

CASHBOX

December 24, 1988

NEWSPAPER \$3.00

T.M.



Charley Pride

MCA, WEA INTERNATIONAL FORM PACT
RCA EUROPE ADDS TO MOTOWN PACT
RECORD MERCHANTS CONTINUE SALES SERGE
DAVIS LEAVING NARM POST IN '84

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PLEEZE! YOU-DEFINITELY ARE NOT MY TYPE! BEE-SIDES-U DIDN'T EVEN OFFER ME A DRINK... AND YOU SPORTIN' SUM-SORRY LOOKIN' FAIRY KURLES!

BUT LATER... "WONDER-WHY NOBODY'S TALKING TO ME? I'M THE PRETTIEST ONE UP-IN-HEAH! DAG-I AIN'T UP-ON NO MOVIE TOWN! I MAYBE I SHOULD WORE DA REST OF MAH GOLD CHAINS--- ALL-DA-WAY FULL DRAPE!"

CHI (SCANNING) PUT YOUR GUESS HERE: CHECK ONE (SANE DINSANE DILDONYFISH)

NY (SCANNING) PUT YOUR GUESS HERE: CHECK ONE (SANE DINSANE DILDONYFISH)

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THE INTERNATIONAL MUSIC / COIN MACHINE / HOME ENTERTAINMENT WEEKLY

VOLUME XLV — NUMBER 30 — December 24, 1983

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

EDITORIAL

Common Interests

The record industry is an ultra-competitive business that has all-too frequently produced backbiting and an unconstructive brand of corporate competition. But all that went on hold last week when WEA International and MCA announced a new global distribution pact that owed its existence to nothing less than mutual admiration and respect.

MCA president Irving Azoff is no stranger to the WCI-owned WEA; as head of Front Line Management he had many Warner artists on his roster; and as executive for the Warner custom label, Full Moon Records, he became intimate with the company's worldwide operation. Similarly, Nesuhi Ertegun, head of WEA International had come to respect Azoff's ability to recognize talent and develop artists.

While the new agreement has only been announced now, both parties make it clear that discussions to bring MCA to WEA International began almost as soon as Azoff assumed his new post, with the pair eagerly pursuing ways to work together again.

This past year saw several new distribution deals of major proportion, with Chrysalis, Motown, Arista and Sugar Hill moving out of the independent marketplace. One effect of these new arrangements has been to further concentrate the circle of decision makers in our industry. The notion of a handful of powerful companies fighting with each other is more chilling now than ever before. But the spirit of mutual respect which permeates the new agreement between MCA and WEA International is encouraging. It should be the model for our future.

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ON THE COVER

Born in Sledge, Mississippi, Charley Pride spent much of his youth picking cotton with his 10 brothers and sisters. At night the family would listen to the radio and Charley would pay particular attention to WSM's *The Grand Ole Opry*. Almost 40 years later, Pride has become one of the legendary country performers and was named **Cash Box** Top Male Vocalist of the Decade for the 70s.



After a stint in the military and several years in baseball's major leagues playing for the California Angels and various teams in other leagues, Pride made the move to country music in the mid-60s when Red Foley and Red Sovine convinced him to come to Nashville. Chet Atkins took a demo tape he cut to the A&R executives at RCA Records and he was signed to the label soon after, and has stayed with them for almost 20 years.

Pride has also earned a reputation for helping new artists get started in the music business. Through the years he has contributed his experience and expertise to the careers of Ronnie Milsap, Gary Stewart, Johnny Duncan, Johnny Russell, Janie Fricke and Sylvia, among others.

TOP POP DEBUTS

SINGLES

62 **SO BAD** — Paul McCartney — Columbia

ALBUMS

106 **BUSY BODY** — Luther Vandross — Epic

POP SINGLE

SAY, SAY, SAY
Paul McCartney and
Michael Jackson
Columbia

B/C SINGLE

TIME WILL REVEAL
DeBarge
Gordy/Motown

COUNTRY SINGLE

YOU LOOK SO GOOD IN LOVE
George Strait
MCA

JAZZ

BACKSTREET
David Sanborn
Warner Bros.

NUMBER ONES



DeBarge

POP ALBUM

CAN'T SLOW DOWN
Lionel Richie
Motown

B/C ALBUM

CAN'T SLOW DOWN
Lionel Richie
Motown

COUNTRY ALBUM

DON'T CHEAT IN OUR HOMETOWN
Ricky Skaggs
Epic

GOSPEL

ROUGH SIDE OF THE MOUNTAIN
R.C. Barnes And
Rev. Janice Brown
Atlanta International Records

CASH BOX TOP 100 SINGLES

December 24, 1983

	Weeks On Chart	12/17
1 SAY SAY SAY	1 11	
2 UNION OF THE SNAKE	3 6	
3 ALL NIGHT LONG (ALL NIGHT)	2 15	
4 SAY IT ISN'T SO	5 9	
5 UPTOWN GIRL	6 14	
6 OWNER OF A LONELY HEART	9 8	
7 LOVE IS A BATTLEFIELD	4 14	
8 TWIST OF FATE	11 8	
9 CUM ON FEEL THE NOIZE	7 15	
10 CRUMBLIN' DOWN	8 11	
11 IN A BIG COUNTRY	12 10	
12 UNDERCOVER OF THE NIGHT	14 7	
13 BREAK MY STRIDE	18 15	
14 MAJOR TOM (COMING HOME)	17 13	
15 SYNCHRONICITY II	16 9	
16 TALKING IN YOUR SLEEP	20 12	
17 ISLANDS IN THE STREAM	13 18	
18 KARMA CHAMELEON	23 4	
19 WHY ME?	15 10	
20 CHURCH OF THE POISON MIND	10 10	
21 I GUESS THAT'S WHY THEY CALL IT THE BLUES	29 9	
22 RUNNING WITH THE NIGHT	28 5	
23 AIN'T NOBODY	24 13	
24 HOLIDAY	27 9	
25 HEART AND SOUL	19 16	
26 READ 'EM AND WEEP	30 6	
27 JOANNA	33 7	
28 TIME WILL REVEAL	32 10	
29 P.Y.T. (PRETTY YOUNG THING)	22 12	
30 IF I'D BEEN THE ONE	35 7	
31 THAT'S ALL	36 5	
32 THE CURLY SHUFFLE	50 4	
33 TOTAL ECLIPSE OF THE HEART	21 24	
34 PINK HOUSES	44 3	

	Weeks On Chart	12/17
35 I STILL CAN'T GET OVER LOVING YOU	41 7	
36 STAY WITH ME TONIGHT	40 9	
37 I WON'T STAND IN YOUR WAY	38 9	
38 WHEN THE LIGHTS GO OUT	42 9	
39 WHAT'S NEW	43 8	
40 GOLD	45 6	
41 BABY I LIED	49 7	
42 SOULS	31 11	
43 THE WAY HE MAKES ME FEEL	28 10	
44 THINK OF LAURA	60 3	
45 THE SIGN OF FIRE	52 5	
46 LET THE MUSIC PLAY	53 6	
47 TELEFONE (LONG DISTANCE LOVE AFFAIR)	25 19	
48 IN THE MOOD	55 5	
49 SEND ME AN ANGEL	54 5	
50 REMEMBER THE NIGHTS	56 4	
51 MAKING LOVE OUT OF NOTHING AT ALL	37 22	
52 TONIGHT I CELEBRATE MY LOVE	47 25	
53 INVISIBLE HANDS	34 11	
54 AN INNOCENT MAN	69 2	
55 ONE THING LEADS TO ANOTHER	46 18	
56 DELIRIOUS	48 17	
57 SUDDENLY LAST SUMMER	39 17	
58 MIDDLE OF THE ROAD	73 2	
59 THE BIG CRASH	64 4	
60 NIGHTBIRD	80 2	
61 TAKE ME BACK	68 4	
62 SO BAD	— 1	
63 THE POLITICS OF DANCING	70 4	
64 99 LUFTBALLONS	75 3	
65 YAH MO B THERE	83 2	
66 THE DREAM (HOLD ON TO YOUR DREAM)	77 3	
67 YOU DON'T BELIEVE	65 6	

	Weeks On Chart	12/17
68 (YOU CAN STILL) ROCK IN AMERICA	74 4	
69 EBONY EYES	76 3	
70 SAVE THE LAST DANCE FOR ME	78 3	
71 THIS MUST BE THE PLACE (NAIVE MELODY)	72 4	
72 WET MY WHISTLE	79 3	
73 ALMOST OVER YOU	81 3	
74 I AM LOVE	51 11	
75 TRUE	59 22	
76 TENDER IS THE NIGHT	58 13	
77 HOW MANY TIMES CAN WE SAY GOODBYE	61 12	
78 GIRLS JUST WANT TO HAVE FUN	86 2	
79 RAPPIN' RODNEY	87 3	
80 TELL ME IF YOU STILL CARE	88 2	
81 ALLERGIES	57 8	
82 LET'S PRETEND WE'RE MARRIED	90 2	
83 LOVE IS A STRANGER	82 14	
84 GIVE IT UP	— 1	
85 MAGNETIC	67 7	
86 I NEED YOU	88 11	
87 SWEETHEART LIKE YOU	— 1	
88 THE SMILE HAS LEFT YOUR EYES	71 11	
89 YOU'RE LOOKING LIKE LOVE TO ME	— 1	
90 MIRROR MAN	63 12	
91 STREET OF DREAMS	82 8	
92 SEND HER MY LOVE	84 13	
93 BURNING DOWN THE HOUSE	89 21	
94 ONLY YOU	92 14	
95 STATE OF THE NATION	85 5	
96 MODERN LOVE	94 18	
97 BLUE WORLD	91 8	
98 KING OF PAIN	97 18	
99 "KID" SANTA CLAUSE	— 1	
100 JUST GOT LUCKY	93 14	

ALPHABETIZED TOP 100 SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

Ain't Nobody (Overdua — ASCAP)	23	Owner Of A (Affirmatwa/Warner-Tamarlana — BMI/Unforgettable — ASCAP)	6	ASCAP)	16
All Night Long (Brockman — ASCAP)	3	P.Y.T. (Eiseman/Hat-At/Kings Road — BMI/Yellowbrick Road — ASCAP)	29	Take Me Back (Skoubogoda — ASCAP)	61
Allergies (Paul Simon — BMI)	81	Pink Houses (Riva — ASCAP)	34	Telephone (Mighty Mathalsen/Slapshot — BMI)	47
Almost Over You (Michael H. Goldsen/Carload of Us/Sweet Angel/Atlantic — ASCAP/BMI)	73	Politics Of Dancing (Firsters — ASCAP)	63	Tail Me If You (Flyta Tyme/Avant Garde — ASCAP)	80
An Innocent (Joel Songs — BMI)	54	Rappin' Rodney (Paper Clip/Original JB/Funkgroove — BMI)	79	Tender Is The Night (Olas/Korchmar/Kight Kitchen — ASCAP)	78
Baby I Lied (Posey/Unichappell/Vanhoey — BMI/Chappell — ASCAP)	41	Read 'Em And Weep (Edward B. Marks/Navarland/Pag — BMI)	26	That's All (Pun/Warner Bros. — ASCAP)	31
Big Crash (Cashola — BMI/Hitchings — ASCAP)	59	Remember The Nights (Clean Shaats — BMI)	50	Think Of Laura (Another Page — ASCAP)	44
Break My Stride (Streetwise/Big Ears/No Ears — ASCAP)	97	Rock In America (Kid Bldr/Rough Play — BMI)	68	This Must Be (Wab Music/Blau Disque/Index — ASCAP)	71
Burning Down (WB/Bleu Disque/Index — ASCAP)	93	Running With Tha (Brockman — ASCAP/Dyad — BMI)	22	Time Will Reveal (Jobata — ASCAP)	28
Church Of The Poison (Virgin adm. by Chappell — ASCAP)	20	Save The Last Dance (Rightsong — BMI)	78	Tonight I Celebrate (Almo/Prince Street/Screen Gems-EMI — ASCAP/BMI)	52
Crumblin' Down (Riva — ASCAP)	10	Say It Isn't So (Hot-Cha/Unichappell — BMI)	4	Total Eclipse (Lost Boys — BMI)	33
Cum On Feel (Barn — ASCAP)	9	Say Say Say (MPL Comm./Mjac — BMI)	1	Twist Of Fate (Stephan A. Kipner/April/Big Stick/Careers — ASCAP/BMI)	8
Curly Shuffle (Wise Guy — BMI)	32	Send Her My Love (Twist And Shout, div. of Waed High Nightmare — ASCAP)	92	Undercover (Colgems-EMI — ASCAP)	12
Delirious (Controversy — ASCAP)	56	Send Me An (Australian Tumbleweed — BMI)	49	Union Of The Snake (Tritac Ltd.)	2
Dream (Giorgio Moroder/Cerub/AICor — ASCAP)	66	Sign Of Fire (Colgems-EMI — ASCAP)	45	Uptown Girl (Joal Songs — BMI)	5
Ebony Eyes (Stone City — ASCAP)	89	Smile Has Left (WB/Almond Lagg — ASCAP)	88	Way Ha Makas Ma (Ennes/Emanuel/Thraasoma — ASCAP)	43
Girls Just Want (Herolic — ASCAP)	78	So Bad (MPL Communications — ASCAP)	62	Wat My Whistle (Hip-Trip/Midstar — BMI)	72
Give It Up (Alexander/Shawn/Chenal — BMI)	84	Souls (Vogue — BMI)	42	What's New (Marka/Warner Bros./Llmarick/Reganesqua/Tirm-Co — ASCAP)	39
Gold (Reformation — ASCAP)	40	State Of The Nation (Exit 60 — BMI)	95	When The Lights (Rondor/London/Almo — ASCAP)	38
Heart And Soul (Chinnichap/Careers — BMI)	25	Stay With Me (Zabedah — ASCAP)	36	Why Ma? (GMPC/Carub/AICor — ASCAP)	19
Holiday (House Of Fun/Pure Energy — BMI)	24	Street Of Dreams (Thames Talant/Lyon Farms — ASCAP/BMI)	91	Yah Mo B There (Eiseman/Hat-At/ Kings Road — BMI/Ganevlava/Rodsongs PRS/YellowBrick Road — ASCAP)	85
I Am Love (SaggiFire — ASCAP/Adm. by CBS/Foster Frees/Streamline Moderne/Off Backstreet—BMI)	77	Suddenly Last Summer (Clean Shaats — BMI)	57	You Don't Ballave (Woolfsons/Caraars — BMI)	87
I Guess That's Why (Intersong — ASCAP)	21	Sweetheart Like (Speclal Ridar — ASCAP)	87	You're Looking Like (All Seasons/Corbatia Music Plus/Hearts Delight — ASCAP)/BMI)	89
I Need You (Porchester/Dale Kawashima/Orcia Day To Day — ASCAP/Neches River — BMI)	88	Synchronicity II (Magnatic/Reggetta Illegal — BMI)	15		
I Still Can't Get (Raydiola — ASCAP)	35	Talking In Your (Forever Endeavor/Romantica — ASCAP)	91		
I Won't Stand (Willasden — BMI)	37				

Ⓢ = Exceptionally heavy radio activity this week

Ⓢ = Exceptionally heavy sales activity this week



TRASHIN' ON THE RITZ — Mirage recording group Southside Johnny and The Jukes recently performed at The Ritz in New York City in support of the group's label debut LP "Trash It Up!" which includes the current single "Get Your Body On The Job." Pictured backstage are (l-r): Nick Maria, national album sales manager, Atlantic Records; Mel Lewinter, senior vice president/controller, Atlantic Records; David Sonenberg, manager of Southside Johnny; Jerry Greenberg, president, Mirage Records; and Billy Rush of the group.

MCA And WEA Int'l Form Global Distribution Pact

by Jeffrey Ressler

LOS ANGELES — MCA Records Group and WEA International announced a long-term exclusive product licensing agreement effective Jan. 1, 1984. Under the agreement, WEA will distribute all MCA product in all territories around the world, with the exception of the United States, Canada, the United Kingdom and Ireland. The announcement was made Dec. 14, but negotiations regarding the deal have been taking place since Irving Azoff was named president of the MCA diskery last April.

Azoff and WEA International President Nesuhi Ertegun have carried on several successful global alliances in the past, when Azoff was head of Front Line Management with many Warners acts on his roster and when he served as executive of the Warners-distributed custom label Full Moon Records. Although the official date for the deal is set for New Year's Day, the pact may take longer to put into motion in some countries where MCA distribution

agreements are still in effect, including Spain and Japan. Those countries, however, will see MCA product distributed by WEA as soon as the foreign licensee contracts expire.

"This is actually the culmination of something which we started talking about almost seven months ago — the day I got my release from my Warner Brothers relationship and took on the MCA position," Azoff said, announcing the link up. "My reasons for wanting to obtain this MCA/Warner relationship is that through my years in both the management business and the record business I couldn't have had more success than with this international record company licensing. I know the operation well and feel confident in the people that I wanted to do business with. We figure it's an exciting marriage. In the next seven months we'll see MCA become the most aggressive label in the business and this is the start of our international commitment. We intend to beef up our international structure both

(continued on page 24)

Record Dealers Continue To Show Big Sales Increases

by Jim Bessman

NEW YORK — Record merchants continue to show huge gains in holiday sales percentages. Dealers across the country have observed freer spending on the part of their customers and attribute it to economic upturn as well as the quality of new product in the bins. But the heavy action at cash registers this year is also being credited to record product outside of new hit releases, with many retailers reporting a resurgence in sales of mature titles as well as a big turn in deep catalog.

"Sales are beyond belief!" exclaimed Jim Bonk, executive vice president of the Camelot Music chain, who placed sales at his approximately 150 stores at 20 percent over last year at this time. "Everything is selling — records, tapes, accessories, and the video business is still strong. Both games and movies. And catalog is very impressive."

Bonk added that a five-to-10 percent increase was all that had been anticipated, though even that mark would have been met with "elation" since a large part of last year's sales picture was in the videogame end, which now showed signs of tapering off.

At Atlanta's Franklin Music chain headquarters, marketing director Andrea Calzone also noted the declining game

sales. "The videogame business is not the same as it was last year, but our total sales are still up so the increase is in records and tapes and movies," said Calzone. She explained that the chain's prerecorded videocassette movie sales — all at \$40 or below — had doubled over last year's, with the just-released *Raiders Of The Lost Ark* kicking in at "bonzo" speed. She pegged current sales increases at 10-to-15 percent.

Ann Lieff, president of Florida's Spec's Music stores, seconded Calzone's observations in noting that while videogame sales made up 10 percent of the volume last December, they were only a "marginal" factor so far this year. Thus, she also attributed an overall chainwide increase to record sales.

At the Music Plus chain in Los Angeles, however, president Lou Fogelman "surprisingly" found that games were still "definitely strong, maybe due to pricepoint," along with blank video, CDs, accessory items like carrying cases, and videodiscs, the last product led by the "definite winner" in *Raiders*.

But like the other dealers, Fogelman noted that records were "carrying the force for the most part." And leading the pack at Music Plus and many other stores is, once again, Michael Jackson's "Thriller."

"Michael Jackson is #1 for us again," stated Fogelman, adding that although the superstar's superdisc had not strayed far from the top spot in the two months or so that it had slipped out of #1, it had been given new impetus from the recently released "Thriller" video. At the 18-store Buffalo, N.Y.-based Cavages chain, where vice president John Grandoni reported a 20-to-30 percent increase so far, "Thriller" had also returned to its former perch atop the chain's best sellers. Grandoni also joined Fogelman in citing Linda Ronstadt's "What's New" and Lionel Richie's "Can't Slow Down" as the next two best.

"It's boring! Michael Jackson is selling!" declared George Balicky, vice president of Pittsburgh's National Record Mart chain, with mock surprise. "Nothing's different here from anywhere else. Everything is selling, even deep catalog."

At Camelot, Bonk mentioned that Def Leppard's "Pyromania" was also picking up momentum similar to "Thriller"'s resurgence, and that albums like "What's New," which he didn't think would get big, had gotten big.

At the Tower Records superstore in Manhattan, assistant to the manager James Ward offered a longer list of hot sellers, including new album product by U2, Paul Rodgers, the Rolling Stones,

Genesis, Yes, Paul Simon, and Paul McCartney, with the continued strength of Talking Heads' "Speaking In Tongues" and the Phil Spector, Motown and Ze Records Christmas albums earning a mention.

Cavages' Grandoni said that in addition the benefits of MTV since a lot of his sales were reflected in its playlist.

Two chains which had reported less rosy sales pictures than most following Thanksgiving showed better spirits closer to Christmas. Roy Imber, president of the Long Island-based Record World/TSS chain, estimated a 7 to 8 percent increase on a comparative store basis, "not as high as some others, but then I don't know what base they started at. We went ahead in '82 and a lot of people didn't."

At Minneapolis' Great American Music Co., which was all but blown out by Thanksgiving weekend storms, president Ira Heilicher said that last Monday the chain finally had broken ahead "despite Monday night football." However, when contacted the following morning, Heilicher reported that "damn it, it's snowing again today!"

But there was no snowfall to freeze Record Bar president Barrie Bergman's warm spirits while declaring a "truly extraordinary" 20 percent per-store average

(continued on page 9)

RCA Europe Adds To Motown Pact

NEW YORK — RCA Records, Europe has a new three-year, multi-million dollar licensing agreement with Motown Records Corporation for the U.K. and Europe beginning January 1, 1984. The pact will renew RCA's two-and-a-half year relationship with Motown for manufacturing sales and distribution in the U.K. and will expand the pact to include Germany, Austria, Switzerland, France, Benelux and Scandinavia. RCA will continue to hold licensing rights for Spain and Portugal.

RCA Records will be setting up a Motown office in each operating country in addition to the current office in the U.K.



WINNERS SHARE GLEE — Winners of the second annual SongSearch competition express their enthusiasm at the awards ceremony sponsored by Songwriters Resources and Los Angeles Songwriters Showcase. Shown here in the foreground (l-r) are: Randell Porter; Heidi Hirsch, SongSearch coordinator; Cary Banks; and Steven Roberts. Shown in the background (l-r) are: Mark Hancock; Alan Roy Scott; Mark Graham; Lenny Macaluso; Barbara Marcus, SRS executive director; Skip Adams; and Billy James, SRS staff.

Davis To Leave NARM Post In '84

LOS ANGELES — Dan Davis will no longer helm the National Association of Record Merchandisers (NARM) after the end of January, 1984, it was learned by *Cash Box* last week. An official announcement from NARM will be forthcoming. Davis was installed as vice president of NARM and executive vice president of the Video Software Dealers Assn. (VSDA) on Jan. 1, 1983.

A veteran of 18 years in the Capitol Records organization, Davis has dealt with issues in both the recorded music and video fields, including a stint as vice president, video marketing, with Thorn EMI Video Programming Enterprises. At presstime, Davis' future plans were not available.

BUSINESS NOTES



OPEN UP THE DOOR — The Los Angeles Songwriters Showcase will be moving its weekly gatherings to El Privado at Carlos 'N Charlie's. Pictured above expressing their enthusiasm for the new location are (l-r): John Braheny and Len Chandler, co-founders of LASS; Bernice Altshul, comanager of Carlos 'N Charlie's; Ron Anton, vice president, BMI; and George Altschul, comanager of Carlos 'N Charlie's.

Grammy Awards Set For Feb 28

NEW YORK — Order forms for Grammy Awards and Valentine's Day merchandising aids have been sent out by the National Assoc. of Recording Merchandisers (NARM). The Annual Grammy Awards, hosted again by John Denver, will be telecast on CBS, Tuesday, February 28. This year's NARM merchandising campaign will once again offer two-phase support, with aids focusing on nominees for pre-award merchandising, and winners in post-ceremony campaigns.

Explaining the split strategy, Joe Cohen, executive vice president of NARM, said the organization is hoping to create a pre-program interest similar to the campaign mounted by the film industry prior to each year's Academy Awards ceremony. "We're trying to encourage people to select their own winners before the program," Cohen said. "The question is, can that be translated into sales?"

Among the aids being shipped by NARM are 40,000 1'x3' die-cut posters featuring photographs of eight nominees; 150,000 winner flats; 120,000 posters and banners advertising the time and date of the broadcast; and art sheets, title strips and header cards.

This year's Awards broadcast will originate from the Shrine Auditorium in Los Angeles, and will again be scheduled for three hours.

Grammy nominees will be announced January 10.

CBS/Fox Video Cuts CED to \$19.98

LOS ANGELES — To discourage consumers from renting its videodisc releases, CBS/Fox Video slashed the price of single disc feature films on CED from \$29.98 to \$19.98.

The price reduction effects some 225 titles the company has produced in this format under a two-hour length requirement, the maximum amount of footage a single disc can hold.

CBS/Fox has spoken a great deal against the videocassette rental system, lobbying strongly for repeal of the first sale doctrine, which lets video retailers rent out cassettes and discs without giving producers of the product a share of the take.

The company denied that the price cuts were made solely to make CED videodiscs a more economically attractive alternative to other types of video programming.

Mattel Posts High 3rd Qtr. Losses

LOS ANGELES — Acknowledging mounting problems in its consumer electronics division — which manufactures the Intellivision video game system, video game cartridges and home computers — Hawthorne, Calif.-based Mattel, Inc. lost \$46.3 million for its third fiscal quarter ending October 29. Combined with losses in the first and second quarter, this brings Mattel's losses for the first nine months of fiscal 1983 to \$222.8 million.

For the same three-month period last year, Mattel posted a profit of \$28.3 million, or \$1.31 a share. Its accumulated earnings for the first nine months of its last fiscal year were \$62.6 million, or \$2.83 a share. Third-quarter sales fell 31 percent to \$329 million compared to \$479 million a year earlier. Sales for the nine month time span also dropped 31 percent to \$754 million down from \$1.09 billion last year.

Mattel blamed this year's heavy losses on the contracting market for video games and low-cost computers it sells. The electronics division alone has lost \$283.5 million so far this year, and in its letter to shareholders the company said this operating group will show a "significant" loss for the fourth quarter ending January 28, 1983.

Mattel's toy and hobby division, however, somewhat helped to offset third quarter losses by showing a 55 percent increase in operating profit over last year's third quarter results.

Mattel said it is currently negotiating with domestic and international banks to restructure its debts, which now amount to about \$490 million. The company is also looking at the possibility of selling "one or more" of its operating subsidiaries as a means of raising funds to pay back some of its loans.

Warner Has New Software Interest

NEW YORK — Warner Software, Inc., a recently formed subsidiary of Warner Publishing, Inc., has acquired a substantial interest in First Star Software, Inc. The investment is designed to expand Warner's software-related publishing and distribution activities, while First Star, with Warner support, is expected to broaden its programs and marketing. First Star will continue to operate independently.

"The partnership represents an important merger of publishing talent with computer and software technology, one that will enable the two companies to complement each other, significantly increasing their abilities to match the emerging needs of the software marketplace," stated Albert Litewka, president of Warner Software, Inc., in making the announcement.

NEW FACES TO WATCH



Trio

"Some people forget sometimes that we're a rock and roll band and our guitarist gets very angry that some people think we put on a funny performance," exclaimed Stephen Remler, the singing and keyboard playing third of German Caslotone minimalists, Trio.

"Da Da Da" rock and roll? . . . There is no doubt about innovative nature of Trio's music which may have the same simplicity of rock. However, the group's bass-less approach to music is stripped of current Top 40 polish and the excessive melodramatic vocals and lyrics. Incorporating a variety of influences from both German and American cultures, the band's first domestic release, "Trio and Error," seeks new musical values perhaps similar to the original punk ethic — attempting to subvert the present paint-by-numbers musical system. Whether it be a reggaeified version of "Tutti Frutti," a Schlager-influence "Hearts are Trump," or the atmospheric venture into avant-garde, "W.W.W.," Trio's approach is simple yet not simplistic.

"The first time I heard it, it struck me right away as something very special and professional; it was refreshing to hear," said Klaus Voorman, the band's silent partner and producer known for his past work with the Beatles as the designer of the "Revolver" cover and session musician. "The sparseness was one of the reasons I became interested. It was so bare. They try to do the most difficult thing by playing few things, getting the message across and being exciting at the same time. Simple things are my favorite . . . all this music often detracts from the idea that a simple, straightforward song can live by itself."

Voorman explained he has no musical role in the band since the concept revolves around the members (Remler, drummer Peter Behrens, and guitarist "Kralle" Krawinkle) and does not want to change the band. He described his function as a mediator who offers suggestions when the group reaches a stalemate and cannot choose a direction.

Presenting a complete contrast to Voorman's almost saintly calm and graceful mannerisms, Remler's tall, bald frame and European articulations said, "Both we and the record company know that "Da Da Da" was a phenomenon and you really can't plan that," asserted Remler. "We did a song as well as the other ones and suddenly it went in the charts all over the world. Who knows why?"

"I'm aware of the fact that after that hit single a lot of stations categorized us as a novelty band. We do have sense of humor. Sometimes we're funny but sometimes we're surprised that people think something is funny which we didn't intend to be funny at all. We didn't develop any concept. Basically, there was just the three of us and we were trying to find a bass player and a 'keyboarder' but the whole thing was never as

good as just the three of us so we decided to keep it a trio."

Although the band has no clear concept, Remler specified it has always been interested in approaching music in an innovative way. Trio's approach to recording is also different: "It is a process of melting the songs down to the essentials. When we record, the songs aren't initially that sparse. There are more dynamic variations and guitar solos but then, by listening we decide what has lasting value and might sound great hearing it the first three times and then stop. We leave only the things that go beyond this one little personal moment. The song should be timeless."

This particular approach to recording inspired the LP's title "Trio and Error." "We do things and then we say, 'No, not this way' and we try again and so on. We did the final mixing in New York and these people were really amazed how long it took . . . maybe this thing is still an error," pondered Remler with a self-deprecating smirk.

Classifying Trio's songs more as suggestions rather than statements, Remler — who writes the majority of the lyrics — stressed he does not sit down and write poems; rather, he writes from the heart and expresses personal things. "What we don't do is pick certain subjects to write about. We always sing about real personal situations," Remler clarified.

"It comes from an actual dramatic situation which is the beginning," Remler continued, explaining the lyrics' origins and themes, "but it's more worked out rather than being in a stream of consciousness. You still have that magic moment but it's transferred to everyday life — a situation beyond the magic moment."

As a member of the new German wave that sings in both English and German, Trio seems to be unique because it often incorporates both languages within one song. "Although the U.S. version of 'Trio and Error' is mostly in English," said Remler, "the German versions of our first and second records are half and half and that's only natural for us being raised with American music and playing rock music . . . rock music wasn't German. It was only in the last five years that we started thinking of German rock music and this half and half thing is a normal reflection of our development.

Trio's success has spearheaded a German new music wave which, according to Remler, is unclassifiable. He is pleased to see German bands getting attention not only overseas but also in his home country which had been mostly closed to local new music; bands often had to become popular outside their country before getting any domestic acceptance.

As is the case with many other European bands, West German groups also find their music often is immensely popular on the other side of the iron curtain. Because of Germany's division, there has always been a great deal of political tension and hostility between the divided areas and East Germany has constantly attempted to keep itself isolated from Western Europe's influences. However, many restrictions have loosened, particularly in the pop field as more and more bands are allowed to perform in the communist country. "We'd really like to play East Germany and maybe we will be able to soon since they're allowing more West German bands to perform there," said Remler while pointing out that they receive a lot of fan mail from such Bloc countries as Hungary and Poland.

OUT OF THE BOX



HEART PLAY — UNFINISHED DIALOGUE — John Lennon and Yoko Ono — Polydor 817 238-1 Y-1 — Producer: none — List: 5.98 — Bar Coded

Although the album contains none of Lennon's musical work, its spoken word concept should prove popular with fans of the late artist for its fascinating insights into his personality. Recorded during the late summer and fall of 1980 for a *Playboy* documentary, this series of conversations taped in various locations including restaurants and Lennon's kitchen, give the listener a real sense of being there as opposed to having him quip from a sterile studio environment. Among the snippets of dialogue here, Lennon shows a newfound excitement in life, an eagerness to discover new things, the joy of fatherhood and a post-40 rebirth.

NEW AND DEVELOPING



EMERGENCY THIRD RAIL POWER TRIP — The Rain Parade — Enigma 19 — Producers: The Rain Parade, David Roback, Ethan James — List: 6.98

This LP is a trip through the paisley wall papered acid dreams of '60s flower children. With its Byrdian guitar arpeggios and swaying harmonies, Rain Parade's music has been at the forefront of the L.A. psychedelia movement. On its debut LP, the group composes chimeric sketches with ambiguous stream of consciousness lyrics. Spinning from the Yardbirds style guitars of "Talking In My Sleep," and the early Pink Floyd balladry on "Carolyn's Song," to the Dylanesque folkishness of "What She's Done To Your Mind," the band should appeal to both rock formatted stations as well as new music oriented outlets.

OUT OF THE BOX



TAVARES (RCA JB-13684) Words and Music (3:59) (Kenny Nolan Pub. Co. — ASCAP) (K. Nolan) (Producers: J. Senter & K. Nolan)

The group returned to the black contemporary dance music scene with their recent album, here on the LP's title track they've set a mellow pace that recalls the Nolan-penned hit of '82, "A Penny For Your Thoughts." Their voices soar with an undeniable soul/pop feel, and ought to give Tavares another new life on Top 40.

NEW AND DEVELOPING



OINGO BOINGO (A&M AM-2610) Wake Up (It's 1984) (3:00) (Little Maestro Music — BMI) (Danny Elfman) (Producer: Robert Margoueff)

Someone was bound to do this song or one like it to commemorate Orwell's year, and it would be difficult to top the job turned in by L.A.'s punchy rock octet. Group leader and songwriter Danny Elfman opens in rap fashion, frantically screaming out "Won't you listen to me" while the rest of the band shouts out the "wake up" call. The rest of the tune questions whether the world is at the beginning or the end and notes that while Big Brother is indeed watching, "We watch him back" and "have been here before" anyway. But where the words may leave the future up in the air, the music, though alarming, is firmly on the ground. Watchful though he may be, it is certain that when hearing this song, Big Brother is also dancing.

FEATURE PICKS

HEARTLAND — Real Life — Curb/MCA MCA-5459 — Producers: Steve Hillage — List: 8.98 — Bar Coded

Produced by noted solo musician and former member of avant garde group Gong, Steve Hillage, this latest offering from the land of Oz stakes its claim in the synth pop/dance music arena while its first single, "Send Me An Angel," an ethereal groove about desperation, is climbing on the **Cash Box** charts at #49 bullet. Stylistically similar to the Fixx and Duran Duran, Real Life's main strength is in its atmospheric ballads like the title track and "Burning Blue," where the Roxy Musical melodrama and nostalgia becomes quite affecting. Another song which has the potential to become the follow-up single is "Always," due to its ABBA-esque hook and pure pop melodics.

CHAD STUART & JEREMY CLYDE — Rocshire XR22018 — Producer: Chad Stuart — List: 8.98 — Bar Coded

A noted songwriting duo which took part in the 60s British invasion, Stuart and Clyde have released this reunion record following a 10-year recording hiatus. In the tradition of such contemporaries as Crosby, Stills and Nash or Simon and Garfunkel, this team also creates melodic, folk-tinged songs with a special emphasis on vocal harmonies. The scenic "Zanzibar Sunset" and "Seascape," are ideal easy listening cuts for nostalgic rainy days.

ORIGINAL MOTION PICTURE SOUNDTRACK — A NIGHT IN HEAVEN — various artists — A&M SP-4966 — Producers: Various — List: 8.98 — Bar Coded

While this soundtrack's emphasis is on dance music, it includes an odd combination of acts ranging from the Caribbean influences of the English Beat to the country lilt of Rita Coolidge. The main attraction for followers of the particular groups featured on the LP, including the Europeans, Kiddo, Bryan Adams, Jan Hammer and Gary U.S. Bonds, is that none of their songs have ever appeared on previously domestically released records with the exception of the Europeans' "Animal Song." As diverse the artists' styles are, the record comes across without any sense of inconsistency. Tracks of particular note are "Heaven," a gritty ballad by Adams, and the Hammer & Next compositions.

BORN IN AMERICA — Riot — Quality QUS 1008 — Producer: Steve Loeb — List: 8.98

Canadian metallurgists Riot have never been able to break into the U.S. charts like its compatriots Triumph and Rush, however, the band has had a hardcore cult following in both countries and for good reason. Featuring the dual guitar attack of Mark Reale and Rick Ventura, the principal songwriters and founding members of the group, the music is fast, loud and to the point as most songs clock in under four minutes. Dealing with the hard rockers' favorite subjects: women, outlaws and good times, Riot composes melodic, punchy songs and this LP should attract interest from headbangers around the world.

TRUE STORY — Code Blue — Index LP Three E 1008 — Producers: Mike Stone, Chris Bond, Ed Staslum — List: 8.98

There were great expectations from the young band which had just released a critically well-received debut. But that was three years ago and no one heard anything from Code Blue ever since. "True Story," a posthumous LP from a band which has reportedly broken up, should not be considered as a collection of leftovers and outtakes for it is a legitimate release reflecting a musical strength of its own as well as being a progression from the debut. Leader Dean Chamberlain's guitar playing bristles on such tracks as the "Letter From Leavenworth," a letter which deals with the

(continued on page 12)

FEATURE PICKS

THE STONE COUNTRY BAND (Amherst AM-48-1)

The Curly Shuffle (2:36) (Publisher: Not Listed) (P. Quinn) (Producer: Amherst)

Buffalo-based Stone Country checks in with the first cover version of the track that's shaping up to be one of the biggest late-breaking novelty records of the year. It's an old-fashioned shuffle accented by horns in a spirited performance with lyrics celebrating Moe, Larry, Shemp, Joe and of course, Curly. Each chorus contains a Stookey-y "Curly-ism": "wise guy," "nrknrk," barks, and so forth. Each format and demographic can take their pick.

CYNDI LAUPER (Portrait/CBS 37-04120)

Girls Just Want To Have Fun (3:55) (Heroic Music — ASCAP) (R. Hazard) (Producer: Rick Chertoff)

The former Blue Angel siren impressively yelps and belts her way through this dance-rock track from her debut solo release, "She's So Unusual." Robert Hazard's original male point of view is transformed into a cheerleader-like sing-along for party girls, and the Toni-Basil-like beat is augmented by a hooky, ringing guitar. Rocking dance clubs may pave the way for rock and Top 40 acceptance.

RUN-D.M.C. (Profile PRO-5036)

Hard Times (3:53) (Protoons, Inc./Rush-Groove/Mofunk Music — ASCAP) (J. Simmons-L. Smith-W. Warring- D. McDaniels) (Producers: R. Simmons & L. Smith) b/w **Jam-Master Jay** (3:21) (Protoons, Inc./Rush-Groove — ASCAP) (J. Simmons-J. Mizell-D. McDaniels- R. Simmons-L. Smith) (Producers: same)

The follow-up to the hugely successful "It's Like That" is just as stark and irresistible. The spare, pounding backbeat favored by breakers and radio alike serves as backdrop to a timely rap, with music credit to the Orange Krush group. Mercury/PolyGram recording artist Kurtis Blow receives separate credit for mixing the disc. "Jay" on the B-side is of a less serious nature and incorporates the scratch rage with a percussive tableaux. The two lead rappers' interplay bodes well for the forthcoming LP.

JOHN WARREN (Condor CDR-002)

Advance Warning (3:38) (Josalhn Music, Takes Flight Music — ASCAP) (Warren/Robertson) (Producer: Fred Pineau)

Boston artist Warren shows a close affinity with Hall & Oates' blue-eyed pop on his first single. Vocal style uses Hall's device of twisting into falsetto in mid-phrase, and the tune, about a preventive strike aimed at stopping an impending lover's spat, is similarly catchy upon the first listen.

HEADPINS (Solid Gold SGR-90001)

Just One More Time (3:48) (ATV Music Corp./18 Karat Gold Publishing) (Macleod-Mills) (Producer: Brian Macleod)

Vancouver foursome Headpins contains Chilliwack alumni Brian Macleod and Ab Bryant but pyromanic femme vocalist Darby Mills stands out in this steady-paced pop heavy metal-type vehicle. Bearing a raspy, high pitched whine of the genre's best, Mills wails out her wish to basic hard guitar backup, tempered a bit by string synth in the chorus.

WEST PHILLIPS (Quality QBS 7053)

(I'm Just A) Sucker For A Pretty Face (2:45) (Brandye Music) (W. Phillips) (Producers: L. Williams & W. Phillips)

(continued on page 27)

POINTS WEST

BLUEBELL BOP — Last week, Sire Records act **The Bluebells** came into L.A. to perform at the Music Machine. The Scottish band, known for its upbeat, pop-rock in the vein of '60s groups like **The Beatles**, **The Kinks** and **Gerry & The Pacemakers**, has a five-track record in stores that has received raves from critics and fellow artists alike, including **Elvis Costello**. Recently Bluebell's guitarist and lead vocalist **Robert Hodgens** spoke with **Cash Box** staffer **George Koulermos** during his group's 14-date American tour and talked about how much the combo was enjoying its domestic sojourn. "It's very enjoyable, like a holiday," Hodgens enthused. "We feel like explorers, like **Christopher Columbus**. It's so much better than I expected. The States get a lot of bad press in Europe. It's supposed to be very violent and unfriendly but it's the complete opposite. It's very safe."



IN THE NEWS — *Chrysalis* recording artist **Huey Lewis and the News** (r) was recently greeted backstage in Chicago by **Phil Collins**. Lewis and his band are currently playing around the country in support of their new LP "Sports."

the best thing we've ever done. It's a very long single, six minutes, and we're going to finish the LP soon and come back to America around February. The album will be both similar and different compared to the mini-LP. I like the way the material is done on the mini-LP, but it's nothing like the way we do it live. Live, we're a lot more shambolic and rowdy. We sound a lot like **The Faces** live. The LP should be a lot more bold than the record out now, because our ambitions are a little bit higher." Our last question involved how Hodgens arrived at the moniker for the group. "Well," he explained, "there's a brand of matches in Scotland called Bluebell Matches and they were going bankrupt so . . ."

RAT PACK UPDATE — **Sammy Davis Jr.** split Cedars-Sinai hospital in L.A. last week after treatment for fractured ribs, but he should be back stage New Year's Eve at Harrah's Reno . . . Meanwhile, across the country, New Jersey gaming officials are checking out reports that **Frank Sinatra** threatened to cancel a performance at Atlantic City's Golden Nuggett casino if the rules for dealing a blackjack game were altered during one of the vocalist's felt table sessions. Allegedly, Sinatra was playing blackjack with crony **Dean Martin** when he demanded the cards be handled by his lady dealer with a single deck in her hand, instead of from a shoe. The shoe, a plastic device that holds eight decks of cards and is designed to prevent chicanery from blackjack cheaters or "mechanics," is required in Atlantic City gambling halls under the New Jersey Casino Control Act.

RAPPIN' WITH RODNEY — "I was born **Jack Cohen**. I changed my name legally to **Jack Roy** when I was 19 — My father used the name 'Roy' in vaudeville and then I became **Rodney Dangerfield** when I was 40," said the comedian by way of introduction. Dangerfield, whose "Rappin' Rodney" single is charting at #79 bullet this week while the LP makes an eight point leap to the #55 bullet spot, is now taking a short break in New York before jetting down to Florida for a pair of New Year's Eve shows. Although Rodney's first vinyl foray was around 20 years ago, the strength of the single release — combined with a video clip receiving medium rotation on MTV, may make this record his hottest ever. Explaining the genesis of the single, he said, "About three years ago some fellows approached me about doing a rap song. I get a kick out of it. It's

something a little different for me. Imagine — a guy my age, 62, doing a rap song." The comic cited **Kurtis Blow** as one of his musical influences.

SHORT CUTS — Word has it a producer has bought the rights to *The Basketball Diaries* by **Jim Carroll** for a feature length film . . . **Guadacanal Diary** has just put out an album called "Watusi Rodeo," which features such new rock ditties as "Michael Rockefeller" (about the wealthy scion who was eaten by cannibals) and "John Wayne" (a tribute to big leggy) . . . **Specimen**, the U.K. group known for its infamous and macabre performance events at its nightclub **The Bat Cave**, has just released an album on Sire Records, entitled "Batastrophe." This month the band is touring the U.S.,

making upcoming stops in Los Angeles on Dec. 22, San Diego the following eve, and Atlanta, Ga. on Dec. 28, with additional dates in Texas to be announced shortly . . . Famed English guitarist **Albert Lee** joined American guitar legend **Duane Eddy** recently on stage at L.A.'s Baked Potato Club. Sitting in the audience were **Eric Clapton**, **Jeff Beck**, **Ron Wood** and other musicians in town for the **Ronnie Lane** A.R.M.S. concert. . . **Wire Train**, a San Francisco based band and recent 415/Columbia signing, has just unleashed a new EP in Europe through CBS Records International. The three-song record was issued simultaneously in Sweden, France, Germany, Switzerland and Holland to get the buzz going overseas before the combo's January album "In A Chamber" comes out. . .



ROGERS' HONORED — **Kenny and Marianne Rogers** recently distributed \$100,000 in prize money at the Second Annual World Hunger Media Awards which the Rogers' initiated last year. Seen at the ceremonies are (l-r): **Marianne Rogers**; **Kenny Rogers**; **Senator Patrick Leahy** (D-Vt.); **Marty Rogol**, administrator of the World Hunger Media Awards; and **Gloria Emerson**, winner of the Best Magazine Coverage award.

EXECUTIVES ON THE MOVE



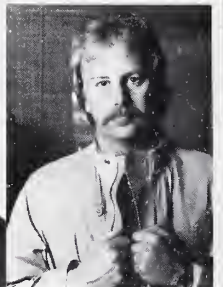
Wietsma



Hearn



Pack



Wasley

Wietsma Named At Warner Bros. — **Rick Wietsma** has been named vice president of production for Warner Bros. Records. He joined Warner Bros. in 1979 as director of systems and planning and was subsequently promoted to director of production before his vice presidential appointment.

Changes At Sparrow — **Rick Horne** has been appointed senior vice president, administration, for Sparrow Records. He has served Sparrow in various capacities for four years and moves up from a similar administrative position. Also appointed was **Bill Hearn** as senior vice president, marketing. He has been with Sparrow for five years.

A&M Appoints Pack — **A&M Records** has announced the appointment of **Valerie Pack** to A&M product coordinator. She joined A&M in August and was previously assistant to the director of promotion, **Geffen Records** and editorial manager, **Warner Bros. Records**.

Kinney Named at PolyGram — **Maureen Kinney** has been named manager of financial administration, **PolyGram Special Projects**. She previously was senior accounting analyst with **PolyGram's Finance Department**.

Wasley Promoted — **EMI America/Liberty Records** has announced the appointment of **Don Wasley** to national album promotion director for the twin labels.

Changes At Paramount — **Paramount Home Video** has announced the promotions of **Rose Marie Forbes** to sales coordinator and **Carol Jean De Simio** to sales service representative. Both joined the company last year. Forbes spent seven years at **Glendale Federal Savings and Loan**, while De Simio was at **Complete Post Productions** and **Chuck Barris Productions** for four years collectively. Also announced was the promotion of **Sandra Forney** to director of creative services. She joined Paramount in April 1981 as manager of creative services. — **Padnos Joins USA Network** — **Jamie Padnos** will join USA Network as a publicist. He comes from **Showtime/The Movie Channel**, where he was a program publicist since November 1981.

Changes At MGM/UA — **MGM/UA Home Video** has announced that **Benton Levy** has been appointed vice president, business affairs. He has been director of business affairs with **MGM/UA Home Entertainment Group** since its formation in April, 1982. Also **Donna L. Bascom**, formerly assistant director of business affairs, has been named the company's director of business affairs. Video rights coordinator **Jim Tauber** has been promoted to assistant director of business affairs in the new **MGM/UA Home Video** structure.

Beger Appointed — **Bill Beger** has been appointed branch manager, Nashville, for **MCA Distributing**. He has been with MCA since 1978 as sales representative in Detroit.

Benenati Promoted — **Maryellen Benenati** has been promoted to international manager for the **Chappell/Intersong Music Group-USA**. She has been the publishing company's archivist and professional liaison since 1980, the year she joined the company.

Lavery Named — **Rob Lavery** has been appointed art director of **Peter Pan Industries**. Prior to joining Peter Pan, he was most recently vice president of **Pro-Arts Screen Graphics**, Bloomfield, N.J.

Blend Appointed — **Marilynn Blend** has been named sales account executive by **VCA Teletronics**. She comes to VCA Teletronics from **IBM**, where she had been national account sales manager.

Dunkley Named — **Andy Dunkley**, DJ for **The Stage At Irving Plaza**, has been named promotion person and the press liaison for the club. Dunkley, a DJ in the states, Japan and England over the past 15 years, comes from **Birmingham, England** and served as American manager for **Orchestral Maneuvers in the Dark** from Nov. '82 to July '83.

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

Price Named — **Kim N. Price** has been named **Associated Press** broadcast executive for Oregon and Washington. He previously was the AP correspondent in charge of the company's **Omaha, Neb., bureau**.

Changes At CES — **Dennis S. Corcoran** has been named to succeed **William T. Glasgow** as vice president/Consumer Electronics Shows (CES). Glasgow will leave CES on March 1 to pursue a career in trade show management. Corcoran is currently vice president for shows and management of the **Recreational Vehicle Industry Association**. And **Gary J. Shapiro** has been named staff vice president for Government and Legal Affairs. He joined **EIA/CEG** in October 1982 as legislative and regulatory counsel. **Donald H. Hatton** recently joined the company as director of product services. He has spent the last 17 years at **Sanyo Manufacturing Corporation** and **Warwick Electronics Inc.**

Foster Joins Parasound — **Richard Foster** has joined **Parasound Communications, Inc.** of San Francisco as chief executive officer. For the past four years he has headed his own management company for performing artists, providing numerous services to both talent and producers.

Karnstedt Appointed — **The Peer-Southern Organization** has announced the appointment of **Michael Karnstedt** as European director of the organization. For the past eight years he has served as European professional manager.

Cogswell Appointed — **Pacific Video** has announced that **Tom Cogswell** has joined Pacific's staff as their new Controller, a position which he held previously with **Vidal Sasson, Incorporated**.

Labels Differ In Crossover Promo For Holiday Season

by Harry Weinger

NEW YORK — Labels with hot black music product are divided in their efforts to maximize crossover potential for holiday season buying. PolyGram and RCA Records localized their campaigns with heavy display advertising, while Motown Records maintained visibility with traditional accounts and Warner Bros. began a national merchandising program with top black music acts.

Oscar Fields, vice president of sales/marketing for black music at Warner Bros., cited the strong acceptance of current product at R&B and pop radio as the incentive for the holiday campaign. "We spotlighted 10 albums by creating visibility at the big chains, including discounts to make buying more attractive," he said. The artists — Prince, James Ingram, Chaka Khan and Rufus, Jennifer Holliday, Richard Pryor, Madonna, David Sanborn, George Benson, Randy Crawford and Zapp — were targeted specifically for general market accounts. "They came on real strong," Fields noted. "The difference this year was that half of these acts had pop radio acceptance, and that's why we made the effort to turn it around." Fields also described the Richard Pryor album, with support from the concert film, as a surprising seller. Fields expects the campaign to carry throughout the holiday season.

RCA Records, with releases from the Pointer Sisters, Evelyn "Champagne" King, the Jones Girls and Skyy highlighting the current schedule, found a decided lack of radio crossover, has instead sharpened its focus on regional campaigns where the acts have greatest potential.

"We've got our top markets covered, of course," said Basil Marshall, vice president of black music product management for the label. "There are strong time buys for King's album, which we expect to start off big at this time and continue through the holidays. But generally, we've not had huge pop sellers, and therefore did not expand our efforts nationally."

On the crossover question, Marshall pointed to the sales explosion of the Hall and Oates collection. "The group has crossed to black markets more than any other act the other way," he said. The labels' strongest efforts for black product are targeted to where urban contemporary radio has broad appeal.

"There is a lot of display activity with Tavares, King, the Pointers, etc., in New York and Boston," Marshall noted. "Those cities are just two examples, but that is our best way to create across-the-board sales." Marshall also offered the view that recently completed videos for Tavares, King, and the Jones Girls bode well for product visibility and crossover potential. "That is a step up from last year," he said, "and outlets for black videos are increasing."



DYNAMIC DUO — Producer John Luongo (c), and Steve Luscombe (l) and Neil Arthur of the duo Blancmange are pictured in Sigma Sound's Studio 5 where they recently completed a new LP for PolyGram.

A just-completed video for one of the hottest crossover acts is adding to his sales base. Lionel Richie's latest Motown single "Running With The Night," debuted on MTV this past weekend and is receiving respectable airplay on rock radio. The album, "Can't Slow Down," is one of a number of current Motown releases that is keeping the label visible in its national coverage. While representatives agreed there were no specific campaigns to differentiate this holiday season from last year, albums such as "The Big Chill" soundtrack and the latest from DeBarge were seen as a key for crossover buying.

"These albums are being accepted at all levels of radio," said Dick Sherman, senior vice president of marketing and distribution. "We're in the stores just like any other" (continued from page 14)



Jheryl Busby

Busby Named V.P. At MCA

LOS ANGELES — Jheryl Busby has joined MCA Records in the newly created position of vice president, black music for the label. Busby's responsibilities will include supervision of all black music related projects on MCA Records, including A&R, marketing, and promotion.

For the last three years Busby served as vice president, R&B promotion and marketing for A&M Records. Prior to that he had a five year tenure at Casablanca Records where he held the title of vice president, R&B for two years.

Christmas Sales

(continued from page 5)

increase at his chain and predicting the biggest ever Christmas there as well as the best year ever in 1984. "Personal stereos — Jesus have they sold! Which means that we'll sell a lot of stuff to go with them after Christmas!"

Cavages' Grandoni best summed up retailers' holiday cheer. "People are out there spending. The economy is better, so they're spending a lot more freely and starting earlier. And there is product for every demographic out there, from Linda Ronstadt to Michael Jackson to Kenny Rogers."

MCA Inc. Elects Price; Declares Stock Dividend

NEW YORK — Frank Price, a former director and vice president of MCA, Inc., has been elected a director in Class III of the company. He joined the firm last month as a vice president and chairman of MCA's Motion Picture Group.

In addition, the Board of MCA, Inc. declared a quarterly cash dividend of 22 cents per share on the MCA, Inc. outstanding common stock. The dividend is payable January 16, 1984, to common stock holders of record at the close of business December 28, 1983.

EAST COASTINGS

A.R.M.S. IN NEW YORK — The all-too-brief all-star tour for Ronnie Lane's Action Research into Multiple Sclerosis ended its whirlwind trip around the States last weekend with two shows at New York's Madison Square Garden. Closing night saw the announced lineup of Jeff Beck, Eric Clapton, Jimmy Page, Bill Wyman, Charlie Watts, Kenney Jones, Joe Cocker, Paul Rodgers, Ian Stewart, Chris Stainton, Andy Fairweather Low, Ray Cooper, Jan Hammer and Fernando Saunders joined by walk-on Ronnie Woods. Seriously outclassed by the array of guitar talent onstage, Woods managed to contribute to the spirit of the evening via an ingratiating, self-deprecating humor. The behind-the-scenes story for the show revolved around Pete Townshend, who spent the evening in the wings but refused to come out and play. Musical



RUNNIN' WITH RICHIE — Motown recording artist Lionel Richie (l) discusses a scene with director Bob Giraldi (r) during the recent filming of Richie's new video, "Running With the Night."

WELL, ALMOST EVERYTHING — Rolling Stone Press/Summit Books has just issued *The Rolling Stone Encyclopedia of Rock & Roll*, edited by Jon Pareles and Patricia Romanowski. Touted as "everything about rock & roll, from A to Z," the tome is a valiant shot at living up to the hoopla, with good points outweighing bad. An attempt to include non-rock artists who presaged or affected the style is included, although one wonders why Larry Coryell is included but not Pat Martino, Dinah Washington but not Billie Holiday or Rosetta Thorpe, Blood Ullmer and Ornette Coleman but not Ronald Shannon Jackson. Updating is spotty, with the bio of Rickie Lee Jones including "Girl At Her Volcano," but the entry for Rick James lacking "Cold Blooded." Far from essential, but extremely useful . . . Alan Greenberg's film script *Love In Vain: The Life and Legend of Robert Johnson* is available from Doubleday/Dolphin, and blues fans are advised to pick it up since it appears unlikely anyone will ever finance a socio-politico-mythic film about art and oppression among rural southern blacks of the thirties. Quirky and chilling, Greenberg's script doesn't attempt historical authority. Rather, the portrayal of Johnson operates more as a portrayal of a disenfranchised and dangerous life struggling for identity and meaning.

THIS 'N THAT — Betsy Alexander has anked her slot as publicist for I.R.S. Records. Her own as-yet-unnamed P.R. firm will be based in Hollywood at 633 N. LaBrea, Suite A. Alexander's client roster is — as they say — forthcoming . . . Public relations and publicity veteran Slim Myers has announced his retirement from RCA Records . . . Promo man Michael Stone has departed Rocshire Records to form his own Stone Age Promotion and Marketing Co., for the Detroit region. Stone, who has worked for Warner, Elektra and CBS, will continue handling Rocshire through his new agency, and can be reached at (313) 363-5954 . . . Giorno Poetry Systems has just released a collection entitled "You're A Hook: The 15 Year Anniversary of Dial-A-Poem" featuring recordings made over the last five years by Laurie Anderson, Jim Carroll, Frank Zappa, Patti Smith, Lenny Kaye, Philip Glass, Allen Ginsberg, William S. Burroughs and John Giorno. The LP is available from New Music Distribution Service in New York.

YOU WILL ROCK & YOU WILL LIKE IT — Much ink has been dispensed of late writing about the slew of German artists reaching the American record market. Epic Records is pinning their hopes on Nena, a Berlin-based quintet fronted by Nena Kerner. The band has already scored gold records in Germany and Scandinavia, and developed a strong following in L.A. as a result of their first American 12-inch, "99 Luftballons." With the group's debut EP set to ship here in the first week of '84, the band members recently blew through town to introduce themselves to the American press. Of interest to us was the question of whether there is in fact a style of rock music that could be labeled as distinctly German. "In a way it's not especially German, just European," group guitarist Carlo Karges told us. "We have influences from Europe, the U.S. and we use all of them. But I think the kids in Germany want more music that they can identify with. There have been a lot of musicians in Germany over the last few years, but we're finally starting to sing in German, and that's the new development. When you play on festivals in Germany with American bands, you're beginning to see that you're reaching more of the German kids than the Americans are. It's not that they're against American or English groups, just that they want to understand and the music is not enough." . . . The dB's recording their first LP for Bearsville with Chris Butler of The Waitresses producing . . . Atlantic has inherited singer Jenny Burton as a result of their now defunct deal with RFC Records. Her debut album will be titled "In Black And White," and was produced by John Roble . . . Former Village People frontman Victor Willis has inked with Sutra Records. First release is a 12-inch, "Physical."



EXECS JUST WANNA HAVE FUN — Portrait Records recently celebrated the release of Cyndi Lauper's debut album, "She's So Unusual," with a party in New York. Pictured at the fete are (l-r): Don Dempsey, senior vice president and general manager, Epic/Portrait/Associated Labels; Cyndi Lauper; and David Wolff, Lauper's manager.

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fred goodman

TOP 15 VIDEO GAMES

		Weeks On Chart
1	Q-BERT Parker Brothers 5360	1 16
2	POLE POSITION Atari CX 2694	2 16
3	MS. PAC-MAN Atari CX 2675	3 40
4	RIVER RAID Activision AX 020	5 38
5	ENDURO Activision AX 026	6 27
6	POPEYE Parker Brothers 5370	9 3
7	CENTIPEDE Atari CX 2676	7 38
8	JUNGLE HUNT Atari CX 2688	4 20
9	PITFALL Activision AX 108	10 55
10	MR. DO! Coleco 2622	8 11
11	KANGAROO Atari CX 2689	11 4
12	JOUST Atari CX 2691	13 3
13	BURGER TIME Intellivision 4595	12 21
14	TIME PILOT Coleco 2679	14 7
15	DECATHLON Activision AX030	15 16

COMPILED FROM: Alta — Phoenix • Disc-O-Mat — New York City • Sound Video, Unltd. — Chicago • Musicland — St. Louis • Everybody's — Portland • Licorice Pizza — Los Angeles • New England Home Video — Groton • Movies To Go — St. Louis • Sound Warehouse — San Antonio • Spac'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 • Tower — Sacramento, Seattle • Wherehouse — Los Angeles • Camelot — Kansas City, Dayton, Cincinnati, St. Louis, Chicago, Indianapolis.

TOP 15 MIDLINES

		Weeks On Chart
1	THE PRETENDERS (Sire SRK 6083)	1 22
2	LED ZEPPELIN (IV) (Atlantic SD 19129)	2 43
3	THE RISE AND FALL OF ZIGGY STARDUST AND THE SPIDERS FROM MARS David Bowie (RCA AYL 1-3843)	3 35
4	THE DOORS (Elektra EKS 74007)	4 46
5	WORKING CLASS DOG Rick Springfield (RCA AFL 1-3697)	6 15
6	LOOK SHARPI Joe Jackson (A&M SP-4919)	7 66
7	HITS! Boz Scaggs (Columbia FC 36841)	9 7
8	THE ROMANTICS (Nemperor/CBS NJZ 36273)	8 5
9	ELTON JOHN'S GREATEST HITS, VOLUME I (MCA 2128)	11 19
10	TAPESTRY Carole King (Epic PE 34946)	12 2
11	AMERICAN PIE Don McClean (United Artists LN 10337)	14 2
12	WHO'S NEXT The Who (MCA 3141)	5 24
13	PIANO MAN Billy Joel (Columbia PC 32455)	10 21
14	WHO ARE YOU The Who (MCA 3050)	13 27
15	LET THERE BE ROCK AC/DC (SD-36151)	15 21

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



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

REGIONAL ALBUM ANALYSIS

NATIONAL BREAKOUTS

- | | | | |
|---|-------------------------------|----|----------------------------|
| 1 | OZZY OSBOURNE | 9 | KOOL & THE GANG |
| 2 | 38 SPECIAL | 10 | NIGHT RANGER |
| 3 | TWO OF A KIND | 11 | LUTHER VANDROSS |
| 4 | ROMANTICS | 12 | RODNEY DANGERFIELD |
| 5 | U2 | 13 | PATTI LABELLE |
| 6 | BARRY MANILOW | 14 | ELTON JOHN |
| 7 | EARTH, WIND & FIRE | 15 | ABC |
| 8 | ADAM ANT | | |

NORTHEAST 1.

- 1 U2
- 2 OZZY OSBOURNE
- 3 38 SPECIAL
- 4 ADAM ANT
- 5 BARRY MANILOW
- 6 TWO OF A KIND
- 7 RODNEY DANGERFIELD
- 8 KOOL & THE GANG
- 9 ABC
- 10 ROMANTICS

SOUTHEAST 2.

- 1 EARTH, WIND & FIRE
- 2 OZZY OSBOURNE
- 3 LUTHER VANDROSS
- 4 38 SPECIAL
- 5 U2
- 6 TWO OF A KIND
- 7 BARRY MANILOW
- 8 ROMANTICS
- 9 PATTI LABELLE
- 10 RAY PARKER, JR.

BALTIMORE/ WASHINGTON 3.

- 1 PATTI LABELLE
- 2 LUTHER VANDROSS
- 3 RODNEY DANGERFIELD
- 4 OZZY OSBOURNE
- 5 PIECES OF A DREAM
- 6 ELTON JOHN
- 7 MADONNA
- 8 KOOL & THE GANG
- 9 EARTH, WIND & FIRE
- 10 ROMANTICS

WEST 4.

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

MIDWEST 5.

- 1 OZZY OSBOURNE
- 2 38 SPECIAL
- 3 TWO OF A KIND
- 4 LUTHER VANDROSS
- 5 ROMANTICS
- 6 U2
- 7 BARRY MANILOW
- 8 ADAM ANT
- 9 EARTH, WIND & FIRE
- 10 NIGHT RANGER

NORTH CENTRAL 6.

- 1 BARRY MANILOW
- 2 TWO OF A KIND
- 3 38 SPECIAL
- 4 OZZY OSBOURNE
- 5 NIGHT RANGER
- 6 ALAN PARSONS PROJECT
- 7 ELTON JOHN
- 8 RODNEY DANGERFIELD
- 9 CARPENTERS
- 10 ROMANTICS

DENVER/PHOENIX 7.

- 1 OZZY OSBOURNE
- 2 NIGHT RANGER
- 3 38 SPECIAL
- 4 U2
- 5 ADAM ANT
- 6 ABC
- 7 TWO OF A KIND
- 8 KOOL & THE GANG
- 9 ROMANTICS
- 10 BILLY IDOL

SOUTH CENTRAL 8.

- 1 OZZY OSBOURNE
- 2 ROMANTICS
- 3 U2
- 4 BARRY MANILOW
- 5 38 SPECIAL
- 6 TWO OF A KIND
- 7 NIGHT RANGER
- 8 WILLIE NELSON
- 9 EARTH, WIND & FIRE
- 10 CARPENTERS

WHAT'S IN-STORE



RODNEY'S IN-STORE RAP — RCA Recording artist Rodney Dangerfield recently appeared at J&R Music World in Manhattan to autograph his label debut LP "Rappin' Rodney." The in-store drew over 700 fans, including rocker George Thorogood.

ROCKIN' 'N READIN' — Besides the heavyweight new record releases out there in time for Christmas gift-giving, there are plenty of recently published rock-related book titles which may also prove welcome yuletide presents. One Gotham record retailer which has a well-stocked book section is **It's Only Rock 'N' Roll**, where manager Carlos Parkins is in especially festive spirits. "The book world is so incredible!" he exclaims. "Duran Duran is a very hot number, and we're selling both volumes of *The Duran Duran Scrapbook* very well. **Bowie** books sell extremely fast and we have five to 10 different ones that people are picking up like crazy, particularly *David Bowie Black Book* and *David Bowie: Out Of The Cool* and a hardcover called *The Pitt Report*. All of **The Beatles** books and ones about **The Police**, **Stones**, **Led Zep**, and **Genesis** are doing real well, and so are all of the British books, especially the *Their Own Words* series which has at least a dozen different titles. Other standouts are *The International Encyclopedia Of Hard Rock And Heavy Metal*, *The Official Book For The Deadhead*, and last year's *The Who: Maximum R&B*." At **Important Record Distributors** in New York, which does a solid business in rock book distribution, domestic buyer **Eric Williams** seconded Parkins' observations regarding the second *Duran Duran Scrapbook*. "Forget it," commands Williams. "They put the prettiest guy on the cover!" Other successful titles being carried by Important include the "surprisingly strong" *Trouser Press Guide To New Wave*, **Danny Sugerman's Illustrated History Of The Doors** and other Doors tome, *An Hour Of Magic*. Listed by Williams as "second stringers" are Bowie titles and *Heavy Metal Power Age*, an older title given new life by changing the **Van Halen** front cover to a picture of the late **Randy Rhoades**. **Jim Kozlowski**, Important's U.K. LP and merchandise buyer, adds an imported **Yardbirds** bio to Williams' list, which he finds to be "flying out the door" in light of the recent **Ronnie Lane** benefit concerts which featured that group's **Eric Clapton**, **Jeff Beck**, and **Jimmy Page**. Kozlowski further notes that it's a "banner year" for calendars, with over 35,000 import pieces featuring the likes of Duran Duran, Bowie, The Police, **Adam Ant**, **Culture Club**, **Michael Jackson**, The Beatles, The Stones, and **Elvis Presley** already in circulation. At Video Haven, a mail order supplier of music books and video based in Holland, Mich., operations manager **Larry Wagenaar** mentions Duran Duran, Police, Neil Young, and Led Zeppelin titles and adds *The Name Of This Book Is Talking Heads*, *Bookends — The Simon And Garfunkel Story*, *Hit And Run — The Jimi Hendrix Story*, *Dave Marsh's Before I Get Old Who* book, and *The Summer of 1980*, about **John Lennon**, as other heavily requested titles. A check with various publishers of music related books shows that St. Martin's Press has recently issued *The Beach Boys: The Authorized Biography*; *The Guitar Greats*, authored by **John Tobler** and **Stuart Grundy**, the same team who wrote *The Record Producers: The Rock Yearbook 1984*; *The Police*, as photographed by **Lynn Goldsmith**; and Marsh's *Before I Get Old*. Beaufort Books has just published *David Bowie: Out Of The Cool* and *The Buddy Holly Story* by John Tobler, while Delilah has *Rockorama: Twenty-five Years Of Teen Screen Idols*. Sterling Publishing Co. has made available Blandford Press's *Stiff: The Story Of A Record Label*, and Grove Press has just come out with *The Rolling Stones A To Z* by **Lisa Howard** and **Sue Welner**, the latter being coauthor of the previous *The Beatles A To Z*. Rolling Stone Press has published an **Annie Liebovitz** photo book. *The Rolling Stone Rock Almanac*, *The New Rolling Stone Record Guide*, *The Rolling Stone Encyclopedia Of Rock 'n Roll*, and **Robert Palmer's The Rolling Stones**. Proteus has *Duran Duran — Their Story*, *A Brief Case History Of Madness*, *Reggae Deep Roots Music*, *A Tourist's Guide To Japan*, and volumes on **James Last** and **Toyah**.

VIDEO VENDING — **Video Shack**, the metropolitan New York 10-store video chain, inserted a 16-page advertising supplement into last Sunday's *New York Times* featuring a wide variety of current video product, or "something for everyone," according to a three-paragraph intro detailing the chain's video offerings in Christmas gift giving terms. Workout, comedy, kiddie, family, and hit movie product was colorfully illustrated in various house and supplier advertising, with Warner Home Video, CBS Fox Video, RCA/Columbia Pictures Home Video, Paramount Home Video, and Fuji taking out one or more full pages. Another full-page went to *Video Review*, which offered subscription discounts with a coupon included: Shack itself offered coupons offering \$5 off on purchase of one prerecorded video cassette, \$10 off the purchase of three CED or laserdiscs, \$10 off on adult laserdisc, and \$10 off the initial club membership fee. The inside back cover carried a handy map of the New York area with the store locations starred in. As for the front cover, among the 57 cassettes pictures on store shelving is "Mother's Day," which just coincidentally happens to be the only movie ever co-produced by Video Shack vice president **Marla Kesselman**. Says Kesselman of the twice-yearly use of the inserts, "We have our biggest business days immediately after we run them. They're great not only for us but for whomever advertises."

ROPERY ISN'T KIDDING ABOUT SANTA CLAUS — Roper Records is full of promotional spirit and good will concerning its latest **Patsy** release, "Kid Santa Claus." Already available in addition to the single about Santa's daughter are little comic books depicting the story line and "Holly-pop" marshmallow sticks named after Holly Nicole Claus, the "Kid." Other projects being worked on include a TV special and licensing for caps, books, sweaters, and jeans. Roper is currently negotiating with a children's record company for manufacturing of a special combination album and comic book to be distributed through toy stores.

Jim Bessman



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

Playlist

ADDS

ARTIST	CLIP	LABEL
Police	Wrapped Around Your Finger	A&M
Lionel Richie	Running With The Night	Motown
Endgames	Love Cares	Virgin/MCA
Girlschool	Play Dirty	Mercury
Firefall	Runaway Love	Atlantic
Let's Active	Every Word Means No	I.R.S.
Elvis Costello	Let Them Talk	Columbia
Carly Simon	Hello Big Man	Warner Bros.
Jimmy Cliff	Reggae Nights	Columbia
Headpins	Just One More Time	Solid Gold/MCA
Danny Johnson	Love Thang	Lipstick
Hys	Backstabber	Gold Mountain/A&M
Jimmy The Hoover	Tantalize	Columbia
Bill Wyman	New Fashion	A&M
Hilary	Kinetic	MCA
Bluebells	Cath	Sire
Kraut	All Twisted	Faulty/Cabbage
Europeans	Animal Song	A&M
Sparks	All You Ever Think	
	About Is Sex	Atlantic
Irene Cara	The Dream	Network/Geffen

HEAVY

(Maximum Four Plays Per Day)

The Doors	Gloria	Elektra
John Cougar Mellencamp	Pink Houses/Crumblin' Down	Riva/PolyGram
U2	Sunday Bloody Sunday	Island
Heaven	Rock School	Columbia
Night Ranger	Rock In America	MCA
Hall & Oates	Say It Isn't So	RCA
ZZ Top	TV Dinner	Warner Bros.
Genesis	That's All	Atlantic
Robert Plant	In the Mood	Es Paranza
Stan Ridgeway		
Stewart Copeland	Don't Box Me In	I.R.S.
Yes	Owner Of A Lonely Heart	Atco
Huey Lewis & The News	I Want A New Drug/ Heart And Soul	
	Talking In Your Sleep	Chrysalis
The Romantics	Souls	Nemperor/CBS
Rick Springfield	Undercover	RCA
Rolling Stones	Send Her My Love	Rolling Stones/Atco
Journey	All Night Long	Columbia
Lionel Richie	Say, Say, Say	Motown
P. McCartney/M. Jackson	Union Of The Snake	Columbia
Duran Duran	If Anyone Falls	Capitol
Stevie Nicks	Street Dreams	Modern/Atco
Rainbow	The Smile Has Left Your Eyes	Mercury
Asia	In A Big Country	Geffen
Big Country	Synchronicity II	Mercury
Police	I Won't Stand In Your Way	A&M
Stray Cats	If I'd Been The One	A&M
38 Special	Monkey On Your Back	Portrait/CBS
Aldo Nova		

MEDIUM

(Maximum Three Plays Per Day)

Irene Cara	Why Me?	Network/Geffen
George Thorogood	Rock And Roll Christmas	Rounder
Billy Squier	Christmas Is The Time	
	To Say I Love You	Capitol
Hall & Oates	Jungle Bell Rock	RCA
X	True Love (Part 2)	Elektra
Alcatraz	Island In The Sun	Rocshre
Lords Of The New Church	Dance With Me	I.R.S.
The Flxx	Sign Of Fire	MCA
Blue Oyster Cult	Shooting Shark	Columbia
Don Felder	Bad Girls	Asylum
Spandau Ballet	Gold	Chrysalis
Elton John	I Guess That's Why They	
	Call It The Blues	Geffen
Re-Flex	The Politics Of Dancing	Capitol
Ozzy Osbourne	Bark At The Moon	CBS Associated
ABC	That Was Then But This Is Now	Mercury
Motley Crue	Looks That Kill	Elektra
Adam Ant	Strip	Epic
Rodney Dangerfield	Rappin' Rodney	RCA
Jackson Browne	Tender Is The Night	Asylum
Eddie Money	Big Crash	Columbia
Industry	State Of The Natlon	Capitol
Bob Dylan	Sweetheart Like You	Columbia
Alarm	The Stand	I.R.S.
Cyndi Lauper	Girls Just Want To Have Fun	Portrait/CBS
Survivor	Caught In The Game	Scotti Bros./CBS
Dokken	Breaking The Chains	Elektra
Midnight Oil	Power And Passion	Columbia

LIGHT

(Maximum Two Plays Per Day)

Blasters	Red Rose	Sire
Pool	Dance It Down	Moment
Freur	Doot Doot	Epic
Parachute Club	Rise Up	RCA
Comateens	Late Mistake	PolyGram
Sons Of Heroes	Living Outside Your Love	MCA
Talking Heads	This Must Be The Place	Sire
Machinations	Pressure Sway	Oz/A&M
Tommy Tutone	Get Around Girl	Columbia



GOING, GOING, GONE — Pictured above are (l-r): John Candy and Eugene Levy taken from a scene in *Going Berserk*, now available on MCA Home Video in videocassette, laserdisc and CED formats. The film is slated for a February release.

Sony And EMI Pact To Release Video 45's

NEW YORK — Sony Video Software Operations and EMI's Picture Music International have pacted to release Sony Video 45's on eleven top rock acts, two major R&B groups and a variety of other music video projects. Included in the arrangement are videos by David Bowie, Phil Collins, the Motels, Iron Maiden, the J. Geils Band, Sheena Easton, Naked Eyes, Kajagoogoo, Kim Carnes, Steve Miller, Thomas Dolby, Maze and Ashford & Simpson. The Maze and Ashford & Simpson videos are the first short-form black music videos ever issued for the home market.

"The EMI deal represents a new watershed for short form music video software in the home market," said John O'Donnell, head of Sony Video Software Operations and added, "For the first time, it puts a substantial number of videos into the marketplace which have current high visibility on MTV and other music video outlets."

The first Sony/EMI release will place in January 1984. Video 45's are set to include: — David Bowie w/ "Let's Dance," "China Girl," in an uncensored version; and "Modern Love." — Iron Maiden w/ "Run To The Hills," "Number of the Beast," "Flight of the Icarus," and "The Trooper." — J. Geils Band w/ "Centerfold," "Freeze-Frame," "Angel In Blue," and "I Do." — Kajagoogoo w/ "Too Shy," "Ooh To Be Aah," "Hang On Now," and an additional song to be named shortly.

Sony Pro Audio Cites Strong 1st-Year Sales Of Digital Recorders

NEW YORK — Sony Professional Audio Products has reported strong first year U.S. sales of its PCM-3324 digital multitrack recorder. At a New York news conference last week, company vice president and general manager George Currie totalled fourteen orders for the \$133,600 machines and called the figure a "benchmark" in the digital recording industry.

Rick Plushner, the company's national direct sales manager for digital audio, listed two PGM-3324 machine sales to Atlantic Records Studios in New York, two to Digital Services Recording in Houston, three to Giorgio Moroder's Oasis Studios in Los Angeles, and one each to Stevie Wonder's Wonderland Studios in Los Angeles and Frank Zappa in Los Angeles.

RIAA/Video Ups Award Criteria

NEW YORK — The Recording Industry Association of America's (RIAA) video arm has revised its criteria for certification of gold and platinum video awards. The new standards are effective January 1.

Beginning in 1984, a gold award will require a minimum of 37,500 units/licensed rentals or a suggested retail value/rental license income of \$1.5 million. A platinum award will require levels of 75,000 units or \$3 million. Prior requirements, which remain in effect for programs released before January 1 are 25,000 units and \$1 million for gold, 50,000 units and \$2 million for platinum.

Video cassette and videodisc sales will continue to be co-mingled for gold and platinum awards only if released on the same company label. Starting with the expiration date of a licensing agreement for a specific title, that title's sales and licensed rentals would count as part of the original licensor's total toward gold or platinum status.

In addition to the change in criteria, the RIAA/Video has added a surcharge of \$200 per audit above the regular \$200 fee for all nonmembers.

Sony Videos Available By Telephone

LOS ANGELES — Sony Video has added two new toll free numbers to breach the gap between consumers of prerecorded music videos and the manufacturer, and retailers of home video cassettes and the manufacturer.

Consumers who would like to order by mail Sony Video 45's in the VHS or Beta format may do so by dialing 1-800-221-9980. Music videos of David Bowie, Duran Duran, A Flock of Seagulls, Rod Stewart, Elton John and others are currently available from Sony. The videos retail in the \$15-\$20 range.

Anxious retailers may also place orders for Sony Video 45's by dialing 1-800-847-8164.

Silver Blue Pacts With CBS Assoc. Labels

NEW YORK — Joel Diamond's Silver Blue Records has entered the CBS Associated Label roster. The first Silver Blue/CBS release is an edited 7-inch single of Gloria Gaynor's "I Am What I Am" 12-inch, which was originally put out by Silver Blue in October and is now charting.

TOP 30 VIDEOCASSETTES

	Weeks On Chart		Weeks On Chart
1 RAIDERS OF THE LOST ARK Paramount Home Video 1376	12/17	17 SPACEHUNTER: ADVENTURES IN THE FORBIDDEN ZONE RCA/Columbia Pictures Home Video 10512	12/17
2 BLUE THUNDER RCA/Columbia Pictures Home Video 10026	1	18 THE MAN FROM SNOWY RIVER CBS/Fox 1233	18
3 FLASHDANCE Paramount Home Video 1454	2	19 PINK FLOYD THE WALL MGM/UA Home Video 400288	15
4 VACATION Warner Home Video 11315	3	20 THE OUTSIDERS Warner Home Video 11310	14
5 GANDHI RCA/Columbia Pictures Home Video 10237	14	21 THE HUNGER MGM/UA Home Video 800281	25
6 RISKY BUSINESS Warner Home Video 11323	5	22 JAWS 3 MCA Home Video 80044	2
7 PSYCHO II MCA Home Video 80008	4	23 THE MAN WITH TWO BRAINS Warner Home Video 11319	19
8 TWILIGHT ZONE Warner Home Video 11314	10	24 PORKY'S CBS/Fox 1149	14
9 BREATHLESS Vestron 5017	—	25 TENDER MERCIES Thorn/EMI 1640	10
10 THE DARK CRYSTAL Thorn/EMI 1966	8	26 SOMETHING WICKED THIS WAY COMES Walt Disney Home Video 116	27
11 48 HRS. Paramount Home Video 1139	2	27 POLICE AROUND THE WORLD I.R.S. Video 001	12
12 SUPERMAN III Warner Home Video 11320	8	28 THE YEAR OF LIVING DANGEROUSLY MGM/UA Home Video 00243	29
13 THE SURVIVORS RCA/Columbia Pictures Home Video 10521	—	29 JANE FONDA'S WORKOUT KVC/RCA Karl Video Corp. 042	21
14 EDDIE MURPHY DELIRIOUS Paramount Home Video 2323	17	30 STOKER ACE Warner Home Video 11322	30
15 MAX DUGAN RETURNS CBS/Fox 1236	4		7
16 DOCTOR DETROIT MCA Home Video 8001	13		20

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

FEATURE PICKS

ALBUMS

(continued from page 7)

dehumanization of mental health hospitals, and "Stilllife/Naked City," a song discussing the alienation of big city life (i.e. Los Angeles).

I DON'T SPEAK THE LANGUAGE — Matthew Wilder — Private I/CBS BFZ 39112 — Producers: Peter Bunetta, Rick Chudacoff, Bill Elliott — List: None — Bar Coded

"Break My Stride," the first single from Wilder's debut LP, typifies the singer/songwriter's breezy, R&B/reggae-influenced style. A solid pop craftsman, he adds a modern sheen to his tunes with a variety of synthesizer textures. "Language" 's title track slinks to a Caribbean beat while "Love Above The Ground Floor" and "World Of The Rich And Famous" are in a buoyant soul groove. Wilder's affable, hook-laden sound is tailor-made for AM radio airplay.

AMERICAN MADE ROCK AND ROLL — Joey Welz — Fraternity FR 1028 — Producers: Joey Welz and Gerry Granahan — List: 8.98

Such rock luminaries as Mick Jagger and Peter Townshend are reaching their 40s but still making good music gives hope to younger generations. One man who has seen four decades of rock and roll come and go is Joey Welz, noted r'n'r piano player who performed with Bill Haley's Comets as well as working with Link Wray and Roy Buchanan. His latest release is a historic diary of the style, a tribute to Welz's first and only musical love. Tunes like the title track and "Rock and Roll is Here To Stay" anthems praising the lasting power of the genre, while the nostalgic "I Remember Rock and Roll" and the exciting "Video Rock" are other noteworthy cuts.

THE SWINGER — Phil Judd — MCA MCA-36007 — Producers: Al Kooper, Bruce Brosn and Russell Dunlop — List: 8.98 — Bar Coded

Phil Judd's six-song mini-LP contains much of the same quirky pop rock he once wrote for his Down Under band, the Swingers. Produced in part by noted keyboardist Al Kooper, who has worked with such rock luminaries as Michael Bloomfield and Bob Dylan, "The Swinger" takes an old rock formula and twists it into something new and fresh. Such bouncy tunes as "Rendezvous (With A Girl Like You)" and "Laydown" present Judd's songwriting at his best. His innocent, sometimes naive lyrics give the danceable songs their light, party time feeling.

MIXED EMOTIONS — Sherry Kean — Capitol/EMI MLP-15010 — Producer: Mike Thorne — List: 8.98 — Bar Coded

A five-song mini-LP, "Mixed Emotions" is a mixture of various traditional styles in a musically modernistic context. Canadian singer Kean's folk-tinged vocals add a great deal of character to the arrangements which vary from the slow pleading, "I Want You Back" to the upbeat, technorock of "Sever The Ties."

(continued on page 27)

Ronnie Lane's Appeal For A.R.M.S.

MADISON SQUARE GARDEN, N.Y.C. — That this was a benefit concert was a fact noted only by the appearance of Ronnie Lane at the program's close. And rightly so: a triumvirate of guitar greats — and not altruism or charity — was the proper hook for this program, judging from the response of the 20,000-strong audience. It is to the credit of the performers that they served up a peppy portion of just what their fans had come for.

Opening the program, Eric Clapton fronted a rhythm section featuring percussionist Ray Cooper, drummers Kenney Jones and Charlie Watts, bassist Bill Wyman, guitarist Andy Fairweather Low and keyboardist Chris Stainton. Comfortable as an old glove, Clapton and company dug into a repertoire composed almost entirely of familiar late-solo recordings including "Lay Down Sally," "Cocaine," and "Wonderful Tonight," the latter a tune whose live delivery has always been head-and-shoulders above the original, lackluster studio recording. Concluding a satisfyingly mature 45-minute set, the group remained on stage to support vocalist Joe Cocker. With his career marked by very definite ups and downs, Cocker still managed to appeal to all segments of the broadly aged audience by drawing on material from all phases of his career, including a fine rendition of "Watching The River Flow," cut at perhaps the low point of his career.

The second set, spearheaded by Jeff Beck, proved the most bolsterous. A rarity on the concert circuit these days, Beck was as fit both musically and physically as at any point in his career. His backup group was both a blessing and a curse, with bassist Fernando Saunders a solid, thoughtful bottom, and keyboardist Jan Hammer diluting the mixture with a watery brand of fusion clichés. Like Clapton, Beck drew almost exclusively on his later solo work, including renditions of "Because We've Ended As Lovers" and "Goin' Down," the latter with the aid of Andy Fairweather Low, who joined the group as vocalist for several tunes including a cover of "People Get Ready."

Despite receiving the greatest ovation, Jimmy Page proved the only disappointment of the evening, with his unfocused set depressingly sloppy and trite. His instrumental version of "Stairway to Heaven" was inferior to the average bar band cover, and a new piece written with vocalist Paul Rodgers felt longer than The Ring Cycle.

Happily, Page's set was followed by a finale featuring the three guitarists plus walk-on Ronnie Woods on a fine, dueling "Layla." Cocker's obligatory "With A Little Help From My Friends" was obviously apt, and a warm, no-corn cover of "Goodnight Irene" closed the show.

fred goodman

Eek-A-Mouse

IRVING PLAZA, NEW YORK, NEW YORK — An appearance by Eek-A-Mouse would have caused a near riot in his homeland, yet only elicited a small turnout here. Reggae's a tough sell up North, but for those who sought out one of Jamaica's top singing stars, the show was an education.

Eek-A-Mouse, whose born name is Rip-ton Hilton, is noted for wearing unusual costumes on stage while chanting a

serious set of material. At 6'6", Mouse is a commanding presence, and for this evening's performance his physical power was accented by the donning of a foot-tall Mexican hat and matching poncho. Pacing and prancing about to the enticing street rhythms of Kalabash, Mouse was a master at drawing the listener in for the dance and then giving a solid nudge to their social and political sensibilities. Tough to say whether the small assemblage understood all, but his impact was undeniable.

Alternately shocking and entertaining, Mouse performed a number of tracks from his current Shanachie release "The Mouse and The Man." The title cut was particularly surreal; on the surface, the singer in the lyric appears to be indulging a groupie who wants to be taken to the ultimate American fantasy, Disneyland. To a Jamaican, however, especially a large one who chose a comic book nom-de-plume, Disneyland is a strange, "small world" filled with oversized cartoon characters. There, irony abounds as Mouse is the man as he finally meets the American mouse, a figure which in "real life" is almost as tall as he. Live, the song may have appeared merely cute, but Mouse's seriousness hinted at a subtle mockery of the odd customs of "Babylon."

During a performance of "Hitler," a track which serves as a reminder as well as a warning of creeping Nazi thought, Mouse continued to silkily slink about, winking at a lady friend between verses while leaking eye contact with the rest of the hypnotized crowd on the down beat. The emotional charge between text and terpsichore also understated a rendition of "Pretty City," a finely detailed song on the influence of the tourist trade in Jamaica.

Mouse's language is often difficult to understand, a point which he addressed in the middle of his hour-plus performance by translating a few of his best-known phrases. In an interview for the book *Reggae International*, Mouse stated, "Even in Japan day will sing like Jamaican without fullness of understanding. Cos dem feel it, dem know it."

Kalabash also performed a short opening set, and while their original material lacks the fire of the Eek-A-Mouse songbook, their musicianship and dedication make them a band to watch. Notable was a haunting cover of "I Wish It Would Rain."

harry weinger

Frank Sinatra

BRENDAN BYRNE ARENA, E. RUTHERFORD, N.J. — When Frank Sinatra said "This is my home" after singing "My Way" midway through his soldout show at the Byrne Arena, it was one instance where an entertainer gets intimate with his audience and actually means it. For Sinatra — as everyone in the cavernous room knew — was born only a few miles southeast of the concert site in Hoboken, N.J. Chatting with the audience while sipping from a glass of burgundy, he recalled being chased through Secaucus by truant officers ("They could never find us"). After being spontaneously serenaded by the full house in "Happy Birthday To You" (four days ahead of the Dec. 12 date), the subject even paused to introduce his godfather and former boss at the Hoboken daily newspaper, which he used to unload off trucks many years earlier. And in keeping with the "old home night" nature of the affair, when he brought out his longtime guitarist Tony Mottola for a beautiful classical solo, he recalled how the two had started out together playing on a Jersey City radio show.



BIG CITY SUBURBS — Mercury/PolyGram recording group *The Suburbs* recently performed at *The Ritz* in New York. The Minneapolis group was in town to support their label debut LP "Love Is The Law." Pictured in the top row backstage are (l-r): Bruce Allen, Hugo Klaers, Michael Halliday, Beej Chaney, and Chan Poling, of the group. Pictured in the bottom row are (l-r): John Weston, New York local promotion person, PolyGram Records; Linda Walker, director of college promotion, PolyGram Records; Diana Thomas, manager of the group; Harry Palmer, director of marketing, rock division, PolyGram Records; Rhonda Markowitz, publicist, east coast, PolyGram Records; George Meier, national director of rock promotion, PolyGram Records; Peter Lubin, director of A&R, rock division, PolyGram Records; and Jerry Jaffe, senior vice president, rock division, PolyGram Records.

Such was the way that Sinatra was able to, in his words, "turn the arena into a living room." In doing so he presented a textbook lesson in classic American pop song, not only from his own stature as the classic American pop singer, but through crediting the songwriter, arranger, and source of each song offered. His performance showed the thorough professionalism for which he has long been known, full of dynamic vocal devices as well as authoritative gestures which brought his songs to life visually.

For example, when he sang Nelson Riddle's "famous" arrangement of Cole Porter's "I've Got You Under My Skin," he grabbed out with his non-mike hand at the first "got you" to make the words palpable. On Frank Lesser's "Luck Be A Lady Tonight," which was sung by Brando in the movie "Guys And Dolls" (which also starred Sinatra), he shook his hand and threw the imaginary dice to the floor in a motion so realistic that the muted horn section came in as the dice hit.

Each song was given its own sense of drama through the singer's impeccable timing. One highlight had to be the shift in mood from Irving Berlin's "Change Partners And Dance," in which the master leaned over sideways at one point to nudge the ensuing symbol crash into place, to Gordon Jenkins' "This Is All I Ask," for which the lights dimmed while he sang the verse in his rich baritone.

Another high point came after Mottola's solo, when Sinatra came back for a "saloon" song, "which he defined as a tune written for 'a guy left behind in a one room flat by a chick who left him with a half pint of gin that was really water when he got to it, and a small amount of grass with no papers and matches.'" The tune, "I Guess I'll Hang My Tears Out To Dry" by Sammy Cahn and Julie Styne, was beautifully melancholic.

Things lightened up considerably at the end of the show when Sinatra rewrote "Strangers In The Night" ("Love was just a dance away, a lovely pair of pants away") and teased everyone by singing the intro of "Chicago" and the line "I lost my heart in Union City," all to the opening notes of "New York, New York," the show's fitting finale.

Afterwards, he hung out after the lights went on to gather up flowers and shake hands with the throngs surrounding the stage.

Jim bessman

'Get Happy' Opens In Los Angeles

LOS ANGELES — *Get Happy - The Music of Harold Arlen*, a musical paying tribute to the songwriter, was recently playing at Los Angeles' Pilot Theatre. Produced by Bill Dyer and Dick DeBenedictis; directed and choreographed by Tony Stevens, the performance featured songs by some of the most famous lyricists of the stage and motion pictures such as Ira Gershwin, Truman Capote, Dorothy Fields, Ted Koehler, Johnny Mercer and E.Y. Harburg.

Born in 1905 in Buffalo, New York, Arlen discovered jazz at an early age and found his first major success in 1929 with a song he wrote which was recorded by Rudy Vallee. His next biggest hit came during his work in a Vincent Youmans musical, and one day during rehearsals he composed a song later to be called "Great Day" featuring lyrics by Ted Koehler. The tremendous popularity of the song gave Arlen the chance to perform at the legendary Cotton Club in Harlem where he debuted one of his classics, "Stormy Weather" which gave him the opportunity to venture into motion pictures and Hollywood.

Living in the west coast off and on for 20 years while composing musicals with the likes of Gershwin and Harburg, Arlen remained comparatively obscure to most people with the exception of his success in two Judy Garland films, *The Wizard of Oz*, written at the beginning of her career, and *A Star Is Born*, written with Gershwin before her death.

During his hollywood period, Arlen occasionally returned to Broadway where he wrote a few anti-military satires for *Hooray For What?* He also composed some controversial, feminist, anti-racist songs for the production of *Bloomer Girl*. Upon his return to New York he worked on various collaborations which, while often becoming classics, still were not financial successes at the box office. Among his works, it included the score of *St. Louis Woman*, with lyrics written by Mercer, *House of Flowers*, with Capote, *Jamaica*, featuring Lena Horne and written with Harburg.

The show, which frequently had sold-out houses, concluded its L.A. run last weekend.

AIRPLAY

RUNNIN' WITH THE ROCK — Motown's hot on the AOR trail as "The Big Chill" soundtrack creates some headroom for the label. Motown has also serviced top AOR's with a special 12-inch version of **Lionel Richie's** latest single, "Running With The Night," a track that includes a burning guitar contribution from **Toto's Steve Lukather**.



STARR POINTS FINAL SUB CRUISE — Former Beatle **Ringo Starr** (c) answered listeners' phone calls live on the air for the final edition of "Ringo's Yellow Submarine" on the ABC FM Network. The one-hour weekly program, hosted by Starr, aired for the past six months on over 300 stations. Joining the drummer in the studio (l-r): Gary Owens, show moderator; and Doug Thompson, writer, "Yellow Submarine."

Richie is reportedly receiving airplay on almost 100 rock stations, and the video for the tune debuted on MTV this past weekend in heavy rotation. While Motown classics and a few token **Stevie Wonder** tracks served as AOR staples for years, the adds for Richie's release might be considered a breakthrough. The AOR front will be promoted more heavily in months to come as the label is gearing up to "officially" debut its Morocco (Motown Rock Company, see?) subsidiary in January, with initial product from L.A.-based act **Paul Sabu**. The company released its "Get Crazy" soundtrack and a subsequent **Sparks** single on Morocco earlier this year, but the Sabu album kicks off a formal campaign for the rock 'n' roll audience.

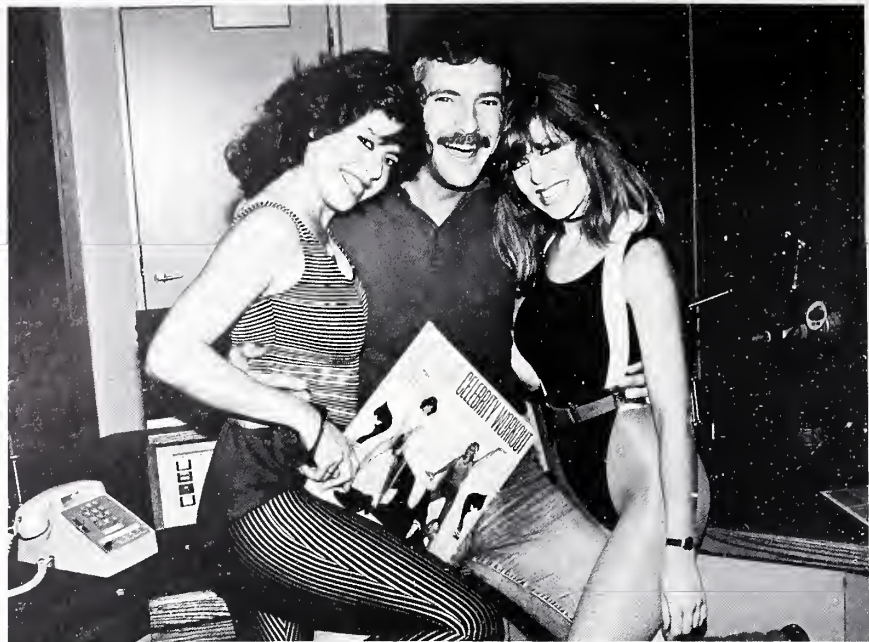
HEART PLAY AIR PLAY — Just released for the collector and the curious is "Heart Play," an album version of the **John Lennon/Yoko Ono Playboy** interview conducted in fall of 1980. Polygram Records, the label making the piece available through Ono's recent negotiations, previewed the LP early to radio stations across the country. "As a spoken word LP there's not much longevity for it on radio," noted **Drew Murray**, PolyGram's national album promotion manager. "We had it at most stations by December 2 so they would have the interview in time for radio specials surrounding the anniversary of Lennon's death." Less necrophiliac radio outlets can pick up the BBC interview available from London Wavelength. The five-hour special is being made available once again to replace the postponed **Rolling Stones** feature. Of the remaining Fab Four, **George Harrison** is the only one not on the interview circuit, as **Ringo** just completed his ABC net project while **McCartney** is the subject of profiles from both NBC's Source and the BBC Rock Hour (see review).

NAMES IN THE NEWS — **Joel Raab**, program director at WHN/New York, has been named consultant for Mutual Broadcasting's country music programming, and will be active in the company's feature programming, including *Lee Arnold On A Country Road*. . . Also at the web, **Neal Weed** has been named vice president of sales and will supervise Mutual's national sales operations. Weed most recently was president and owner of Country Sessions, Inc. . . **Barbara Crooks** becomes the first woman president of a major rep firm as she takes the helm of Selcom Radio, effective immediately. Crooks has been with the company 10 years. **Donn Winther** has been named Selcom's executive vice president. . . **Dave Brewer** leaves his P.D. post at KATT/Oklahoma City for the new post as director of programming/research at **Jeff Pollack** Communications. KATT, a Pollack-consulted station, hit #1 in two recent consecutive Arb books. . . **WPIX-FM**/New York has a new national sales manager in **Bonnie Abdelnour** as she departs an account exec slot at WOR. Abdelnour will also serve as director of corporate development. The station is set to debut a new morning show just after the New Year. Coming from all-comedy radio station **WJOK**/Gaithersburg will be **Brad Krantz** and **Mike Morlin**, both of whom have yet to work officially as a team. Their adjacent shifts at WJOK overlapped often, and their rapport apparently has paid off. WPIX-FM is quick to note that the duo will not serve as a comedy team but are a step towards incorporating personality into the A/C outlet. **Dick Summers** will continue with the station in an unspecified full-time capacity. . . **Dave Hall**, music director at **KKHR**/Los Angeles, has a featured role in the current Chevy Chase film, *Deal of the Century*. He plays a vet alongside the one and only **Ray Manzarek**. Hall is also the voice of Dinky Little and Mr. Bigg on the Saturday morning cartoon show, "The Littles."

THE FLEET IS READY TO FLY — The Starfleet buy-back agreement with John Blair & Company (**Cash Box**, November 26), will be final as of the first of '84, with the new company name, Starfleet Broadcasting, Inc., just about in place.

AULD LANG SYNE — There are a host of specialty shows for the year end. . . Narwood Productions' *MusicFest* program broadcasts a four-hour big-band salute New Year's Eve, and will highlight the past 50 years of big-band sounds. Host for the event is the reknowned **William B. Williams**, who will present his own perspective on the lasting phenomenon as well as offer New Year greetings from friends such as **Frank Sinatra**. Williams commented on the past year's growth of nostalgia and big-band radio, noting that "there's evidently a vacuum that's being filled by these specialty programs. The 'over-35's' yearn for that sound, and the way I feel is that we're finally being recognized." Williams involvement in the Narwood project was termed by the mellifluous announcer, "a labor of love," and he added, "I'm at home with that kind of music. I mean, I can play it on the air and actually listen to it. It's heartening to see its re-emergence." . . . In other music programs for year end, ABC's *Continuous History of Rock 'n' Roll* presents "1983's Contribution To Rock," set to feature the top acts of the year. The program will feed daily the week ending December 31, and will be available as a one-hour special on New Year's Day. **Pat St. John**, producer of *Rock Notes*, has a montage of New Year's greetings planned for Day One. . . DIR Broadcasting, through ABC's Rock net, presents a "Best Of" *Biscuit* show on Christmas Day featuring the **Who**, **Men At Work**, **Stray Cats**, et al. . . NBC Source updates its annual *News That Rocked* segment with a look at top tours, reunions, rock benefits, etc. The mostly-music special is produced by **Denny Somach**. . . CBS Radioradio has another *Great 1's* in the can, featuring great comebacks, great concerts, comedy, etc., as well as top tracks from the year. . .

harry weinger



K-EARTHOBICIZE — Capitol Records staffers **Tina Courtois** (l) and **Linda Carmona** (r) recently paid a visit to KPTH dj **Dean Goss** (c) in order to present him with Earle Doud's "Celebrity Workout" LP — a satirical look at the current exercise craze featuring celebrity impressionists **Rich Little**, **Fred Travalena** and **Julie Dees**.

Labels Differ In Crossover Promo For Holiday Season

(Continued from page 9)

year, but there may be a bit more pressure on radio to keep up awareness of the product." Added Howard Rosen, national director of pop promotion, "We try not to leave any stone unturned."

Outdoor Campaign

While each label is emphasizing hot product in its major displays, PolyGram is in the midst of a first-time outdoor advertising campaign for its top black music acts. Despite the bitter New York winters, the label committed to a month-long series of video billboard spots on the world famous Spectacolor board located five stories above Times Square. The highly visible billboard has been utilized by the label's pop division, but this was a first for its roster of black artists.

The concentration of black acts with hot product — **Kool and The Gang**, **Con Funk Shun**, **Junior**, **Stephanie Mills** and the **Gap Band** — sparked the campaign. "We have never had the proper records or acts in the right cluster before," said **Tommy Young**, vice president of urban contemporary

promotion for the label, "and with the success of these acts, and the potential they represent, we decided to go a step further than usual in displaying the product."

According to **Cynthia Badle**, director of black music promotion for PolyGram, the campaign, which will show 2,600 animated spots in four weeks, was designed to show label support for the acts to retail and radio. "This kind of thing is very helpful in selling a positive image," she noted.

Blair & Co. Moves Office Headquarters

NEW YORK — **John Blair and Company**, the communications firm with television and radio rep divisions as well as the Blair Entertainment television syndication arm and a number of owned stations, is moving its office headquarters. Effective this week, the company's new address is 1290 Avenue of the Americas, New York, New York, 10104. The new phone number is (212) 603-5000.

>> Cue & Review <<

>>> **BBC ROCK HOUR SPECIAL w/PAUL McCARTNEY** (London Wavelength) (Disc Format) (One hour) (Sponsors: Maxell Tape, Jensen Car Audio, Certs, Taylor Wine) (Producers: Martin Reems/John Sargent) (Air date: week of December 18)

The "cute one" has been actively making the publicity rounds for the current "Pipes Of Peace" LP, and this radio special is one of two available. This particular production focuses on the lengthy, fascinating interview clips; McCartney reveals being scared stiff for the recording of "Love Me Do," admits to enjoying family life more than being involved with a band, etc. Most of the musical selections are from the new album. Host **Richard Skinner** provides translations and interview questions, with contributions from BBC correspondent **Sarah Ward**. There's neither an air of heaviness nor a breathy fanzine style to mar the overall feel. McCartney is given room to chat, and the show's quietude is perhaps reflective of the BBC's hometown-boy-makes-good pride.

>>> **HOME VIDEO REVIEW** (Executive Radio Research) (Reel-to-Reel format) (Two minutes) (Producers: Tom Johnson and Jim Monroe) (Air date: Monday-Friday, once daily)

This is a relatively new program, sold to stations via local home video rental and retail outlets. Producers **Johnson** and **Monroe**, veterans of the Salt Lake City radio market, are also hosts for the program. After an opening sounder, the two review films available for the video market, noting a release's particular workability for the small screen. Their conversational style works well.

>>> **THE COMPUTER PROGRAM** (Progressive Radio Network) (Reel-to-Reel) (Two minutes) (Sponsors: Cash basis) (Producers: James Wynbrandt/Tom Powell/Frank Guida) (Air date: Daily)

The first radio feature devoted to educating consumers on computer technology and keeping radio listeners informed on new innovations. The show is available in two editions: one is a straight volcer with an appropriate logo; the second has two announcers getting the facts across in an informal question-and-answer style. PRN also provides a teaser with the same logo. Informative.

>> hw <<<

Labels Schedule Wide Variety of New First Quarter Releases

by Anita M. Wilson

NASHVILLE — Following a slow schedule of fourth quarter releases highlighted by a few top name artists, including packages from MCA's Oak Ridge Boys, Epic's George Jones and two Willie Nelson album sets from Columbia, record companies are gearing up to release a heavy schedule of album product for the first quarter of 1984. The record labels will start out the year with a wide selection of greatest hits packages, especially from CBS and a few long-awaited albums from Alabama, Dolly Parton, The Statler Brothers and Ray Charles.

One of the most anticipated albums is Alabama's "Roll On," which is scheduled for January release. Alabama's previous four albums have all been certified either gold or platinum. "Feels So Right" and "Mountain Music" have both been certified triple platinum, accounting for two of the four slots for triple platinum status among country artists. "My Home's in Alabama" went gold and "The Closer You Get," which was released at the beginning of 1983, has been certified double platinum by the Recording Industry Assn. of America (RIAA). The first cut off the new album will be the title track "Roll On."

Other major album product to be released in the first quarter of 1984 include Ray Charles' "Do I Ever Cross Your Mind," Dolly Parton's "The Great Pretender" and an LP from the Statler Brothers.

Greatest Hits packages will have a big impact in the first quarter. Don Williams will be releasing his third greatest hits album, while CBS will be offering greatest hits material from several media including the jukebox and movies. "Greatest Country Duets" and additions to the "Collectors Historic Edition" will also be released.

Joining Don Williams from MCA will be Gene Watson with "Little By Little" and Bill Monroe with "Bill Monroe and Friends." MCA also has tentatively scheduled album material to be released by Lee Greenwood, Reba McEntire, Jerry Lee Lewis, Mel Tillis and a first album for the recording group Atlanta who has just been signed to the label through a joint venture between MCA and MDJ records.

Besides Alabama and Parton, RCA is planning to release material on some of its newest country artists including the mother and daughter duo, The Judds, David Wills and former Pure Prairie League member Vince Gill. Sylvia is scheduled to release her fourth album in February.

Capitol/EMI/Liberty and Polygram have planned a relatively light release schedule

for early 1984. Capitol/EMI/Liberty will have product out on Russell Smith, Lane Brody and Mel McDaniel and has tentatively scheduled LPs for the Nitty Gritty Dirt Band and Becky Hobbs. Polygram's first quarter will see album product released on The Maines Brothers, Mac Davis and Kathy Mattea in addition to The Statler Brothers.

The first quarter country release schedule includes:

Capitol/EMI/Liberty: Lane Brody, and Russell Smith and Mel McDaniel who both had album product out in the second quarter of 1983.

Columbia — Ray Charles' "Do I Ever Cross Your Mind," and an album from Moe Bandy in addition to the "Greatest Hits of Country Blues." Columbia will also add to its "Collectors Historic Edition" with material by Little Jimmie Dickens, Carl Smith, and Leon McAuliffe and His Western Swing Band.

Epic: "Greatest Hits From The Jukebox," "Greatest Country Hits From The Movies," including tunes from *Honeysuckle Rose*, and theme songs such as Willie Nelson's "On The Road Again," Charlie Rich's "You Made It Beautiful," Lacy J. Dalton and Bobby Bare's "Beer Drinkin' Christlan," Marty Robbins' "Honkytonk Man," Micky Gilley's "Stand By Me," and Johnny Paycheck's "Take This Job and Shove It." Other Epic releases include "Greatest Country Duets," Steve Earle's "Cadillac," and LPs from Slim Whitman, Johnny Rodriguez and Charly McClain and Mickey Gilley.

Compleat: Vern Gosdin in March.

MCA: Gene Watson's "Little By Little," Bill Monroe's "Bill Monroe and Friends," and Don Williams' third "Greatest Hits" LP.

Polygram: The Maines Brothers Band's "High Rollin'," Mac Davis' "Soft Talk," and product from The Statler Brothers and Kathy Mattea.

RCA: Alabama's "Roll On," Dolly Parton's "The Great Pretender," David Wills' "New Beginnings," Gus Hardin's "Fallen Angel," Razy Bailey's "In The Midnight Hour" and Vince Gill's "Turn Me Loose." RCA will also be releasing a self-titled "Swangin'," and a February release from Sylvia.

Warner Bros.: First quarter releases scheduled include new albums by David Frizzell & Shelly West, Johnny Lee, Pinkard & Bowden, Rodney Crowell, The Osmond Brothers, and Gary Morris. New product by The Bellamy Brothers and The Whites is tentatively scheduled for this period.



TOPPING THE CHARTS — Chappell music writers Charlie Black & Rory Bourke, writers of the #1 Anne Murray hit "A Little Good News," stopped by WHN/New York, where the tune has stayed #1 for several weeks, to visit the staff. The two songwriters currently have 7 percent of the country singles on the *Cash Box* country charts to their credit. Pictured are (l-r): Lee Arnold, air personality; Pam Green, music director; Bourke; and Black.

CDB Sets 10th Annual Volunteer Jam

NASHVILLE — The 10th anniversary of Epic recording artist Charlie Daniels' Volunteer Jam has been set for Feb. 4, 1984 here at the Municipal Auditorium.

"Number ten is definitely going to be a special occasion," according to Daniels. "We've been putting it together since last January and invitations have already gone out to guest performers. We're still finalizing details on several plans that will be of interest to Jam fans all over the world, especially to the ones who can't be here."

The event has evolved into a festival of contemporary American popular music. Traditionally, the concert is an advance sellout which rivals many of Nashville's largest conventions not only in attendance but also in production.

The program includes The Charlie Daniels Band (CDB) customary concert set with the group often performing new material and previewing cuts from upcoming album releases. Much of the popularity of the Jam is due to speculation about the unannounced guest stars for the evening and it usually offers a taste of nearly all conceivable types of music. Some of the artists are backed by the CDB, while others add some variety by playing short sets. Daniels frequently joins some of his guests on stage to "jam" and many of the other performers follow suit.

The concert has been staged at three different venues over the past decade. Before settling in the Municipal Auditorium, the Jam was held here at the War Memorial Auditorium and at Murphy Center in nearby Murfreesboro. The concert, the CDB's annual homecoming performance, first began as a way of celebrating the group's first hometown sell out.

Some of Daniels' first-year guests included some members of The Marshall Tucker Band and The Allman Brothers Band. That year was a prelude for the future and the list of performers has grown both in number and in musical style. The Jam has been a setting for Billy Joel, Woody Herman, Ray Price, The Oak Ridge Boys, Dr. Hook, Ted Nugent, Roy Acuff, and former Kansas bandmember Steve Walsh, to name but a few.

The tradition has grown to such lengths that it is now broadcast live over the Volunteer Jam Radio Network and taped for syndication, while some of the previous concerts have been heard over the King Biscuit Radio Network on over 250 stations.

Volunteer Jam IX was highlighted by the CDB performing many of its hits for the capacity crowd of near 10,000 and over 2,500 backstage guests. Some of the more popular tunes were "Long-Haired Country Boy," "In America," "The South's Gonna Do It Again," "The Devil Went Down To

Georgia," and Daniels' tribute to Elvis Presley, Janis Joplin, and late Lynard Skynard vocalist Ronnie Van Zant called "Reflections." The entire show lasted for eight hours ending with a rousing version of "Tennessee Waltz" by all who played during the evening.

Two New Firms Mark Debut In Nashville

NASHVILLE — Two new firms recently opened in Nashville, one of which is an extension of a worldwide booking agency, and the other a newly formed management company. John Dorris formed The Hallmark Direction Company on Nov. 1, and is currently managing Don Williams. International Creative Management, Inc. (ICM) opened its branch office on Dec. 12.

The Hallmark Direction Company is headed up by Dorris who had formerly been with Monument Records. Dorris is joined by Jeneil Harris, previously with Jacques/Miller, and is now director of accounting. Sheila Shipley, RCA coordinator of Country promotion, has been named director of career coordination.

Located in the Marfax Center, the Hallmark Direction is currently managing Don Williams with plans to expand within the next few months. The organization will also be offering financial consulting to artists.

International Creative Management, Inc. opened their Nashville branch with Jack McFadden as vice president and general manager. He will be assisted at the company by Reggie Mac, vice president, and George Mallard as the principal agents.

Ralph Man, ICM chairman stated that they have been planning a Nashville office for a while, but that it wasn't until recently that "we were able to put together the right manpower at the same time. We feel very fortunate to have three of the top agents in country music to establish ICM in Nashville — a combination of leadership and a proven booking ability with the creativity for furthering country artists' careers in every phase of the entertainment business."

Before joining ICM, McFadden headed up OMAC Artists Corp. and owned radio station KQKK in California. Mac had most recently been general manager of Nashville's United Talent Agency while Mallard moved to Nashville from Tulsa, Oklahoma where he was an agent with the Halsey Agency.

The ICM Nashville branch will be the sixth office for the corporation which already houses offices in New York, Los Angeles, London, Paris and Rome. ICM's

(continued on page 19)



WHAT A HAND — While in Las Vegas a couple of weeks ago, Lee Greenwood (r) got behind the Blackjack table at the MGM Grand Hotel and dealt a winning hand to Duane Allen (l), of The Oak Ridge Boys and then went bust on his own hand. Greenwood had been a card dealer in Las Vegas for several years while also singing in the clubs. Showing disappointment over their hands are Oaks members Richard Sterban (second from left), William Lee Golden, (c) and Joe Bonsall, (second from right).

TOP 75 ALBUMS

	Weeks On Chart	12/17	Weeks On Chart	12/17
1 DON'T CHEAT IN OUR HOMETOWN RICKY SKAGGS (Epic FE 38954)	2	8		
2 EYES THAT SEE IN THE DARK KENNY ROGERS (RCA AFL 1-4679)	1	14		
3 THE CLOSER YOU GET ... ALABAMA (RCA AHL 1-4662)	5	41		
4 SOMEBODY'S GONNA LOVE YOU LEE GREENWOOD (MCA 5408)	3	38		
5 DON'T MAKE IT EASY FOR ME EARL THOMAS CONLEY (RCA AHL 1-4713)	4	24		
6 RIGHT OR WRONG GEORGE STRAIT (MCA-5450)	10	6		
7 GREATEST HITS, VOLUME II EDDIE RABBITT (Warner Bros. 9 23925-1)	9	16		
8 A LITTLE GOOD NEWS ANNE MURRAY (Capitol ST-12301)	8	11		
9 MAN OF STEEL HANK WILLIAMS, JR. (Warner/Curb 9 23924-1)	11	8		
10 ALL THE PEOPLE ARE TALKIN' JOHN ANDERSON (Warner Bros. 9 23912-1)	12	8		
11 THAT'S THE WAY LOVE GOES MERLE HAGGARD (Epic FE 38815)	7	15		
12 DELIVER OAK RIDGE BOYS (MCA-5455)	17	7		
13 WAYLON AND COMPANY WAYLON JENNINGS (RCA AHL 1-4826)	13	6		
14 WITHOUT A SONG WILLIE NELSON (Columbia FC 39110)	26	5		
15 SPUN GOLD BARBARA MANDRELL (MCA-5377)	6	19		
16 CHEAT THE NIGHT DEBORAH ALLEN (RCA MHL 1-8514)	19	6		
17 PANTCHO & LEFTY MERLE HAGGARD/WILLIE NELSON (Epic FE 37958)	15	48		
18 LOVE LIES JANIE FRICKE (Columbia FC-38730)	21	7		
19 NIGHT GAMES CHARLEY PRIDE (RCA AHL 1-4822)	23	13		
20 TAKE IT TO THE LIMIT WILLIE NELSON WITH WAYLON JENNINGS (Columbia FC 38562)	20	33		
21 CAGE THE SONGBIRD CRYSTAL GAYLE (Warner Bros. 9 23958-1)	24	5		
22 JONES COUNTRY GEORGE JONES (Epic FE 38978)	22	5		
23 TWENTY GREATEST HITS KENNY ROGERS (Liberty LV-51152)	27	5		
24 IN MY EYES JOHN CONLEE (MCA-5434)	14	14		
25 WHY LADY WHY GARY MORRIS (Warner Bros. 9 23738-1)	16	14		
26 SLOW BURN T.G. SHEPPARD (Warner/Curb 9 23911-1)	29	7		
27 GREATEST HITS, VOL. II LARRY GATLIN & THE GATLIN BROTHERS BAND (Columbia FC 38923)	30	6		
28 WHITE SHOES EMMYLOU HARRIS (Warner Bros. 9 23961-1)	28	5		
29 GREATEST HITS JOHN CONLEE (MCA-5404)	31	35		
30 THE BELLAMY BROTHERS GREATEST HITS (Warner/Curb 9 23967-1)	18	70		
31 HANGIN' UP MY HEART SISSY SPACEK (Atlantic America 7 90100-1)	32	11		
32 KEYPED UP RONNIE MILSAP (RCA AHL 1-4670)	35	36		
33 MOVIN' TRAIN THE KENDALLS (Mercury/PolyGram 812 779-1)	36	12		
34 GREATEST HITS DOLLY PARTON (RCA AFL-1-4422)	37	44		
35 LET'S GO NITTY GRITTY DIRT BAND (Liberty-LT-51146)	55	3		
36 MERRY CHRISTMAS CONWAY TWITTY (Warner Bros. 9 23971-1)	54	3		
37 HIGHWAYS & HEARTACHES RICKY SKAGGS (Epic FE 37998)	40	64		
38 MOUNTAIN MUSIC ALABAMA (RCA AHL 1-4229)	41	94		
39 COUNTRY BOY'S HEART RONNIE McDOWELL (Epic FE 38981)	39	5		
40 TODAY THE STATLER BROTHERS (Mercury/PolyGram 422 812 184 1M1)	47	7		
41 GREATEST HITS KENNY ROGERS (Liberty LOO 1070)	42	145		
42 RED HOT SHELLY WEST (Warner/Viva 9 23983-1)	45	5		
43 HANK WILLIAMS, JR.'S GREATEST HITS (Elektra/Curb 9 60193-1)	49	63		
44 GREATEST HITS JOHNNY LEE (Warner Bros. 9 23967-1)	44	5		
45 CRYSTAL GAYLE'S GREATEST HITS (Columbia FC 38803)	25	14		
46 IF YOU'RE GONNA DO ME WRONG VERN GOSDIN (Compleat CPL-1-1004)	64	32		
47 INSIDE AND OUT LEE GREENWOOD (MCA-5305)	67	2		
48 A LIFETIME OF SONG MARTY ROBBINS (Columbia KC2 38870)	53	13		
49 ALWAYS ON MY MIND WILLIE NELSON (Columbia FC 37951)	51	33		
50 WILD & BLUE JOHN ANDERSON (Warner Bros. 9 23721-1)	56	62		
51 T.G. SHEPPARD'S GREATEST HITS (Warner/Curb 9 23841-1)	33	31		
52 TOO HOT TO SLEEP LOUISE MANDRELL (RCA AHL 1-4820)	34	9		
53 AMERICAN MADE OAK RIDGE BOYS (MCA-9390)	59	45		
54 DON'T LET OUR DREAMS DIE YOUNG TOM JONES (Mercury/PolyGram 814 448-1 M-1)	—	1		
55 SHINE ON GEORGE JONES (Epic FE 38406)	57	35		
56 THE HEART NEVER LIES MICHAEL MURPHEY (Liberty LT-51150)	43	7		
57 DIRTY LOOKS JUICE NEWTON (Capitol ST-12294)	38	13		
58 NEW LOOKS B.J. THOMAS (Cleveland Int'l/Columbia FC38561)	48	35		
59 SNAPSHOT SYLVIA (RCA AHL 1-4672)	52	29		
60 A DECADE OF HITS THE CHARLIE DANIELS BAND (Epic FE 38795)	60	21		
61 IT AIN'T EASY JANIE FRICKE (Columbia FC 38214)	58	63		
62 PARADISE CHARLY McCLAIN (Epic FE 38584)	61	31		
63 OVER EASY TERRI GIBBS (MCA-5443)	63	11		
64 HELLO IN THERE DAVID ALLEN COE (Columbia FC 38926)	68	2		
65 WE'VE GOT TONIGHT KENNY ROGERS (Liberty LT-51143)	69	42		
66 THE EPIC COLLECTION MERLE HAGGARD (Epic FE 39159)	—	1		
67 THE MAN IN THE MIRROR JIM GLASER (Noble Vision 2001)	—	1		
68 THE GREAT AMERICAN DREAM B.J. THOMAS (Cleveland Int'l/Columbia FC 39111)	1			
69 MIDNIGHT FIRE STEVE WARINER (RCA AHL 1-4859)	—	1		
70 BEHIND THE SCENE REBA McENTIRE (Mercury/PolyGram 812 781-1 M-1)	—	1		
71 MEMORY LANE JOE STAMPLEY (Epic FE 38964)	—	1		
72 WILLIE NELSON'S GREATEST HITS (AND SOME THAT WILL BE) WILLIE NELSON (Columbia KC2 37540)	74	108		
73 FEELS SO RIGHT ALABAMA (RCA AHL 1-3930)	73	144		
74 CASTLES IN THE SAND DAVID ALLEN COE (Columbia FC 38535)	46	34		
75 BURLAP & SATIN DOLLY PARTON (RCA AHL 1-4691)	50	26		

COUNTRY COLUMN

WALKER-MEADOR CELEBRATES 25th — Frances Preston, vice president of Broadcast Music, Inc. (BMI) hosted a surprise party for Jo Walker-Meador's 25th anniversary with the Country Music Assn. (CMA). Walker-Meador, who has served as executive director of the organization for over 22 years, was feted at the BMI offices by an impressive list of country music artists and dignitaries. After lunch was served, Preston read telegrams from people such as the Tex Ritter family (Ritter was often referred to as the ambassador of country music), Alice Prager, SESAC and Roy Horton. Preston also read the Proclamation from Nashville's Mayor Richard Fulton declaring Dec. 12 as Jo Walker-Meador Day in Nashville. Ed Benson, associate executive director of the CMA, presented an engraved crystal tray to Walker-Meador from her staff at the CMA.



MUTUAL FANS — While in Los Angeles for an appearance on *Sold Gold*, Earl Thomas Conley, (l) was visited by Jim Bullock (r), a regular on TV's *Too Close For Comfort*. The two originally met last year and since then Bullock has attended all of Conley's L.A. shows. While on *Sold Gold*, Conley performed his latest #1 hit, "Holding Her And Loving You."

Meador was also named as the first lifetime member of the National Assn. of Talent Directors.

ELVIS ON CD — RCA Records recently presented a copy of the limited edition digital compact disc "Elvis — Legend, Volumes I, II and III" to the Country Music Foundation (CMF). The presentation was held at the legendary Studio B where Elvis recorded many of the songs contained on the discs. Robert D. Summer, president of RCA Records made the presentation to William Ivey, director of the CMF, who will display the discs at the tourist attraction and use additional sets for the archives and historical research. The set was the first of 5,000 which will be marketed throughout the world, with only 500 being available in the United States. "We believe this compact disc set is the first numbered limited collectors' edition in the music industry," Summer noted. "Until the advent of the compact disc, our ability to pass on music to future generations was a difficult, complex and delicate process. It is appropriate that the legacy of Elvis Presley will be available for future generations through this gift. These compact discs will preserve forever Elvis' historic recordings."

TAYLOR-GOOD CELEBRATES FIRST LP — Mesa Records and Nationwide Sound Distributors sponsored an album release party for Karen Taylor-Good last week at the NSD studio. "Karen" is Taylor-Good's first album and includes a tune she wrote for her newborn daughter, Rachel entitled "Welcome To The World," a song for which she also produced a video.

WEMBLEY CHANGES NAME — April 21-23, 1984, has been set as the dates of the Silk Cut Festival, formerly known as Wembley. The music group Australia will host the three-day event which will feature Lee Greenwood, Glen Campbell, Emmylou Harris, The Osmond Brothers, Silm Whitman, Lynn Anderson, Ray Stevens, B.J. Thomas and Shelly West, among others.

ONE MORE CDB FAN — J.B. Copeland, tour accountant for the Charlie Daniels Band and his wife Kim added to the CDB family with the birth of their daughter Heather Lynn. Born Nov. 29 at Nashville's Baptist Hospital, Heather Lynn weighed in at 6 lb. 12 oz.

— anita m. wilson



BELATED AWARD — Although Alabama has had a hectic schedule, Jim Sharp, vice president, Cash Box, caught them and manager Dale Morris at the Music Mill and presented them with their October Awards including *Entertainer Of The Year*, *Singles Vocal Group Of The Year*, *Album Vocal Group Of The Year*, *#1 Single and Album Of The Year and Manager Of The Year*. Pictured standing are (l-r): Sharp; Jeff Cook of the group; Harold Shedd, Alabama's producer; and kneeling Randy Owen and Teddy Gentry of the group; and Morris.

THE COUNTRY MIKE

NUMBER ONE WITH A BULLET — KCJB/Minot is the number one rated country music station in the country according to the spring, 1983 Arbitron ratings for the condensed market report. KCJB outdistanced the rest of the field with a 35.6 rating based on 12-plus age group, Monday-Sunday, 6 a.m.-midnight, quarter hour share in the metro report. Located in Minot, North Dakota, KCJB's market is ranked number 130 according to its size in the nation with approximately 107,000 people. KCJB's music director is **Jay Davies** and the program director is **Mark Sess**.

THE ANONYMOUS WINNER — During the Thanksgiving holidays, WHN/New York featured a contest where a song title would be announced and listeners would call in and sing the lyrics to the song to win a shower curtain with the song's words printed on the curtain. On Thanksgiving morning the song title was "Kiss An Angel Good Morning" and an anonymous caller phoned in and sang the song. The vocals were so good that it was revealed that **Charley Pride**, who popularized the tune, was that anonymous caller. Way to go Charley, now which shower do you put the curtains in?



CD IN NYC — **Charlie Daniels** (l) recently visited New York City on a promotional tour for his latest LP, "A Decade Of Hits." While in the Big Apple, he stopped by the Narwood Productions offices and discussed the tour with vice president of programming **Ellen Silver** (r).

THOSE GRIDIRON HEROES — On Thanksgiving Day the Pittsburgh Steelers and the Detroit Lions squared off for yet another NFL battle. **Kevin Herring** of WWWW/Detroit and **Jonathan Rhodes** of WEEP/Pittsburgh made an on-air bet on the game, where the losing teams' home radio station had to play the fight song of the team that won. Well as most now know, it was not much of a contest. Detroit dominated the Steelers 45-3 and as a result, Rhodes played the Lions' "Gridiron Heroes" in Pittsburgh the next day. Chalk one up for Motown over Steeltown.

THE CHRISTMAS HISTORY TEST — WCPI/Wheeling is sponsoring the first "Christmas Giftaway," along with several area merchants. WCPI announcers will be asking questions on Christmas lore beginning in mid-December. If the listener can correctly answer the question, then he will receive the gift of the day. If not, then the gift will be added to the \$999 grand prize. The grand prize can be won by any listener who registers with the local merchants.

CHANGES AND FACES — **J. Mike Devlne** is now the new evening air personality at KICD/Spencer, Iowa. KICD's program director is **Rick Friday**. . . **Tanya Tucker** recently stopped in at WJKZ/Nashville and was caught in the act of snuggling up to KZ afternoon air personality **Ken Johnston**. Sporting a KZ country satin jacket, Tanya Tucker must have been chilly with the rest of us here in the Music City. . . **John Marks** has been named the new program director at KAYD/Beaumont for the FM station. KAYD's market encompasses a population area of approximately 1,400,000 people including Lamar University and the Port Arthur area. Marks has also worked with WJEZ/Chicago and WSA1/Cincinnati.

john ientz

PROGRAMMERS PICKS

Ken Johnson	WYRK/Buffalo	Lonely Women Make Good Lovers — Steve Wariner — RCA
Rob Ryan	KWEN/Tulsa	There Ain't No Future In This — Reba McEntire — Mercury
Steve Sauder	KSSS/Colorado Springs	We Didn't See A Thing — Ray Charles & George Jones — Columbia
Mark Tudor	WTQR/Winston-Salem	Had A Dream — The Judds — RCA
Marvin Paul	KNAL/Victoria	Handsome Man — Karen Taylor-Good — Mesa
Henry Jay	WGTO/Cypress Gardens	Fallen Angel — Gus Hardin — RCA
Kevin Herring	WWW/Detroit	Save The Last Dance For Me — Dolly Parton — RCA
Tom Edwards	KUGN/Eugene	If I Can Just Get Through The Night — Sissy Spacek — Atlantic America
Nina Ryder	WDLW/Boston	We Didn't See A Thing — Ray Charles & George Jones — Columbia
Kathy Barry	WBXB/Edenton	Lonely Women Make Good Lovers — Steve Wariner — RCA
Lynn Waggoner	KEBC/Oklahoma City	Ride 'Em Cowboy — David Allan Coe — Kat Family
Bob Minnich	WHUM/Reading	Woke Up In Love — Exile — Epic
Don Roberts	KFGO/Fargo	Save The Last Dance For Me — Dolly Parton — RCA
David Haley	WJQS/Jackson	If I Can Just Get Through The Night — Sissy Spacek — Atlantic America

SINGLES REVIEWS

OUT OF THE BOX

EARL THOMAS CONLEY (RCA PB-13702)
Don't Make It Easy For Me (3:32) (Blue Moon & April — ASCAP/Full Armor — BMI) (E.T. Conley, R. Scruggs) (Producer: N. Larkin, E.T. Conley)

Earl switches from his usual slow-tempo ballads to an upbeat toe-tappin' tune. The song starts out with a hard driving beat of an electric keyboard and is aided by smooth harmonies that easily blend in with Conley's strong vocals.



FEATURE PICKS

MICKEY GILLEY (Epic 34-04269)

You've Really Got A hold On Me (2:59) (Jobete — BMI) (W.S. Robinson) (Producer: Jim Ed Norman)

CARPENTERS (A&M 2585)

Make Believe It's Your First Time (4:05) (Music City — ASCAP) (B. Morrison, J. Wilson) (Producer: Richard Carpenter)

IAN TYSON (Columbia 38-04234)

Alberta's Child (3:45) (Morning — ASCAP) (I. Tyson) (Producer: Ian Tyson)

HAL WAYNE (Hal Kat 2082)

Over And Over Again (2:39) (Bobby Fisher — ASCAP) (R. Rhodes) (Producer: Hal Wayne)

CHANTILLY (F & L 534)

Baby's Walkin' (2:26) (Tom Collins — BMI/Collins Court — ASCAP) (K. Fleming, D. Morgan, C. Quillen) (Producer: Larry Morton, Dennis Morgan)

ROBIN LEE (Evergreen 1016)

Angel In Your Arms (3:04) (Song Tailors — BMI/I've Got The Music — ASCAP) (C. Ivey, T. Woodruff, T. Brasfield) (Producer: Johnny Morris)

WICKLINE (Cascade Mountain 4040)

Powder Winter (3:45) (Cascade Mountain — ASCAP) (B. Wickline) (Producer: David Maddux, Bob Wickline)

VINCE HATFIELD (F & L 533)

Can't Get To You From Here (2:58) (Southwest Words & Music — BMI) (S. D. Chandler, F.O. Knipe) (Producer: Charlie McCoy)

NEW AND DEVELOPING



LANNY PREWITT (F & L 532)

Old Time Country Feeling (3:26) (Lookadat — BMI) (R. Votruba) (Producer: C.R. Prod.)

Prewitt's first single for F & L Records, "Old Time Country Feeling" is a tune full of good old country lyrics about a good intentioned drifter that wants to get that country feeling back one more time. Prewitt's rough voice is strong throughout the tune and is packed full of emotion. A sharp electric guitar riff in the songs adds to a smooth production.



LYNN COUNTRY'S THE W'S — Loretta Lynn was recently in Detroit for a concert and dropped by WWWW radio station for a guest appearance. Greeting Lynn at the station are (l-r): Ted Anthony, midday air personality; Kevin Herring, music director; and Barry Mardit, program director.

TOP 15 ALBUMS

Spiritual

	12/17	Weeks On Chart
1 ROUGH SIDE OF THE MOUNTAIN R.C. BARNES AND REV. JANICE BROWN (Atlanta International Records 10059) Open	1	32
2 THIS TOO WILL PASS JAMES CLEVELAND AND THE CHARLES FOLD CHOIR (Savoy 7072) Title Cut	2	9
3 WE SING PRAISES SANDRA CROUCH (Light-5825) Open	3	10
4 JESUS I LOVE CALLING YOUR NAME SHIRLEY CAESAR (Myrrh MSB-6721) Open	6	26
5 FEEL THE SPIRIT THE WILLIAMS BROTHERS (Myrrh MSB-6745) Open	5	17
6 PEACE BE STILL VANESSA BELL ARMSTRONG (Onyx/Benson R 3631) Title Cut	8	37
7 DETERMINED TRAMAIN HAWKINS (Light-5821) "I'm Determined"	7	11
8 I'LL RISE AGAIN AL GREEN (Myrrh MSB-6747) Open	4	16
9 LONG TIME COMING WINANS (Light 5826) Open	9	12
10 LORD, YOU KEEP ON PROVING YOURSELF TO ME FLORIDA MASS CHOIR (Savoy SGL 7078) "Be Ye Steadfast"	11	38
11 MAKE ME AN INSTRUMENT CANDI STATON (Beracah-1001) "God Can Make Something Out Of Nothing"	12	21
12 WORDS CAN'T EXPRESS NICHOLAS (Message Records MGN-1002) "The Closer I Get"	10	5
13 LEAD ME THE JACKSON SOUTHERNAIRS (Malaco 4383) Open	13	35
14 NO LESS THAN ALL GLAD (Greentree R003951) "Maker Of My Heart"	14	15
15 I FEEL LIKE GOIN' ON KEITH PRINGLE (Hope Song HS-2001) Title Cut	15	2

Inspirational

	12/17	Weeks On Chart
1 AGE TO AGE AMY GRANT (Myrrh MSB-6697) Open	1	87
2 WALL OF GLASS RUSS TAFF (Myrrh MSB 6706) "We Will Stand"	3	22
3 SIDE BY SIDE IMPERIALS (Dayspring/Word 7014112015) "Wait Upon The Lord"	2	12
4 SIGNAL DALLAS HOLM AND PRAISE (Greentree Records RO-3947) "Losing Game"	4	8
5 MORE THAN WONDERFUL SANDI PATTI (Impact R3818) Title Cut	5	27
6 MORE POWER TO YA PETRA (Star Song SSR0045) Open	6	49
7 COUNT THE COST DAVID MEECE (Myrrh MSB-6744) Open	10	20
8 THE GIFT GOES ON SANDI PATTI (Impact Records-R03874) "O Magnify The Lord"	8	21
9 A CHRISTMAS ALBUM AMY GRANT (Myrrh MSB-6768) "Love Has Come"	9	4
10 MICHAEL W. SMITH PROJECT (Reunion RRA0002) "Great Is The Lord"	7	28
11 PRESS ON JOE ENGLISH (Myrrh/Word MSB-6750) "Stop"	11	13
12 LEGACY BENNY HESTER (Myrrh MSB-6704) Open	12	19
13 NOT OF THIS WORLD PETRA (Star Song SPCN 7-102-05086-0) Open	13	4
14 NO LESS THAN ALL GLAD (Greentree R003951) "Maker Of My Heart"	14	3
15 LIVE EXPERIENCE LEON PATILLO (Myrrh MSB-6728) Open	-	1

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.

Amy Grant's "Age To Age" Certified Gold

NASHVILLE — Amy Grant's album, "Age To Age," has been certified gold by the Recording Industry Assn. of America (RIAA). This is the first such certification for a gospel album.

"The significance of this cannot be underscored enough," said Dan Johnson, vice president of marketing and A&R, Word Records & Music. "In the gospel industry, sales of a successful album are

considerably less than the secular industry."

The album won a Grammy earlier this year and most recently at the Gospel Music Assn.'s Dove Awards, Grant was named Artist of the Year, the album jacket was awarded Cover of the Year, and "El Shaddai" was voted Song of the Year. The album has been on the **Cash Box** inspirational chart for 86 weeks and has spent 45 of those in the number one position.

Two New Entertainment Firms Debut In Nashville

(continued from page 15)

Nashville office will handle the country music booking for the company and work as a liaison between artists and the other offices in coordinating its clients in all crossover possibilities. The firm works in several phases of the entertainment industry including motion pictures, televi-

sion, Broadway, London theatre, commercials and has represented tours and appearances during the past years for such artists as Bob Seger and The Silver Bullet Band, Daryl Hall and John Oates, James Taylor, Rick Springfield, Tom Jones and Kris Kristofferson among others.

ANNOUNCING

A special offer to **CASH BOX** subscribers

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.

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SCARECROW PRESS, INC.
52 Liberty Street • Metuchen, N.J. 08840

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ON JAZZ

DISCOVERING WHAT'S NEW AND WHAT'S NOT — A lot of things have been happening around the success of **Linda Ronstadt's** "What's New" LP, a collection of standards performed with the **Nelson Riddle Orchestra**. Retailers in the throes of the Christmas season are reporting it as one of their top two or three holiday items (see related story); MOR programmers are referring to the disc as a new rallying point for older listeners who have previously felt left out in the cold; and several publications around the country beginning with a Santa Monica, Calif. newspaper and culminating last week in *The Village Voice*, are using the success of the soon-to-be-platinum album to point out a more obscure recording with many of the same tunes which they are terming superior. That album, "It Never Entered My Mind," by vocalist **Jane Harvey** on the independent Discovery label, has only been out a month or two. But the similarities and differences between the Harvey and Ronstadt recordings say quite a bit about the way both the jazz vocal tradition and the recording industry operate. A native of Jersey City, New Jersey, Harvey attracted the attention of Cafe Society owner **Barney Josephson** in the mid-forties. Debuting at the club, Harvey caught the ear of A&R man **John Hammond**, who in turn convinced **Benny Goodman** to hear her. The result was an invitation to sing and appear with the bandleader in small group recordings of "Only Another Boy and Girl" and "He's Funny That Way." On the heels of the work with Goodman, Harvey began an engagement at The Blue Angel, developing her



HOWARD STEPS OUT — Saxophonist and Palo Alto recording artist George Howard (r) recently completed his second album, entitled "Steppin' Out!" Howard is pictured in the studio with coproducer Dean Gant.

own repertoire. "I embarked on a career of finding songs that nobody ever did," Harvey recently told us. "And people still ask 'will we know any songs when we come to hear you?' I didn't want to sound like anyone else and didn't consider it a compliment to be compared to another singer. To be honest, if I was influenced by Lady Day when I was 16 or 17, it was very unconscious. Because my conscious influences were **Ella Fitzgerald, Rosetta Tharpe, Ella Logan and Martha Raye** — some weird ones. I was very sentimental, and I really do love lyrics. I could never do a song like "On Green Dolphin Street," because a street has no significance for me. Scatting it might be one thing, but otherwise I just can't handle it. Give me tears and heartbreak. I think that my tombstone will say that as a young woman I was dedicated to unrequited love." Harvey's romanticism and an obsession with doing things the way she wanted perhaps proved to be the major stumbling block of her career. "I've always suffered from career interruptus," she said. "I've been married and divorced three times, and there's been a lot of self-imposed denial in my life. I have no right to be a dilettante, but I was not a travelling lady. As a result, I'm kind of a legend — a lot of people have heard about me, but haven't heard me." Although she now tends to view her earlier attitude as unprofessional, the singer had her own ideas about how things should be done. "I could never take the attitude that it was only a show," she observed. "I always felt my life was on the line every time I sang. I was a real idiot. If I was performing and the bass part called for an arco section and the bassist didn't play it arco, I'd shoot him a look like he'd just stabbed me. I was so self-centered, always feeling my own pain to everyone's exclusion and that caused a lot of discomfort. When I'd take a date, I'd sometimes have music that was orchestrated for 20 pieces even though the group was smaller. So instead of saying to the sax player 'you play the first sax part' and to the trumpeter 'you play the first trumpet part,' I would have the charts rescored. I have piles of charts on 'Come Rain or Come Shine,' and I don't think I've ever used the same one twice. I think the musicians hated me after a while. It took me a long time to learn the rules. Who the hell was I?" Although "It Never Entered My Mind" is just now getting notice, the album was recorded in 1964 and released briefly on the Audio Fidelity label. Primarily doing jingle work when the opportunity to make her own album presented itself, she approached **Ray Ellis** to handle the arrangements and conducting and the LP was cut hastily in London. "We had to get the keys to Chappell Music so Ray could get the music and score it over the weekend," she recalled, adding that the LP was recorded in three early morning sessions. In and out of print relatively quickly, the album was forgotten by everyone including the singer. It wasn't until last year while cleaning her house that Harvey found some tapes from the session, played them for a few friends, and decided to try and have the record rereleased. Purchasing the masters back from Audio Fidelity, the singer was steered to producer **Albert Marx**, who released the recordings on his Discovery label. And while Harvey is quick to add that she'll be very happy if "It Never Entered My Mind" does a fraction of the business that Ronstadt's "What's New" has done, the results have already been encouraging enough for her to be planning an album with **Michel Legrand**. **Nat Shapiro**, a major influence in restarting **Jane Marvey's** singing career, brought Marvey and Michel Legrand together for the current projects. While she feels her eccentricities have been supplanted by more realistic expectations, there is still the same pridelike motivation in Harvey's plans. "I'm not about to go on the road because that's not my life," she observed. "If I do something, I do it for love, and peer approval was always the most important thing for me. Praise from Caesar is the only thing I'm looking for. I want enough money to pay for my indulgences. My fantasy is to have a big apartment where I can go into a room and there's my own rhythm section. In residence."

CHANGES AT FAT TUESDAY'S — New York jazz club Fat Tuesday's has been purchased by **Scott Alderman**, a booking agent and former road manager for **Lionel Hampton**. The club's former owner, **Mel Dansky**, will continue to be the landlord at the location. Present plans call for the club to cease operating after **Dizzy Gillespie** concludes his current two-week stand, with renovations to follow. The club will reopen under the same name in late February sans its exclusive jazz policy. Alderman will present contemporary, rock and comedy acts as well as jazz.

fred goodman

TOP 30 ALBUMS

	Weeks On Chart	12/17		Weeks On Chart	12/17
1 BACKSTREET DAVID SANBORN (Warner Bros. 9 23906-1)	1	6	16 IMAGINE THIS PIECES OF A DREAM (Elektra 9 60270-1)	18	3
2 IN YOUR EYES GEORGE BENSON (Warner Bros. 9 23744-1)	2	28	17 MR. NICE GUY RONNIE LAWS (Capitol ST-12261)	14	22
3 FOXIE BOB JAMES (Tappan Zee/Columbia FC 38801)	3	12	18 STANDARDS, VOL. 1 KEITH JARRETT (ECM 23793-1)	20	14
4 THE CLARKE/DUKE PROJECT II STANLEY CLARKE/GEORGE DUKE (Epic FE 38934)	4	6	19 AUTUMN GEORGE WINSTON (Windham Hill/A&M WH-1012)	21	37
5 DECEMBER GEORGE WINSTON (Windham Hill/A&M WH-1025)	10	54	20 THIRD GENERATION HIROSHIMA (Epic FE 36708)	22	20
6 FUTURE SHOCK HERBIE HANCOCK (Columbia FC 38814)	7	17	21 TEASER ANGELA BOFILL (Arista AL8-8198)	24	4
7 PASSIONFRUIT MICHAEL FRANKS (Warner Bros. 9 23962-1)	5	10	22 SWEET RETURN FREDDIE HUBBARD (Atlantic 7 80108-1)	29	2
8 INDIVIDUAL CHOICE JEAN-LUC PONTY (Atlantic 7 80098-1)	6	18	23 MAKE IT LAST HUBERT LAWS (Columbia FC 38850)	23	7
9 JARREAU ROBERTO (Warner Bros. 9 23801-1)	11	37	24 A SLICK CHICK (ON THE MELLOW SIDE): THE RHYTHM & BLUES YEARS DINAH WASHINGTON (Emarcy Jazz/PolyGram 814 1841)	—	1
10 ROCKIN' RADIO TOM BROWNE (Arista AL8-8107)	12	9	25 SHADOWDANCE SHADOWFAX (Windham Hill/A&M WH-1029)	17	12
11 TARGET TOM SCOTT (Atlantic 7 80106-1)	8	9	26 CITY KIDS SPYRO GYRA (MCA 5421)	19	22
12 FILL UP THE NIGHT SADAO WATANABE (Musician/Elektra 9 60297)	15	5	27 REUNION RAMSEY LEWIS TRIO (Columbia FC 39158)	27	3
13 SCENARIO AL DI MEOLA (Columbia FC 38944)	13	10	28 OREGON (ECM 23796-1)	28	10
14 TRAVELS PAT METHENY GROUP (ECM 23791-1)	9	28	29 LOW RIDE EARL KLUGH (Capitol ST-12253)	—	1
15 THINK OF ONE . . . WYNTON MARSALIS (Columbia FC 38641)	16	26	30 SUPERSAX & L.A. VOICES (Columbia FC 39140)	—	1

FEATURE PICKS

ALL STAR ROAD BAND — Duke Ellington — Doctor Jazz W2X39137 — Producer: Bob Thiele — List: None

Despite the thousands of hours of already existing Duke Ellington live recordings, Ellington's genius as a composer and the frequently unbelievable abilities of his soloists will assure that any Ellington is worth hearing. This date, from '57, will invite comparisons to the "Great Paris Concert" set released several years ago on Atlantic. On that LP "Harlem Airshaft" was the extended feature: here it's "Diminuendo and Crescendo in Blue." Comprised mostly of crowd pleasers, "All Star Road Band" also features a couple of infrequently performed numbers such as "Frustration," "Bassment" and "Such Sweet Thunder."

ONE NIGHT IN WASHINGTON — Dizzy Gillespie with The Orchestra — Elektra/Musician 60300 — Producer: Bill Potts — List: 9.98

This is hardly a replacement for Gillespie's own big band recordings of the late-forties, but as a glorified pickup gig its outstanding. The trumpeter is very much in his Afro-Cuban bag for this date, including an expanded 18-minute "Afro Suite" based around "Manteca," as well as a jumping Latin "Caravan." The orchestra is supportive and unobtrusive, happily keeping Gillespie in the spotlight throughout. A very valuable footnote.

HEARD 'ROUND THE WORLD — Miles Davis — Columbia C2 38506 — Producers: Jim Fishel/Dr. George Butler/Kiyoshi Itoh/Rudy Wolpert — List: None

Two 1964 concerts recorded in Tokyo and Berlin respectively. The Tokyo date is a rarity, as it features saxophonist Sam Rivers during his very brief stint with the trumpeter. Reed regular Wayne Shorter is on tenor for the Berlin session, and the classic 1980s rhythm section of Tony Williams, Ron Carter and Herbie Hancock are a constant on both dates. Previously quasi-available as two separate Japanese imports, these recordings have taken on almost mythic proportions among Davis fans.

FLIGHT PATH — Sphere — Elektra/Musician 60313 — Producer: Damu Productions, Ltd. — List: 9.98 — Bar coding

With two former mainstays of Thelonious Monk's late quartet as members, it was no surprise when Sphere's first LP proved a Monk tribute. But the depth of experience each player brings to this quartet is far too great to be easily categorized, as "Flight Path" pleasantly reminds us. Saxophonist Charlie Rouse, pianist Kenny Barron, bassist Buster Williams and drummer Ben Riley combine for a sympathetic foursome capable of moving as one.

GRAND CONNECTION — David Matthews Orchestra — GNP Crescendo 2162 — Producers: David Mathews & Shigeoyuki Kawashima — List: 8.98

Pianist/arranger/conductor Matthews has been leading his own big band for several years, and his work invites comparisons with Dave Grusin and Bob James. Like Grusin and James, Matthews has had little trouble finding quality sidemen for his recordings, and this session features reedmen Grover Washington, Jr., and Gerry Niewood, guitarist Earl Klugh, bassist Mark Egan and drummer Jimmy Madison. Matthews' selection of material is a little disappointing ("Begin The Beguine" and "E.T." in particular), but the level of musicianship manages to clear any obstacles.

TOP 75 ALBUMS

		Weeks On Chart			Weeks On Chart		
1	CAN'T SLOW DOWN LIONEL RICHIE (Motown 6059ML)	1	7	38	STREET BEAT THE DEELE (Solar/Elektra 9 60285-1)	52	2
2	NO PARKING ON THE DANCE FLOOR MIDNIGHT STAR (Solar/Elektra 9 60241)	2	26	39	CONTINUATION PHILIP BAILEY (Columbia FC 38725)	33	16
3	IN A SPECIAL WAY DeBARGE (Gordy/Motown 8061GL)	3	10	40	1999 PRINCE (Warner Bros. 9 23720-1F)	45	58
4	STAY WITH ME TONIGHT JEFFREY OSBORNE (A&M SP-4940)	6	20	41	BACKSTREET DAVID SANBORN (Warner Bros. 9 23906-1)	41	5
5	COLD BLOODED RICK JAMES (Gordy/Motown 6043GL)	5	17	42	MADONNA (Sire 9 23867-1)	43	13
6	ON THE RISE THE S.O.S. BAND (Tabu/CBS FZ 38697)	4	22	43	SHE WORKS HARD FOR THE MONEY DONNA SUMMER (Mercury/PolyGram 812 265-1 M-1)	35	24
7	THRILLER MICHAEL JACKSON (Epic QE 38112)	8	53	44	E.S.P. MILLIE JACKSON (Spring SPR-33-6740)	46	12
8	THE GAP BAND V — JAMMIN' THE GAP BAND (Total Experience/PolyGram TE-1-3004)	7	15	45	HOW MANY TIMES CAN WE SAY GOODBYE DIONNE WARWICK (Arista AL8-8104)	30	10
9	ELECTRIC UNIVERSE EARTH, WIND & FIRE (Columbia QC 38980)	17	4	46	IMAGINE THIS PIECES OF A DREAM (Elektra 9 60270-1)	54	3
10	FEEL MY SOUL JENNIFER HOLLIDAY (Geffen GHS 4014)	10	10	47	DREAMBOY (Qwest/Warner Bros. 9 23988-1)	48	4
11	IT'S YOUR NIGHT JAMES INGRAM (Qwest/Warner Bros. 9 23970-1)	11	7	48	LET ME BE YOURS LILLO (Capitol ST-12290)	38	15
12	HEAVEN ONLY KNOWS TEDDY PENDERGRASS (Philadelphia Int'l./CBS FZ 38646)	12	6	49	JOYSTICK DAZZ BAND (Motown 6084ML)	59	2
13	FEVER CON FUNK SHUN (Mercury/PolyGram 814 447-1 M-1)	15	6	50	BACK WHERE I BELONG FOUR TOPS (Motown 6066ML)	44	9
14	YOURS FOREVER ATLANTIC STARR (A&M SP-4948)	9	7	51	FACE TO FACE EVELYN "CHAMPAGNE" KING (RCA AFL1-4725)	56	2
15	IN THE HEART KOOL & THE GANG (De-Lite/PolyGram DSR 6508)	19	3	52	WE ARE ONE MAZE featuring FRANKIE BEVERLY (Capitol ST-12262)	53	33
16	THE SONGSTRESS ANITA BAKER (Beverly Glen BG 10002)	16	25	53	DOIN' IT MY WAY HOWARD JOHNSON (A&M SP-4961)	60	2
17	STOMPIN' AT THE SAVOY RUFUS AND CHAKA KHAN (Warner Bros. 9 23679-1)	13	17	54	GET IT RIGHT ARETHA FRANKLIN (Arista AL8-8019)	50	23
18	MARY JANE GIRLS (Gordy/Motown 6040GL)	14	33	55	SOMETHING GOOD TYRONE DAVIS (Ocean Front OF/101)	49	5
19	MERCILESS STEPHANIE MILLS (Casablanca/PolyGram 811 346-1 M-1)	18	18	56	THE CLARKE/DUKE PROJECT II STANLEY CLARKE/GEORGE DUKE (Epic FE 38934)	42	6
20	COMEDIAN EDDIE MURPHY (Columbia FC 39005)	25	6	57	13 COMMODORES (Motown 6054ML)	47	13
21	FUTURE SHOCK HERBIE HANCOCK (Columbia FC 38814)	20	17	58	RISE RENE & ANGELA (Capitol ST-12267)	40	30
22	WOMAN OUT OF CONTROL RAY PARKER, JR. (Arista AL8-8087)	26	5	59	PREPPIE CHERYL LYNN (Columbia FC 38961)	—	1
23	TEASER ANGELA BOFILL (Arista AL8-8198)	23	8	60	UNTOUCHABLES LAKESIDE (Solar/Elektra 9 60204-1)	55	33
24	ROBBERY TEENA MARIE (Epic FE 38882)	24	8	61	THE BIG CHILL ORIGINAL SOUNDTRACK (Motown 6062ML)	63	7
25	ZAPP III ZAPP (Warner Bros. 9 23875-1)	21	17	62	HIGH RISE ASHFORD & SIMPSON (Capitol ST-12282)	51	18
26	TRY IT OUT KLIQUE (MCA-39008)	27	14	63	BETWEEN THE SHEETS THE ISLEY BROTHERS (T-Neck/CBS FZ 18674)	57	30
27	BUSY BODY LUTHER VANDROSS (Epic FE 39196)	—	1	64	I'LL DO ANYTHING FOR YOU LATIMORE (Malaco 7414)	67	7
28	VISIONS GLADYS KNIGHT & THE PIPS (Columbia FC 38205)	28	32	65	FUNKY BEAT BERNARD WRIGHT (Arista AL8-8103)	61	8
29	I'M IN LOVE AGAIN PATTI LABELLE (Philadelphia Int'l./CBS FZ 38539)	—	1	66	LIONEL RICHIE (Motown 6007ML)	66	63
30	BORN TO LOVE PEABO BRYSON & ROBERTA FLACK (Capitol ST-12284)	22	20	67	IN YOUR EYES GEORGE BENSON (Warner Bros. 9 60216-1)	69	28
31	I'M A BLUES MAN Z.Z. HILL (Malaco 7415)	32	4	68	FLASHDANCE ORIGINAL SOUNDTRACK (Casablanca/PolyGram 811 492-1 M-1)	62	34
32	NEVER SAY NEVER MELBA MOORE (Capitol ST-12305)	37	3	69	WITH LOVE FATBACK (Spring SPR-33-6741)	—	1
33	ROCKIN' RADIO TOM BROWNE (Arista AL8-8107)	29	10	70	BACK TO BASICS THE TEMPTATIONS (Gordy/Motown 8058GL)	64	9
34	BREAK OUT POINTER SISTERS (Planet/RCA BXL1-4705)	39	5	71	JARREAU (Warner Bros. 9 23801-1)	72	37
35	HERE AND NOW RICHARD PRYOR (Warner Bros. 9 23981-1)	31	8	72	G.T. GARY TAYLOR (A&M SP-4976)	—	1
36	THE LOOK SHALAMAR (Solar/Elektra 9 60239)	34	21	73	PRIVATE PARTY BOBBY NUNN (Motown 6051ML)	68	13
37	CANDY GIRL NEW EDITION (Streetwise SWRL 3301)	36	24	74	ON TARGET THE JONES GIRLS (RCA AFL1-4817)	85	10
				75	WORDS AND MUSIC TAVARES (RCA AFL1-4700)	58	13



ON LINE — A&M recording artist Gary Taylor (c) recently previewed his debut LP for pleased label brass. The album, simply called "G.T.," includes the single, "On The Line." Checking the levels with Taylor is John McLaine, director, A&R, A&M Records (l); and Herb Alpert, co-owner, A&M Records.

THE RHYTHM SECTION

LASTING BY-LAWS — The Laws family of Houston, Texas has produced some vibrant musical talent, but perhaps the best known is brother Hubert Laws, now in his 23rd year of professional music-making. Laws has just released "Make It Last" for Columbia, and while the reknowned flutist has built his career on his jazz talents, his last few LPs have showcased his pop songwriting abilities. "I've never professed to be in one particular idiom," Laws told *Rhythm*, "I've done Latin, swing, classical, all that. Doing a contemporary music thing is just another aspect of my interests." The current album features a message-style song on the TV soap phenomenon, "Gonna Be Happy," with Laws himself laying down the vocal rap and sisters Elolse and Debra contributing background. Laws says he's turned off by his own family's habitual soap-watching. "The lifestyle projected on the screen everyday is to hide the truth," he noted, "and I believe I express that in my song." Also on the new album is "Morning Star" in a version nearly identical to the original from Laws' CTI catalog. Laws re-cut the track at the behest of fans who had trouble finding the quiet classic. "People always told me it was one of their favorite pieces," said Laws, "and it's one of mine, too. I'm glad I got the chance to do it again."

IMPORT INTENSITY — UB40 is a British band that's released an entire album of old favorites, with the current A&M LP "Labour Of Love," containing covers of group members' personal reggae treasures. The integrated seven-man group recently made a return appearance to one of New York's hot clubs, and proved a powerful tonic for body and spirit in the hour-plus set. The gig was taped for posterity by NBC's Source network.

SMALL SCREEN SPECTACLES — Recently caught the video for Earth, Wind & Fire's "Magnetic," and it's an unusual, dense production dripping with references to *Blade Runner* and *Rollerball*. Its violent aura is somewhat chilling... Stanley Clarke and George Duke have released a promo clip for the recent "Heroes" single. Making a cameo appearance is Shalamar's Howard Hewett... Finishing touches being completed for Teena Marie's "Robbery" video. Partly set in the 1940s, the clip reportedly will blend black-and-white and color visuals. The current LP's title track will not be the latest single; "Midnight Magnet" has been tapped instead.

LADY T TALKS MUSIC — Ms. Marie recently flew east after completing the "Robbery" video, and stopped by the *Rhythm* desk for a serious chat. Soft-spoken yet undampened by the pouring rain which greeted her arrival, Marie offered insight into her first Epic LP as talk steered from the Motown lawsuit to things "behind the groove." A departure from her past releases, the album has been described as a song cycle depicting a failed romance. "It's the story of a love affair from beginning to end," Marie explained, "from the girl meeting the guy on the corner of Rhythm and Blues, through his betrayal and her blind love, down to the end as you hear on 'Cassanova Brown.'" Marie wrote, arranged and produced the album herself, as she's done since her third LP, but the current project marks her leap away from a four-year association with Rick James and the Motown label. One may infer the songs' descriptive narrative is a parallel to Marie's bitter romance with her former label, but the diminutive singer emphasized the music's universal approach. "I wanted to make an album for everyone who's been in love and lost," she noted. "A lot of it is written from fantasy, and a lot of it is part of me, naturally, but from what friends have expressed to me and what I know has happened to everyone, I wanted to put the fantasy and reality together. Each track represents a different musical style, a reflection of Marie's own varied tastes. "My favorite singer when I was growing up was always Sarah Vaughan, but I was also buying Elton John and Led Zeppelin records," she said. "I think living in Venice, California had a lot to do with that, and my family, because my sister was into the old Motown stuff while my brother was into rock, and my parents had Mel Torme, Barbra Streisand and Frank Sinatra. I've sung in church, too. I like all different kinds of music. I tried to listen to what excited me about those records, and pull together a sound for myself." Stanley Clarke and Patrice Rushen contribute to the mix, with Clarke providing upright bass to the jazzy closer "Cassanova Brown," a track cut completely live with the exception of strings. There's also a rocking solo from newcomer Kelth Alexander, who appears on the LP's front frame, "Robbery." Alexander's part of a band Marie hopes to bring on her projected 1984 tour.

PLAYING IT KOOL — Setting sail for Europe next month, Kool and The Gang are embarking on phase two of their tour schedule, and are set to return to the States in March of 1984. For the record, the correct title of the group's current LP is "In The Heart."
harry weinger

TOP 100 BLACK CONTEMPORARY SINGLES

December 24, 1983

1	TIME WILL REVEAL DeBARGE (Gordy/Motown 1705GF)	2	11	35	RADIO ACTIVITY ROYALCASH (Sutra SUD 016)	37	11	70	WHAT IS RACE RACE (Ocean-Front OF 2003)	80	2
2	ALL NIGHT LONG (ALL NIGHT) LIONEL RICHIE (Motown 16898MF)	1	14	36	YAH MO B THERE JAMES INGRAM (WITH MICHAEL McDONALD) (Qwest/Warner Bros. 7-29394)	51	2	71	MAKE IT EASY ON YOURSELF RON BANKS (CBS Associated ZS4 04242)	79	3
3	TELL ME IF YOU STILL CARE THE S.O.S. BAND (Tabu/CBS ZS4 04160)	3	10	37	I JUST CAN'T WALK AWAY FOUR TOPS (Motown 1706MF)	33	10	72	I FEEL LIKE WALKING IN THE RAIN MILLIE JACKSON (Spring SPR-7-3034)	64	11
4	JOANNA KOOL & THE GANG (De-Lite/PolyGram DE 829)	8	7	38	I'M ON YOUR SIDE ANGELA BOFILL (Arista AS1-9109)	50	5	73	CRAZY CUTS GRANDMIXER D.ST. (Island 7-99803)	86	2
5	TOUCH A FOUR LEAF CLOVER ATLANTIC STARR (A&M 2580)	5	10	39	MILLION DOLLAR BABE STACY LATTISAW (Cotillion/Atco 7-99819)	44	6	74	HERO GLADYS KNIGHT AND THE PIPS (Columbia 38-04219)	77	3
6	WET MY WHISTLE MIDNIGHT STAR (Solar/Elektra 7-69790)	7	11	40	SOMETHING'S ON YOUR MIND "D" TRAIN (Prelude PRL 596)	53	5	75	YOU'RE THE BEST THING YET ANITA BAKER (Beverly Glen BG-2011)	—	1
7	STAY WITH ME TONIGHT JEFFREY OSBORNE (A&M 2591)	4	12	41	SAY IT ISN'T SO DARYL HALL — JOHN OATES (RCA PB-13654)	43	7	76	WHITE LINE (DON'T DO IT) GRAND MASTER FLASH AND MELLE MEL (Sugar Hill SH-465)	41	10
8	LET THE MUSIC PLAY SHANNON (Emergency/Mirage 7-99810)	11	7	42	JUST LET ME WAIT JENNIFER HOLLIDAY (Geffen 7-29432)	48	3	77	2 WIN U BACK THE JONES GIRLS (RCA PB-13686)	88	2
9	SAY SAY SAY PAUL McCARTNEY AND MICHAEL JACKSON (Columbia 38-04168)	6	10	43	UNISON JUNIOR (Casablanca/PolyGram 814 725-7)	47	5	78	LOVE SOLDIER LENNY WILLIAMS (Rocshire/MCA XR95044)	85	2
10	BABY, I'M HOOKED (RIGHT INTO YOUR LOVE) CON FUNK SHUN (Mercury/PolyGram 814 581-7)	12	8	44	FO-FI-FO PIECES OF A DREAM (Elektra ED 4940)	52	3	79	MIDNIGHT MAGNET TEENA MARIE (Epic 34-04271)	—	1
11	HOW COME U DON'T CALL ME ANYMORE? STEPHANIE MILLS (Casablanca/PolyGram 814 747-7)	13	7	45	JEALOUS GIRL NEW EDITION (Streetwise SWRL 1116)	55	5	80	REMEMBER WHAT YOU LIKE JENNY BURTON (Atlantic 7-89748)	—	1
12	I'LL LET YOU SLIDE LUTHER VANDROSS (Epic 34-04231)	18	5	46	LET'S TAKE TIME OUT HOWARD JOHNSON (A&M 2588)	57	4	81	STEPPIN' OUT SLAVE (Cotillion/Atco 7-99804)	90	2
13	MAGNETIC EARTH, WIND & FIRE (Columbia 38-04210)	15	7	47	AUTODRIVE HERBIE HANCOCK (Columbia 38-04268)	56	2	82	I AM WHAT I AM (FROM "LA CAGE AUX FOLLES") GLORIA GAYNOR (Silver Blue/CBS ZS4 04294)	93	5
14	KEEPIN' MY LOVER SATISFIED MELBA MOORE (Capitol B-5288)	16	9	48	JOYSTICK DAZZ BAND (Motown 1701MF)	59	5	83	THE DREAM (HOLD ON TO YOUR DREAM) IRENE CARA (Network/Geffen 7-29396)	—	1
15	I NEED YOU POINTER SISTERS (Planet/RCA YB-13639)	17	11	49	WORDS AND MUSIC TAVARES (RCA PB-13684)	54	4	84	WOULD YOU LIKE TO (FOOL AROUND) MTUME (Epic 34-04087)	39	16
16	STOP DOGGIN' ME AROUND KLIOUE (MCA-52250)	10	20	50	ACTION EVELYN "CHAMPAGNE" KING (RCA PB-13682)	63	2	85	I DIDN'T KNOW I LOVED YOU (TILL I SAW YOU ROCK & ROLL) PLANET PATROL (Tommy Boy TB 837)	—	1
17	IF ONLY YOU KNEW PATTI LABELLE (Philadelphia Int'l/CBS ZS4 04208)	23	7	51	ONLY YOU COMMODORES (Motown 1694MF)	36	15	86	IT'S OVER BILL SUMMERS AND SUMMERS HEAT (MCA-52325)	—	1
18	HOLIDAY MADONNA (Sire 7-29478)	24	9	52	P.Y.T. (PRETTY YOUNG THING) MICHAEL JACKSON (Epic 34-04165)	40	9	87	TAKE THE BALL AND RUN DAVID WILLIAMS (Ocean-Front OF 2002)	—	1
19	I AM LOVE JENNIFER HOLLIDAY (Geffen 7-29525)	9	17	53	EVERY GIRL (WANTS MY GUY) ARETHA FRANKLIN (Arista AS 1-9095)	31	14	88	GET YOUR BODY ON THE JOB SOUTHSIDE JOHNNY & THE JUKES (Mirage/Atco 7-99802)	—	1
20	I STILL CAN'T GET OVER LOVING YOU RAY PARKER, JR. (Arista AS 1-9116)	29	7	54	SHE'S TROUBLE MUSICAL YOUTH (MCA-52312)	66	2	89	UP AGAINST THE WALL FATBACK (Spring SPR 7-3033)	—	1
21	NUBIAN NUT GEORGE CLINTON (Capitol B-5296)	25	7	55	LOVE HAS A MIND OF ITS OWN DONNA SUMMER with MATTHEW WARD (Mercury/PolyGram 814 922-7)	62	4	90	GIVE ME THE LOVIN' CHIC (Atlantic 7-89725)	—	1
22	HOW MANY TIMES CAN WE SAY GOODBYE DIONNE WARWICK AND LUTHER VANDROSS (Arista AS1 9073)	20	11	56	HAPPINESS IS JUST AROUND THE BEND CUBA GOODING (Streetwise SWRL 2214)	60	5	91	TONIGHT I CELEBRATE MY LOVE PEABO BRYSON/ROBERTA FLACK (Capitol B-52442)	81	25
23	ELECTRIC KINGDOM TWILIGHT 22 (Vanguard VSD35241)	26	8	57	FIX IT (PART 1) TEENA MARIE (Epic 34-04124)	49	12	92	REAL LOVE LAKESIDE (Solar/Elektra 7-69796)	58	15
24	JAM THE MOtha' (PARTY MIX) THE GAP BAND (Total Experience/PolyGram TE 8210)	34	5	58	ENCORE CHERYL LYNN (Columbia 38-04256)	71	3	93	I FOUND MYSELF WHEN I LOST YOU TYRONE DAVIS (Ocean-Front OF 2001)	68	12
25	ROCKIN' RADIO TOM BROWNE (Arista AS 1-9088)	21	13	59	WHY ME? IRENE CARA (Network/Geffen 7-29464)	46	8	94	YOU'RE NUMBER ONE (IN MY BOOK) GLADYS KNIGHT & THE PIPS (Columbia 38-04033)	61	22
26	BOYS MARY JANE GIRLS (Gordy/Motown 1704GF)	27	10	60	IT'S MUCH DEEPER ASHFORD & SIMPSON (Capitol B-5284)	45	8	95	IN YOUR EYES GEORGE BENSON (Warner Bros. 7-29442)	78	4
27	MY FIRST LOVE RENE & ANGELA (Capitol B-5272)	22	13	61	EBONY EYES RICK JAMES AND SMOKEY ROBINSON (Gordy/Motown 1714GF)	83	2	96	ROCKIT HERBIE HANCOCK (Columbia 38-04054)	67	23
28	AIN'T NOBODY RUFUS & CHAKA KHAN (Warner Bros. 7-29555)	19	21	62	TAXI J. BLACKFOOT (Sound Town/Allegiance ST-004)	75	3	97	WE ARE ONE MAZE featuring FRANKIE BEVERLY (Capitol B-5285)	84	9
29	BODY TALK THE DEELE (Solar/Elektra 7-69785)	38	7	63	WAIT 'TIL TOMORROW PHILIPPE WYNNE (Fantasy D-221)	72	2	98	UNCONDITIONAL LOVE DONNA SUMMER (Mercury/PolyGram 814 008-7)	73	15
30	U BRING THE FREAK OUT RICK JAMES (Gordy/Motown 1703GF)	14	10	64	PARTY ANIMAL JAMES INGRAM (Owest/Warner Bros. 7-29493)	35	12	99	REGGAE NIGHT JIMMY CLIFF (Columbia 38-04141)	82	4
31	HEARTBREAKER (PART 1) ZAPP (Warner Bros. 7-29462)	30	10	65	LET'S GO UP DIANA ROSS (RCA PB-13671)	74	2	100	BEFORE YOU GO SKOOL BOYZ (Cross Roads 1083)	94	7
32	RUNNING WITH THE NIGHT LIONEL RICHIE (Motown 1710MF)	42	4	66	DELIRIOUS PRINCE (Warner Bros. 7-29503)	65	14				
33	OVER AND OVER SHALAMAR (Solar/Elektra 7-69787)	32	11	67	TRAPPED PHILIP BAILEY (Columbia 38-04241)	76	3				
34	ANGEL ANITA BAKER (Beverly Glen BG-2010)	28	19	68	AIN'T THAT PECULIAR STEVE WOODS (Cotillion/Atco 7-99815)	70	4				

Action (Chappell/Richer — ASCAP)	50
Ain't Nobody (Overdue — ASCAP)	28
Ain't That Peculiar (Jobete — ASCAP)	68
All Night Long (Brockman — ASCAP)	2
Angel (Beverly Glen/Spaced Hands — BMI)	34
Autodrive (Hancock/OAO — BMI)	47
Baby, I'm Hooked (Carollon/Van Ross Redding/Platinum Gold — ASCAP)	10
Before You Go (Skool Boyz/Warner-Tamerlane/Easley — BMI)	100
Body Talk (Deele Reele/Midstar/Hip Trip — BMI)	29
Boys (Stone City — ASCAP)	26
Crazy Cuts (Chu Teh — BMI)	73
Delirious (Controversy — ASCAP)	66
Dream (Girgio Moroder/Carub/AICor — ASCAP)	83
Ebony Eyes (Stone City — ASCAP)	61
Electric Kingdom (Jackaroe/Bahary Songs — ASCAP)	23
Encore (Tan Division/Flyte Tyme — ASCAP)	58
Every Girl (Uncle Ronnie's/April/Thriller Miller — ASCAP)	53
Fix It (Midnight Magnet — ASCAP)	57
Fo-Fi-Fo (G.W. Je/Cindex — ASCAP)	44
Get Your Body (Dangerous — ASCAP)	88
Give Me The (Chic, adm. by Warner-Tamerlane — BMI)	90
Happiness Is Just (Blackwood — BMI)	56
Heartbreaker (Troutman's — BMI)	31
Hero (House of Gold — BMI/Bobby Goldsboro — ASCAP)	74
Holiday (House of Fun/Pure Energy — BMI)	18
How Come U Don't (Controversy — ASCAP)	11
How Many Times Can (Goldrain — ASCAP)	22

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

I Am Love (SaggiFire—ASCAP/Adm. by CBS/Foster-Frees/Streamline Moderne/Off Backstreet—BMI)	19
I Am What I (Jeryco — ASCAP)	82
I Didn't Know I (Leeds — ASCAP)	85
I Feel Like (Baby J./Baby Shapiro/Sandbox — ASCAP)	72
I Found Myself (Burton/Tyronza — BMI)	93
I Just Can't Walk (Good Life/Beau-Di-O-Do — ASCAP)	37
I Need You (Porchester/Dale Kawashima/Orca/Day To Day — ASCAP/Neches River — BMI)	15
I Still Can't Get (Raydiola — ASCAP)	20
If Only You Knew (Mighty Three — BMI)	17
I'll Let You (April/Uncle Ronnie's/Thriller Miller (Adm. by MCA) — ASCAP)	12
I'm On Your Side (Gratitude Sky — ASCAP/Purple Bull/Polygram — BMI)	38
In Your Eyes (Prince Street/Weiback — ASCAP)	95
It's Much Deeper (Nick-O-Val — ASCAP)	60
It's Over (Freebo/Bilsom — BMI)	86
Jam The Motha' (Total Experience — BMI)	24
Jealous Girl (Boston Int'l/Streetsounds — ASCAP)	45
Joanna (Delightful — BMI)	4
Joystick (Three Go/Jobete — ASCAP)	48
Just Let Me Wait (CBS Songs/Deertrack/Charleville — BMI/SaggiFire/Electric Bill — ASCAP)	42
Keepin' My Lover (Bush Burnin' — Co./Emergency — ASCAP)	14
Let The Music (Shapiro Bernstein & Co./Emergency — ASCAP)	65
Let's Go (ATV/Franne Golde/Ivers/Rightsong — BMI)	8
Let's Take Time Out (Science Lab — ASCAP)	46
Love Has A Mind (Sweet Summer Night/Sudano/See	

This House — ASCAP/BMI	55
Love Soldier (Len-Lon/McAllister — BMI)	78
Magnetic (SaggiFire/Zomba Ent. — ASCAP)	13
Make It Easy On (Famous — ASCAP)	71
Midnight Magnet (Midnight Magnet/Te' Mas. Elope' — ASCAP)	79
Million Dollar (Gratitude Sky — ASCAP/Bellboy — BMI)	39
My First Love (A la Mode, adm. by Arista — ASCAP)	27
4900Nubian Tut (Bridgeport — BMI)	21
Only You (Old Fashion — ASCAP)	51
Over And Over (Spectrum VII/L.F.S. III — ASCAP)	33
P.Y.T. (Eiseman/Hel-AI/Kings Road — BMI/Yellow-brick Road — ASCAP)	52
Party Animal (Eiseman/Warner-Tamerlane/Rashida — BMI/Yellowbrick Road — ASCAP)	64
Pop Goes (Shakin' Baker/Beggar's Banquet E.G. — BMI)	69
Radio Activity (Amber Pass/Royal & Cash—ASCAP)	35
Real Love (Circle L — ASCAP)	92
Reggae Night (Amirfull — ASCAP/Bayyan — BMI)	99
Remember What You Like (STM/Indulgent — BMI)	80
Rockin' Radio (Boston Int'l — ASCAP)	25
Rockit (Hancock/OAO — BMI)	96
Running With The (Brockman — ASCAP/Dyad — BMI)	32
Say It Isn't So (Hot-Cha/Unichappell — BMI)	41
Say Say Say (MPL Comm./Mijac — ASCAP)	9
She's Trouble (Chappell & Co./Sookloozy — ASCAP/Rightsong — BMI)	54
Something's On (Trumar/Huemar/Diesel—BMI)	40
Stay With Me (Zubaldah — ASCAP)	7

Steppin' Out (Slave Songs/Cotillion/Love That Music — BMI)	81
Stop Doggin' Me (Lena — SESAC)	16
Take The Ball (Kichelle/Emmaus Road — ASCAP)	87
Taxi (Backlog — BMI)	62
Tell Me If (Flyte Tyme/Avant Garde — ASCAP)	3
Time Will Reveal (Jobete — ASCAP)	1
Tonight I Celebrate (Almo/Prince Street/Screen Gems EMI — BMI/ASCAP)	91
Touch A Four (Almo/Jodaway — ASCAP)	5
Trapped (Sir & Trini/Haynestorm/Les Etolle de La Musique/Ivory-Rob — ASCAP)	67
2 Win U Back (IPM/Almo/Fonzworth — ASCAP)	77
U Bring The Freak (Stone City — ASCAP)	30
Unconditional Love (Sweet Summer Night/See This House — ASCAP)	98
Unison (Warner-Tamerlane/Sprocket/WB/Rewind — BMI/ASCAP)	43
Up Against (Clita — BMI)	89
Wait 'Til (Sigidi's/Lee Maxi/House of Bryant — BMI)	63
We Are One (Amazement — BMI)	97
Wet My Whistle (Hip-Trip/Midstar — BMI)	6
What Is Race (Open City — BMI)	70
White Line (Sugar Hill — BMI)	76
Why Me? (GMPC/Carub/AI Cor — ASCAP)	59
Words And Music (Kenny Nolan — ASCAP)	49
Would You Like To (Frozen Butterfly — BMI)	84
Yah Mo B (Eiseman/Hel-AI/Kings Road — BMI/Genieve/Rodson PRS/YellowBrick Road — ASCAP)	36
You're Number One (Richer/Chappell — ASCAP/Mr. Dapper/Unichappell — BMI)	94
You're The Best (Beverly Glen/Spaced Hands — BMI)	75

MOST ADDED SINGLES

- 1. ACTION — EVELYN "CHAMPAGNE" KING — RCA**
OK100, WLUM, WXYV, WAIL, WDAO, WHRM, WAMO, WUFO, WBMX, WQKS, WRBD, KHYS, WYLD-FM, WAOK, KUKQ
- 2. ENCORE — CHERYL LYNN — COLUMBIA**
OK100, WENN, WXYV, XHRM, WEDR, WOKB, WATV, WPAL, WYLD-FM
- 3. REMEMBER WHAT YOU LIKE — JENNY BURTON — ATLANTIC**
WZEN, WWIN, WZAK, WUFO, KOKA, WQKS, WPAL, WRAP, KGFJ
- 4. CRAZY CUTS — GRANDMIXER D. ST. — ISLAND**
KDAY, WPAL, WILD, WDMT, V103, KMJQ, WENN, WQMG, OK100
- 5. EBONY EYES — RICK JAMES AND SMOKEY ROBINSON — GORDY/MOTOWN**
WXYV, WLOU, WUFO, WPLZ, KOKA, KHYS, WAOK, KUKQ
- 6. I DIDN'T KNOW I LOVED YOU (TILL I SAW YOU ROCK AND ROLL) — PLANET PATROL — TOMMY BOY**
WTLC, WXYV, XHRM, WEDR, WOKB, V103, WPEG, KSOL
- 7. YOU'RE THE BEST THING YET — ANITA BAKER — BEVERLY GLEN**
WGIV, WLOU, XHRM, WDRQ, WOKB, WGCI, KGFJ

MOST ADDED ALBUMS

- 1. BUSY BODY — LUTHER VANDROSS — EPIC**
WXYV, WENN, WPAL, WPEG, WZAK, WDAO, WRBD, WTLC, WOKB, WLLE, WWDM, KMJQ, KGFJ, KPRS, WILD
- 2. I'M IN LOVE AGAIN — PATTI LABELLE — PHILADELPHIA INT'L/CBS**
WXYV, WENN, WPEG, WZAK, WDAO, WAOK, WOKB, WLLE, WWDM, KGFJ, KPRS
- 3. FACE TO FACE — EVELYN "CHAMPAGNE" KING — RCA**
WZEN, WZAK, WDAO, WRBD, WTLC, WOKB, WGIV, WILD

UP AND COMING

- ANOTHER MAN — BARBARA MASON — WEST END**
YOU'RE LOOKING LIKE LOVE TO ME — PEABO BRYSON/ROBERTA FLACK — CAPITOL
THE PARTY STARTS WHEN I'M WITH YOU — RUE CALDWELL — CRITIQUE
FLASHBACK — KLIQUE — MCA

BLACK RADIO HIGHLIGHTS

WAOK — ATLANTA — LARRY TINSLEY, PD
HOTS: DeJarge, J. Osborne, P. LaBelle, R. Parker, Jr., Twilight 22, Kool & The Gang, New Edition, Earth, Wind & Fire, M. Moore, G. Clinton, L. Vandross, Front Row, J. Holiday, Mary Jane Girls, D. Ross, C. Lynn, J. Blackfoot, H. Hancock, T. Marie. ADDS: L. Richie, G. Gaynor, R. James/S. Robinson, "D" Train, Spoonie G., Klique, Run D.M.C., Ashaye, E. Kitt. LP ADDS: M. Moore, P. LaBelle.

V103 — ATLANTA — SCOTTY ANDREWS, PD
HOTS: P. McCartney/M. Jackson, Pointer Sisters, Hall & Oates, Gap Band, Tavares, Midnight Star, R. Parker, Jr., L. Richie, Con Funk Shun, P. LaBelle, DeBarge, G. Gaynor, J. Ingram, L. Vandross, J. Holiday, Four Tops, D. Ross. ADDS: L. Kirton, Planet Patrol, T. Basil, Deelee, P. Bryson/R. Flack, Dazz Band, Grandmixer D St., Southside Johnny & The Jukes, Indeeep, Starsky, E. Kitt. LP ADDS: Pieces Of A Dream, T. Browne, L. Richie.

WWIN — BALTIMORE — CURTIS ANDERSON, PD — #1 — LIONEL RICHIE
HOTS: J. Ingram, Twilight 22, Shannon, "D" Train, Whatnauts, World Premier, Michael Jackson, L. Richie, L. Vandross. ADDS: Spoonie Gee, Cuba Gooding, J. Burton, New Edition, Indeeep, Deniece Williams, G. Knight & The Pips, T. Marie. LP ADDS: Earth, Wind & Fire, Chic, Womack & Womack, Deele.

WXYV — BALTIMORE — MARK WILLIAMS, MD — #1 — SHALAMAR
HOTS: Madonna, S.O.S. Band, Con Funk Shun, Mary Jane Girls, P. LaBelle, Midnight Star, Shannon, Atlantic Starr, Kool & The Gang, Michael Jackson, G. Gaynor, T. Browne, P. McCartney/M. Jackson, Four Tops, J. Osborne. ADDS: E. King, R. James/S. Robinson, Musical Youth, C. Lynn, M. McLaren, T. Basil, Inner Life, Whatnauts, Fatback, Jonzun Crew, Planet Patrol. LP ADDS: L. Vandross, P. LaBelle, Kool & The Gang, Enchantment.

WATV — BIRMINGHAM — RON JANUARY, MD — #1 — DEELE
HOTS: P. McCartney/M. Jackson, DeBarge, Pointer Sisters, Dazz Band, M. Moore, Kwick, Junior, Madonna, Twilight 22, Con Funk Shun, J. Osborne, Midnight Star, Shalamar, L. Vandross, S. Lattisaw, G. Clinton, Gap Band, Royalcash, S. Robinson, Earth, Wind & Fire. ADDS: C. Lynn, Musical Youth, I. Cara, H. Hancock, Carla Baker, Midnight Star.

WENN — BIRMINGHAM — MICHAEL STAR, MD — #1 — DeBARGE
HOTS: S.O.S. Band, P. McCartney/M. Jackson, J. Osborne, Twilight 22, Deelee, P. LaBelle, Midnight Star, Atlantic Starr, Zapp. ADDS: C. Lynn, Skool Boyz, Shannon Grandmixer D.S.T., D. Ross, T. Marie, P. Wynne, Musical Youth, Race, David Williams, B. Summers. LP ADDS: L. Vandross, P. LaBelle.

WPAL — CHARLESTON — DON KENDRICKS, PD — #1 — SHANNON
HOTS: Con Funk Shun, DeBarge, New Edition, Kool & The Gang, Atlantic Starr, P. McCartney/M. Jackson, M. Moore, Commodores, Kashif, Twilight 22, Earth, Wind & Fire, J. Osborne, Midnight Star, R. Parker, Jr., Royalcash, R. James/S. Robinson, Gap Band, Mary Jane Girls, L. Vandross, S. Mills, H. Johnson. ADDS: Indeeep, G. Benson, 10 Speed, Zinga, C. Lynne, Grandmixer D St. I. Cara, J. Burton. LP ADDS: L. Vandross, Wrecking Crew, Womack & Womack, Pieces Of A Dream.

WGCI — CHICAGO — GRAHAM ARMSTRONG, PD
HOTS: Shannon, Kalya, P. McCartney/M. Jackson, Grand Master Flash/M. Mel, Mary Jane Girls, Madonna, T. Browne, R. James, Gap Band, J. Osborne, Midnight Star, Pointer Sisters, Three Million, J. Ingram, Kool & The Gang, O'Bryan, Dreamboy, Atlantic Starr, DeBarge, Con Funk Shun, L. Richie, T. Davis, G. Clinton, P. LaBelle, R. James, Maze, M. Franks. ADDS: H. Hancock, B. Nunn, A. Baker, Kool & The Gang, C. Baker. LP ADDS: Kool & The Gang.

WPEG — CHARLOTTE — LES NORMAN, MD — #1 — DeBARGE
HOTS: Twilight 22, S.O.S. Band, L. Richie, P. McCartney/M. Jackson, J. Osborne, Atlantic Starr, Shannon, Deelee, Midnight Star, R. James, Con Funk Shun, T. Browne, Gap Band, H. Johnson, S. Mills, M. Moore, Mary Jane Girls, L. Vandross, Dazz Band, Kool & The Gang, "D" Train, Madonna. ADDS: Pieces Of A Dream, Dayton, P. Wynne, Warp 9, Planet Patrol, J. Holiday, Prince. LP ADDS: L. Vandross, H. Johnson, P. LaBelle.

WDMT — CLEVELAND — DEAN DEAN, MD — #1 — PATTI LABELLE
HOTS: P. McCartney/M. Jackson, Dazz Band, DeBarge, G. Clinton, "D" Train, Twilight 22, Con Funk Shun, Atlantic Starr, S.O.S. Band, S. Mills, 10 Speed, A. Bofill, Shannon, R. Parker, Jr., Prince, Starsky, Gap Band, M. Moore, Hall & Oates, Pointer Sisters. ADDS: D. Summer, Dreamboy, Grandmixer D. St. LP ADDS: Enchantment, Hall & Oates.

WZAK — CLEVELAND — LYNN TOLLIVER, JR., MD — #1 — DAZZ BAND
HOTS: P. LaBelle, Rene & Angela, Millie Jackson, Earth, Wind & Fire, L. Richie, D. Sanborn, DeBarge, Hall & Oates, Pointer Sisters, "D" Train, G. Clinton, A. Bofill, R. James/S. Robinson, S. Mills, L. Thomas, Prince, T. Davis, R. Parker, Jr., Gap Band, M. Moore. ADDS: Jones Girls, J. Holiday, P. Wynne, Tavares, J. Burton, Indeeep, S. Brown, Synergy, One Way, Zoe. LP ADDS: P. LaBelle, G. Clinton, I. Cara, S. Watanabe, E. King, L. Vandross, M. Moore.

WDAO — DAYTON — LANKFORD STEPHENS, PD — #1 — CON FUNK SHUN
HOTS: Deelee, R. Parker, Jr., Pieces Of A Dream, Atlantic Starr, G. Clinton, Dazz Band, L. Vandross, S. Mills, Kool & The Gang. ADDS: J. Ingram, David Williams, One Way, E. King, D. Ross, T. Browne. LP ADDS: Earth, Wind & Fire, R. Parker, Jr., Kool & The Gang, A. Bofill, Chic, E. King, M. Moore, L. Vandross, P. LaBelle.

WJLB — DETROIT — J. MICHAEL MCKAY, MD
HOTS: Shannon, Twilight 22, Midnight Star, L. Richie, Dazz Band, DeBarge, T. Browne, A. Baker, S.O.S. Band, P. McCartney/M. Jackson, Rufus & C. Khan, J. Osborne, P. LaBelle. ADDS: M. McLaren, B. Mason, J. Ingram. LP ADDS: Deelee.

WRBD — FT. LAUDERDALE — JOE FISHER, PD — #1 — PAUL McCARTNEY/MICHAEL JACKSON
JUMPS: 8 To 2 — Twilight 22, 12 To 3 — T. Davis, 9 To 5 — Kool & The Gang, 14 To 6 — S. Woods, 25 To 7 — M. Moore, 13 To 8 — Maze, 19 To 9 — Royalcash, 17 To 10 — Madonna, 16 To 11 — R. James, 18 To 12 — S.O.S. Band, 21 To 13 — Pointer Sisters, Ex To 14 — Con Funk Shun, 22 To 17 — G. Benson, 36 To 18 — DeBarge, 35 To 19 — P. LaBelle, 26 To 20 — Instant Funk, 37 To 21 — Slave, 27 To 23 — S. Mills, 31 To 24 — S. Lattisaw, 45 To 25 — J. Blackfoot, 46 To 27 — J. Holiday, 49 To 28 — Deelee, 40 To 29 — Cashmere, 47 To 30 — L. Vandross, Ex To 31 — G. Clinton, Ex To 32 — H. Johnson, 48 To 33 — Freeez, 41 To 34 — D. Summer, 43 To 35 — Serge, Ex To 36 — Disco Four, Ex To 37 — T. Thomas, Ex To 38 — 10 Speed, Ex To 42 — J. Ingram, Ex To 43 — Tavares, Ex To 44 — Chic, Ex To 45 — R. Banks, Ex To 46 — Dayton, Ex To 47 — B. Mason, Ex To 48 — P. Wynne, Ex To 49 — Pieces Of A Dream, Ex To 50 — Grandmixer D St. ADDS: One Way, Race, Sylvester, T. Basil, "D" Train, G-Force, T. Marie, E. King, P. Bryson/R. Flack, L. Richie. LP ADDS: E. King, Dazz Band, Pieces Of A Dream, L. Vandross, Chic.

WQMG — GREENSBORO — SHELLY BYNUM, MD — #1 — DREAMBOY
HOTS: Kool & The Gang, Pointer Sisters, S. Mills, Con Funk Shun, Madonna, P. McCartney/M. Jackson, P. LaBelle, Four Tops, Shannon. ADDS: T. Basil, Chic, Jones Girls, Klique, P. Wynne, R. Banks, J. Blackfoot, Grandmixer D St., Sun. LP ADDS: H. Johnson, G.T.

WTLC-FM — INDIANAPOLIS — KELLY CARSON, PD — #1 — DeBARGE
HOTS: P. LaBelle, Kool & The Gang, Twilight 22, M. Moore, Shannon, G. Clinton, Earth, Wind & Fire, Atlantic Starr, Deelee, Real To Reel, G. Knight & The Pips, S. Lattisaw, Hawkeye, L. Vandross, R. Parker, Jr., G.T., R. Crawford, Motor City, "D" Train, G.L.O.B.E. & The Whiz Kid. ADDS: Chic, D. Summer, The Reddings, P. Bryson/R. Flack, Planet Patrol, B. Summers, S. Woods, Indeeep. LP ADDS: Chic, L. Vandross, Musical Youth, C. Lynn, Womack & Womack, Pieces Of A Dream, E. King.

KDAY — LOS ANGELES — JACK PATTERSON, PD — #1 P. McCARTNEY/M. JACKSON
HOTS: J. Osborne, P. LaBelle, Zapp, New Edition, L. Richie, Royalcash, M. McLaren, Atlantic Starr, Prince, R. Parker, Jr., Michael Jackson, S.O.S. Band, Kashif, DeBarge, S. Mills, A. Bofill, West Street Mob, Slave, G. Clinton, Kraftwerk. ADDS: Cuba Gooding, Grandmixer D St., Midnight Star, Deelee, R. Banks, D. Ross, S. Robinson, B. Nunn, H. Johnson, G.T., Run D.M.C., T. Browne, "D" Train, Lillo.

WLOU — LOUISVILLE — BILL PRICE, PD — #1 — KOOL & THE GANG
HOTS: Dazz Band, G. Clinton, Deelee, R. Parker, Jr., DeBarge, Three Million, Shannon, Skyy, Southside Johnny & The Jukes, Con Funk Shun, G. Knight & The Pips, S. Mills, Rene & Angela, Atlantic Starr, S. Lattisaw, Ashford & Simpson, Serge, Ponsar, H. Johnson, P. Bailey, Cuba Gooding. ADDS: L. Williams, P. Bryson/R. Flack, A. Baker, J. Ingram, R. James/S. Robinson, T. Basil, Kinky Fox. LP ADDS: M. Moore.

WEDR — MIAMI — GEORGE JONES, PD — #1 — TWILIGHT 22
HOTS: J. Osborne, T. Thomas, M. Moore, R. James, Atlantic Starr, Ashford & Simpson, Deelee, Pointer Sisters, Pure Energy, S. Woods, R. Parker, Jr., L. Vandross, S. Mills, Wrecking Crew, Earth, Wind & Fire, G. Clinton, P. LaBelle, Kool & The Gang, 10 Speed, J. Blackfoot. ADDS: Kinky Fox, Southside Johnny & The Jukes, C. Lynn, Planet Patrol, Bronner Brothers, "D" Train, Dayton, David Williams, T. Basil, Run D.M.C., Klique. LP ADDS: Bronner Brothers, ZZ Hill, S. Redd, G. Clinton.

WLUM-FM — MILWAUKEE — SUSIE AUSTIN, MD
HOTS: Hall & Oates, DeBarge, Shannon, Duran Duran, Prince, P. McCartney/M. Jackson, Midnight Star, R. Parker, Jr., Kool & The Gang. ADDS: E. King, J. Ingram, D. Harry.

WNOV — MILWAUKEE — STEVE HEGWOOD, MD — #1 — SHANNON
HOTS: Con Funk Shun, R. Dangerfield, Kool & The Gang, S.O.S. Band, DeBarge, 10 Speed, Zapp, Prince, R. James/S. Robinson, Twilight 22, Grand Master Flash & M. Mel, Royalcash, Capt. Rap, G. Clinton, Midnight Star, Madonna, T. Browne, Mary Jane Girls, Atlantic Starr, Malcolm X. ADDS: Dreamboy, P. LaBelle. LP ADDS: Kwick, L. Vandross.

WRKS — NEW YORK CITY — BARRY MAYO, PD — #1 — NEW EDITION
JUMPS: 6 To 2 — Midnight Star, 8 To 5 — S.O.S. Band, 12 To 9 — "D" Train, 15 To 11 — Skyy, 16 To 12 — S. Easton, Ex To 15 — J. Burton, 19 To 16 — Tom Tom Club, 22 To 21 — Atlantic Starr, Ex To 21 — Grandmixer D St., 30 To 22 — R. James/S. Robinson, Ex To 29 — B. Mason, Ex To 30 — C. Lynn. ADDS: Xena, P. LaBelle, A. Bofill, M. McLaren. LP ADDS: Atlantic Starr.

WRAP — NORFOLK — CHESTER BENTON, PD — #1 PAUL McCARTNEY/MICHAEL JACKSON
HOTS: DeBarge, Kool & The Gang, P. LaBelle, Four Tops, T. Davis, Atlantic Starr, M. Moore, Motivation, S. Mills, Con Funk Shun, S.O.S. Band, J. Blackfoot, Midnight Star, Gap Band, Earth, Wind & Fire, L. Vandross, Pointer Sisters, S. Lattisaw, New Edition, Twilight 22, G. Clinton, A. Bofill, Shannon, Dazz Band, Pieces Of A Dream, Cuba Gooding, "D" Train, E. King, J. Holiday. ADDS: Kinky Fox, Pipe Dream, Bill Summers, J. Burton, Deelee, Klique.

WOKB — ORLANDO — BILLIE LOVE, PD
HOTS: P. McCartney/M. Jackson, Kashif, Deelee, Pointer Sisters, Madonna, Royalcash, Dazz Band, Atlantic Starr, G. Clinton, L. Vandross, R. Parker, Jr., Kool & The Gang, Shalamar, Midnight Star, Shannon. ADDS: The Reddings, C. Lynn, B. Summers, A. Bofill, David Williams, Front Row, Musical Youth, A. Baker, Planet Patrol, Jonzun Crew. LP ADDS: A. Bofill, Gap Band, L. Vandross, P. Funk All-Stars, P. LaBelle, E. King.

KUKQ — PHOENIX — RICK NUNN, PD — #1 — DeBARGE
HOTS: Zapp, Midnight Star, Con Funk Shun, P. McCartney/M. Jackson, Atlantic Starr, Four Tops, Tierra, Kool & The Gang, Earth, Wind & Fire, S.O.S. Band, R. James, Madonna, Deelee, S. Mills, J. Cliff, S. Clarke/G. Duke, Real To Reel, Pointer Sisters, L. Richie, A. Bofill. ADDS: E. King, R. James/S. Robinson, Pieces Of A Dream, Flxx, P. Bailey.

WAMO — PITTSBURGH — J.C. FLOYD, PD — #1 — RAY PARKER, JR.
JUMPS: 8 To 2 — "D" Train, 13 To 6 — Third World, 19 To 9 — Shannon, 24 To 10 — S. Mills, 25 To 14 — Tom Tom Club, 29 To 20 — A. Bofill, 30 To 23 — Pieces Of A Dream, 28 To 24 — G. Clinton, 36 To 27 — Deelee, 35 To 28 — P. LaBelle, 37 To 29 — Gap Band, 40 To 30 — S. Robinson, 38 To 31 — Twilight 22, 25 To 32 — T. Browne, 39 To 35 — H. Johnson. ADDS: J. Ingram/M. MacDonald, Tavares, L. Richie, L. Vandross, Lillo, E. King, P. Wynne, Dazz Band.

WLLE — RALEIGH — CHESTER DAVIS, PD — #1 — KOOL & THE GANG
HOTS: Twilight 22, S.O.S. Band, T. Browne, DeBarge, P. McCartney/M. Jackson, G. Clinton, Deelee, L. Vandross, J. Ingram/M. MacDonald. ADDS: Dreamboy, T. Marie, M. Staples, Lamb Chop, R. Banks, Elbow Bones & The Rackateers. LP ADDS: Chic, Monalisa, T. Davis, L. Vandross, R. Banks, P. LaBelle, Wrecking Crew.

WPLZ — RICHMOND — HARDY JAY LANG, MD — #1 — DeBARGE
HOTS: S.O.S. Band, S. Mills, P. McCartney/M. Jackson, Royalcash, Twilight 22, R. James, Midnight Star, Madonna, P. LaBelle, Con Funk Shun, Zapp, Jones Girls, Pointer Sisters, Kool & The Gang, Shannon, Earth, Wind & Fire, Four Tops, O'Bryan, H. Hancock, Atlantic Starr. ADDS: H. Johnson, J. Blackfoot, R. James/S. Robinson, Pieces Of A Dream, Junior, 1 hird World. LP ADDS: Kool & The Gang.

KMJM — ST. LOUIS — TONY GRAY, PD — #1 — SHANNON
HOTS: P. McCartney/M. Jackson, L. Richie, S. Lattisaw, DeBarge, T. Pendergrass, J. Osborne, Earth, Wind & Fire, Chic. ADDS: Dazz Band, B. Mason, Prince.

KSOL — SAN FRANCISCO — MARVIN ROBINSON, PD — #1 — P. McCARTNEY/M. JACKSON
HOTS: Madonna, Pointer Sisters, DeBarge, S.O.S. Band, Atlantic Starr, Kool & The Gang, Midnight Star, R. Parker, Jr., Hall & Oates, Con Funk Shun, S. Mills, Earth, Wind & Fire, Shannon, I. Cara, L. Vandross, Musical Youth, M. Moore, D. Summer, Deelee, G. Clinton. ADDS: L. Richie, H. Johnson, Cuba Gooding, Dazz Band, I. Cara, Planet Patrol.

WHUR — WASHINGTON, D.C. — OSCAR FIELDS, MD — #1 — L. RICHIE
HOTS: P. McCartney/M. Jackson, Shannon, P. LaBelle, DeBarge, Rufus, Kool & The Gang, Atlantic Starr, S.O.S. Band, Midnight Star, Newcleus, J. Osborne, J. Holiday, T. Marie, Con Funk Shun, Earth, Wind & Fire, A. Baker, Hall & Oates, R. James/S. Robinson, "D" Train, Gap Band. ADDS: Yes, Deelee, Indeeep, Prince.

INTERNATIONAL DATELINE

Argentina

BUENOS AIRES — Distribuidora Belgrano Norte (DBN), one of the leading distributors in this market, reports the contracting of European label Mediterraneo, with artists Rosa Leon and Chiquete as the first releases. DBN is also releasing, under license from the local branch of Musidisc, the second album by rock star Alejandro Lerner, whose first LP exceeded the 120,000 mark.

RCA has staged a typical gaucho dinner at the Chachalero nitery to celebrate the 25th anniversary of folk group Los de Salta and the release of its 27th LP. The group took part in the initial musical movement of folk artists coming from the province of Salta in the early sixties, which balanced this type of music towards the Northern part of the country.

PolyGram marketing manager Leo Benivoglio told **Cash Box** that the premiere of the movie *Stayin' Alive* may be advanced (it had been previously scheduled for the end of December) due to a possible visit by the female leading character of the Sylvester Stallone film. The company is also hosting a party at the La Capilla nitery to unveil the new album by Cantoral, a folk music group that has been very active lately.

Microfon reports that Spanish chanter Manolo Galvan is once again in Argentina and has started a short season at the Michelangelo night club. The label recently released his latest album, "A Blue Horse" and has the world rights to the production. Mario Kaminsky, head of the company, also received a business visit last week from Ramon Isegura, vice president of Arlola International.

Music Hall artist Ruben Rada staged a show at the Broadway Theatre with a "candombe" section of black musicians with percussion instruments, and also a "murga" straight from the city of Montevideo, in Uruguay. The candombe is recognized as one of the roots of local pop and rock music and in Montevideo there are still several groups carrying this tradition. Rada recently recorded an album for the Sazam label, produced by Oscar Lopez.

Juan Carlos Baglietto has also been busy with dates at the Astral Theatre; the elaborately staged performance has been successful both with the press and at the box office.

Jairo is also back in town. This Argentinian artist currently living in Europe is coming very often to Buenos Aires; in this case he has been appearing at the Opera theatre and promoting his latest album, which is being distributed by RCA. Although sales of his previous LPs have been good, the big smash for this chanter — composer is still to come in this market, in spite of all the efforts by the label.

Sicamericana hosted a party at the Hip-

popotamus nitery to celebrate the unveiling of local group Malvaho to the public through personal appearances. Till now, the group had only made recording sessions, with good sales results. Nestor Selasco, president of the company, is very confident about the future of these artists.

miguel smirnoff

United Kingdom

LONDON — BPI director general, John Deacon, made a dramatic plea to Ministers of Parliament (MPs) and peers recently. He wants home taping royalty and copyright reform.

Willis, who made a spontaneous outburst at an MP, questioning the effect of a tape levy on his constituents.

The occasion was the BPI's presentation *The Future of Music*, at which the music industry's arguments for copyright reform in the face of technological changes were restated in audio visual form for 30 invited MPs and peers.

They were given statistics graphically illustrating the erosion of the album market paralleling the growth of the blank tape industry. The BPI presentation said: "In five years 32.8% of volume in our main product area has been whittled away.

"Sales have fallen despite the fact that the demand for music has never been higher, quality has never been better and records have never been cheaper."

The presentation slammed audio hardware manufacturers who are dependent on record and tapes to justify sales of their equipment.

"They simultaneously and paradoxically provide the means by which the recorded music industry might be destroyed. They sell machines which are custom-made for the infringement of copyright."

Stressing the value of UK originated music as a major currency earner for this country, the BPI pointed out that 35% of the value of the US record market can be attributed to the efforts of UK talent, worth over \$800 million.

Bringing the BPI's argument up to date, the presentation highlighted the "horrifying prospect" that the compact disc system could come to nothing because it provides music of master tape quality, which can be copied for a fraction of its true value on the cheap imported tape.

It pointed out that as the law now stands, record producers are not able to prevent franchise holders from diffusing their recordings through cable networks.

The UK government is not necessarily waiting for European harmonization of the copyright law. It would be prepared to go alone in introducing new copyright legislation.

The presentation upheld the view that if the government does nothing about the revival it will be the least profitable music

that suffers, music that caters to a minority taste — in fact the area that needs most support.

The growing importance of music to the home video market is illustrated by a new alliance between CBS Records and CBS Fox Video. This is aimed at greater penetration at retail level for their music videos.

The two companies will pool sales and distribution resources. The video company's sales force will concentrate on video wholesalers and the record company will sell to record and audio outlets.

There has been tangible results to the BPI's presentation on copyright reform. It seems likely that the government will go ahead with the reform without waiting for EEC recommendations. It faces two options, to steam ahead with new legislation, or to go to a white paper stage, sometime between Easter and summer recess.

Two men were sent to prison this week for piracy. They had nine cassette duplicating machines, each capable of producing 10 counterfeit cassettes every four minutes or 15,000 every week. This translates to a street value of 30,000 pounds. These were seized by the BPI. The men were committed to prison with a proviso that if a fine of 25,000 pounds was paid to the court they would be released.

Commenting on the judges decision, Patrick Isherwood, Legal Advisor to the BPI said, "The record industry cannot survive if audio piracy is allowed to go unchecked. We have the most successful record in the world for fighting piracy, and we are pleased with the result of this case. We hope it will act as a real deterrent to anyone considering being involved in this illegal activity."

Polydor Records are releasing what is claimed to be John Lennon's last recordings. They are also issuing an album of conversations between him and Yoko Ono. The "Milk And Honey" album features 12 tracks, six by Lennon. It will also be released as a compact disc. The interview album will be called "Heartplay - Unfinished Dialogue." It includes 42 minutes of conversation, taken from the last interviews given by the couple. Both albums will be supported by an extensive marketing campaign.

chrissy illey

New Marketing Dir. At WEA Europe

LONDON — Siegfried E. Loch, president of WEA Europe Inc., recently announced the appointment of Jurgen Otterstein to the position of director of marketing (music) for WEA Europe.

Otterstein, who succeeds Mike Heap, will be assisted by the newly appointed Detlef Kromker, formerly with Metronome International A&R Management.

MCA/WEA Form Pact

(continued from page 5)

in London and around the world. We've got a marvelous catalog to exploit and we have a marvelous roster to exploit as well as the soundtracks from all the Universal Pictures."

According to Ertegun, "Sometimes there are combinations that work and some that don't. We just happened to get along together, personally as friends and in business. I'll be frank with you — I believe in Irving Azoff as the finder of new talent, developer of new talent and also a man who's able to sign big names. Sure MCA has a great catalog and we're honored to work on it, but the main thing for us is the change of continuing the relationship in a new chapter of his life. I know he's going to be successful and I want to be with him to parallel the success around the world."

After the first of the year, Azoff and Ertegun will meet in Europe to discuss more of the restructuring of the MCA/WEA distribution system. "By the second quarter of next year we will have completed the reorganization," stated Azoff. "We're not going to jump and make hasty decisions, but we're going to build an international staff. I want MCA to be in the same shoes as Warner/Elektra/Atlantic."

Asked what kind of bearing the new connection might have in light of the proposed merger between the WEA parent company Warner Communications Inc. and PolyGram, Azoff commented, "If the merger does take place, and I'm sure that it will, WEA will be an even more powerful distribution force. We intend to have some autonomy supplementing marketing anyway, so I'm not scared of the break-in period. Whether the WCI/PolyGram deal goes through or not, the MCA/WEA agreement is totally independent." In the past MCA Records Group has voiced some concern about possible anticompetitive ramifications of the proposed Warner/PolyGram connection.

Artists effected by the new distribution pact include Men Without Hats, Olivia Newton-John, Night Ranger, Joan Jett & The Blackhearts, Musical Youth, Loretta Lynn, Barbara Mandrell, Lee Greenwood, and Jimmy Buffett. According to both Azoff and Ertegun, The Fixx and Tom Petty & The Heartbreakers will have two of the most important MCA albums next year, and both could benefit tremendously from the new arrangement. The new international deal does not affect MCA's recent distribution pact with Motown, since that relationship involves solely North America.

Although no financial details of the MCA/WEA pact were released so far, some reports indicate MCA will give WEA a "distribution fee" for handling its products overseas.

INTERNATIONAL BESTSELLERS

Italy

TOP TEN 45s

- 1 *Flashdance ... What A Feeling* — Irene Cara — PolyGram/Casablanca
- 2 *Paris Latino* — Bandoiero — Virgin
- 3 *Say, Say, Say* — Paul McCartney & Michael Jackson — EMI/Parlophone
- 4 *Karma Chameleon* — Culture Club — Virgin
- 5 *Maniac* — Michael Sembello — PolyGram/Casablanca
- 6 *Moonlight Shadow* — Mike Oldfield — Virgin
- 7 *Lunatic* — Gazebo — Baby
- 8 *Devi Dirmi Di Si* — Mina — PDU
- 9 *Rocking Rolling* — Scialpi — RCA
- 10 *Happy Children* — P. Lion — Disco Magic/American Disco

TOP TEN LPs

- 1 *Flashdance* — Original Soundtrack — PolyGram/Casablanca
- 2 *Stayin' Alive* — Original Soundtrack — PolyGram/RSO
- 3 *Tropico Del Nord* — Pooh — CGD
- 4 *E' Arrivato Un Bastimento* — Edoardo Bennato — Ricordi
- 5 *Genesis* — Genesis — PolyGram/Vertigo
- 6 *Crises* — Mike Oldfield — Virgin
- 7 *La Donna Cannone* — Francesco De Gregori — RCA
- 8 *Pipes Of Peace* — Paul McCartney — EMI/Parlophone
- 9 *Mina 25* — Mina — PDU
- 10 *Undercover* — Rolling Stones — EMI/Rolling Stones

— Musica e Dischi

United Kingdom

TOP TEN 45s

- 1 *Only You* — Flying Pickets — 10/Virgin
- 2 *Hold Me Now* — Thompson Twins — Arista
- 3 *My Oh My* — Siade — RCA
- 4 *Victims* — Culture Club — Virgin
- 5 *Let's Stay Together* — Tina Turner — Capitol
- 6 *Love Of The Common People* — Paul Young — CBS
- 7 *Please Don't Fall In Love* — Cliff Richard — EMI
- 8 *Move Over Darling* — Tracey Ullman — Stiff
- 9 *Tell Her About It* — Billy Joel — CBS
- 10 *Uptown Girl* — Billy Joel — CBS

TOP TEN LPs

- 1 *Under A Blood Red Sky* — U2 — Island
- 2 *Seven And The Ragged Tiger* — Duran Duran — EMI
- 3 *Colour By Numbers* — Culture Club — Virgin
- 4 *No Parlez* — Paul Young — CBS
- 5 *Touch* — Eurythmics — RCA
- 6 *Thriller* — Michael Jackson — Epic
- 7 *Can't Slow Down* — Lionel Richie — Motown
- 8 *Stages* — Elaine Page — K-tel
- 9 *Undercover* — Rolling Stones — Rolling Stones
- 10 *An Innocent Man* — Billy Joel — CBS

—Melody Maker

Argentina

TOP TEN 45s

- 1 *Vamos A La Playa* — Donald — Microfon; Rigueira — CBS
- 2 *A Esa* — Pimpinela — CBS
- 3 *Flashdance* — Irene Cara — PolyGram
- 4 *Eterno Amor* — Jose Feliciano — Interdisc
- 5 *Y Como Es El* — Jose Luis Rodriguez — CBS
- 6 *Humanidad* — Malvaho — Music Hall
- 7 *Paralzo* — Pomada — RCA
- 8 *Maniatico* — Michael Sembello — PolyGram
- 9 *Vluda A Los 20 Anos* — Miguel Angel Robles — RCA
- 10 *Adicta A La Noche* — Lipps Inc — PolyGram

TOP TEN LPs

- 1 *Hermanos* — Pimpinela — CBS
- 2 *Flashdance* — Soundtrack — PolyGram
- 3 *Me Enamore* — Jose Feliciano — Interdisc
- 4 *Nuevamente* — Los Chicos de Fama — RCA
- 5 *Un Sol* — Luis Miguel — EMI
- 6 *Reflexiones* — Sergio Denis — PolyGram
- 7 *Entre El Agua Y El Fuego* — Jose Luis Perales — Music Hall
- 8 *Humanidad* — Malvaho — Music Hall
- 9 *Un Hombre Comun* — Piero — CBS
- 10 *Empezar* — Gjro Ivottl — Microfon

CASH BOX TOP 100 ALBUMS

December 24, 1983

Title, Artist, Label, Number, Distributor	8.98	12/17	Weeks On Chart	Title, Artist, Label, Number, Distributor	8.98	12/17	Weeks On Chart	Title, Artist, Label, Number, Distributor	8.98	12/17	Weeks On Chart
1 CAN'T SLOW DOWN LIONEL RICHIE (Motown 6050ML) MCA	8.98	1	7	35 HEARTS AND BONES PAUL SIMON (Warner Bros. 9 23942-1) WEA	8.98	30	6	69 BEAUTY STAB ABC (Mercury 814 661-1 M-1) POL	8.98	83	3
2 THRILLER MICHAEL JACKSON (Epic OE 38112) CBS	—	2	53	36 FASTER THAN THE SPEED OF NIGHT BONNIE TYLER (Columbia BFC 38710) CBS	—	32	20	70 COLD BLOODED RICK JAMES (Gordy/Motown 6043GL) MCA	8.98	68	17
3 SYNCHRONICITY THE POLICE (A&M SP-3735) RCA	8.98	3	26	37 LITTLE ROBBERS THE MOTELS (Capitol ST-1288) CAP	8.98	33	12	71 SWEET DREAMS (ARE MADE OF THIS) EURYTHMICS (RCA AFL1-4681) RCA	8.98	70	28
4 UNDERCOVER ROLLING STONES (Rolling Stones/Atco 7 90120-1) WEA	8.98	6	5	38 WITHOUT A SONG WILLIE NELSON (Columbia FC 39110) CBS	—	39	6	72 STOMPIN' AT THE SAVOY RUFUS AND CHAKA KHAN (Warner Bros. 9 23679-1) WEA	11.98	73	17
5 METAL HEALTH QUIET RIOT (Pasha VFZ 38442) CBS	—	4	38	39 SHOUT AT THE DEVIL MOTLEY CRUE (Elektra 9 60289-1) WEA	8.98	41	11	73 WHERE'S THE PARTY? EDDIE MONEY (Columbia FC 38862) CBS	—	69	8
6 COLOUR BY NUMBERS CULTURE CLUB (Virgin/Epic OE 39107)	—	5	8	40 THE WILD HEART STEVIE NICKS (Modern/Atco 90084-1) WEA	8.98	38	26	74 ERROR IN THE SYSTEM PETER SCHILLING (Elektra 9 60265-1) WEA	8.98	72	14
7 GENESIS (Atlantic 7 80116-1) WEA	8.98	7	9	41 THE PRINCIPLE OF MOMENTS ROBERT PLANT (Es Paranza/Atlantic 7 90101-1) WEA	8.98	37	21	75 A LITTLE GOOD NEWS ANNE MURRAY (Capitol ST-12301) CAP	8.98	77	10
8 SEVEN AND THE RAGGED TIGER DURAN DURAN (Capitol ST-12310) CAP	8.98	8	4	42 STAY WITH ME TONIGHT JEFFREY OSBORNE (A&M SP-4940) RCA	8.98	42	20	76 THE PRESENT THE MOODY BLUES (Threshold TRL-2902) POL	8.98	75	15
9 ROCK 'N SOUL PART 1 DARYL HALL & JOHN OATES (RCA CPL 1-4858) RCA	9.98	10	7	43 REACH THE BEACH THE FIXX (MCA 39001) MCA	6.98	35	32	77 CARGO MEN AT WORK (Columbia OC 38660) CBS	—	79	34
10 WHAT'S NEW LINDA RONSTADT (Asylum 9 60280) WEA	8.98	9	13	44 VOICE OF THE HEART CARPENTERS (A&M SP-4954) RCA	8.98	49	7	78 BORN TO LOVE PEABO BRYSON & ROBERTA FLACK (Capitol ST-12284) CAP	8.98	71	19
11 UH-HUH JOHN COUGAR MELLENCAMP (Riva RVL 7504) POL	8.98	11	8	45 MIDNIGHT MADNESS NIGHT RANGER (MCA-5456) MCA	8.98	51	6	79 ALPHA ASIA (Geffen GHS 4008) WEA	8.98	74	18
12 PIPES OF PEACE PAUL McCARTNEY (Columbia OC 39149) CBS	—	13	6	46 LICK IT UP KISS (Mercury 422-814 297-1 M-1) POL	8.98	47	12	80 LIVING IN OZ RICK SPRINGFIELD (RCA AFL 1-4660) RCA	8.98	82	30
13 BARBRA STREISAND — YENTL ORIGINAL SOUNDTRACK (Columbia JS 39152) CBS	—	15	5	47 SPEAKING IN TONGUES TALKING HEADS (Sire 9 23882-1) WEA	8.98	46	27	81 WHAT A FEELIN' IRENE CARA (Network/Geffen GHS 4021) WEA	8.98	97	3
14 AN INNOCENT MAN BILLY JOEL (Columbia QC 38873) CBS	—	12	19	48 IT'S YOUR NIGHT JAMES INGRAM (Qwest/Warner Bros. 9 23970-1) WEA	8.98	43	7	82 MADONNA (Sire 9 23867-1) WEA	8.98	84	13
15 90125 YES (Atco 7 90125-1) WEA	8.98	17	4	49 GREATEST HITS VOL. II BARRY MANILOW (Arista AL8-8102) RCA	8.98	58	5	83 AEROBIC SHAPE-UP III JOANIE GREGGAINS (Parada/Pater Pan PA 112) IND	8.98	89	9
16 EYES THAT SEE IN THE DARK KENNY ROGERS (RCA AFL 1-4696) RCA	8.98	14	15	50 TWO OF A KIND ORIGINAL SOUNDTRACK (MCA-6127) MCA	8.98	82	3	84 ON THE RISE THE S.O.S. BAND (Tabu FZ 38697) CBS	—	85	22
17 INFIDELS BOB DYLAN (Columbia QC 38819)	—	16	5	51 ELECTRIC UNIVERSE EARTH, WIND & FIRE (Columbia QZ 38980) CBS	—	57	4	85 RANT N' RAVE WITH THE STRAY CATS STRAY CATS (EMI America SO-17102) CAP	8.98	81	16
18 PYROMANIA DEF LEPPARD (Mercury 810 308-1 M-1) POL	8.98	18	46	52 IN THE HEART KOOL & THE GANG (De-Lita DSR 8505) POL	8.98	65	3	86 SUBJECT . . . ALDO NOVA ALDO NOVA (Portrait FR 38721) CBS	—	76	12
19 TWENTY GREATEST HITS KENNY ROGERS (Liberty LV-51152) CAP	9.98	21	6	53 THE CLOSER YOU GET . . . ALABAMA (RCA AHL1-4633) RCA	8.98	45	41	87 OLIVIA'S GREATEST HITS VOL. 2 OLIVIA NEWTON-JOHN (MCA-5347) MCA	8.98	90	65
20 ELIMINATOR ZZ TOP (Warner Bros. 9 23774-1) WEA	8.98	20	37	54 IN A SPECIAL WAY DeBARGE (Gordy/Motown 6061GL) MCA	8.98	48	9	88 SHE WORKS HARD FOR THE MONEY DONNA SUMMER (Mercury 812 265-1 M-1) POL	8.98	80	24
21 GREATEST HITS AIR SUPPLY (Arista AL8-8024) RCA	8.98	19	19	55 RAPPIN' RODNEY RODNEY DANGERFIELD (RCA AFL1-4869) RCA	8.98	63	7	89 H₂O DARYL HALL & JOHN OATES (RCA AFL 1-4383) RCA	8.98	86	61
22 THE BIG CHILL ORIGINAL SOUNDTRACK (Motown 6062ML) MCA	8.98	22	10	56 LIONEL RICHIE (Motown 6007ML) MCA	8.98	58	62	90 BEST KEPT SECRET SHEENA EASTON (EMI America ST-17101) CAP	8.98	87	15
23 FLASHDANCE ORIGINAL SOUNDTRACK (Casablanca 811 492-1 M-1) POL	9.98	25	35	57 KEEP IT UP LOVERBOY (Columbia QC 38701) CBS	—	55	26	91 WAR U2 (Island/Atco 7 90067) WEA	8.98	92	41
24 LIVE FROM EARTH PAT BENATAR (Chrysalis FV 41444) CBS	—	23	11	58 THE BEST OF THE ALAN PARSONS PROJECT (Arista AL8-8193) RCA	8.98	59	6	92 HOW MANY TIMES CAN WE SAY GOODBYE DIONNE WARWICK (Arista AL8-8104) RCA	8.98	91	10
25 UNDER A BLOOD RED SKY U2 (Island/Atco 7 90127-1-B) WEA	5.98	28	4	59 REBEL YELL BILLY IDOL (Chrysalis FV 41450) CBS	—	67	4	93 IT'S ABOUT TIME JOHN DENVER (RCA AFL 1-4683) RCA	8.98	78	12
26 COMEDIAN EDDIE MURPHY (Columbia FC 39005) CBS	—	27	6	60 1999 PRINCE (Warner Bros. 9 23720-1) WEA	10.98	52	58	94 DURAN DURAN (Capitol ST-12158) CAP	8.98	96	28
27 THE CROSSING BIG COUNTRY (Mercury 422-812 870-1 M-1) POL	8.98	26	14	61 KISSING TO BE CLEVER CULTURE CLUB (Virgin/Epic ARE 38398) CBS	—	53	51	95 FUTURE SHOCK HERBIE HANCOCK (Columbia FC 38814) CBS	—	99	17
28 BARK AT THE MOON OZZY OSBOURNE (CBS Associated OZ 38987) CBS	—	40	3	62 FRONTIERS JOURNEY (Columbia QX 38504) CBS	—	64	45	96 RHYTHM OF YOUTH MEN WITHOUT HATS (Backstreet BSR 39002) MCA	8.98	95	23
29 SPORTS HUEY LEWIS AND THE NEWS (Chrysalis FV 41412) CBS	—	31	12	63 FEEL MY SOUL JENNIFER HOLLIDAY (Geffen GHS 4014) WEA	8.98	50	10	97 ROBBERY TEENA MARIE (Epic FE 38882) CBS	—	98	8
30 IN HEAT THE ROMANTICS (Nemperor B62 38880) CBS	—	34	10	64 TRUE SPANDAU BALLET (Chrysalis B6V 41403) CBS	—	61	16	98 PASSION WORKS HEART (Epic OE 38800) CBS	—	93	16
31 LET'S DANCE DAVID BOWIE (EMI America SO-18102) CAP	8.98	29	36	65 THE GAP BAND V — JAMMIN' THE GAP BAND (Total Experience TE-1-3004) POL	8.98	66	15	99 BACKSTREET DAVID SANBORN (Warner Bros. 9 23906-1) WEA	8.98	107	6
32 TOUR DE FORCE 38 SPECIAL (A&M SP-4971) RCA	8.98	44	4	66 BENT OUT OF SHAPE RAINBOW (Mercury 815 305-1 M-1) POL	8.98	60	13	100 ONE PARTICULAR HARBOUR JIMMY BUFFETT (MCA-5477) MCA	8.98	94	13
33 ALIVE, SHE CRIED THE DOORS (Elektra 9 80269-1) WEA	8.98	24	8	67 STRIP ADAM ANT (Epic FE 39108)	—	88	3				
34 NO PARKING ON THE DANCE FLOOR MIDNIGHT STAR (Solar/Elektra 9 60241) WEA	8.98	36	25	68 LAWYERS 'N LOVE JACKSON BROWNE (Asylum 9 60268-1) WEA	8.98	54	19				

Cash Box Top Albums/101 to 200

December 24, 1983

		8.98	100	10
		106	77	
		103	13	
		104	10	
		102	10	
		—	1	
		110	40	
		116	7	
		—	114	83
		—	113	6
		—	119	5
		—	109	24
		—	115	8
		—	111	17
		—	118	6
		—	117	6
		—	121	8
		—	108	27
		—	112	20
		—	124	5
		—	101	11
		—	105	16
		—	125	7
		—	146	4
		—	136	8
		—	122	13
		—	137	5
		—	126	10
		—	139	7
		—	128	28
		—	129	21
		—	132	32
		—	123	25

		8.98	127	13
		—	133	6
		—	137	7
		—	147	5
		—	148	4
		—	135	37
		—	149	4
		—	130	14
		—	—	1
		—	152	4
		—	138	26
		—	158	2
		—	140	95
		—	150	87
		—	187	29
		—	131	33
		—	142	12
		—	144	12
		—	143	48
		—	141	10
		—	170	2
		—	154	14
		—	—	1
		—	157	8
		—	155	12
		—	177	3
		—	156	15
		—	167	49
		—	161	17
		—	160	9
		—	145	10
		—	—	1
		—	168	8
		—	175	6

		8.98	171	4
		—	176	3
		—	172	7
		—	173	4
		—	—	1
		—	174	4
		—	165	7
		—	178	3
		—	179	4
		—	181	4
		—	186	2
		—	180	3
		—	182	5
		—	185	2
		—	183	4
		—	184	4
		—	188	2
		—	189	2
		—	190	2
		—	194	2
		—	192	2
		—	153	13
		—	162	13
		—	166	35
		—	163	23
		—	151	15
		—	184	15
		—	159	9
		—	169	8
		—	196	86
		—	193	18
		—	198	29

ALPHABETIZED TOP 200 ALBUMS (BY ARTIST)

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AC/DC	123	Cougar, John	11, 198	Hill, ZZ	186	Men Without Hats	96	Rabbitt, Eddie	191	38 Special	32
Adams, Bryan	122	Country Christmas Vol II	170	Holliday, Jennifer	63	Midnight Star	34	Rainbow	66	Townshend, Simon	176
Air Supply	21	Crawford, Randy	196	Idol, Billy	59	Mills, Stephanie	163	Richie, Lionel	1, 56	Tyler, Bonnie	36
Alabama	53, 147	Crosby, Bing	172	Iglesias, Julio	107	Money, Eddie	73	Rodgers, Paul	128	UB40	126
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Ashford & Simpson	161	Def Leppard	18	Jarreau	192	Murphy, Eddie	26	Roxy Music	187	Warwick, Dion	92
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Baker, Anita	156	Dokken	167	Journey	62	New Edition	193	S.O.S. Band	84	Winston, George	125
Benatar, Pat	24	Doors	33	King, "Champagne" Evelyn	157	Newton-John, Olivia	87	Schilling, Peter	74	X	151
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Blue Oyster Cult	111	Easton, Sheena	90	Knigh, Gladys	133	Oak Ridge Boys	138, 141	Simon, Paul	35		
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Bryson & Flack	78	Franks, Michael	154	Madonna	82	Pavarotti, Luciano	177	Stallier Brothers	184	Eddie & The Cruisers	121
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Con Funk Shun	117	Harris, Emmylou	137	McCartney, Paul	12	Queensryche	127	Taco	134	Yentl	13

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FEATURE PICKS

ALBUMS

(continued on page 12)

BEST OF THE BLUES — Various Artists — Red Hot Records RH 6001 — Producer: Big M Productions — List: 8.98

"Best Of The Blues" unearths late 60s, early 70s archive recordings made by Chicago blues belter Charlie Musselwhite. Backed by such noted musicians as the late Mike Bloomfield, Robben Ford and Harvey Mandel as well as Daryl Dragon (the captain of Captain and Tenille) Musselwhite's powerful vocal style tackles such ageless standards as "Takin' Care Of Business," "Night Train" and the raucous "Hello Josephine." A dedicated purist who has rarely received the recognition he deserves, Musselwhite's latest release could attract more than just the dedicated followers.

MAGIC CIRCLE — The Point — War/fat SLPO283 — Producer: Vitus Matore — List: 7.98

Firmly entrenched in the '60s garage pop ethic, the Point has great possibilities of becoming a main force in the Los Angeles music scene. Another member of the War/fat stable, the band's debut exposes a keen ability to compose crafty melodies and pop hooks. Although somewhat stylistically inconsistent, many songs, like the title track, "You're The Fix I Need" and "All My Life" are reminiscent of early Kinks compositions. Among the more varied tracks of particular note is the Sonics' "Strychnine," and "Streets of Warsaw," with their raw Venturesesque riffing, and the doo wop/rockabilly "She's Only For Me." Become a member of the magic circle and get the point.

JOURNEYS — Holly Near — Redwood RR405 — Producers: Jo-Lynne Worley, Holly Near, and Joanie Showmaker — List: 8.98

A songbook diary of some of Holly Near's best songs in the last 10 years, "Journeys" seems to also be a reflection of the decade's historical and sociological transformation. A singer/songwriter in the Joan Baez folk tradition, Near writes songs with a message. Whether political as in "GI Movement," or spiritual like "Wrap The Sun Around Me," Near takes on each subject with an eagerness to reach its crux and, as these songs reflect, her insights shed new light into seemingly ordinary topics.

GROCERIES — Groceries — RD3 Records RD3105 — Producers: Groceries, Oily Cotton, Tom Marolda — List: 5.98

Behind the zany band name and off the wall song titles here like "Hieroglyphic Shuffle" and "Intelligentsia Junkie," this is actually a group of fairly astute and observant popsters. Originally a Princeton college band playing the club circuit in New Jersey, the Groceries have more in common with "Armed Forces"-period Costello than with native son Bruce Springsteen. Mixing socially relevant, satirical lyrics with exotic rhythms which gradually crescendo into a manic bash, the band's brand of music tips its hat toward jazz, 60s pop and Caribbean melodies. Songs like "Part of the New America," and "Government Rock" will appeal to both the politically minded activists as well as the nightclubbers looking for the perfect beat.

THE YEAR OF THE FRENCH — Chieftains — Shanachie SH79036 — Producer: Paddy Moloney — List: 8.98

Traditional Irish folk musicians The Chieftains' projects have been anything but traditional. The Academy Award winning score to *Barry Lyndon* as well as the group's various guest recording appearances on albums by the likes of Mike Oldfield and Don Henley certainly prove the group's willingness to branch out into uncharted territory. "The Year of the French" is a soundtrack recorded for an RTE (the Spanish national channel) television series of the same name. The Chieftains' musical adaptation of the historical drama includes the innovative use of orchestra, traditional a capella vocals and original historical instruments to capture the plot's narration of the 1798 Irish insurrection against England. With every victory and loss, the music creates the moods of celebration and pain very vividly and powerfully.

THE OLD, THE NEW & THE BEST OF MARY WELLS — Mary Wells — Allegiance AV444 — Producer: Wayne Henderson — List: 8.98

As the title denotes, this is not a 'greatest hits' package but a comeback effort from 60s Motown singer Mary Wells. After taking time off from recording for a period due to familial responsibilities, the rejuvenated Wells sounds just as fine as she did two decades ago. This new LP features rerecorded versions of the singer's past hits including a revamped, funk-ed-up "My Guy" as well as the harder-edged "You Beat Me To The Punch" and "Bye, Bye Baby." Although it may sound a little strange to hear Wells' nightingale voice surrounded by popping bases and dance beats, the mix is just right. Wells also sings a few passionate ballads here, the best of which is "Two Lovers."

FEATURE PICKS

SINGLES

(continued on page 7)

Another love-on-the-dance-floor tune. It's an addictive track, with a percussive synth mix that recalls Nick Straker's "A Little Bit Of Jazz." Phillips can't help but be distracted by the charms of the ladies he gets down with, intoning the title hook over a slinky groove. Club and black contemporary are a natural.

Christmas

THE WEATHER GIRLS (The Entertainment Company 38-04299)
Dear Santa (Bring Me A Man This Christmas) Part 1 (3:58) (Songs Of Manhattan Island Music Co./Olga Music — BMI/Postvalda Music — ASCAP) (P. Jabara — P. Shaffer) (Producer: Paul Jabara)

Christmas music from The Weather Girls starts off sentimentally with the opening bars of "The Christmas Song" played on a flute, but you know this won't last. Sure enough, a bass drum kicks in and the Girls go into a brassy plea for Santa to come through and bring home something that's bigger than a breadbox. They say that they've been good girls all year, and the vocals certainly merit favorable consideration, so let's hope we don't have to wait till next year for "Part II."

CHET ATKINS — C.G.P. (Columbia AE7 1776)
Winter Wonderland (2:40) (WB Music Corp. — ASCAP) (F. Bernard — D. Smith) (Producer: Chet Atkins)

In case you're wondering, the three-letter designation which follows Atkins' name stands for "Country Guitar Player," and his thorough mastery of the instrument surely merits the distinction. On this Christmas outing, his leisurely, seemingly straightforward playing can't hide the subtle embellishments and slides — with just a touch of jazz — in his delicate, bell-like single note runs. A pleasant femme chorus, which sings a verse of the song, provides the only needed counterpoint. The cut is taken from Atkins' "East Tennessee Christmas" LP, the title track of which takes up the B side.

12-Inch Review

INDEEP (Sound of New York SNY 5107)
The Record Keeps Spinnng (5:76) (Fools Prayer/Young Lions/Cal Gene Music — BMI) (M. Cleveland) (M. Cleveland/G. Cleveland)

Having scored well earlier this year with "Last Night A Deejay Saved My Life" and "Buffalo Boys," New York "record it" Indeeep, headed by Mike Cleveland, returns with the first single from its forthcoming LP. The trademark bare-boxed production that marked the first few singles is still here, out there's a growing sophistication in the depth of sound and use of synthesizers. "The Record Keeps Spinning" is marked by a squawking sax solo over a walking base line, and Cleveland and company appear ready to move up.

THE B BOYS (Vintertainment VTI 002)
Rock The House/Cuttin' Herble (4:01/4:36) (Vintertainment — ASCAP) (V. Davis) (V. Davis)

This must be some kind of first, a second generation record. The B Boys further dissect the already schizophonic "Rockit," splicing in a Bill Cosby disc for good measure. B Boys' reductionary methods have produced a real laboratory record, almost totally devoid of melodic content but a rhythmic purity. Strictly for hardcores.

B.T. EXPRESS (Earthtone ET 1202)
Chorlin' Out (5:40) (Twelve Gauge — ASCAP) (E. Barfield/W. Armour/G. Ford) (E. Barfield/W. Armour/R. Ford)

It's been a while since B.T. Express had anything in the bins, and this return disc makes few concessions to the changes the last few years have brought. Instead, it's a straight-ahead funkier with lithe horn lines, sharply delivered vocals and rock steady guitar.

SPACE SHOT ORCHESTRA (Topp-Kat SPR-1000)
The Sphinx (4:50) (Alkes-Fradkin Music/M.R. Music — BMI) (M. Refal/J. Alkas/C. Fradkin) (H. Sales)

Late-fifties chic retooled for the dance floor. Starting with a sound not unlike the B-52's, Space Shot Orchestra and producer Hunt Salas construct a musical track that sounds like it might be most appropriate for a Martian remake of *Beach Blanket Bingo*. Nothing earthshaking, but a good deal of fun.

CASH BOX

December 24, 1983

Bushnell Outlines Sente Plans At Dec. 9 Meet

by Marc Sternberg

LOS ANGELES — With a little luck, December 9, 1983 may go down in coin-op history as the day Nolan Bushnell helped return the stagnating video game industry to prosperity.

That was the day a crowd of vid game distributors, media representatives, and executives from Bushnell's game making division Sente Technologies and its parent company Pizza Time Theatre gathered at San Jose's Red Lion Inn to hear about a bold new direction for the amusement industry. Bushnell, founder of Pizza Time Theatre, laid out a comprehensive manufacturing, marketing, distribution and promotion course for Sente, and says he expects other manufacturers of video game equipment will soon follow his example.

The game business has changed dramatically since 1976 when Bushnell left Atari, the company he helped found and which produced the first commercially feasible video game, "Pong," over a decade ago. Few people will argue the days of the overflowing cashbox and 50,000+ production runs of games like "Pac Man" and "Defender" are long since gone. Today's manufacturers are either bailing out of the business altogether, or constrained considerably by budget cuts or face a serious creative rut.

Despite all the gloom and doom prevailing

in the industry, however, Bushnell stated he has no hesitation about reentering the business because it is still possible to make money manufacturing and operating video games.

In response to the great economic changes the video game industry has undergone over the past year, Bushnell unveiled some ambitious plans to the audience. He believes these plans will alter the basic functions of manufacturers, distributors and operators of video games, and he promises the strategy will

return the industry to profitability.

Some of the ideas he presented are new; others simply rehashed. None of them, however, could be carried out successfully by anyone less daring than Bushnell himself.

Interchangeable Game System

Integral to Bushnell's game plan is the idea of an interchangeable game system. Operators will have the option of purchasing five different Sente video game cabinets ("Game

(continued on page 30)



THE SENTE GENERATION — Nolan Bushnell recently unveiled his grand plan for reviving the video game industry with a programmable coin-op unit. Pictured on the left is his Sente Technologies company's first "game frame" dubbed the Sente Arcade Computer System I (SAC). Depicted above is one of the cartridges used to program the machine.

ROUTE RE-ROUTED

Camille Compasio is on vacation this week. Around The Route will appear in the next issue of **Cash Box**.

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COIN MACHINE

L.A.P.D. Seizes More Than 400 Video Poker Machines

LOS ANGELES — In what the Los Angeles Police Department described as the largest raid of its type, 460 video poker games were recently confiscated and 15 people were arrested on felony charges for conspiring to commit gambling. Some 450 additional machines operated by the ring remain to be seized.

The games were French-made "Double" and "Super Double" units. Police estimated the annual collections from the more than 900 video games was over \$4.5 million. Most of the machines were located in bars and liquor stores.

Police said they had evidence the games were being used to provide illegal payoffs by location owners to users of the machines. Instances of giving 25¢ for each point accumulated, free vacations to Las Vegas, gratis cases of beer and the like were cited.

The raids took place on December 11, starting at 9 a.m. The effort was coordinated by LAPD and involved participation by the Alcoholic Beverage Commission and law enforcement agencies here and in Orange, Ventura, Riverside, San Bernardino, San Diego and San Mateo counties.

Search warrants were used to investigate the residences of executives and employees of L.A. Leasing Corp. (also known as Celebrity Leasing Poster) and at warehouses in Van Nuys and San Mateo.

Records seized from these locations led to the confiscations and arrests.

Police were first tipped off about the possible misuse of the machines about four months ago when they were informed about 300 of the games were being brought into California from France.

Lakewood, N.J.'s Kramer Initiates Court Action

CHICAGO — M. Kramer Mfg. Co. of Lakewood, N.J. initiated federal district court action against Bobby G. Sanders & Sons Distg. Co., Inc. and Game Technology Co. of Shelbyville, accusing the firms of 'pirating' a computer program used in Kramer's "Hi-Lo Double Up Joker Poker" machine, as reported in the October 27 edition of the *Nashville Banner*.

The article further stated that U.S. District Court Judge Thomas Wiseman has issued a temporary restraining order against the Sanders firm suspending all selling and leasing of the contested game. The two firms named in the action reportedly began marketing a poker machine of the same name as Kramer's on May 1 of this year.

Jeremiah Dooley, vice president of Kramer, said that more than 5,000 Hi-Lo games have been sold in the U.S. since February of 1982 and that the state of Tennessee accounted for nearly 20 percent of this figure.

Coin Controls Using James Industries

CHICAGO — Coin Controls, Inc. announced the appointment of James Industries, Inc. as its exclusive marketing representative for all O.E.M. accounts in the United States. In making the announcement, Frank Happ, president of the Elk Grove, Illinois-based firm stated, "James Industries is unquestionably the largest and finest manufacturer's representatives firm in our industry, and I am very excited about the prospects for future mutual growth. Coin Controls' complete line of coin doors, coin acceptors, hopper payouts and joystick/button controls are produced almost entirely in Chicago, and with the marketing strength of James Industries, we are now in the process of doubling our manufacturing capacity."

Bill Douba, general sales manager of James Industries, said "Coin Controls will have the full support of the James Industries nationwide sales team."

Williams, Ent. Co. Link

LOS ANGELES — Williams Electronics, Inc. has entered into an agreement with entertainment impresarios Charles Koppleman and Martin Bandier to produce musically oriented television programs under the banner of The Entertainment Television Company.

Koppleman and Bandier who are tied heavily to the music business, have produced records for Barbra Streisand, Dolly Parton, Diana Ross and the television series *Fame* among other projects.

Mylstar Donates Vids To Children's Hosp.

CHICAGO — What better way to encourage children to leave their hospital beds than to provide an entertaining alternative; specifically a video game, which is exactly what is being done, very successfully, at Saint Francis Hospital in Evanston, Illinois. Two video games, an upright and a sitdown model of "Q*Bert," located in the hospital's adolescent lounge, are being played regularly by patients. The machines were donated by Mylstar Electronics, Inc. and they are on free play, so that there is no expense involved for either the patient or the parent.

"Most patients are surprised and very pleased that we offer video games," said one nurse. Parents, too, are supportive of the videos with many commenting that the games help to stimulate their children to be active, rather than to sit in a hospital bed watching television.

According to Dr. C.M. Khurana, the hospital's pediatrician, the games are effective for some patients who need to walk and stay active. "Some post-surgical patients and those with forms of pulmonary disorders need to keep on their feet," the doctor said, "The video games keep them entertained while in the hospital and help them to follow their doctors' orders."

The two different models allow ambulatory patients as well as those in wheelchairs to play. One enthusiastic patient commented that a week's hospital stay helped him to control his asthma and to become the resident expert on hopping "Q*Bert" through a three dimensional pyramid of ever-changing, colored cubes.

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AGMA ACTION — The Amusement Game Manufacturer's Assn. (AGMA) recently hosted an exhibit at the Congress of Cities in New Orleans, where interested officials could play a number of video games to find out for themselves the amusements are enjoyable entertainment rather than a harm to the nation's youth.

Bushnell Outlines Sente Plans At Dec. 9 Meeting In Calif.

(continued from page 28)

Frames") capable of accepting cartridges which will store all the software necessary to reprogram the system. Each of the five game frames offered will house various Sente Arcade Computer (SAC) systems driven by different hardware, taking advantage of different technological sophistication levels and accenting only certain types of software.

SAC I, for example, features a regular X-Y monitor, ordinary controls, and conventional computer graphics. SAC II is a sit-down unit with a seat programmed to move according to game play. SAC III is equipped with a laser disc player. Bushnell did not say what SAC IV and V consisted of, calling them "surprises."

SAC I is currently available only to Bushnell's 240+ Pizza Time Theatre restaurant chain. After the first of the year, the SAC I game frame will be available to other operators. The cost of SAC I to distributors is \$2100 with a suggested retail price of \$3100. The other SAC systems are not yet available.

Unique to Bushnell's program is the method to distribute game cartridges used with each SAC system: Sente, through its network of 35 exclusive distributors, will only rent software designed specifically for use with the alternate SAC systems. The cartridges or "SAC PACS" will be available to distributors at a cost of \$12 per week. They in turn will rent them out to operators for \$17 per week. The first cartridge issued for use with SAC I is called "Snake Pit."

Bushnell believes there are important advantages to his interchangeable game system — namely, the flexibility it will give operators to rotate games from location to location. Furthermore, the rental system will reduce the investment needed by operators to see if a particular game will succeed in their area down to practically nothing. Sente plans to issue a minimum of four new SAC PACS per year.

The idea of an interchangeable game system is nothing new. Santa Clara, Calif.-based Data East first introduced the concept in 1979 with their Deco-cassette "Interchangeable Game System." Today, the company offers 17 different microcassettes from "Pro Bowling" and "Pro Soccer" to "Bump 'N Jump" and "BurgerTime" compatible with their game system. Data East's cabinet retails for \$1895 and includes three games of the operator's

choice. Additional game kits cost approximately \$495 each. Edrick Haggans, marketing manager for Data East, said he hopes all the publicity generated by Bushnell and his game system will increase operator awareness of Data East's product line and call attention to the advantages of interchangeable games.

Marketing Emphasis

To promote Sente's new games, the company will allocate \$1 from every weekly cassette rental towards consumer advertising. Radio, television, and print will be used to alert game players of new games and try to lure them back into the arcade. Like the major movie studios, Sente will aggressively pursue the consumer's discretionary income and encourage them to look at video games as an alternative to other forms of family entertainment.

The first video game manufacturer to experiment with this idea was Sega which, behind former chairman David Rosen, bought national television advertising during '82 to promote the arcade game "Zaxxon." Last April, Atari appealed directly to the consumer when it bought spots on television and radio to introduce "Xevious" to the public. Atari also showed a two-minute commercial in movie theaters to promote "Dig Dug." Atari spokesperson Jamie Williams said "both player awareness and demand for the games rose considerably" due to the campaigns.

Bushnell has assembled an impressive list of industry veterans (*Cash Box*, Nov. 12, 1983) to help him carry out the comprehensive marketing, engineering, and sales goals set for his new company. Most distributors from around the country have welcomed him back to the industry with open arms (see accompanying story). The true strength of Bushnell's success in today's video game industry, however, will not rest entirely on marketing savvy and poise — it will depend on his ability to stay on the cutting edge of new technologies and his ability to satisfy the exotic tastes of consumers bored with ordinary video games.

At the very least, Bushnell's reemergence in the video game marketplace should serve to revive the competitive vigor among manufacturers to develop new and more creative ways of selling both players and operators on their games.

Distributors Comment On Sente System

by Marc Sternberg

LOS ANGELES — The primary purpose of Nolan Bushnell's December 9 presentation in San Jose was to show prospective distributors Sente's first video game, "Snake Pit," to introduce them to the company's interchangeable game system and to ask them to join the Sente sales team.

Some 55 distributors from around the country were invited to the get-together which began with a slide show and speech by Bushnell explaining the present economics of operating video games and the advantages of his interchangeable arcade game system (see main story).

Distributors were then informed there will be only one Sente distributor for each of 35 exclusive territories. If distributors want to represent the Sente product line in their geographical area they will have to pay the company a one-time franchise fee based on the size of the population center they service. *Cash Box* later learned this buy-in amount ranges from approximately \$75,000 to \$250,000 depending on the size of the zone.

After the program, distributors were given notebooks further explaining the intricacies of the Sente system and a contract they were asked to return with payment to Sente by December 19. In some of the more densely populated areas of the country — such as Los Angeles — competing distributors are being given the opportunity to join the Sente distributor network. Only one distributor, however, will be chosen in the event that two or more desire association with Sente.

Mike Rudowicz, corporate vice president of marketing for Bally Distributing Corp. which operates 16 distributorships in 12 states said Bushnell's proposal presents his company with a "very innovative and creative concept." He is currently conducting quite a bit of research among operators to see how they feel about the idea of renting games as opposed to owning them. Rudowicz said many operators are concerned they will lose the trade-in value on old games because Sente games do not come sold with the cabinet. On the other hand, Rudowicz noted while trade-in values would diminish, the operators' new game cost would be much less with a rental system. None of the distributors he has spoken to, said Rudowicz, have "jumped into the program immediately because it represents a commitment to change the marketing concept of the industry considerably."

Peter Betti, president of Betson Pacific said "the Sente concept is excellent because it lowers the cost to the operator." Betti added the ultimate success of Sente, though, will be determined by the quality of its software or new games it produces.

Monte Ikner, amusement game manager for National Convenience Stores, which operates about 3,000 video games in 1,150 company owned stores, said he is "extremely open" to new ideas such as Bushnell's and "for some operators the rental concept should work out very well." One handicap of the interchangeable game system, though, said Ikner, is that the op is locked into standard cabinet designs. "I believe that new pieces of hardware mean just as much to the player as the interior play. Some of the amusement will be taken out of the game if it is not in a new cabinet," stated Ikner. He cited the cabinet for Williams' new laserdisc game "Star Rider" as one which really catches the player's eye.

Dave Peck, president of Family Amusement in Los Angeles with about 1,000 street locations, said the interchangeable game system could have adverse effects for route operators like himself. "One of the biggest services an operator can provide a location is

game rotation. If a game can be changed just by replacing a cartridge, then what's to stop a location from buying directly from the distributor?" said Peck.

To ensure the success of the Sente system, Bushnell intends to sell only to his licensed distributors who will then sell only to qualified identifiable arcade and route operators. To prevent the market from becoming oversaturated, Sente will also limit production to a scheduled amount based on population figures. In short, the intent of the Sente system is to limit the operator's downside risk by supplying inexpensive easily replaceable games, and to maximize the upside potential by limiting the overall supply of popular games.

AMOA 'Who's Who' Is Set For Early Release

CHICAGO — Thanks to a new computer system recently installed in the AMOA headquarters office, the association's annual "Who's Who" directory will be issued a half year earlier than usual.

This comprehensive booklet contains an up-to-date list of the entire AMOA membership, a current register of association officers and staff as well as a detailed description of AMOA's Code of Ethics and By-laws.

An exact issue date has not been released but further information may be obtained by contacting the AMOA office at 2000 Spring Road, Suite 220, Oak Brook, Illinois 60521.

CALENDAR

1984

- Jan. 19-21; IMA '84 (International Amusement and Vending Trade Fair). Hall 1, Frankfurt Exhibition Grounds, Frankfurt, West Germany.
- Jan. 31-Feb. 2; 1984 Blackpool Show. Wintertgardens, Blackpool, England.
- Feb. 17-19; Amusement Showcase International (ASI); ExpoCenter; Chicago; nat'l. trade show.
- Feb. 28-Mar. 2, 1984 Amusement Hall, London, England.
- Mar. 9-11; Amusement Operators Expo (AOE). Hyatt Regency O'Hare/O'Hare Expo Center, Chicago.
- Mar. 29-Apr. 1; Florida Amusement-Vending Assn. (FAVA); Hyatt Regency Grand Cypress Resort; Orlando; state convention.
- April 6-8; Pacific Amusement Operators Show; The Disneyland Hotel; Anaheim, California; trade convention.
- May 11-12; North Dakota Coin Machine Operators Assn. Meeting. New Sheraton Hotel, Bismarck.
- May 11-13; Wisconsin Amusement & Music Operators Annual Trade Show. Americana Resort, Lake Geneva.

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December 24, 1983

POP

- 1 **UNION OF THE SNAKE**
DURAN DURAN (Capitol B-5290)
- 2 **LOVE IS A BATTLEFIELD**
PAT BENATAR (Chrysell/CBS VS4 49700)
- 3 **SAY IT ISN'T SO**
DARYL HALL & JOHN OATES (RCA PB-13654)
- 4 **IN A BIG COUNTRY**
BIG COUNTRY (Mercury/PolyGram 814 467-7)
- 5 **ALL NIGHT LONG (ALL NIGHT)**
LIONEL RICHIE (Motown 1698MF)
- 6 **UPTOWN GIRL**
BILLY JOEL (Columbia 38-04149)
- 7 **OWNER OF A LONELY HEART**
YES (Atco 7-99817)
- 8 **SYNCHRONICITY II**
THE POLICE (A&M 2571)
- 9 **UNDERCOVER OF THE NIGHT**
ROLLING STONES (Rolling Stones/Atlantic ST-RS-45605)
- 10 **SAY, SAY, SAY**
PAUL McCARTNEY & MICHAEL JACKSON (Columbia 38-04168)
- 11 **MAJOR TOM (COMING HOME)**
PETER SCHILLING (Elektra 7-69811)
- 12 **CRUMBLIN' DOWN**
JOHN COUGAR MELLENCAMP (Rive/PolyGram R-214)
- 13 **KARMA CHAMELOEN**
CULTURE CLUB (Virgin/Epic 34-04221)
- 14 **CUM ON FEEL THE NOIZE**
QUIET RIOT (Peshe/CBS ZS4 04005)
- 15 **TWIST OF FATE**
OLIVIA NEWTON-JOHN (MCA-52284)
- 16 **JOANNA**
KOOL & THE GANG (De-Lite/PolyGram DE 829)
- 17 **HEART AND SOUL**
HUEY LEWIS AND THE NEWS (Chrysell/CBS VS4 42726)
- 18 **THE CURLY SHUFFLE**
JUMP 'N' THE SADDLE (Atlantic 7-89718)
- 19 **THAT'S ALL**
GENESIS (Atlantic 7-89724)
- 20 **TIME WILL REVEAL**
DeBARGE (Gordy/Motown 170GF)
- 21 **INVISIBLE HANDS**
KIM CARNES (EMI America B-8181)
- 22 **CHURCH OF THE POISON MIND**
CULTURE CLUB (Epic/Virgin 34-04144)
- 23 **PINK HOUSES**
JOHN COUGAR MELLENCAMP (Rive/PolyGram R-215)
- 24 **TOTAL ECLIPSE OF THE HEART**
BONNIE TYLER (Columbia 38-03906)
- 25 **I GUESS THAT'S WHY THEY CALL IT THE BLUES ***
ELTON JOHN (Geffen 7-29460)
- 26 **IF I'D BEEN THE ONE**
38 SPECIAL (A&M 2594)
- 27 **THE WAY HE MAKES ME FEEL**
BARBRA STREISAND (Columbia 38-04177)
- 28 **ISLANDS IN THE STREAM**
KENNY ROGERS & DOLLY PARTON (RCA PB-13615)
- 29 **RUNNING WITH THE NIGHT***
LIONEL RICHIE (Motown 1710MF)
- 30 **BURNING DOWN THE HOUSE**
TALKING HEADS (Sire 7-29565)

COUNTRY

- 1 **EV'RY HEART SHOULD HAVE ONE**
CHARLEY PRIDE (RCA PB-13648)
- 2 **YOU LOOK SO GOOD IN LOVE**
GEORGE STRAIT (MCA-52279)
- 3 **OZARK MOUNTAIN JUBILEE**
OAK RIDGE BOYS (MCA-52288)
- 4 **YOU MADE A WANTED MAN OUT OF ME**
RONNIE McDOWELL (Epic 34-04167)
- 5 **A LITTLE GOOD NEWS**
ANNE MURRAY (Capitol PB-5264)
- 6 **SHOW HER**
RONNIE MILSAP (RCA-PB-13658)
- 7 **THE CONVERSATION**
WAYLON JENNINGS (RCA PB-13631)
- 8 **BABY I LIED**
DEBORAH ALLEN (RCA PB-13600)
- 9 **RUNAWAY HEART**
LOUISE MANDRELL (RCA-PB-13469)
- 10 **BACK ON HER MIND**
JOHNNY RODRIGUEZ (Epic 34-04026)
- 11 **DANCE LITTLE JEAN**
NITTY GRITTY DIRT BAND (Liberty P-B-1507)
- 12 **IN MY EYES**
JOHN CONLEE (MCA-52282)
- 13 **SENTIMENTAL OL' YOU**
CHARLEY McCLAIN (Epic 34-04172)
- 14 **BLACK SHEEP**
JOHN ANDERSON (Werner Bros. 7-29497)
- 15 **TAKE IT TO THE LIMIT**
WILLIE NELSON & WAYLON JENNINGS (Columbia 38-04131)
- 16 **THAT'S THE WAY LOVE GOES**
MERLE HAGGARD (Epic 34-04226)
- 17 **I CALL IT LOVE**
MEL McDANIEL (Capitol P-B-5298)
- 18 **TELL ME A LIE**
JANIE FRICKE (Columbia 38-04091)
- 19 **DON'T CHEAT IN OUR HOMETOWN**
RICKY SKAGGS (Epic 34-04245)
- 20 **STAY YOUNG**
DON WILLIAMS (MCA-52310)
- 21 **HOLDING HER AND LOVING YOU**
EARL THOMAS CONLEY (RCA PB-13596)
- 22 **DON'T COUNT THE RAINY DAYS**
MICHAEL MURPHEY (Liberty PB-1505)
- 23 **WOUNDED HEARTS**
MARK GRAY (Columbia 38-04137)
- 24 **I WONDER WHERE WE'D BE TONIGHT ***
VERN GOSDIN (Compleat CP-115)
- 25 **YOU WERE A GOOD FRIEND***
KENNY ROGERS (Liberty P-B-1511)
- 26 **MISS UNDERSTANDING**
DAVID WILLS (RCA PB-13653)
- 27 **YOU'RE GONNA LOSE HER LIKE THAT**
MOE BANDY (Columbia 38-04204)
- 28 **DOUBLE SHOT***
JOE STAMPLEY (Epic 34-04173)
- 29 **DRINKIN' MY WAY BACK HOME***
GENE WATSON (MCA-52309)
- 30 **THE MAN IN THE MIRROR**
JIM GLASER (Noble Vision 103)

BLACK CONTEMPORARY

- 1 **TIME WILL REVEAL**
DeBARGE (Motown 1705)
- 2 **TELL ME IF YOU STILL CARE**
THE S.O.S. BAND (Tebu/CBS ZS4 04160)
- 3 **JOANNA**
KOOL & THE GANG (De-Lite/PolyGram DE 829)
- 4 **ALL NIGHT LONG (ALL NIGHT)**
LIONEL RICHIE (Motown 1698MF)
- 5 **STAY WITH ME TONIGHT**
JEFFREY OSBORNE (A&M 2591)
- 6 **WET MY WHISTLE**
MIDNIGHT STAR (Solar/Elektra 7-6970)
- 7 **SAY, SAY, SAY**
PAUL McCARTNEY & MICHAEL JACKSON (Columbia 38-04168)
- 8 **BABY, I'M HOOKED**
CON FUNK SHUN (Mercury/PolyGram 814 5817)
- 9 **U BRING THE FREAK OUT**
RICK JAMES (Gordy/Motown 1703GF)
- 10 **TOUCH A FOUR LEAF CLOVER**
ATLANTIC STARR (A&M 2580)
- 11 **MAGNETIC**
EARTH, WIND & FIRE (Columbia 38-04110)
- 12 **I AM LOVE**
JENNIFER HOLLIDAY (Geffen 7-29525)
- 13 **KEEPIN' MY LOVER SATISFIED**
MELBA MOORE (Capitol B-5288)
- 14 **HOW COME U DON'T CALL ME ANYMORE**
STEPHANIE MILLS (Cseblence/PolyGram 814 747-7)
- 15 **MY FIRST LOVE**
RENE & ANGELA (Capitol B-5272)
- 16 **NUBIAN NUT**
GEORGE CLINTON (Capitol B-5296)
- 17 **STOP DOGGIN' ME AROUND**
KLIOUE (MCA 52250)
- 18 **I'LL LET YOU SLIDE**
LUTHER VANDROSS (Epic 34-04321)
- 19 **IF ONLY YOU KNEW**
PATTI LABELLE (Philedelphie Int'l./CBS ZS4-04176)
- 20 **AIN'T NOBODY**
RUFUS AND CHAKA KHAN (Warner bros. 7-29555)
- 21 **RUNNING WITH THE NIGHT ***
LIONEL RICHIE (Motown 1710MF)
- 22 **I NEED YOU**
POINTER SISTERS (Planet/RCA YB-13639)
- 23 **JAM THE MOTH**
THE GAP BAND (Total Experience/PolyGram TE 8210)
- 24 **ROCKIT**
HERBIE HANCOCK (Columbia 38-04054)
- 25 **LET THE MUSIC PLAY**
SHANNON (Emergency/Mirage 7-99810)
- 26 **WOULD YOU LIKE TO (FOOL AROUND)**
MTUME (Epic 34-04087)
- 27 **MILLION DOLLAR BABE ***
STACY LATTISAW (Cotillion/Atco 7-99819)
- 28 **IT'S MUCH DEEPER**
ASHFORD & SIMPSON (Capitol B-5284)
- 29 **EBONY EYES ***
RICK JAMES AND SMOKEY ROBINSON (Gordy/Motown 1714GF)
- 30 **EVERY GIRL (WANTS MY GUY)**
ARETHA FRANKLIN (Arista AS 1-9095)

RECORDS TO WATCH

CONFUSION — New Order (Streetwise)
ELECTRIC KINGDOM — Twilight 22 (Vanguard)
LONESOME — Darrell Clanton (Audiograph)
I NEVER QUITE GOT BACK — Sylvia (RCA)

AFTER ALL — Ed Bruce (MCA)
TWO CAR GARAGE — B.J. Thomas (Columbia)
SAVE THE LAST DANCE FOR ME — Dolly Parton (RCA)
RAPPIN' RODNEY — Rodney Dangerfield (RCA)

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