studd**. As a recording artist, Blassie attained stature of a sort for his anthem "Pencil-Neck Geek," which ranks among the most frequently requested novelty tunes of all time on *Dr. Demento's* show. And now the wrestling vocalist has yet another claim to fame: he's the star of the satirical film *My Breakfast With Blassie*. The movie, a takeoff on **Louis Malle's** *My Dinner With Andre* (not **Andre The**



**Glant**), chronicles an early morning meal with Blassie and comic **Andy Kaufman** at a local Sambo's restaurant. Coinciding with his motion picture debut, Blassie's record label, Rhino, has just issued a picture disc of the superstar entitled "I Bite The Songs," obviously a reference to the fact that the wrestler is credited with introducing biting to the sport. A few days ago, **Points West** chatted with Blassie about his various activities and found him to be quite kind and gregarious, in sharp contrast to his abrasive public image. "I hate to be idle," he said, explaining his current crop of projects. "I like to keep busy. I'm always looking for something to do. In addition to the movie and the record, I've got a few more films under development. One of them calls for me to play a high school gym teacher, one is a **Laurel and Hardy** takeoff, and the other is a parody of **The Three Stooges**." With this surge of activity, will Blassie see fit to enter the ring again, like other "former" wrestlers **Captain Louis Albano** and **Buddy Rogers** plan to do? "I have no inclination or desire to get back in the ring," Blassie emphasized. "I know my wrestling days are over, and I'm not kidding myself to think I can get back in the ring again with these youngsters." Blassie gave up his wrestling career about five years ago, after he went through 11 consecutive cage matches. "Fortunately, I won every match and I didn't get hurt. But I knew my luck wouldn't hold out all the time, so I left. I held the world title several times, and I knew I could never regain it again, so why go out and make a spectacle of myself?" However, anyone who watches wrestling knows that Blassie continues to make a spectacle of himself every time the camera focuses on him, whether he's advising **The Iron Sheik** when to apply the dreaded "Camel Clutch" or feeding a T-shirt to **George Steele** for a snack. The manager/singer/actor will also be in front of the lens soon for an *Entertainment Tonight* segment about Rhino Records.

**SHORT CUTS** — Word has it **The Police** will probably return to the U.S. next winter for a national tour. . . . **The Pretenders** are firming up domestic tour dates for 1984, and the group should be appearing in L.A. at the Universal Amphitheatre during March. The tour will coincide with the release of the reformed group's new LP "Learning To Crawl," which will include the current U.K. Christmas single "2000 Miles." While touring America, **The Pretenders** will be joined (at least during the L.A. dates) by the likes of **The Alarm**. . . . Island's dance music madonna **Grace Jones** has been signed for a big role in the sequel to *Conan The Barbarian* entitled *Conan, King of Thieves*. Jones will portray Zula, an aggressive female warrior who becomes Conan's (**Arnold Schwarzenegger**) partner. . . . Last week **Points West** pointed out the power behind **Michael Jackson's** *Thriller* mini-movie, and this week it appears like the 14-minute music clip is making a lot more noise in the news. Seems that the clip, which has been playing before commercial screenings of **Walt Disney's** *Fantasia* around town, has been frightening little kids who prefer Mickey Mouse to werewolf transformations. So now the theatre managers are starting to make speeches before each screening warning parents the Jackson visual epic may be a mite too strong for some youngsters. On the flip side of the coin, theatre owners say dozens of people have been buying full price tickets to the double bill, but leave immediately after the Jackson clip ends and before *Fantasia* starts. . . . Showtime filmed more segments for its KROQ-video offshoot "Rock of the Eighties" last week at The Palace in Hollywood. Bands who appeared at the taping include **Spandau Ballet**, **Culture Club**, **Oingo Boingo**, **JoBoxers** and **Sparks**. . . . Scuttlebutt around town claims **Bruce Springsteen** is planning to tour very early next year, with possible dates at L.A.'s Forum. But nothing seems to be definite, and calls to Springsteen's manager **Jon Landau** were met with a recorded message saying the number had been changed to an unpublished listing. . . . **Pablo Moses**, reggae's hottest vocoder player, will be appearing Dec. 9 at Huntington Beach's Golden Bear club and Dec. 11 at the Country Club in Reseda in support of his new LP "In The Future". . . . "Break Dance" is the name of an episode of the television show *Fame*, and it's directed by **Michael Peters**, who choreographed Michael Jackson's "Beat It" video. . . . A blurb in last week's column about **Olivia Newton-John** parting ways with MCA was erroneous, says the vocalist's manager **Roger Davies**. We regret any hassles this may have caused. . . . A gaggle of celebs showed up to celebrate all night long with **Lionel Richie** at his six Los Angeles shows, including **Stevie Wonder**, **Rod and Alana Stewart**, **Mayor Tom Bradley**, **O.J. Simpson**, Motown's **Berry Gordy**, **Bob Rafelson**, **Quincy Jones** and "Magic" **Johnson**.

**KING'S RELEASE IS A KNOCKOUT** — *King Records* hosted a party celebrating the release of *The Sunburst Band's* record "The Easton Assassin" about heavyweight champion **Larry Holmes**. Pictured above are **Sam King** (l), president of *King Records* and boxer **Larry Holmes** (r).



**FEAR OF ROQ-Y STREETS** — Hornman Tom Scott and leader of the hard-core combo *Fear Lee Ving* recently stopped by radio station **KROQ** to chat about their collaboration on Scott's new LP. Pictured here sharing a beer at the studio are (l-r): *Ving*; *Dusty Street*, *KROQ* jock; and *Scott*.

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jeffrey ressner

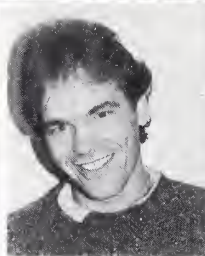
## EXECUTIVES ON THE MOVE



Badle



Ahern



Rennie



Fenster

**To PolyGram** — Cynthia Badle has been named national director of publicity for PolyGram's Urban/Black Music Division. She was recently at RCA in black music field promotion.

**Ayer Appointed** — Jane Ayer has been appointed director of public relations for MCA Home Video and Universal Pay Television. Previously, she headed up her own public relations agency specializing in video, film, and music accounts including Pacific Arts Video Records.

**Schwab Appointed** — Jay Schwab was named vice president, sales for CBS/Fox Video. He comes from United Audio Products, Inc., where he served for the past eight years as executive vice president, director of sales and marketing.

**Allegiance Names Two** — Allegiance Records has announced two new staff appointments to the label. Michael Mathews has been named national promotion director. He most recently headed up M.M.L.A., an independent promotion firm. Also announced was the appointment of Scott Bergstein as director of artist development. He had most recently headed up his own artist management firm.

**Avalon Restructures Staff** — Avalon Attractions has announced that Roger Shepherd has resigned from the company. Larry Ahern has been promoted to general manager of the company. He has been with Avalon since February of this year. Prior to this he was general manager of Electric Factory Concerts in Philadelphia. Steve Rennie has joined Avalon in an executive capacity. He had previously owned and operated Steve Rennie Presents, an independent concert promotion firm based in Sherman Oaks, CA.

**Fenster Appointed** — Jeff Fenster has joined the legal staff at Warner Bros. Records. He comes to Warner Bros. Records from the law firm of Mitchell, Silberberg and Knupp where he worked for three years in both the litigation and music departments.

**Hecht Appointed** — Unicorn Productions, Ltd., has announced the appointment of Joseph M. Hecht as acquisition consultant for video product in the area of music, comedy and conceptual visuals. Based in New York, he will be responsible for acquiring already existing videos, as well as commissioning new products, and liaison between the video directors and producers and the home office of Unicorn Productions in Denver, Colorado.

**McCarty Named** — The ATV Music Group in Canada has announced the appointment of Michael McCarty as creative manager for the publishing/production complex in Canada.

## Mervis And Levy Named V.P.s At MGM/UA Video

**NEW YORK** — Jim Mervis has been promoted to the newly created post of vice president, programs and planning at MGM/UA Home Video. Formerly vice president of programming, Mervis will now increase his program development role and will also coordinate worldwide program planning for the division.

In an additional appointment MGM/UA Home Video, Benton Levy has been named vice president of business affairs.

Mervis has been at MGM/UA Home Video from its beginning and has been deeply involved in both music and children's programming. In the last year he supervised production of such MGM/UA Home Video product as "Girl Groups: The Story Of A Sound" and the forthcoming "Cool Cats" and also acquired "The Complete Beatles," "Carole King: One To One," and "The First Barry Manilow Special" for the company. His new title represents MGM/UA Home Video's increased emphasis on original programming in the international marketplace.

Levy has served as director of business affairs with MGM/UA Home Entertainment Group since its inception in April, 1982, and has helped develop foreign licensing arrangements in Japan, France, Scandinavia and Germany. He has also helped in acquiring Cannon Films and Playboy product.

Levy's appointment is part of a restructuring of the entire business affairs department at MGM/UA Home Video. In the restructuring, Donna L. Bascom, formerly assistant director of business affairs, becomes director of business affairs, while video rights coordinator Jim Tauber moves up to assistant director of business affairs.

## Dunbar, Gusler, Black Form Marble

**LOS ANGELES** — Music industry veterans, Geoff Dunbar, Mike Gusler and Paul Black recently announced the formation of Marble Records, an independently distributed record label.

Dave Mason, known for his work with the legendary Traffic as well as for his solo ventures capped by the success of "We Just Disagree," is the label's first signing and, with a record scheduled to be released in January, Mason's first single from the album is out and it is entitled "Break Away."

"We are currently working on the album at Gram Nash's Ruby Records Studios," Mason said also pointing out that he is handling the production chores. Backed by the same musicians who played on Al Stewart's latest tour, Mason vowed that his new compositions will be more of "the classic Dave Mason stuff in the 'We Just Disagree' vein."

Marble, which is headquartered in Dallas, TX, will be led by Dunbar, a marketing specialist who previously handled booking and tours for Waylon Jennings. Gusler, who has worked for CBS Records for 13 years, will handle vice presidential duties along with Black, a Columbia Records alumnus.

## CBS Songs South Taps Gilmer As VP

**NEW YORK** — Jimmy Gilmer has been named vice president, southern region of the CBS Songs Division. Gilmer will be responsible for all creative and administrative aspects of CBS Songs in the southern region. He will headquarter in the division's Nashville office.

Prior to his appointment, Gilmer was vice president of United Artist Music's Nashville operations.



# Thanksgiving Sales Spark Retailers' Christmas Hopes

(continued from page 5)

night through Sunday. But he added that things were picking up since and that he expected to even the score by the end of the week.

Aside from the snow belt retailers, the only dealer contacted who was not enthusiastic about his Thanksgiving sales was Tom Pettit, director of merchandising at the Record World/TSS 53-store chain. Said Pettit, "We showed a little increase, try 4 percent. But we had hoped it would be bigger. If we can get another 5 percent for this week and next week and the last couple weeks before Christmas and the week after, we should blow the roof off. But as things were, it's not encouraging or discouraging either."

Pettit felt that one of the reasons for the less-than-expected showing had to do with consumers staying in late during the holiday period. "People don't want to get up. On Friday and Saturday you could go bowling in the stores between 10:00 and 12:00. After 12:00, though, it was gangbusters."

But Pettit did not blame the shortcoming on lack of product, nor did any other retailer complain about the quality of the goods in stock. "Duran Duran, Quiet Riot, Yes, and the Rolling Stones all blew out for us," said Rolling Stones' Lake. "It seemed like everybody walked out with one. The manufacturers have done a great job this year in getting the major releases out in time instead of just 10 days before Christmas as in the past."

At Camelot, Denino listed Lionel Richie, Michael Jackson, and Quiet Riot as his top three album sellers. "It seems that people got to be into their second and third copies of 'Thriller' by now," said Denino, adding that with the "Thriller" videocassette nearing release, its album sales showed "no end in sight."

Denino also cited Barbra Streisand's "Yentl" soundtrack as a surprise blowout item due to the "Typical holiday buyer who sees a new Streisand." James Rose, general manager of Chicago's seven-store Rose Records chain, estimated a 5 percent Thanksgiving holiday increase and credited "Yentl" and current Paul McCartney and Linda Ronstadt LPs for leading the way, with Ronstadt's "What's New" kicking in especially hard after the Thursday night feature on ABC's "20/20."

At Budget, Ozzy Osbourne's latest was at the top of the list, with the Stones and Streisand rating an "exceptional." Hill also cited current releases from John Cougar, Billy Joel, Lionel Richie, Paul McCartney, Night Ranger, The Police and Huey Lewis & The News as steady sellers, and grouped John Denver, Bob Dylan and Kiss together as artists who were moving product for the first time in a while.

Hill mentioned distribution trouble on another steady seller, ZZ Top's "Eliminator," and Bill Berry, president of the three New Orleans area Warehouse Records & Tapes stores, noted similar trouble in obtaining his hot-selling Motley Crue item. But Berry credited Quiet Riot — his #1 since late August — and Dylan, McCartney, Jackson, Def Leppard, The Police and the soundtrack of "The Big Chill" for his Thanksgiving sales increase of between 5 and 10 percent.

Only Keith Hudson at Hudson's Embassy, which sells primarily to black customers, reported a different best seller mix, with Midnight Star and Patti LaBelle leading the way, and "believe it or not," a gospel album entitled "Rough Side Of The Mountain" by R.C. Barnes and Reverend Janice Brown.

While many retailers noted a continuing strength in the cassette configuration over

the holiday, Budget's Hill said that compact disc sales had picked up greatly there, as they had for the entire month. Randy Gerston, advertising director of Southern California's Licorice Pizza chain, said that besides having a "much better than last year" Thanksgiving, the holiday was one of the best-ever video sales and rental weeks in the company's history.

Although Atlanta's Turtles Records & Tapes' buyer Brian Poehner said that video games played but a bit part in his chain's "real strong" Thanksgiving, Camelot's Denino reported that the cartridges "came on very strong," with "Q\*Bert" on top in all formats, and "Popeye" right behind. "The old favorites from last year like 'Frogger' and 'Pitfall' have come back, too," added Denino.

According to Denino, Camelot's only concern is in the manufacturers' ability to "keep us in business" up through Christmas. "We've been playing our inventory kind of tight," explained Denino. "If the manufacturers experience outages, then we'll have problems. Otherwise Thanksgiving is a good barometer of things to come throughout the rest of December and hopefully into January."

## AFM Strike

(continued from page 5)

strike in this industry has been very long and costly. They make things rough for both sides."

However, he added, "we're not overjoyed at the reduction in the Performance Trust Fund, and we deeply regret the cost this will be not only to our own members, but to the public, which is receiving a lot of free music for very beneficial causes. We're happy that the reduction is not total as management originally wanted. And in any event, it will take a couple of years for its full effect because of various internal reasons. We hope for the continued improvement in the fortunes of the record industry so that not only will we get more work out of the whole thing, but also the effects of this percentage reduction in the formula will not have such a big dollar volume effect. So we can only hope for the best."

Ratification letters and ballots are being mailed out this week to all Federation members who earned over \$1,000 playing on record dates in 1982. They must be returned by the process date, January 6.

## MGM/UA Now To Handle Playboy Vids

LOS ANGELES — MGM/UA Home Video has become the exclusive home video distributor in the United States and Canada, and in some cases worldwide, of "Playboy Premiere" feature films.

The new agreement allows MGM/UA to distribute adult-oriented programming on the "Playboy Cinema" label simultaneously with its appearance on the Playboy Channel.

The first title on the Playboy Cinema label, "Fanny Hill," will be released in February. Future Playboy programming will be available in the home video marketplace from MGM/UA includes "Preppies," "Malibu Express," and several other yet to be aired feature films — "Lovescenes" and "Bedroom Eyes" — both of which will be produced by Starways Films and the Canadian firm of RSL Films Ltd.

## Image Branches Out

LOS ANGELES — Image Consultants, the L.A.-based retail marketing firm, said it will move into arranging sponsorships and endorsements, and other cross-promotions involving rock, jazz, black and country acts.

## EAST COASTINGS

**A RINGSIDE SEAT** — In a matchup that's bound to be more rewarding than Larry Holmes and Marvin Frazier, Don King and The Jacksons hit town last week to formally announce the group's upcoming '84 tour. King, the flamboyant boxing promoter, might seem the most unlikely choice to package and present The Jacksons, but he showed little concern over differences between promoting pugilists and shepherding showmen. "The curtain is about to rise on 'The Family Affair,'" King declared in a boisterous tone that never betrayed he wasn't announcing "The Thriller in Manila" or "The Brawl For It All." Showbiz, pure and simple, although not without its surprises (like when King began quoting Shakespeare's "Twelfth Night"). The big question was not whether the band would be looking to do arena dates — which they are — or who the now obligatory corporate sponsor is — Pepsi Cola — but, of course, whether Michael would show. Which he did.

Claiming a sore throat, he managed to sidestep dominating the press set, a role King gladly filled. King's extravagant style, amply demonstrated by renting the Ilon's share of the chic Tavern on the Green and inviting over 1,000 press reps, artists and sports figures, should make the Jacksons' tour the kind of media circus he obviously has in mind. And although he's an easy figure for ridicule, King already dominates the toughest entertainment racket there is and didn't get there simply by being outrageous. His evasiveness when questioned about projected earnings for the tour, and presentation of a complete package with Pepsi that puts the Jacksons in the center of their advertising campaign, are examples of his savvy beneath buffoonery. Yet still and all, the pairing of the supreme hustler with the shy and reticent Michael Jackson is about the weirdest matchup since Marvin Hagler met Caveman Lee.

**THE LAND OF MILK & HONEY** — PolyGram will be releasing several records by John Lennon and Yoko Ono during the next few months. Shipping this week is "Heart Play — Unfinished Dialogue," an interview album featuring 42 minutes of conversation between Lennon, Ono and interviewer David Sheff. List is \$5.98. Scheduled for the first week of '84 is the single, "Nobody Told Me" by Lennon with Ono's "Oh, Sanity" on the flip. And finishing up the list is the LP "Milk & Honey," set for a January 23 release. The 12-song album is evenly split between Ono and Lennon tunes, and the cassette version will be packaged with a 12-page lyric and photo booklet.

**THAT'S WHAT REAL LIFE IS ABOUT** — Over the last two years, the U.S. music scene has been undergoing an Australianization. Yet the slow of up-and-coming bands from down under can't be pigeonholed: we've gotten heavy metal, MOR, fashion music, and straight-ahead commercial fare. The latest outfit to come to us from Oz, MCA recording group Real Life, only serves to further scramble any attempt to define an Australian rock 'n roll movement. Their debut LP, "Heartland," sounds most influenced by Britain's romantic synth bands. "We do share the commitment those bands have to using the new technology," keyboardist/violinist Richard Zatorski recently told us. "We determined that was something we wanted to do from the outset, so we use a lot of sequencers and synthesizers. But I don't think we've lost our rock 'n roll roots."



**TURNING HEADS** — Frost of New York break crew The Furious Rockers shows his best side to Harry Belafonte during the recent auditions for Belafonte's film Beat Street. The Rockers were among the dozens of crews who attended the open call, held at New York's Roxy.

of a risk. Eventually, you've got to go to either England or the U.S." And although Zatorski feels England has "lost a lot of its appeal for Australian bands" due to the costs involved in moving, the band wound up making their move towards Great Britain prior to the U.S. "Somebody in Great Britain saw our video," recalled Sterry, "and rush-released 'Send Me An Angel.' That was something of a surprise — we felt we knew a great deal more about America, even though we still feel somewhat naive." Although touring plans for the U.S. are still "touch and go," Sterry is hopeful of finding a good slot as a support act on a national tour. "We'd love nothing more than to come and play here," he said. "We are a live act first and foremost."

fred goodman



**HANGIN' HIS HAT AT THE BOTTOM LINE** — Rounder recording artist Johnny Copeland recently headlined a show at New York's Bottom Line in support of his most recent LP "Make My Home Where I Hang My Hat." Pictured with Copeland is drummer Jimmy Wormworth.

Cash Box photos by Annie Ammann

## TOP 15 VIDEO GAMES

	Weeks On 12/3 Chart
1 Q-BERT Parker Brothers 5360	1 14
2 JUNGLE HUNT Atari CX 2688	2 18
3 MS. PAC-MAN Atari CX 2675	3 38
4 POLE POSITION Atari CX 2694	4 14
5 RIVER RAID Activision AX 020	6 36
6 MR. DO! Coleco 2622	3 9
7 ENDURO Activision AX 026	7 25
8 CENTIPEDE Atari CX 2676	9 36
9 BURGER TIME Intellivision	8 19
10 PITFALL! Activision AX 108	10 53
11 KANGAROO Atari CX 2689	12 2
12 TIME PILOT Coleco 2679	11 5
13 POPEYE Parker Brothers 5370	— 1
14 DECATHLON Activision AX030	14 14
15 JOUST Atari CX 2691	— 1

COMPILED FROM: Alta — Phoenix • Disc-O-Mat — New York City • Sound Video, Unltd. — Chicago • Musicland — St. Louis • Everybody's — Portland • Licorice Pizza — Los Angeles • New England Home Video — Groton • Movies To Go — St. Louis • Sound Warehouse — San Antonio • Spec's — Miami • American Tape & Video — Atlanta • Nickelodeon — Los Angeles • Show Industries — National • Tower — Sacramento, Seattle • Crazy Eddie — New York City • Video Store — Cincinnati • Turtles — Atlanta • Radio 437 — Bala Cynwyd • Wonderful World of Video — Chattanooga • Entertainment Systems — Phoenix • Lieberman — Kansas City • Day Jay — Denver • Cavages — Buffalo • Tower — Sacramento, Seattle • 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 12/3 Chart
1 LED ZEPPELIN (IV) (Atlantic SD 19129)	1 41
2 THE PRETENDERS (Sire SRK 6083)	2 20
3 THE RISE AND FALL OF ZIGGY STARDUST AND THE SPIDERS FROM MARS David Bowie (RCA AYL 1-3843)	3 33
4 THE DOORS (Elektra EKS 74007)	4 44
5 WHO'S NEXT The Who (MCA 3141)	7 22
6 ELTON JOHN'S GREATEST HITS, VOLUME I (MCA 2128)	5 17
7 WORKING CLASS DOG Rick Springfield (RCA AFL 1-3697)	8 13
8 THE ROMANTICS (Nemperor/CBS NJZ 36273)	9 3
9 HITS! Boz Scaggs (Columbia FC 36841)	10 5
10 WHO ARE YOU The Who (MCA 3050)	11 25
11 LOOK SHARP! Joe Jackson (A&M SP-4919)	13 64
12 PIANO MAN Billy Joel (Columbia PC 32455)	6 19
13 LET THERE BE ROCK AC/DC (SD-36151)	12 19
14 SO FAR Crosby, Stills, Nash & Young (Atlantic SD-19119)	— 1
15 MORNING DANCE Spyro Gyra (MCA 9004)	— 1

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 38 SPECIAL         | 9 TWO OF A KIND    |
| 2 OZZY OSBOURNE      | 10 KOOL & THE GANG |
| 3 U2                 | 11 BARRY MANILOW   |
| 4 EDDIE MURPHY       | 12 ADAM ANT        |
| 5 EARTH, WIND & FIRE | 13 NIGHT RANGER    |
| 6 PAUL SIMON         | 14 CARPENTERS      |
| 7 KENNY ROGERS       | 15 JAMES INGRAM    |
| 8 ROMANTICS          |                    |

### NORTHEAST 1.

- 1 U2
- 2 EDDIE MURPHY
- 3 KENNY ROGERS
- 4 KOOL & THE GANG
- 5 38 SPECIAL
- 6 POINTER SISTERS
- 7 OZZY OSBOURNE
- 8 EARTH, WIND & FIRE
- 9 JAMES INGRAM
- 10 PAUL SIMON

### SOUTHEAST 2.

- 1 EDDIE MURPHY
- 2 EARTH, WIND & FIRE
- 3 KENNY ROGERS
- 4 TEDDY PENDERGRASS
- 5 OZZY OSBOURNE
- 6 U2
- 7 TWO OF A KIND
- 8 38 SPECIAL
- 9 KOOL & THE GANG
- 10 BARRY MANILOW

### BALTIMORE/ WASHINGTON 3.

- 1 EDDIE MURPHY
- 2 OZZY OSBOURNE
- 3 JAMES INGRAM
- 4 U2
- 5 38 SPECIAL
- 6 EARTH, WIND & FIRE
- 7 TEDDY PENDERGRASS
- 8 RODNEY DANGERFIELD
- 9 ABC
- 10 ADAM ANT

### WEST 4.

- 1 U2
- 2 OZZY OSBOURNE
- 3 KOOL & THE GANG
- 4 EARTH, WIND & FIRE
- 5 ROMANTICS
- 6 38 SPECIAL
- 7 ADAM ANT
- 8 PAUL SIMON
- 9 CARPENTERS
- 10 TWO OF A KIND

### MIDWEST 5.

- 1 OZZY OSBOURNE
- 2 38 SPECIAL
- 3 U2
- 4 BARRY MANILOW
- 5 ROMANTICS
- 6 EARTH, WIND & FIRE
- 7 ADAM ANT
- 8 ABC
- 9 BILLY IDOL
- 10 PAUL SIMON

### NORTH CENTRAL 6.

- 1 KENNY ROGERS
- 2 ANNE MURRAY
- 3 CARPENTERS
- 4 RODNEY DANGERFIELD
- 5 WILLIE NELSON
- 6 JOANIE GREGGAINS
- 7 BARRY MANILOW
- 8 38 SPECIAL
- 9 OAK RIDGE BOYS
- 10 ROMANTICS

### DENVER/PHOENIX 7.

- 1 NIGHT RANGER
- 2 38 SPECIAL
- 3 TWO OF A KIND
- 4 BLUE OYSTER CULT
- 5 ALAN PARSONS PROJECT
- 6 PAUL SIMON
- 7 EDDIE MURPHY
- 8 U2
- 9 OZZY OSBOURNE
- 10 BILLY IDOL

### SOUTH CENTRAL 8.

- 1 KENNY ROGERS
- 2 OZZY OSBOURNE
- 3 ROMANTICS
- 4 PAUL SIMON
- 5 TWO OF A KIND
- 6 EDDIE MURPHY
- 7 38 SPECIAL
- 8 NIGHT RANGER
- 9 OAK RIDGE BOYS
- 10 WILLIE NELSON

WHAT'S IN-STORE



**SECOND LANGUAGE SPOKEN AT McCABE'S** — Freeway Records owner and producer Harvey Kubernik (r) recently gathered some of the poets from his "English As A Second Language" spoken word double LP for an in-store reading at McCabe's in Santa Monica. Los Angeles jazz/funk/punk group The Minutemen also performed an acoustic set. Pictured with Kubernik at the event is Mike Watt of the Minutemen.

**AND THAT'S THE WAY IT IS** — Walter Cronkite has hit the hustings in support of his just-released three-record boxed set "The Way It Was: The Sixties," which extensively chronicles that decade of change through the voices and sounds of those that made it happen. In recent days Uncle Walter has anchored the autograph booth at Tower Records in Los Angeles, Strawberries Records & Tapes in Boston, the new Sam Goody at The Gallery II in Philadelphia's Market East, Goody's 51st St. Manhattan flagship, Rose Records in Chicago and a Record & Tape outlet in Washington, D.C. The Manhattan Goody In-store drew approximately 250 people who purchased some 300 sets of the collection, which was sale priced for the event at \$15.99. Attending the Manhattan In-store, for which Cronkite helicoptered over from the Philly Goody, were the Goody chain's senior vice president and general manager Glen Hemmerle and parent company Musicland Group's president Jack Eugster . . . Cronkite wasn't the only heavyweight recording artist making the Manhattan in-store rounds. Eddie Murphy drew 4,000 people to the East 57th St. Crazy Eddie store for what was scheduled to be a two-hour in-store supporting his "Comedian" LP. But when a line stretched four-deep a-block-and-a-half long, the police commissioner cut it 45 minutes short. Meanwhile, Rodney Dangerfield was getting no respect over at J & R Music World by 700 Ingrates including George Thorogood, who just happened to drop by to have his picture taken with Rapplin' Rodney.

**GOODY GUMDROPS** — Sam Goody stores in the New York metropolitan area have recently become outlets for Ticket World. The fully computerized ticket service for Broadway theaters and other entertainment venues is linked up with the stores and the venues so that store customers can immediately choose and purchase the best seats available for the desired show. . . . With the relocations of outlets in Valley Stream and Huntington, Long Island, and new mall stores in Deptford and E. Brunswick, New Jersey, the Goody chain is now up to 37 stores . . . Besides the Walter Cronkite in-store, the Manhattan outlet recently hosted an appearance by Carly Simon, in support of her "Hello Big Man" LP. Label mates Juluka were in the vicinity taping an appearance on NBC's "First Camera" and happened to follow an in-store photographer into Goody's, where the group and Simon exchanged albums.

**A NEW AMBIANCE FOR AMBIENT SOUNDS** — Ambient Sound, the all doo-wop CBS associated label, is moving over to Rounder records, which will distribute forthcoming Ambient product in the U.S. and hold rights to said product internationally. According to label owner Marty Pekar, both the Jive Five and Randy & The Rainbows are going into a Queens studio in January with the same musicians that appeared on the label's seven album releases (and one sampler) to date. New Rounder-distributed LPs from these groups can be expected four months thereafter. Pekar notes that four of the other original Ambient acts will also go over to Rounder, but that the label's previous releases will remain in the CBS catalog. He says that he's also currently looking at two other vintage doo-wop groups for possible signing. Of upcoming product, he says "We won't change anything or update our original sound at all. It will stay exactly the way it was done in the '50s." Claiming to have been "a little ahead of our time," Pekar further notes that "doo-wop has become more popular since Ambient began two years ago. The new Stray Cats single 'I Won't Stand In Your Way' is practically pure doo-wop and sounds like it came right off of one of our albums. Billy Joel's recent stuff is doing real well, and the new Culture Club record is laced with '50s influences." Further pleasing Pekar are Paul Simon's use of Ambient's Harptones on his new LP cut "Rene And Georgette Magritte With Their Dog After The War," and interest from a pay cable service in a 90-minute special starring the Jive Five and based on their forthcoming LP, which will be entitled "Way Back."

**FOR THE BIRDS** — Pet Records has pacted with Precision Sound Marketing, a Eugene, Oregon-based audiophile distributor, for nationwide record and variety store distribution of the Burbank label's product. As the label's name suggests, Pet puts out mostly record and tape product designed to teach birds to talk and sing. Eight such titles are available so far and include "Train Your Bird To Talk," which is made especially for parakeets, mynahs, and parrots; "The Complete Cockatiel Training Album," which trains the bird to whistle tunes like "Dixie" and speak phrases like "Hello baby;" "Make Your Bird A Star" which gets Tweety talking like Bogey; "the Multi-Lingual Bird" which gets all talking birds speaking Spanish, German, Italian, French, and Yiddish (!); "The Complete Canary Album," called "the finest canary recording ever produced;" "The Complete Parakeet Trainer;" "Puppy Training/Start Your Puppy Right;" and "Ocean Of Song/Whale Voices." Pet owner Peter Tevis says that his label will be getting more into "ecology type" records, and claims to have a guy willing to canoe down the Amazon with a microphone in his teeth in order to get good rainfall recordings. Tevis adds that posters, catalogs, and cover slicks are already available for retailers, and that a 25-piece display box is under construction, with talk of bin cards to follow. Until now, Pet has been distributed to some 9,000 North American pet shops through pet supply distributors, all to the tune of 100,000 units sold annually. "The interest in Pet Records is surprisingly widespread considering the specialized area in which they've so far been marketed," adds Precision's president Chuck Usedom. "We feel Pet produces a unique and very saleable item, and by making the records available to a much broader audience, we'll be giving the product the exposure it deserves." A toll-free order number, 1-800-547-7715, has been set up to speed distribution.

jim bessman



Playlist

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

ADDS

ARTIST	CLIP	LABEL
Bongos	Numbers With Wings	RCA
Harlie Hancock	Autodrive	Columbia
Genesis	That's All	Atlantic
Blue Oyster Cult	Shooting Shark	Columbia
U2	Sunday Bloody Sunday	Island
Suburbs	Love Is The Law	Mercury
Robert Plant	In The Mood	Es Paranza
Saga	Catwalk	Portrait/CBS
Will Powers	Kissing With Confidence	Island
Earth, Wind & Fire	Sign Of Fire	Columbia
X	True Love Part 2	Elektra
Heaven	Rock School	Columbia
Michael Des Barres/ Holly Knight	Obsession	A&M
Ashford & Simpson	It's Much Deeper	Capitol
Don Falder	Bad Girls	Asylum
Wham! U.K.	Young Guns	Columbia
Adrian Balew	I'm Down	Island
Monte Video	Shoop Shoop	Geffen
Joe Perry Project	Black Velvet Pants	MCA
Taxxi	Maybe Someday	Fantasy
Bob Walch	I'll Dance Alone	RCA
Steppenwolf	Hot Night In A Cold Town	Allegiance
Hall And Oates	Say It Isn't So	RCA

HEAVY

(Maximum Four Plays Per Day)

Stan Ridgway/Stewart Copeland	Don't Box Me In	I.R.S.
Yes	Owner Of A Lonely Heart	Atco
Huey Lewis & The News	I Want A New Drug	Chrysalis
Donna Summer	Unconditional Love	Mercury
The Romantics	Talking In Your Sleep	Nemperor/CBS
Rick Springfield	Souls	RCA
Rolling Stones	Undercover	Rolling Stones/Atco
Journey	Send Her My Love	Columbia
Lionel Richie	All Night Long	Motown
Peter Schilling	Major Tom	Elektra
P. McCartney/M. Jackson	Say, Say, Say	Columbia
Duran Duran	Union Of The Snake	Capitol
Stevie Nicks	If Anyone Falls	Modern/Atco
Billy Joel	Uptown Girl	Columbia
Billy Idol	Dancing With Myself	Chrysalis
Talking Heads	Burning Down The House	Sire
Rainbow	Street Dreams	Mercury
Asia	The Smile Has Left Your Eyes	Geffen
David Bowie	Modern Love	EMI America
Huey Lewis & The News	Heart And Soul	Chrysalis
Genesis	Mama	Atlantic
Big Country	In A Big Country	Mercury
Pat Benatar	Love Is A Battlefield	Chrysalis
Aldo Nova	Monkey On Your Back	Portrait/CBS
Herbie Hancock	Rockit	Columbia
John Cougar Mellencamp	Crumbly'n' Down	Riva/PolyGram
The Police	Synchronicity II	A&M
38 Special	If I'd Been The One	A&M
Stray Cats	I Won't Stand In Your Way	EMI America

MEDIUM

(Maximum Three Plays Per Day)

Ozzy Osbourne	Bark At The Moon	CBS Associated
ABC	That Was Then But This Is Now	Mercury
Motley Crue	Looks That Kill	Elektra
Adam Ant	Strip	Epic
Rodney Dangerfield	Rapplin' Rodney	RCA
Jackson Browne	Tender Is The Night	Asylum
Eddie Money	Big Crash	Columbia
Night Ranger	Rock In America	MCA
Industry	State Of The Nation	Capitol
Bob Dylan	Sweetheart Like You	Columbia
Alarm	The Stand	I.R.S.
Cyndi Lauper	Girls Just Want To Have Fun	Portrait/CBS
Survivor	Caught In The Game	Scotti Bros./CBS
Saga	The Filler	Portrait/CBS
Eurythmics	Love Is A Stranger	RCA
JoBoxers	Just Got Lucky	RCA
Dokken	Breaking The Chains	Elektra
Bob Seger	Old Time Rock & Roll	Capitol
Midnight Oil	Power And Passion	Columbia

LIGHT

(Maximum Two Plays Per Day)

Spandau Ballet	Gold	Chrysalis
ZZ Top	TV Dinner	Warner Bros.
Randy Fredrix	The Hunter	Salsoul
Black Sabbath	Trashed	Warner Bros.
The Enforcers	Sudden Impact	Viva/Warner Bros.
Tom Tom Club	Pleasure Of Love	Sire
Depeche Mode	Everything Counts	Sire
Wandy And The Rockatts	Play The Game	Oz/A&M
Ollivla Newton-John	Twist Of Fate	MCA
Bluu Peter	Don't Walk Past	Ready
Crack The Sky	Mr. DJ	Criminal
Eddie And The Tlida	Running Wild, Running Free	Spin
Michael Semballo	Automatic Man	Warner Bros.
Trlo	Boom Boom	Mercury
Nick Heyward	Whistle Down The Wind	Arista
Kim Carnes	Invisible Hands	EMI America
Fastway	We Become One	Columbia



Lionel Richie

## Lionel Richie

UNIVERSAL AMPHITHEATRE, LOS ANGELES — As the music industry reflects all of the high energy activity of 1983, there definitely were two music figures who dominated the charts. It's rare that an artist can hold on to the number one spots on both the pop and B/C albums and singles charts; but it's even more phenomenal to have it occur *twice* in a single year.

The incredible Michael Jackson did it with the "Thriller" LP and so did ex-Commodores leader Lionel Richie with his "Can't Slow Down" album and the crossover Caribbean-funk "All Night Long." Los Angeles was waiting for the final stop tour date of Richie for obvious reasons.

Selling out five nights, including a doubleheader on the final night, the Universal Amphitheatre crowd rumbled with high anticipation before each of Richie's performances. Starting punctually, the Pointer Sisters opened with the powerful "I'm So Excited," eliciting rave responses. The Oakland-born sisters were strikingly well-dressed and amicable as they continued the momentum with "Fire," "Jump," and "Should I Do It."

When the lights finally signaled "the big entrance," the crowd squealed as the curtains raised and a lone player piano "magically" began the introduction to "Truly." But it was the love song voice of Richie that made all the difference in the world.

Then, just as the piano was a surprise, Lionel made his appearance from behind his multi-tiered set, singing on cue and finished the song while acknowledging his plaudits.

For a performer on his own for the first time, this gifted artist "truly" worked up a lot of energy and made all of his songs variable. Backed by an exceptionally talented band, Lionel flowed through his "new" standards as well as his Commodores hits, frequently reflecting on the "good old days" with the Commodores and thanking them for helping his career develop so well.

The highlight of this fanfare was the beautiful "Three Times A Lady" featuring the Pointer Sisters as the subjects of the song. And just to make sure the audience would remember the night, Lionel's encore of "All Night Long" was complete with fireworks (set off by the brilliant Shella Escovito on percussion), costumed dancers, and a set that resembled a carnival.

gregory ieschlsn

## Hunters And Collectors

CLUB LINGERIE, LOS ANGELES — Australia may be a land of Oz — an oasis of Top 40 splendor where such groups as Men At Work, Air Supply and the Bee Gees seem to flourish into world mega stars. But even Oz had its wicked witches . . . uncompromising, strident rebels who do not want anything to do with pop viability. Hunters and Collectors' music is loud, often dissonant, and ambiguously incomprehensible.

A&M's Hunters and Collectors has made the big jump overseas and is currently on its first national tour. Playing its first-ever U.S. performance at Los Angeles' Club Lingerie, the nine-member group overcame initial obstacles due to the restricting size of the stage and created an entrancing and musically violent set. Hunters and Collectors' savage brand of music is a form of aboriginal funk incorporating a wide range of styles from the westernized to the tribal rhythms of its own outback and exotic Africa. "Tribal" seems to be a very accurate adjective to describe what actually goes on at a Hunters show.

Each song grows in intensity to an almost unbearable, uncontrollable wall of sound compounded by John Archer's curdling bass lines and Greg Perano's pounding of various percussive nick-nacks which includes a gas canister and a few modified pots and pans. Mark Seymour and Martin Lubran's guitar interplays weave in and out of the wall in a hypnotic manner only to be shattered by Seymour's manic ranting and chanting.

The melodic relief often came from Geoff Crosby's understated keyboard lines with the economic use making them more noticeable; the three-man horn section gave the band's musical punch and textural variations.

Playing a two-hour set including extended versions of songs from both its domestic debut and its second LP (available only on import) it became apparent that the group's moniker was not the only thing it borrowed from the French avant-garde group Can. The synthesizer and horn parts were often reminiscent of that group's experimentations with atonality and dissonance in the rock format.

Songs like "Talking To A Stranger" and "Towtruck," with fragmented, nonsensical lyrics and early Gang of Four bass riffs coupled with sharp guitar attacks were the show's highlights and the band's jams often crescendoed into an incomprehensible frenzy. Even when things seemed to be out of control the band suddenly returned to its base and landed on its feet.

The band's debut LP cover may portray a toothless grin, but this music has teeth . . .

george koulermos

## Men Without Hats

ROSELAND, N.Y.C. — In a morass of sound-alike synth-dominated dance music, Men Without Hats is a band with a problem. Maybe it's that they sound, look and act too different from the rest of the haircut crowd. Maybe it's because "The Safety Dance" is their only hit to date. Whatever the reason, their show at the grand old Roseland ballroom was a flat affair, despite the group's consistently interesting synth-pop blend of classical and folk influences, and its frontman Ivan Doroschuk, whose behavior throughout bordered on the lunatic.

That their big hit is too big for their own good was evident in the show's third song, "Ban The Game," which is the lovely, too-short reflection which opens their "Rhythm Of Youth" MCA debut LP as a sub-minute lead-in to "The Safety Dance." But when the semi-full house found that the former #1 hit was not immediately forthcoming, their excited cries of anticipation quickly died down, not to be revived during what turned out to be new material.

Doroschuk seemed to miss his own point shortly thereafter, when he sternly declared that "People who come to sit down should go to church . . . we came here to have a good time." While Men Without Hats can be provocative, moody,

unusual, and entertaining, to list a few attributes, they most definitely are not a good time band, which is not to say that seeing them is not a good time. Doroschuk is bizarrely wonderful, shunning the fashion trends of the day with shoulder length hair and faded jeans, and acting out his ambiguous lyrics with composed jerkiness. On "Ideas For Walls," a high point on record and in concert, he stood along at the front microphone, not playing either guitar or synth as he did through most of the show, and sang while alternately going through jumping jack arm movements, pointing to either side, and finally, jogging in place. Other songs featured brittle, twisting motions that were symmetrically repeated on each side before being dropped for the next entirely different but equally strange move.

Doroschuk's younger brother Colin was also highly active, though not as weird, while playing the synthesizer in back, while fellow keyboardist Allan McCarthy and other brother Stefan Doroschuk played their parts in relative quietude until the set-ending "I Got The Message," when the entire group got physical. This song directly followed "The Safety Dance," which finally brought life to an otherwise sedate crowd.

Besides being the crowd pleaser, "The Safety Dance" affected the concert promoter to such an extent that New York Jets safety Mark Gastineau was brought in to introduce the band. This unfortunate decision was magnified by allowing Gastineau to bring the band back out for the encore. Sounding like a Top 40 screamer, Gastineau gave an unsmiling Ivan Doroschuk a Jets jersey with his number on it, then forced him to go back into "The Safety Dance" so he could do his well-known "sack dance," during which he stripped off his own shirt. Considering the Jets record and Gastineau's number of sacks this year, 11:15 p.m. was getting late.

jlm bessman

## Genesis

MADISON SQUARE GARDEN, N.Y.C. — The Atlantic recording group's recent Big Apple appearance brought in two sold-out houses at one of the largest indoor venues, and they were enthusiastically received on both counts. But while most of the crowd reached radio listening maturity around the time of Genesis' recent successes, the biggest response was given to the group's earlier-styled material. In fact, when affable leader Phil Collins comically announced, "Sit back and relax, we're gonna do some new songs," there was strong applause, but the addition of "And we're gonna do some old songs" brought a thunderous roar.

The group chose to accent their more dramatic material on this tour and thereby accented the breathtaking theatrical lighting, on-stage character effects, and concise soloing rather than the vibrant horn-accented tracks that have recently lit up AOR. "No Reply At All," "I Missed Again" and Collins' solo material were sorely missed. The horns were out in full force for Collins' solo tour last year and are undoubtedly resting comfortably.

Collins is an effective singer, drawing emotive licks from his actor-trained persona. He played the part of ring leader, slipping into Steve Martin mannerisms during his between-song patter and generally posing the oddball hero. As front man, Collins has little time to wield his almost legendary sticks, and left the drum work to group veteran Chester Thompson. There were moments when Thompson ducked out to give Collins a turn behind the kit, and it was then the group leader showed his performing prowess. The two

also played simultaneously on a number of songs.

Mike Rutherford and Darryl Steurmer were also noteworthy in their instrumental efforts, able to effectively cut through a sound system apparently stuck on crescendo, with Rutherford particularly in command during a performance of "Abacab."

The Garden was ignited for the group's spirited encore that kicked off with their biggest single to date. With Collins energetically exhorting the crowd, Genesis then offered a solid rendition of "Turn It On Again." Music and effects jelled, spurring Collins to dance excitedly about the stage while the band radiated a powerful musical energy. The biggest surprise, however, came when the ring leader broke into a single-verse rendition of "Satisfaction." It was an effective tease, which served as a reminder that the group wasn't all lights and moody solos.

jlm bessman

## Johnny Copeland/Ronald Shannon Jackson

THE BOTTOM LINE, N.Y.C. — Although he has recorded two outstanding albums for Rounder Records, blues guitarist and vocalist Johnny Copeland, is first and foremost a performing artist. Since his re-emergence two years ago, Copeland has built his rep on a steady schedule of touring both here and overseas, and his sextet has become a fixture on the international blues circuit.

Although spending more and more time in Europe, Copeland remains a house favorite at New York's Bottom Line, where he has been a perennial opening act for a wide assortment of acts. His previous stint at the venue was as a warmup for critical favorites and fellow Texans, The Fabulous Thunderbirds and Copeland's performance then was strong enough to make one wonder why anyone would let Copeland open for them. Clearly, the T-Birds has been bested.

This time around, Copeland finally got his chance to headline. But the change in billing did nothing to alter the intensity with which Copeland presented his material. His stinging guitar work served as both centerpiece and dressing for the band, alternating between high-flying solo work and subtle shading. His voice, gruff yet personal, was most effective on such hard-driving electric offerings as "Devil's Hand." Augmented by a rhythm guitarist, Copeland's normally rough-and-ready band took on a more precise and polished character. Johnny Copeland has a future as a blues artist not just because he can play and lead a strong band, but because he can also get his music over without compromises in either barroom or concert hall.

Opening act Ronald Shannon Jackson & his Decoding Society have been on the scene about as long as Copeland's present band. A former drummer with Ornette Coleman's Prime Time, Jackson's group has slowly been moving in a different direction. Although the band maintains their harmonic and internationally oriented sound by drawing on a wide variety of folk forms, several of the band's soloists have begun to mature into stylists with their own ideas, bringing a somewhat different edge to the Decoding Society.

Most notably, trumpeter Henry Scott's passion for electronic trumpet has added a high-tech sheen. His upper register assaults and electronic growls are reminiscent of the kind of work Miles Davis was doing during his "Get Up With It" period. Bassist Bruce Johnson has become a bandleader's dream, centering the unit and drawing all the band's divergent directions towards a magnetic musical locus.

fred goodman

## AIRPLAY

**RADIO ON TAP** — The 1983 Miller High Life *Rock To Riches Talent Search* continues with radio participation in each of the event's 60 markets. **KLOS**/Los Angeles has just released an album of 10 songs performed by local entrants from the Southern California community. The LP comes with a major label look and the radio station logo stamped prominently on the outside jacket. Each LP has a ballot for buyers to vote for their favorite, and the top three vote-getters will compete for the regional finals to be judged by KLOS and a panel from the music biz. The LP is selling for \$3.95. Some of the other top stations involved in the contest are **WAPP**/New York, **WYSP**/Philadelphia, **WLLZ**/Detroit, **WOZZ**/Boston, and **WLSP**/Chicago. Each station handles its own promotion, and while it creates much demand on staff, the stations can act as A&R



**SWEATY SOURCE** — NBC Source reporter Rona Elliot (c) recently chatted with South African band Juluka and filed her report with the web's Mini-View and Rock Report features. The group discussed their "Scatterlings" LP and the band's U.S. emergence. Their name, by the way, means sweat in Zulu. Pictured with Elliot are band members Johnny Clegg (l) and Sipho Mchunu (r).

proxies for record companies. KLOS reportedly received hundreds of rough demo tapes for consideration in the project. A showcase of the bands, including **Brighton**, **Caught In The Act**, **Rokway** and **Rough Cutt**, took place last week at Reseda's Country Club. Album quality ranges from fair to "potential," with an emphasis on corporate hard rock styling. Just what radio needs.

**SYNDICATION INDICATIONS** — Drake-Chenault is in production on a new version of their *History of Rock & Roll* program, set to debut February 20, 1984. The previous blockbuster format (stations devoting entire weekends, etc.) is now being line-toned into a daily, one-hour feature. There's no limit being set on the number of programs produced. Production chores will be handled by **Scott Kenyon**. *History* is the first endeavor of D-C's recently formed Radio Special Features Division, and Kenyon, formerly of **RYA**/San Francisco, is updating interview segments for the retooling. A second production for the new division is in the planning stages...**Moody Blues** still at it, and were broadcast live in concert this past weekend (Dec. 3) via satellite to Source affiliates. Starfleet handled the event...Upcoming on the taped live front is **The Romantics** and **Nick Heyward**, courtesy of DTX's *King Biscuit*. Next weekend, *Biscuit* will feature a strong set from **Dire Straits**. . . A couple of comedy folks get in their rock 'n' roll licks on upcoming *Rock USA* sets. **Gilda Radner** joins guests **Paul Rodgers**, **The Flinx** and **Sammy Hagar** this coming weekend, while **David Brenner** chats up his latest (and first) album in a pre-holiday special that will also feature **Don Bolden** and **Southside Johnny**. . . **Hall and Oates'** HBO special being rebroadcast this week (Dec. 7). The show, taped at the Forum in Montreal, will be presented commercial free and is being simulcast by radio stations in top HBO markets. **WPLI**/New York is one. . . The Weedeck Radio Network is set to debut a new radio feature, *The Odyssey Of The Black Olympian*. The two-and-a-half-minute program, hosted by **Reggie Jackson**, is scheduled to run daily from January through August, 1984. The firm has also announced the appointment of **Chris Lane** to the position of marketing director. Lane is currently with Weedeck's station relations division. The appointment is effective New Year's Day. Lane has a string of industry awards to his credit, including a five-year run as program director of the year, in addition to air shifts at **WLS** and **WINO**/Chicago. Lane has held P.D. posts at **KAYO**/Seattle, **WELO**/Atlanta, **WIL**/St. Louis, **KYA**/San Francisco, **WOKY**/Milwaukee and more.

**FRONT AND CENTER** — Congrats once again to CBS Radio for garnering another award for their news division's *In Touch* series. The 45th annual Front Page Award was presented by the Newswoman's Club of New York for the net's five-parter on "Help For The Working Parent." Series writer and producer **Susan O'Connell** was there to pick up the prize.

**YEAH, BUT WHERE'S THE CARTOON?** — There's been a flurry of attention around the music/movie connection, with music video producers looking to screen their clips in local theaters (**Cash Box**, November 19, 1983), and the tremendous success of the contemporary music movie soundtracks. Radio's getting its shot with the latest planning and buying guide recently presented by the Radio Advertising Bureau (RAB) to the National Association of Theatre Owners convention in Anaheim, California. The guide, honored the "Radio Market Planning System," was designed to familiarize movie exhibitors with radio advertising. The guide utilized Arbitron research in its "how-to" charts and tables. The theater owners group is aiming to become an Arb subscriber. The motion picture industry is one of the leisure time businesses targeted by RAB for 1984.

**KID STUFF** — McGavren Guild Radio will be distributing a new radio show targeted strictly for children aged 9-14 years old, called *New Waves*. The program, set to debut late January of 1984, is produced by Family Programming, Inc. *New Waves* will be two hours in length, and will feature a mix of contemporary music, contests and comedy as well as specialized dramas, and is designed for Sunday morning airings. McGavren-Guild intends to make entire families aware of the program through their affiliates. The show's producers claim a two-year research period was effected before the final demo stages. Research was conducted by TMC Multimedia and the John and Mary Markle Foundation. While the program can be logged as public affairs, the show's producers and distributors are hoping to attract advertisers for children's products and other "family-oriented" items. Ocean Spray has signed as initial sponsor. Down in the peanut gallery!

**STATION STUFF** — **WSSL**/Philadelphia, the Lin station also known as "Power 99," recently celebrated its first anniversary as an urban contemp station in the market with a show at the city's Chestnut Cabaret. **Gloria Gaynor** performed, as did **Miguel "Too Many Men" Brown** and local acts **Vels**, **Cashmere** and **Matt Covington**. . . **WBBM-FM**/Chicago recently picked up the Silver Award from the International Film and Television Festival of New York for its Calico Productions station promo spot. . . There's movement in St. Louis, as **KATR** station manager **Timothy Dorsey** has been named to the same post at **KMOX-AM**. **Robert Pulstone**, general sales manager of **KMOX**, will move to **KHTK** to replace Dorsey.

harry welnger



**WHAT A FEELING** — Minnie Mouse (r) recently paid a visit to Los Angeles' **KHTZ** where she was interviewed by radio personality **Charlie Tuna** (l) regarding the release of her new album, "Splashdance."

## Seller's Market For Radio Seen In Recent Deal Flurry

(continued from page 5)

AM-FM combo, **KWK**, to Robinson Broadcasting.

While one network spokesperson notes there were different factors for each sale. **Dick Blackburn**, vice president of the Washington, D.C.-based media brokerage firm of **Blackburn And Company**, described the activity as part of the industry trend toward facility upgrading. "These companies are realizing their cash can be better utilized in other areas," he said. "They don't have room for properties that aren't working for them."

Mahlman sees the newer investors' approach as twofold. In the past few years there have been very few cases of classic one-station ownership, where a station manager who has dreams of owning his own radio station gets the financial backing," he noted. "That situation has now become stable. There are many more companies who are becoming increasingly comfortable with radio as a long term investment. In addition, large institutions with venture capital, Chemical Bank, for example, are actively seeking management personnel to take on radio properties."

Mahlman cited the example of a recent radio seminar attended by current and prospective station owners. He observed that at a particular panel, called "How To Buy A Radio Station," at least half of the attending audience was comprised of bankers. They have readily available money," he said, "and they're realizing

radio is good business."

Hasty pressures to be included in the recent scramble for sole properties was a factor in the lack of major financial interest in radio until now. The emphasis on the expansion of radio as a viable means for capital gain shifted to the new technologies and those business people who lost a great deal in the process are re-educating themselves. "That era is gone," Mahlman stated. "Radio is the workhorse media, and it's often taken for granted. As a business it is easy to enter, and capital gains can be immediate with the right format and a smart turnaround. It's not the most glamorous business, but it's solid and damn good for expansion."

Mahlman's optimism was echoed by brokers and networks alike. Foreseen for the next few years is the survival of AM. "There is and will be a rekindling of interest in AM properties," Mahlman said. "For years investors were crazy for FM's. Now there is a major interest in AM-FM combos." New formats yet to evolve as well as the forthcoming AM stereo entries point to an upbeat future.

### Martell Foundation To Honor CBS' Yetnikoff

**NEW YORK** — CBS/Records Group president **Walter Yetnikoff** is slated to receive this year's Hunamitarlan of the Year Award from the T.J. Martell Foundation for Leukemia and Cancer Research at a dinner dance at the New York Hilton on April 14, 1984.

## >> Cue & Review <<

<< **ROCKLINE: AN EVENING WITH NEIL YOUNG** (Global Satellite Network) (Satellite feed) (90 minutes) (Sponsor: Budweiser) (Producer: Cindy Tollin) (Air date: October 24)

The GSN folks have managed to pull off the difficult task of coordinating a live national radio call-in with temperamental rock artist's schedules, mixing LP tracks with listeners' calls and artists' comments, *Rockline* is a weekly program and usually features two rock acts, but this particular program scored an exclusive with the elusive Neil Young. Host **Bob Coburn** of **KLOS/L.A.** maintains the show's format superbly, keeping a flow of information interspersed with an efficient parade of phone calls. Young was guarded at first here, although he loosened up after a few well-articulated questions, and even endorsed the idea of a Buffalo Springfield reunion.

>> **RINGO'S YELLOW SUBMARINE** — Hour 26 (ABC FM Network) (Live satellite feed) (60 minutes) (Sponsors: Levi Strauss, U.S. Army, Snicker's, Fostex) (Producer: ABC/Watermark) (Air date: November 26)

The ABC web took its cue from *Rockline* for the final episode of their six-month-long Beatles special and installed **Ringo Starr** in the **KABC**/Los Angeles studios to take listeners' phone calls. Starr, joined by host **Gary Owens** and in-house Beatles historian **Doug Thompson**, devoted the full hour to answering questions, and no music cuts were aired. Starr's performance was honest and admirable as he fielded queries on his TV/film work, recording sessions, Lennon/McCartney and the dearth of solo material. Owens couldn't resist tossing off a few allegedly humorous asides, but he kept the pace. Thompson was useful for confirming historical facts. More "entertaining" than documentary, but it was a moment that may never happen again.

>>hw<<

## Marlboro Country Music Tour Stars Mandrell And Milsap

by Anita M. Wilson

NASHVILLE — The Marlboro Country Music Tour has just ended its month-long tour that covered cities throughout the United States. Barbara Mandrell, Ronnie Milsap and Ricky Skaggs headlined the six-city tour that featured an innovative video and sound show, Broadway style backdrops chosen by the artists and local talent contests.

Marlboro announced in June that it was going to venture into the country music field for the first time this fall. John McAuley, manager, brand programs for Marlboro cigarettes, remarked, "We are delighted to present the Marlboro Country Music Tour, which not only reflects the brand's strong Western flavor and its tradition of leadership, but also breaks new ground in the entertainment industry, while bringing superior entertainment to the fans themselves."

The tour started Nov. 4 in St. Louis and continued for the next three Sunday and Monday nights in Memphis, Indianapolis, Cincinnati and Atlanta before concluding in Greensboro, N.C. on Nov. 19. All six concerts were held in coliseums in each city.

Concert producer Regif Boff chose the three country performers for the tour because all have won numerous country music awards throughout their careers, including Male and Female Vocalists of the Year. Mandrell commented on her participation in the tour stating, "I am delighted to be associated with Marlboro's exciting new country music program, which will bring so much to our fans and showcase us so well." During the tour, Mandrell was joined by Bobby Jones and The New Life singers for several gospel tunes. Milsap also added some nice touches to his show when he sang to the crowds while a prerecorded video of one of his latest hits, "Stranger In My House" was shown on the screens. Skaggs topped off his set with "Waltin' For The Sun To Shine" and had the audiences join him in singing some of the verses. The three performers offered a wide variety of musical styles from country to gospel to R&B with at least one form appealing to any music lover.

### State of the Art Video

One of the special highlights of the tour was a custom built video system which enabled the audience to see everything that was going on during each performance. 10x14-foot screens were hung halfway down the hall of each arena in an effort to let everyone in the audience, especially those in the back, have an opportunity to see what was going on on-stage. Five roving cameramen filmed all move-

ments on and off stage, including close-ups and wide angle shots. McAuley explained, "The video screens provided fans with front-row excitement, no matter where they were sitting, as everything that happens on stage — from facial expressions to lightening-fast instrumental work — is captured and projected." Special video crews customized the video system to each of the arenas in the six cities. Marlboro also used a sophisticated sound system that was hooked up to the video screens throughout the arenas, offering the audience not only a better chance to see the performances, but also to hear them better.

### Broadway Sets

The Marlboro Tour also featured specially designed original sets that were chosen by each artist and were designed by Broadway set designer Ian Knight. Fifteen to 20 sets were originally designed, but only a portion of those were used because of the problem of time consuming set changes. The sets were constructed exclusively for the three artists and were enclosed by a full wraparound proscenium curtain. Mandrell used several sets throughout her set including a giant metal frame rigged with lights which created a chapel effect. The 18-foot diameter

(Continued on page 18)

## CBS Sets Media Blitz For Janie Fricke

NASHVILLE — Columbia Records has announced plans to launch an extensive Janie Fricke media campaign during the month of December in select major markets throughout the U.S. to further publicize her numerous recent successes.

Fricke was named "Female Vocalist Of The Year" by the Country Music Assn. (CMA) for the second consecutive year. She had a #1 single with "It Ain't Easy," while her latest album, "Love Lies," is currently bulleting up the country albums chart.

The media campaign includes a mix of billboard postings, television spots and print advertising which was kicked off with billboard schedules beginning Dec. 1.

The billboard theme, "Janie Is A Winner," spotlights her two most recent LPs and will be posted throughout December followed by a 17-day "Love Lies" television spot schedule beginning Dec. 15. The spots will feature Fricke's current "Tell Me A Lie" single from "Love Lies."

To complete the media mix, print ads mats have been made available to CBS branches for local print tie-ins.



**DOUBLE GOLD** — CBS executives recently gathered to congratulate Merle Haggard on the success of his two LPs, "Big City" and "Pancho and Lefty," both of which have been certified gold this year. Pictured above (l-r) are: Tom McGuinness, vice president, marketing; Walter Yetnikoff, president, CBS Records Group; Haggard; Joe Casey, vice president, national promotion; Don Dempsey, senior vice president/general manager; Paul Smith, senior vice president/general manager, marketing; Roy Wunsch, vice president, marketing; and Rick Blackburn, senior vice president/general manager.

## Nashville Network Offers Diverse Programming

NASHVILLE — The Nashville Network (TNN) is gearing up for a December schedule packed with Christmas specials, talent contests and guest-hosted talk shows. After only seven months, TNN has garnered a national 2.7 rating and a 5 share in prime time Monday through Friday within its 10-million-home universe.

TNN will feature several Christmas specials including Loretta Lynn's *Christmas Card*, an hour-long holiday feature which follows this country artist through her current USO-sponsored tour of United States Air Force and Army installations in Germany. The show will premiere on Dec. 17. Another show in the holiday spirit is the hour-long *I-40 Paradise* family. *Christmas at the Paradise* will debut Dec. 24 and will feature the entire clan from Crab Orchard, Tennessee. A new music variety series *Pickin' at the Paradise* a spin-off from the *I-40 Paradise* sitcom will begin this month starring the I-40 band The Mighty Notes. The air date is scheduled for Christmas Day.

TNN will be featuring many of country music's legendary performers and a look at some promising new artists. Some of these better known performers will guest on the interview program, *Offstage*. Host Teddy Bart will welcome Lily Tomlin, Lacy J. Daiton, Johnny Paycheck, Hank Snow, The Nitty Gritty Dirt Band and a two-part interview with Barbara Mandrell.

TNN switches from the studio setting to a California lake as Merle Haggard is greeted by host Bobby Lord. *Country Sportsman* provides an informal backdrop for a visit with the 1983 Country Music Assn. winner.

Willie Nelson joins friend Bobby Bare to ring in the New Year on *Bobby Bare and Friends*. The casual interview and performance show allows both artists to reminisce about their early days in Nashville as well as the success they have achieved today. Some songs included on this New Year's Eve broadcast include "Yesterday's Wine," "Crazy" and "On The Road Again."

The announcement of the grand prize winner of the "You Can Be A Star" talent contest will be made on the Dec. 2 show. Lang Scott of Harleyville, South Carolina, received a recording contract with MCA Records, a Grand Ole Opry performance and the chance to make personal appearances with host Jim Ed Brown and singer Bill Anderson.

TNN has launched "The Promotion of the Year" contest, an opportunity for operators to compete for \$8,000 in cash prizes. The contest is open to all TNN af-

filiates who submit promotion packages by Dec. 31, 1983. Judging will be based on creativity of the idea and the ability to achieve the objective of the promotion goals. The first prize will bring \$5,000, the second \$2,000 and third will be awarded \$1,000.

A newcomer to the cable station in early 1984 will be *The Great Drivers*, a 30-minute motor sports series highlighting leading auto racing drivers. The show is to be hosted by automotive journalist/commentator Brock Yates.

## MDJ Pacts With MCA

NASHVILLE — MCA Records announced the signing of a distribution pact with Atlanta-based MDJ Records. The deal calls for MCA to distribute all product released by MDJ recording group Atlanta which has had two Top 10 country records so far this year. The first single involved in the deal will be Atlanta's "Sweet Country Music" which is scheduled for mid-January release. The single will be culled from the upcoming "Pictures" LP which is also included in the deal.

## Delta Records Expands Merchandising Concept

NASHVILLE — Nashville based Delta Records recently announced the addition of a new merchandising department and a budget line label. David Stallings, president of Delta Records will supervise the merchandising area while Jenell Holand will run the budget line division.

The new merchandising department is structured to handle the merchandising of products at concert and dance hall appearance dates for the artists. "This service not only relieves the acts of the responsibility of handling merchandise, but gives band members who have been handling sales the freedom to concentrate on performing," Stallings said.

The new division will be responsible for hiring people to travel with the artist and sell merchandise ranging from albums, T-shirts, nightshirts, bandanas and beer mugs depending on the type of artist. Delta is currently working with Moe Bandy, The Glenn Miller Orchestra and Bob Willis' Original Texas Playboys at their dates. Delta will also furnish transportation for the crew and take inventory at no cost to the artist and will give the artist a percentage of the gross each night after the show.

Delta Records has also opened a new budget line company, Merit Records. The company's first 30 releases already available will be on cassettes with albums planned in the future. All product will list at \$4.98.



**LET'S GO EXPO!** — The Nashville Music Assn.'s Entertainment Expo (NMA) chairman got together during the cocktail party to officially start off the three-day trade event held at Nashville's Municipal Auditorium on Nov. 19. Gathered at the party are (l-r): Sherry Paige, Expo co-chairperson; BMI's Frances Preston, NMA chairman of the board; Steven Greil, Expo chairman; David Conrad, NMA president; William Lee Golden, honorary co-chairman of Expo; Karen Conrad, Expo co-chairperson; and Dale Franklin Cornelius, NMA executive director.



# TOP 100 COUNTRY SINGLES

December 10, 1983

	Weeks On Chart	12/3	Chart
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	Weeks On Chart	12/3	Chart
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	Weeks On Chart	12/3	Chart
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## ALPHABETICAL TOP 100 COUNTRY SINGLES (Including publishers & licensees)

A Little Good News (Chappell/Blbo — ASCAP) ... 2	Holding Her (Rick Hall — ASCAP) ... 21	ASCAP/Royalhaven — BMI) ... 41	That's The Way (Acuff-Rose — BMI) ... 31
Air That I Breathe (April — ASCAP) ... 38	Houston (Larry Gatlin — BMI) ... 3	Movin' Train (Blbo/Chappell — ASCAP) ... 57	There Ain't No Future (Swallowfork/April — ASCAP) 62
After All (Gingham Music — ASCAP) ... 35	How'd You Get Home (Hallnote — BMI) ... 84	My Baby Don't (Elektra/Asylum — BMI) ... 26	This Is Just (Sandy-Port — ASCAP/Tree Group/Tree Pub. — BMI) ... 97
Another Motel (Chappell/Intersong — ASCAP) ... 32	I Call It Love (Hall-Clement — BMI) ... 39	One Of A Kind (Warner-Tamerlane/Three Ships/Warner Brothers/Sweet Harmony — BMI/ASCAP) ... 30	Till Your Memory's Gone (Swallowfork/April — ASCAP) ... 76
At War With Memory (World Label — BMI) ... 85	I Love You Because (Fred Rose — BMI) ... 92	One Step Closer (April/Swallowfork — ASCAP) ... 81	Took Him To Heaven (Tek — BMI) ... 88
Baby I Lied (Posey — BMI/Chappell — ASCAP/Unichappell/VanHoy — BMI) ... 4	I Never In My Ouite Got (Collins Court/Lodge Hall — ASCAP) ... 56	Only The Names (Kent Robbins — BMI) ... 65	Two Car Garage (Music Corp./Dick James — BMI) 51
Back On Her Mind (Rodriguez — BMI) ... 42	I Wonder Where (HookIt — BMI) ... 19	Out Of My Life (Music City — ASCAP) ... 87	Under Love And (ATV — BMI/Bud 'N' Beth — ASCAP) ... 72
Black Sheep (Al Gallico/Algee/Anderson — BMI) ... 7	I'd Say Yes (Tree/Tree Group/BMI/O'lyric — BMI) 64	Outside Lookin' In (Cornellous/Hoosier — ASCAP) 47	Walkin' With (Coal Miners/King Coal — BMI/ASCAP) ... 54
Brave Heart (DebDave/Blairpatch — BMI) ... 50	If Your Heart's (G.I.D. — ASCAP/Royalhaven — BMI) 61	Ozark Mountain (Blackwood/Magic Castle — BMI) 12	Wedding Bells (Morley — ASCAP) ... 79
Conversation (Bocophus/Richway — BMI) ... 23	If My Heart's (G.I.D. — BMI) ... 71	Queen Of My Heart (Bocophus Inc. — BMI) ... 10	Whatcha Got Cookin' (Music City — ASCAP) ... 78
Dance Little Jean (Unami — ASCAP) ... 17	I'm A Slave (Guitar Man — BMI) ... 53	Runaway Heart (Warner-Tamerlane/Writers House — BMI) ... 29	Why Don't We Practice (Muhlenberg — BMI) ... 95
Dixie Dreaming (Texas Tunes — BMI) ... 5	In My Eyes (Intersong-USA — ASCAP) ... 16	Sentimental Of You (Combine — BMI/Music City — ASCAP) ... 28	Why Lady Why (Warner Bros./Gary Morris — BMI/ASCAP) ... 96
Does He Ever (Refuge — ASCAP/Elektra-Asylum — BMI) ... 60	Islands In The Stream (Gibb Bros./Unichappell — BMI) ... 100	She Meant Forever (Sabal — ASCAP) ... 96	ASCAP/Warner-Tamerlane — BMI) ... 49
Don't Cheat In Our (Ft. Knox — BMI) ... 44	It's Another Silent Night (Hall-Clement — BMI) ... 58	Show Her (Lodge Hall — ASCAP) ... 22	Woke Up In Love (Pacific Island — BMI) ... 70
Don't Count The (Tree/Ensign/United Artists/Ideas Of March — BMI/ASCAP) ... 9	I've Been Rained (Pulleysbone/Love — ASCAP) ... 73	Slow Burn (Blbo/Chappell — ASCAP) ... 11	Wounded Hearts (Warner-Tamerlane/Dalcabo — BMI/WB/Santa Fe — ASCAP) ... 33
Don't Take Too Much (Scott Tutt — BMI) ... 86	I've Got A Lot Of (Duchess — BMI) ... 77	Somebody's Gonna (Cross Keys/Unichappell/VanHoy — ASCAP/BMI) ... 59	You Can't Tell The Rain (Hidden Springs/Secretary — BMI) ... 94
Double Shot (Windsong/Lyresong — BMI) ... 25	The Lady In My Life (Tennessee Swamp Fox — ASCAP) ... 82	Sound Of (Parquet/Lawyer's Daughter — BMI) ... 18	You Look So Good (Chappell & Co./MCA/Vogue — BMI/ASCAP) ... 6
Drinkin' My Way Back Home (Vogue/Partner — BMI) 48	Lonely But Only (Chappell — ASCAP/Tri-Chappell — SESAC) ... 98	Spellbound (New Albany — BMI) ... 89	You Made A Wanted (Tree — BMI) ... 20
Drivin' Wheel (Black Tent — BMI) ... 43	Lonely Women (Young World — BMI) ... 69	Stay Young (Irving — BMI) ... 45	You Were A Good (Almo/Alplan/Quixotic — ASCAP) ... 40
Elizabeth (American Cowboy — BMI) ... 63	Lonesome 7-7203 (Cedarwood — BMI) ... 36	Street Talk (Criterior/Space Case — ASCAP) ... 34	Your Love Shines (United Artists/Ideas Of March/Jensong — ASCAP) ... 24
Ev'ry Heart Should (Royalhaven — BMI/Dejamus — ASCAP) ... 13	Look Of A Lovin' Lady (G.I.D. — ASCAP) ... 75	Strong Weakness (Bellamy Brothers/Famous — ASCAP) ... 52	You're A Hard Dog (Tree — BMI/April — ASCAP) . 27
Famous Last Words (Tree/Forrest Hills — BMI) ... 66	Louisiana Anna (Hall-Clement — BMI) ... 90	Take It To The Limit (Cass County/Red Cloud/Nebradks — ASCAP) ... 15	You're Gonna Lose Her (Bee Natural — SESAC/Baray — BMI) ... 37
Fool (Newwriters/Stuckey — BMI) ... 93	Love Me Tonight (Elliot St. Paul — BMI) ... 80	Tell Mama (Fame — BMI) ... 68	You Really Go (Somebody's/Blbo-Welk/Chappell — SESAC/ASCAP) ... 55
Fool (Hall-Clement — BMI) ... 83	Love You Hurts (Muscle Shoals Sound — BMI) ... 99	Tell Me A Lie (Rick Hall — ASCAP/Fame — BMI) . 1	
Have You Loved (Kent Robbins/Jack & Bill — BMI/ASCAP) ... 67	Man In (Grandson/Hacienda — ASCAP) ... 46	Tennessee Whisky (Hall-Clement/Algee — BMI) . 14	
He Sang The Songs (Best Way — ASCAP) ... 91	Miss Understanding (G.I.D./Dejamus — BMI) ... 37		
Heart On The Line (In Dispute) ... 74			
Heartache Tonight (Cass County/Red Cloud/Gear/Ice Age — ASCAP) ... 8			

☛ = Exceptionally heavy radio activity this week

💰 = Exceptionally heavy sales activity this week



THE COUNTRY MIKE

**ROCKY MOUNTAIN HIGH** — The story of Mike Jacobs and his 30-day rooftop stay continues. On Oct. 31, Jacobs climbed atop the Forney Museum roof in Denver to undergo a 30-day listening test for KBRQ/Denver. Since that time he has lived on the roof with only a tent for shelter. His meals are roped up to him and he has been allowed no visitors during the contest. His only form of entertainment has been his radio tuned to KBRQ AM/FM. During his time on the roof, Jacobs has been applying for graduate school, reading, talking on the telephone, and scheduling dates. Jacobs acquired his rooftop position by answering an advertisement in the paper for someone who wished to be paid for camping and was not afraid of heights. Jacobs will receive \$1,000 from KBRQ, \$700 worth of camping equipment, and other promotional prizes. He has received national coverage and braved the cold elements of ice and snow with nothing more than a solar panel donated to him and his 15' x 30' living quarters. When asked why he accepted the offer to perform this feat he replied, "It's just one more way of gaining public relations experience." Hats off to Mike Jacobs.



**PLAY IT OR ELSE** — Dene Hallam (c), program director at KHK Radio in New York is really feeling the pressure from RCA Records artist Deborah Allen during a recent radio promotion tour in support of her Top Five single "Baby I Lied." Pictured above with Allen and Hallam is John Boulous, pop-promotion, RCA, New York.

**MOVE IN MILWAUKEE** — Al Moll is now general manager of WZUU/FM and WLZZ/AM in Milwaukee. Moll started at WZUU in 1978 as an account executive and was named general sales manager of both stations in August, 1980. Past experience for Moll includes on-air work at WOUK/Tampa, and as an account executive for WISM/Madison. Malrite Communications Group, Inc. owns 17 radio and television stations nationwide including WZUU and WLZZ.

**NEW DIVISION IN RADIO** — Drake-Chenault has named Chris Carrell as director of station relations of the newly formed Radio Special Features Division. Drake-Chenault's bartered and daily stripped programming specials will be handled by the marketing and clearance team of which Carrell is a member. Carrell has also worked in radio sales for WRBR/South Bend, and served as a marketing director for an L.A.-based marketing firm after graduating from Indiana University.

**VETERANS IN RADIO** — Marvin Sibulkin has been named director of public relations and advertising for Drake-Chenault. Sibulkin is a 25-year Army veteran spending 21 of those years in Army public relations. He was also Sergeant Major of the Department of Defense Information School in Indianapolis. Prior to retiring from the armed forces, Sibulkin was the Pentagon's technical advisor to the motion picture and television industries based in Los Angeles. He has served in Thailand, Taiwan, Okinawa, and Vietnam during his military career.

**COUNTRY CHICKENS** — Terri Gibbs dropped in on KVOO/Tulsa (K95 FM) recently for an impromptu interview.

Topics discussed in the interview included Gibbs' chickens who are named after country music artists as well as her performance set for Feb. 17, 1984 at Oral Roberts University. The concert is billed as "K95FM Live" and is free to the public. Some of the acts featured will be Bandana, Louise Mandrell, Gibbs, and Lee Greenwood.

john lentz

PROGRAMMERS PICKS

Dave Hensley	WMTZ/Agusta	Till Your Memory's Gone — Bill Medley — RCA
J.D. Cannon	WFMS/Indianapolis	I've Been Rained On Too — Tom Jones — Mercury
Doug Collins	KMML/Amarillo	Lonely Women Make Good Lovers — Steve Wariner — RCA
Dan Williams	KEED/Eugene	Elizabeth — The Statler Bros. — Mercury
Mark Andrews	KWJJ/Portland	There Ain't No Future In This — Reba McEntire — Mercury
Johnny Steele	KVEG/Las Vegas	Stay Young — Don Williams — MCA
Mike Hinrichs	KHEY/El Paso	Walking With My Memories — Loretta Lynn — MCA
Country Joe Flint	KSOP/Salt Lake City	There Ain't No Future in This — Reba McEntire — Mercury
Bill Pyne	WQYK/St. Petersburg	Stay Young — Don Williams — MCA
Rhubarb Jones	WLWI/Montgomery	The Lady In My Life — Tony Joe White — Columbia
David Haley	WJQS/Jackson	Lonely Women Make Good Lovers — Steve Wariner — RCA
Dennis Reed	WEPP/Pittsburgh	Don't Cheat In Our Hometown — Ricky Skaggs — Epic
Debbie Langston	WKLM/Wilmington	Till Your Memory's Gone — Bill Medley — RCA

SINGLES REVIEWS

OUT OF THE BOX

**DOLLY PARTON** (RCA PB-13703)  
**Save The Last Dance For Me** (3:50) (Rightsong Music-BMI) (D. Pomus, M. Shuman) (Producer: V. Garay)

Parton teams up with producer Val Garay on this well known Drifters hit for the first single release of her upcoming LP, "The Great Pretender." An intense synthesizer and drum machine dominate the instrumental sound throughout the song, while Parton's smooth vocals are aided by backup singers, The Jordanaires.



**LEE GREENWOOD** (MCA-52322)  
**Going, Going, Gone** (3:19) (Unichappell/Jan Crutchfield-BMI) (J. Crutchfield) (Producer: J. Crutchfield)

Greenwood continues his award winning style with a former Ronnie McDowell tune, "Going, Going, Gone." The classic wavering voice starts out low and gains momentum in his trademark style. The melancholy breakup tune features smooth keyboards and a strong string section.

FEATURE PICKS

**WILLIE NELSON** (Columbia 38-04263)  
**Without A Song** (3:49) (Miller/Intersong-ASCAP) (W. Rose, E. Eliscu, V. Youmans) (Producer: Booker T. Jones)

**BIG AL DOWNING** (Team TRS 1007)  
**The Best Of Families** (2:40) (Honeytree/Green Hills-ASCAP) (J. Jarrard, W. Bomar) (Producer: Ray Baker)

**LEFTY FRIZZELL** (Columbia 38-04262)  
**This Just Ain't No Good Day For Leavin'** (2:36) (Acuff-Rose-BMI) (S.D. Shafer, D. Frazier) (Producer: David Frizzell)

**BILLIE JO SPEARS** (Parliament-1801)  
**Midnight Blue** (2:58) (Tapage-ASCAP) (R. Gillinson) (Producer: George Richey)

**BOXCAR WILLIE** (Main Street 93017)  
**The Man I Used To Be** (3:15) (Window Music-BMI/Petewood-ASCAP) (L. Kingston, "Lathan") (Producer: Pete Drake)

**JAMES & MICHAEL YOUNGER** (MCA-52317)  
**Shoot First, Ask Questions Later** (2:48) (Old Friends-BMI) (L. Anderson) (Producer: Ron Chancey)

**RAY CHARLES & GEORGE JONES** (Columbia 38-04297)  
**We Didn't See A Thing** (2:10) (Algee Music-BMI) (G. Gentry) (Producer: Billy Sherrill)

**BOB MONEY** (Universal Artist 1025)  
**Good Times Come Easy** (2:34) (Bo-Rich-BMI) (B. Money) (Producer: Bobby Rich)

**GARY HOSKINS** (Amberstone 118)  
**Before I Go Insane** (3:43) (Amberdawn-ASCAP) (B.S. Hoskins) (Producer: Al Henson)

**SUSIE BRADING** (Riddle 1010)  
**Dream Lover** (3:42) (Hit House-BMI) (D. Riddle) (Producer: Joe Osborn)

**MIKE GRIMES** (Stargem 2213)  
**White Horses** (2:35) (Timestar/Rick-Bert-ASCAP) (D. Harris) (Producer: Wayne Hodge)

ALBUM REVIEWS

**EXILE** — Epic 39154 — Producer: Buddy Killen — List: None — Bar Coded  
 The men from Kentucky have delivered a tight, smooth sounding first album for their new label, Epic Records. Known for its previous work in the pop field and for penning such tunes as "The Closer You Get," "Take Me Down" and "It Ain't Easy," the group used 10 of its own tunes, which consist mostly of love ballads for this LP. Lead singers J.P. Pennington and Les Taylor offer strong, fluid vocals, and are backed up by just as intense musicianship from the group with keyboard and guitar highlights. Exile is also joined on several tunes by Lee Greenwood on saxophone, Terry McMillan on percussion and Ricky Skaggs on fiddle and mandocaster.

**THE GREAT AMERICAN DREAM** — B.J. Thomas — Columbia/Cleveland Int'l. FC 39111 — Producer: Pete Dreake — List: None — Bar Coded  
 "The Great American Dream" could easily be classified as one of the best albums recently produced, due not only to strong lyrics but also to dynamic vocals. Most of the songs on the album in some way reflect the album title — ambitions, strengths of love shared and relationships are all explored with great intensity.

"Two Car Garage" celebrates the idea of the great American dream and seems to salute the concept of family life. "Grow Young" and "Song For My Brother," both written by veteran songwriter Jimmy Webb, are two excellent album cuts that present a unique approach to creating solid images of life and growing up.

## TOP 15 ALBUMS

### Spiritual

### Inspirational

	Weeks On 12/3 Chart
<b>1 I'LL RISE AGAIN</b> AL GREEN (Myrrh MSB-6747) Open	1 14
<b>2 ROUGH SIDE OF THE MOUNTAIN</b> R.C. BARNES AND REV. JANICE BROWN (Atlanta International Records 10059) Open	2 30
<b>3 WE SING PRAISES</b> SANDRA CROUCH (Light-5825) Open	5 8
<b>4 DETERMINED</b> TRAMAIN HAWKINS (Light-5821) "I'm Determined"	4 9
<b>5 THIS TOO WILL PASS</b> JAMES CLEVELAND AND THE CHARLES FOLD CHOIR (Savoy 7072) Title Cut	6 7
<b>6 JESUS I LOVE CALLING YOUR NAME</b> SHIRLEY CAESAR (Myrrh MSB-6721) Open	3 24
<b>7 FEEL THE SPIRIT</b> THE WILLIAMS BROTHERS (Myrrh MSB-6745) Open	7 15
<b>8 PEACE BE STILL</b> VANESSA BELL ARMSTRONG (Onyx/Benson R 3631) Title Cut	9 35
<b>9 LONG TIME COMING</b> WINANS (Light 5826) Open	10 10
<b>10 WORDS CAN'T EXPRESS</b> NICHOLAS (Message Records MGN-1002) "The Closer I Get"	11 3
<b>11 UNCLOUDY DAY</b> MYRNA SUMMERS (Savoy SL 14594) Open	8 13
<b>12 MAKE ME AN INSTRUMENT</b> CANDI STATON (Beracah-1001) "God Can Make Something Out Of Nothing"	13 19
<b>13 LEAD ME</b> THE JACKSON SOUTHERNAIRS (Malaco 4383) Open	12 33
<b>14 LORD, YOU KEEP ON PROVING YOURSELF TO ME</b> FLORIDA MASS CHOIR (Savoy SGL 7078) "Be Ye Steadfast"	14 36
<b>15 YOU BROUGHT THE SUNSHINE</b> THE CLARK SISTERS (Sound of Gospel SOG 132) Title Cut	15 57

	Weeks On 12/3 Chart
<b>1 SIDE BY SIDE</b> IMPERIALS (Dayspring/Word 7014112015) "Wait Upon The Lord"	1 10
<b>2 AGE TO AGE</b> AMY GRANT (Myrrh MSB-6697) Open	2 85
<b>3 MORE POWER TO YA</b> PETRA (Star Song SSR0045) Open	3 47
<b>4 WALL OF GLASS</b> RUSS TAFF (Myrrh MSB 6706) "We Will Stand"	5 21
<b>5 MORE THAN WONDERFUL</b> SANDI PATTI (Impact R3818) Title Cut	4 25
<b>6 SIGNAL</b> DALLAS HOLM AND PRAISE (Greentree Records RO-3947) "Losing Game"	9 6
<b>7 MICHAEL W. SMITH PROJECT</b> (Reunion RRA0002) "Great Is The Lord"	8 26
<b>8 THE GIFT GOES ON</b> SANDI PATTI (Impact Records-R03874) "O Magnify The Lord"	12 19
<b>9 A CHRISTMAS ALBUM</b> AMY GRANT (Myrrh MSB-6768) "Love Has Come"	14 2
<b>10 PRESS ON</b> JOE ENGLISH (Myrrh/Word MSB-6750) "Stop"	10 11
<b>11 COUNT THE COST</b> DAVID MEECE (Myrrh MSB-6744) Open	11 18
<b>12 LEGACY</b> BENNY HESTER (Myrrh MSB-6704) Open	6 17
<b>13 NOT OF THIS WORLD</b> PETRA (Star Song SPCN 7-102-05086-0) Open	13 2
<b>14 NO LESS THAN ALL GLAD</b> (Greentree R03951) "Maker Of My Heart"	— 1
<b>15 LEGACY</b> MICHAEL CARD (Milk & Honey MH1045) Open	7 14

Last notation indicates the cut receiving the most airplay. The Cash Box Gospel chart is compiled from a sampling of sales reports from national distributors and one-stops and radio.



**KEYED UP TO SING** — Singer/songwriter Gary Chapman (l) and artist Amy Grant (r) showed up at the Servant/DeGarmo & Key concert last week in Nashville and met Dana Key (c). DeGarmo & Key's latest single, "Let The Whole World Sing," is currently receiving heavy airplay on contemporary Christian radio stations.

## Marlboro Music

(continued from page 14)

painting of a church was based on the 16th century Italian painting by Ucello, which Knight recreated for the tour. The set depicted a church stained glass window and was backlit to create a special effect. Long mirrors were also used on Mandrell's sets to capture her constant movements and gestures.

Ronnie Milsap used a set which included musical notes on the backdrop. Ricky Skaggs also chose a painting to use for his backdrop. Albert Blerstadt's 19th century German painting, "Views of the Western Mountains" was chosen by Skaggs for set designer Ian Knight to create a scene from. Computerized gell lights were used to back-light the translucent set with different lights used during the show to create a sunrise to sunset effect.

Marlboro not only offered performances by Ronnie Milsap, Barbara Mandrell and Ricky Skaggs, but also had a local talent contest winner open each show. Marlboro Country Music created the Talent Roundup contest which was held in each city hosting a concert prior to the arrival of the Marlboro Tour. Performers submitted tapes and after a preliminary screening, local country music clubs hosted semifinal and final competitions. The artists were judged on their professionalism, stage presence, poise, originality and choice of material. Winners in the six cities include Austin Renegade in St. Louis; Kerrie McCarver in Memphis; The Carlton Taylor Band in Indianapolis; Billy Gant & The Vigilantes in Cincinnati; Southerner in Atlanta and Bobby Pitts in Greensboro, N.C. Each of the six winners not only got a chance to perform at the concerts, but also received \$5,000. In each city the second place winners won \$1,000 and third prize winners received \$500. Ricky Skaggs commented on the talent roundup by stating, "Giving new talent a 'big break' like this is a great idea. I wish I could have been this fortunate when I was getting started."

Tickets for the shows were priced at an unusually low \$13.50 to give everyone an opportunity to see the three country artists. Marlboro is currently planning a 1984 concert tour and is anticipating a 10-city tour in the Spring and again in the Fall. Milsap summed up the tour when he stated, "I haven't ever been part of a show like this before. It's the biggest country music show around."

## Leonard And Welk Sign Exclusive Print Deal

LOS ANGELES — The Hal Leonard Publishing Corporation and the Welk Music Group have signed an exclusive print agreement, according to a joint announcement made by Keith Mardak, executive vice president of Hal Leonard, and Dean Kay, executive vice president and general manager of Welk.

With this new association, Hal Leonard will be representing Welk's country catalogs including the Hall Clement Publications and Jack & Bill Music Co. catalogs in all print publishing areas.

"We believe our relationship will be mutually beneficial," Mardak stated. "In addition to increasing our country catalog, we'll be able to increase the visibility of the Welk songs by using them in areas in which they have never been before."

## Sony Software Group Relocates to New York

NEW YORK — Sony Corporation's Software Operations Group has relocated its Park Ridge, New Jersey headquarters to Manhattan. Their new address is 9 West 57th Street, New York, New York 10019. The group, responsible for Sony's Video 45's, can be reached at (212) 871-5800.

## Handleman's 3rd Qtr. Shows Sales Increase

NEW YORK — Handleman Company's second quarter showed increases in both sales and net income. For the three months ended Oct. 29, 1983, sales totaled \$68,956,000 compared with \$58,582,000 for the three months ended Oct. 30, 1982, which is a 17.7 percent increase of \$10,374,000. Net income for this year's second quarter was \$3,455,000 or \$.77 a share compared with \$2,502,000 or \$.56 a share, which is a 38.1 percent increase of \$953,000.

For the six-month period ended on these dates, sales and earnings were \$126,557,000 and \$5,831,000 respectively for 1983 against \$113,110,000 and \$4,326,000 respectively for 1982. Earnings per share were \$1.30 this year as compared to \$.97 last year.

The giant racking operation, which is located in Clawson, Mich., noted the seasonal nature of its business in its report and said that the sales and earnings picture for the six-month period was not necessarily indicative of the results for the entire year.

## Merit Buys Catalogs

NASHVILLE — Merit Music Corporation has announced the recent acquisition of the Mediarts and Mayday music publishing catalogs.

The two catalogs comprise several hundred copyrights including "American Pie," "Castles In The Air," "Vincent," and "Empty Chairs" by writer/artist Don McLean. The copyrights of Dory Previn and various best sellers by Kendren Lancelles including "The Box" and "When All The Laughter Dies In Sorrow," are also included in the Mediarts and Mayday catalogs.

The current Merit Music publishing companies include Singletree, Lariat, Barnwood, Joiner, Sage and Sand Tapadero, Cavesson, Young Beau, and Harken Music plus the administration of the Bocephus catalog of Hank Williams, Jr.

## CBS Int'l Reaps Metal

NEW YORK — CBS International recently announced gold and platinum certifications for its artists worldwide, with Billy Joel's "An Innocent Man" leading in awards. Joel's recent release has earned platinum status in Japan and Canada as well as gold certification in Australia. In addition "Uptown Girl," the album's second single, has been certified gold in the U.K.

Bonnie Tyler's current album "Faster Than The Speed Of Light" has been certified platinum in Sweden for sales in excess of 100,000 units. The album has also been awarded gold certifications in France and Norway.

The debut album by Pasha/Epic recording group Quiet Riot, "Metal Health," has been certified platinum in Canada for sales in excess of 100,000 units. "Secret Messages," the most recent album by Jet/CBS recording group ELO, was awarded gold status in Switzerland for sales in excess of 25,000 units.

## Jay Warner Music Grp. Scores On Charts

LOS ANGELES — The newly founded Jay Warner Music Group is scoring exceptionally well on Cash Box's Black Contemporary Album and Singles charts.

Rick James' single, "U Bring the Freak Out," ranked #14 bullet and came off the #3 album, "Cold Blooded."

The Mary Jane Girls have the #14 LP, and the #30 bullet single "Boys," from the self-titled debut long-player.

The single "Baby I'm Hooked" by Con Funk Shun is ranked at #16 bullet and comes off the #21 bullet album "Fever."

Warner, the former worldwide head of K-tel International Publishing Companies, founded his firm six months ago.

## TOP 75 ALBUMS

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



**STRIKING A POSITIVE VOTE** — Capitol recording artist Melba Moore (l) and Kool of De-Lite/Polygram recording group Kool and the Gang (r) joined many major artists who came out in support of the recent Voting Is Important (VIP) nonpartisan voter registration marathon that took place at New York's Lincoln Center. The marathon was sponsored by the Black Radio Council of New York and was supported by the Woman's Network, the Urban Coalition and the Alliance of Latin Artists.

### THE RHYTHM SECTION

**A SOULFUL CHRISTMAS** — There's a wealth of holiday-oriented material available at this time of year, from the traditional tones of Al Jarreau's version of "The Christmas Song" to the street sounds of Kurtis Blow's "Christmas Rappin'." Not all of the Christmas records are accessible much less in print, but we thought we'd run down a few chestnuts. From the Atlantic catalog is the classic "Soul Christmas" LP, which features "White Christmas" from Otis Redding, among others. Most of the 60s Motown artists released seasonal albums at one time or another; Stevie Wonder's "Someday At Christmas" is still available, and LPs from Diana Ross and The Supremes, Smokey Robinson and the Miracles and the Jackson 5 can be found. The label has also just rereleased the Temptations' version of "Silent Night." A comprehensive anthology is worth looking for. Stax/Fantasy has "It's Christmas Time Again," with efforts from Albert King, the Emotions, Little Johnny Taylor, Mack Rice, Isaac Hayes, Rufus Thomas, the Staple Singers and the Temprees. Johnny Mathis' Christmas LP is an annual favorite, as is Gladys Knight and the Pips' "Christmas Is That Special Time Of Year." An idle but goodie worth a search is the "Rhythm and Blues Christmas" compilation, which features B.B. King's "Christmas Celebration," Eartha Kitt's sultry "Santa Baby" (with the unforgettable line, "hurry down my chimney tonight"), the original version of "Run Rudolph Run" from Chuck Berry, as well as classics from the Drifters, Amos Milburn and Charles Brown. The Starday label, by the way, has released the original "Merry Christmas Baby" from Brown on an LP that also features Milburn. The company additionally has Charles Brown and Bill Dogget's "Please Come Home For Christmas" out. The O'Jays are represented with their perennial can-we-fit-it-on-the-label single, "Christmas Ain't Christmas, New Year's Ain't New Year's Without The One You Love," while collectors are hoarding copies of James Brown's two holiday releases, "Let's Make Christmas Mean Something This Year" and "Santa Claus Don't Come To The Ghetto." Soul stars of Xmas past, including Wilson Pickett, Mary Wells, Ben E. King, Martha Reeves and Shirley Alston, recently re-recorded holiday songs for the Varrick label's "Christmas Soul Special." If all else fails, there's always Kool and the Gang's "Celebration."

**PEARLS OF WISDOM** — He doesn't make too big an issue out of it, but the head honcho of a small New York-based record company was once one of the country's best-known celebrities. A court star with the Baltimore Bullets and then the New York Knicks, Earl "The Pearl" Monroe established Pretty Pearl, Inc., after his playing days, and in 1983 debuted the Pretty Pearl label. The firm's first release, "I Want You (All Tonight)" by young singer Curtis Hairston, took an immediate jump shot out of the box around the country. Monroe is understandably proud of the attention, and intended from the start to shift focus to his artists. "I've already had my thing," he stated, "and my artists at this point are more important than myself." Monroe acts as executive producer for the label, choosing songs, producers, studios and promotion outlets for his small but growing roster. Forthcoming is a release from the Cleveland-based Electric Sparks Band. Monroe told us he's actually been in the record business for 10 years. "When I was on the road playing ball I used to bring records around for Spring and Polydor — Mille Jackson, Fatback Band, people like that," he said, "so it's something I knew I was going to get into once I wasn't in sports anymore." Monroe doesn't boast a large record collection, and says he rarely brought tapes with him like most of his teammates! "I feel I'm good at picking songs now and putting the right people together because I was one of those guys who knew every note, every ooh and ahh of every record I heard, and I know when something's right." He heard Hairston after the persistent singer met him at his alma mater, University of Winston-Salem in North Carolina. "He kept calling me and calling me, so I finally listened to a tape," Monroe recalled. "Somewhere in the middle of the second tune this guy hit this note, and I'm telling you, I just stopped the tape right there and told myself that was all I had to hear. I called him and brought him to New York. Hairston's irresistible uptempo track was not a characteristic recording for him, however. As the 22-year-old Hairston told *Rhythm*, "I sing classical, I was a voice major in college, I sang in a jazz band when I was 16, and really, my voice sounds best singing a ballad." Not only that, his immediate response to a game of "who's-your-favorite?" was "Elvis Presley." "Seeing him made me realize the potential of performing for many, many people," Hairston said. "The friends I used to hang with thought I was crazy, but he's really someone I admire." The independent-minded singer is anxious to continue performing and recording, and Monroe's got a potential stunner in the can while he continues to work the current single. "I just try to be up front with everybody I deal with, especially my artists," said Monroe. "That's what I learned from being successful in sports. Don't leave people in the dark, and your honesty will be returned." Take it to the hoop, Earl.

harry weinger



## MOST ADDED SINGLES

- ENCORE — CHERYL LYNN — COLUMBIA**  
WDIA, KPRS, WNOV, KHYS, KOKA, WILD, WLLE, KDIA, WAOK, WTLC, WCIN, WWDM, WJLB, WNHC
- JUST LET ME WAIT — JENNIFER HOLLIDAY — GEFLEN**  
WDAS-FM, KSOL, KPRS, KOKA, V103, XHRM, WOKB, WTLC, WCIN, KUKQ, WYLD-FM, WNHC, WGI
- WORDS AND MUSIC — TAVARES — RCA**  
WDAS, WJLB, WNHC, KHYS, KSOL, XHRM, WRBD, WDMT, WEDR, KUKQ, WGI, WWDM
- FO-FI-FO — PIECES OF A DREAM — ELEKTRA**  
WBMX, KSOL, WHRK, WGIV, WLLE, WOKB, WRBD, WZAK, WWDM, WPAL, WXYV, WGI
- RUNNING WITH THE NIGHT — LIONEL RICHIE — MOTOWN**  
WDAS-FM, WBMX, V103, KDIA, WHRK, XHRM, WOKB, WCIN, WPLZ, KUKQ
- SOMETHING'S ON YOUR MIND — "D" TRAIN — PRELUDE**  
WATV, WDAS-FM, KHYS, XHRM, WCIN, WILD, WPAL

## MOST ADDED ALBUMS

- NEVER SAY NEVER — MELBA MOORE — CAPITOL**  
KPRS, WATV, WPAL, WDAO, WRBD, WRKS, WOKB, WDAS-FM, WHUR
- JOYSTICK — DAZZ BAND — MOTOWN**  
WZAK, WPAL, KPRS, WDAO, WTLC, WLOU, WLLE, WEDR
- IN THE HEART — KOOL & THE GANG — DE-LITE**  
WTLC, WOKB, WDAS, WZAK, KPRS, XHRM, WHUR, WRBD

## UP AND COMING

- CAN'T IT WAIT UNTIL TOMORROW? — PHILLIPE WYNNE — FANTASY ACTION — EVELYN KING**  
**CRAZY CUTS — GRANDMIXER D. ST. — ISLAND**  
**LOVE SOLDIER — LENNY WILLIAMS — ROC SHIRE**

## BLACK RADIO HIGHLIGHTS

**WAOK — ATLANTA — LARRY TINSLEY, PD — #1 — LIONEL RICHIE**  
HOTS: DeBarge, J. Osborne, Pointer Sisters, Kool & The Gang, S.O.S. Band, New Edition, D. Warwick/L. Vandross, Con Funk Shun, P. McCartney/M. Jackson, M. Moore, Atlantic Starr, I. Cara, Earth, Wind & Fire, G. Clinton, G.L.O.B.E. & The Whiz Kid, Twilight 22, R. James, L. Vandross, Front Row, Mary Jane Girls, J. Holliday. ADDS: J. Ingram, D. Ross, Musical Youth, C. Lynn, Magic Morris, Sun, The Latest, P. Wynne, Romantics, Disco Four.

**WILD — BOSTON — ELROY SMITH, MD — #1 — KLIQUE**  
JUMPS: 9 To 5 — DeBarge, 10 To 6 — Shannon, 13 To 7 — Atlantic Starr, 14 To 11 — S.O.S. Band, 15 To 12 — Four Tops, 21 To 14 — J. Osborne, 22 To 17 — M. Moore, 24 To 18 — Kool & The Gang, 23 To 19 — Con Funk Shun, 29 To 23 — Maze, Ex To 21 — R. James, Ex To 22 — R. Parker, Jr., Ex To 24 — S. Lattisaw, Ex To 25 — I. Cara, Ex To 27 — S. Mills, Ex To 28 — A. Boffill, Ex To 29 — Third World, Ex To 30 — Millie Jackson. ADDS: Gap Band, R. Banks, C. Lynn, Pointer Sisters, "D" Train, P. LaBelle. LP ADDS: Native.

**WPAL — CHARLESTON — DON KENDRICKS, PD — #1 — DeBARGE**  
HOTS: J. Osborne, P. McCartney/M. Jackson, Twilight 22, Midnight Star, New Edition, Grand Master Flash, Con Funk Shun, Royalcash, Atlantic Starr, Commodores, S.O.S. Band, Kool & The Gang, Mary Jane Girls, L. Richie, A. Franklin, Extra-T's, M. Moore, Earth, Wind & Fire, R. Parker, Jr., R. James. ADDS: H. Johnson, "D" Train, Pieces Of A Dream, Fatback, D. Ross, Bronner Brothers. LP ADDS: ZZ Hill, Dazz Band, M. Moore, Chic, A. Boffill.

**WGI — CHICAGO — GRAHAM ARMSTRONG, PD — #1 — SHANNON**  
HOTS: M. Browne, P. McCartney/M. Jackson, D. Sanborn, Midnight Star, Pointer Sisters, Mary Jane Girls, Midnight Star, T. Browne, R. James, Three Million, J. Ingram, S. Mills, O'Bryan, Gap Band, Zapp, Atlantic Starr, DeBarge, Con Funk Shun, L. Richie, J. Osborne, Lillo, G. Clinton, S. Robinson, Maze, R. James, M. Franks. ADDS: Jones Girls, J. Holliday, Tavares, Pieces Of A Dream, New Edition, Cuba Gooding, G. Knight & The Pips.

**WDAO — DAYTON — LANKFORD STEPHENS, PD — #1 — RENE & ANGELA**  
HOTS: DeBarge, DeBarge, Con Funk Shun, S.O.S. Band, Atlantic Starr, J. Ingram, Earth, Wind & Fire, R. Parker, Jr., G. Clinton. ADDS: Gap Band, Chic, H. Hancock, The Reddings, Dayton, A. Boffill, B. Nunn, P. Bailey, R. James & Friends, Shannon. LP ADDS: Chic, Dazz Band, E. King, M. Moore, C. Lynn.

**WJLB — DETROIT — J. MICHAEL MCKAY, MD**  
HOTS: Orbit, Shannon, Twilight 22, Midnight Star, L. Richie, DeBarge, T. Browne, A. Baker, S.O.S. Band, P. McCartney/M. Jackson, Rufus & C. Khan, J. Osborne. ADDS: R. Parker, Jr., Grandmixer & D.S.T., Tavares, C. Lynn, One Way, Con Funk Shun.

**WRBD — FT. LAUDERDALE — JOE FISHER, PD — #1 — COMMODORES**  
JUMPS: 7 To 4 — J. Osborne, 8 To 5 — P. McCartney/M. Jackson, 9 To 6 — Millie Jackson, 10 To 7 — Extra-T's, 14 To 8 — Twilight 22, 18 To 9 — Kool & The Gang, 17 To 11 — Grand Master Flash/M. Mel, 22 To 13 — Maze, 24 To 16 — R. James, 26 To 17 — Madonna, 38 To 18 — S.O.S. Band, 28 To 19 — Royalcash, 32 To 21 — Pointer Sisters, 33 To 22 — G. Benson, 29 To 26 — Instant Funk

**KMJQ — HOUSTON — JIM "SNOWMAN" SNOWDEN, PD — #1 — FATBACK**  
HOTS: DeBarge, L. Richie, G. Clinton, Rufus, S.O.S. Band, DeBarge, Reddings, Prince. ADDS: E. King. LP ADDS: Deele.

**WTLC-FM — INDIANAPOLIS — KELLY CARSON, PD — #1 — PAUL McCARTNEY/MICHAEL JACKSON**  
HOTS: S.O.S. Band, J. Ingram, DeBarge, Zapp, P. LaBelle, Con Funk Shun, Kool & The Gang, Ashford & Simpson, Twilight 22, Midnight Star, I. Cara, Pointer Sisters, M. Moore, Temptations, Shannon, G. Clinton, Earth, Wind & Fire, Deele, Atlantic Starr, T. Browne. ADDS: D. Ross, Musical Youth, Grandmixer & D.S.T., J. Holliday, O. Clay, C. Lynn, Spoonie Gee, Southside Johnny, J. Blackfoot, Style Council. LP ADDS: Kool & The Gang, Dazz Band, Fearless Four, I. Cara, Whodini.

**WLOU — LOUISVILLE — BILL PRICE, PD — #1 — ZAPP**  
HOTS: DeBarge, Shalamar, J. Ingram, G. Clinton, J. Osborne, Con Funk Shun, Midnight Star, Earth, Wind & Fire, Deele, Skyy, M. Moore, Deco, Dazz Band, Kool & The Gang, D. Warwick/L. Vandross, Hawkeye, R. Parker, Jr., One Way, Three Million, G. Knight & The Pips. ADDS: L. Vandross, P. Wynne, Spoonie Gee, A. Boffill, Freeez. LP ADDS: Dazz Band.

**WHRK — MEMPHIS — JIMMY SMITH, MD**  
HOTS: DeBarge, R. Parker, Jr., J. Osborne, R. James, Atlantic Starr, Lionel Richie, Shannon, P. McCartney/M. Jackson, S.O.S. Band, Con Funk Shun, Twilight 22, S. Mills, Zapp, Pointer Sisters, Kool & The Gang, Hall & Oates. ADDS: Pieces Of A Dream, Spoonie Gee, L. Richie. LP ADDS: Earth, Wind & Fire.

**WEDR — MIAMI — GEORGE JONES, PD — #1 — T. BROWNE**  
HOTS: Twilight 22, J. Osborne, T. Thomas, M. Moore, R. James, Atlantic Starr, Skool Boyz, Ashford & Simpson, Deele, Fallen Angel, Pointer Sisters, The Tribe, Pure Energy, S. Woods, R. Parker, Jr., J.B. "Bo" Horne, L. Vandross, S. Mills, Wrecking Crew, Madonna. ADDS: Ken C., Tavares, B. Mason, J. Bofill, Grandmixer & D.S.T., Musical Youth, P. Bryson/R. Flack, Disco Three, Sugar Hill All-Stars, Freeez, P. Wynne. LP ADDS: Civil Attack, M. McCoo, Deele, Pieces Of A Dream, Dazz Band, H. Johnson, Chic.

**WRKS — NEW YORK CITY — BARRY MAYO, PD — #1 — SHANNON**  
JUMPS: 8 To 6 — New Edition, 9 To 7 — DeBarge, 11 To 9 — Midnight Star, 12 To 10 — S.O.S. Band, 21 To 12 — Kool & The Gang, 27 To 14 — Lillo, 19 To 15 — Skyy, 28 To 17 — "D" Train. ADDS: Disco Four, Grandmixer & D.S.T., Fatback. LP ADDS: M. Moore.

**KDIA — OAKLAND — JEFF HARRISON, PD — #1 — S.O.S. BAND**  
HOTS: T. Browne, Shannon, DeBarge, Midnight Star, Madonna, S. Mills, Con Funk Shun, Atlantic Starr, Earth, Wind & Fire. ADDS: J. Ingram, D. Ross, Chic, L. Richie, P. LaBelle, P. Wynne, C. Lynn.

**WOKB — ORLANDO — BILLIE LOVE, PD**  
HOTS: T. Browne, P. McCartney/M. Jackson, DeBarge, Twilight 22, Royalcash, R. James, J. Ingram, Madonna, Mume, Midnight Star, Pointer Sisters, G. Clinton, Kashif, Shalamar, Millie Jackson. ADDS: J. Blackfoot, P. Bryson/R. Flack, Pieces Of A Dream, Sun, Grandmixer & D.S.T., J. Holliday, L. Richie, J. Burton, Third World. LP ADDS: Kool & The Gang, M. Moore, Dayton, ZZ Hill.

**WDAS-FM — PHILADELPHIA — JOE TAMBURRO, PD**  
ADD: L. Richie, Hall & Oates, "D" Train, Freeez, Tavares, A. McCall, Jones Girls, M. McLaren, E. King, P. Baily, R. James & Friend, J. Holliday, J. Ingram/M. MacDonald, R. Banks, Chic, Musical Youth, C. Thomas, L. Williams, B. Mason, Dee Dee. LP ADDS: Freeez, M. Moore, P. McCartney/M. Jackson, Kool & The Gang.

**WPLZ — RICHMOND — HARDY JAY LANG, MD — #1 — S.O.S. BAND**  
HOTS: T. Browne, S. Mills, P. McCartney/M. Jackson, Royalcash, R. James, Midnight Star, Twilight 22, Madonna, Atlantic Starr, P. LaBelle, DeBarge, O'Bryan, T. Marie, Zapp, Four Tops, Pointer Sisters, Shannon, Earth, Wind & Fire. ADDS: L. Richie, D. Summer, A. Baker, P. Bailey, G. Clinton, S. Lattisaw, J. Ingram & M. MacDonald, Cuba Gooding, New Edition.

**XHRM — SAN DIEGO — DUFF LINDSEY, MD — #1 — DeBARGE**  
HOTS: L. Richie, Royalcash, S.O.S. Band, P. McCartney/M. Jackson, Midnight Star, Con Funk Shun, Atlantic Starr, T. Browne, J. Osborne, Kool & The Gang, Real To Reel, M. Moore, P. LaBelle, Grand Master Flash & M. Mel, Shalamar, Four Tops, Mary Jane Girls, R. James, S. Mills, Pointer Sisters, Madonna, Dazz Band, Earth, Wind & Fire, Shannon. ADDS: P. Bailey, "D" Train, Tavares, G. Knight & The Pips, J. Holliday, H. Johnson, Slave, H. Hancock, L. Richie. LP ADDS: Kool & The Gang.

**KSOL — SAN FRANCISCO — MARVIN ROBINSON, PD — #1 — PAUL McCARTNEY/MICHAEL JACKSON**  
HOTS: L. Richie, J. Osborne, Pointer Sisters, Madonna, DeBarge, Tierra, S.O.S. Band, D. Warwick/L. Vandross, Atlantic Starr, Kool & The Gang, Midnight Star, R. James, Shalamar, J. Ingram, S. Mills, Hall & Oates, Con Funk Shun, R. Parker, Jr., Earth, Wind & Fire, Ashford & Simpson. ADDS: J. Holliday, D. Ross, Pieces Of A Dream, Tavares, Flix.

**KOKA — SHREVEPORT — B.B. DAVIS, MD — #1 — LIONEL RICHIE**  
HOTS: P. McCartney/M. Jackson, DeBarge, J. Osborne, S.O.S. Band, D. Warwick/L. Vandross, Atlantic Starr, Hall & Oates, Midnight Star, T. Browne, Earth, Wind & Fire, I. Cara, Pointer Sisters, Tom Scott, P. LaBelle, Kool & The Gang, Con Funk Shun, T. Davis, G. Green, Rene & Angela, R. James. ADDS: Musical Youth, D. Ross, J. Holliday, C. Lynn.

**WWDM — SUMTER — KEVIN FLEMING, PD — #1 — DEELE**  
HOTS: J. Osborne, Gap Band, L. Richie, J. Ingram, Atlantic Starr, Earth, Wind & Fire, S.O.S. Band, Kool & The Gang, P. McCartney/M. Jackson, DeBarge, M. Moore, Con Funk Shun, T. Browne, Shannon, Pointer Sisters, Grand Master Flash, Twilight 22. ADDS: Pieces Of A Dream, Armenta, Grandmixer & D.S.T., C. Lynn, Tavares, Disco Four, Tom Tom Club, Sunfire, E. King, Dayton, Kinky Fox.

**WHUR — WASHINGTON, D.C. — OSCAR FIELDS, MD — #1 — LIONEL RICHIE**  
HOTS: J. Holliday, A. Baker, DeBarge, P. LaBelle, Atlantic Starr, S.O.S. Band, P. McCartney/M. Jackson, T. Marie, Rufus & C. Khan, Klique, Con Funk Shun, Prince, Shannon, Earth, Wind & Fire, J. Osborne, R. James, Kool & The Gang, Zapp, D. Warwick/L. Vandross. ADDS: H. Hancock, Enchantment, Skool Boyz, Warp 9, Twilight 22, Musical Youth. LP ADDS: Pieces Of A Dream, Kool & The Gang, M. Moore.



## PATTI AND TEENA ARE HOT ON THE CHARTS

- 34 "IF ONLY YOU KNEW" (ZSR 04208)**  
**PATTI LABELLE**  
FROM THE LP "I'M IN LOVE AGAIN"
- 43 "FIX IT" (PART 1) (34-04124)**  
**TEENA MARIE**  
FROM THE LP "ROBBERY"



## ON JAZZ

**LAST LICKS** — With the end of the year fast approaching, we've been inundated with a slew of last minute reissues guaranteed to make gift selection a tough job. Virtually all of the recordings are by moderns, and it looks to be a bebopper's Christmas. From Columbia come six more titles in the Contemporary Masters Series, including two double record sets of material previously available only in Japan. "Heard 'Round The World" by **Miles Davis** features two 1964 concerts recorded in Tokyo and in Berlin. While both feature the classic rhythm section of **Tony Williams, Ron Carter,** and **Herbie Hancock,** the Tokyo date is something a rarity, as it features saxophonist **Sam Rivers** subbing for sixties mainstay **Wayne Shorter.** Aside from an alternate concert recording done the preceding night in Kyoto (and never released), the Tokyo date is the only known recording of Rivers' brief one-month tenure with Davis.



**A JACKSON IN THE HOUSE** — Drummer and Antilles recording artist **Ronald Shannon Jackson** (r) and his band *The Decoding Society* recently performed at New York's *Bottom Line* in support of the new album, "Barbeque Dog." Also pictured is group guitarist **Vernon Reid.**

Cash Box photo by Annie Ammann

matches him with a fine midsize band including reedmen **Ernie Wilkins, Jimmy Forrest,** and **Cecil Payne** and a brass section featuring trombonist **Jack Jeffers** and trumpeters **Waymon Reed** and **Danny More.** "Bluesin' Around" by **Kenny Burrell** is a standout, culled from several early-sixties sessions featuring **Illinois Jacquet, Hank Jones, Eddie Bert, Jack McDuff** and **Leo Wright.** Two collections, one each on instrumentalists and vocalists, complete the release. Although **J.J. Johnson** might object to having his picture on the cover of an album titled "Almost Forgotten," the inclusion of his fine version of "Bags' Groove" should assuage any ire. Other selections include tunes by tenorman **Tubby Hayes,** trombonist **Silide Hampton,** trumpeter **Johnny Coles** and drummer **Dave Bailey.** "Singin' Till The Girls Come Home" is composed entirely of previously unreleased material, including three tracks by **Tony Bennett** backed by **Stan Getz's** '64 quartet of **Herbie Hancock, Ron Carter** and **Elvin Jones,** two by **Carmen McRae** with **Louis Armstrong,** a track each by **Mose Allison, The Gordons,** and **Jon Hendricks,** and two by **Lambert, Hendricks** and **Ross.** PolyGram Classics has two new EmArcy reissues, both double album sets by vocalists, and 10 midline Jazz At The Philharmonic titles on Verve. From the EmArcy catalog come "A Slick Chick (On the Mellow Side)" by **Dinah Washington,** and "The George Gershwin Songbook" by **Sarah Vaughan.** The Washington sessions, culled from the late forties and early fifties, feature several outstanding sidemen including **Tab Smith, Ben Webster, Arnett Cobb, Wynton Kelly, Cootie Williams, Wardell Gray** and **Paul Quinichette** in small group sessions. The lion's share of the Vaughan recordings feature the singer in front of a studio orchestra. Although most of the Jazz At The Philharmonic sessions have been previously released, the 10 LPs cover a span from 1946-55, and prominently feature **Lester Young, Roy Eldridge, Oscar Peterson, Buddy Rich, Coleman Hawkins, Flip Phillips, Hank Jones** and **Ray Brown** as well as many, many others. And while much of the material has been available, there are several "finds" that make a careful scrutiny of the LPs essential, while the midline price is sure to encourage replacement purchases. . . . Replacement purchases have played a big part in the success of Fantasy's Original Jazz Classics (OJC) Series (Cash Box, December 3). The label has just added another 20 (!) titles to the series, bringing the grand total to 90 albums reissued this year. Once again, Fantasy has culled its own catalog as well as those of Prestige, Riverside and New Jazz. Herewith, the latest batch (and if you can spot anything that's not essential, you've got more self control than we do), "Last Chorus" by alto **Ernie Henry** featuring **Lee Morgan, Thelonious Monk, Benny Golson,** and **Kenny Dorham;** "The Quest" by pianist **Mal Waldron** with **Eric Dolphy** and **Booker Ervin;** "Ugetsu" by **Art Blakey's Jazz Messengers** featuring **Fredde Hubbard, Wayne Shorter** and **Curtis Fuller;** "Movin' Along" by **Wes Montgomery;** "Screamin' the Blues" by **Oliver Nelson** with **Eric Dolphy** and **Richard Williams;** "Portrait In Jazz" by the **Bill Evans Trio;** "That's Him!" by **Abby Lincoln** with **Sonny Rollins** and **Max Roach;** "Collector's Items" by **Miles Davis** with **Charlie "Chan" Parker;** "Chet" by **Chet Baker;** "The Rat Race Blues" by alto saxophonist **Gigi Gryce;** "The Cats," featuring **John Coltrane, Tommy Flanagan, Kenny Burrell** and **Idrees Sulleman;** "Monk's Music" by **Thelonious Monk** not only features **Coleman Hawkins** and **John Coltrane,** but also sports about the hippest album cover bar none; "New Trombone" by **Curtis Fuller** with **Sonny Red Kyner** on alto; "Paul Quinichette on the Sunny Side," one of the tenorman's few leader dates; "Back Country Suite" by **Mose Allison** (his first as a leader); "Jackie McLean & Co." finds the alto player with trumpeter **Bill Hardman** and tuba player **Ray Draper;** "Red Garland's Piano" is a trio date with **Paul Chambers** and **Art Taylor;** "When Farmer Met Gryce" pairs trumpeter **Art Farmer** with the aforementioned **Gigi Gryce;** and "Settin' The Pace" is **Coltrane** quartet work from '58. Have a blast.

**AROUND THE TOWN** — Fans who got a kick out of **Fredde Hubbard's** outstanding new Atlantic LP, "Seet Return," will get a chance to see the trumpeter with the allstar band from the date. The group will be performing at New York's *Blue Note* next week. For those who have somehow managed to miss the LP, the band includes pianist **Joann Brackeen,** bassist **Eddy Gomez,** drummer **Roy Haynes** and reedman **Lew Tabackin.** . . . **Charlie Haden,** who has a new LP out on ECM Records, has settled into New York's Seventh Avenue South. For the last two Mondays he's been fronting his **Liberation Music Orchestra,** and later this month he'll perform in a trio setting with drummer **Al Foster** and a guitarist-to-be-named-later. . . . Having recently collaborated on the **Tadd Dameron** tribute LP, "Continuum" for Palo Alto Jazz, trombonist **Silide Hampton** and saxophonist **Jimmy Heath** have elected to continue working together as co-leaders of a quintet. The new group hits the *Village Vanguard* next week. Considering their separate reputations as arrangers, this band should have some kind of book!

fred goodman

## TOP 30 ALBUMS

		Weeks On Chart		Weeks On Chart
		12/3		12/3
1	<b>BACKSTREET</b> DAVID SANBORN (Warner Bros. 9 23906-1)	5	4	
2	<b>IN YOUR EYES</b> GEORGE BENSON (Warner Bros. 9 23744-1)	2	26	
3	<b>FOXIE</b> BOB JAMES (Tappan Zee/Columbia FC 38801)	3	10	
4	<b>FUTURE SHOCK</b> HERBIE HANCOCK (Columbia FC 38814)	4	15	
5	<b>INDIVIDUAL CHOICE</b> JEAN-LUC PONTY (Atlantic 7 80098-1)	1	16	
6	<b>PASSIONFRUIT</b> MICHAEL FRANKS (Warner Bros. 9 23962-1)	7	8	
7	<b>THE CLARKE/DUKE PROJECT II</b> STANLEY CLARKE/GEORGE DUKE (Epic FE 38934)	10	4	
8	<b>TARGET</b> TOM SCOTT (Atlantic 7 80106-1)	6	7	
9	<b>SCENARIO</b> AL DI MEOLA (Columbia FC 38944)	8	8	
10	<b>TRAVELS</b> PAT METHENY GROUP (ECM 23791-1)	11	26	
11	<b>JARREAU</b> (Warner Bros. 9 23801-1)	12	35	
12	<b>SHADOWDANCE</b> SHADOWFAX (Windham Hill/A&M WH-1029)	14	10	
13	<b>MR. NICE GUY</b> RONNIE LAWS (Capitol ST-12261)	13	20	
14	<b>ROCKIN' RADIO</b> TOM BROWNE (Arista AL8-8107)	15	7	
15	<b>THIRD GENERATION</b> HIROSHIMA (Epic FE 38708)	16	18	
16	<b>DECEMBER</b> GEORGE WINSTON (Windham Hill/A&M WH-1025)	19	52	
17	<b>AUTUMN</b> GEORGE WINSTON (Windham Hill/A&M WH-1012)	17	35	
18	<b>THINK OF ONE . . .</b> WYNTON MARSALIS (Columbia FC 38641)	20	24	
19	<b>FILL UP THE NIGHT</b> SADAO WATANABE (Musician/Elektra 9 60297)	25	3	
20	<b>CITY KIDS</b> SPYRO GYRA (MCA 5421)	22	20	
21	<b>STANDARDS, VOL. 1</b> KEITH JARRETT (ECM 23793-1)	9	12	
22	<b>MAKE IT LAST</b> HUBERT LAWS (Columbia FC 38850)	18	5	
23	<b>IMAGINE THIS</b> PIECES OF A DREAM (Elektra 9 60270-1)	—	1	
24	<b>INVITATION</b> JACO PASTORIUS (Warner Bros. 9 23876-1)	26	15	
25	<b>TEASER</b> ANGELA BOFILL (Arista AL8-8198)	27	2	
26	<b>AN EVENING WITH WINDHAM HILL LIVE</b> VARIOUS ARTISTS (Windham Hill/A&M WH-1026)	29	10	
27	<b>WINTER INTO SPRING</b> GEORGE WINSTON (Windham Hill/A&M WH-1019)	28	4	
28	<b>REUNION</b> RAMSEY LEWIS TRIO (Columbia FC 39158)	—	1	
29	<b>OREGON</b> (ECM 23796-1)	21	8	
30	<b>BODIES AND SOULS</b> THE MANHATTAN TRANSFER (Atlantic 7 80104-1)	23	5	

## FEATURE PICKS

**ELEMENTS** — Mark Egan & Danny Gottlieb — Antilles AN 1017 — Producers: Mark Egan, Danny Gottlieb and Rich Brownstein — List: 8.98

Previously released on the Philo label and repackaged by Antilles, this is the latter's first real stab at the commercial jazz market, and they've picked a good place to start. Bassist Egan and drummer Gottlieb are not only a fine rhythm battery, they're a known quantity from their days with Pat Metheny. The LP also features Miles Davis sideman Bill Evans on sax, and keyboardist Clifford Carter. Intelligent and energetic, this is a well-thought-out, finely shaded album that should be heard, especially by people who don't think they like fusion music.

**CHRISTMAS COOKIN'** — Jimmy Smith — Verve V6-8666 — Producer: Creed Taylor — List: 8.98

Back in the racks! The King of the soul organ's holiday classic from the mid-sixties, featuring a big band arranged by Billy Byers and Al Cohn. This is proof positive that there is absolutely nothing that Smith can't turn into funk, including these old holiday warhorses. Must be heard to be believed.

**HEMISPHERES** — Anthony Davis — Gramavision GR 9303 — Producers: Anthony Davis and Jonathan F.P. Rose — List: 8.98

Although Gramavision has been establishing itself as a home for commercially oriented jazz via Oliver Lake and Jump Up, Jay Hoggard, and Pharoan AkLaff, the label has also evolved into the premier producer of second generation, third stream music. And with both James Newton and Anthony Davis signed to the label, it would seem impossible for anyone to compete with them. Like pianist Davis' earlier recordings for Gramavision, "Hemispheres" is both intellectually and emotionally satisfying in maturity and breadth. Davis is unquestionably a composer and performer of supreme capabilities and subtleties, and his stature in music is sure to grow as everyone else catches up to him.

**BARBEQUE DOG** — Ronald Shannon Jackson and the Decoding Society — Antilles AN 1015 — Producers: David Breskin & Ronald Shannon Jackson — List: 8.98

With Ornette Coleman off the scene again and Blood Ulmer working in a trio setting, The Decoding Society is the band to beat. Once more Jackson and company have drawn upon a broad range of folk forms in their search for new melodic directions. But the difference is that the Decoding Society now sounds like a working band, and all traces of indecision have been erased. And even though guitarist Vernon Reid is the man everyone is talking about, keep your eyes (and ears) on bassist Bruce Johnson.

**HERE'S STAN MARK AND HIS NEW BIG BAND** — The Stan Mark Big Band — Progressive PRO 7070 — Producer: Stan Mark — List: 8.98

Trumpeter Mark is a former sideman for Maynard Ferguson, and his arrangements and tune selections reveal his roots. The Florida-based big band is muscular if predictable and composed entirely of unknowns. The tracks are a mix of standards and movie and television themes very much in the Ferguson bag.

fred goodman



# CASH BOX TOP 100 ALBUMS

December 10, 1983

Title, Artist, Label, Number, Distributor	Weeks On Chart		Title, Artist, Label, Number, Distributor	Weeks On Chart		Title, Artist, Label, Number, Distributor	Weeks On Chart	
	12/3	Chart		12/3	Chart		12/3	Chart
<b>1 CAN'T SLOW DOWN</b> LIONEL RICHIE (Motown 6050ML) MCA	1	5	<b>35 REACH THE BEACH</b> THE FIXX (MCA 39001) MCA	32	30	<b>69 SUBJECT... ALDO NOVA</b> ALDO NOVA (Portrait FR38721) CBS	61	10
<b>2 METAL HEALTH</b> OUIET RIOT (Pashe VFZ 38442) CBS	2	36	<b>36 THE WILD HEART</b> STEVIE NICKS (Modern/Atco 90084-1) WEA	33	24	<b>70 RANT N' RAVE WITH THE STRAY CATS</b> STRAY CATS (EMI America SO-17102) CAP	65	14
<b>3 THRILLER</b> MICHAEL JACKSON (Epic OE 38112) CBS	4	51	<b>37 SHOUT AT THE DEVIL</b> MOTLEY CRUE (Elektra 9 60289-1) WEA	39	9	<b>71 STOMPIN' AT THE SAVOY</b> RUFUS AND CHAKA KHAN (Werner Bros. 9 23879-1) WEA	86	15
<b>4 SYNCHRONICITY</b> THE POLICE (A&M SP-3735) RCA	3	24	<b>38 NO PARKING ON THE DANCE FLOOR</b> MIDNIGHT STAR (Soler/Elektra 9 60241) WEA	36	23	<b>72 GREATEST HITS VOL. II</b> BARRY MANILOW (Ariste AL8-8102) RCA	109	3
<b>5 COLOUR BY NUMBERS</b> CULTURE CLUB (Virgin/Epic QE 39107) CBS	6	6	<b>39 IN HEAT</b> THE ROMANTICS (Nemperor B6Z38880) CBS	48	8	<b>73 ERROR IN THE SYSTEM</b> PETER SCHILLING (Elektra 9 60285-1) WEA	74	12
<b>6 WHAT'S NEW</b> LINDA RONSTADT (Asylum 9 60280) WEA	5	11	<b>40 LICK IT UP</b> KISS (Mercury 422-814 297-1 M-1) POL	28	10	<b>74 EDDIE AND THE CRUISERS</b> ORIGINAL SOUNDTRACK (Scotti Bros. BFZ 38929) CBS	56	9
<b>7 UNDERCOVER</b> ROLLING STONES (Rolling Stones/Atco 7 90120-1) WEA	8	3	<b>41 THE CLOSER YOU GET...</b> ALABAMA (RCA AHL1-4633) RCA	37	39	<b>75 H2O</b> DARYL HALL & JOHN OATES (RCA AFL 1-4383) RCA	73	59
<b>8 GENESIS</b> (Atlantic 7 80116-1) WEA	9	7	<b>42 SPEAKING IN TONGUES</b> TALKING HEADS (Sire 9 23882-1) WEA	35	25	<b>76 CARGO</b> MEN AT WORK (Columbia QC 38660) CBS	70	32
<b>9 SEVEN AND THE RAGGED TIGER</b> DURAN DURAN (Capitol ST-12310) CAP	10	2	<b>43 STAY WITH ME TONIGHT</b> JEFFREY OSBORNE (A&M SP-4940) RCA	45	18	<b>77 SHE WORKS HARD FOR THE MONEY</b> DONNA SUMMER (Mercury 812 265-1 M-1) POL	71	22
<b>10 AN INNOCENT MAN</b> BILLY JOEL (Columbia QC 38873) CBS	11	17	<b>44 WITHOUT A SONG</b> WILLIE NELSON (Columbia FC 39110) CBS	53	4	<b>78 ONE PARTICULAR HARBOUR</b> JIMMY BUFFETT (MCA-5477) MCA	64	11
<b>11 UH-HUH</b> JOHN COUGAR MELLENCAMP (Rive RVL 7504) POL	12	6	<b>45 IT'S YOUR NIGHT</b> JAMES INGRAM (Owest/Warner Bros. 9 23970-1) WEA	59	5	<b>79 A LITTLE GOOD NEWS</b> ANNE MURRAY (Capitol ST-12301) CAP	88	8
<b>12 ROCK 'N SOUL PART 1</b> DARYL HALL & JOHN OATES (RCA CPL 1-4858) RCA	15	5	<b>46 FEEL MY SOUL</b> JENNIFER HOLLIDAY (Geffen GHS 4014) WEA	43	8	<b>80 RAPPIN' RODNEY</b> RODNEY DANGERFIELD (RCA AFL1-4889) RCA	92	5
<b>13 EYES THAT SEE IN THE DARK</b> KENNY ROGERS (RCA AFL 1-4696) RCA	13	13	<b>47 BENT OUT OF SHAPE</b> RAINBOW (Mercury 815 305-1 M-1) POL	44	11	<b>81 BEST KEPT SECRET</b> SHEENA EASTON (EMI America ST-17101) CAP	80	13
<b>14 INFIDELS</b> BOB DYLAN (Columbia OC 38819) CBS	14	3	<b>48 TRUE</b> SPANDAU BALLET (Chrysalis B6V 41403) CBS	42	14	<b>82 LIVING IN OZ</b> RICK SPRINGFIELD (RCA AFL 1-4680) RCA	81	28
<b>15 PIPES OF PEACE</b> PAUL McCARTNEY (Columbia OC 39149) CBS	16	4	<b>49 IN A SPECIAL WAY</b> DeBARGE (Gordy/Motown 6061GL) MCA	50	7	<b>83 ELECTRIC UNIVERSE</b> EARTH, WIND & FIRE (Columbia QZ 38980) CBS	122	2
<b>16 LIVE FROM EARTH</b> PAT BENATAR (Chrysalis FV 41444) CBS	7	9	<b>50 KEEP IT UP</b> LOVERBOY (Columbia OC 38701) CBS	40	24	<b>84 MADONNA</b> (Sire 9 23867-1) WEA	86	12
<b>17 BARBRA STREISAND — YENTL</b> ORIGINAL SOUNDTRACK (Columbia JS 39152) CBS	23	3	<b>51 1999</b> PRINCE (Werner Bros. 9 23720-1) WEA	51	56	<b>85 ON THE RISE</b> THE S.O.S. BAND (Tabu FZ 36697) CBS	79	20
<b>18 THE BIG CHILL</b> ORIGINAL SOUNDTRACK (Motown 6062ML) MCA	18	8	<b>52 WHERE'S THE PARTY?</b> EDDIE MONEY (Columbia FC 38862) CBS	46	8	<b>86 HOW MANY TIMES CAN WE SAY GOODBYE</b> DIONNE WARWICK (Ariste AL8-8104) RCA	77	8
<b>19 PYROMANIA</b> DEF LEPPARD (Mercury 810 308-1 M-1) POL	19	44	<b>53 KISSING TO BE CLEVER</b> CULTURE CLUB (Virgin/Epic ARE 38396) CBS	55	49	<b>87 OLIVIA'S GREATEST HITS VOL. 2</b> OLIVIA NEWTON-JOHN (MCA-5347) MCA	87	83
<b>20 90125</b> YES (Atco 7 90125-1) WEA	25	2	<b>54 LAWYERS IN LOVE</b> JACKSON BROWNE (Asylum 9 80268-1) WEA	41	17	<b>88 WAR</b> U2 (Island/Atco 7 90067) WEA	89	39
<b>21 GREATEST HITS</b> AIR SUPPLY (Ariste AL8-8024) RCA	17	17	<b>55 BORN TO LOVE</b> PEABO BRYSON & ROBERTA FLACK (Capitol ST-12284) CAP	47	17	<b>89 HEADS OR TALES</b> SAGA (Portrait FR 38999) CBS	76	8
<b>22 ELIMINATOR</b> ZZ TOP (Warner Bros. 9 23774-1) WEA	20	35	<b>56 BARK AT THE MOON</b> OZZY OSBOURNE (CBS Associated OZ 38987) CBS	—	1	<b>90 RHYTHM OF YOUTH</b> MEN WITHOUT HATS (Backstreet BSR 39002) MCA	89	21
<b>23 ALIVE, SHE CRIED</b> THE DOORS (Elektra 9 80269-1) WEA	22	8	<b>57 LIONEL RICHIE</b> (Motown 6007ML) MCA	58	60	<b>91 FLICK OF THE SWITCH</b> AC/DC (Atlantic 7 80100-1) WEA	72	14
<b>24 THE CROSSING</b> BIG COUNTRY (Mercury 422-812 870-1 M-1) POL	24	12	<b>58 VOICE OF THE HEART</b> CARPENTERS (A&M SP-4954) RCA	78	5	<b>92 REBEL YELL</b> BILLY IDOL (Chrysalis FV 41450) CBS	127	2
<b>25 SPORTS</b> HUEY LEWIS AND THE NEWS (Chrysalis FV 41412) CBS	21	10	<b>59 COLD BLOODED</b> RICK JAMES (Gordy/Motown 6043GL) MCA	54	15	<b>93 PASSIONWORKS</b> HEART (Epic OE 38800) CBS	83	14
<b>26 TWENTY GREATEST HITS</b> KENNY ROGERS (Liberty LV-51152) CAP	34	4	<b>60 ALPHA</b> ASIA (Geffen GHS 4008) WEA	57	16	<b>94 BORN AGAIN</b> BLACK SABBATH (Werner Bros. 9 23978-1) WEA	82	8
<b>27 FLASHDANCE</b> ORIGINAL SOUNDTRACK (Casablanca 811 492-1 M-1) POL	27	33	<b>61 MIDNIGHT MADNESS</b> NIGHT RANGER (MCA-5456) MCA	75	4	<b>95 AEROBIC SHAPE-UP III</b> JOANIE GREGGAINS ((Parade/Peter Pen PA 112) IND	105	7
<b>28 COMEDIAN</b> EDDIE MURPHY (Columbia FC 39005) CBS	49	4	<b>62 IT'S ABOUT TIME</b> JOHN DENVER (RCA AFL 1-4683) RCA	60	10	<b>96 TWO OF A KIND</b> ORIGINAL SOUNDTRACK (MCA-6127) MCA	—	1
<b>29 FASTER THAN THE SPEED OF NIGHT</b> BONNIE TYLER (Columbia BFC 38710) CBS	26	18	<b>63 TOUR DE FORCE</b> 38 SPECIAL (A&M SP-4971) RCA	119	2	<b>97 IN THE HEART</b> KOOL & THE GANG (De-Lite DSR 8508) POL	—	1
<b>30 HEARTS AND BONES</b> PAUL SIMON (Warner Bros. 9 23942-1) WEA	38	4	<b>64 SWEET DREAMS (ARE MADE OF THIS)</b> EURYTHMICS (RCA AFL1-4881) RCA	52	26	<b>98 DURAN DURAN</b> (Capitol ST-12158) CAP	98	26
<b>31 LET'S DANCE</b> DAVID BOWIE (EMI America SO-18102) CAP	29	34	<b>65 FRONTIERS</b> JOURNEY (Columbia QX 38504) CBS	67	43	<b>99 ROBBERY</b> TEENA MARIE (Epic FE 38882) CBS	101	8
<b>32 LITTLE ROBBERS</b> THE MOTELS (Capitol ST-1288) CAP	31	10	<b>66 THE GAP BAND V — JAMMIN'</b> THE GAP BAND (Total Experience TE-1-3004) POL	62	13	<b>100 YOU CAN'T FIGHT FASHION</b> MICHAEL STANLEY BAND (EMI America ST-17100) CAP	104	11
<b>33 THE PRINCIPLE OF MOMENTS</b> ROBERT PLANT (Es Paranza/Antic 7 90101-1) WEA	30	19	<b>67 THE BEST OF THE ALAN PARSONS PROJECT</b> (Arista AL8-8193) RCA	84	4			
<b>34 UNDER A BLOOD RED SKY</b> U2 (Island/Atco 7 90127-1-B) WEA	63	2	<b>68 THE PRESENT</b> THE MOODY BLUES (Threshold TRL-1-2902) POL	68	13			







# CASH BOX

December 10, 1983

## AROUND THE ROUTE

by Camille Compasio

**Steve Blattspieler** has been named director of marketing at Bally Midway . . . **Tom Nieman** is now headquartered at the Bally corporate facilities in the position of director of market development.

Look for an exciting new product coming from Bally Midway in December.

A super hit! "M.A.C.H. 3" is fast developing into a record seller for Mylstar. The game is selling extremely well and bringing in outstanding collections not only from arcades but street locations as well, according to marketing veepee **John von Leesen**. "We feel "M.A.C.H. 3" was the best received game at the AMOA convention in New Orleans," said John! Since its release in early October it's been racking up big earnings at 50¢ play — and more! John hastened to add that "Q\*bert," more than one year after its introduction, is still being sold at full price.

Aloha! Persons attending the ASI '84 convention in Chicago who book their flights through the ASI Conference Travel Center can save money and also qualify for a free trip to Hawaii. Western, Delta and United Airlines are offering special discount rates of up to 30 percent on coach and Super Saver through ASI

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## U.S. Supreme Court Refuses To Hear 'Marshfield' Case

by Marc Sternberg

LOS ANGELES — The United States Supreme Court, on Monday November 28, refused to hear an appeal brought to the court by a group of video game operators who were denied the right by the town of Marshfield, Mass. and later, the Massachusetts Supreme Judicial Court to operate video games in Marshfield.

As recently as July 12, U.S. Supreme Court Justice Brennan issued a stay of enforcement of the Marshfield ordinance banning video games in the resort town of 20,000 on Boston's south shore. (This was viewed as a positive sign towards overturning the Massachusetts court's decision).

When the justices met in a closed conference on Monday they voted seven to two not to hear the case because the "issue raised no substantial federal question." In order to hear the case four out of the nine Supreme Court justices must deem it necessary. Only William J. Brennan and Byron R. White felt it was a constitutional issue.

The attorneys for the case on the operator side, Jonathan Howe of Jenner & Block, in Chicago, (legal counsel for the Amusement and Music Operators Association) and Ira Zaleznik of Lewin & Rosenthal, Boston, argued that video games are a form of expression and, therefore, protected under the First Amendment and to ban them would be a violation of the constitution.

Of interest to operators of video games around the country is that the judges have set a limited precedent which may affect other disputes over video games in other communities.

What the Supreme Court has done, in effect, is to turn some of these decisions back to the courts on the local level, and the communities themselves.

"This case presented a unique First Amendment issue that we thought was worthy of the court's consideration," said Jonathan Howe. "The economic impact will be devastating to hundreds of small businessmen," he continued. Howe said that he and the AMOA are currently examining other possible avenues of legal recourse as well as the value of petitioning the Supreme Court again to hear the case.

Lewin & Rosenthal's Ira Zaleznik mentioned the possibility that video games could become legal again in Marshfield if legislative changes are made on the state and local level. Zaleznik pointed out that in its ruling, the Massachusetts Supreme Court suggested that other types of video games unlike those under question in the Marshfield Case might be protected under the First Amendment. Dragon's Lair, for example, and other games utilizing laser disc technology, said Zaleznik

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## Bally and Williams: Coin-Op Linkup?

LOS ANGELES — Bally Manufacturing Corp. and Williams Electronics, Inc. are holding discussions regarding the possible sale of some of Williams assets in the firm's coin-operated games division. No comments were available at presstime.

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# COIN MACHINE

## Around The Route

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Travel Center, without normal restrictions and there is no cancellation penalty for special rates. Each attendee who secures flight arrangements through the ASI Travel Center for the February 17-19 show (at the Expocenter in Chicago) will be included in a drawing at the convention for two round trip tickets to Honolulu. Departures can be from the attendees' home city and must be taken within 12 months of the close of the ASI show. Members and families of ASI's sponsoring organizations, AGMA and AVMDA, are not eligible for the drawing but can utilize the benefit of the reduced fares. Those interested in securing reservations through the Travel Center may call the toll free number 800-368-3239. Residents of Alaska, Hawaii and Virginia may call, collect, at 703-471-0460.

Received word from Conference Management Corp. that more than 500 exhibitors have signed up for AOE '84, which will be held March 9-11 at the O'Hare Expo Center in Chicago. Firm, which is managing the convention, also noted that a full range of seminars (which is a key feature of this annual event) will take place during the three-day period, focusing on a wide variety of pertinent topics.

During the recently held AMOA convention in New Orleans, Ed Doris, executive director of the Amusement and Vending Machine Distributors Assn. (AVMDA) was awarded a plaque in recognition of his years of dedication and service to the coin machine industry. The inscription reads: "A man unafraid of challenge who has given of himself and his talents to an industry he believes in." Doris was associated with Rock-Ola Manufacturing Corp. for 23 years, serving as executive vice president of the firm. In 1981, he became the first executive director of the then newly formed AVMDA. In June of this year he announced his impending retirement, however, no definite date was revealed — and, as of this writing, he's doing business as usual at AVMDA headquarters.

## NCMI Supports SADD

LOS ANGELES — The National Coin Machine Institute (NCMI) recently announced its endorsement of the Students Against Driving Drunk (SADD), a national organization dedicated to the education of high school and college students with regard to the hazards of driving while under the influence of alcohol.

"The purpose of our program (SADD)" said Robert Anastas, founder of the organization and a high school teacher and coach, "is to organize students across the country to combat the number one killer of their age group — death due to drinking and driving."

In endorsing SADD, NCMI hopes to encourage its members, many of whom operate arcades and are in close contact with students, to aid SADD by participating in many of its community awareness activities. "We will urge all our members to become actively involved in establishing SADD chapters in their areas. This program is primarily for high school and college students. Our operators, particularly those with arcades, have a unique access to this age group," stated NCMI's Herb Beitel.

## Konami Acts Against Pirates

CHICAGO — Konami Industry Company, Ltd., one of the recent manufacturers to enter the American video game market, has served notice to "counterfeiters" of its products that these activities will not be tolerated. The company estimates that piracy accounts for approximately "30 percent of the \$10 billion a year video game business," and could be costing Konami as much as \$10 million in lost sales in the American market.

Konami is based in Osaka, Japan and recently established a subsidiary in Torrance, California.

In an effort to halt counterfeiting operations of its arcade-style games, Konami is commencing major search and seizure programs the first of which has been directed at infringers in the New York metropolitan area of its newer games including "Time Pilot," "Gyruss" and "Roc 'N Rope."

Konami's legal counsel, Finley, Kumble, Wagner, Heine, Underberg, Manley & Casey, served federal orders to show cause and writs of seizure to five alleged counterfeiting operations in the New York area. It is believed some of these operations are distributing games in other regions of the country.

Goods seized in the New York area ranged from Konami video games, copyrighted logo sheets and silk screens, to video game cabinets and business files.

"This is a landmark action," stated Koichi Ichiki, president of Konami, Inc. "We are the first major video game manufacturer to go af-

ter counterfeiting distributors. Most companies will only go after the end users and remove bogus machines from arcades. We, at Konami feel that is akin to cutting off the weed and leaving the root; the problem will only grow back. To solve the problem, you must go to the source and that is the distributors," he continued.

"By this action, we're addressing three groups of people. First, we're saying to the legitimate people in the trade, Konami is here in the United States, we're making a considerable impact on the market and we're going to make sure that our rights are preserved.

"Secondly, we're showing the people who want to do business with us that we're protecting our copyrights and trademarks and if you buy a license from us, you're assured we'll be right there with you to enforce it," Ichiki added.

"And lastly, the counterfeiters themselves. Word will get out, whether it's through the underground or through the media — don't mess around with Konami!"

Konami is seeking permanent injunctions preventing the defendants from dealing in its games or infringing on its trademarks. Konami, in upcoming trials is also suing for copyright damages, lost profits, and attempting to recover amounts earned by the alleged counterfeiters.

The two main American licensees of Konami Industry Company, Ltd. have been Centuri and Interlogic.

## Laser Disc Jukebox Manufacturer Announces Plans For Vid Music Clips

by Marc Sternberg

LOS ANGELES — Laser Disc Computer Systems (LDCS), headquartered in Boston, Mass., is currently seeking a licensee to manufacture and distribute its new Laser disc driven jukebox featured at this year's AMOA Exposition in New Orleans.

With the introduction of its "Laser Jukebox," LDCS joins Los Angeles-based Video Music International and Rowe International as the latest company to combine the traditional jukebox with MTV like music videos.

According to LDCS's Tom Kidrin, his company's video jukebox has several advantages over the others because it uses a sophisticated laserdisc configuration to project its video images as opposed to the more traditional video tape systems used by the other companies.

"The life expectancy of a laser disc system is significantly longer than that of a tape-based system," stated Kidrin. "In a laserdisc system, a laser beam reads the video and audio signals off of the optical disc without ever coming into direct contact with the medium. This differs from traditional tape-based systems in which the stylus is in direct contact with magnetic tape, causing its eventual degradation," he continued.

By nature, the "search-time" on the laser driven jukebox is also shorter than on the video tape-backed jukebox.

Kidrin pointed out that laserdiscs provide a more efficient and cost effective storage system in the long run than videotapes because they do not wear out and, therefore, do not need to be replaced after repeated use. "Unlike videotape," said Kidrin, "laserdiscs provide the same clean vibrant image, time after time, year after year."

Also, laserdiscs may be duplicated for mass production much more quickly and, in large quantities, for much less money than videotapes because their reproduction merely involves the pressing of more discs as opposed to the duplicating of



**LASER AGE** — Laser Disc Computer System's president Robert Walker (l) and senior vice president Tom Kidrin are shown here beside their futuristic looking "Laser Jukebox."

videotapes. Cheaper discs are, of course, translated into more savings to the operator.

Finally, Kidrin feels that LDCS's jukebox is superior to other video jukeboxes on the market because laserdisc players are more reliable than videotape players in that they don't breakdown as frequently. Again, less down time means greater collections in the cash box for the operator.

The "Laser Jukebox" may be manufactured in either a one or two laserdisc player model and is capable of holding up to six hours of video programming. LDCS plans to conduct the manufacturing and distribution of the laserdisc music videos compatible with their jukebox themselves. Kidrin said that licensing negotiations are now underway between LDCS and several major recordings artists and record companies for permission to show popular music videos on the "Laser Jukebox."

Robert P. Walker, president of LDCS, said that his company is currently "responding to several parties interested in licensing the "Laser Jukebox" for international distribution."

## AOE '84 Set To Focus On 'Nuts & Bolts'

CHICAGO — The fifth annual Amusement Operators Expo will be held during the period of March 9-11, 1984 at the O'Hare Expo Center in Chicago with more than 500 exhibitors displaying products and an extensive program of "nuts and bolts" seminars assessing the present state of the industry and identifying the trends of the future.

This convention is noted for its extensive education program which allows attendees to individualize their seminar participation according to their specific needs. Operators attending the '84 convention can choose from a variety of seminars covering such topics as Arcade Game Mix and Traffic Flow, Internal Cash Controls, Raster Scan Monitors, Special Servicing of Laser Discs, Cigarette Merchandising, Profit Analysis, Promotion, Advertising and many more.

Among the industry experts who will be conducting or moderating the seminars are Jon Daugherty (president-United Artists Theaters and Amusements); Randy Fromm (Randy Fromm's Arcade Schools); Richard E. George (president-Roy George Music & Vending Corp); Bob Hasson (director-Coin Machine Sales & Service Co.); Raymond S. Hibarger (president-Hanson Dist. Co.); Richard Priesmeyer (Innovative Management Consultants); Charles Ross (Innovative Management Consultants) and Jim Sneed (Electronics Division-Kurz-Kasch, Inc.).

The 500 or more exhibitors who will be participating in next year's AOE represent manufacturers, suppliers and distributors, including some new manufacturers and new products, with the focus on the latest in games, accessories and related equipment, according to show officials. Exhibit hours are: 10:30 a.m. - 4:00 p.m. on Friday (3/9), 10:30 a.m. - 6:30 p.m. on Saturday (3/10) and 10:30 a.m. - 4:00 p.m. on Sunday (3/11).

Further information may be obtained by contacting Daniel P. Capozziello, Conference Management Corp., 17 Washington St., P.O. Box 4990, Norwalk, CT 06856 or phoning 203-852-0500.

## CALENDAR

1983

Dec. 13-16; 1983 Foralexpo/Amusexpo, 12th International Amusement Industry Exhibition. Exhibition Center at Le Bourget, Paris, France.

1984

Jan. 19-21; IMA '84 (International Amusement and Vending Trade Fair). Hall 1, Frankfurt Exhibition Grounds, Frankfurt, West Germany.

Jan. 31-Feb. 2; 1984 Blackpool Show. Wintergardens, Blackpool, England.

Feb. 17-19; Amusement Showcase International (ASI); Expocenter; Chicago; nat'l. trade show.

Feb. 28-Mar. 22; Amusement Trades Exhibition (ATE); Olympia Hall; London

Mar. 9-11; Amusement Operators Expo (AOE). Hyatt Regency O'Hare/O'Hare Expo Center, Chicago.

Mar. 29-Apr. 1; Florida Amusement-Vending Assn. (FAVA); Hyatt Regency Grand Cypress Resort; Orlando; state convention.



**LASER TROUBLESHOOTING** — Nearly 100 operators and technicians from six states recently attended a laser disc service seminar sponsored by Hanson Distributing of Bloomington, Minnesota and Cinematronics. Pictured in the accompanying photos are

(l-r): Rusty Gieske at the demo model; instructors Gieske and John McNeil; a view of the student body and Gieske and McNeil fielding questions.

## Hanson Hosts Disc Seminar

CHICAGO — Nearly 100 operators and technicians from six states attended a recently held laserdisc service seminar, presented by Hanson Distributing of Bloomington, Minnesota and Cinematronics at the distributor's facilities. Hanson's head technician, Rusty Gieske, who participated in the special laserdisc seminar given by Cinematronics this past summer, conducted the session, assisted by John McNeil, supervisor of technical support for Cinematronics.

The first half of the two-part program covered basic on-location maintenance and troubleshooting applicable to "Dragon's Lair" and Pioneer laserdisc players utilized in this machine. Cleaning, assessing boards and fuses, and diagnosing simple problems were a few of the topics in focus during this segment.

The second half was aimed primarily at the technicians in the group, with a great deal of concentration on the mechanics and electronics of the laserdisc player itself, covered in full detail. Although this half demonstrated the real complexity of the disc players, Hanson officials felt that nobody left the seminar without learning something useful. "The seminar gave me the necessary information to handle the small problems confidently, but it also gave me a lot of respect for the complexity of the machines so that I realize my limitations in servicing them," commented Dale Lund, a serviceman for Theisen Vending of Minneapolis, who was one of the students in attendance.

The two instructors did not encourage the operators or their service people to attempt to work on the players themselves, but rather hoped the seminar would enable them to handle the minor problems and to give good, accurate 'symptoms' when calling in for service assistance.

"We were very pleased with the turnout," stated Kirk McKennon, vice president of Hanson. "We were very eager to dispel the rumors floating around concerning service problems on the Dragon's Lair machines. We've sold quite a few of these games and we've found that service problems are not an inherent problem in the game, but more often a result of mishandling by the operator. Before a laser game leaves our warehouse we check each one and make sure the operator understands the importance of locking down the disc player and taking the necessary precautions whenever the game is moved," he explained. "The operator is learning that these games cannot be treated like a regular video game."

## Konami-Atari Pact For Home Market

CHICAGO — A licensing agreement has been reached between Konami Industry Co., Ltd. and Atari, Inc., as jointly announced by Konami president Kagemasa Kozuki and Atari senior vice president Charles S. Paul. Under the terms of the agreement, Atari will have exclusive worldwide home and personal computer cartridge division rights, excluding Japan (Atari has non-exclusive rights in Japan), for Konami's new coin-op video game "Hyper Olympics."

The game was recently introduced in the U.S. under the name "Track and Field" by Florida based Centuri, Inc.

"We are delighted to be working with an industry leader like Atari," stated Mr. Kozuki. "We are particularly pleased with the agreement because Atari is the official video game company of the Los Angeles Olympic Committee."

Track and Field is a color raster scan game that features six popular events: the 100-Meter Dash, the Long Jump, the Javelin Throw, the 110-Meter Hurdles, the Hammer Throw and the High Jump. In each event, the player must qualify against a predetermined time or distance in order to proceed to the next event.

To date, 38,000 coin-operated Hyper Olympics games have reportedly been sold in Japan. In the U.S., Centuri, who introduced the game only about three weeks ago, reports backorders in excess of 8,000 units.

Konami Industry Co., Ltd., which is headquartered in Osaka, Japan, is one of that country's leading software research and development companies. It has developed such popular home and arcade video games as "Time Pilot," "Gyruss," "Super Cobra," "Scramble," "Tutankham" and "Frogger."

Although the new pact represents Konami's first licensing agreement with Atari, virtually every one of its games are available for the Atari home entertainment systems.

Konami recently established a wholly owned subsidiary, Konami, Inc., which is headquartered in Torrance, California.

## COINCO's 'Salute' Available To Vending Ops

CHICAGO — As part of a year-long 25th anniversary celebration, Coin Acceptors, Inc. (COINCO) will make available to all NAMA members the video show, "Salute To Vending," which features noted television personality Ed McMahon. The "show," which premiered at the recent 1983 NAMA convention in Chicago, is available free of charge for local, nonbroadcast showings.

Coin Acceptors prepared the "Salute To Vending" program without any advertising for COINCO products. It runs just over seven minutes in length, and provides entertainment, while incorporating a testimonial to the enduring social, economic and service contributions made by vending operators and manufacturers to the American way of life.

## Konami Buys Centuri Stock

CHICAGO — Konami, Inc., wholly-owned by Japan-based Konami Industry Co., Ltd., has purchased 400,000 shares of Centuri, Inc. of Hialeah, Florida, as announced jointly by Centuri board chairman Milton Koffman and Konami president Kagemasa Kozuki. This purchase brings to 500,000 the total number of shares owned by Konami, Inc., or approximately 4.9 percent of the outstanding stock.

In a joint statement, Messrs. Koffman and Kozuki said the recent stock purchase represents "a solidification of an already outstanding relationship between two companies with a common interest." Koffman added that Mr. Kozuki will be nominated to stand for election as a director of Centuri at its next annual meeting.

## Sente Contacts Distributors

LOS ANGELES — Video game distributors from around the country have been invited to meet with executives of Sente Technologies on Dec. 8 at the Red Lion restaurant in San Jose, CA to discuss representation of Sente's new line of video games.

Sente will announce some of its distributor appointments at a meeting and press conference at the Red Lion on Dec. 9. The rest of the distributors will be decided by Christmas, said company president, Bob Lundquist.

Sente will unveil its first two games and "one surprise" at the December 8 meeting, Lundquist added.

# 2

More good reasons to attend the first Amusement Showcase International

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Tom Petit

## Tom Petit Appointed Data East Sales V.P.

CHICAGO — Robert E. Lloyd, president of Data East USA, Inc., announced the appointment of Tom Petit as vice president-sales.

A graduate of the University of Santa Clara, with a degree in business/marketing, Petit's most recent position was as national sales manager at Nintendo. He has also served as both vice president of sales and marketing for Southwest Vending, noted Dallas-based distributor and prior to this was regional sales manager for Atari.

In commenting on his new position he stated, "I am very excited about the challenges and opportunities at Data East. I am looking forward to continued refinement of our distribution network and sales programs through our strong regional sales management."

## New Standards For Games Discussed By AGMA/UA

CHICAGO — Members of the UL Committee of the Amusement Game Manufacturers Association met with Underwriters Laboratory chief engineer and other representatives at the UL facilities in Northbrook, Illinois (11/15) to discuss standards for amusement games which UL is in the process of redrafting. The original standards were part of the vending machine category and are not specifically designed to deal with new developments in the field, particularly video games and conversion kits.

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

## 'Marshfield' Case

(continued from page 27)

may fall into this category. "There are still more battles to be fought in the courts and the legislature," concluded Zaleznik.

Robert L. Marzelli, the lawyer who represented the town of Marshfield before the Supreme Court said that the court's action serves to reinforce the lower court's decision and "gives municipalities a stronger hand in their efforts to regulate these (video) games."

Operators in Marshfield have been notified of the decision and given 48 hours to remove their games from their locations.

## NCMI Denounces Illegal Use Of Games

by Marc Sternberg

LOS ANGELES — In a statement to the coin-operated entertainment industry, the National Coin Machine Institute (NCMI) has openly condemned the illegal use of coin-op equipment, particularly in connection with so-called 'grey area' games.

The use of video poker and blackjack games for gambling purposes has been under study by the NCMI since September when the association set up a special advisory board, consisting of members of state and local industry associations, to study the subject. According to NCMI, the committee found "widespread concern among industry members over the serious threats of such illegal operations to legitimate operators and their equipment with serious harm to the public's image of the industry."

In a report to NCMI's board of directors, the advisory panel noted that amusement games may be used for gambling in only a "few" areas of the country, and that "In all other jurisdictions, 'grey area' games operations for gambling purposes are illegal. Definitions of 'grey area' gambling machines vary from jurisdiction to jurisdiction . . . the bottom line is that the use of machines with payoffs in money, tokens or other merchandise of value is essentially gambling and illegal."

The advisory board went on to conclude "risks of public relations damage to the entire industry are extremely high. Operators who weathered the McClellan and Kefauver committees hearings' allegations of connections between vending and organized crime in the late 50s and early 60s, recalled the damage that was done to our industry's image and the efforts and time that have been required to undo that damage. The recently published study for the U.S. Department of Justice chronicled the persistent cloud that hangs over our industry in spite of drastic changes in the industry and its operations. The current situation is volatile and dangerous."

### Resolutions Adopted

Consistent with the advisory board's suggestions, the NCMI's board of directors adopted the following resolutions:

"Whereas, illegal operation of so-called 'Gray Area' machines is creating legislative, law enforcement and public relations problems for the coin machine industry, and;

"Whereas, investigations of these activities by law enforcement agencies, governmental agencies and media groups are in progress and pending, and;

"Whereas, these activities present a serious competitive threat to legitimate operators of amusement and other coin operated equipment;

Be it therefore resolved, that the National Coin Machine Institute, Inc., is opposed to the illegal operation of any coin-operated equipment and will undertake all proper action to deter and stop such activities."

and a further resolution:  
"Whereas, adverse media and public relations materials resulting from the impact of the illegal operations of so-called 'Gray Area' machines is damaging and will continue to damage the image of all operators and the industry in general, and;

"Whereas, there are indications that these harmful assertions against the image of the industry portrayed by such activities will increase in intensity and possible damage to the industry."

The association went on to pledge it will "develop programs and materials to counteract negative portrayal of the industry and to present the positive community images and the economic contributions of operators of legitimate coin-operated equipment."

In announcing the organization's position

on 'grey area' games, Mel Grossberg, president of NCMI said, "Many of our members are large operators, some of them are publicly held companies. They are very visible and the first to be investigated. They are harmed the most by damaging publicity. It is apparent that the industry as a whole cannot operate anonymously either. What our industry does is noticed and does receive publicity. NCMI feels very strongly that responsible operators should take a stand on this issue. We know that there are some in the industry that feel the issue should not even be discussed. The evidence we have received is that others will talk about illegal operations, even if we don't, to the industry's detriment."

### TV Attention

Herb Beitel, managing director of NCMI also pointed out 'grey area' games and their illegal use are already starting to attract some attention from the media on the local level in both newspapers and on TV and the situation may soon be examined on national TV. All this negative publicity "gives the industry a black eye," said Beitel.

## New Equipment

### The Sting

"Stinger" is a space combat video game which puts the player in control of the space ship "Stinger Wolf" in an intense battle against a variety of 26 kinds of enemies. An eight-way joystick is used to maneuver the ship and there's a rocket firing button and a "Bongo" call button (which produces a "Bongo" robot to assist in destroying the enemies) to ward off the attackers.

The game starts with three "Stinger Wolf" ships (adjustable) and two "Bongo" robots (adjustable). Additional 'ships' are awarded as bonuses when the player earns 20,000 and 90,000 points; and an additional "Bongo" is given whenever the ship successfully docks at an allied base. The player can earn up to five Bongos.

Various patterns signal the phases of play. When "Stinger Wolf" reaches the final enemy base and shoots 25 rockets into the middle of its energy source tower, which is the "Bio-tron," all enemies are destroyed and the game progresses to the next pattern. As the patterns advance, enemy attacks become more violent and the difficulty level increases.

"Stinger" is produced by Sigma Enterprises, Inc. of Japan. Further information may be obtained by contacting the company at 13-11, Udagawacho, Shibuya-ku, Tokyo, 150 Japan.



### 'Spirit In The Night'

"Spirit Casino," a new counter top video game, "for amusement only," was recently introduced by Techstar, Inc. of Miami, Florida. It focuses on four popular casino games Draw Poker, Blackjack, Craps and Casino (slot) and contains a location programmable "Billboard" message mode which can be a very effective promotion tool for the operator.

The game's vertical format convertible cabinet has a single logic board system, with a highly reliable 9" color monitor, a three-button lit control panel, player optional music background, and built-in (automatic) self-diagnosis.

The Spirit Casino is available in Techstar's new CCT-1 convertible counter top model. The cabinet is designed to be totally convertible, and can easily be changed to accommodate any popular video game printed circuit board.

Other operator features include a rear access double-lock high-security cashbox system, battery back-up for high score and message retention and rugged metal cabinet construction.

Further information may be obtained by contacting Techstar at 8651 N.W. 56th St., Miami, Florida 33166 or phoning 305-592-0201.



## SERVICE TIPS

This week's service tip, supplied by Bally Midway Mfg. Co., applies to test equipment requirements for recent Bally Midway pinball or video/pin circuit boards. Owners of the original Bally test equipment (Brown Boxes) can modify their testers in the following manner:

1. To update the NPU board tester for Baby Pac-Man, Grand Slam, Goldball, etc., order procedure number FO-900-31.
2. To test the combo board (used in vid/pins) on the solenoid driver and lamp driver testers, order procedure FO-900-26 with cables A917-00038-0003 (lamp section) and A917-00038-0004 (solenoid section).
3. To test the High Voltage combo board (used in economy pins) on the solenoid driver and lamp driver testers requires procedure FO-900-35 with cables A917-00038-0031 (solenoid section) and A 917-00038-0032 (lamp section).

The Squawk & Talk tester can be modified for testing the Vidiot and Vidiot Deluxe with Cheap Squeak boards by ordering:

1. Procedure FO-900-3, FO-900-28, FO-900-14
2. Cables A917-00038-0011, A917-00038-0026
3. EPROMS E-801-16, E801-14, E-801-15

Once this modification has been made the Vidiot board can be tested with procedure FO-900-27 and FO-900-32 with cables: A917-00038-0008, A917-00038-0005, A917-00038-0007.

The Vidiot Deluxe/Cheap Squeak combined test can be performed with cable A917-00038-0008 listed above and kit A917-00040-0000.

The following applies when using the new TE-790 Multi-board tester:

1. The combo board can be tested with procedure FO-900-30 and cable A917-00038-0002.
2. The High Voltage combo board should be checked with procedure FO-900-34 and cable A917-00038-0027.

Anyone requiring further clarification may contact Arnold Aarstad, Bally Midway field service technician at the factory's toll free service number 800-323-3555.

# THE JUKEBOX PROGRAMMER

indicates new entry

December 10, 1983

## POP

## COUNTRY

## BLACK CONTEMPORARY

- 1 **LOVE IS A BATTLEFIELD**  
PAT BENATAR (Chrysalis/CBS VS4 42732)
- 2 **UPTOWN GIRL**  
BILLY JOEL (Columbia 38-04149)
- 3 **ALL NIGHT LONG (ALL NIGHT)**  
LIONEL RICHIE (Motown 1698MF)
- 4 **SAY SAY SAY**  
PAUL McCARTNEY & MICHAEL JACKSON (Columbia 38-04168)
- 5 **CRUMBLIN' DOWN**  
JOHN COUGAR MELLENCAMP (Riva/PolyGram R-214)
- 6 **IN A BIG COUNTRY**  
BIG COUNTRY (Mercury/PolyGram 814 467-7)
- 7 **CUM ON FEEL THE NOIZE**  
QUIET RIOT (Pasha/CBS ZS4 04005)
- 8 **SAY IT ISN'T SO**  
DARYL HALL & JOHN OATES (RCA PB-13654)
- 9 **UNION OF THE SNAKE**  
DURAN DURAN (Capitol B-5290)
- 10 **SYNCHRONICITY II**  
THE POLICE (A&M 2571)
- 11 **HEART AND SOUL**  
HUEY LEWIS AND THE NEWS (Chrysalis/CBS VS4 42728)
- 12 **UNDERCOVER OF THE NIGHT**  
ROLLING STONES (Rolling Stones/Atlantic ST-RS-45605)
- 13 **OWNER OF A LONELY HEART**  
YES (Atco 7-99817)
- 14 **INVISIBLE HANDS**  
KIM CARNES (EMI America B-8181)
- 15 **TOTAL ECLIPSE OF THE HEART**  
BONNIE TYLER (Columbia 38-03906)
- 16 **ISLANDS IN THE STREAM**  
KENNY ROGERS & DOLLY PARTON (RCA PB-13615)
- 17 **CHURCH OF THE POISON MIND**  
CULTURE CLUB (Epic/Virgin 34-04144)
- 18 **MAJOR TOM (COMING HOME)**  
PETER SCHILLING (Elektra 7-69811)
- 19 **BURNING DOWN THE HOUSE**  
TALKING HEADS (Sira 7-29565)
- 20 **TWIST OF FATE**  
OLIVIA NEWTON-JOHN (MCA-52284)
- 21 **SUDDENLY LAST SUMMER**  
THE MOTELS (Capitol B-5271)
- 22 **THE WAY HE MAKES ME FEEL**  
BARBRA STREISAND (Columbia 38-04177)
- 23 **JOANNA\***  
KOOL & THE GANG (Da-Lite/PolyGram DE 829)
- 24 **LOVE IS A STRANGER**  
EURYTHMICS (RCA PB-13618)
- 25 **TIME WILL REVEAL**  
DaBARGE (Gordy/Motown 1705GF)
- 26 **KING OF PAIN**  
THE POLICE (A&M 2589)
- 27 **THE CURLY SHUFFLE\***  
JUMP 'N' THE SADDLE (Atlantic 7-89718)
- 28 **THAT'S ALL\***  
GENESIS (Atlantic 7-89724)
- 29 **DELIRIOUS**  
PRINCE (Warner Bros. 7-29503)
- 30 **KARMA CHAMELEON\***  
CULTURE CLUB (Virgin/Epic 34-04221)

- 1 **TELL ME A LIE**  
JANIE FRICKE (Columbia 38-04091)
- 2 **A LITTLE GOOD NEWS**  
ANNE MURRAY (Capitol PB-5264)
- 3 **BABY I LIED**  
DEBORAH ALLEN (RCA PB-13600)
- 4 **EV'RY HEART SHOULD HAVE ONE**  
CHARLEY PRIDE (RCA PB-13648)
- 5 **YOU LOOK SO GOOD IN LOVE**  
GEORGE STRAIT (MCA-52279)
- 6 **OZARK MOUNTAIN JUBILEE**  
OAK RIDGE BOYS (MCA-52288)
- 7 **KISS ME DARLING**  
STEPHANIE WINSLOW (MCA-52291)
- 8 **YOU MADE A WANTED MAN OUT OF ME**  
RONNIE McDOWELL (Epic 34-04167)
- 9 **HOLDING HER AND LOVING YOU**  
EARL THOMAS CONLEY (RCA PB-13596)
- 10 **YOUR LOVE SHINES THROUGH**  
MICKY GILLEY (Epic 34-04018)
- 11 **DON'T COUNT THE RAINY DAYS**  
MICHAEL MURPHEY (Liberty PB-1505)
- 12 **THE CONVERSATION**  
WAYLON JENNINGS (RCA PB-13631)
- 13 **THE MAN IN THE MIRROR**  
JIM GLASER (Nobai Vision 103)
- 14 **SHOW HER**  
RONNIE MILSAP (RCA-PB-13658)
- 15 **RUNAWAY HEART**  
LOUISE MANDRELL (RCA-PB-13469)
- 16 **TENNESSEE WHISKEY**  
GEORGE JONES (Epic 34-04082)
- 17 **BACK ON HER MIND**  
JOHNNY RODRIGUEZ (Epic 34-04206)
- 18 **TAKE IT TO THE LIMIT**  
WILLIE NELSON & WAYLON JENNINGS (Columbia 38-04131)
- 19 **DANCE LITTLE JEAN**  
NITTY GRITTY DIRT BAND (Liberty P-B-1507)
- 20 **BLACK SHEEP**  
JOHN ANDERSON (Warner Bros. 7-29497)
- 21 **SENTIMENTAL OL' YOU**  
CHARLY McCLAIN (Epic 34-04172)
- 22 **IN MY EYES**  
JOHN CONLEE (MCA-52282)
- 23 **ONE OF A KIND PAIR OF FOOLS**  
BARBARA MANDRELL (MCA-52258)
- 24 **WOUNDED HEARTS\***  
MARK GRAY (Columbia 38-04137)
- 25 **I CALL IT LOVE\***  
MEL McDANIEL (Capitol P-B-5298)
- 26 **SOMEBODY'S GONNA LOVE YOU**  
LEE GREENWOOD (MCA-52257)
- 27 **LONELY BUT ONLY FOR YOU**  
SISSY SPACEK (Atlantic America 7-99847)
- 28 **THAT'S THE WAY LOVE GOES**  
MERLE HAGGARD (Epic 34-04228)
- 29 **THE AIR THAT I BREATHE\***  
REX ALLEN JR. (Moon Shina 3017)
- 30 **ISLANDS IN THE STREAM**  
KENNY ROGERS & DOLLY PARTON (RCA PB-13615)

- 1 **ALL NIGHT LONG (ALL NIGHT)**  
LIONEL RICHIE (Motown 1698MF)
- 2 **TIME WILL REVEAL**  
DaBARGE (Motown 1705)
- 3 **STAY WITH ME TONIGHT**  
JEFFREY OSBORNE (A&M 2591)
- 4 **SAY SAY SAY**  
PAUL McCARTNEY & MICHAEL JACKSON (Columbia 38-04188)
- 5 **U BRING THE FREAK OUT**  
RICK JAMES (Gordy/Motown 1703GF)
- 6 **I AM LOVE**  
JENNIFER HOLLIDAY (Geffen 7-29525)
- 7 **MY FIRST LOVE**  
RENE & ANGELA (Capitol B-5272)
- 8 **TELL ME IF YOU STILL CARE**  
THE S.O.S. BAND (Tabu/CBS ZS4 04160)
- 9 **STOP DOGGIN' ME AROUND**  
KLIQUE (MCA 52250)
- 10 **WET MY WHISTLE**  
MIDNIGHT STAR (Solar/Elektra 7-8970)
- 11 **JOANNA**  
KOOL & THE GANG (Da-Lite/PolyGram DE 829)
- 12 **AIN'T NOBODY**  
RUFUS AND CHAKA KHAN (Warner Bros. 7-29555)
- 13 **BABY, I'M HOOKED**  
CON FUNK SHUN (Mercury/PolyGram 814 5817)
- 14 **TOUCH A FOUR LEAF CLOVER**  
ATLANTIC STARR (A&M 2580)
- 15 **MAGNETIC**  
EARTH, WIND & FIRE (Columbia 38-04110)
- 16 **ROCKIT**  
HERBIE HANCOCK (Columbia 38-04054)
- 17 **WOULD YOU LIKE TO (FOOL AROUND)**  
MTUME (Epic 34-04087)
- 18 **KEEPIN' MY LOVER SATISFIED**  
MELBA MOORE (Capitol B-5288)
- 19 **ANGEL**  
ANITA BAKER (Beverly Glen BG-2010)
- 20 **HOW COME U DON'T CALL ME ANYMORE**  
STEPHANIE MILLS (Casablanca/PolyGram 814 747-7)
- 21 **EVERY GIRL (WANTS MY GUY)**  
ARETHA FRANKLIN (Arista AS 1-9095)
- 22 **NUBIAN NUT**  
GEORGE CLINTON (Capitol B-5296)
- 23 **IF ONLY YOU KNEW**  
PATTI LABELLE (Philadelphia Int'l./CBS ZS4-04176)
- 24 **IT'S MUCH DEEPER**  
ASHFORD & SIMPSON (Capitol B-5284)
- 25 **ONLY YOU**  
COMMODORES (Motown 169MF)
- 26 **DELIRIOUS**  
PRINCE (Warner Bros. 7-29503)
- 27 **I'LL LET YOU SLIDE\***  
LUTHER VANDROSS (Epic 34-04231)
- 28 **I NEED YOU\***  
POINTER SISTERS (Planet/RCA YB-13639)
- 29 **P.Y.T. (PRETTY YOUNG THING)**  
MICHAEL JACKSON (Epic 34-04165)
- 30 **PARTY TRAIN**  
THE GAP BAND (Total Experience/PolyGram TE8209)

## RECORDS TO WATCH

**CONFUSION** — New Order (Streetwise)  
**ELECTRIC KINGDOM** — Twilight 22 (Vanguard)  
**RUNNING WITH THE NIGHT** — Lionel Richie (Motown)  
**LET THE MUSIC PLAY** — Shannon — Emergency/Mirage

**YOU'RE GONNA LOSE HER LIKE THAT** — Moe Bandy (Columbia)  
**STAY YOUNG** — Don Williams (MCA)  
**MISS UNDERSTANDING** — David Willis (RCA)  
**DON'T CHEAT IN OUR HOMETOWN** — Ricky Skaggs (Epic)

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