

# CASHBOX

February 4, 1984

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**VID MERCHANTS SPEAK OUT ON 'BETAMAX' CASE**  
**RETAILERS CELEBRATE BEATLES 20TH ANNIVERSARY**  
**R&B GREAT JACKIE WILSON DIES IN NEW JERSEY**  
**CASH BOX INTERVIEW: MCA MUSIC'S LEEDS LEVY**  
**NEW ORGANIZATION FORMED TO FIGHT MERCH PIRACY**

The Beatles

# IT WAS TWENTY YEARS AGO TODAY...

RELOVE THE MUSIC. RELIVE THE MEMORY.



Capitol

# CASH BOX

## CASHBOX

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## Voices Of America

The enormous impact of the Beatles, who invaded this country 20 years ago, was due mostly to the fact they were able to bring us all together. Their melodies and lyrics captured our nation's imagination — although Beatlemania began as an outpouring of adolescent emotion, it eventually spread to engulf the entire world, breaking down at least a few of the many barriers which separate people from one another.

The Beatles managed to take American rock 'n roll and unite all music lovers behind it. In a similar fashion, we find the Voice of America is doing an excellent job in taking our rich musical output to every corner of the globe via its thrice weekly *Now Music, USA* program. These shows provide listeners everywhere with an opportunity to learn about our country through one of its most precious assets — its recorded art. And the shows' programming covers this art in its entirety — unlike the air-tight

formats and playlists most American radio is separated into. *Now Music, USA* gives those who tune in a full range of America's pop music: rockabilly, soul, punk, country, blues, folk, jazz, anything and everything which combines into an audio documentation of the cultural diversity that is uniquely America.

It has now been 20 years since this country and the rest of the world opened their hearts to a singing group whose main message was "All you need is love." World tensions, so much a product of lack of communication and understanding between people, seem to reach new levels every day. While it's not our place to make pronouncements on U.S. propaganda or foreign policy, we laud the efforts of the Voice of America in bringing our music to people everywhere — surely one of the greatest contributions to removing the barriers that divide us.

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### ON THE COVER

We can't help but view this thing called Beatlemania — swarming all over England and now enveloping the U.S. — with some nostalgia, maybe a little envy.

It brings to mind the days in the not too distant past when the U.S. press and other media were caught up in a similar mania with the then newcomer Elvis Presley.

Just like Presley before them, the Beatles are capturing headlines and feature articles, most of them attempting to explain away their social significance with overblown profundity.

Let the students of journalistic psychology have their say, but the fact remains that England and most of the continent dig their sound, and buy their singles, EPs and LPs in fantastic quantities.

(reprinted from *Cash Box* Jan. 18, 1964)



## TOP POP DEBUTS

### SINGLES

24 **THRILLER** — Michael Jackson — Epic

### ALBUMS

26 **LEARNING TO CRAWL** — The Pretenders — Sire

### POP SINGLE

**KARMA CHAMELEON**  
Culture Club  
Virgin/Epic

### B/C SINGLE

**IF ONLY YOU KNEW**  
Patti LaBelle  
Philadelphia Int'l/CBS

### COUNTRY SINGLE

**SHOW HER**  
Ronnie Milsap  
RCA

### JAZZ

**BASKSTREET**  
David Sanborn  
Warner Bros.

## NUMBER ONES



Ronnie Milsap

### POP ALBUM

**THRILLER**  
Michael Jackson  
Epic

### B/C ALBUM

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

### COUNTRY ALBUM

**DON'T CHEAT IN OUR HOMETOWN**  
Ricky Skaggs  
Epic

### GOSPEL

**JESUS I LOVE CALLING YOUR NAME**  
Shirley Caesar  
Myrrh



# BMI congratulates its American Music Awards winners.

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WILLIE NELSON



DOLLY PARTON



DARYL HALL AND JOHN OATES

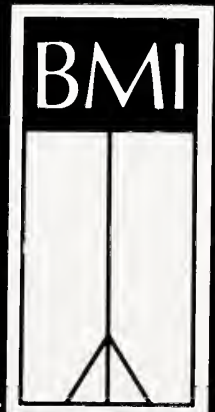


MICHAEL JACKSON



ALABAMA

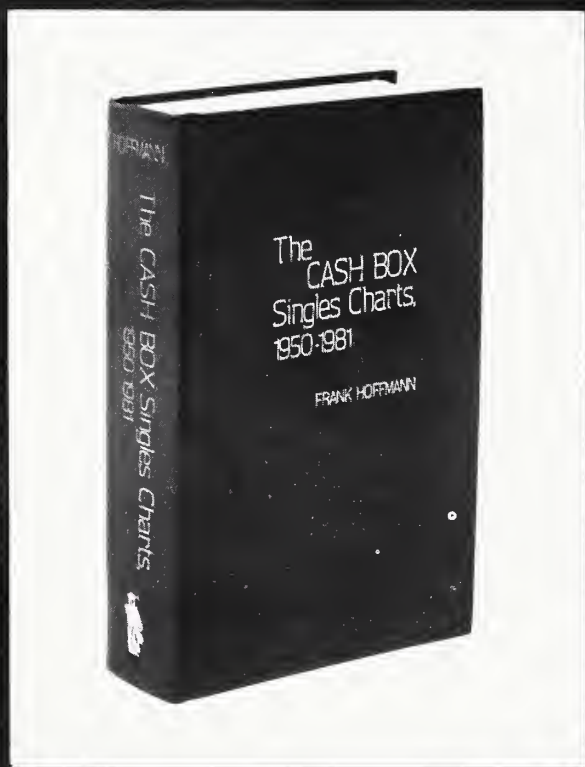
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# ANNOUNCING

A  
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This 876 page book provides a complete survey of **Cash Box's** popular music singles charts over a 32-year period. Information that was previously available only through a search of the weekly charts themselves, has now been completely integrated via artist and song-title entries. Especially noteworthy is a week-by-week listing of song-chart positions making it possible to determine the exact position of a recording for any particular date.

## The CASH BOX Singles Charts, 1950-1981

In addition to the main artist and song-title indexes, there are several unique appendixes, including: a chronological list of #1 records, the "Top Ten" records of each year, the records with the longest chart run, the most chart hits by artist, the most #1 hits by an artist, the most weeks at #1 by an artist, and most weeks at #1 by a single record.

compiled by **FRANK HOFFMAN**  
with the assistance of **LEEANN HOFFMAN**  
preface by **GEORGE ALBERT**

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**SMOKEY ROBINSON MEETS THE NEWS** — Following a recent appearance on TV's "Solid Gold," Huey Lewis and the News stopped by to greet industry veteran Smokey Robinson. Pictured above are (l-r): John Colla, guitar and saxophone; Mario Cipollina, bass; Chris Hayes, guitar; Bill Gibson, drums; Robinson; Lewis; and Sean Hopper, keyboards.

## Video Merchants Speak Out On High Court Taping Case

NEW YORK — Record retailers who also deal in prerecorded video were generally pleased with last week's Supreme Court decision in the Sony Betamax case (**Cash Box**, Jan. 28). The court held that home videotaping does not violate the Copyright Act and that Sony and other videocassette recorder manufacturers were not responsible for such acts of home video taping.

Recording industry representatives, however, sided with the motion picture industry in decrying the decision as a blow against compensation to copyright holders, and urged Congress to take legislative action to protect those rights.

In the retail community, however, Tower Records president Russ Solomon's comments, though more jubilant than most, were fairly representative. "I'm dancing in the streets!" exclaimed Solomon, who is currently in the midst of adding distinct video stores to a dozen of his existing record stores as well as increasing the

number of video music departments in those record stores without separate video store facilities. "It was absolutely correct, the only decision they could have come up with."

Solomon admitted apprehension over the possibility that Congress would enact home taping legislation. "I'm hopeful that they'll be wise enough to see that the video business is indeed positive for the studios, not negative as they say. That the growth of the retail video industry will prove to be extremely profitable to the studio."

At the Sacramento-based Licorice Pizza chain, marketing vice president Lee Cohen hailed the court decision as a "great positive step" but "only a step towards what needs to be done," namely continuing the fight against repeal of the first sale doctrine.

While noting that "a lot of Congress has turned toward the consumer's side,"

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## Retailers And Capitol Records Celebrate Beatles' Twentieth Anniversary In America

NEW YORK — On the eve of the 20th anniversary of the Beatles arrival in America, Capitol Records and many U.S. record retailers are poised to revive as much Beatlemania as possible in order to generate a new sales surge in the label's extensive Beatles catalog. Capitol's LP holdings, all available to dealers through special discount programs backed with incentives, number 19 original albums plus numerous compilations.

It was nearly 20 years ago today — Feb. 7, 1964, to be exact — that the Beatles landed at New York's Kennedy Airport enroute to their first *Ed Sullivan Show* appearance two days later. Their initial U.S. stay lasted through Feb. 21, and was of such monumental and lasting importance to American cultural life that magazines ranging from *Life* to *Rolling Stone* are putting out special issues in commemoration, with a multitude of radio syndicators, newspapers and television programmers following suit.

Capitol, meanwhile, has put in one of its largest manufacturing orders ever in terms of in-store display items for its huge marketing campaign. Eight different posters have been designed, and 5,000 of each are being run off. The "White" album, the two "Red & Blue" greatest hits double albums, "The Beatles 20 Greatest Hits," "Sergeant Pepper's Lonely Hearts Club Band," and "Abbey Road" are all represen-



**The Beatles**

ted by a separate poster and are featured together on a different poster. The eighth poster is a blow-up of the *Rolling Stone* special issue cover.

Special merchandise has also been created including 2,500 t-shirts bearing the slogan "Twenty Years Ago Today," and a like amount of metal pins carrying the same message. A huge print campaign is being coordinated with the many publications documenting the Beatles anniversary, and extensive radio and television advertising will blanket the country coast-to-coast.

On Feb. 13, Capitol will reissue their very first Beatles single, "I Wanna Hold Your Hand" backed with "I Saw Her Standing There." The single will feature the original black and white sleeve artwork, swirl disc label, and catalog number and promotional copies of the single will carry the stereo version of "I Wanna Hold Your Hand," heretofore only available on the "Twenty Greatest Hits" package, on the B-side. An "I Wanna Hold Your Hand" video, made up of vintage footage from the group's historic 1964 U.S. visit, is nearly complete.

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## BMI's Cramer Asks For 'Unity' After 'Betamax' Ruling

LOS ANGELES — Responding to the recent Supreme Court decision in the case of Sony vs. Universal, BMI president Ed Cramer called for a unified effort on the part of all copyright owners to continue to fight for greater legal protection.

Cramer expressed great dissatisfaction over the court's interpretation of the "doctrine of harm," which he described as "a fallacious argument" adding, "we have permitted the doctrine of harm to enter into our law and that is the basic reason that the decision was lost." The High Court ruled that Universal did not sufficiently prove "that some meaningful likelihood of future harm exists."

Citing lack of precedent, Cramer claimed harm "is not the rule of the game in any other property that I can think of. When you have a real estate trespass case people don't ask was there or wasn't there harm? They say you have a legitimate property interest and we are going to protect that interest. In this case, they didn't say that. They said whether you do or you don't have a legitimate case you are only protected if you can show harm."

Cramer called for unity of all copyright interests, stating "individual interests were fighting for themselves. The record industry fought for itself, the motion picture industry fought for itself, but there really

(continued on page 10)

## R&B Great Jackie Wilson Dead At 49

LOS ANGELES — Jackie Wilson, one of the greatest rhythm and blues crooners in history, died Friday, January 20, in Mount Holly, New Jersey. He was 49.

Wilson was renowned for his versatility and his ability to sing everything from rockers to bluesy ballads to sizzling rhythm and blues endeared him to millions of fans throughout the world. Some of his best selling songs include his first hit "Lonely Teardrops," followed by "Baby Workout," "Doggin' Around," and "Your Love Keeps Lifting Me (Higher and Higher)" among others.

Born in Detroit, Wilson was an amateur boxer as a teenager, but turned his attention to music, and was chosen to succeed Clyde McPhatter as lead singer of the Dominos in 1953. He remained with the band for four years before starting a solo career.

In 1958 Wilson met Berry Gordy Jr., who would later go on to start Motown Records. Wilson recorded Gordy's "Lonely Teardrops," and the song became a huge hit, his first as a solo artist. Wilson continued his recording successes on the Brunswick label until the mid '70s.

On September 29, 1975 Wilson suffered a heart attack while performing at the Latin Casino in Cherry Hill, New Jersey. He was in a coma for a year, and suffered brain damage that left him incapacitated. He was a patient in various nursing homes ever since.

Wilson is survived by his wife Harlean and his son Tony, from a previous marriage.

Last year, Epic Records issued a special two-record set entitled "The Jackie Wilson Story" which included all of the aforementioned tunes.



**HE'S GOT HEART** — The infamous Mr. T. paid a visit to Epic recording act Heart at a recent show at Chicago's Rosemont Horizon. The band invited him onstage before its encore, and "T" grabbed a guitar so he could jam with the group. The audience response was overwhelming, and Heart hoped to have the T.V. and motion picture star come on stage during its shows in Los Angeles. Pictured standing (l-r) are Heart members Howard Leese, Nancy Wilson, Mark Andes; Mr. T.; and band member Danny Carmassi. Kneeling is lead singer Ann Wilson.

## BUSINESS NOTES

### New Group Fights Merch Piracy

LOS ANGELES — Music merchandisers from around the country have recently banded together to fight piracy and fraudulent replication of their products, which include posters, T-shirts, buttons, medallions and a host of other licensed merchandise. Operating under the banner of the Professional Association of Licensed Music Merchandisers (PALMM), the new trade organization will work "to heighten public and industry awareness of artist licensed merchandise, and to work together to eliminate counterfeit goods from the marketplace."

"The industry and the public are literally being robbed by the influx of cheap shoddy merchandise," said Richard Harris, executive director of PALMM. "This industry has become big business for the artists, manufacturers and the retailers, and even bigger business for the bootleggers. The buying public is totally unaware and is spending hard earned dollars on garbage put out by fly-by-night operations. The situation parallels that of the record industry five years ago."

Allen LeWinter, director of licensing and marketing for Artemis, Inc., and one of PALMM's founding directors also told **Cash Box** the organization is currently in the process of "developing legal strategies for the industry to put counterfeiters out of business and support legislation to enforce the copyrights of its membership." LeWinter added that the association is also in the midst of creating a "Good Housekeeping seal of approval" which will be used to identify licensed merchandise that has been manufactured by its member companies as well as alert retailers to the possibility of illegitimate merchandise being offered by distributors of such products.

PALMM's headquarters is at 2432 Westernesse Road, Davis, Calif. Membership is \$500 per year plus a \$500 initiation fee for manufacturer members and \$50 per year for associate members, which include retailers, artists, managers and all other interested parties. PALMM will begin publishing a newsletter shortly and establish a toll free hotline which retailers may use to inquire about whether a particular piece of merchandise is legitimate or not. The organization will also have a booth at the NARM convention in March.

### RCA Announces Fourth Qtr. '83 Sales

LOS ANGELES — Led by sales of over \$2 billion in its broadcasting division, RCA Corp. announced record sales for both the fourth quarter and year ending December 31, 1983.

For the last three months of '83, net income rose to \$78,400,000 on sales of \$2.48 billion compared to profits of \$54 million on sales of \$2.12 billion for the same period in 1982.

The company finished 1983 with sales of \$8.98 billion and earnings of \$240,800,000 as opposed to revenues of \$8.02 billion and profits of \$222,600,000 in 1982.

The company attributed its year end increase in earnings by some 45 percent to "improved prime time audience ratings and general favorable market conditions" in its NBC broadcasting division and an increase in income in its radio division which reported its "highest earnings level in over a quarter of a century."

RCA Records also had a "substantial increase" in profits although the company's videodisc division lost approximately as much as it did in '82.

### \$11.2 Billion In Record Sales During '82

LOS ANGELES — Worldwide sales of prerecorded music added up to \$11,200,000,000 during 1982 according to the IFPI, the international record industry trade organization. The results were announced to members of the music industry in Cannes, France at the annual MIDEM music business get together.

Furthermore, the association said that some 900,000 LPs, 680,000 singles, and 570,000 cassettes were sold around the world in 1982.

In most countries, the IFPI found a marked increase in the sales of cassettes displacing other forms of prerecorded music. Canada, for instance, was reported to have sold 33 percent more cassettes in 1982 than in 1981 while album sales declined by 32.7 percent for the year. Likewise, an increase in the sales of singles and cassettes nearly counterbalanced the 9.6 percent decline in album sales experienced in Great Britain over 1982. The biggest gainer in cassette sales, however, was Japan which, propelled by such inventions as the Sony Walkman, saw a 58 percent rise in sales of music sold in this format despite only a 9 percent decrease in LP sales and 5.9 percent decline in singles.

In the U.S., the Recording Industry Association of America, (RIAA), said that sales of albums dropped by 11.3 percent in 1982 as did sales of singles by 6.8 percent. Sales of cassettes in this country, however, the association noted, rose by well over 50 percent.

## EXECUTIVES ON THE MOVE



Lavigne

Ameen

Perkins

Meagher

**Lavigne Appointed** — Randy Lavigne has been appointed product manager for RCA Records Nashville. Prior to assuming her new duties, she was advertising administrator with RCA Records for the past two-and-one-half years. She attended Franklin & Marshall College in Lancaster, Pennsylvania, where she studied advertising and graphic arts.

**Ameen Named** — Michael Ameen has been appointed senior vice-president at Rogers & Cowan, Inc. His responsibilities will include developing and implementing international promotion campaigns, travelling to the firm's European and New York offices, and interfacing with the overall roster of music and television clients. He joined the firm in 1979 as assistant to the chairman, later serving as a publicist in the motion picture division.

**Changes At E/A** — Cordella Perkins has been promoted to director of operational accounting for Atlantic and Elektra Records based at Atlantic's New York headquarters. She joined Atlantic as a billing clerk in July 1963. She subsequently served as supervisor of the billing department, assistant to the senior vice president/controller, and manager of accounts receivable and in 1983, she was named manager of operational accounting, holding that position until her new appointment. Bernie Meagher has been promoted to director of inventory. A 17-year veteran of the Atlantic family, he joined the company in August of 1967, most recently serving as manager of inventory. Immediately prior to Atlantic, he worked as data processing manager with the American Theatre ticket subscription/distribution service.

**Kenswil Appointed** — Lawrence Kenswil has been appointed associate director, business and legal affairs for MCA Records. Prior to this appointment, he served as an associate at the Mitchel, Silberberg, and Knupp law offices for three and one half years.

**Cimino Appointed** — Cherry Lane Books, a division of Cherry Lane Music Co., Inc. announces the appointment of Ed Cimino to director of sales and marketing. He was formerly national trade sales manager for Dover Publications and general manager of Burt Franklin & Co. Previously he ran Cimino Publications.

### Richard Asher Joins Law Firm

LOS ANGELES — Richard Asher, formerly deputy president and chief operating officer of the CBS Records Group and president of the CBS Records Division, has joined the law firm of Arrow Edelstein & Gross, P.C.

Asher told **Cash Box** he is "glad to be returning to law" and considers himself "fortunate to have partners that are such good lawyers."

Commenting on the state of the industry, Asher said he feels that we are on the "upswing" again and is "happy to have played a part in the success that CBS is currently enjoying."

Asher will be working in the music and entertainment area representing artists, producers and record companies as well as working on other projects that "interest" him. "There's a lot of energy and vitality out on the street that you don't feel in a record company," he added.

The law firm, which operates offices in New York at 919 Third Avenue and in Los Angeles at 9220 Sunset Boulevard, will continue its practice under the name Arrow Edelstein Gross & Asher, P.C.

### Chrysalis Ups 3 VPs

NEW YORK — Chrysalis Records has promoted three label executives to the level of senior vice president.

Jeff Aldrich, formerly vice president, A&R, has been named senior vice president, A&R. Paul Hutchinson, formerly vice president, finance, has been promoted to senior vice president, finance and operations. Ann Munday, formerly vice president and general manager of Chrysalis Music, has been appointed senior vice president, Chrysalis Music. Aldrich has been with the company for six and one-half years; Hutchinson has served for 10 years; and Munday has worked there for eight years.



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## POINTS WEST

**CLASHING AROUND CALIFORNIA** — The Clash swooped down on southern California last week, playing at the Long Beach Convention Center and later at the Santa Monica Civic Auditorium. Although the absence of fired member **Mick Jones** was quite noticeable — particularly on the Jones-penned numbers such as "Clampdown" — new guitarists **Vince White** and **Nick Sheppard** helped smooth out the rough spots and the band was actually pretty tight for most of the performances. In Long Beach, local L.A. act **Los Lobos** opened for the U.K. rebel rockers, but the combo's brand of Chicano R&B was obviously a little too much for the jeering, hard core crowd to appreciate and Los Lobos left the stage after about 25 minutes. Also preceding The Clash was ethnic-musicmeister **Malcom McLaren**, who herded a



**TWILLEY'S JUNGLE** — EMI America recording artist **Dwight Twilley** is shown on the set of his latest video "Girls" the new single from the album "Jungle." Twilley shot two versions of the video, including an R-rated version aimed at the Playboy channel. He's shown here in the PG edition.

gang of square and break dancers on stage to waddle around while the loudspeakers blared his "Buffalo Gals," and "World Famous" scratch singles. Like its reaction to Los Lobos, the audience hooted McLaren throughout most of his "set," throwing boots and shirts and garbage while the dancers strutted around. By the end of his appearance, however, it seemed the crowd was won over and actually offered him scattered applause. When the Clash arrived, even it could not avoid being pelted with debris from the audience and more than once **Joe Strummer** had to avoid a solid bonk from a shoe or other object. One of the funniest parts of the show, in fact, occurred during the encore, when some clown from the audience threw a roll of

toilet paper up in the air that cascaded onto the stage like some wild ribbon, ultimately getting completely tangled around one of the new members' axes.

**MANY RIVERS TO CROSS** — **Johnny Rivers** played the Beverly Theatre in Beverly Hills on Jan. 22 accompanied by a number of special guests including **Jimmy Webb**, the **Waters Family**, saxman **Gary Herbig**, guitarist **Fred Tackett** and former **5th Dimension** members **Marilyn McCoo**, **Billy Davis** and **Ron Townson**. It was a lengthy and usually competent performance, with Rivers' voice being just as good as it was when he kicked off the U.S. discotheque fad at Hollywood's Whiskey A-Go-Go two decades ago. Durling his recent gig, Rivers sang most of his best-known hits, such as "Secret Agent Man," "Seventh Son" and even his old Whiskey encore "John Lee Hooker," in addition to esoteric oldies like **Lee Michaels'** "Do You Know What I Mean?," **James Hendricks'** "Summer Rain" and **Jack Tempchin's** "Slow Dancing." While Rivers was prepping for the supershow, he spent a few moments talking with **Points West** to bring us up to date on his career. According to Rivers, his new single, "Heartbreak Love" should be out in February, and he's currently working on material for a full LP. There's been talk of a video based on the 45 composition, and perhaps even a concert special on cable television sometime in the near future. Rivers really didn't have too many good things to say about the current trends in techno-pop ("Bands today have worn out the innovative nature of synthesizers"), but said he did like a lot of new music, including recent records by **Bryan Adams**, **John Cougar**, **Bob Dylan**, **Culture Club** and **The Police**. "I still love the real thing, though," he concluded, "and that's R&B." Expect to find Rivers' upcoming single on the Private I label.

**SHORT CUTS** — Heavy metal act **Riot** recently played the San Francisco club **Wolfgang's** and after the gig was over it was determined there were more fights and wreckage produced during the performance than at any other show in the club's history. . . **Windy City** musician **Cary Baker** has formed a press relations firm called **Right Angle**. To contact the org just phone 312/975-0205 or write to 3612 N. Hansen Ave., Chicago, Illinois 60613. . . **Slade**, the group that originally gave the world "Cum On Feel the Noize," has reportedly been signed to Epic in the U.S. for future recordings, as well as back catalog discs. RCA has a handle on the combo throughout Britain and most of Europe. . . Santa Monica's 321 club is undergoing massive renovation and booker **Howard Paar** says things will be in full swing again come this March. At that time, the venue will host a grand reopening/anniversary bash. . .

**Martha and the Muffins** is supposedly changing its name to **M&M**. . . **David Bowie** may wind up as the next villain to challenge the screen's **James Bond** character, that is, if the producers can meet the Thin White Duke's fat green request — Bowie is rumored to be asking \$1 million plus to appear in the pic, tentatively titled *From A View To A Kill*. . . Reggae's albino wonder **Yelloman** is being produced by avant-funk combo **Material**. . . **Judy Mowatt** of **Bob Marley's** backing group the **I-Threes** and a renowned reggae artist in her own right, wrapped up work on a new crossover-oriented LP for **Shanachie Records**. Producer on the project is **Skip Drinkwater**. . . **Peter**



**PALACE ROYALTY** — "Rock Palace," the new NBC concert series following "Saturday Night Live," recently wrapped a taping at L.A.'s **Palace**. Pictured are (l-r): **Ozzy Osbourne** and **Palace talent booker John Harrington**.

**Case of the Pilmsouls** is collaborating with Warner Bros. pop rocker **Marshall Crenshaw** on some new compositions. . . **W3 Public Relations** has relocated to new offices at 8380 Melrose Ave., Suite 105, Los Angeles, California 90069. The new telephone number is 213/852-1043. The firm specializes in music-related clients and currently represents **Toni Basil**, **Christine McVie**, **Ronnie James Dio** and **Real Life**, among others. . . "Declaration," the first full-fledged LP from **The Alarm**, will be out around Feb. 20. The disc contains a dozen tracks including "Blaze of Glory," "Where Were You Hiding When the Storm Broke?," "We Are The Light," "Shout To The Devil," "The Deceiver" and the recent U.K. hit "68 Guns."

Jeffrey resner

## NEW FACES TO WATCH



### Jenny Burton

Just about the time that Jenny Burton was ready to discard her music career and go back to school a little over a year ago, she got a call from producer **John Robie** which shortly after led to the Top Ten dance single "One More Shot" by **C-Bank** on which she was the featured vocalist, and most recently a recording contract with **Atlantic Records** and her first LP, "In Black and White."

Burton has been close to the record business for nearly a decade now. Her first big break came while she was working as a receptionist for **Bell Records** in New York. At the last minute a vocalist was needed for a demo session. Jenny was asked if she could do it and as a result of her first recording, was signed to **Cotton Records** in the early 70s and recorded her first solo single, "Nobody Loves Me Like You Do." It was then that Burton began to take her musical career seriously. "That's when I found out that singing was something I could really do on a serious level," she said.

Throughout the 70s Burton honed her musical skills, while studying acting and dancing and playing clubs in the New York and Philadelphia areas. "For a while, I just went along and did something here and something there,

and each thing helped me to say, well I can do this too. I learned that it's my life and career and that nobody's going to do it for me. If I'm not on top of it, and I'm not putting the energy into it, it's not going to happen," commented Burton on her early days in the business.

Burton's debut LP for **Atlantic**, "In Black and White" is the culmination of her continuous association with music which began when she started singing gospel as a youngster in churches around New York City. All of the songs on "In Black and White," except for her soulful rendition of the **Bad Company** tune "Rock Steady" were written by producer **Robie** who also arranged, mixed, and played most of the instruments on the album.

Burton attributes much of her current success to her close working relationship with **Robie**, who along with manager **Bob Whitmore** originally beckoned her to record "One More Time." "You have to have a lot of trust in the producer," Burton feels. Recording the album "was a matter of trusting **John (Robie)** and trusting myself," said Burton. "John and I spent a lot of time talking about the lyrics because lyrics are very important to me," she said. Another element which Burton incorporated into her album is that of spontaneity. "Right before recording we would change and alter lyrics, on more than half the album."

Another factor that Burton said she kept in mind when recording the album is that of commerciality. "I want my music to uphold itself in all areas — black, dance, and pop," she said. "I want to reach as large an audience as possible, to be able to relate to as many people as possible."

Presently, Burton is making the rounds, playing clubs in the New York area including **Heatwave** in Brooklyn, the **Fun House** in Manhattan and shortly, **Roseland** also in Manhattan. The record, she admits, has helped give her the additional exposure she needs to reach a larger audience and play more live performances. Already, she has planned several dates in Florida and hopes to be playing Philadelphia soon.

## Cramer Responds

(continued from page 7)

wasn't a fight to protect copyright as a concept. We have not concentrated on basics. We've gone off trying to fight our own little brush fires here and there."

Citing the decision's affect on creativity, **Cramer** urged protection of copyright "in order to encourage people to create, and by encouraging people to create, the public is benefitting. Therefore it is in the public's best interest to provide these people with the economic incentives. If you cut out the economic incentives you won't destroy creativity, but you will stifle it."

Looking toward the future, the **BMI** president felt the fight is "now a lost cause but the (Court) decision cannot be changed within the next year or two." He called for a "program to try to convince those who are responsible for our legislation that copyright protection is in the interests of the public."

Echoing his call for a concentrated effort among copyright interests, **Cramer** said, "there has to be a major coalition of all copyright interests. Everybody. Once you go back and say copyright is only protected if there is a showing of harm everyone's going to be hurt." Acknowledging a positive effect of the case he concluded, "maybe it will wake up the copyright community."

## Richie Is Named Man Of The Year

**LOS ANGELES** — **Lionel Richie** will be honored as **The Children's Diabetes Foundation Man of the Year** and he will be the headline performer at the charitable organization's Seventh annual **Carousel Ball** to be held October 13, 1984 at **Curigian Hall** in Denver, Colorado.

The honor was bestowed on **Richie** in recognition of his work on behalf of diabetic children. Previous winners include **Frank Sinatra**, **Sammy Davis Jr.** and **Kenny Rogers**. Among the women honored in the past are, **Diana Ross** and **Betty Ford**.

The fundraising goal for the ball is \$2 million dollars. The proceeds will be used to fund the treatment, educational and research programs of the **Barbara Davis Center for Childhood Diabetes** in Denver, a private, non-profit clinic devoted solely to children with juvenile diabetes.

## For The Record

In last week's issue of **Cash Box**, a story in the publishing special entitled "Publishers Stress 'Cautious Optimism' Regarding Upswing in Record Sales" incorrectly identified **BMI** as **BMI Music Inc.** We regret the error and any confusion it may have caused readers.

# Video Merchants Speak Out On Court 'Betamax' Ruling

(continued from page 7)

Cohen predicted a long fight. "Nobody on our end is trying to prevent artists from taking their fair share," he said. "We just don't want to see any infringement of the consumer and retailer right to do business."

Jeff Tuckman of Chicago's Sound Video noted, as did other dealers, that the bulk of the decision dealt with the "time shifting" element of videocassette recorders, whereby the home user tapes programming to be watched later. "I could never see myself in jail with rapists and murderers just for taping *Three's Company*," sighed Tuckman, adding that the court's say really "doesn't affect us at all."

At the four-store Dog Ear Records & Video chain, also centered in Chicago, vice president and general manager Rick Johnson called the decision "real rational, the next best thing to sliced bread." While in full support of maintaining the first sale doctrine, Johnson recognized its "double edged sword" in his favoring videocassette rental as is but being against record rentals.

In Atlanta, Scott Young, who heads the eight-store Franklin Music chain, was also all in favor of legalized timeshifting, but didn't like the idea of people building up home libraries, which "doesn't help the artist." But in Durham, N.C., Ralph King, senior vice president of marketing of the Record Bar chain, expressed "immediate shock, disbelief, and discouragement" at the supreme court ruling.

"We were convinced that the case would be won by the studios, so we started moving into home video," explained King. He

added that Record Bar's assumption had been that after the ruling, "rental of video would have been a thing of the past instead of the 70 percent share it is now — it would go to 50-50, with purchase being more attractive to a lot of people. At Record Bar, we've always been a deliverer of goods through sales rather than rental. The consumer must be convinced that purchasing is as good or better than renting."

King said that the decision would at the very least "certainly slow down" the chain's plan to have 50 stores offering full-line home video software by the end of the year.

At Pittsburgh's National Record Mart chain, vice president of budgets and systems Jim Grimes was "fairly certain" that his 76-store chain would begin moving into rental and sale of home-video depending on the results of a future one-or two-store test. He voiced no concern arising from the court's decision either way as a prospective video dealer, but said that the still unresolved repeal of first sale attempt was "in the back of his head."

Sound Video's Tuckman said that repeal of that bill would be "devastating."

## Ray Bradbury Will Keynote ITA Seminar

NEW YORK — Author and futurist Ray Bradbury is scheduled to deliver the keynote address at the International Tape/Disc Assn. (ITA) Fourteenth Annual Seminar, "Audio/Video Update — 1984." The seminar is set for March 18-21 at the Hilton Riviera Hotel in Palm Springs, Cal.



**TINA TURNS SILVER** — Following seven SRO shows recently performed at London's Venue Theatre, Tina Turner attended a party held in her honor hosted by Capitol Records. Tina took time out to present silver disc awards to the producers of her debut single, "Let's Stay Together," Martyn Ware and Greg Walsh of the group Heaven 17. "Let's Stay Together" has sold over 250,000 copies in the UK where it reached #6 on the charts. Pictured above are (l-r): Ware, Tina, Greg.

## WB Music Gets New Catalogs

LOS ANGELES — Warner Bros. Music has reached exclusive subpublishing agreements to represent the entire Neil Diamond, Lionel Richie, and post-1973 Bob Dylan music catalogs in all countries except the United States and Canada. The company also said it is presently administering the entire Michael Jackson catalog around the world.

"There is a substantial international market for the music of all these major artists," said Chuck Kaye, chairman and chief

executive officer of Warner Bros. Music. "We will be able to capitalize on this fact and maximize revenue opportunities for them through our extensive worldwide presence and state-of-the-art royalty system."

## For The Record

Last week's issue of *Cash Box* included a story about Stonehenge Mgt. and was erroneously headlined "Stonehenge Mgt. Formed In L.A." The company is based out of East Hanover, New Jersey.

# MCA MUSIC WISHES TO THANK THE NATIONAL ACADEMY OF RECORDING ARTS AND SCIENCES FOR THE FOLLOWING NOMINATIONS

### BEST NEW COUNTRY SONG

I.O.U. (Austin Roberts/Kerry Chater)—MCA MUSIC/CHRISWALD MUSIC/HOPI SOUND MUSIC/VOGUE MUSIC.

### BEST COUNTRY VOCAL PERFORMANCE, MALE

I.O.U. (Austin Roberts/Kerry Chater)—LEE GREENWOOD, MCA.

### BEST R&B INSTRUMENTAL PERFORMANCE

THE MOOD (Kashif)—KASHIF, ARISTA.

### BEST R&B VOCAL PERFORMANCE, FEMALE

GET IT RIGHT (Marcus Miller)—ARETHA FRANKLIN, ARISTA.

### BEST ROCK VOCAL PERFORMANCE, MALE

CAT PEOPLE (PUTTING OUT FIRE) (David Bowie/Giorgio Moroder)—DAVID BOWIE, EMI AMERICA.

### BEST RECORDING FOR CHILDREN

E.T. THE EXTRA TERRESTRIAL (John Williams)—MICHAEL JACKSON, MCA.

### BEST TRADITIONAL BLUES RECORDING

TEXAS FLOOD (Larry Davis/Joseph Scott)—STEVIE RAY VAUGHAN & DOUBLE TROUBLE, EPIC.

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## EAST COASTINGS

**DEVILLE'S REDIRECTION** — Although Willy/Mink DeVille's splendid fifth album "Where Angels Fear To Tread" promptly died after its release late last year, both it and the career of the stiletto-sharp singer/songwriter have been given new life. In the case of the LP — DeVille's second for Atlantic — and its shimmering first single "Each Word's A Beat Of My Heart," the label has wisely seen fit to give both a second chance and has reserved them to radio. As for the artist, DeVille, who was in New York last week hitting American media outlets before flying to Europe for two weeks more of the same, has found new management, a new home, and a new direction in life after many years of living a rock 'n roller's lifestyle with all its excesses. "I'll put it this way," said a relaxed DeVille, in between spoonfuls of natural raspberry yogurt at his hotel's room



**I'LL TELL YA, I'M LOST WITHOUT MY TIE** — Rodney Dangerfield (r) recently chatted with rocker George Thorogood prior to the taping of an MTV Christmas video. Dangerfield's current LP "Rappin' Rodney" is still charting after 13 weeks.

service table. "Six months ago you'd have found me eating Snickers!" But the diet is but a minor change for the healthy-looking artist. Since October, he has been living in Boulder, Col., which is also the home of his new manager Michael Barnett. Now 33, the Connecticut-born artist of Basque/gypsy heritage had lived on the streets of New York more or less since age 15, developing a love-hate relationship with the city. "It's good, but large doses will kill you," he said, going on to say that he had been "a wreck of a human being" before the Boulder move, having long "overdosed on the music business." According to Barnett, who has previously handled the **Amazing Rhythm Aces** as well as Capitol's Muscle Shoals label — where he first met then-Capitol artist DeVille, DeVille's problem was that "he had no roots. One night he'd be at the Chelsea, the next in Europe. He was misguided and misdirected. He needed a base, a place to get his life in order, get a new perspective, reshuffle the cards and get a new chance." Part of what Barnett calls DeVille's "rehabilitation" is taking dance instruction from the Nancy Spaniar Dance Co. in Boulder. Although he has always been known for his sharply-defined performance movements, the new dance training shows both in DeVille's new music and first conceptual video, for the new album's single. The vacationing regular writer of this column has accurately called this song "the record that transforms (Mink DeVille) from cult act to mass stardom," and the video also stands apart from the competition, since it simply and straightforwardly lets the action follow the song with DeVille timing his dance steps and gestures to capture the full depth of his innermost feelings. "Too many videos show too much of the producer or band and not enough song," explained DeVille who chose **John Jopson**, the director of **Hall & Oates'** "One On One" clip, to direct his own because "I needed a guy to support the song." About the new music itself, DeVille noted how "everyone says it's a bit different, and it is a little more dance oriented. But everyone knows I can sing ballads." The new album also continues DeVille's tradition of incorporating diverse musical elements, from Latin to Louisiana. "I love Mexican ranchero music as well as Cajun and Zydeco," said DeVille, slapping on an **Aaron Neville** cassette and revealing that he had originally written "So In Love Are We," off his previous LP "Coup De Grace," for Neville. On his new album, DeVille covers "Around The Corner," a tune picked from an album by another of his idols and primary influence, **Ben E. King**. "I broke it down to straight eighth-notes instead of the cha-cha rhythm which he used," said DeVille, illustrating one of the ways he updates the sounds of his youth and makes them so fresh today. But one DeVille tradition which Barnett vows to break is "where he would tour when the record was supposed to come out, then find that the release was delayed six weeks so no one would know any of the songs and only 300 fans would show up. When we came out with the album at Christmas, only 15 major stations picked it up with no secondary or tertiary markets. But since we asked Atlantic to reservice it, we're getting a



**ODDS ON FAVE** — Phil Collins recently completed filming of his video to the tune "Against All Odds" which is also the theme song to the Taylor (An Officer And A Gentleman) Hackford film of the same name currently under production. Pictured above the set are (l-r): Dan Pearl, director of photography; Collins; producer Jeff Abelson of Parallax Productions; and director Hackford.

lot of support from AOR and CHR formats everywhere." Barnett added that following DeVille's promotional round overseas, he'll return to the U.S. to prepare for a March U.S. concert tour and a European concert trip in the summer.

**ROCK THE CASBAH** — Not only do people like rock music around the world, but chances are they know as much if not more about it than many of us do. So suggests **Russ Woodgates**, producer and host of *Now Music, USA*, which is a 30-minute radio program which goes out three times weekly without commercials — or propaganda — on the Voice of America foreign news and information service. "We're supposed to bring reliable news and information about American culture to foreigners, and help them understand American foreign policy, which is where we do get in trouble," admits Woodgates in relaying the stated purpose of the VOA, whose parent is the controversial United States Information Agency. But Woodgates has little doubt that *Now Music, USA* — "an old antiquarian name but one with the kind of name recognition overseas as that of *American Bandstand* here — is carrying out VOA goals to the letter, and with great success. After hooking up with rock historian **Gary Theroux**, who scripted Drake-Chenault's syndicated radio rock history series and authored *The Top 10* tome detailing the top ten songs for each year from 1956 to the present, an eight-part series based on the book was created, and at the end of each program, Woodgates asked listeners to send in letters from which to select winners of 150 copies of the book. In all, over 1,200 letters were sent in from 44 nations, including Lithuania, Poland, Hungary,

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**QUIET RIOT GETS RICH IN CANADA** — Pasha/Epic recording group Quiet Riot recently received Canadian gold record awards for its "Metal Health" album following a sold out show at Toronto's Maple Leaf Gardens. The album is currently approaching the triple platinum mark in Canada. Pictured at a post-concert reception are (l-r): Rudy Sarzo, of the group; Don Oates, vice president, sales and marketing, CBS Records Canada; Carlos Cavazo and Frank Banali of the group; Bernie DiMatteo, president, CBS Records Canada; Kevin Dubrow, of the group; and Warren Entner, the group's manager.

## Retailers, Capitol Celebrate Beatles' 20th Anniversary

(continued from page 7)

Capitol will additionally tie-in with the 10th anniversary Beatfest Gala Celebrity Benefit, to be held Feb. 17 at the New Jersey Meadowlands Hilton. Catalog and promotional materials will be provided for the event's charity auction.

A survey of major retailers shows that most are well aware of the Capitol push and are tying-in accordingly. Others are adding their own activities.

The Record Bar and Licorice Pizza chains reported the most extensive Beatles promotions. Record Bar's national promotion manager Ron Phillips, noting that the 150-store chain's two-week promotion kicks off on Feb. 9 and runs through Feb. 22, said that all Beatles albums would be sale priced such that "The Beatles 20 Greatest Hits," and "Sergeant Pepper's Lonely Hearts Club Band" would be \$6.99, while "The Beatles," "White" album, and the two "Red & Blue" double-pocket greatest hits sets will sale at \$11.99. All remaining Beatles LP titles will sell at a dollar off list price.

Record Bar will mount a major radio campaign to support the promotion, and will also conduct a display contest, the winner of which will receive either a mounted and framed Beatles 20th anniversary poster or a plaque made out of the "Meet The Beatles" album cover — whichever Capitol deems most feasible.

In addition, three Record Bar areas will tie-in locally with movie theaters running Beatles film fare. In Raleigh, the tie-in entails free discount movie tickets available in-store for a triple-feature of "A Hard Day's Night," "Yellow Submarine," and "Let It Be." In return, the theater showing the movies will give away record discount coupons, which offer a \$6.49 price on any \$8.98 list LP. This promotion also ties-in with local radio.

Phillips added that promo copies of the "The Beatles 20 Greatest Hits" have been sent out to all of the stores to provide concentrated in-store Beatles play. "As I said in my memo, 'Nothing sells Beatles music like Beatles music.'"

Licorice Pizza's advertising director Randy Gerston said that his southern California chain was beginning its two-week Beatles activities on Feb. 13. All 29 Beatles singles were being sale-priced at \$1.29 each, and a 4x4-ft. banner has been created in-house to draw attention to this fact. A singles sales contest will have stores in different regions battling it out for an exclusive, Capitol-designed Beatles jacket, to be awarded to all personnel in the winning stores.

Beatles albums will also be on sale at the chain, though prices are indefinite so far. Another 4x4-ft. banner has been designed specifically for the LP sale, to be displayed behind the front counters and in the store windows. Advertising will include a full-page in the *Los Angeles Times Sunday Calendar* section, and Gerston expects additional in-store merchandise and store incentives. He is also encouraging clerks to crack open the greatest hits collections and play them through instead of opening older catalog for in-store play.

At the 16-store Detroit area Harmony House chain, advertising director Susan Thom reported that the Beatles catalog was being discounted by \$2 in celebration of the anniversary. Entire catalogs will be given away as consumer contest prizes, while cash prizes and Capitol-provided merchandise will be awarded to display contest winners. Harmony House will further promote their sale through a full-page ad in the *Detroit Free Press*, and will also advertise on radio.

The Long Island-based Record World/TSS chain will blanket store windows in from six to 10 stores in the New York metro area. At the Sacramento-based Tower Records chain, an advertised catalog sale will be joined by a display contest and radio and consumer giveaways, once details with Capitol are worked out. The chain's *Pulse!* consumer publication will join the host of other magazines with a special issue devoted to the Beatles.

New York's Crazy Eddie's stores will incorporate a Beatles promotion into their annual "Greatest Record & Tape Sale

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## Handleman's Sales Up

**NEW YORK** — Handleman Company's second quarter report for the six months ended Oct. 29, 1983, shows second quarter net sales of \$68,956,000 compared to \$58,582,000 for the same period last year. This represents an increase of \$10,374,000, or 17.7 percent. Net income for this year's second quarter was \$3,455,000, or 77-cents a share, which compares with \$2,502,000, or 56 cents a share last year and represents an increase of \$953,000, or 38.1 percent.

For the first six months this year, sales totaled \$126,557,000, as compared with \$113,110,000 from the same period a year ago. Earnings for the six-month period were \$5,831,000, up from \$4,326,000 last year.



## MCA Music's Leeds Levy A Publisher's Perspective

When most people think of the music business, publishing is usually not the first thing that comes to mind. Indeed, the mere mention of the words "music industry" more often than not tends to conjure up images of gold records and charismatic rock stars. Behind all the glamour associated with the music business, however, are behind-the-scenes people such as the music publishers who see that artists and songwriters are fairly compensated for their craft. There is no question about the vitality and role publishers play in the record business.

Through the years, responsibilities of music publishers have expanded greatly from their original purpose — to replicate and distribute printed music sheets. Nor does the music publisher exist today merely as a bookkeeping entity or organization to monitor airplay. It is the publisher's job to see to it the songwriters he/she represents have their music recorded and played as often as possible. With the advent of new technology including audio-visual communications, particularly the videocassette recorder and music videos, artists and publishers now have more outlets than ever to play music and increase their revenues. Additionally, television, cable-TV, and the synchronization of music with motion pictures in soundtracks and the like have greatly expanded the realm of opportunities available to the publisher.

All these new avenues and potential profit centers for music publishers have also served to heat up this segment of the music business as evidenced by the recent rash of mergers and acquisitions of music publishing companies, particularly among the major entertainment firms already involved in the business or eager to gain access to it.

On the forefront of this explosive and dynamic business is Leeds Levy, the young, savvy president of MCA Music, the music publishing arm of MCA, Inc. (Music Corporation of America), which has spawned a massive entertainment-communications conglomerate involved in television, motion picture production, the record business, studio tours, and a host of other entertainment related activities.

**Cash Box: What do you think will be the consequences of the recent wave of acquisitions among music publishers?**

**Levy:** Well, there's been some speculation and concern, particularly in the trade press, over the reality that certain catalogs have been sold over the last year. I'm talking about CBS acquiring UA, and E.B. Marks being acquired by the Bienstocks and the Hammerstein estate, and how the consolidation of our industry is putting the element of competition in jeopardy. The impact of this is that there are huge catalogs at stake, catalogs you'll never see again so to speak, such as East Memphis Music which was bought out by Almo. The degree of competition in the industry affects where we're going, and this is obviously compounded by the consolidation of record companies, whether it be Motown or A&M or Arista, these companies were handled through independent distribution. It all makes it more difficult for the individual artist, writer or group to get into the marketplace. This, compounded with the recession, compounded by the problem of home taping, alternative devices or entertainment sources as opposed to recorded music all add up to a very gloomy picture, and I don't mean it to be. It's just one of a couple of questions, that being one of them. Another one is the nature of doing business in this industry perhaps because it's consolidated,

you're dealing with such big names, continually in the Top 100. If you're dealing with the business managers or the lawyers in the industry, from a publisher's point of view we usually deal (maybe I'm speaking specifically for MCA Music, but I think publishers in general deal at the grassroots) at the ground level situation starting with the songwriter who is totally unknown like a Lee Greenwood or a Dave Loggins, who we represent. The lawyers and business managers very often don't have a thorough understanding of the nature of our industry, what it is we do. Very often our negotiations are short of a one-speed note as opposed to a three speed. That is, you've got the platinum status act you deal with at high speed, and then there's somebody in between that's got some track record, that's second speed, and then there's first speed for the up and coming. Very often you get lawyers and business managers that really have no understanding of what we do and probably wouldn't know how to get a cover record or an initial recording on a song to save their lives, negotiating out points. Very often, because of a lack of understanding and appreciation for what we do, publishers are very often seen as parasites, strictly business-oriented, no personal relationship with the artist or writer, no casual link in his or her success, and that concerns me because it puts you off to developing talent and then you're right back into compounding the problem one more time. You'll take less risks, go with the more established artists, pay more dollars, and you find yourself second-guessing and

that's death in this business. You have to go with your instincts, and be creative, and at the same time have the respect, hopefully, within the business community you deal with. This is a dynamic type of business unlike the record business where you'll know in two weeks if it's a hit or not. If it's not, then on to the next one. This is not that type of business. Developing a writer is very much a farm team operation. You know, it's super if it happens in the first six months, but that's very rarely the case. It's a long-term process.

**Cash Box: Do you have any attorneys on staff?**

**Levy:** It depends on the situation. We do all our administration in house. If there is a particular situation when we need a specialist, we call in a specialist. If it's litigation, being in the record business we sometimes have to get some counsel in the trademark specialty area. Fascinating stuff, trademarks. Our experience with the "E.T." thing incidentally was a wonderful opportunity to learn about the trademark and copyright law throughout the world. We were deputized to police the various infringements here and throughout the world on all the various music related rights. On all music related issues we were sort of a clearinghouse on the various issues that developed regarding "E.T." ... and there were several.

**Cash Box: How do you open up the communication lines to lawyers to get them to understand the publishing business better?**

**Levy:** The best way is hands-on experience. The lawyer sort of vicariously

gets an education. I mean I've heard so many times "Oh, what's 'X' thousand of dollars to you, you made 'E.T.' " I'm not in the "E.T." business. Yes, that's part of the MCA picture, but what keeps the electricity on here is music publishing. Music publishing is our business and our only business — just like when Gerber's says "Babies are our only business." The thing I think helps educate and sensitize the other party is to create a better understanding or working relationship with the other party.

**Cash Box: How do you feel about the potentially eroding rights of publishers and artists, particularly with regard to home taping?**

**Levy:** Even with the proposed royalty on blank tape, that's just a drop in the bucket as far as what's potentially being lost out there whether it's from taping or satellite dishes or what have you. Again, we're not alone, both motion picture companies and music companies are losing income. This issue is also relative to the people who we negotiate our deals with who say, "Oh, you know, this artist is going to sell a million copies (records)," and I say really or are any of those going to be legitimate copies or are they going to be people copying those copies. Everyone might have a copy of "Thriller" but one might be an audio cassette copy they made at home. So, instead of there being 25 million copies out there, there are 46 million copies of "Thriller" circulating. I guess what I'm doing is highlighting the fact that in terms of their (negotiator's) projections their expectations are unrealistic. Whether it's a lack of sensitivity to the industry — be it records or be it music — and I understand and totally appreciate the need to represent your client's rights but, just as in Japan where there is cooperation between the unions and manufacturers, you all want to end up in business at the end of the day. You don't want to go in for the fast kill and suddenly find out that you're being undercut by someone who has cooperation going. I'm obviously talking about what's happened here in the automotive industry, and how Japan was able to undercut us because of their employee-employer relationship and long-term thinking.

**Cash Box: What area do you see as the most open technologically as far as the exploitation of your catalog is concerned?**

**Levy:** I think it's the VCR, but I really don't know. I mean, I love it, but I think it may end up replacing other forms of home entertainment from which we derive revenue, just as when we gave the public color movies they didn't want to see black and white. The same goes for television, and stereo, which replaced mono recordings.

**Cash Box: How much effort is there working with a new writer on the one hand and trying to push older catalog on the other?**

**Levy:** We're a supplier, so in terms of pushing a catalog, we're pushing it to different users. To give you an example, we have a guy on the staff who specifically pushes the catalog to film and television producers, cable producers, alternative sources of income which are more in the synchronization area rather than in the conventional prerecorded music category. We have also developed samplers, some of which are cross-sections of the catalog. Another very important sampler is linked to MCA recording artists so the clearance of the rights is facilitated. Depending on who the user is, that's where we emphasize the catalog. We put a big emphasis on building our catalog, that is, adding new material. We have a writing staff — that's where the majority of our day to day energies go.

## TOP 15 VIDEO GAMES

		Weeks On 1/28 Chart
1	POLE POSITION Atari CX 2694	21
2	Q-BERT Parker Brothers 5360	21
3	MS. PAC-MAN Atari CX 2675	45
4	CENTIPEDE Atari CX 2676	43
5	POPEYE Parker Brothers 5370	8
6	KANGAROO Atari CX 2689	9
7	MR. DOI Coleco 2622	16
8	PITFALLI Activision AX 108	60
9	JUNGLE HUNT Atari CX 2688	25
10	RIVER RAID Activision AX 020	43
11	SPACE SHUTTLE Activision AX 033	3
12	JOUST Atari CX 2691	8
13	BURGER TIME Intellivision 4595	25
14	ENDURO Activision AX 026	32
15	DECATHLON Activision AX030	21

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 • National 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 • Towar — Sacramento, Seattle • Wherehouse — Los Angeles • Camelot — Kansas City, Dayton, Cincinnati, St. Louis, Chicago, Indianapolis.

## TOP 15 MIDLINES

		Weeks On 1/28 Chart
1	THE PRETENDERS (Sire SRK 6083)	28
2	THE ROMANTICS (Nemperor/CBS NJZ 36273)	11
3	THE DOORS (Elektra EKS 74007)	52
4	THE RISE AND FALL OF ZIGGY STARDUST AND THE SPIDERS FROM MARS David Bowie (RCA AYL 1-3843)	41
5	AJA Steely Dan (MCA 1006)	6
6	WHO'S NEXT The Who (MCA 3141)	40
7	TAPESTRY Carole King (Epic PE 34946)	8
8	ELTON JOHN'S GREATEST HITS, VOLUME I (MCA 2128)	25
9	WOMEN AND CHILDREN FIRST Van Halen (Warner Bros. 3415)	1
10	LED ZEPPELIN (IV) (Atlantic SD 19129)	49
11	SOUVENIRS Dan Fogelberg (Full Moon/Epic PE 33137)	1
12	PIANO MAN Billy Joel (Columbia PC 32455)	27
13	ROCK 'N ROLL, VOLUME I The Beatles (Capitol SN/16020)	1
14	SO FAR Crosby, Stills, Nash & Young (Atlantic SD-19119)	1
15	LOOK SHARP! Joe Jackson (A&M SP-4919)	72

COMPILED FROM: Licorice Pizza — Los Angeles • Cavages — Buffalo • Dan Jay Music — Denver • Musicland — St. Louis • Karma — Indianapolis • Paaches Records — Cincinnati, Columbus • Charts — Phoenix • Gary's — Virginia • Sound Video, Unltd. — Chicago • Record Theatra — Cincinnati • Tower Records — Sacramento, Seattle • Disc-O-Mat — New York City • Massachusetts Ona-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 | PRETENDERS      | 9  | PATTI LABELLE  |
| 2 | MOTLEY CRUE     | 10 | DeBARGE        |
| 3 | ELTON JOHN      | 11 | MADONNA        |
| 4 | JUDAS PRIEST    | 12 | JANE FONDA     |
| 5 | EURYTHMICS      | 13 | CULTURE CLUB   |
| 6 | ALABAMA         | 14 | MATTHEW WILDER |
| 7 | CYNDI LAUPER    | 15 | THE DEELE      |
| 8 | LUTHER VANDROSS |    |                |

### NORTHEAST 1.

- 1 PRETENDERS
- 2 MOTLEY CRUE
- 3 EURYTHMICS
- 4 CYNDI LAUPER
- 5 ELTON JOHN
- 6 MATTHEW WILDER
- 7 PATTI LABELLE
- 8 JUDAS PRIEST
- 9 DeBARGE
- 10 JANE FONDA

### SOUTHEAST 2.

- 1 LUTHER VANDROSS
- 2 ALABAMA
- 3 PRETENDERS
- 4 MOTLEY CRUE
- 5 JUDAS PRIEST
- 6 EURYTHMICS
- 7 DeBARGE
- 8 PATTI LABELLE
- 9 ELTON JOHN
- 10 THE DEELE

### BALTIMORE/ WASHINGTON 3.

- 1 PRETENDERS
- 2 JUDAS PRIEST
- 3 PATTI LABELLE
- 4 CYNDI LAUPER
- 5 EURYTHMICS
- 6 ALABAMA
- 7 LUTHER VANDROSS
- 8 MADONNA
- 9 MOTLEY CRUE
- 10 ELTON JOHN

### WEST 4.

- 1 PRETENDERS
- 2 JUDAS PRIEST
- 3 EURYTHMICS
- 4 MADONNA
- 5 ELTON JOHN
- 6 CYNDI LAUPER
- 7 MOTLEY CRUE
- 8 ALABAMA
- 9 DeBARGE
- 10 PATTI LABELLE

### MIDWEST 5.

- 1 MOTLEY CRUE
- 2 PRETENDERS
- 3 ELTON JOHN
- 4 JUDAS PRIEST
- 5 LUTHER VANDROSS
- 6 CYNDI LAUPER
- 7 EURYTHMICS
- 8 ALABAMA
- 9 DeBARGE
- 10 PATTI LABELLE

### NORTH CENTRAL 6.

- 1 MOTLEY CRUE
- 2 DeBARGE
- 3 JANE FONDA
- 4 PRETENDERS
- 5 CULTURE CLUB
- 6 ELTON JOHN
- 7 EURYTHMICS
- 8 BILLY IDOL
- 9 ALABAMA
- 10 LUTHER VANDROSS

### DENVER/PHOENIX 7.

- 1 MOTLEY CRUE
- 2 ELTON JOHN
- 3 PRETENDERS
- 4 MADONNA
- 5 UTOPIA
- 6 LUTHER VANDROSS
- 7 MATTHEW WILDER
- 8 JUDAS PRIEST
- 9 CYNDI LAUPER
- 10 ALABAMA

### SOUTH CENTRAL 8.

- 1 ELTON JOHN
- 2 MOTLEY CRUE
- 3 PRETENDERS
- 4 ALABAMA
- 5 JUDAS PRIEST
- 6 CULTURE CLUB
- 7 LUTHER VANDROSS
- 8 EURYTHMICS
- 9 CYNDI LAUPER
- 10 JANE FONDA

TOP30

12" SINGLES

	Weeks On Chart	1/28	Chart		Weeks On Chart	1/28	Chart
1 LET THE MUSIC PLAY/ A 5:49 - B 6:10 SHANNON (Emergency/Mirage EMDS 6540)	1	2		16 POP GOES MY LOVE FREEEZ (Streetwise SWRL 2215)	16	2	
2 OWNER OF A LONELY HEART/7:50 YES (Atco 96976)	2	2		17 SOMEBODY'S WATCHING ME/4:57 ROCKWELL (Motown 4515-MG)	17	2	
3 WHITE HORSE/5:50 LAID BACK (Sire 0-20178)	6	2		18 REMEMBER WHAT YOU LIKE/7:00 JENNY BURTON (Atlantic DMD 686)	18	2	
4 ELECTRIC KINGDOM/6:44 TWILIGHT 22 (Vanguard SPV-68A)	4	2		19 OVER MY HEAD/5:19 TONI BASIL (Chrysalis 4V9-42754)	22	2	
5 HARDTIMES/5:10 RUN D.M.C. (Profile 7036)	3	2		20 THRILLER/5:56 MICHAEL JACKSON (Epic AS 1805)	—	1	
6 TOUR DE FRANCE/6:45 KRAFTWERK (Warner Bros. 020146)	5	2		21 AUTODRIVE/6:25 HERBIE HANCOCK (Columbia 44-04200)	20	2	
7 ENCORE/8:18 CHERYL LYNN (Columbia 44-04257)	7	2		22 ON THE UPSIDE/A 5:53 - B 5:22 XENA (Emergency 6451)	21	2	
8 TROMMELTANZ (DIN DA DA)/6:20 GEORGE KRANZ (Personal P-49804)	10	2		23 PLANE LOVE/7:40 JEFFREY OSBORNE (A&M SP-12089)	—	1	
9 WHITE LINES/9:54 GRANDMASTER FLASH AND MELLE MEL (Sugar Hill SH-32009)	8	2		24 IF ONLY YOU KNEW/4:45 PATTI LABELLE (Philadelphia Intl/CBS 420417)	24	2	
10 SOMETHING'S ON YOUR MIND/6:38 "D" TRAIN (Prelude D670)	9	2		25 NEW SONG/5:27 HOWARD JONES (Elektra 0-66977)	25	2	
11 WHERE IS MY MAN/6:24 EARTHA KITT (Streetwise 2217)	11	2		26 LET'S PRETEND WE'RE MARRIED/7:20 IRRESISTIBLE BITCH/4:11 PRINCE (Warner Bros. 0-20170)	26	2	
12 CRAZY CUTS/8:08 GRANDMIXER D.S.T. (Island 096972)	12	2		27 LET'S STAY TOGETHER/5:14 TINA TURNER (Capitol 2-8579)	—	1	
13 BODY TALK/5:37 DEELE (Solar/Elektra 0-66981)	13	2		28 AUTOMATIC (Remix)/6:06 POINTER SISTERS (Planet JD-13721)	—	1	
14 TALKING IN YOUR SLEEP/5:35 ROMANTICS (Nemperor AS 1767)	14	2		29 SAY IT ISN'T SO/6:45 HALL & OATES (RCA PW-13679-A)	19	2	
15 BREAK MY STRIDE/5:10 MATTHEW WILDER (Private 1 429-04312)	15	2		30 LOVE IS A BATTLEFIELD/6:05 PAT BENATAR (Chrysalis 4V9-42734)	27	2	

WHAT'S IN-STORE

**POLYGRAM'S TAP-IN** — You all remember the notorious history of Spinal Tap, the world's loudest heavy metal band, which first began assualting the world in 1967 as a British psychedelic band. No? Well PolyGram Records, in close concert with Embassy Pictures, is going to remind and/or inform you of the group's 17 years and 15 albums with a good ole' promotional blitz, which began last week with preview screenings of **This Is Spinal Tap**, a rockumentary directed by noted authority **Marty DiBergi**, who looks and sounds suspiciously like **Rob Reiner**. In fact, *What's In-Store* was at the screening and did stay for the final credits and can state that DiBergi really is Rob Reiner and that Spinal Tap is really three comedians doing a brilliant job of being British heavy metallists, all in an uproariously funny put-on of the music business. The flick — which also contains the kind of in-store appearance that all retailers dread — revolves around the release of the fictitious group's comeback LP "Smell The Glove," but here's where fiction meets reality, as PolyGram, through its one-time only Polymer label is set to issue said LP when the movie itself is released. As in the movie, the album is totally black — only the spine carries print, with a "Spinal Tap" sticker affixed to the shrink-wrap. On one side of the gatefold will be pictured all of the "previous" group LPs as shown in the film, including "Intravenous De Milo" and "Shark Sandwich." The other half carries publicity clips, rock encyclopedia histories, and acknowledgements to the record company executives who appear in the movie, as well as the included song titles, their original release dates, and name of the album originally released on. The inner sleeve will carry the real credits, but the record itself will carry the Polymer logo on the label. The promotion really gets under way this week with a special press party in New York at The Plaza Hotel's posh White and Gold Suite, at which Reiner, Tap lead vocalist **David St. Hubbins (Michael McKean)** and guitarist **Nigel Tufnel (David Koff)**, and keyboardist **Viv Savage (Christopher Guest)** will appear and at which tour information may be announced. Also present will be signed poster blow-ups of previous Tap albums, which will be used as prizes in radio contests. According to PolyGram marketing/product development vice president **Rick Bleiweiss**, the ensuing promotion will involve "hundreds of thousands of dollars spent in front of the album and movie release designed to make people wonder why they haven't heard of England's most popular and loudest band of the last 15 years." PolyGram has already hired a company to snipe New York with "Coming Soon: Spinal Tap — Watch Out New York" posters, and Embassy has made MTV buys for a K-tel-type spot for an unavailable "Heavy Metal Memories" set from "Metal House," which doesn't mention the film or record but talks about Spinal Tap, the group. Additional MTV and radio teasers are scheduled for late February, with the MTV spots including snips from a pair of Spinal Tap videos, "Hell Hole" and "Big Bottom," but still no note of the film. Shortly thereafter, it's "full-tht boogie," says Bleiweiss with a full-blown promotional blitz including regular ads in all media beginning in New York for the film's Mar. 2 premiere, then moving on to Los Angeles for that market's Mar. 9 opening, after which the rest of the U.S. will get to see what the New York press-screening audience is still laughing about. As for retailers, Bleiweiss promises one-sheet posters from Embassy, in-store play copies, displays, contests, and T-shirt giveaways. "Wherever the film plays, whatever can be done with retail and radio will be done. And if retailers come up with a great idea, we'll do it. It's as simple as that.

**IT'S OFFICIAL** — New York's long-rumored second **Tower Records** store will be open by July at 66th St. and Broadway at Lincoln Center. The 19,000 square-foot store will be next to a separate 2,500 sq. ft. Tower video facility, which opens in May. And yes, Tower president **Russ Solomon** promises another huge grand opening bash! **jim bessman**



Week of February 4, 1984

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

ADDS

ARTIST	CLIP	LABEL
Stray Cats	Look At That Cadillac	EMI America
Judas Priest	Freewheel Burning	Columbia
Thompson Twins	Hold Me Now	Arista
Rainbow	Can't Let You Go	Mercury/PolyGram
Manfred Mann's Earth Band	Runner	Arista
Kliss	All Hell's Breaking Loose	Mercury/PolyGram
Dwight Twilley	Girls	EMI America
Steve O'Neill	When The Mountain Falls	Unsigned
Toyah	Rebel Run	Safari
John Cafferty & The Beaver Brown Band	Tender Years	Scotti Bros./CBS
Echo & The Bunnymen	Do It Again	Sire/Warner Bros.

HEAVY

(Maximum Four Plays Per Day)

Billy Idol	Rebel Yell	Chrysalis
Nena	99 Luftballons	Epic
Motels	Remember The Nights	Capitol
Paul McCartney	So Bad	Columbia
John Lennon	Nobody Told Me	Polydor/PolyGram
Bette Midler	Beast Of Burden	Atlantic
Re-Flex	The Politics Of Dancing	Capitol
Motley Crue	Looks That Kill	Elektra
Van Halen	Jump	Warner Bros.
Pretenders	Middle Of The Road	Sire
Herbie Hancock	Autodrive	Columbia
Eddie Money	Big Crash	Columbia
Elton John	I Guess That's Why	Geffen
Lionel Richie	They Call It The Blues	Motown
John Cougar Mellencamp	Running With The Night	Riva/PolyGram
U2	Pink Houses	Island
Heaven	Sunday Bloody Sunday	Columbia
Night Ranger	Rock School	MCA
ZZ Top	TV Dinner	Warner Bros.
Genesis	That's All	Atlantic
Robert Plant	In The Mood	Es Paranza/Atlantic
Yes	Owner Of A Lonely Heart	Atco
Huey Lewis & The News	I Want A New Drug	Chrysalis
The Romantics	Talking In Your Sleep	Nemperor/CBS
Rolling Stones	Undercover	Rolling Stones
Rainbow	Street Of Dreams	Mercury
Police	Wrapped Around Your Finger	A&M
38 Special	If I'd Been The One	A&M
Don Felder	Bad Girls	Asylum
Cyndi Lauper	Girls Just Want To Have Fun	Portrait/CBS

MEDIUM

(Maximum Three Plays Per Day)

Jeffrey Osborne	Stay With Me Tonight	A&M
Paul Rodgers	Cut Loose	Atlantic
Real Life	Send Me An Angel	Curb/MCA
Survivor	Caught In The Game	Scotti Bros./CBS
Industry	State Of The Nation	Capitol
Adam Ant	Strip	Epic
ABC	That Was Then But This Is Now	Mercury/PolyGram
Ozzy Osbourne	Bark At The Moon	CBS Associated
Spandau Ballet	Gold	Chrysalis
Lords Of The New Church	Dance With Me	I.R.S.
Alcatraz	Island In The Sun	Rochshire
Talking Heads	This Must Be The Place	Sire
Howard Jones	New Songs	Elektra
Eurythmics	Here Comes The Rain Again	RCA
Christine McVie	Got A Hold On Me	Warner Bros.
Grace Slick	All The Machines	RCA
English Beat	Best Friends	I.R.S.
Blue Oyster Cult	Shooting Shark	Columbia

LIGHT

(Maximum Two Plays Per Day)

Juniper	Live	Allegiance
The Nelsons	I Don't Mind	Chicada
Tina Turner	Let's Stay Together	Capitol
November Group	Put You Back Into It	Brain Ester
White Animals	Don't Care	C Dread Beat
Wire Train	Never	415/CBS
Randy Andy	The People	A&M
Helix	Don't Get Mad Get Even	Capitol
The Honeyes	Running Away	Rhino
Machinations	Pressure Sway	Oz/A&M
Lloyd Allen	I Keep Looking At You	Epic
Yello	Lost Again	Elektra
Arm Band	I Need	I.R.S.
Combo Audio	Romanticide	EMI America
James Ingram/ Michael McDonald	Yah Mo Be There	Qwest/Warner
Mink DeVille	Each Word's A Beat Of My Heart	Atlantic
Girlschool	Play Dirty	Mercury/PolyGram
Parachute Club	Rise Up	RCA
Oda	Tower Of Love	Unsigned
John Kay & Steppenwolf	Hot Night In A Cold Town	Allegiance

Unfortunately, space does not permit all of the 'light' rotation entries on the MTV Playlist to be mentioned in the above report.

## SOUND/IEWS

**HOME VIDEO CITED AS ENTERTAINMENT GROWTH AREA** Sales of prerecorded home video products reached \$1 billion in 1983 and will grow to a staggering \$5 billion by 1988. At least these are the conclusions of **Stephen D. Reed**, former vice president of the CBS Records Group and now an entertainment industry consultant for the Wall Street investment banking firm of F. Eberstadt & Company, Inc. Furthermore, according to Reed's research, music videos will be the fastest growing area of home video over the next five years, expanding in cumulative sales from \$40 million this year to over \$1.25 billion by 1988. "The MTV phenomenon is only the beginning, soon these programs will be on sale in record and video stores. The artists are just starting to get creative with video and they are being led by Michael Jackson. Multi-media artists who



**"AIRPLANE" EARNs ITS WINGS** — The Paramount Home Video releases *Airplane*, and *Airplane II: The Sequel* were recently certified gold and platinum respectively by the Recording Industry Association of America. Pictured above receiving the honors from Paramount Home Video vice president and general manager **Tim Clott** (c) are the films' producer **Howard W. Koch** (l) and star, **Robert Hays** (r).

have music, acting and dancing talents represent the future. Today we are in the sputnik era of music videos and by 1988 we are going to the moon!" said Reed. Due to the rise in demand for home video products, Reed believes that some 35 million or 38 percent of all American households will have video playback equipment, particularly in the form of videocassette recorders, by 1988. The analyst described the current state of the home video market as "growing explosively in a chaotic environment . . . . Prerecorded home video, once a market limited largely to titillating adult fare, has mushroomed along with the growth of the player population and the increased availability of motion picture product from Hollywood . . ." he continued. Reed was less optimistic about the fate of the recorded music business which he said enjoyed its first unit sales increase in five years in 1983, but only because of "the enormous success of five mega-hit albums." The long term outlook for traditional records and tapes, said Reed, "is severely limited by home taping." The "record companies' future profit opportunities are in music video programs and the utilization of their extensive distribution organizations to handle the products of home video," Reed predicts. An in-depth analysis of the record and home video businesses entitled "The Prerecorded Home Entertainment Industry," is currently available from Reed and the F. Eberstadt & Co. for \$575.

**VIDEO AWARDS SHOW** — The American Video Association will be holding its second annual American Video Awards presentation on Thursday April 5, at the Wilshire Ebell Theater in Los Angeles. The two-hour awards ceremony is set to be videotaped and syndicated for television by Golden West Broadcasting. The Association will be recognizing videos in nine categories: Best Pop Video, Best Soul Video, Best Country Video, Best Director, Best Set Design, Best Choreography, Best Lighting Design, Best Editing, and Best Performance by a Male, Female, and Group. All videos produced and distributed between December 1, 1982 and December 1, 1983 are eligible for an American Video Award. Voting, however, is restricted to the organization's membership. The American Video Association was formed last December by **Jennifer Libbee**, **Casey Kasem**, and **Anthony Scotti** of Scotti Bros., to "establish and maintain music video as a noteworthy artform." Among the group's executive board of advisors are MCA's **Irving Azoff**, PolyGram's **Guenter Hensler**, Kasem, **Michael Nesmith** of Pacific Arts, Capitol's **Jim Mazza**, A&M's **Jerry Moss**, Scotti, and CBS's **Walter Yetnikoff**. The Association is actively encouraging membership among record companies, production companies, post-production facilities, video distributors, lighting designers, set designers, directors, artists and the like. For more information call Jennifer Libbee at (213) 930-2941. Dues are presently \$10 per year.



**THOSE WERE THE DAYS** — MGM/UA Home Video recently donated several videocassettes from their series "The Golden Age of Television" to the Museum of Broadcasting's permanent collection. Pictured above are (l-r): **Bill Gallagher**, vice president, worldwide marketing for MGM/UA Home Video; **Robert Batscha**, president of the Museum of Broadcasting, and **Sonny Fox**, executive producer of the series.

**Lionel Richie's** latest video, "Running With the Night." The video was done by the same creative crew that put together **Michael Jackson's** "Beat It." . . . **Rick James** and **Smokey Robinson** teamed up for a video of James' "Ebony Eyes," a salute to Robinson's style on James' current album, "Cold Blooded." The clip was produced by Music Video Productions, Inc. of Marina del Rey, Cal. . . . Keefco has completed production on **Kool and the Gang's** "Joanna" which was shot in an all-night diner in New Jersey. The production house also recently shot **Culture Club** in concert at London's Hamersmith Odeon . . . Filmair, an international producer of television commercials with offices in New York, Los Angeles, Chicago, and London said it will actively enter the video production market. The company already has **Al Jarreau's** artsy "Mornin'" to its credit. . . . Reed and Melsky casting has also established a music video production unit.

**NEW DISNEY PRODUCT** — Walt Disney Home Video has declared February **Hayley Mills** month with the release of two of the actresses films, *The Parent Trap* and *In Search of the Castaways* along with the previously released *Polyanna* . . . To kick off **Donald Duck's** 50th anniversary celebration the company also plans to release a new video anthology entitled *Cartoon Classics Volume 9: Donald Duck's First Fifty Years*. Highlights from the reel include Donald's screen debut in *The Wise Little Hen* in which he meets **Daisy Duck** and introduces us to his three nephews **Huey**, **Dewey**, and **Louie** . . . Also in February, Disney plans to release two animated French feature-length films which it recently acquired from the renowned **Dargaud** Editeur of Paris. Both films, *Daisy Town* and *The Ballad of the Daltons* feature the character **Lucky Luke** and are cartoon spoofs of the Wild West. The movies will be available in English in the U.S. and in both English and French in Quebec, Canada. **marc sternberg**

## TOP 30 VIDEOCASSETTES

	Weeks On Chart		Weeks On Chart
<b>1 RAIDERS OF THE LOST ARK</b> Paramount Home Video 1376	1/28 8	<b>16 DAWN OF THE DEAD</b> Thorn/EMI 1977	1/28 3
<b>2 RISKY BUSINESS</b> Werner Home Video 11323	2 7	<b>17 48 HRS.</b> Paramount Home Video 1139	12 32
<b>3 MAKING OF MICHAEL JACKSON'S THRILLER</b> Vestron 1000	3 6	<b>18 BREATHLESS</b> Vestron 5017	11 8
<b>4 NATIONAL LAMPOON'S VACATION</b> Warner Home Video 11315	4 10	<b>19 MAX DUGAN RETURNS</b> CBS/Fox 1236	19 12
<b>5 TWILIGHT ZONE — THE MOVIE</b> Warner Home Video 11314	5 7	<b>20 EDDIE MURPHY DELIRIOUS</b> Paramount Home Video 2323	18 10
<b>6 SUPERMAN III</b> Warner Home Video 11320	6 7	<b>21 GREY FOX</b> Media 258	21 6
<b>7 BLUE THUNDER</b> RCA/Columbia Pictures Home Video 10026	7 12	<b>22 BRAINSTORM</b> MGM/UA Home Video MV-800314	— 1
<b>8 FLASHDANCE</b> Paramount Home Video 1454	8 20	<b>23 PINK FLOYD THE WALL</b> MGM/UA Home Video 400268	23 8
<b>9 GANDHI</b> RCA/Columbia Pictures Home Video 10237	9 16	<b>24 THE MAN FROM SNOWY RIVER</b> CBS/Fox 1233	25 20
<b>10 JAWS 3</b> MCA Home Video 80044	10 7	<b>25 HER MAJESTY'S SECRET SERVICE</b> CBS/Fox 4604	26 2
<b>11 CUJO</b> Warner Home Video 11331	24 2	<b>26 JANE FONDA'S WORKOUT</b> KVC/RCA Home Video Corp. 042	29 82
<b>12 THE SURVIVORS</b> RCA/Columbia Pictures Home Video 10521	13 8	<b>27 PSYCHO II</b> MCA Home Video 80008	20 14
<b>13 THE HUNGER</b> MGM/UA Home Video 800281	15 8	<b>28 THE MAN WITH TWO BRAINS</b> Warner Home Video 11319	28 14
<b>14 THE DARK CRYSTAL</b> Thorn/EMI 1966	14 10	<b>29 THE YEAR OF LIVING DANGEROUSLY</b> MGM/UA Home Video 800243	27 17
<b>15 10 TO MIDNIGHT</b> MGM/UA Home Video 800243	16 4	<b>30 THE OUTSIDERS</b> Warner Home Video 11310	— 1

The Cash Box Top 30 Videocassettes chart is a compilation of the fastest moving titles in both Beta and VHS formats, based on sales and rental activity, as reported by various accounts around the country. Accounts surveyed include: Video Plus-Chicago; Radio 437-Philadelphia; Classic Video-Oak Lawn; The Video Store-Cincinnati; Precision Video-Chicago; Entertainment Systems-Phoenix; Nickelodeon-Los Angeles; Everybodies-Portland; Radio 437-Bala Cynwyd; National Tape & Video-Atlanta; Crazy Eddie-New York; The Cinema Store-Encino; Video Company-Larkspur; Video Studio-Farmington; Video Library-San Diego; Video Media-Chatsworth; Wonderful World of Video-Chattanooga; Warehouse-National; Video Showroom-Louisville; Erol's Video Club-Springfield; New England Home Video-Groton; Movies Unlimited-Philadelphia; Video Showcase-Federal Way, Movies To Go — St. Louis. Video Shack — NYC.

## Seymour Leslie to Teach at Syracuse U.

LOS ANGELES — Syracuse University announced Seymour Leslie, chairman and chief executive officer of MGM/UA Home Entertainment Group, as visiting distinguished professor in the College of Visual and Performing Arts. During the Spring 1984 semester Leslie will lecture to undergraduate and graduate students on The Current State of the Music Industry, and The Emerging Video Industries.

A graduate of Syracuse University's School of Management, Leslie has been a leader and innovator in the music industry for more than 30 years. He founded Pickwick International in 1953 and guided the company for 25 years as its chairman of the board. Throughout the 1970s he worked to bridge the gap between higher education and the music business by supporting a national effort for acceptance of the industry as an important course or study in post-secondary education. In 1976 the National Association of Record Merchandisers honored him with its Industry Presidential Award.

Leslie, a board member and officer for numerous business, religious, social service, educational and financial institutions, has previously served Syracuse University as a member of its Corporate Advisory Council. In 1978, Chancellor Melvin Eggers awarded Leslie the George Arents Pioneer Medal — a recognition given only to outstanding alumni who have made significant and lasting contributions to their professions.

According to Stephen Marcone, chairperson of the Music Industry Department at Syracuse University, Leslie's lectures will cover a variety of topics and issues including the role of music and the related emerging home video and pay cable

businesses in society, their marketing vehicles, decision-making processes, and the significance of the various technological advancements. A number of industry leaders have been invited to participate during the semester.

## Beatles

(continued from page 12)

Ever" event, which traditionally encompasses the Washington's Birthday, Valentine's Day and Lincoln's Birthday holidays and commences for two and one-half weeks on Feb. 6. The Franklin Music chain in Atlanta was among several contacted which were still firming up their plans. "It's too good an opportunity not to work with," noted company president Scott Young.

Pittsburgh's National Record Mart chain recently concluded a pre-Christmas sell-through of the "Red & Blue" double albums, which were sale priced at \$10.99 and supported by special in-store signing. But the 76-store chain's advertising director Lance Jones said that the Mart would again hook up with Pittsburgh station WHTX' annual all-Beatles weekend, which Capitol supports with spot buys and catalog sales.

## 'Felix The Cat' Video Rights Licensed

LOS ANGELES — Alan Enterprises, Inc., a television and home video distributor, has licensed home video rights to "Felix The Cat" to Media Home Entertainment.

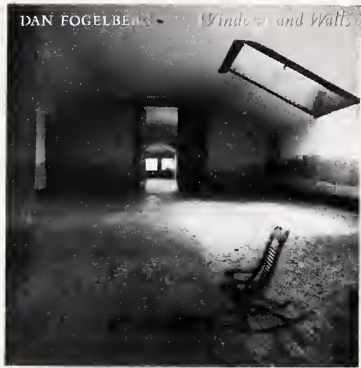
Included are 16 hours of programming to be edited for video release. The first program, "The Adventures of Felix The Cat," will be released in March of 1984.



# REVIEWS

## ALBUMS

### OUT OF THE BOX



**WINDOWS AND WALLS** — Dan Fogelberg — Full Moon/Epic QE 39004 — Producers: Dan Fogelberg with Marty Lewis — List: 8.98

Dan Fogelberg has consistently supplied his fans with heartfelt mellow rockers, and this album continues to establish him as one of the dominant forces in the soft rock genre. "Language of Love" will appeal to those who crave more upbeat tunes, while the title cut is classic soft Fogelberg, backed by a string section and a sure bet for AC radio airplay. Especially poignant is "Tucson Arizona (Gazette)," a tale of two people down on their luck that paints a vivid picture through Fogelberg's touching lyrics. An impressive list of accompanying musicians are featured on the album including veteran session man Russ Kunkel, drummer Joe Vitale and former Eagle Timothy B. Schmitt.

### NEW AND DEVELOPING



**LET THE MUSIC PLAY** — Shannon — Mirage 90134-1 — Producers: Mark Liggett and Chris Barbosa — List: 8.98 — Bar Coded

This collection features a special dance version of the hit "Let The Music Play" making it a must for the dance audience. Shannon's soft, sexy purr shines throughout the entire album, but becomes especially powerful on "Sweet Somebody" and "It's You." The range of her voice is showcased on "Give Me Tonight" which displays the raw, rougher edge of her talents. The album is geared towards the club floor and most cuts will find plenty of bouncy backbeat from a tight backup band. Shannon displayed crossover capacity with the title cut, and the rest of the waxing suggests similar success with other cuts is not far away.

## SINGLES

### OUT OF THE BOX



**ROLLING STONES** (Rolling Stones 7-99788)

**She Was Hot** (3:59) (Colgems — EMI Music, Inc. — ASCAP) (Jagger & Richards) (Producers: The Glimmer Twins and Chris Kimsey)

Following their harrowing "Undercover Of The Night" first release from the "Undercover" LP, the Stones slide into a more typical Chuck Berry hit-the-road gear with a sort of companion-piece to "She's So Cold." With the band at its raunchy best, Jagger serves up a string of brief vignettes, all with pretty much the same story line. Hot on the "pleasure trail," he's "taking passion where you find it" and providing colorful detail in the play-by-play action reports which comprise the choruses. These sections are made especially effective by Jagger's use of an internal dialogue technique.

### NEW AND DEVELOPING



**THE BREAKS** (RCA JK-13722)  
**Fire In The Wire** (3:51) (MCA Music/S.-J.B. Publishing — ASCAP) (S. Jerome Taylor — John Paul Daniel) (Producer: Vini Poncia)

Lead singer Susanne Jerome Taylor and The Breaks have been favorably, and rightly, compared to Scandal, which also boasts a powerful female focal point and a similar hard rock band backup arrangement. This tune gives her a more languid, Stevie Nicks-type Fleetwood Mac format and sound to demonstrate her impressive vocal authority. The story deals with a lovers' temporary parting, with the male half leaving in pursuit of his dream. Taylor's singing conveys both yearning and understanding, and also reflects the joy brought forth by the "fire in the wire" whenever he calls to reinforce the long distance relationship.

## FEATURE PICKS

### POP

**JUNGLE** — Dwight Twilley Band — EMI America ST-17107 — Producers: Noah Shark and Mark Smith with John Hug — List: 8.98 — Bar Coded

Large scale commercial success had eluded Dwight Twilley ever since his "I'm On Fire" hit the Top 20 in 1975. With this album Twilley makes his bid for another chart-climber sure to attract main-stream rock and roll enthusiasts. "Girls," with Tom Petty singing background vocals, and "Why You Want To Break My Heart" are strong contenders for AOR and new music airplay. Twilley's style is high gear with some hints of Petty's vocal style, and there's always plenty of good guitar leads and a steady beat. The title cut combines a bit of funk with one of those hot leads, and an assortment of sound effects to produce one of the album's most appealing cuts. Now that he's not under the pressure of being an overnight sensation, Dwight Twilley has settled down to play some good commercial music.

**SLEEP IT OFF** — Cristina — Mercury 814980-1 — Producer: Don Was — List: 8.98 — Bar Coded

What do you call an album that's not new wave, not mainstream pop, certainly not rhythm and blues, and includes such titles as "Don't Mutilate My Mink" and "He Dines Out On Death?" Whatever it's called it's undeniably one of the most original, refreshing works from a solo female artist in a long time. Cristina shares the writing credits for lyrics that go from passionate to bizarre. Cuts particularly worth noting are the 50ish "Ticket To The Tropics," "The Lie Of Love," and "Quicksand Lovers." The record is not likely to get much AC or CHR airplay but new music and AOR stations will find a wealth of material to choose from.

### BLACK CONTEMPORARY

**SOMEBODY'S WATCHING ME** — Rockwell — Motown 6052ML — Producers: Curtis Anthony Nolan and Rockwell — List: 8.98 — Bar Coded

Michael Jackson singing background vocals on the title cut, "Somebody's Watching Me" should help it climb much higher on the charts than this week's 62 with a bullet. The tune is upbeat and very danceable. The same can be said of the rest of the album which establishes Rockwell as a strong contender for crossover success. There's an intriguing side of this performer and he manages to convey a sensual, mysterious personal quality. Especially impressive is his cover version of George Harrison's "Taxman." Other tunes on the album is the light-hearted "Obscene Caller," and "Change Your Ways" which boasts fine rock guitar work. The mellow ballad "Knife" further displays Rockwell's crossover appeal. If he can avoid too strong of a comparison to Prince, Rockwell can look forward to a lengthy stay on the charts.

**TAKE THE BALL AND RUN** — David Williams — Ocean-Front 103 — Producer: David Williams — List: 8.98

The title cut is current #55 on the **Cash Box** black contemporary chart and proves the commercial appeal of this debut artist. There's plenty to move to on this one, and dancers are not likely to miss that appeal. Besides the catchy "Take The Ball And Run" Williams connects with the scintillating "I Don't Want To Say Goodbye" and the up-tempo "Teasln." His silky-smooth vocals are well complimented by a neatly arranged horn section and liberal use of various synthesizer effects. He displays his softer side with the gentle love song, "Let It Be You" which includes trembling saxophone work by Don Myrick.

## FEATURE PICKS

### POP

**DAN FOGELBERG** (Full Moon 34-04314)

**The Language Of Love** (3:43) (Hickory Grove Music/April Music Inc. — ASCAP) (D. Fogelberg) (Producers: Dan Fogelberg with Marty Lewis)

Waxing accurate on the language of love is Fogelberg, this time backing himself with a steady rock beat and harder-edged guitar and organ parts. "Everything means the opposite" is the gist of the balladeer's pithy declaration, which should easily capture the success of his more heart-touching fare.

**U2** (Island 7-99789)

**I Will Follow** (3:36) (Island Music Inc. — BMI) (U2) (Producer: Jimmy Iovine)

Lead vocalist Bono leads a charge on this fiery anthem off U2's live "Under A Blood Red Sky" mini-LP. Churning guitars and drums create a martial drive, heightened by a demonstrative crowd and Bono's echoed cries. Iovine's production clarity makes the listening experience both immediate and intimate.

**BETTE MIDLER** (Atlantic 7-89712)

**Beast Of Burden** (3:48) (Colgems — EMI Music Co. — BMI) (Mick Jagger & Keith Richards) (Producer: Chuck Plotkin)

Proceeding from Crenshaw to Stones in choice of material, Midler appropriately switches from sensitive to sassy vocal delivery. The production is faithful to the original, and Bette will surely benefit from heavy play of the tune's video love/grudge match with Mick himself.

**STRAY CATS** (EMI America P-B-8194)

**Look At That Cadillac** (4:01) (Willesden Music Inc. — BMI) (Brian Setzer) (Producer: Dave Edmunds)

The addition of a horn section makes this latest Stray Cats original rockabilly gem really roll. This time, Setzer's object of affection isn't a girl, though it's a sure bet he'll have plenty vying to share the front seat.

**MALCOLM McLAREN** (Island 7-99790)

**World's Famous** (3:23) (Copyright Control/Chappel Music — ASCAP) (McLaren/Dudley) (Producer: Trevor Horn)

Give McLaren a pair of turntables and everyone has fun. His latest scratch delight blends a beautiful jazz piano solo with a street rap from Bronx scratch jocks The World Famous Supreme Team, hence the title. Credit the Team, credit producer Horn, but unheard McLaren is the main man.

**PAUL RODGERS** (Atlantic 7-89709)

**Morning After The Night Before** (4:12) (Sundown Kingston Music Inc. — ASCAP) (Paul Rodgers) (Producer: Paul Rodgers)

Rodgers evidently remembers at least one night and one woman in the string of rock 'n roll one-nighters that this stirring ballad sets apart. Thick Rod Stewart-styled guitar overlays create a monumental tone for the sad hotel room memory, and thin out lyrically when it's time to move on.

# CASH BOX TOP 100 ALBUMS

February 4, 1984

Title, Artist, Label, Number, Distributor	Weeks On Chart	1/28	Chart
<b>1 THRILLER</b> MICHAEL JACKSON (Epic QE 38112) CBS	1	59	
<b>2 CAN'T SLOW DOWN</b> LIONEL RICHIE (Motown 6050ML) MCA	2	13	8.98
<b>3 COLOUR BY NUMBERS</b> CULTURE CLUB (Virgin/Epic QE 39107) CBS	3	14	
<b>4 90125</b> YES (Atco 7 90125-1) WEA	5	10	9.98
<b>5 SYNCHRONICITY</b> THE POLICE (A&M SP-3735) RCA	6	32	8.98
<b>6 SEVEN AND THE RAGGED TIGER</b> DURAN DURAN (Capitol ST-12310) CAP	4	10	8.98
<b>7 AN INNOCENT MAN</b> BILLY JOEL (Columbia QC 38873) CBS	9	25	
<b>8 WHAT'S NEW</b> LINDA RONSTADT (Asylum 9 80280-1) WEA	8	19	8.98
<b>9 1984</b> VAN HALEN (Werner Bros. 9 23985-1) WEA	20	2	8.98
<b>10 ROCK 'N SOUL PART 1</b> DARYL HALL & JOHN OATES (RCA APL 1-4858) RCA	10	13	9.98
<b>11 GENESIS</b> (Atlantic 7 80116-1) WEA	12	15	9.98
<b>12 ELIMINATOR</b> ZZ TOP (Werner Bros. 9 23774-1) WEA	13	43	8.98
<b>13 UH-HUH</b> JOHN COUGAR MELLENCAMP (Riva RVL 7504) POL	11	14	8.98
<b>14 METAL HEALTH</b> QUIET RIOT (Pasha VFZ 38442) CBS	7	44	
<b>15 IN HEAT</b> THE ROMANTICS (Namparor B&Z 3880) CBS	17	16	
<b>16 BARBRA STREISAND — YENTL</b> ORIGINAL SOUNDTRACK (Columbia JS 39152) CBS	14	11	
<b>17 SPORTS</b> HUEY LEWIS AND THE NEWS (Chrysalis FV 41412) CBS	24	18	
<b>18 TOUR DE FORCE</b> 38 SPECIAL (A&M SP-4971) RCA	18	10	8.98
<b>19 THE BIG CHILL</b> ORIGINAL SOUNDTRACK (Motown 6062ML) MCA	22	18	8.98
<b>20 TWO OF A KIND</b> ORIGINAL SOUNDTRACK (MCA-6127) MCA	21	9	9.98
<b>21 SHOUT AT THE DEVIL</b> MOTLEY CRUE (Elektra 9 60289-1) WEA	25	17	8.98
<b>22 BARK AT THE MOON</b> OZZY OSBOURNE (CBS Associated QZ 38987) CBS	15	9	
<b>23 UNDERCOVER</b> ROLLING STONES (Rolling Stones/Atco 7 90120-1) WEA	16	11	9.98
<b>24 UNDER A BLOOD RED SKY</b> U2 (Island/Atco 7 90127-1-B) WEA	19	10	5.98
<b>25 EYES THAT SEE IN THE DARK</b> KENNY ROGERS (RCA AFL1-4696) RCA	23	21	8.98
<b>26 LEARNING TO CRAWL</b> THE PRETENDERS (Sire 9 23980-1) WEA	—	1	8.98
<b>27 PYROMANIA</b> DEF LEPPARD (Mercury 810 308-1 M-1) POL	28	52	8.98
<b>28 TOO LOW FOR ZERO</b> ELTON JOHN (Geffen GHS 4006) WEA	38	35	8.98
<b>29 PIPES OF PEACE</b> PAUL McCARTNEY (Columbia QC 39149) CBS	26	12	
<b>30 IN THE HEART</b> KOOL & THE GANG (Da-Lita DSR 8505) POL	31	9	8.98
<b>31 BUSY BODY</b> LUTHER VANDROSS (Epic FE 39198) CBS	36	7	
<b>32 THE CROSSING</b> BIG COUNTRY (Mercury 422-812 870-1 M-1) POL	29	20	8.98
<b>33 REBEL YELL</b> BILLY IDOL (Chrysalis FV 41450) CBS	34	10	
<b>34 TWENTY GREATEST HITS</b> KENNY ROGERS (Liberty LV-51152) CAP	27	12	9.98
<b>35 SHE'S SO UNUSUAL</b> CYNDI LAUPER (Portrait BFR 38930) CBS	48	8	
<b>36 GREATEST HITS</b> AIR SUPPLY (Arista AL8-8024) RCA	30	25	8.98
<b>37 FLASHDANCE</b> ORIGINAL SOUNDTRACK (Casablanca 811 492-1 M-1) POL	32	41	9.98
<b>38 STAY WITH ME TONIGHT</b> JEFFREY OSBORNE (A&M SP-4940) RCA	40	28	8.98
<b>39 NO PARKING ON THE DANCE FLOOR</b> MIDNIGHT STAR (Solar/Elektra 9 60241) WEA	35	31	8.98
<b>40 IN A SPECIAL WAY</b> DeBARGE (Gordy/Motown 6061GL) MCA	44	15	8.98
<b>41 COMEDIAN</b> EDDIE MURPHY (Columbia FC 39005) CBS	42	12	
<b>42 INFIDELS</b> BOB DYLAN (Columbia QC 38819) CBS	39	11	
<b>43 LIVE FROM EARTH</b> PAT BENATAR (Chrysalis FV 41444) CBS	37	17	
<b>44 KISSING TO BE CLEVER</b> CULTURE CLUB (Virgin/Epic QRE 38398) CBS	49	57	
<b>45 GREATEST HITS VOL. II</b> BARRY MANILOW (Arista AL8-8102) RCA	43	11	8.98
<b>46 LICK IT UP</b> KISS (Mercury 422-814 297-1 M-1) POL	47	18	8.98
<b>47 LET'S DANCE</b> DAVID BOWIE (EMI America SO-18102) CAP	41	42	8.98
<b>48 THE PRINCIPLE OF MOMENTS</b> ROBERT PLANT (Es Perenza/Atlantic 7 90101-1) WEA	46	26	8.98
<b>49 MIDNIGHT MADNESS</b> NIGHT RANGER (MCA-5456) MCA	33	12	8.98
<b>50 MADONNA</b> (Sire 9 23867-1) WEA	56	19	8.98
<b>51 IT'S YOUR NIGHT</b> JAMES INGRAM (Qwest/Werner Bros. 9 23970-1) WEA	59	13	8.98
<b>52 1999</b> PRINCE (Warnar Bros. 9 23720-1) WEA	53	86	10.98
<b>53 FRONTIERS</b> JOURNEY (Columbia QX 38504) CBS	55	51	
<b>54 I'M IN LOVE AGAIN</b> PATTI LABELLE (Philadelphia Int'l. FZ 38539) CBS	71	7	
<b>55 BEAUTY STAB</b> ABC (Mercury 814 661-1- M-1) POL	52	9	8.98
<b>56 THE WILD HEART</b> STEVIE NICKS (Modern/Atco 90084-1) WEA	51	32	8.98
<b>57 STRIP</b> ADAM ANT (Epic FE 39108) CBS	54	9	
<b>58 DEFENDERS OF THE FAITH</b> JUDAS PRIEST (Columbia FC 39219) CBS	—	1	
<b>59 WOMAN OUT OF CONTROL</b> RAY PARKER, JR. (Arista AL8-8087) RCA	60	13	8.98
<b>60 TRUE</b> SPANDAUBALLET (Chrysalis B6V 41403) CBS	62	22	
<b>61 THE CLOSER YOU GET . . .</b> ALABAMA (RCA AHL1-4633) RCA	61	47	8.98
<b>62 WHAT A FEELIN'</b> IRENE CARA (Network/Geffen GHS 4021) WEA	58	9	8.98
<b>63 AEROBIC SHAPE-UP III</b> JOANIE GREGGAINS (Parede/Pater Pen PA 112) IND	66	15	8.98
<b>64 TOUCH</b> EURYTHMICS (RCA AFL1-4917) RCA	—	1	8.98
<b>65 RAPPIN' RODNEY</b> RODNEY DANGERFIELD (RCA AFL1-4869) RCA	45	13	8.98
<b>66 COLD BLOODED</b> RICK VALES (Gordy/Motown 6043GL) MCA	67	23	8.98
<b>67 BREAK OUT</b> POINTER SISTERS (Planet BXL 1-4705) RCA	76	11	8.98
<b>68 REACH THE BEACH</b> THE FIXX (MCA 39001) MCA	63	38	6.98
<b>69 FASTER THAN THE SPEED OF NIGHT</b> BONNIE TYLER (Columbia BFC 38710) CBS	57	26	
<b>70 ELECTRIC UNIVERSE</b> EARTH, WIND & FIRE (Columbia QZ 38980) CBS	50	10	
<b>71 ALIVE, SHE CRIED</b> THE DOORS (Elektra 9 80289-1) WEA	64	14	8.98
<b>72 VOICE OF THE HEART</b> CARPENTERS (A&M SP-4954) RCA	65	13	8.98
<b>73 JANE FONDA'S WORKOUT RECORD</b> (Columbia CX2 38054) CBS	85	89	
<b>74 SWEET DREAMS (ARE MADE OF THIS)</b> EURYTHMICS (RCA AFL1-4681) RCA	75	34	8.98
<b>75 KEEP IT UP</b> LOVERBOY (Columbia AC 38701) CBS	69	32	
<b>76 SPEAKING IN TONGUES</b> TALKING HEADS (Sire 9 23882-1) WEA	72	33	8.98
<b>77 THE BEST OF THE ALAN PARSONS PROJECT</b> (Arista AL8-8193) RCA	74	12	8.98
<b>78 WITHOUT A SONG</b> WILLIE NELSON (Columbia FC 39110) CBS	70	12	
<b>79 LIONEL RICHIE</b> (Motown 6007ML) MCA	73	88	8.98
<b>80 LIVING IN OZ</b> RICK SPRINGFIELD (RCA AFL 1-4860) RCA	77	38	8.98
<b>81 LITTLE ROBBERS</b> THE MOTELS (Capitol ST-1288) CAP	83	18	8.98
<b>82 DECEMBER</b> GEORGE WINSTON (Windham Hill/A&M WH-1025) RCA	84	10	8.98
<b>83 ROLL ON</b> ALABAMA (RCA AHL1-4939) RCA	—	1	8.98
<b>84 FUTURE SHOCK</b> HERBIE HANCOCK (Columbia FC 38814) CBS	86	23	
<b>85 BACKSTREET</b> DAVID SANBORN (Werner Bros. 9 23906-1) WEA	87	12	8.98
<b>86 THE GAP BAND V — JAMMIN'</b> THE GAP BAND (Total Experience TE-1-3004) POL	79	21	8.98
<b>87 CARGO</b> MEN AT WORK (Columbia QC 38660) CBS	80	40	
<b>88 JOYSTICK</b> DAZZ BAND (Motown 6084ML) MCA	98	8	8.98
<b>89 HEARTS AND BONES</b> PAUL SIMON (Warnar Bros. 9 23942-1) WEA	78	12	8.98
<b>90 ERROR IN THE SYSTEM</b> PETER SCHILLING (Elektra 9 60265-1) WEA	68	20	8.98
<b>91 I DON'T SPEAK THE LANGUAGE</b> MATTHEW WILDER (Private I BFZ 39112) CBS	117	4	
<b>92 THE REVOLUTION BY NIGHT</b> BLUE OYSTER CULT (Columbia FC 38947) CBS	94	11	
<b>93 WHAT IS BEAT?</b> THE ENGLISH BEAT (I.R.S./A&M SP-70040) RCA	95	8	8.98
<b>94 OLIVIA'S GREATEST HITS VOL. 2</b> OLIVIA NEWTON-JOHN (MCA-5347) MCA	81	71	8.98
<b>95 A LITTLE GOOD NEWS</b> ANNE MURRAY (Capitol ST-12301) CAP	82	18	8.98
<b>96 YOU SHOULDN'T — NUF BIT FISH</b> GEORGE CLINTON (Capitol ST-12308) CAP	97	8	8.98
<b>97 LABOUR OF LOVE</b> UB40 (Virgin/A&M SP-8-4980) RCA	100	14	6.98
<b>98 STOMPIN' AT THE SAVOY</b> RUFUS AND CHAKA KHAN (Warnar Bros. 9 23879-1) WEA	88	23	11.98
<b>99 HEART PLAY — UNFINISHED DIALOGUE</b> JOHN LENNON AND YOKO ONO (Polydor 817 238-1 Y-1) POL	103	6	5.98
<b>100 HEAVEN ONLY KNOWS</b> TEDDY PENDERGRASS (Philadelphia Int'l. FZ 38848) CBS	102	12	



# CASH BOX ROCK ALBUM RADIO REPORT



— **JOHN LENNON & YOKO ONO • MILK AND HONEY • POLYDOR**  
**ADDS:** KMET, WSKS, WNEW, WOUR, WKLS, WBLM, WMMS, WCCC, KEZY. **HOTS:** WKLS, WMMS, WCCC, KEZY. **MEDIUMS:** None. **PREFERRED TRACKS:** Nobody, Stepping.  
**SALES:** Just shipped.



**26 THE PRETENDERS • LEARNING TO CRAWL • SIRE**  
**ADDS:** WCCC. **HOTS:** KEZY, WHFS, KSHE, WMMS, KNAC, KYYX, WBLM, WKLS, WOUR, WNEW, KMET. **MEDIUMS:** WSKS. **PREFERRED TRACKS:** Middle, Thumbelina.  
**SALES:** Major breakouts in all regions.

## MOST ADDED

LP Chart Position

- 149 ACCEPT • BALLS TO THE WALL • PORTRAIT**  
**ADDS:** WSKS, WKLS, WCCC. **HOTS:** None. **MEDIUMS:** WCCC, WMMS, WOUR. **PREFERRED TRACKS:** Open.  
**SALES:** Moderate to fair in all regions.
- 6 DURAN DURAN • SEVEN AND THE RAGGED TIGER • CAPITOL**  
**ADDS:** WCCC. **HOTS:** KEZY, KNAC, KYYX, WMMS, WBLM, WKLS, WSKS, KMET. **MEDIUMS:** KSHE, WCCC, WOUR, WNEW. **PREFERRED TRACKS:** Snake, Moon.  
**SALES:** Good to moderate in all regions.
- 42 BOB DYLAN • INFIDELS • COLUMBIA**  
**ADDS:** None. **HOTS:** KEZY, WHFS, KNAC, WMMS, WBLM. **MEDIUMS:** WCCC, WOUR, WNEW, WSKS. **PREFERRED TRACKS:** Bully, Sweetheart.  
**SALES:** Moderate in all regions.
- 64 EURYTHMICS • TOUCH • RCA**  
**ADDS:** WSKS. **HOTS:** WHFS, KNAC, KYYX, WMMS, WOUR. **MEDIUMS:** KEZY, WNEW. **PREFERRED TRACKS:** Rain.  
**SALES:** Major breakouts in all regions.
- **DAN FOGELBERG • WINDOWS AND WALLS • FULL MOON/EPIC**  
**ADDS:** WSKS, WMMS, KYYX, KSHE, KEZY. **HOTS:** None. **MEDIUMS:** WMMS. **PREFERRED TRACKS:** Language.  
**SALES:** Just shipped.
- 11 GENESIS • ATLANTIC**  
**ADDS:** None. **HOTS:** KSHE, WCCC, KNAC, KYYX, WBLM, WOUR, WNEW, WSKS. **MEDIUMS:** KEZY, WMMS, WKLS. **PREFERRED TRACKS:** That's, Mama.  
**SALES:** Good in all regions.
- 183 HEADPINS • LINE OF FIRE • MCA**  
**ADDS:** None. **HOTS:** None. **MEDIUMS:** WCCC, WMMS, WGRQ, WBLM, WKLS. **PREFERRED TRACKS:** Just.  
**SALES:** Fair in all regions.
- 33 BILLY IDOL • REBEL YELL • CHRYSALIS**  
**ADDS:** None. **HOTS:** KEZY, WHFS, KSHE, WCCC, KNAC, WNEW. **MEDIUMS:** WMMS, WBLM, WKLS, WOUR, WSKS. **PREFERRED TRACKS:** Title.  
**SALES:** Moderate in all regions.
- 58 JUDAS PRIEST • DEFENDERS OF THE FAITH • COLUMBIA**  
**ADDS:** None. **HOTS:** None. **MEDIUMS:** KSHE, WCCC, WMMS, WBLM, WKLS, WOUR, WSKS, KMET. **PREFERRED TRACKS:** Title.  
**SALES:** Major breakouts in all regions.

LP Chart Position

- 35 CYNDI LAUPER • SHE'S SO UNUSUAL • PORTRAIT**  
**ADDS:** None. **HOTS:** KEZY, WHFS, KYYX, WMMS, WOUR, WNEW. **MEDIUMS:** KNAC. **PREFERRED TRACKS:** Girls.  
**SALES:** Good to moderate in all regions.
- 17 HUEY LEWIS & THE NEWS • SPORTS • CHRYSALIS**  
**ADDS:** None. **HOTS:** KSHE, WCCC, KYYX, WMMS, WNEW. **MEDIUMS:** WBLM, WOUR. **PREFERRED TRACKS:** Drug, Heart.  
**SALES:** Good to moderate in all regions.
- 174 MANFRED MANN'S EARTH BAND • SOMEWHERE IN AFRIKA • ARISTA**  
**ADDS:** KMET, KYYX. **HOTS:** WOUR. **MEDIUMS:** KEZY, KSHE, WCCC, WMMS, WBLM, WKLS, WNEW, WSKS. **PREFERRED TRACKS:** Runner.  
**SALES:** Moderate to fair in all regions.
- 13 JOHN COUGAR MELLENCAMP • UH-HUH • RIVA**  
**ADDS:** None. **HOTS:** KSHE, KYYX, WBLM, WNEW. **MEDIUMS:** WCCC, WMMS, WKLS, WOUR. **PREFERRED TRACKS:** Pink, Guitar, Crumblin'.  
**SALES:** Good to moderate in all regions.
- **MINK DEVILLE • WHERE ANGELS FEAR TO TREAD • ATLANTIC**  
**ADDS:** WOUR, WCCC, KEZY. **HOTS:** KNAC. **MEDIUMS:** WCCC, WHFS, WNEW. **PREFERRED TRACKS:** Open.  
**SALES:** Fair in all regions.
- 81 THE MOTELS • LITTLE ROBBERS • CAPITOL**  
**ADDS:** None. **HOTS:** WCCC, KYYX, WKLS. **MEDIUMS:** KEZY, WMMS, WNEW. **PREFERRED TRACKS:** Suddenly, Remember.  
**SALES:** Moderate to fair in all regions.
- 21 MOTLEY CRUE • SHOUT AT THE DEVIL • ELEKTRA**  
**ADDS:** None. **HOTS:** KSHE, WMMS, WKLS. **MEDIUMS:** WCCC, WBLM, WOUR, WSKS. **PREFERRED TRACKS:** Looks.  
**SALES:** Good to moderate in all regions.
- 49 NIGHT RANGER • MIDNIGHT MADNESS • MCA**  
**ADDS:** None. **HOTS:** WSKS. **MEDIUMS:** KSHE, WCCC, KYYX, WMMS, WBLM. **PREFERRED TRACKS:** America.  
**SALES:** Fair in Midwest.
- 22 OZZY OSBOURNE • BARK AT THE MOON • CBS**  
**ADDS:** None. **HOTS:** KSHE. **MEDIUMS:** WCCC, WBLM, WKLS, WOUR, WNEW, WSKS. **PREFERRED TRACKS:** Title.  
**SALES:** Moderate in all regions.

## MOST ACTIVE

LP Chart Position

- 125 RE-FLEX • THE POLITICS OF DANCING • CAPITOL**  
**ADDS:** None. **HOTS:** WHFS, WCCC, KNAC, KYYX, WNEW. **MEDIUMS:** KEZY, WBLM, WKLS. **PREFERRED TRACKS:** Title.  
**SALES:** Moderate to fair in all regions.
- 23 ROLLING STONES • UNDERCOVER • ROLLING STONES**  
**ADDS:** None. **HOTS:** KSHE, WCCC, KNAC, KYYX, WBLM, WOUR, WNEW, WSKS. **MEDIUMS:** KEZY, WMMS, WKLS. **PREFERRED TRACKS:** Undercover, Hot.  
**SALES:** Good to moderate in all regions.
- 15 THE ROMANTICS • IN HEAT • NEMPEROR**  
**ADDS:** None. **HOTS:** KEZY, KSHE, KYYX, WMMS, WSKS. **MEDIUMS:** WCCC, KNAC, WBLM, WOUR. **PREFERRED TRACKS:** Talking.  
**SALES:** Good to moderate in all regions.
- 18 38 SPECIAL • TOUR DE FORCE • A&M**  
**ADDS:** None. **HOTS:** KEZY, KSHE, WCCC, KYYX, WMMS, WBLM, WKLS, WNEW, WSKS. **MEDIUMS:** None. **PREFERRED TRACKS:** If, Back.  
**SALES:** Moderate in all regions.
- **DWIGHT TWILLEY • JUNGLE • EMI AMERICA**  
**ADDS:** KMET, WNEW, WOUR, WMMS, KNAC, KSHE, KEZY. **HOTS:** None. **MEDIUMS:** WMMS. **PREFERRED TRACKS:** Open.  
**SALES:** Just shipped.
- 24 U2 • UNDER A BLOOD RED SKY • ISLAND**  
**ADDS:** None. **HOTS:** WHFS, KNAC. **MEDIUMS:** KEZY, KSHE, WCCC, WBLM, WKLS. **PREFERRED TRACKS:** Follow, Sunday.  
**SALES:** Moderate to fair in all regions.
- 157 UTOPIA • OBLIVION • PASSPORT**  
**ADDS:** None. **HOTS:** None. **MEDIUMS:** WCCC, WMMS, WKLS, WOUR, WNEW. **PREFERRED TRACKS:** Open.  
**SALES:** Fair in all regions.
- 9 VAN HALEN • JUMP • WARNER BROS.**  
**ADDS:** None. **HOTS:** KEZY, KSHE, WCCC, KYYX, WMMS, WBLM, WKLS, WOUR, KMET. **MEDIUMS:** None. **PREFERRED TRACKS:** Title.  
**SALES:** Good in all regions.
- **WANG CHUNG • POINTS ON THE CURVE • GEFEN**  
**ADDS:** WHFS, KEZY, WKLS, WNEW. **HOTS:** None. **MEDIUMS:** KYYX, WMMS. **PREFERRED TRACKS:** Don't accept, ing to Ticke  
**SALES:** Just shipped.
- 4 YES • 90125 • ATCO**  
**ADDS:** None. **HOTS:** KSHE, KYYX, WMMS, WBLM, WKLS, WOUR, WNEW, WSKS, KMET. **MEDIUMS:** KEZY. **PREFERRED TRACKS:** Owner.  
**SALES:** Good in all regions.

## TOP 30 ALBUMS

	Weeks On 1/28 Chart		Weeks On 1/28 Chart
<b>1 BACKSTREET</b> DAVID SANBORN (Warner Bros. 9 23906-1)	1	<b>15 AUTUMN</b> GEORGE WINSTON (Windham Hill/A&M WH-1012)	15
<b>2 FUTURE SHOCK</b> HERBIE HANCOCK (Columbia FC 38814)	2	<b>16 TRAVELS</b> PAT METHENY GROUP (ECM 23791-1)	14
<b>3 THE CLARKE/DUKE PROJECT II</b> STANLEY CLARKE/GEORGE DUKE (Epic FE 38934)	4	<b>17 ON THE LINE</b> LEE RITENOUR (Musician/Elektra 9 60310-1)	25
<b>4 PASSIONFRUIT</b> MICHAEL FRANKS (Warner Bros. 9 23962-1)	6	<b>18 THIRD GENERATION</b> HIROSHIMA (Epic FE 38708)	20
<b>5 IMAGINE THIS</b> PIECES OF A DREAM (Elektra 9 60270-1)	7	<b>19 TARGET</b> TOM SCOTT (Atlantic 7 80106-1)	17
<b>6 FOXIE</b> BOB JAMES (Tappan Zee/Columbia FC 38801)	3	<b>20 LOW RIDE</b> EARL KLUGH (Capitol ST-12253)	23
<b>7 FILL UP THE NIGHT</b> SADAO WATANABE (Musician/Elektra 9 60297-1)	8	<b>21 THINK OF ONE . . .</b> WYNTON MARSALIS (Columbia FC 38641)	22
<b>8 IN YOUR EYES</b> GEORGE BENSON (Warner Bros. 9 23744-1)	9	<b>22 REUNION</b> RAMSEY LEWIS TRIO (Columbia FC 39158)	24
<b>9 DECEMBER</b> GEORGE WINSTON (Windham Hill/A&M WH-1025)	10	<b>23 OREGON</b> (ECM 23796-1)	21
<b>10 INDIVIDUAL CHOICE</b> JEAN-LUC PONTY (Atlantic 7 80098-1)	5	<b>24 SCENARIO</b> AL DI MEOLA (Columbia FC 38944)	13
<b>11 JARREAU</b> (Warner Bros. 9 23801-1)	11	<b>25 CITY KIDS</b> SPYRO GYRA (MCA 5421)	27
<b>12 TEASER</b> ANGELA BOFILL (Arista AL8-8198)	12	<b>26 SWEET RETURN</b> FREDDIE HUBBARD (Atlantic 7 80108-1)	26
<b>13 SHADOWDANCE</b> SHADOWFAX (Windham Hill/A&M WH-1029)	16	<b>27 LYRIC SUITE FOR SEXTET</b> CHICK COREA & GARY BURTON (ECM 23797-1)	—
<b>14 ROCKIN' RADIO</b> TOM BROWNE (Arista AL8-8107)	18	<b>28 WINTER INTO SPRING</b> GEORGE WINSTON (Windham Hill/A&M WH-1019)	—
		<b>29 FLUTE JUICE</b> DAVE VALENTIN (GRP Records GRP-A-1004)	30
		<b>30 STANDARDS, VOL. 1</b> KEITH JARRETT (ECM 23793-1)	19

## AIRPLAY

**KOCH BITES THE APPLE** — New York City Mayor Ed Koch will deliver the welcoming address at the New York Radio Broadcasters Assn.'s (NYMRAD) Ninth Annual Big Apple Radio awards. The ceremony will be held at the New York Sheraton Centre's Imperial Ballroom on March 14.

**INSPIRED SYNDICATION** — The first syndicated program to feature black contemporary gospel music along with other features relating to the history of gospel will debut nationally, according to Anderson Media Services. Thirty-year radio vet **Burke Johnson** will host.

**ARBITRON GOES TO MARKET** — Arbitron has announced that it has achieved enough support to create a new market in New England. The Portsmouth-Dover-Rochester market covers counties and towns in New Hampshire and Maine, and will be surveyed for the first time independently in the spring 1984 sweep.



**BIRCH BARK** — Birch Radio has announced a major reorganization of the company and a reshuffling of key executives. According to Birch president **Thomas C. Birch**, Birch Radio, Inc. becomes an operating subsidiary of parent Birch Research Corporation. As part of the change **David S. Gingold**, currently Birch Radio vice president/sales and marketing, becomes president of Birch Radio Inc. **NAMES IN THE NEWS** — **Nicholas Klernan** was awarded the second annual RADIORADIO affiliate relations award presented by RADIORADIO vice president and general manager **Robert Rick Dees** (r).

**CONGRATULATORY KIIS** — **Jeff Davidson** (c) president and chief executive officer of Gannett's Broadcasting Group, recently flew to Los Angeles to congratulate the staff of **KIIS-FM** on the outstanding rating success posted in Arbitron's fall book. Pictured with Davidson are **KIIS** president and general manager **Wally Clark** (l) and morning air personality **Rick Dees** (r).

**P. Kipperman**. The CBS group also gave **Susan Jacobl** an award for special excellence in recognition of her contributions to the company . . . Los Angeles news station **KNX** has awarded its **KNX** newsradio Woman of the Year award to astronaut **Sally Ride**, and its Man of the Year award to California Governor **George Deukmajian** . . . ABC radio sports has announced the signing of anchor team **Dave Barrett** and **Steve McPartlin**, and commentator **Walter Malmquist** to cover the 1984 winter and summer Olympic games for the ABC-FM network . . . **Alfred E. Burk**, vice president and general manager of Baltimore radio stations **WBAL** and **WIVY** has been named chairman of the Baltimore Region Radio Creative Screening for the 15th straight year . . . **WHYT** Detroit has named **Jim Cheveney** news director. Cheveney spent the last two years as morning news anchor at **WGAR**, Cleveland . . . **Linda Stern**, director of administration for ABC Radio Networks has been named to the newly created post of associated director of ABC Talkradio . . . Eagle syndication Inc., one of the nation's leading producers of television commercials for radio stations has named **Brad Lusk** vice president and general manager. Lusk will leave his position as general manager of **KRZN** radio in Denver . . . **Jim "Sno-Man" Snowden** has been promoted to group program director/radio division of the Amaturo Group Inc. Snowden will continue his duties at Houston's **KMJO-FM** . . . **Cathy Cason** has been named promotions director at **KRBE** Radio in Houston, Texas. She has been the morning show producer at the station since early 1983 . . . **WHYT** radio in Detroit has named **Russell (Buzz) Van Houton** as general sales manager. He comes to them from **WJR** where he held the position of national sales manager.

**CHANGES IN ATTITUDE** — New York radio station **WKHK** has abandoned its country format and has become **WLTW**, "Lite-FM 106.7." The station will play a soft all vocal blend of the top songs of yesterday and today, featuring such artists as **Barry Manilow**, **Frank Sinatra**, **The Carpenters**, and **Kenny Rogers**.

**HOLLY HONORED** — *The Day the Music Died*, a two-hour radio special will commemorate the 25th anniversary of the tragic plane crash that took the lives of **Buddy Holly**, **J.P. "Big Bopper" Richardson** and **Ritchie Valens**. The show is available through Creative Radio Shows of Van Nuys California, which suggests an air date of the weekend of Feb. 3-5.

**VALENTINE SPECIAL** — Arielle productions has announced the completion of *How To Make Love To Each Other*, a Valentine's Day music special. The two-hour radio show features the top adult contemporary ballads from the past 15 years highlighted by excerpts from the bestselling book of the same name as well as interviews with favorite stars about love, relationships, and the romance in their music. Arielle productions is the brainchild of **Leslie Corn** who was formerly director of programming for CBS RADIORADIO and director of program production for the ABC Radio Networks.

**HISTORIC ADDITION** — **WNBC** New York has added Drake-Chenault's *History of Rock and Roll* to its line up starting Feb. 20. The station is one of more than 150 around the country using the daily stripped feature.

**HIGH SPEED HONOR** — The Motor Racing Network has named **WMFR** of High Point, North Carolina to its third annual Honor Roll of Affiliated Radio Stations. MRN is America's largest producer of live coverage of major motorsport events and selects the honor roll from over 400 stations that carry its broadcasts.

**AND THE ENVELOPE PLEASE** — **KLOS-FM** in Los Angeles has announced the winner of the Miller High Life rock to riches contest for Los Angeles. The band **Brighton** will receive \$500 in Rickenbacker musical equipment, and is eligible to compete for the grand prize of \$25,000 in equipment. The winner will also have its song distributed across the nation by MCA records.

**SPORTSMAN'S RADIO** — Zebco's *Field and Stream Radio Show* has signed country songwriter and recording artist **Ronnie Rogers** to host the first nationally syndicated radio show for outdoor sportsman. The show debuts in March and will eventually appear on over 500 stations across the country.

**NOBLE ACQUISITION** — Noble Broadcast Consultants and Drake-Chenault Enterprises Inc. have announced the transfer of all services and contracts of Noble's Great Gold and adult contemporary formats to Drake-Chenault. Noble cited Drake-Chenault's reputation for quality and service as factors in its decision to transfer the accounts.

david adelson



**ODE TO LADY DAY** — Vocalist **Carmen McRae** (l) and tenorman **Zoot Sims** (r) performed a program of songs associated with **Billy Holiday** during a recent-week long stand at New York's **Blue Note Jazz Club**. Pictured with them is bassist **John Leftwich**.

## Playboy Jazz Tix Now On Sale

LOS ANGELES — Playboy Enterprises has announced that advance ticket order forms for the sixth annual Playboy Jazz Festival, set for June 16 and 17 at the Hollywood Bowl are now available. Playboy will only accept order forms from patrons purchasing tickets for both days of the festival. Tickets for single days will be available by mail order February 8.

Playboy also announced that ticket prices for the much anticipated southern California musical event will remain the same as last year. Tickets range from \$30.00 boxes to seats for \$19.50, \$15.00, \$12.50 and \$7.00 for each of the day-long shows.

Order forms for the tickets are available by writing to: Playboy Jazz Festival, c/o

Festival Productions, 9056 Santa Monica Blvd., #203, Los Angeles Ca. 90069. Additional information is available by calling the Playboy Jazz Festival Ticket Hotline, (213) 271-7577.

## Thank Evan P.R. Moves

LOS ANGELES — Thank Evan Publicity has announced the relocation of their offices to 11684 Ventura Blvd. #240, Studio City, California 91604. Telephone: (213) 508-9733.

## No 'On Jazz'

Fred Goodman is on vacation this week. "On Jazz" will appear in the next issue of **Cash Box**.



**GAP TRAINING** — Ronnie Wilson (l) and Charlie Wilson (r), members of the Grammy nominated Gap Band, rehearse new song for next album, as Lonnie Simmons, executive producer and founder of Total Experience Records (c), listens intently.

## THE RHYTHM SECTION

Solar recording group Shalamar is about to take on a new "look." Due to the unfortunate departure of singers Jeffrey Daniels and Jodi Watley, only Howard Hewett was left from the original trio. However, Solar's A&R department stepped in and after a nationwide search has picked Micki Free as the new guitarist. Free is currently coming off a string of successful ventures, including Evelyn King's latest album "Action" and can be heard as lead guitarist on Shalamar's "Dancing In The Sheets" track from the Paramount movie soundtrack Foot Loose. In addition, the versatile Free is also a writer/producer and is presently working with Vanity 6. . . And while Shalamar is regrouping, it should be known that the Grammy nominated group (for Best R&B Performance of the year by a Duo or group with Vocal with its single "Dead Giveaway") may have accomplished a first for the music industry. During the month of January, the L.A.-based group released three singles, "You Can Count On Me" from "The Look" album, "Deadline USA" from the MCA Records soundtrack of D.C. Cab, and "Dancing in the Sheets" . . . And finally, with two members of Shalamar safely in the stables, Solar Records president Ray Harris has begun a joint collaboration with radio stations in 10 major markets to find a female vocalist and a male break/pop dancer for the group. However, applications are being accepted from all parts of the country. Potential contestants of the talent search, which involves three levels — local, regional and national should contact the local radio station in their area advertising the search and submit both a cassette tape and recent photo. . . The winners will be given exclusive contracts with the group. The first of the preliminaries will be held in Chicago on January 28 followed by Los Angeles on February 3. The finals will be held in L.A. on February 21, 1984. . . Michael Johnson, alias "Space Cowboy," of the Jonzun Crew is at present working on a new project with former J. Gells lead singer Peter Wolf. Johnson, who's producing Wolf, is planning the release of his own new album soon. . . Sly and the Family Stone has a new name. Performing now without its founder and lead singer Sylvester Stone, the group will now call itself the New Family Stone. . . There's good news in the air for singer Kevin Smith. Smith has signed a seven-year album deal with L.A.-based St. Tropez records, owned by attorney Eddie Stelnbrecker. If you will remember, Kevin is a former member of the well known group the Commodores and had been brought in as lead singer to replace the departing

(continued on page 31)



**POINTERS PARTY** — RCA/Planet recording group The Pointer Sisters were feted by their label following their recent performance at Carnegie Hall. RCA artist Fonzi Thornton was among those at the party, which took place at the Cafe Carnegie. Pictured at the cafe are (l-r): John Boulos, local promotion representative, New York, RCA Records; Lisa Tonacci, music director, WPLJ; June, Ruth and Anita Pointer; G. Keith Alexander, of station WKTU; and Wendy Silversheln, music director, WPIX.

## TOP 75 ALBUMS

		Weeks On Chart		Weeks On Chart
1	<b>CAN'T SLOW DOWN</b> LIONEL RICHIE (Motown 6059ML)	1/28	13	
2	<b>THRILLER</b> MICHAEL JACKSON (Epic QE 38112)	2	59	
3	<b>BUSY BODY</b> LUTHER VANDROSS (Epic FE 39198)	4	7	
4	<b>NO PARKING ON THE DANCE FLOOR</b> MIDNIGHT STAR (Solar/Elektra 9 80241)	3	32	
5	<b>IN A SPECIAL WAY</b> DeBARGE (Gordy/Motown 8161GL)	5	18	
6	<b>IN THE HEART</b> KOOL & THE GANG (De-Lite/PolyGram DSR 8508)	8	9	
7	<b>I'M IN LOVE AGAIN</b> PATTI LABELLE (Philadelphia Int'l./CBS FZ 38539)	6	7	
8	<b>STAY WITH ME TONIGHT</b> JEFFREY OSBORNE (A&M SP-4940)	7	28	
9	<b>IT'S YOUR NIGHT</b> JAMES INGRAM (Qwest/Warner Bros. 9 23970-1)	11	13	
10	<b>THE GAP BAND V — JAMMIN'</b> THE GAP BAND (Total Experience/ PolyGram TE-13004)	10	21	
11	<b>FEVER</b> GON FUNK SHUN (Mercury/PolyGram 814 447-1 M-1)	9	12	
12	<b>YOURS FOREVER</b> ATLANTIC STARR (A&M SP-4948)	12	13	
13	<b>COMEDIAN</b> EDDIE MURPHY (Columbia FC 39005)	13	12	
14	<b>JOYSTICK</b> DAZZ BAND (Motown 8084ML)	28	8	
15	<b>FEEL MY SOUL</b> JENNIFER HOLLIDAY (Geffen GHS 4014)	16	18	
16	<b>STREET BEAT</b> THE DEELE (Solar/Elektra 9 60285-1)	17	8	
17	<b>TEASER</b> ANGELA BOFILL (Arista AL8-8198)	20	12	
18	<b>WOMAN OUT OF CONTROL</b> RAY PARKER, JR. (Arista AL8-8087)	18	11	
19	<b>HEAVEN ONLY KNOWS</b> TEDDY PENDERGRASS (Philadelphia Int'l./CBS FZ 38648)	15	12	
20	<b>ELECTRIC UNIVERSE</b> EARTH, WIND & FIRE (Columbia QC 38990)	19	10	
21	<b>YOU SHOULDN'T-NUF BIT FISH</b> GEORGE CLINTON (Capitol ST- 12308)	23	8	
22	<b>ROBBERY</b> TEENA MARIE (Epic FE 36862)	27	14	
23	<b>COLD BLOODED</b> RICK JAMES (Gordy/Motown 6043GL)	14	23	
24	<b>FUTURE SHOCK</b> HERBIE HANCOCK (Columbia FC 38814)	25	23	
25	<b>PREPPIE</b> CHERYL LYNN (Columbia FC 38961)	35	7	
26	<b>ON THE RISE</b> THE S.O.S. BAND (Tabu/CBS FZ 38697)	21	28	
27	<b>MADONNA</b> (Sire 9 23867-1)	28	19	
28	<b>NEVER SAY NEVER</b> MELBA MOORE (Capitol ST-12305)	22	9	
29	<b>IMAGINE THIS</b> PIECES OF A DREAM (Elektra 9 80270-1)	33	9	
30	<b>FACE TO FACE</b> EVELYN "CHAMPAGNE" KING (RCA AFL-4725)	31	8	
31	<b>I'M A BLUES MAN</b> Z.Z. HILL (Malaco 7415)	32	10	
32	<b>URBAN DANCE FLOOR GUERRILLAS</b> P. FUNK ALL-STARS (Uncle Jam/CBS RFZ 39188)	38	8	
33	<b>THE SONGSTRESS</b> ANITA BAKER (Beverly Glen BG 10002)	29	31	
34	<b>MARY JANE GIRLS</b> (Gordy/Motown 6040GL)	24	39	
35	<b>CANDY GIRL</b> NEW EDITION (Streetwise SWRL 3301)	37	30	
36	<b>STOMPIN' AT THE SAVOY</b> RUFUS AND CHAKA KHAN (Warner Bros. 9 23679-1)	30	23	
37	<b>CITY SLICKER</b> J. BLACKFOOT (Sound Town Allegiance ST-8002)	4		
38	<b>BREAK OUT</b> POINTER SISTERS (Planet/RCA BXL1-4705)	39	11	
39	<b>DREAMBOY</b> (Qwest/Warner Bros. 0 23988-1)	40	10	
40	<b>MERCILESS</b> STEPHANIE MILLS (Casablanca/PolyGram 811 348-1 M- 1)	34	24	
41	<b>ROCKIN' RADIO</b> TOM BROWNE (Arista AL8-8107)	41	18	
42	<b>VISIONS</b> GLADYS KNIGHT & THE PIPS (Columbia FC 38205)	47	38	
43	<b>ROCK 'N SOUL PART 1</b> DARYL HALL & JOHN OATES (RCA CPL 1-4858)	49	4	
44	<b>BACKSTREET</b> DAVID SANBORN (Warner Bros. 9 23908-1)	45	11	
45	<b>COLOUR BY NUMBERS</b> CULTURE CLUB (Virgin/Epic QC 39107)	53	3	
46	<b>THE LOOK</b> SHALAMAR (Solar/Elektra 9 60239)	46	27	
47	<b>BORN TO LOVE</b> PEABO BRYSON & ROBERTA FLACK (Capitol ST-12284)	38	26	
48	<b>SOMETHING GOOD</b> TYRONE DAVIS (Ocean Front OF/101)	48	11	
49	<b>ZAPP III</b> ZAPP (Warner Bros. 9 23875-1)	42	23	
50	<b>BELIEVER</b> CHIC (Atlantic 7 80107)	51	4	
51	<b>1999</b> PRINCE (Warner Bros. 9 23720-1F)	43	84	
52	<b>D'YA LIKE SCRATCHIN'</b> MALCOLM McLAREN (Island/Atco 7 90124-1-B)	80	2	
53	<b>DOIN' IT MY WAY</b> HOWARD JOHNSON (A&M SP-4981)	54	8	
54	<b>HOW MANY TIMES CAN WE SAY GOODBYE</b> DIONNE WARWICK (Arista AL8-8104)	55	18	
55	<b>THE BIG CHILL</b> ORIGINAL SOUNDTRACK (Motown 6082ML)	57	13	
56	<b>TRY IT OUT</b> KLIQUE (MCA-39008)	50	20	
57	<b>TRULY BAD</b> RON BANKS (CBS Associated FZ 39148)	64	3	
58	<b>E.S.P.</b> MILLIE JACKSON (Spring SPR-33-8740)	61	18	
59	<b>DIFFERENT STYLE!</b> MUSICAL YOUTH (MCA-5454)	—	1	
60	<b>BACK WHERE I BELONG</b> FOUR TOPS (Motown 8088ML)	83	15	
61	<b>CONTINUATION</b> PHILIP BAILEY (Columbia FC 38725)	62	22	
62	<b>WHAT A FEELIN'</b> IRENE CARA (Network/Geffen GHS 4021)	88	2	
63	<b>WE ARE ONE</b> MAZE featuring FRANKIE BEVERLY (Capitol ST-12262)	85	39	
64	<b>SHE WORKS HARD FOR THE MONEY</b> DONNA SUMMER (Mercury/PolyGram 812 285-1 M-1)	58	30	
65	<b>G FORCE</b> KENNY G (Arista AL8-8192)	—	1	
66	<b>UTOPIA</b> ENCHANTMENT (Columbia FC 38959)	89	3	
67	<b>LET ME BE YOURS</b> LILLO (Capitol ST-12290)	88	21	
68	<b>GET IT RIGHT</b> ARETHA FRANKLIN (Arista AL66019)	71	29	
69	<b>LIONEL RICHIE</b> (Motown 6007)	70	89	
70	<b>HIGH RISE</b> ASHFORD & SIMPSON (Capitol ST-12282)	75	22	
71	<b>WITH LOVE</b> FATBACK (Spring SPR-33-8741)	67	7	
72	<b>I'LL DO ANYTHING FOR YOU</b> LATIMORE (Malaco 7414)	73	13	
73	<b>TIPES OF PEACE</b> PAUL McCARTNEY (Columbia QC 39149)	58	8	
74	<b>RISE</b> RENE & ANGELA (Capitol ST-12267)	52	36	
75	<b>HERE AND NOW</b> RICHARD PRYOR (Warner Bros. 9 23981-1)	59	14	

# MOST ADDED SINGLES

- LET'S STAY TOGETHER — TINA TURNER — CAPITOL**  
WQKS, WLUM, WLE, KPRS, WGIV, KHYS, WEDR, XHRM, WATV, WXYV, KUKQ, WGMG, WGI, OK100
- AUTOMATIC — POINTER SISTERS — PLANET/RCA**  
WAIL, WRAP, KUKQ, WDRQ, WWDM, XHRM, WEDR, WILD, KGFJ, WAOK, KPRS, WYLD-FM, WZAK
- TOUCH — EARTH, WIND & FIRE — COLUMBIA**  
WJLB, WDAS-FM, WYLD-FM, KGFK, WAMO, WBMX, WGIV, KHYS, XHRM, WATV, KSOL, KMJM
- FRESH — TYRONE BRUNSON — BELIEVE IN A DREAM/CBS**  
WPAL, WQKS, WOKB, WLE, KPRS, KHYS, WLOU, XHRM, WWDM, KUKQ, WRAP, OK100
- IT'S GONNA BE SPECIAL — PATTI AUSTIN — QWEST**  
WQKS, WLE, KPRS, WHUR, WDIA, WILD, WNHC, WHRK, WPLZ, WWDM, WXYV, WRAP
- THIS MEANS WAR — IMAGINATION — ELEKTRA**  
WJLB, WRBD, KGFJ, WDIA, WEDR, WHRK, XHRM, WXYV, WRAP, KDIA, OK100

# MOST ADDED ALBUMS

- POSITIVE POWER — STEVE ARRINGTON'S HALL OF FAME — ATLANTIC**  
WLOU, WGIV, WHUR, KPRS, WZAK, WOKB, WTLC, WRBD, WQKS, WCIN, WDMT, WPAL
- IT'S YOUR NIGHT — JAMES INGRAM — QWEST/WARNER BROS.**  
KMJM, KDIA, KHYS
- IN BLACK AND WHITE — JENNY BURTON — ATLANTIC**  
WGIV, KHYS, WTLC

# UP AND COMING

- MORE, MORE, MORE — ATLANTIC STARR — A&M**  
**DON'T LOOK ANY FURTHER — DENNIS EDWARDS — MOTOWN**  
**DO YOU WANNA LOVER — HOTBOX — POLYDOR/POLYGRAM**  
**LOVE HAS FINALLY COME AT LAST — BOBBY WOMACK AND PATTI LABELLE — BEVERLY GLEN**

# BLACK RADIO HIGHLIGHTS

**WAOK — ATLANTA — LARRY TINSLEY, PD**  
HOTS: J. Blackfoot, P. LaBelle, R. James/S. Robinson, J. Ingram/M. McDonald, Twilight 22, Shannon, L. Richie, C. Lynn, H. Hancock, E. King, Dazz Band, Planet Patrol, J. Osborne, Mtume, S. Arrington, The Dells, Michael Jackson, Earth, Wind & Fire, T. Brunson, T. Turner. ADDS: Ashford & Simpson, Atlantic Starr, J. Burton, A. Baker, Kathy Pinto, Pointer Sisters, Dreamboy, B. Griffin.

**WXYV — BALTIMORE — MARK WILLIAMS, MD**  
HOTS: L. Vandross, Pieces Of A Dream, The Deele, A. Bofill, R. James/S. Robinson, P. LaBelle, E. King, J. Blackfoot, Kool & The Gang, H. Hancock, R. Banks, "D" Train, J. Ingram, L. Richie. ADDS: Malcolm X, The Dells, P. Austin, Imagination, T. Turner, Atlantic Starr, B. Nunn, B. Mason, Major Harris, Wrecking Crew. LP ADD: Wrecking Crew.

**WATV — BIRMINGHAM — RON JANUARY, MD — #1 — PATTI LABELLE**  
HOTS: B. Nunn, Kool & The Gang, L. Richie, Shannon, L. Vandross, Dreamboy, J. Ingram, J. Holliday, Run D.M.C., DeBarge, S. Lattisaw, T. Marie, C. Lynn, Dazz Band, "D" Train, Twilight 22, R. Parker, Jr., M. Staples, The Deele, M. McLaren. ADDS: T. Browne, T. Turner, L. Williams, Miss Louistein, Earth, Wind & Fire, Zapp, Isley Brothers, Rufus & C. Khan, M. Moore, Hot Thoughts.

**WILD — BOSTON — ELROY SMITH, MD — #1 — PATTI LABELLE**  
JUMPS: 9 To 5 — "D" Train, 10 To 6 — The Deele, 13 To 8 — J. Ingram, 12 To 9 — A. Bofill, 15 To 12 — T. Pendergrass, 18 To 13 — Run D.M.C., 17 To 14 — C. Lynn, 21 To 16 — J. Holliday, 22 To 17 — Musical Youth, 26 To 19 — J. Blackfoot, 24 To 20 — Tavares, 25 To 21 — New Edition, 27 To 23 — L. Webb, 29 To 25 — Indeeep, Ex To 24 — Laid Back, Ex To 27 — D. Warwick, Ex To 30 — A. Baker. ADDS: Pointer Sisters, Enchantment, P. Austin, The Dells, D. Edwards. LP ADD: T. Marie.

**WPAL — CHARLESTON — DON KENDRICKS — #1 — C. LYNN**  
HOTS: J. Ingram, P. LaBelle, Michael Jackson, Shannon, Con Funk Shun, Kool & The Gang, 10-Speed, L. Vandross, H. Johnson, H. Hancock, Kraftwerk, L. Richie, Run D.M.C., Zapp, R. James, The Deele, B. Nunn, A. Baker, D. Ross, J. Burton. ADDS: C. Hairston, J. Cliff, B. Loren, Malcolm X, Soul Kings, Silngshot, T. Brunson, Sequence. LP ADDS: S. Arrington, Lipps, Inc.

**WGIV — CHARLOTTE — HAL HARRILL, PD — #1 — SHANNON**  
HOTS: L. Vandross, L. Richie, Junior, C. Lynn, Kool & The Gang, P. Bailey, A. Baker, P. Bryson/R. Flack, P. LaBelle, Dreamboy, I. Cara. ADDS: K.C., Shalamar, Earth, Wind & Fire, T. Turner, Ashford & Simpson. LP ADDS: S. Arrington, J. Burton.

**WGCI — CHICAGO — GRAHAM ARMSTRONG, PD**  
HOTS: P. LaBelle, C. Lynn, G.M.F. & M. Mel, J. Holliday, Con Funk Shun, Dreamboy, "D" Train, J. Blackfoot, Kool & The Gang, L. Richie, Musical Youth, Pieces Of A Dream, Dazz Band, L. Richie, The Deele, B. Nunn, Grandmixer D.St., L. Vandross, Cuba Gooding, Laid Back, J. Ingram/M. McDonald, O'Bryan, Twilight 22, R. Parker, Jr., Junior. ADDS: D. Edwards, Tina Turner, Run D.M.C., M. Wilder.

**WCIN — CINCINNATI — SID KENNEDY, MD — #1 — J. INGRAM**  
HOTS: P. LaBelle, Royalcash, P. Bryson/R. Flack, L. Vandross, Con Funk Shun, L. Richie, Junior, A. Baker, M. Staples, "D" Train, D. Summer, P. Bailey, I. Cara. ADDS: Hotbox, C. Lynn, B. Griffin, Rockers' Revenge, J. Burton, G. Kranz, E.P.M., Commodores. LP ADD: S. Arrington.

**WDMT — CLEVELAND — DEAN DEAN, MD — #1 — "D" TRAIN**  
HOTS: P. LaBelle, Shannon, Pieces Of A Dream, J. Ingram, Run D.M.C., Prince, J. Osborne, The Deele, Yes, Grandmixer D. St., K.C., M. McLaren, C. Lynn, Earth, Wind & Fire, Dreamboy, P. Bailey, D. Summer, A. Baker, M. Moore, Spoonie Gee. ADDS: E. King, B. Mason, Messenger Service, S. Arrington. LP ADDS: S. Arrington, P. LaBelle.

**WDRQ — DETROIT — MIKE STRATFORD, MD**  
HOTS: Dazz Band, DeBarge, The Deele, Earth, Wind & Fire, J. Burton, L. Vandross, Run D.M.C. ADDS: Homi & Jarvis, Pointer Sisters, R. Parker, Jr., Shalamar, T. Browne.

**WRBD — FT. LAUDERDALE — JOE FISHER, PD — #1 — J. BLACKFOOT**  
JUMPS: 9 To 6 — L. Vandross, 10 To 7 — Freeez, 14 To 8 — Pieces Of A Dream, 27 To 9 — Shannon, 14 To 10 — 10-Speed, 17 To 12 — Chic, 21 To 14 — Grandmixer D. St., 25 To 15 — L. Richie, 23 To 20 — Musical Youth, 35 To 27 — Dayton, 30 To 23 — E. King, 37 To 24 — T. Marie, 39 To 26 — Spoonie Gee, 33 To 27 — T. Pendergrass, 34 To 29 — B. Nunn, 46 To 30 — Dreamboy, 35 To 32 — Jones Girls, 43 To 33 — Run D.M.C., 44 To 34 — Yes, 48 To 35 — S. Arrington, 49 To 36 — Clubhouse, 45 To 37 — J. Boyce, Ex To 38 — Malcolm X, 44 To 39 — T. Davis, Ex To 40 — S. Clarke/G. Duke, Ex To 42 — J. Os-

borne, Ex To 43 — Shalamar, Ex To 44 — Inner Life, Ex To 45 — C. Lynn, Ex To 47 — T. Turner, Ex To 48 — T. Brunson. ADDS: Imagination, M. McLaren, World Premier, Rockers' Revenge, E.P.M., Rufus & C. Khan, Mtume, Sequence, Planet Patrol. LP ADDS: S. Arrington, L. Ritenour, Musical Youth.

**WQMG — GREENSBORO — SHELLY BYNUM, MD — #1 — JAMES INGRAM**  
HOTS: J. Osborne, Kool & The Gang, T. Marie, Dreamboy, C. Lynn, I. Cara, Culture Club. ADDS: T. Turner, Clubhouse, Rockwell, Shalamar. LP ADDS: Dazz Band, R. Parker, Jr.

**KMJQ — HOUSTON — JIM "SNOWMAN" SNOWDEN, PD — #1 — PRINCE**  
HOTS: T. Marie, L. Vandross, E. King, "D" Train, Shannon, Star-Studded Strutters, C. Lynn, Kool & The Gang, Michael Jackson. ADDS: Run D.M.C., L. Richie, Yes. LP ADD: Dreamboy.

**WTLC-FM — INDIANAPOLIS — KELLY CARSON, PD — #1 — LUTHER VANDROSS**  
HOTS: J. Blackfoot, C. Lynn, H. Johnson, Grandmixer D. St., J. Holliday, R. Banks, J. Ingram, M. Staples, Dazz Band, Disco Four, Freeez, D. Ross, Musical Youth, E. King, Chic, P. Bailey, P. Bryson/R. Flack, H. Hancock, Spoonie Gee, Planet Patrol. ADDS: New World, Rufus & C. Khan, E.P.M., Kenny G, Output, B. Griffin, L. Webb, West Phillips. LP ADDS: S. Arrington, Sylvester, J. Burton.

**KPRS — KANSAS CITY — PRIM CARTER, PD — #1 — PATTI LABELLE**  
JUMPS: 5 To 2 — DeBarge, 35 To 31 — Pieces Of A Dream, 36 To 32 — B. Summers, 37 To 34 — "D" Train, 38 To 35 — Royalcash, 40 To 36 — J. Burton, Ex To 37 — Race, Ex To 38 — T. Davis, Ex To 25 — Shannon, Ex To 40 — R. Banks. ADDS: P. Wynne, B. Griffin, Shalamar, T. Brunson, D. Edwards, New Guys On The Block, P. Austin, Pointer Sisters, Evan Rogers, G. Krantz, West Phillips, T. Turner. LP ADDS: S. Arrington, G. Clinton.

**KGFJ — LOS ANGELES — LIDIA NICOLE, MD — #1 — PATTI LABELLE**  
HOTS: L. Vandross, Kool & The Gang, Shannon, A. Bofill, "D" Train, L. Richie, H. Johnson, J. Ingram/M. McDonald, Musical Youth, H. Hancock, Kraftwerk, L. Richie, Run D.M.C., Zapp, R. James, The Deele, B. Nunn, A. Baker, D. Ross, J. Burton. ADDS: Robert White, Dreamboy, Imagination, Earth, Wind & Fire, Pointer Sisters, D. Warwick, D. Edwards, G.L.O.B.E. & Whiz Kids. LP ADDS: E. King, D. Valentine, G.T.

**WLOU — LOUISVILLE — BILL PRICE, PD — #1 — J. INGRAM**  
HOTS: Run D.M.C., "D" Train, L. Richie, Madonna, Chic, R. James, L. Vandross, A. Bofill, Spoonie Gee, Shannon, Pieces Of A Dream, P. Wynne, A. Baker, D. Ross, P. Bryson/R. Flack, Dayton, L. Williams, P. LaBelle, C. Lynn, Race. ADDS: T. Brunson, Grandmixer D. St., J. Osborne, Rockwell. LP ADD: The Deele.

**WDIA — MEMPHIS — BOBBY O'DAY, PD**  
HOTS: Dazz Band, J. Blackfoot, Twilight 22, P. LaBelle, C. Lynn, A. Bofill, J. Ingram, DeBarge, Shannon, "D" Train, H. Hancock, Grandmixer D.St., Dreamboy, R. Parker, Jr., The Deele, Run D.M.C. ADDS: Shalamar, Rufus & C. Khan, P. Austin, B. Griffin, Imagination, Race.

**WHRK — MEMPHIS — JIMMY SMITH, MD**  
HOTS: P. LaBelle, Laid Back, Rockwell, R. Parker, Jr., Dreamboy, Culture Club, Romantics, C. Lynn, Shannon, J. Ingram, Kool & The Gang. ADDS: Imagination, D. Edwards, Art Of Noise, P. Austin.

**WEDR — MIAMI — GEORGE JONES, PD — #1 — PLANET PATROL**  
HOTS: "D" Train, The Deele, S. Woods, L. Vandross, S. Mills, P. LaBelle, Kool & The Gang, J. Blackfoot, Dazz Band, Freeez, P. Wynne, H. Johnson, Jones Girls, B. Mason, J. Burton, Grandmixer D. St., C. Lynn, Run D.M.C., B. Nunn, Warp 9. ADDS: Pointer Sisters, The Sequence, R. Laing, Gem, C. Jackson, T. Turner, Imagination, J. Osborne, World Premier, P. Bryson.

**WLUM-FM — MILWAUKEE — SUSIE AUSTIN, MD**  
HOTS: Yes, Culture Club, Grand Master Flash/M. Mel, Rockwell, P. LaBelle, Shannon, R. Parker, Jr., Twilight 22, Michael Jackson, Prince. ADDS: Genesis, Police, Van Halen, T. Turner, Hall & Oates, Shalamar.

**WNHC — NEW HAVEN — JAMES JORDAN, PD — #1 — C. LYNN**  
HOTS: P. LaBelle, L. Richie, J. Holliday, R. Parker, Jr., E. King, P. McCartney/M. Jackson, Shannon, Tom Tom Club, B. Mason, Tavares, S. Mills, New Edition, Elbow Bones & The Rackateers, Arnie's Love, A. Baker, Planet Patrol, Culture Club, The Dells, World Premier, Gem. ADDS: P. Austin, B. Griffin, Major Harris, Wes Phillips.

(continued on page 31)

# MOST TALENTED LADIES

43

**MELBA MOORE**  
"LIVIN' FOR YOUR LOVE"  
FROM THE LP-NEVER SAY NEVER



Capitol  
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65

**TINA TURNER**  
"LET'S STAY TOGETHER"  
ACROSS-THE-BOARD SMASH!







# Winter Storms, Deep Freeze Have Little Effect On Tours

by Anita M. Wilson

NASHVILLE — The 1983-84 Winter season has been severely hit by a series of record breaking snowstorms and freezing temperatures that have virtually paralyzed certain areas of the country. While the storms took most people by surprise, touring artists have for the most part continued touring with only a handful of cancellations and accidents reported.

A primary reason why country artists have not had more problems is because booking agents have consciously tried to keep their artists booked in the south or in California, and away from states that are usually hit hard with bad weather.

"We only go up north in the summer," stated Dan Wojcik, president of the Shorty Lavender Talent Agency, "and as far as the weather goes, we traditionally have markets that we play in the south and we hit those markets during this time of the year."

Other booking agents including Joanne Berry with World Class Talent seconded Wojcik's thoughts. "We try to avoid venues in the north during these times, but sometimes you can't," she explained. "The buildings are not always available in cities that you want so you go with some that are a little iffy, like Wichita and Oklahoma."

Other organizations such as The Oak Ridge Boys plan dates that will keep the group in one city for several days. "Before the Kenny Rogers tour came up, we were planning on a series of 'sit-down' arrangements where we were at one location for three to four days," explained Danny Watkins, operations manager. For the group's upcoming concerts he has implemented this plan and the group is scheduled to play at certain cities for several consecutive days.

Jack Sublette, president, Top Billing, explained that the promoters have also cut back on booking in the past few years.

"In the late 70s, he said, "we had a tremendous amount of cancellations throughout the Midwest. There was a change in booking as promoters became very cautious and skeptical about booking acts during the winter months. I think the talent buyers have cut back a little fearing the chance of cancellation."

Despite this year's storms, very few country artists have had to cancel or postpone shows. When Texas was hit by a cold storm, Gary Stewart had to postpone a concert. Another Shorty Lavender artist, Earl Thomas Conley, had to cancel a couple of dates in Colorado when the state was hit by a series of snowstorms. A big obstacle for artists on the circuit is contending with transportation problems. Icy roads can be disastrous for buses and trucks as Mel McDaniel and Charlie

Daniels learned. While travelling to a television taping in Nashville, McDaniel's bus went off the road and into a ditch.

Daniels also had transportation problems which forced him to cancel his first concert ever. Daniels and his band were scheduled for a Dec. 28 date in Jacksonville, Fla., but a snowstorm hit Tennessee leaving the equipment trucks stranded in eastern Tennessee. "The trucks had to go and pick up the sound and lighting equipment from Indianapolis and St. Louis, but they couldn't get back to Nashville," recalled B.B. Evans, tour coordinator for Daniels. "One truck had a wreck and got a hole in the side of the trailer. They couldn't get over Mt. Eagle near Chattanooga. We thought about flying everyone down to Jacksonville and renting the equipment, but it would have cost a fortune and we weren't sure we could land in Jacksonville because they were having problems too."

The CDB also had problems when they travelled to Chicago earlier this winter. "On the past trip near Chicago, the water in Charlie's bus froze so he had to stay in a hotel," stated Evans. "Then the trucks arrived and there were several hours before we had to use them so they turned them off. When we tried to start them up they wouldn't. It was -20 degrees in Maryville and with diesel engines it took forever to re-start them." For an upcoming concert in Lake Tahoe, the CDB organization purchased tire chains for the buses and trucks to help insure safe passage.

Watkins concurred that unforeseen problems with the trucks cause the biggest headaches when touring during the winter. "You always worry about something freezing up or a bus breaking down, and then there's no heat for the eight to 10 people on that bus." Dan Wojcik added that "the main problem with touring at times would be the buses not being able to get there." He went on to say that "another problem is when it's real cold on the outside, the auditorium could experience power difficulties which might cause the show to be delayed." Scott Farragher summed up the feelings, stating, "It's just the same problems they always have when they're on the road... the weather makes it unpleasant and inconvenient, but it hasn't stopped anyone yet."

Another problem booking agents have been faced with is when their artists do make it to a concert, the audience may not. "The weather has definitely caused problems with all the snow and ice," said World Class Talent's Berry. "It's hard for people to get out and it's hurt us in ticket sales. If we postpone the show we have no guarantee that the weather will be better at a later date so we go ahead with the scheduled dates."



**NETWORK GETS EXILED** — Members of Epic recording group Exile recently visited with Music Country Network radio host Charlie Douglas to promote their latest single "Woke Up In Love." Pictured above at the WSM-AM/FM studios in Nashville standing are (l-r): J. P. Pennington and Marlon Hargis of Exile; and Rich Schwan, director, national promotion, E/P/A, Nashville. Pictured seated are (l-r): Exile members Sonny Lemaire, Les Taylor and Steve Goetzman, and Douglas.

## Anderson's "Swingin'" Gets MCN Song Of The Year

by Anita M. Wilson

NASHVILLE — John Anderson's "Swingin'" was named Song Of The Year at the Fourth Annual Music City News Top Country Hits Of The Year awards show, broadcast live from the Andrew Jackson Theatre of the Tennessee Performing Arts Center on Jan. 18. Cohosted by Ray Stevens and Sylvia, the show was broadcast live on almost 50 stations and taped for future syndication.

Cowritten by Anderson and Lionel Delmore, "Swingin'" was the top winner in the 10-song category which was voted on by subscribers of Music City News. During the two-hour broadcast, Don Williams was honored with the first Music City News Songwriter and Patron's Award. Cohost Ray Stevens was also presented with a special Hall of Fame award "for outstanding service to country music." Stevens was inducted into the Nashville Songwriters Assn. International (NSAI) Hall of Fame in 1980.

### Other Finalists

Other songs joining "Swingin'" in the finals were "American Made," written by Bob DiPiero and Pat McManus (recorded by The Oak Ridge Boys); "Close Enough To Perfect," Carl Chambers (Alabama); "The Closer You Get," James P. Pennington and Mark Gray (Alabama); "He's A Heartache," Larry Henly and Jeff Silbar (Janie Fricke); "I.O.U.," Kerry Chater and Austin Roberts

(Lee Greenwood); "It Ain't Easy Being Easy," Shauna Harrington, Mark Gray and Les Taylor (Janie Fricke); "The Love She Found In Me," Dennis Linde and Bob Morrison (Gary Morris); "The Rose," Amanda McBroom (Conway Twitty); and "Thank God For Kids," Eddy Raven (The Oak Ridge Boys).

Highlighting the awards ceremony were performances by several country music artists and songwriters including cohosts Sylvia and Stevens. Live and prerecorded performances were featured throughout the night by Janie Fricke, Lee Greenwood, The Osmond Brothers, Mark Gray, Gary Morris, John Anderson, The Oak Ridge Boys and Alabama. The show was a Multimedia Entertainment production with Richard C. Thrall as producer and Steve A. Womack directing.

## CMA Schedules Board Meeting

NASHVILLE — The Country Music Assn. (CMA) board of directors will hold its first meeting of the year at Walt Disneyworld in Orlando, Fl., Feb. 7-9.

Sixteen of the organization's committees will meet on Tuesday, Feb. 7 and Wednesday, Feb. 8, prior to convening as a full board on Wednesday and Thursday, Feb. 9 & 10. The board is planning to outline the goals of the CMA for 1984.

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TOP 75 ALBUMS

	Weeks On Chart	1/26	1/28	Chart
<b>1</b> <b>DON'T CHEAT IN OUR HOMETOWN</b> RICKY SKAGGS (Epic FE 36954)	2	14		
<b>2</b> <b>EYES THAT SEE IN THE DARK</b> KENNY ROGERS (RCA AFL 1-4679)	1	20		
<b>3</b> <b>THE CLOSER YOU GET . . .</b> ALABAMA (RCA AHL 1-4662)	3	47		
<b>4</b> <b>RIGHT OR WRONG</b> GEORGE STRAIT (MCA-5450)	4	12		
<b>5</b> <b>SOMEBODY'S GONNA LOVE YOU</b> LEE GREENWOOD (MCA 5408)	5	44		
<b>6</b> <b>WITHOUT A SONG</b> WILLIE NELSON (Columbia FC 39110)	7	11		
<b>7</b> <b>THAT'S THE WAY LOVE GOES</b> MERLE HAGGARD (Epic FE 38615)	17	21		
<b>8</b> <b>MAN OF STEEL</b> HANK WILLIAMS, JR. (Warner/Curb 9 23924-1)	6	14		
<b>9</b> <b>PANCHO &amp; LEFTY</b> MERLE HAGGARD/WILLIE NELSON (Epic FE 37958)	9	34		
<b>10</b> <b>TWENTY GREATEST HITS</b> KENNY ROGERS (Liberty LV-51152)	10	11		
<b>11</b> <b>DELIVER</b> OAK RIDGE BOYS (MCA-5455)	6	13		
<b>12</b> <b>DON'T MAKE IT EASY FOR ME</b> EARL THOMAS CONLEY (RCA AHL 1-4713)	11	30		
<b>13</b> <b>CHEAT THE NIGHT</b> DEBORAH ALLEN (RCA MHL 1-6514)	13	12		
<b>14</b> <b>ALL THE PEOPLE ARE TALKIN'</b> JOHN ANDERSON (Warner Bros. 9 23912-1)	12	14		
<b>15</b> <b>WHY LADY WHY</b> GARY MORRIS (Warner Bros. 9 23736-1)	15	20		
<b>16</b> <b>CAGE THE SONGBIRD</b> CRYSTAL GAYLE (Warner Bros. 9 23956-1)	16	11		
<b>17</b> <b>SLOW BURN</b> T.G. SHEPPARD (Warner/Curb 9 23911-1)	22	13		
<b>18</b> <b>IN MY EYES</b> JOHN CONLEE (MCA-5434)	16	20		
<b>19</b> <b>WAYLON AND COMPANY</b> WAYLON JENNINGS (RCA AHL 1-4628)	19	12		
<b>20</b> <b>DON'T LET OUR DREAMS DIE YOUNG</b> TOM JONES (Mercury/PolyGram 614 448-1 M-1)	25	7		
<b>21</b> <b>GREATEST HITS, VOL. II</b> LARRY GATLIN & THE GATLIN BROTHERS BAND (Columbia FC 38923)	21	12		
<b>22</b> <b>GREATEST HITS, VOL. II</b> EDDIE RABBITT (Warner Bros. 9 23925-1)	14	22		
<b>23</b> <b>WHITE SHOES</b> EMMYLOU HARRIS (Warner Bros. 9 23961-1)	23	11		
<b>24</b> <b>LOVE LIES</b> JANIE FRICKE (Columbia FC-38730)	24	13		
<b>25</b> <b>A LITTLE GOOD NEWS</b> ANNE MURRAY (Capitol ST-12301)	20	17		
<b>26</b> <b>TODAY</b> THE STATLER BROTHERS (Mercury/PolyGram 422 812 184 1M1)	33	13		
<b>27</b> <b>LET'S GO</b> NITTY GRITTY DIRT BAND (Liberty-LT-51146)	27	9		
<b>28</b> <b>GREATEST HITS</b> DOLLY PARTON (RCA AFL-1-4422)	26	50		
<b>29</b> <b>ROLL ON</b> ALABAMA (RCA AHL 1-4939)		1		
<b>30</b> <b>EXILE</b> (Epic FE 39154)	43	6		
<b>31</b> <b>MOUNTAIN MUSIC</b> ALABAMA (RCA AHL 1-4229)	31	100		
<b>32</b> <b>THE EPIC COLLECTION</b> MERLE HAGGARD (Epic FE 39159)	32	7		
<b>33</b> <b>GREATEST HITS</b> JOHN CONLEE (MCA-5404)	29	42		
<b>34</b> <b>KEYED UP</b> RONNIE MILSAP (RCA AHL 1-4670)	26	42		
<b>35</b> <b>THE GREAT AMERICAN DREAM</b> B.J. THOMAS (Cleveland Int'l/Columbia FC 39111)	42	7		
<b>36</b> <b>SPUN GOLD</b> BARBARA MANDRELL (MCA-5377)	36	25		
<b>37</b> <b>TAKE IT TO THE LIMIT</b> WILLIE NELSON WITH WAYLON JENNINGS (Columbia FC 38562)	37	39		
<b>38</b> <b>IF YOU'RE GONNA DO ME WRONG</b> VERN GOSDIN (Compleat CPL-1-1004)	38	36		
<b>39</b> <b>HANK WILLIAMS, JR.'S GREATEST HITS</b> (Elektra/Curb 9 60193-1)	40	69		
<b>40</b> <b>THE WOMAN IN ME</b> CHARLY McCLAIN (Epic FE 39154)	47	6		
<b>41</b> <b>NIGHT GAMES</b> CHARLEY PRIDE (RCA AHL 1-4622)	41	19		
<b>42</b> <b>HANGIN' UP MY HEART</b> SISSY SPACEK (Atlantic America 7 90100 1)	30	17		
<b>43</b> <b>HIGHWAYS &amp; HEARTACHES</b> RICKY SKAGGS (Epic FE 37996)	34	70		
<b>44</b> <b>YELLOW MOON</b> DON WILLIAMS (MCA 5407)		1		
<b>45</b> <b>THE HEART NEVER LIES</b> MICHAEL MARTIN MURPHEY (Liberty 51150)		1		
<b>46</b> <b>THE MAN IN THE MIRROR</b> JIM GLASER (Noble Vision 2001)	46	7		
<b>47</b> <b>A LIFETIME OF SONG</b> MARTY ROBBINS (Columbia KC2 36670)	39	19		
<b>48</b> <b>MIDNIGHT FIRE</b> STEVE WARINER (RCA AHL 1-4659)	49	7		
<b>49</b> <b>T.G. SHEPPARD'S GREATEST HITS</b> (Warner/Curb 9 23641-1)	56	37		
<b>50</b> <b>CRYSTAL GAYLE'S GREATEST HITS</b> (Columbia FC 36603)	52	26		
<b>51</b> <b>RED HOT</b> SHELLY WEST (Warner/Vive 9 23963-1)	54	11		
<b>52</b> <b>BEHIND THE SCENE</b> REBA McENTIRE (Mercury/PolyGram 612 761-1 M-1)	55	7		
<b>53</b> <b>MEMORY LANE</b> JOE STAMPLEY (Epic FE 36964)	53	7		
<b>54</b> <b>SHINE ON</b> GEORGE JONES (Epic FE 36406)	50	41		
<b>55</b> <b>MOVIN' TRAIN</b> THE KENDALLS (Mercury/PolyGram 612 779-1)	45	16		
<b>56</b> <b>COUNTRY BOY'S HEART</b> RONNIE McDOWELL (Epic FE 38981)	56	11		
<b>57</b> <b>LITTLE BY LITTLE</b> GENE WATSON (MCA-5440)	66	2		
<b>58</b> <b>WHAT CAN I SAY</b> GAIL DAVIES (Warner Bros. 9 23972-1)	67	2		
<b>59</b> <b>JONES COUNTRY</b> GEORGE JONES (Epic FE 36976)	35	11		
<b>60</b> <b>INSIDE AND OUT</b> LEE GREENWOOD (MCA-5305)	44	6		
<b>61</b> <b>FEELS SO RIGHT</b> ALABAMA (RCA AHL 1-3930)	64	150		
<b>62</b> <b>ALWAYS ON MY MIND</b> WILLIE NELSON (Columbia FC 37951)	46	39		
<b>63</b> <b>IT AIN'T EASY</b> JANIE FRICKE (Columbia FC 36214)	63	69		
<b>64</b> <b>MY HOME'S IN ALABAMA</b> ALABAMA (RCA AHL 1-3644)	66	2		
<b>65</b> <b>HEY BARTENDER</b> JOHNNY LEE (Warner Bros. 9 23689-1)	69	2		
<b>66</b> <b>THE BELLAMY BROTHERS GREATEST HITS</b> (Warner/Curb 9 23967-1)	59	76		
<b>67</b> <b>WILD &amp; BLUE</b> JOHN ANDERSON (Warner Bros. 9 23721-1)	60	66		
<b>68</b> <b>AMERICAN MADE</b> OAK RIDGE BOYS (MCA-9390)	62	51		
<b>69</b> <b>SNAPSHOT</b> SYLVIA (RCA AHL 1-4672)	57	35		
<b>70</b> <b>IT'S ABOUT TIME</b> JOHN DENVER (RCA AFL 1-4683)	61	6		
<b>71</b> <b>WE'VE GOT TONIGHT</b> KENNY ROGERS (Liberty LT-51143)	71	46		
<b>72</b> <b>GREATEST HITS</b> JOHNNY LEE (Warner Bros. 9 23967-1)	65	11		
<b>73</b> <b>A DECADE OF HITS</b> THE CHARLIE DANIELS BAND (Epic FE 36795)	72	27		
<b>74</b> <b>TOO HOT TO SLEEP</b> LOUISE MANDRELL (RCA AHL 1-4620)	73	15		
<b>75</b> <b>GREATEST HITS</b> KENNY ROGERS (Liberty LOO 1070)	51	151		

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## THE COUNTRY MIKE

**THE SILVER EAGLE PREMIERS** — WKLR/Toledo program director Marc Adams has announced the addition of *The Silver Eagle* to the station's Saturday night lineup. *The Silver Eagle* is a weekly show that travels across the nation to talk with the top stars in country music. Featured artists in the past have included Alabama, John Anderson, Lee Greenwood, and the Ricky Skaggs Band. *The Silver Eagle* will be celebrating its third anniversary of concerts with performances from across the country featuring Merle Haggard, The Oak Ridge Boys, Alabama and others. *The Silver Eagle* is heard weekly on over 400 stations nationwide.

**FORMAT CHANGE** — Effective Jan. 23, 1984, WKHK/New York changed its call letters to WLTW. The station changed its format from country to an adult contemporary/easy listening style with the catch-phrase "Lite-FM." The format will include a soft blend of top songs both current and old. The change was announced Jan. 20, 1984 by Norm Feuer, president of the radio division of Viacom, which owns the station.



**CHICKEN AT CHARLIE'S** — K95FM (KWEN) joined the San Diego *Chicken* recently at Charlie Mitchell's restaurant for an autograph session. *The Chicken* was brought to Tulsa by K95 and Oil Capital Sports to appear at that evening's ORU vs. OSU basketball game. Radio personalities Bob Cooper (l) and Mike Wilson (r) were on hand to obtain autographs.

Among the new segments listeners will hear are "Then and Now" which features songs that were popular by one group and have resurfaced by another, and "Flashbacks," in which the top songs from 10 years ago are played. Arnold is also an air personality with WHN/New York, a position he has held since 1971.

**STATION PROFILE** — WCCN/Nellville, is a 5,000-watt AM and 100,000-watt FM simulcast station covering most of central Wisconsin. The station has been in existence since 1958 and started programming country in 1976. Wayne Grap is general manager and sales manager, Kevin Grap is the program director, and Dick Deno is the music director and news director. The station lineup is Deno, 5-9:30 a.m.; Jeff Allen, 9:30 a.m.-2 p.m.; Dan Poppe, 2-6 p.m.; and Kevin St. James, 6 p.m.-midnight. The station facilities occupy the actual Wisconsin pavilion from the 1964 New York World's Fair. The building was torn down after the fair and transported to Boscobel, WI where it was reconstructed by the same architect who designed the structure to begin with. The owners of the station purchased the pavilion and also constructed giant replicas of cows, namely Chattybelle and her calf, Bullet, in front of the studios. The station attracts around 30,000 tourists annually to view the pavilion and giant cattle. The station also offers a unique weather service to area cranberry farmers. WCCN is the only station in central Wisconsin to provide regularly scheduled cranberry weather broadcasts to over 100 farmers in the area.

**SEMINAR QUESTIONNAIRE** — If anyone has not yet responded to the questionnaire that was sent out by the Country Radio Broadcasters, please do so as soon as possible, as they are waiting for your reply. If you need another form, call the CRB at 615-329-4487 and they will gladly send another. Please mail all completed forms to The Country Radio Broadcasters, Inc. Box 120548, Nashville, TN. 37212. **John Lentz**

## PROGRAMMERS PICKS

Rick Stewart	KRAK/Sacramento	I've Been Wrong Before — Deborah Allen — RCA
Bob Guerra	KNEW/Oakland	Don't Make It Easy For Me — Earl Thomas Conley — RCA
Mike Carta	WIL/St. Louis	Let's Stop Talkin' About It — Janie Fricke — Columbia
Mike Hinrichs	KHEY/EI Paso	I Could'a Had You — Leon Everette — RCA
Jay Richards	WPTR/Albany	Right Or Wrong — George Strait — MCA
Terry Fullen	WIRE/Indianapolis	Will It Be Love By Morning — Michael Murphey — Liberty
Al Watkins	WKLM/Wilmington	I'd Do As Much For You — Jack Greene — E.M.H.
Rene Cloukey	WFST/Caribou	If I Could Only Dance With You — Jim Glaser — Noble Vision
Tom Newman	KGA/Spokane	I Could'a Had You — Leon Everette — RCA
Nina Ryder	WDLW/Boston	If I Could Only Dance With You — Jim Glaser — Noble Vision
Andy Witt	WTSO/Madison	Almost Saturday Night — Burrito Brothers — MCA
Tom Edwards	KUGN/Eugene	I Could'a Had You — Leon Everette — RCA
Randy Rowley	WNWN/Coldwater	Silent Partners — Frizzell & West — Viva

## SINGLES REVIEWS

### OUT OF THE BOX

**GEORGE STRAIT** (MCA-52337)  
**Right Or Wrong** (2:02) (Edwin H. Morris & Co. — ASCAP) (A.L. Sizemore, H. Gillespie, P. Biese) (Producer: R. Baker)

George Strait has recreated the old Bob Wills and The Texas Playboys western swing style on "Right Or Wrong" with producer Ray Baker. This toe tappin' tune features a fiddle, pedal steel and acoustic guitar backing up Strait's gentle vocals. The single is the title cut from Strait's new album which marks his first venture with producer Baker.



### FEATURE PICKS

**JOE STAMPLEY** (Epic 34-04366)  
**Brown Eyed Girl** (3:00) (Web IV — BMI) (V. Morrison) (Producers: Joe Stampley, Lobo)

**TONY JOE WHITE** (Columbia 38-04356)  
**We Belong Together** (3:36) (Tennessee Swamp Fox — ASCAP) (T.J. White) (Producer: Ron Reynolds)

**MICKI FUHRMAN** (MCA-52321)  
**I Bet You Never Thought I'd Go This Far** (2:40) (Somebody's Music — SESAC) (J. Gillespie, St. Webb) (Producer: Jerry Gillespie)

**JIMMY BUFFETT** (MCA-52333)  
**Brown Eyed Girl** (3:53) (Web IV — BMI) (V. Morrison) (Producer: Jimmy Buffett, Michael Utley)

**JACK GREENE** (EMH 0028)  
**I'd Do As Much For You** (3:06) (Tree — BMI) (C. Cochran, B. Cochran) (Producer: Not Listed)

**RICK HANSON** (Ric Rac 7-983)  
**Laced With Love** (2:43) (Ric Rac — ASCAP) (R. Hanson) (Producer: Rick Hanson)

**ERSEL HICKEY** (Magnum 2001)  
**Country Tough** (2:22) (Peer Int. — BMI) (E. Hickey) (Producer: Ruth Lieberman, E. Hickey)

**HANK WILLIAMS, JR.** (Warner Bros. 7-29382)  
**Man Of Steel** (4:34) (Bocephus — BMI) (H. Williams, Jr.) (Producer: Jimmy Bowen, Hank Williams, Jr.)

### NEW AND DEVELOPING



**THE MAINES BROTHERS BAND** (Mercury 818 346-7)

**You Are A Miracle** (4:06) (Solid Chrome/Turnrow — BMI/ASCAP) (J. Brownlow, C. Banks) (Producers: J. Kennedy, R. Peoples)

The Maines Brothers combine simple lyrics with strong, yet underlying pedal steel and drum lines for their newest Mercury release. "You Are A Miracle" is highlighted by Kenny Maines' rich vocals and is backed up by smooth harmonies throughout this traditional love ballad.

## ALBUM REVIEWS

**ROLL ON** — Alabama — RCA AHL1-4939 — Producers: Harold Shedd, Alabama — List: 8.98 — Bar Coded

The latest album from the men from Ft. Payne has finally arrived and can easily be touted as their best LP to date. The album's tunes offer a variety of themes from truckers to love ballads with others dealing with father and son relationships. The first single, "Roll On," depicts the trials of a trucker's life and the hardships his family endures, and is already a winner in the trucking community. Other featured cuts include the upbeat "The End of the Lyn'," the reminiscent "I'm Not That Way Anymore" and three love ballads, "Carolina Mountain Dewe," "There's A Fire In The Night," and "When We Make Love." One unique feature of the platter is that both sides of the LP offer five cuts that are strung together without space in between the songs. The cover will also catch people's eyes with a large, colorful side of a truck featured with a "Roll On" road sign above it.

**THE GREAT PRETENDER** — Dolly Parton — RCA AHL1-4940 — Producer: Val Garay — List: 8.98 — Bar Coded

Dolly serves up a variety of past hits from the last three decades ranging from tunes originally recorded by such artists as Johnny Cash, The Platters, The Byrds and Petula Clark on her latest album, "The Great Pretender." The first release, "Save The Last Dance For Me," is a kicky, updated rendition highlighted by punchy rhythm and percussion. The more traditional country flavored tunes on the LP, "We Had It All" and "Elusive Butterfly," are two of the best cuts that showcase Dolly's distinct vocal qualities that come from the heart with endearing appeal. "The Great Pretender" is a thoughtful, sensitive version of the old Platters classic complete with a '50s sounding choir in the background.

## TOP 15 ALBUMS

### Spiritual

Weeks  
On  
1/28 Chart

- 1 **JESUS I LOVE CALLING YOUR NAME**  
SHIRLEY CAESAR (Myrrh MSB-6721)  
Open 1 32
- 2 **ROUGH SIDE OF THE MOUNTAIN**  
R.C. BARNES AND REV. JANICE BROWN (Atlanta International Records 10059)  
Open 2 40
- 3 **WE SING PRAISES**  
SANDRA CROUCH (Light-5825)  
Open 3 16
- 4 **THIS TOO WILL PASS**  
JAMES CLEVELAND AND THE CHARLES FOLD CHOIR (Savoy 7072)  
Title Cut 4 15
- 5 **PEACE BE STILL**  
VANESSA BELL ARMSTRONG (Onyx/Benson R 3831)  
Title Cut 5 43
- 6 **I'LL RISE AGAIN**  
AL GREEN (Myrrh MSB-6747)  
Open 7 22
- 7 **FEEL THE SPIRIT**  
THE WILLIAMS BROTHERS (Myrrh MSB-6745)  
Open 8 23
- 8 **SING AND SHOUT**  
THE MIGHTY CLOUDS OF JOY (Myrrh/Word SPCN 7-01-676706-X)  
"He's My Rooftop" 11 2
- 9 **LONG TIME COMING**  
WINANS (Light 5828)  
Open 10 18
- 10 **DETERMINED**  
TRAMAINÉ HAWKINS (Light-5821)  
"I'm Determined" 6 17
- 11 **I FEEL LIKE GOIN' ON**  
KEITH PRINGLE (Hope Song HS-2001)  
Title Cut 12 8
- 12 **MAKE ME AN INSTRUMENT**  
CANDI STANTON (Beracah-1001)  
"God Can Make Something Out Of Nothing" 9 27
- 13 **UNCLOUDY DAY**  
MYRNA SUMMERS (Savoy SL 14594)  
Open 14 20
- 14 **LORD, YOU KEEP ON PROVING YOURSELF TO ME**  
FLORIDA MASS CHOIR (Savoy SGL 7078)  
"Be Ye Steadfast" 13 44
- 15 **LEAD ME**  
THE JACKSON SOUTHERNAIRS (Malaco 4383)  
Open 15 41

### Inspirational

Weeks  
On  
1/28 Chart

- 1 **MORE THAN WONDERFUL**  
SANDI PATTI (Impact R3818)  
Title Cut 2 33
- 2 **AGE TO AGE**  
AMY GRANT (Myrrh MSB-6697)  
Open 1 93
- 3 **WALL OF GLASS**  
RUSS TAFF (Myrrh MSB 6708)  
"We Will Stand" 3 25
- 4 **COUNT THE COST**  
DAVID MEECE (Myrrh MSB-8744)  
Open 6 26
- 5 **SIDE BY SIDE**  
IMPERIALS (Dayspring/Word 701411215)  
"Wait Upon The Lord" 4 18
- 6 **MORE POWER TO YA**  
PETRA (Star Song SSR0045)  
Open 7 55
- 7 **NOT OF THIS WORLD**  
PETRA (Star Song SPCN 7-102-05086-0)  
Open 9 10
- 8 **SIGNAL**  
DALLAS HOLM AND PRAISE (Greentree Records RO-3947)  
"Losing Game" 5 14
- 9 **MICHAEL W. SMITH PROJECT**  
(Reunion RRA0002)  
"Great Is The Lord" 11 34
- 10 **NO LESS THAN ALL**  
GLAD (Greentree R003951)  
"Maker Of My Heart" 10 9
- 11 **PRESS ON**  
JOE ENGLISH (Myrrh/Word MSB-6750)  
"Stop" 12 19
- 12 **THE GIFT GOES ON**  
SANDI PATTI (Impact Records-R03874)  
"O Magnify The Lord" 13 27
- 13 **SINGER SOWER**  
2nd CHAPTER OF ACTS (Sparrow SPR 1071)  
"Takin' The Easy Way" 15 2
- 14 **LIVE EXPERIENCE**  
LEON PATILLO (Myrrh MSB-6728)  
Open 14 7
- 15 **A CHRISTMAS ALBUM**  
AMY GRANT (Myrrh MSB-6768)  
"Love Has Come" 8 10

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.

## COUNTRY COLUMN

**VISITING CASH BOX** — Several country artists stopped by the Nashville Cash Box office to visit and promote their new albums. **Alabama** dropped in to hand-deliver copies of its latest album, "Roll On" which was released last week (see album review). **Randy Owen, Mark Herndon, Teddy Gentry** and **Jeff Cook** talked about the new LP and explained how long it took to get the diesel horns and "How About It, Alabama Roll On" into the song which was recorded live from a bus travelling around the streets of Nashville. The colorful album jacket of an 18-wheeler is backed by a shot of the group on a mountain in Phoenix, Arizona. The two-day promotional tour was a break in the group's touring schedule which began two weeks ago in Knoxville, TN. The latest tour features all 10 songs off the new album, two of which were co-written by either drummer



**MUSIC CITY HOSTS** — Seen at the Fourth Annual Music City News Top Country Hits of the Year Awards show, which was held Jan. 18, are cohosts **Sylvia (l)** and **Ray Stevens (r)** meeting with executive producer **Richard Thrall**.

Mark Herndon or publicist **Greg Fowler**. The boys will be heading out to California for the Grammys where they are nominated for a Grammy in the Best Country Performance by a Group or a Duo category. Randy Owen is listed in the Best New Country Song category as well. Another visitor to the office was **Boxcar Willie** who was in town to promote his new album "Not The Man I Used To Be." While preparing for a trip to Australia, Boxcar taped a video for *Country Music Television* (CMTV), performed on *Music Country Network*, *Nashville Now* and on the *Grand Ole Opry*. Several people have assumed that the title of the album signals a change in image for Boxcar, however he states, "I've always been known for ballads, especially train songs, and I

just want to show the people that I can do other things." Boxcar recently spent some time in Washington, D.C., where he donated his famous hat to the Smithsonian Institute and met with Vice President **George Bush**. Boxcar's new album features a tune penned by his wife and daughter, "Mister Can You Spare A Dime" and "Hobo's Lament," a song **Jimmie Rogers** was preparing to record when he died. For this recording, Boxcar borrowed Rogers' last guitar, which is now the property of a museum, and used it as the only instrument on the song. Also in town last week were the **Osmonds** who appeared on the *Music City News Top Country Hits Of The Year* awards show and performed a medley of past song winners. The group also performed on the *Nashville Now* and *The Ralph Emery* shows in addition to *This Week In Country Music*, *Entertainment Tonight* and *Offstage* with **Teddy Bart**. The group is preparing for a 50-state tour this year.

**WSM APPEALS 'OPRY' SUIT** — WSM Inc., a part of Opryland U.S.A. Inc., has issued a statement that it will seek a rehearing of a Jan. 12 decision by the Eighth Circuit Court of Appeals that ruled the term "Opry" to be generic. The decision prohibits WSM Inc. from claiming exclusive rights to the phrase which the organization has been trying to do for years. The decision concurred with an earlier decision by a U.S. District Court in Kansas City, MO. The decision was in response to a suit brought against Denny Hilton's Country Show in Missouri by WSM Inc. The suit was brought as part of WSM Inc.'s continuing efforts to protect its marks and because of the proximity of Hilton's show to the Ozark Opry, a long-time licensee of WSM Inc. in Osage Beach, MO. "Regardless of the ultimate outcome of this particular case, WSM Inc. will continue its practice — through litigation if necessary — of preventing any use by others of the term 'Opry' in a manner we believe likely to confuse the public or in a manner we deem detrimental to WSM Inc. or the Grand Ole Opry," said E.W. Wendell, president and chief executive officer of Opryland U.S.A. Inc. The appeals court agreed with the district court decision that found "Opry" to be a generic term for a country music show in certain rural and mountain regions of the United States. WSM Inc. disagrees with this, stating it owns all 11 existing federal trademark registrations that contain the word "Opry," including Grand Ole Opry, Opryland and Opryland Hotel. WSM Inc. also states that the U.S. Patent and trademark office has refused others the rights to register marks containing the word "Opry" in it on the basis that it would conflict with the WSM Inc. family of Opry marks. In the past WSM has won legal suits prohibiting the term from being used on record labels, bath products, restaurants and souvenirs.

**95 NOT ON 5** — One of Nashville's local television stations, **WTVF-Channel 5**, was scheduled to air a new country music video show last week, however at the last minute the show was postponed indefinitely by station operations manager, Bob Gordon. He claims that the cloudy legal rights as to who owns performance rights to music videos prompted him to postpone the show at this time, however contrary reports claim the show has been canceled. The show was scheduled to simulcast in stereo over WSM-FM which is 95 on the radio dial. Other stations in Nashville are currently running video shows and *The Nashville Network* is planning on airing *Country Clips* in March. Gordon said that he is sending out a proposed contract to record labels explaining that the station will use videos that the labels have rights to, but did not indicate if this procedure would lead to a speedy rescheduling of the program.

**POST-MASTERS BOWS** — Nashville recently debuted a new post-production facility which is specializing in one-inch, on-line editing of television shows, commercials and music videos. Post-Masters opened two weeks ago and will be run in the technical field by Grammy nominee **Terry Cilmer**. The company advertises to have the first CMX 3400 editing machine in the country as well as the only voice activated system in the U.S. Post-Masters is currently working on several commercials, and has just finished a music video for **Millie Jackson**.

**SIGNINGS AT HIT** — Headline International Talent announced the addition of **Steve "Sput" Lassiter** to the company as a booking agent. Lassiter will be joining **Charles Dorris** at the company who recently signed three new artists, **Bobby Jones** and **New Life**, Opry star **Del Reeves** and Indigo recording artist **Darrell McCall**. The company also represents **Ronnie Milsap**.

**WOPAT AT OPRYLAND** — *Dukes Of Hazzard* star **Tom Wopat** drew a large crowd to Opryland's Stagedoor Lounge this week. The hour-long spot gave Wopat a chance to show his other talents besides acting in front of several executives from a variety of record labels.

anita m. wilson

## Gospel Grammy Nominees Set

NASHVILLE — Nominations in the Gospel and Inspirational fields for the 26th Annual Grammy Awards were announced last week. Listed below are the various categories and nominees in these areas.

**Best Gospel Performance, Female:** Ageless Medley, Amy Grant; "Come Celebrate Jesus," Cynthia Clawson; "The Gifts Goes On," Sandi Patti; "Reign On Me," Michele Pillar; and "War Of Love," Sheila Walsh. **Best Gospel Performance, Male:** Charlots Of Fire, Dino; "I Exalt Thee," Phil Iriscoll; "I Put Away My Idols," Dion; Michael W. Smith Project, Michael W. Smith; and "Walls of Glass," Russ Taff.

**Best Gospel Performance By A Duo Or Group:** "The Masters V Featuring: Hovie Lister, J.D. Sumner, James Blackwood, Mike Hess, Shaun Neilson," Masters V; "More" Myron LeFevre & Broken Heart; "More Than Wonderful," Sandi Patti & Larelle Harris; "No Other Name Than Jesus,"

The Gaither Vocal Band; "Side By Side," Imperials; and "White Heart," White Heart.

**Best Soul Gospel Performance, Female:** "Determined," Tramaine Hawkins; "God Is Able To Carry You Through," Albertina Walker; "Jesus, I Love Calling Your Name," Shirley Caesar; "Make Me An Instrument," Candi Stanton; "Peace Be Still," Vanessa Bell Armstrong; and "We Sing Praises," Sandra Crouch.

**Best Soul Gospel Performance, Male:** "Cornerstone," Leon Patillo; "I'll Rise Again," Al Green; "Longtime Friends," Morris Chapman; "Precious Lord, Take My Hand," Solomon Burke; and "Take My Hand, Precious Lord," Thomas A. Dorsey. **Best Soul Gospel Performance By A Duo Or Group:** "Glad I Heard Your Voice," Sandra Crouch/Andra Crouch; "He's Worthy," Jean Johnson, Sandra Crouch, Linda McCrary, Andrae Crouch; "I'm So Glad I'm

(Continued on page 31)

## INTERNATIONAL DATELINE

### Argentina

**BUENOS AIRES** — Strong promo campaigns may have helped to build up the buying spirit of the customers and the counter response was noticed after December - Sales figures released by the Chamber of Record Producers for November reported more than 1,600,000 units, the best since 1980 in spite of the economic depression. As some analysts point out, these figures do not show actual sales but dealer stocking; however, the Xmas week did bring much money into the thirsty coffers of record stores.

Ruben Aprille of Interdisc reports negotiations around a probable visit of U.S. star Stevie Wonder to Argentina, with Brazilian impresario Marcos Lazaro. Interdisc represents Motown in this market, and is planning to release several albums by this artist. In Argentina, Wonder would perform at two soccer fields, one in Buenos Aires and the other one in Mar del Plata, the country's main summer resort.

The Michael Jackson album, "Thriller," is escalating on the sales charts at a fast pace. CBS is now involved in a heavy metal campaign, with an album by Quiet Riot headlining the move and another one by Judas Priest following suit. The "Ven" album by Venezuelan chanter Jose Luis Rodriguez is selling once again, after several promo campaigns in cities of the interior. The company recently had a party and awarded the Golden and Platinum records earned by their artists: Marla Martha Serra Lima, Cuarteto Imperial and Pimpinela received several of them.

RCA also had its year-end party at the company recording studios: two Golden Records were given to beat group Laser, two to regional music artists Quinteto Imperial and two to Palito Ortega, while folk group Los Chalchaleros received one; Juan Carlos Saravia, founder of this quartet, received a golden watch commemorating his 25-year association with the label.

EMI released an album recorded by Chilean folk group Quilapayun at its Luna Park date. Following a practice started with Uruguayan chanter Alfredo Zitarrosa, the LP was recorded live and there is a strong audience participation. The company is also enjoying good sales with the latest album by local singer and composer Gian Franco Pagliaro, and the third LP by rock star Juan Carlos Baglietto.

miguel smlrnof

### Canada

**TORONTO** — One of Canada's most successful hard rock bands has called it quits after five years and four platinum albums. Toronto, which sold more than 600,000 copies of four albums, ('Lookin' For Trouble,' 'Head On,' 'Get It On Credit' and 'Girls

Night Out') actually split in half over differences in musical direction. The band's guitarists, Sheron Alton and Brian Allen, have left singer Holly Woods and keyboard player Scott Kreiger to work on other projects. However, they will continue to write for Woods and Kreiger who will carry on as Holly Woods and Toronto with the band's bassist, Mike Gingrich and drummer, Barry Connors. The band's career included the hit singles "Even The Score," "You Daddy Don't Know," "All I Need" and "Girls Night Out," as well as three national tours and numerous U.S. outings in support of other major acts. Toronto goes out at the top with their latest LP, "Girls Night Out," going platinum in just three weeks. The new band, Holly Woods and Toronto, are at work on a new album tentatively titled "Assault and Flattery" . . . vice president and general manager of RCA Canada, John Ford, recently announced the appointment of Ken Bain to the position of National Promotion Manager. Bain previously held the position of Ontario promotion representative . . . Martha and the Muffins new album, their fifth, should be released soon. The disc was recorded at Grant Avenue Studio and New York's Power Station and will include performances by some of that city's most noted session players . . . The Parachute Club is working on a second album to follow up its successful self-titled debut album . . . "Don't Walk Past," the video by Toronto's Blue Peter is getting plenty of attention from U.S. video programmers. Meanwhile at home in Canada, it walked away with two video industry awards. The prestigious Canada Film and Television Association named it Best Music Video for 1983, and it was voted Most Popular Video by visitors to the Toronto Video Culture Festival . . . Look for new releases before the spring from Strange Advance, Red Rider, April Wine, Rush, Luba, Sherry Kean and Lisa dal Bello. Ms. dal Bello has dropped her new name and will henceforth by simply known as dal Bello. Her new album, produced by Mick Ronson, should hit the streets soon. It will feature a more adventurous sound and to go with it dal Bello has adopted a new image with short spiky hair and stylized eyebrows . . . Spandau Ballet created quite a stir in Toronto following their December concert. They were mobbed by thousands of fans during an autograph session at a local record store. Lines of eager fans stretched a block down the street and spilled out into the roadway.

Jan plater

### Italy

**MILAN** — Twenty thousand pirate cassettes, 200,000 blank cassettes, recording and reproduction equipment — a total value of \$600,00 — have been

sequestered in a police operation in Bologna, following leads by Italian Authors and Publishers Association (SIAE). It is the greatest anti-piracy operation ever in Italy.

Pasquale Soggiu created a new Milan classical-oriented label, called RDS, which just released a line of records, Sipario Dischi, including works of composers like Paganini, Liszt and others.

Jumbo, a new company oriented in Italian dance music, announced the opening in Milan of a record distribution and promotion center specially dedicated to this music. It will distribute throughout northern Italy many labels like Best, SPQR, X-Energy, Acquario, Cat, Ace, House of Music and others.

"Records of the year" in 1983, according to the weekly "Musica e Dischi" charts, were "Juliet" by Robin Gibb (single, on Polydor) and "L'arca di Noe" by Franco Battiato (LP, on EMI); top artists were Gazebo, Irene Cara and Culture Club (singles), Franco Battiato, Teresa De Sio and The Police (LPs).

marlo de luigi

### United Kingdom

**LONDON** — Music Sales has bought Campbell Connelly, the last remaining independent UK music publishing company. Music Sales is a print music and music book specialist. This final move follows 15 months of negotiations with potential buyers. However it has been revealed the Campbell Connelly trustees have bought back the Campbell Connelly premises, an 18th century building in London's Soho Square, for 1.6 million pounds. The price paid for CC and its subsidiaries by Music Sales is understood to be in the region of 4.1 million pounds.

Campbell Connelly was founded in 1925 by songwriters Jimmy Campbell and Reg Connelly to handle the proceeds of their huge hit "Show Me The Way To Go Home." Among the standards controlled by the company are "The Very Thought Of You," "We'll Meet Again," "Summertime Blues," and "Big Spender."

CC has been run by two trustees and a managing director, Roy Berry, ever since the death of Reg Connelly in 1963.

Trustee Reg Munns thought that although 15 months was a long time to clinch a deal "We were going for the highest and best bid." Munns has resigned his directorship, and the company's new directors are Bob Wise and his Music Sales colleagues Malcolm Grabham and Frank Johnson.

Wise is elated by his successful bid, he commented "We can exploit the Campbell Connelly catalog in ways which have hitherto not been used. We have developed a program of printed music based on the catalog, and will be publishing songbooks utilizing the CC material."

Polydor Records is making a substantial financial investment in the new Andrew

Lloyd Webber musical "Starlight Express," which opens in London's Apollo Theatre on March 27.

The 2 million pound production reunites Lloyd Webber with director Tevor Nunn and designer John Napier who all worked together on "Cats." A new lyricist, Richard Stilgoe completes the team.

Polydor managing director Tony Morris made his commitment to "Starlight Express" after seeing the show in its workshop stage last year.

The show will again be produced by Lloyd Webber's production company, The Really Useful Theatre Company. Arlene Phillips will be the choreographer. The cast will play the characters of trains and will perform on roller skates. Stephanie Lawrence, P.P. Arnold and Jeff Daniels of Shalamar are to star in the show.

Polydor will be releasing the cast recording of the Starlight Express. MD Morris said "I'm pleased that we are continuing our association with Andrew Lloyd Webber, despite stiff competition from other quarters."

MCA Records just signed a long-term, worldwide marketing and distributing agreement with Panther Records. This new label was recently established by Bill Kimber, former head of A&R at RCA Records UK. The first fruit of the new deal will be the debut single from new duo Disc Bleu which is entitled "I've Got Your Number." It will be released February 27.

During his time at RCA, Bill Kimber was responsible for signing and developing Eurythmics, Jo Boxers and Bow Wow Wow.

The rejuvenated Yes has had a bizarre week of mixed fortune. On the same day that Owner Of A Lonely Heart topped the US charts, guitarist Trevor Rabin was seriously injured in a swimming pool accident, forcing the group to postpone their mammoth US tour.

The accident happened while swimming in the pool of his Miami Hotel, he was struck heavily in the back by a woman leaving the water chute. Rabin was rushed to the hospital with a ruptured spleen, which had to be removed in an emergency operation.

The band's US tour was due to start at the beginning of February. It has now been postponed for a month until Rabin recovers. Later this year they are planning to tour the UK and Europe.

J.P. Distribution services UK in association with the ILA are offering an opportunity for overseas independent record labels who wish to secure a distribution deal for their records to the UK market. For an initial fee of 100 pounds per record the product will be presented to all the major independent distributors in the UK for a four-week period. A full report will be given as to the reaction and progress of the product.

Should a licensing deal be secured, master tapes would be required and importation of these would be handled at no extra charge.

chrissy lley

## INTERNATIONAL BESTSELLERS

### Argentina

- TOP TEN 45s**
- 1 A Esa — Pimpinela — CBS
  - 2 Vamos A La Playa — Donald (Microfon); Righeira (CBS)
  - 3 Tomalo — Kiss — PolyGram
  - 4 Y Como Es El — Jose Luis Perales — Music Hall
  - 5 Flashdance — Irene Cara — PolyGram
  - 6 Viuda A Los 20 Años — Miguel Angel Robles — RCA
  - 7 Decidete — Luis Miguel — EMI
  - 8 Piccolo Amore — Richi e Poveri — Music Hall
  - 9 Venceremos — Jairo — RCA
  - 10 Lejos De Terminar — Frank Stallone — PolyGram

- TOP TEN LPs**
- 1 Hermanos — Pimpinela — CBS
  - 2 Los 15 Exitos — Jose Luis Perales — Music Hall
  - 3 17 Top Hits — Various Artists — PolyGram
  - 4 A Bailar Con Alegria — Cuarteto Imperial — CBS
  - 5 Quinteto Imperial — Quinteto Imperial — RCA
  - 6 Un Hombre Común — Piero — CBS
  - 7 Todo A Pulmon — Alejandro Lerner — Musidisc
  - 8 Flashdance — Soundtrack — PolyGram
  - 9 Clitos Modernos — Charly Garcia — Interdisc
  - 10 Superestrellas Vol. 4 — Various Artists — Microfon

—Prensario

### Italy

- TOP TEN 45s**
- 1 Flashdance... What A Feeling — Irene Cara — PolyGram/Casablanca
  - 2 Say Say Say — Paul McCartney & Michael Jackson — EMI/Parlophone
  - 3 Karma Chameleon — Culture Club — Virgin
  - 4 All Night Long — Lionel Richie — Ricordi/Motown
  - 5 Ballet Dancer — Twins — Fonit Cetra
  - 6 A Me Mi Torna In Mente Una Canzone — Gigi Sabani — Baby
  - 7 Paris Latino — Bandoiero — Virgin
  - 8 Maniac — Michael Sembello — PolyGram/Casablanca
  - 9 Ceralacca — Heather Parisi — PolyGram/Polydor
  - 10 Happy Children — P. Lion — Disco Magic/American Disco

- TOP TEN LPs**
- 1 Mixage 2 — Various Artists — Baby
  - 2 Flashdance — Original Soundtrack — PolyGram/Casablanca
  - 3 Bimbo Mix — Various Artists — Baby
  - 4 Venezia 2000 — Rondo Veneziano — Baby
  - 5 Stayin Alive — Original Soundtrack — PolyGram/RSO
  - 6 Sincerita — Riccardo Cocciante — Virgin
  - 7 Orizzonti Perduti — Franco Battiato — EMI
  - 8 La Donna Cannone — Francesco De Gregori — RCA
  - 9 Oro Puro n. 2 — Various Artists — CBS
  - 10 E'Arrivato Un Bastimento — Edoardo Bennato — Ricordi

—Musica e Dischi

### United Kingdom

- TOP TEN 45s**
- 1 Relax — Frankie Goes To Hollywood — ZTT
  - 2 The Pipes Of Peace — Paul McCartney — Parlophone
  - 3 Nobody Told Me — John Lennon — Polydor
  - 4 What Is Love — Howard Jones — WEA
  - 5 That's Living Alright — Joe Fagin — Towerbell
  - 6 Bird Of Paradise — Snowy White — Towerbell
  - 7 Wonderland — Big Country — Mercury
  - 8 Wishful Thinking — China Crises — Virgin
  - 9 Here Comes The Rain Again — Eurythmics — RCA
  - 10 A Rockin' Good Way — Shaky & Bonnie — Epic

- TOP TEN LPs**
- 1 Thriller — Michael Jackson — Epic
  - 2 Under A Blood Red Sky — U2 — Island
  - 3 No Parlez — Paul Young — CBS
  - 4 Touch — Eurythmics — RCA
  - 5 Can't Slow Down — Lionel Richie — Motown
  - 6 Learning To Crawl — The Pretenders — Real
  - 7 An Innocent — Paul McCartney — Parlophone
  - 9 Colour By Numbers — Culture Club — Virgin
  - 10 Now, That's What I Call Music — various — EMI/Virgin

—Melody Maker

## CLASSIFIED AD RATE 35 CENTS PER WORD

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

### Classified Ads Close WEDNESDAY

## COIN MACHINES

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

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

FOR SALE: Pole Position Sit-down \$2595, Pole Position Upright \$1995, Star Wars Sit-down \$1595, Star Wars Upright \$1195, Crystal Castle \$1395, Discs Of Tron (Total Environment Cabinet) \$2325, Discs Of Tron Upright \$1750, Ms. Pac Man \$995, MS Pac Men Mini \$925, Elevator Action \$1575, Change Lanes \$1395, Merlo Bros. \$845, Champion Baseball \$1195, Turbo Sit-down \$1195, Krull \$825, Chexx \$1295, Fex Elegante \$1395, Fax Upright \$1295, Motorace \$1395, Gold ball \$995, Rack Em Up \$1095, Moppet Videos (Show Models) — Leprechaun/Desert Race/Tugboat/Noah's Ark \$1150 each, Pirates Treasure \$950. Call or write New Orleans Novelty Co., 3030 No. Arnout Rd., Metairie, LA 70002. Tele: (504) 888-3500.

FOR SALE: Stock Markets, Ticker Tapes, and Hi Flyers. We also carry a complete line of Bingos and Uprights. We are also Distributors for Amstars Hold and Drew poker games. Antique slots for legal areas. Call Wessick Dist. area code 304 - 292-3791. Morgantown, W. Va. 16505.

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## HUMOR

RADIOSTATIONS — Write on station letterhead for a free information package and free issue of the DJ Bulletin Radio Comedy Service to: DJ Bulletin Service, PO Box 1-7137 ZG Lieveelde, the Netherlands.

## RECORDS-MUSIC

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

MANUFACTURERS — Established Record wholesaler wants lines to sell Nationwide or N.Y. area. Write details to Paramount Records Inc. 81 Sheer Plaza, Plainview, N.Y. 11803.

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

BUTTONS! BUTTONS! BUTTONS! We've got the buttons . . . and patches, bumper stickers, key rings, pins, and other music related accessories. Sleeves (inner and outer), jackets. SOUARE DEAL RECORDS, Box 1002, Dept. CB, San Luis Obispo, CA 93406.

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

"BLUE LIGHT, EVERYTHING IS ALRIGHT" Turn on the blue light with Bobby Blue, modern country music at its best. Album and video package available. Exclusive representation Tao Productions, 1585 Crossroads of the World, Suite #110. (213) 466-4707.

## SERVICES COIN MACHINE

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

## NARM Begins Grammy Push

LOS ANGELES — The National Association of Recording Merchandisers (NARM) have announced the kickoff of an intense effort to supply thousands of retail record stores and record departments with display material for the "Discover Grammy Music" campaign. The effort is aimed at increasing the viewing audience for the national CBS prime time television show on February 28, as well as exposing potential record and tape buyers to nominated recorded music.

This material includes three full color posters to be distributed at point of purchase. The posters feature the popular Grammy categories: "Album of the Year," "Best Pop Vocal Performance-Male," "Best Pop Performance of the Year-Female." The posters use "Discover Grammy Music" title strips and a banner featuring the Grammy TV show.

More than a million pieces of display

material are now on their way to retail outlets throughout the country, and are accompanied by a complete list of Grammy nominations, as well as instructions for the use of the display in-store material.

## Gospel Grammys

(continued from page 29)

Standing Here Today," Bobby Jones & New Life with Barbara Mandrell; "Long Time Comin'," The Winans; and "Sincerely," Clark Sisters.

Best Inspirational Performance: "He's A Rebel," Donna Summer; "I've Come Back (To Say I Love You One More Time)," Cristy Lane; "Noel! Noel!," Leontyne Price; "Peace In The Valley," B.J. Thomas; and "Precious Lord," Linda Hopkins.

## BLACK RADIO HIGHLIGHTS

(continued from page 23)

WRKS — NEW YORK CITY — BARRY MAYOR, PD — #1 — PATTI LABELLE  
JUMPS: 8 To 5 — B. Mason, 10 To 6 — Fearless Four, 9 To 7 — Run D.M.C., 14 To 8 — P. Benatar, 15 To 11 — Art Of Noise, 29 To 13 — M. Moore, 18 To 15 — M. McLaren, 28 To 25 — Laid Back. ADDS: Culture Club, Fresh, Kenny G., Julla & Co. LP ADD: Midnight Star.

WDAS-FM — PHILADELPHIA — JOE TAMBURO, PD — #1 — PATTI LABELLE  
HOTS: The Deele, L. Richie, Shannon, L. Vandross, Pieces Of A Dream, J. Ingram, "D" Train, Xena, J. Blackfoot, H. Hancock, R. James, Michael Jackson, E. King, Run D.M.C., Pointer Sisters, G. Kranz, S. Arrington, J. Burton, J. Holliday, Grandmixer D. St. ADDS: Womack & Womack, Mtume, Grand Master Flash & M. Mel, Slingshot, P. Bryson, Shalamar, Dreamboy, L. Welsh, Soul Kings, Art Of Noise, Earth, Wind & Fire, Warp 9, D. Edwards. LP ADD: The Deele.

WPLZ — RICHMOND — HARDY JAY LANG, MD — #1 — C. LYNN  
HOTS: Shannon, "D" Train, The Deele, Dazz Band, Kool & The Gang, J. Ingram, L. Vandross, Michael Jackson, H. Hancock, Musical Youth, Con Funk Shun, D. Summer, P. LaBelle, R. James, J. Blackfoot, P. Bailey, D. Ross, J. Holliday, Jones Girls. ADDS: Run D.M.C., Major Harris, Dreamboy, D. Warwick, S. Arrington, J. Osborne, T. Pendergrass, Grandmixer D. St., D. Edwards, P. Austin, T. Davis.

XHRM — SAN DIEGO — DUFF LINSEY, MD — #1 — DAZZ BAND  
HOTS: L. Vandross, Shannon, "D" Train, The Deele, L. Richie, C. Lynn, B. Nunn, P. LaBelle, A. Baker, Kool & The Gang, Pieces Of A Dream, J. Ingram, Junior, H. Johnson, Michael Jackson, E. King, D. Summer, DeBarge, J. Blackfoot, A. Bofill. ADDS: The Dells, T. Turner, P. Bryson/R. Flack, Chic, Atlantic Starr, Kraftwerk, Zapp, Imagination, Dreamboy, T. Brunson, Grandmixer D. St., Earth, Wind & Fire, Pointer Sisters, New Guys On The Block, M. Moore.

OK100 — WASHINGTON, D.C. — JON TURK, MD — #1 — J. INGRAM  
HOTS: Hall & Oates, Junior, "D" Train, H. Johnson, Pieces Of A Dream, J. Holliday, L. Richie, R. Parker, Jr., L. Vandross, H. Hancock, Klique, The Deele, S. Lattisaw, Musical Youth, Indee, E. King, P. LaBelle, Pointer Sisters, Tavares, New Guys On The Block, J. Osborne, P. Wynne. ADDS: Imagination, D. Warwick, T. Brunson, T. Turner.

WHUR — WASHINGTON, D.C. — OSCAR FIELDS, MD  
HOTS: Shannon, Kool & The Gang, DeBarge, P. LaBelle, L. Richie, "D" Train, J. Osborne, Pieces Of A Dream, J. Holliday, Earth, Wind & Fire, L. Vandross, J. Ingram/M. McDonald, P. McCartney/M. Jackson, Twilight 22, S.O.S. Band, Gap Band, Kathy Buck, T. Marie, Yes, C. Lynn. ADDS: P. Austin, Temptations, Atlantic Starr, P. Wynne, Brian Loren. LP ADD: S. Arrington.

## EAST COASTINGS

(continued from page 12)

China, Iran and India, which tallied the greatest number of letters and where Woodgates finds his most loyal audience. And while 1,200 might seem like a small number when considering an estimated 90-100 million VOA listeners throughout the world, Woodgates notes that "it costs \$7 to mail a letter here from Madagascar, a big chunk of the \$200 average annual income," and that in many parts of the world people feel that sending mail to the U.S. and having it get there is a futile proposition. Book winners will be chosen somewhat randomly but with a higher priority placed on "those countries where the book will never see the light of day" such as iron Curtain and Third World countries, as well as to young kids with bands of their own loyal listeners, and teachers and professors who can use it to pass on knowledge, much like *Now Music, USA* itself. Originally established as *The Now Sound* in the mid-60s, the program's name changed in the early 70s, with Woodgates taking charge in 1977. He calls his listeners "very hip" and tries to give them "sounds representing the creative activity on the American music scene." Programming includes *Soul Showcase*, highlighting a Top-10-countdown type format each Thursday, and various theme shows based on a single artist or genre. "We cover the map of American music, because we are the Voice of America. For example, we recently did a show on the legacy of country and western music in American rock today, and the fact that American radio stations virtually ignore this rich heritage. In February we'll do a rock and soul revival show where we'll use a Fantasy reissue of *Albert King* and show his influence on old British groups like *Cream* as well as current artists like *Stevie Ray Vaughn*. Another show will pull out current AOR sounds and compare *Quiet Riot* with *Van Halen*, then we'll take a different tack altogether and feature Windham Hill artists like *Shadowfax*, which is heavily influenced by Indian and African music. I've even segued from their 'New Electric India' into 'Emotional Rescue,' since both use the same percussion effects." Woodgates has perhaps the ultimate vantage point in observing the universal appeal of American pop music. "Despite all the cultural differences that divide people, human emotions are the same everywhere you go. Rock 'n roll speaks to universal passions brought forth in growing up and gives kids around the world an outlet that their own cultures often deny them. And since these kids inevitably discover America in struggling with their need to establish their own identities, our music helps them to get the story straight."

jim bessman

## THE RHYTHM SECTION

(continued from page 22)

Lionel Richie. Having gone on three tours with the group and featured on two of the Motown-based groups' albums including the latest, "Commodore 13," Smith is now in studio at Smoketree Studio in L.A. All material for the upcoming album is written by Smith, who hopes it will be a pop/crossover success. Producing the material will be Doug Perry, whose works include Gino Vanelli's "Nightwalker" album and Dolly Parton's "9 to 5." Perry has also produced "Rhinestone" for Dolly Parton and Sylvester Stallone from the upcoming motion picture of the same name . . . Be on the lookout for Patti Austin's new album in March. The Warner Bros. LP will simply be called "Patti Austin" . . . The Troutman brothers, Larry and Roger will release an album on March 15 under the name of their old group, *Human Body* for Warners. On the Bearsville label, the Troutman's album will be called "Make You Shake It" . . . To follow Shake It, Roger will release his own album as yet untitled on March 19 . . . Barbara Mitchell, formerly of *High Energy*, has done an excellent vocal job on her new single, "I Won't Give it Away" on Brown Bag Records. The smooth synthesizer chords throughout the song gives it a very airy, smooth flow . . . Kelth & Darrell have a good solid dance song in "Work that Body." The Motown artists show strong versatility vocally and the instrumental arrangement shows a consistent high level in the horns and lead guitar . . . Salsoul's "Doctor Love" by First Choice is a fully orchestrated, well sung single which is not only lively but listenable to the common ear . . . The P-Funk All Stars, with George Clinton, has once again proven that where Clinton goes, he's capable of producing good dance music. His "Urban Dance Floor Guerrillas" on CBS Associated Records, has several potential hit tracks, with the leader being "Copy Cat," the direct response to his last album's hit "Atomic Dog." Though "Generator Pop" is going quite well in the dance clubs and on radio, "Hydraulic Pump" is the overall winner for pure funk in the Clinton style . . . Taboo on Acme Records has the pick single of the week with their "Over the Ledge," which is highly danceable and is proving to be one of the most well-liked tunes among D.J.s nationwide. In second place, comes Lime with "On the Grid," and then Imagination's "This Means War."

sklp harris

# CASH BOX

February 4, 1984

## AROUND THE ROUTE

by Camille Compasio

Starting this week's column on a very happy note, **Cash Box** would like to extend felicitations to **Mr. and Mrs. Al Bettelman**, who are celebrating their 50th wedding anniversary! To mark the occasion, the Bettelman offspring, namely **Ira, Sandy** and his wife **Adrea**, and **Sylvia** and her husband **Merle**, are hosting an anniversary party for their parents at the Beverly Wilshire. Our personal message to Al and Leah — may you enjoy many, many more years of happiness together!

Latest word on the proposed purchase by Bally of the Williams coin-op games line is that negotiations have ceased, for the present.

**Bob Harvey** has been upped to director of sales at Atari's Coin-Op Division. Congrats, Bob . . . And our good wishes also to **Laura Burgess**, advertising and promotion supervisor at Atari, who is on maternity leave. Understand the baby is expected any time now!

We're still hearing about cutbacks on the part of some major coinbiz manufacturers — and sure hope to see a reversal of this situation as the new year progresses.

Attention jukebox ops. For those of you who prefer your 'box records in plain

*(continued on page 34)*

## Executive Reorganization At Atari; Paul Head of Coin-Op

LOS ANGELES — Charles "Skip" Paul, formerly general counsel at Atari, has been appointed president of the company's coin-operated games segment replacing John Farrand who has been promoted to the office of president and chief operating officer of Atari Products Co.

Atari Products Co. is a new division incorporating the coin-operated games unit as well of all the company's sales and marketing, research and development, software development, product engineering and manufacturing activities. The new division was set up by Atari chairman James Morgan, the former Philip Morris executive who came to the electronics giant in July to restructure the ailing company and streamline its operations.

Farrand will report directly to Morgan as will Charles Vaughan, chief financial officer; Anton "Tony" Bruehl, president of Atari International; and Dennis Groth, executive vice president of Atari, Inc. in charge of the development of Ataritel Home Telecommunications.

In other reorganizational activity at the Sunnyvale, Cal. based firm, Donald Kingsborough has been named executive vice president of sales of Atari Products Co. and David Ruckert has been appointed executive vice president of marketing of the same division.

Paul Malloy has been named executive vice president of operation-product engineering and in the same department Marcian E. "Ted" Hoff, Jr. has been given the title of ex-

ecutive vice president research and development-product development. Steve Calfee is the new vice president for entertainment software.



Leo Droste

## AMOA's Droste Invited To D.C.

CHICAGO — AMOA executive vice president Leo Droste received an invitation on behalf of President Reagan to attend a meeting with the Small Business Legislative Council. The council is appointed as an advisory body to the President of the United States.

Droste accepted the invitation for AMOA and attended the meeting in early January at the Old Executive Office Building on Capitol

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# COIN MACHINE



## New Equipment

### Video Havoc

"Major Havoc," Atari's recently debuted video game, focuses on a heroic adventure involving the key character Major Havoc who leads a brave band of clones in a fight for the survival of Havoc's human ancestors, who are being held captive by the evil Vaxxian Empire. Dreaded Vaxxian Space Stations, controlled and defended by robots, patrol the galaxy and hold Havoc's forefathers as prisoners; his destiny is to free his people by destroying reactors within the enemy space stations.

The first wave of play features the tactical scanner, a flight panel that displays impending obstacles, tips and intercepted messages. A special feature in the tactical scanner wave is the first "game within a game," in the lower right corner of the scanner where a small game of "Breakout" can be played before the second wave of game play starts, for a chance to earn a bonus life.

The second wave situates the player in his Catastrofighter, firing at enemy robots on the screen as he approaches the Vaxxian space station. Once the player maneuvers through a wormhole in space, the third wave begins as the attempt is made to land the spacecraft on the enemy platform.

The fourth wave changes from controlling a spaceship to guiding Major Havoc through the space station, which is an animated maze filled with sinister robots, deadly electric walls and red trip pads that release fireballs. Arrows point the safest way to travel through the maze toward the reactor, which Major Havoc must touch to set into 'critical mode' and then quickly make his escape before the space station blows up.

"Major Havoc" is available in upright models only and the game marks the introduction by Atari of a new "high tech" cabinet design.

Further information may be obtained through factory distributors or by contacting Atari at 790 Sycamore in Milpitas, California.



Major Havoc

## NCMI Confab On 'Vid Lotteries' Droste

(continued from page 32)  
Hill.

CHICAGO — The NCMI Advisory Council, which consists of state and local association representatives, will meet on Friday, February 17, at 3 p.m. at the Hyatt Regency in Chicago. The major topic of discussion will be recent developments in the Nebraska "video lottery" situation and its impact on the amusement vending industry throughout the country, as noted by association officials.

Also on the program will be discussions of the progress on: opposition to extension of the federal cigarette excise tax and cigarette taxes proposed in several jurisdictions; developments on the Dollar Coin program and recent legislative developments.

"Video Lotteries made their first appearance in the U.S. in Nebraska in August," explained Herb Beitel, NCMI managing director. "This development has created considerable interest in opening similar operations in other areas. For example, Connecticut's attorney general just recently blocked that state Lottery Commission's plans to place into operation instant pay-off video lottery terminals at retail locations," he continued. "This is an activity our industry must look at very carefully because there is considerable pressure to get these machines in operation in other areas. Future developments can affect every vending operator in the country. NCMI is keeping our members and state and local associations informed of developments."

Mel Grossberg, NCMI president said, "Although the Advisory Council is composed of representatives of state and local associations, we are inviting and urging everyone in the vending industry to attend this meeting because the subjects are of great importance to all of us."

Additional information regarding this matter may be obtained by calling NCMI's hotline 1-800-327-7724, or writing NCMI at 2455 E. Sunrise Blvd., Fort Lauderdale, Florida 33304.

### Association Affiliation Program

In a related announcement, NCMI advised that its board of directors has established an affiliation program for state and local associations. Full membership status including voting rights in NCMI's Advisory Council is offered to all active state and local associations.

"Our association recognizes the importance of a national organization of active state and local groups to develop policies and implement programs for the amusement and cigarette vending industry," stated NCMI president Mel Grossberg. "The Advisory Council has held several regional and three national meetings during the year and a half it has been in existence. It has recommended a number of programs that NCMI has implemented. Our stand on illegal operation of 'gray area' games was a direct result of the council recommendations. Our actions in fighting extension of the special federal cigarette excise tax and on the Dollar Coin program also stemmed from the council's ideas," he continued. "The council's chairman is automatically a voting member of NCMI's board of directors and provides strong leadership in developing and implementing our activities. We believe this action will insure an even stronger role for the council."

NCMI managing director Herb Beitel added, "Affiliated association members will receive all our studies and reports. They will have access through NCMI to court briefs and opinions as well as information and materials concerning legislative activities in other areas. They may call on us for direct help in organization and legislative matters. We plan to make programs available for their meetings. Association employees will also be invited to attend all NCMI member meetings and seminars."

The New York Coin Machine Association

became the first affiliated association member and Beitel advised that other states have indicated their desire to be a part of the program.

"NCMI's Advisory Council is the only national group of state and local association representatives that regularly meets to review and act on industry needs and problems. Each of our four regional sections meet at least twice a year and the combined national council meets at AMOA's convention," as Beitel pointed out. "A meeting has also been scheduled during the ASI convention in Chicago, for Friday, February 17, at the Regency Hyatt Hotel."

The Small Business Legislative Council (SBLC) is a seven year old coalition of Trade and Professional Associations, that performs political functions by focusing small business legislative action where it will do the most good. Its purpose is to maximize and influence the strength of small business on legislative and federal policy issues of importance.

Following an early morning meeting with President Reagan, AMOA was inducted as a member of the President's Council and for the remainder of the day, Droste was the guest at various programs conducted by Capitol Hill officials and SBLC officers.

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## Around The Route

(continued on page 32)

jackets, RCA has come up with an option — the pictureless sleeve, as we call it, which is the brainchild of **Tony Montgomery**, director of national single sales. First record available in the unadorned sleeve is **Kenny Rogers'** "This Woman" and Tony said others to follow will include the new **Eurythmics** and **Hall & Oates** singles. Ops have only to add the letters "JX" to the record number when ordering, to secure the plain sleeve. You can contact your onestop or your local RCA salesman or distrib for further specifics. The project just got underway this past December and is RCA's way of responding to the needs of the operator.

Dateline El Cajon, CA, home of Cinematronics, Inc. Latest word on "Space Ace" is that delivery has been postponed for another few weeks so that the factory can further perfect it and eliminate any possible bugs before putting it to market. "We want to give operators a bulletproof game," said marketing chief **Tom Campbell**.

Meanwhile, distribs have been supplied with a five-and-a-half minute film clip to promote the piece and the response has been excellent, to the tune of quite a number of orders pouring into the factory. Tom said delivery, at this point, is scheduled for early February. The factory will be shipping the conversion kits at the same time as the dedicated models to accommodate those who want to convert their "Dragon's Lair" games.

AGMA's executive director **Glenn Braswell** notes that the upcoming ASI convention (2/17-19, Expocenter, Chicago) is a sellout! While the show's format is tailored to present a full lineup of equipment exhibits combined with an outstanding educational program, there's an additional incentive in the various services and cost-savers being offered, as Glenn pointed out. "Our intention is to serve the industry," he said, "so we are passing along all of the special rates on airfares and hotel accommodations to attendees, at our cost. Additionally, we are providing free shuttle bus service from the various hotels to the exhibit hall." He told us many people have commented about the economic hotel rates.

Dateline Torrance, CA, home of Konami, Inc. The Japan-based firm opened its first American office in Torrance a little more than 10 months ago and is planning to release a new product very shortly. Konami enjoyed success with the conversion kit of its "Time Pilot" game and recently made available a conversion kit of its popular "Gyruss."

## CASH BOX

The Weekly Trade Journal.

## King Headlines AGMA Dinner

CHICAGO — The Amusement Game Manufacturers Association, in conjunction with the upcoming ASI convention, has scheduled The Amusement Game Charitable Foundation first Annual Awards Dinner for Thursday evening, February 16, with popular comedian **Alan King** as host. King, star of stage, screen and television, is among America's most noted comics. Also on the entertainment bill is the famous **Glenn Miller Orchestra**.

Proceeds from the \$100-per-plate awards dinner will be channeled into a variety of different charitable organizations and the funding of scholarships for young people interested in computer studies. This first-time event will also pay tribute to the late **Harry Williams**, "father of the pinball machine," who died in September of 1983.

To insure good table location, AGMA suggests that persons interested in attending submit their reservation requests to Amusement Game Charitable Foundation, P.O. Box 1417, Suite D-39, Alexandria, Virginia 22313 or phone 703-548-0766 for further details.

## NAMA Western Con. Set For April 6-8

CHICAGO — Jack Rielley, director of sales for the National Automatic Merchandising Association, advised that nearly 100 exhibitors have reserved space for the 1984 Western Convention-Exhibit of Vending and Foodservice Management, which will be held at the Anaheim, California, Convention Center during the period of April 6-8. This figure was recorded in mid-January.

"We had a record number of 135 exhibitors at the same location last year," Rielley said, "and it looks like we will come close to that number or even surpass it."

Rielley said a 50/50 bonus plan used last year will be in effect again in 1984, giving previous exhibitors a 50 percent cost reduction for any space booked above that of last year.

Business sessions will be held on all three days at the Convention Center and, once again, the Marriott Hotel will serve as the headquarters hotel.

Hotel reservations may be booked through the NAMA Housing Bureau at 7 South Dearborn St., Chicago, Illinois 60603. Further information may be obtained by contacting Mr. Rielley at the same address or by phoning 312-346-0370.

## Kramer To Intro New 4-in-1 Game At ASI

CHICAGO — M. Kramer Mfg. Co., Inc. of Lakewood, New Jersey announced that it is preparing to introduce an exciting, new "just for fun, 4-in-1 video game."

The 4-in-1 offers four separate games, at the touch of a button; namely, "Riverboat Hi-Lo Joker Poker," "Skill Stop Joker Poker," "Blackjack" and "Acey Ducey."

As a further operator feature the games are electronically cheat proof.

The new piece will be premiered at the February 17-19 ASI convention in Chicago, in the Kramer exhibit numbers 496-498.

## New Way Sales Hosts Games Auction

CHICAGO — New Way Sales Company, prominent Canadian distributor, utilized the facilities of their 30,000-square-foot Rexdale warehouse, this past December, to auction off almost 200 vintage coin-operated games to an enthusiastic assemblage of buyers both from the trade and the public at large.



**ALL WRAPPED UP** — Sente engineers Lee Actor, a programmer (l); Ed Rotberg, vice president of software development (c); and Roger Hector (r), senior vice president of engineering are seen in casual attire in front of the game they helped design, "Snake Pit." The video was bowed recently at a distributors meeting in northern California.

## Fortune Cookies For Location Promo

CHICAGO — The "Fortune Cookie Contest" is a fun way to promote a special event or build traffic in a location and, what's more, it is economical too, according to **Carol Kantor**, president of Business Builders, whose firm is introducing a new fortune cookie promotion package for all types of locations. The project is a simple one, whereby a quantity of fortune cookies are provided with different messages presented; some will offer prizes for winners, others will feature clever advertising messages for a location. The cookies are edible so participants will enjoy the fun of eating them and discovering if they have "won the fortune."

Ms. Kantor detailed various ways to run the contests. A person can get a cookie for coming to a location, for making a purchase, or for scoring a determined number of points on a game. As she explained, "You select the messages for inside the cookies and how many of each you want. Thus, you control the number of winners at each level."

The top prizes can vary according to the

desires of the location, as Ms. Kantor pointed out, and the range can run from a reconditioned game, to a stereo, a jacket, a bicycle or anything else that would appeal to the customer.

Each cookie is FDA approved and comes individually sealed in poly bags. The fortune is printed on white or pastel colored paper and can include up to 3 lines of thirty characters each. The cookies have a four-month shelf life so they can be used for a long term promotion.

Further information may be obtained by contacting Business Builders, 10381 S. DeAnza Blvd. #209, Cupertino, California 95014 or calling the company at 408-446-4400.

## CALENDAR

1984

Feb. 10-12; South Carolina Coin Operators Assn. Annual Convention and Trade Show. Carolina Inn, Columbia, South Carolina.

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

Feb. 28-Mar. 2; Amusement Trades Exhibition (ATE); Olympia Hall; London

Mar. 9-11; Amusement Operators Expo Show (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; stat. convention.

Apr. 4-6; NAMA Western Convention Anaheim Convention Center; Anaheim, CA.

April 6-8; Pacific Amusement Operator Show (PAO); The Disneyland Hotel Anaheim, California; nat'l trade show.

April 6-8; NAMA Western Convention Anaheim Convention Center; Anaheim, California; vending show.

May 11-12; North Dakota Coin Machine Operators Assn. Meeting. Sheraton Hotel, Bismarck.



**CUB GATHERING** — In its continuing effort to support local youth organizations, Wizard's Castle, Canada's foremost chain of family amusement centers, hosted the 46th Toronto Cub Packs at a special holiday gathering in their Rexdale, Ontario showroom. The youngsters enjoyed the full free-play treatment on a lineup of some 30 popular amusement games and, as Wizard's Castle vice president **Paul Janda** put it, "the boys were extremely polite and well behaved." The party was held just prior to the Christmas holiday. "So many adults gave up their valuable spare time to chaperone and direct these young people, so we happily agreed to provide our facilities for such a function," Janda added.

# THE JUKEBOX PROGRAMMER

February 4, 1984

## POP

- 1 **OWNER OF A LONELY HEART**  
YES (Atco 7-99817)
- 2 **KARMA CHAMELEON**  
CULTURE CLUB (Virgin/Epic 34-04221)
- 3 **THE CURLY SHUFFLE**  
JUMP N' THE SADDLE (Atlantic 7-89718)
- 4 **I GUESS THAT'S WHY THEY CALL IT THE BLUES**  
ELTON JOHN (Gaffan 7-29460)
- 5 **UNION OF THE SNAKE**  
DURAN DURAN (Capitol B-5290)
- 6 **THAT'S ALL**  
GENESIS (Atlantic 7-89724)
- 7 **JUMP**  
VAN HALEN (Warnar Bros. 7-29384)
- 8 **TWIST OF FATE**  
OLIVIA NEWTON-JOHN (MCA-52284)
- 9 **JOANNA**  
KOOL & THE GANG (Dallta/PolyGram DE 829)
- 10 **BREAK MY STRIDE**  
MATTHEW WILDER (Privata I/CBS ZS4-04113)
- 11 **SAY IT ISN'T SO**  
DARYL HALL & JOHN OATES (RCA PB-13654)
- 12 **PINK HOUSES**  
JOHN COUGAR MELLENCAMP (Riva/PolyGram R-215)
- 13 **MIDDLE OF THE ROAD**  
PRETENDERS (Sira 7-29444)
- 14 **GIRLS JUST WANT TO HAVE FUN**  
CYNDI LAUPER (Portrait/CBS 37-04120)
- 15 **LOVE IS A BATTLEFIELD**  
PAT BENATAR (Chrysalis/CBS VS4 49700)
- 16 **TALKING IN YOUR SLEEP**  
THE ROMANTICS (Namparor/CBS ZS4-04135)
- 17 **NOBODY TOLD ME**  
JOHN LENNON (Polydor/PolyGram 817 254-7)
- 18 **ALL NIGHT LONG (ALL NIGHT)**  
LIONEL RICHIE (Motown 1698MF)
- 19 **RUNNING WITH THE NIGHT**  
LIONEL RICHIE (Motown 1710MF)
- 20 **NIGHTBIRD**  
STEVIE NICKS (with SANDY STEWART) (Modarn/Atco 7-99799)
- 21 **WRAPPED AROUND YOUR FINGER\***  
THE POLICE (A&M 2614)
- 22 **IN A BIG COUNTRY**  
BIG COUNTRY (Mercury/PolyGram 814 467-7)
- 23 **I WANT A NEW DRUG**  
HUEY LEWIS AND THE NEWS (Chrysalis VS4 42766)
- 24 **MAJOR TOM (COMING HOME)**  
PETER SCHILLING (Elaktra 7-69811)
- 25 **HERE COMES THE RAIN\***  
EURHYTHMICS (RCA PB-13725)
- 26 **BABY I LIED**  
DEBORAH ALLEN (RCA PB-13600)
- 27 **THE POLITICS OF DANCING\***  
RE-FLEX (Capitol B-5301)
- 28 **UPTOWN GIRL**  
BILLY JOEL (Columbia 38-04149)
- 29 **THRILLER\***  
MICHAEL JACKSON (Epic 34-04364)
- 30 **SAY, SAY, SAY**  
PAUL McCARTNEY & MICHAEL JACKSON (Columbia 38-04168)

## COUNTRY

- 1 **SENTIMENTAL OL' YOU**  
CHARLEY McCLAIN (Epic 34-04172)
- 2 **THAT'S THE WAY LOVE GOES**  
MERLE HAGGARD (Epic 34-04226)
- 3 **I CALL IT LOVE**  
MEL McDANIEL (Capitol P-B-5298)
- 4 **DON'T CHEAT IN OUR HOMETOWN**  
RICKY SKAGGS (Epic 34-04245)
- 5 **STAY YOUNG**  
DON WILLIAMS (MCA-52310)
- 6 **SHOW HER**  
RONNIE MILSAP (RCA-PB-13658)
- 7 **DRINKIN' MY WAY BACK HOME**  
GENE WATSON (MCA-52309)
- 8 **DOUBLE SHOT**  
JOE STAMPLEY (Epic 34-04173)
- 9 **YOU LOOK SO GOOD IN LOVE**  
GEORGE STRAIT (MCA-52279)
- 10 **RUNAWAY HEART**  
LOUISE MANDRELL (RCA-PB-13469)
- 11 **AFTER ALL**  
ED BRUCE (MCA-52298)
- 12 **TWO CAR GARAGE**  
B.J. THOMAS (Columbia 38-04237)
- 13 **I NEVER QUITE GOT BACK**  
SYLVIA (RCA PB-13689)
- 14 **YOU WERE A GOOD FRIEND**  
KENNY ROGERS (Libarty PB-1511)
- 15 **ELIZABETH**  
THE STATLER BROTHERS (Mercury/PolyGram 814 881-7)
- 16 **LONELY WOMEN MAKE GOOD LOVERS**  
STEVE WARINER (RCA PB-13691)
- 17 **EV'RY HEART SHOULD HAVE ONE**  
CHARLEY PRIDE (RCA PB-13648)
- 18 **ROLL ON**  
ALABAMA (RCA PB-13716)
- 19 **GOING, GOING, GONE**  
LEE GREENWOOD (MCA-52322)
- 20 **WOKE UP IN LOVE**  
EXILE (Epic 34-04247)
- 21 **BURIED TREASURE\***  
KENNY ROGERS (RCA PB-13713)
- 22 **WE DIDN'T SEE A THING**  
RAY CHARLES & GEORGE JONES (Columbia 38-04297)
- 23 **THERE AIN'T NO FUTURE IN THIS\***  
REBA McENTIRE (Mercury/PolyGram 814 629-7)
- 24 **IN MY EYES**  
JOHN CONLEE (MCA-52282)
- 25 **WITHOUT A SONG**  
WILLIE NELSON (Columbia 38-04263)
- 26 **YOU MADE A WANTED MAN OUT OF ME**  
RONNIE McDOWELL (Epic 34-04167)
- 27 **SAVE THE LAST DANCE FOR ME\***  
DOLLY PARTON (RCA PB-13703)
- 28 **I'VE BEEN RAINED ON TOO\***  
TOM JONES (Mercury/PolyGram 814 820-7)
- 29 **HAVE YOU LOVED YOUR WOMAN TODAY\***  
CRAIG DILLINGHAM (MCA 52301)
- 30 **IF I CAN JUST GET THROUGH THE NIGHT\***  
SISSY SPACEK (Atlantic America 7-99801)

## BLACK CONTEMPORARY

- 1 **LET THE MUSIC PLAY**  
SHANNON (Emergency/Mirage 7-99810)
- 2 **IF ONLY YOU KNEW**  
PATTI LABELLE (Philadelphia Int'l./CBS ZS4-04176)
- 3 **JOANNA**  
KOOL & THE GANG (Da-Lita/PolyGram DE 829)
- 4 **TIME WILL REVEAL**  
DaBARGE (Motown 1705)
- 5 **RUNNING WITH THE NIGHT**  
LIONEL RICHIE (Motown 1710MF)
- 6 **BABY, I'M HOOKED**  
CON FUNK SHUN (Mercury/PolyGram 814 5817)
- 7 **EBONY EYES**  
RICK JAMES AND SMOKEY ROBINSON (Gordy/Motown 1714GF)
- 8 **TELL ME IF YOU STILL CARE**  
THE S.O.S. band (Tabu/CBS ZS4 04160)
- 9 **JOYSTICK**  
DAZZ BAND (Motown 1701MF)
- 10 **ALL NIGHT LONG (ALL NIGHT)**  
LIONEL RICHIE (Motown 1698MF)
- 11 **YAH MO B THERE**  
JAMES INGRAM (with MICHAEL McDONALD) (Qwest/Warnar Bros. 7-29394)
- 12 **WET MY WHISTLE**  
MIDNIGHT STAR (Solar/Elaktra 7-6970)
- 13 **TAXI**  
J. BLACKFOOT (Sound Town/Allegianza ST-004)
- 14 **STAY WITH ME TONIGHT**  
JEFFREY OSBORNE (A&M 2591)
- 15 **BODY TALK**  
THE DEELE (Solar/Elaktra 7-69785)
- 16 **ACTION**  
EVELYN "CHAMPAGNE" KING (RCA PB-13682)
- 17 **JAM THE MOTHA**  
THE GAP BAND (Total Exparlanca/PolyGram TE 8210)
- 18 **ENCORE**  
CHERYL LYNN (Columbia 38-04256)
- 19 **SAY, SAY, SAY**  
PAUL McCARTNEY & MICHAEL JACKSON (Columbia 38-04168)
- 20 **SOMETHING'S ON YOUR MIND\***  
"D" TRAIN (Praluda PRL 596)
- 21 **FLASHBACK**  
KLIQUE (MCA-52303)
- 22 **ELECTRIC KINGDOM**  
TWILIGHT 22 (Vanguard VSD 35241)
- 23 **I'LL LET YOU SLIDE**  
LUTHER VANDROSS (Epic 34-04321)
- 24 **HOW COME U DON'T CALL ME ANYMORE**  
STEPHANIE MILLS (Casablanca/PolyGram 814 747-7)
- 25 **HARD TIMES\***  
RUN D.M.C. (Profile PRO 7036)
- 26 **TOUCH A FOUR LEAF CLOVER**  
ATLANTIC STARR (A&M 2580)
- 27 **SOMEBODY'S WATCHING ME\***  
ROCKWELL (Motown 1702MF)
- 28 **NUBIAN NUT**  
GEORGE CLINTON (Capitol B-5296)
- 29 **MAKE IT EASY ON YOURSELF\***  
RON BANKS (CBS Associated ZS4 04242)
- 30 **REMEMBER WHAT YOU LIKE\***  
JENNY BURTON (Atlantic 7-89748)

## RECORDS TO WATCH

NEW MOON ON MONDAY — Duran Duran (Capitol)  
YOU'VE REALLY GOT A HOLD ON ME — Mickey Gilley (Epic)  
HAD A DREAM — The Judds (RCA)  
DEADLINE U.S.A. — Shalamar (MCA)

YOU'RE WELCOME TONIGHT — Lynn Anderson & Gary Morris (Permian)  
BUILDING BRIDGES — Larry Willoughby (Atlantic America)  
REBEL YELL — Billy Idol (Chrysalis)  
BREAKING UP IS HARD ON YOU — The American Comedy Network (Critique)

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