

CASHBOX

September 17, 1983

® T.M.

NEWSPAPER \$3.00



NEW FACES TO WATCH
Haysi Fantayzee

W.A.G.H. 3



MYLSTAR

LITTLE ROBBER

ST-1228

the arresting new album from

The MOTELS

features

S U D D E N L Y L A S T S U M M E R

B 52



Produced by Val Garay

HIGH QUALITY XDR

On Records and New High Quality XDR/HX Cassettes from Capitol



© 1982 CAPITOL RECORDS, INC.

CASH BOX

THE INTERNATIONAL MUSIC / COIN MACHINE / HOME ENTERTAINMENT WEEKLY

VOLUME XLV — NUMBER 16 — September 17, 1983

CASH BOX

GEORGE ALBERT

President and Publisher

MARK ALBERT

Vice President and General Manager

J.B. CARMICLE

Vice President, Administrator

JIM SHARP

Vice President, Nashville

West Coast Editorial

JEFFREY RESSNER
TODD MARMORSTEIN

Research

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

East Coast Marketing

MARTIN BILLIG
East Coast Editorial
FRED GOODMAN, Bureau Chief
JIM BESSMAN
HARRY WEINGER

Nashville Editorial/Research

JUANITA BUTLER
LEE STEVENS
ANITA WILSON

Art Director

LARRY CRAYCRAFT

Circulation

THERESA TORTOSA, Manager

PUBLICATION OFFICES

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

HOLLYWOOD

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

NASHVILLE

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

CHICAGO

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

WASHINGTON, D.C.

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

MIGUEL SMIRNOFF

Director of South American Operations

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

AUSTRALIA — ALLAN WEBSTER

3/57 Dickens St.
Elwood Vic 3184, Australia

BRAZIL — CHRISTOPHER PICKARD

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

CANADA — JAN PLATER

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

ITALY — MARIO DE LUIGI

"Musica e Dischi" Via De Amicis 47
20123 Milan, Italy
Phone: (02) 839-18-37/832-79-37

JAPAN — Adv. Mgr. SACHIO SAITO

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

NETHERLANDS — CONSTANT MEIJERS

P.O. Box 1807
1200 BV Hilversum
Phone: 035-19841

SPAIN — ANGEL ALVAREZ

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

UNITED KINGDOM — CHRISSEY ILEY

54A Cambridge Gardens
London W10 England
Phone: 01-960-2736
SARA RANDELL
Phone: 01-402-9338

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

The Retailers' Traffic Builder

While labels, distribution and retail face what sometimes looks like a slow growth period, the pervasive success of mid-priced product is visible everywhere.

Major and independent labels have mini LPs and midlines today that include new artists' product and samplers as well as catalog in their lines. At the same time that dormant catalog items have been revived at retail, these mid-priced items have encouraged the consumers' multi-purchase buying habits.

The attractive price and the reputation of strong catalog acts such as Joe Jackson, Carole King, Led

Zeppelin and the Doors, can offer the consumer value, selection and price if properly marketed and promoted by the retailer. Mid-priced product can be used to create excitement that generates in-store traffic during the all important Fall selling season.

Albums featuring prices three to four dollars below list for frontline product is an attraction for both consumers and retailers. But that attraction also bears a message. When many say that the industry is pricing itself out of the business, the success of mid-priced product is certainly food for thought.

CONTENTS

DEPARTMENTS

Black Contemporary	25
Classifieds	32
Coin Machine	33
Country	19
Gospel	24
International	28
Jazz	18
Merchandising	14
Radio	16
Video	13

FEATURES

Coast To Coast	12
Editorial	3
Executives On The Move	11
New Faces To Watch	8

CHARTS

Top 100 Singles	4
Top 200 Albums	30, 31
Black Contemporary Albums	25
Black Contemporary Singles	26
Country Albums	22
Country Singles	20
Gospel Albums	24
International Albums, Singles	28
Jazz Albums	18
Jukebox Programmer	36
Rock Album Radio Report	17
Top 15 Midlines	14
Top 30 Videocassettes	13
Top 15 Video Games	14

REVIEWS

Albums	6
Singles	8
Talent	29

ON THE COVER

"M.A.C.H. 3" is the first laser disc game produced by Mylstar Electronics, Inc., prominent manufacturer of coin-operated amusement products (and formerly known as D. Gottlieb & Co.). The letters in the name of the game stand for Military Air Command Hunter which exemplifies the exciting air combat theme of this new coin-op machine.



"M.A.C.H. 3" offers two games in one, giving players the option of being either the "fighter pilot" or the "bomber" in a play environment enhanced by the utilization of the new laser disc technology, which makes for a challenging, realistic play experience.

The laser disc concept being incorporated into coin-operated amusement equipment, while still in its infancy, has already amassed a wide following of fans and generated extensive media exposure.

Mylstar, a Columbia Pictures Industries company, is based in Northlake, Illinois. The new game is scheduled for shipment in October of this year and will be featured in an exhibit at the October 28-30 AMOA Exposition in New Orleans.

TOP POP DEBUTS

SINGLES

50

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

ALBUMS

44

THE PRESENT — The Moody Blues — Threshold

POP SINGLE

PUTTIN' ON THE RITZ
Taco
RCA

B/C SINGLE

COLD BLOODED
Rick James
Gordy/Motown

COUNTRY SINGLE

NIGHT GAMES
Charley Pride
RCA

JAZZ

IN YOUR EYES
George Benson
Warner Bros.

NUMBER ONES



Taco

POP ALBUM

SYNCHRONICITY
The Police
A&M

B/C ALBUM

COLD BLOODED
Rick James
Gordy/Motown

COUNTRY ALBUM

THE CLOSER YOU GET
Alabama
RCA

GOSPEL

JESUS I LOVE CALLING YOUR NAME
Shirley Caesar
Myrrh



EDDIE'S MAIDEN MAKES GOLD — Capitol recording group Iron Maiden was recently presented with their first U.S. gold records in recognition of sales of their current album "Piece Of Mind." Their touring monster mascot Eddie towered over the presentation, which took place after a performance at the Nassau Coliseum in Long Island. Pictured are (l-r): Don Grierson, vice president A&R, Capitol Records; Adrian Smith and Dave Murray, of the group; Andy Taylor, co-manager of the group; Nicko McBrien, Bruce Dickinson, and Steve Harris, of the group; Walter Lee, vice president of marketing, Capitol Records; Rod Smallwood, co-manager of the group; and Jim Mazza, president, Capitol Records, EMI Liberty Records, and Screen Gems.

No Difference At N.Y. Tower Store — Just More Customers

by Jim Bessman

NEW YORK — Now in the third month of operation, the big surprise at the soon-to-be-expanded mammoth Manhattan Tower Records outlet is there's really no surprise there at all.

"There's nothing significantly different except the frantic pace of our operation there and the fact that it's larger and more complex than our other places," said chain head Russ Solomon from his Sacramento, Calif. home base. "Otherwise, there's been no problem that we didn't expect, but we really didn't know what to expect when we came in. The only thing we didn't expect is the number of people we've been getting in it, which is at least a couple thousand per day and more than we figured. Because of that, our biggest problem is keeping the rugs clean."

Manhattan store manager Mathew Koenig, transplanted here from his former Bay Area regional manager post, also noted higher-than-expected customer tur-

nout in his assessment that things have gone "much better than even we thought we would do." He added that the store retains its position as first in the chain, having assumed that rank but four days following its grand opening in late June. And this performance has continued despite the absence of some 40,000 New York University and smaller college students in the store's 4th & Broadway Greenwich Village vicinity. These returning students will be greeted by the "Grand Opening — Part 2" (Cash Box, Sept. 10), which kicked off last week with a heavily merchandised classical sale featuring Pro-Arte, Sinfonia, Music Masters, Harmonia Mundi, Supraohn, MMG, and CBS Masterworks product.

"We'll be blasting out with a new ad campaign," added Koenig, including among promised "different things than you see other stores do," the buying of space in subway stations.

Other future developments at the

(continued on page 12)

"Rock of the 80's" New Music Format Fomenting On Radio

by Harry Welnger

LOS ANGELES — The "Rock of the 80's" format, after five years in evolution at industry upstart KROQ in Pasadena and now in its second year as an independently marketed consultancy headed by format creator Rick Carroll, is fine-tuning its playlists in the face of resistance from AOR and stiff market competition from the recent spate of hits-oriented radio stations.

"I'm looking hard at getting out of being 'Mr. Rock of the 80's,'" Carroll remarked. "With Top 40 radio adding so much new music, a mass audience is hearing 1/4 to 1/2 of our playlist," he noted, "so I know Rock of the 80's works well for Top 40."

Carroll's client list currently includes fourteen stations around the country, and one outlet in Australia, 2SM in Sydney. Not all of them are exclusively 'Rock of the 80's'.

"I want to do other formats," said Carroll. "Of the stations I advise, some are all Rock of the 80's, like KROQ and KQAK in San Francisco; others are 80's stations with a hits approach, like KPOP in Sacramento;

others still are hits stations with an 80's approach; and I also consult a couple of traditional AOR's — WOOS in Canton, Ohio and WGIR in Manchester, New Hampshire — with 80% gold and 20% current in their music mix. New music can be a way for a station to position themselves with the glut of contemporary stations, and the current confused state of AOR."

Bill Jeffries, program director of Sacramento's KPOP, has seen the effects of Carroll's involvement in his station almost immediately. "When the station was an urban-based contemporary hits station, we saw this tremendous response to new music," he observed, "so we began hitting 60% new music. Our music perspective has changed since bringing in Rick, and I believe in it whole-heartedly."

Jeffries feels that as a Rock of the 80's station, KPOP is exposing music that isn't being played by the local hits outlets. "There's about a 20% overlap," he admitted, "but we play LP cuts, the LP version of a single, and like the other Carroll stations, we've got a hot — meaning every three

(continued on page 16)

Showtime — Movie Channel Merge To Confront HBO

by Todd Marmorstein

LOS ANGELES — An agreement merging Showtime and The Movie Channel, two of the top national pay-TV services, was finalized Sept. 6, in a move that will tighten competition for Home Box Office, the largest of the pay TV companies.

Viacom International was the previous owner of Showtime, while Warner Amex Cable Communications, jointly owned by Warner Communications Inc. (WCI) and American Express Co., operated The Movie Channel. Viacom will receive \$70 million from Warner International for 50% of the Showtime service.

A \$40 million cash payment was given to Viacom from Warner Communications. Additionally, Viacom has been hired by WCI as a consultant for the next six years at a cost of \$5 million per year.

In November, after Viacom paid \$75 million for former Showtime partner Group W's 50% share, a major search for new partners emerged. Paramount and Universal Studios were then expected to participate in the new venture. But the U.S.

Justice Department announced it would not support the merger on anticompetitive grounds, since three major studios were involved. Since Warner Brothers is the only studio involved with the latest merger, the Justice Department approved it several weeks ago.

The new venture, called Showtime-The Movie Channel Inc., currently has a combined total of about seven million subscribers. HBO has twelve million subscribers, which translates into 58% of the market.

Dave Fluhrer, a spokesman for Viacom in New York, said the merger will offer the newly-formed partnership benefits they could not have had by themselves. "With the backing of these companies, we will be much more versatile in what we do," he said. "It will give program producers, motion picture producers some real alternatives for their products."

He added plans for improved services and pay-per-view programming will be some of the innovations the company will provide. More original programming is

(continued on page 13)

Greenwich Village Jazz Fest: Clubs Happier Than Sponsor

by Fred Goodman

NEW YORK — Cooperation between competitors and a test of corporate sponsorship were among the behind-the-scenes issues coming into play at the Second Annual Greenwich Village Jazz Festival, held here from August 26-September 5.

The Festival, which celebrates the historic role Manhattan's Greenwich Village has played as a home for jazz, brought together 13 area clubs as well as a Village movie theater in a co-promotion aimed at heightening the scene's profile. More than 70 bands plus lectures, workshops and a film series comprised the Festival's 10-day schedule, and Horst Liepolt, the Festival's coordinator, reports that the program's festival pass system, which allowed listeners reduced rates for

club-hopping, was up 25% over last year.

"The majority of the clubs did very well," said Liepolt. "Some said this was the best August they ever had, and it's traditionally a very slow month." The Bleeker Street Cinema, which featured a series of jazz films during the Festival, had SRO crowds for many showings, and Village record retailers also reported a strong increase in jazz sales during the Festival's duration (see What's In Store).

Under the Festival's pass system, club goers paid a one-time fee of \$10.00, and were then able to attend the first and second sets at any participating club at half-price, and were admitted to final sets free. In order for the system to work, clubs that compete with each other year-round had to work together.

(continued on page 18)



MANDRELL ENTERTAINS NAB — At the recent National Assn. of Broadcasters' (NAB) Radio Programming Conference held in San Francisco, MCA recording artist Barbara Mandrell performed at a dinner concert sponsored by Broadcast Music, Inc. (BMI). Pictured above prior to the concert are (l-r): Len Hensel, vice president, broadcast relations, BMI; Edward Fritts, president, NAB; Mandrell; E.R. "Curly" Vadeboncoeur, member, board of directors, BMI; Robert Pratt, chairman of the board, BMI; and Larry Sweeney, vice president, licensing, BMI.

BUSINESS NOTES



TOTO EL MUNDO — CBS recording group Toto was recently presented with 17 gold and platinum awards from 14 countries on four continents, all commemorating sales of their "Toto IV" album and its hit singles "Rosanna" and "Africa." CBS Records International president Allen Davis made the presentation in Los Angeles. Pictured in front of Davis are (l-r): David Paich, Steve Lukather, Mike Porcaro, Bobby Kimball, Steve Porcaro and Jeff Porcaro.

BMI Announces 7th Songwriter's Expo

HOLLYWOOD — The 7th annual Songwriter's Expo will be held at Pasadena City College on November 19th and 20th, sponsored by Broadcast Music, Inc. This event gives songwriters the opportunity to present their songs to record producers and record executives, and the chance to attend workshops on music business and craft conducted by industry professionals. There will also be panel discussions about current industry trends.

The expo is being produced by the Los Angeles Songwriters Showcase in association with Songwriters Resources and Services. Tickets for the event are \$60, and are available by writing to LASS, 6772 Hollywood Blvd., Hollywood, CA 90028, or by calling 213-463-7178.

A songsearch concert, the culmination of a nationwide competition, will also be held November 19. Entries are available for the Songsearch competition itself by sending a self-addressed stamped envelope to Songsearch, P.O. Box 2158, Hollywood, CA 90028. Cash prizes in a number of categories totalling \$12,000 will be awarded. The deadline is September 20.

RIAA & NARM Set Traffic, Transport Workshops

NEW YORK — The Recording Industry Assn. of America (RIAA) and the National Assn. of Recording Merchandisers (NARM) have scheduled an advanced Traffic and Transportation Workshop in Indianapolis on Tuesday, Oct. 18. The day-long session is a continuation of last year's three regional basic workshops and is again conducted with the help of Behme Assoc., the traffic consultants to the RIAA and RIAA Video Traffic Committees.

The program is targeted at anyone involved in shipping and receiving audio and video product. It will be divided up into several discussion groups covering pertinent subjects including claims, carriers, tariffs, classifications, future trends, using UPS, cost-effective small shipment practices, receiving freight and coordinating new releases. A tour of a local nearby carrier distribution facility will conclude the program.

In addition to the Tuesday session, a first-time optional Monday evening seminar, Oct. 17, has also been scheduled to discuss air freight shipping.

Registration for the workshop is limited, so requests should be made as soon as possible to Stephen Traiman, RIAA, 888 Seventh Ave., New York, N.Y. 10106, phone (212) 765-4330, or Mickey Granberg, NARM 2008-F Astoria Blvd., P.O. Box 1970, Cherry Hill, N.J. 08034, phone (609) 424-7404. Requests should include a \$100 check made out to RIAA which covers Tuesday meals, text and materials. Rooms have been reserved at a special rate at the Marriott Inn, but registrants must make their own reservations.

ABKCO Reports Loss For Third Quarter

NEW YORK — Third quarter figures released by ABKCO Industries, Inc. show a loss from all operations of \$313,676, or 28 cents a share. This compares to a far smaller loss of \$42,049, or four cents a share, from the same period last year. Revenues from continuing operations for the third quarter ended June 30, 1983 were reported as \$567,191, nearly half as much as the \$1,005,102 from the corresponding period in 1982.

For the nine months ended June 30, 1983, a loss from all operations totalled nearly \$1.2 million, or \$1.05 a share. This compares with a profit of \$403,925, or 36 cents a share, for the same nine-month period of 1982. Revenues from continuing operations for this period in 1983 reached nearly \$2.6 million, down from the over \$3.9 million figure from 1982.

The nine-month period ended in 1982 included an extraordinary item of \$165,579, or 15 cents a share, that represented the income tax benefit from the utilization of a prior year loss carryforward. The quarter ended in 1982 also included an extraordinary item — \$19,367, or two cents a share, which represented the reversal, as a result of the loss from operations for the three months ended June 30, 1982, of part of the income tax benefit previously reflected for the six months ended March 31, 1982. There were no extraordinary items in the 1983 periods.

ABKCO said that the operations for the two periods reported in 1983 were detrimentally affected by both the declining revenues and the company's production of Edward Albee's Broadway play *The Man Who Had Three Arms*, which closed after a one-month run in April, causing a loss estimated at \$615,000.

Electric Cowboy Pop Festival Draws 70,000

BAM WEBSTER FARM, Tenn. — Thousands of rock fans milled about this 200-acre farm site during the three-day Electric Cowboy Pop Festival. Festival producer Bob Alexander placed the audience total at nearly 70,000 for the Labor Day Weekend event, although that estimate seems unduly high considering daily guesses on crowd attendance ranging from 8,000 to 15,000.

There can be little doubt, however, that the thousands who did attend at \$30 for the full three days enjoyed themselves. No major incidents occurred to tarnish the event. The 350-man security staff, some on horseback, had little trouble corralling the few individuals who confronted them with trouble. The crowd was in Tennessee to party and listen to artists like Joan Jett and the Blackhearts over a sound system consisting of some 90 cabinets with an output capability of 77,000 watts supplied by D.B. Audio of Chicago. The 28 acts included representatives of southern rock, heavy metal and new music.

Only one act cancelled. Madness was replaced on the program by Steve Marriot's new band. Judging by the crowd's acceptance of Marriot's performance, which included songs from the Humble Pie repertoire, Madness was not missed.

Backstage on Sunday, press and publicity people discussed the heavy handed treatment of male fans who were knocked off the fence in front of the stage by security personnel during Jett's set. Remarkd one, "It's not Joan's fault. She's really sweet. It's the people she hired."

In summing up the event, Alexander said, "It was a great event. Everything flowed smoothly so far as set changes, security and the acts were concerned. The audience seemed to have a great time also. The only thing that marred an otherwise perfect setting was a serious counterfeit ticket problem, which we are currently investigating. Other than that, everything was great. We plan to do the whole thing again next year."

Alexander's optimism aside, many backstage personnel saw the small attendance (as compared to pre-show estimates) and the losses at the US Festival held in California earlier this year as bad news for the large outdoor festival, whether the reasons were, as some said, the current state of the economy, the location of the festival or a decline in the public's interest in such events. One veteran TV reporter, looking out over the crowd remarked, "It's the end of an era."

Manilow Answers British Press

LONDON — In spite of the estimate that someone in the U.K. buys a Barry Manilow record every 18 seconds, the singer has never really been a hit with the British press. Ridiculing "Manlowmanla" and often referring to him as "Barry Vanilla" and "The Pinocchio of Pop," the British press has for many years expressed its dislike of what it feels are Manilow's overtly sentimental songs.

In an effort to blunt some of this hostility, Manilow recently held a massive press conference at the Savoy Hotel here.

When asked what he thought of his U.K. audience being nearly entirely female, predominantly over 30 and all hopelessly devoted to him, Manilow got in a terrible fluster and flatly denied all of it (except his fans' devotion). He described his British fans as "warm, smart and good looking."

As for his future plans, he mentioned the possibility of acting in a film, although he could not say definitely that he was considering any particular role.

REVIEWS

ALBUMS

OUT OF THE BOX



COMMODORES 13 — Commodores — Motown 6054 ML — Producers: The Commodores — List: 8.98

Ever since they first hit pay dirt with 1974's hit single and album entitled "Machine Gun," the Commodores have been at the forefront of the R&B soul and dance movement. On the group's first LP sans longtime member Lionel Richie, the B/C giants come through with a fine selection of stirring ballads ("Only You"), uptempo dancers ("Touchdown") and unabashed romancers ("I'm In Love"). Although all of the tracks have their individual strengths, the catchy "Ooo, Woman You" has the potential to cross over to a number of different formats. Though the LP's back cover art may joke about the unlucky nature of the number 13, this may be the group's luckiest disc since 1981's Top 10 "In The Pocket."

FEATURE PICKS

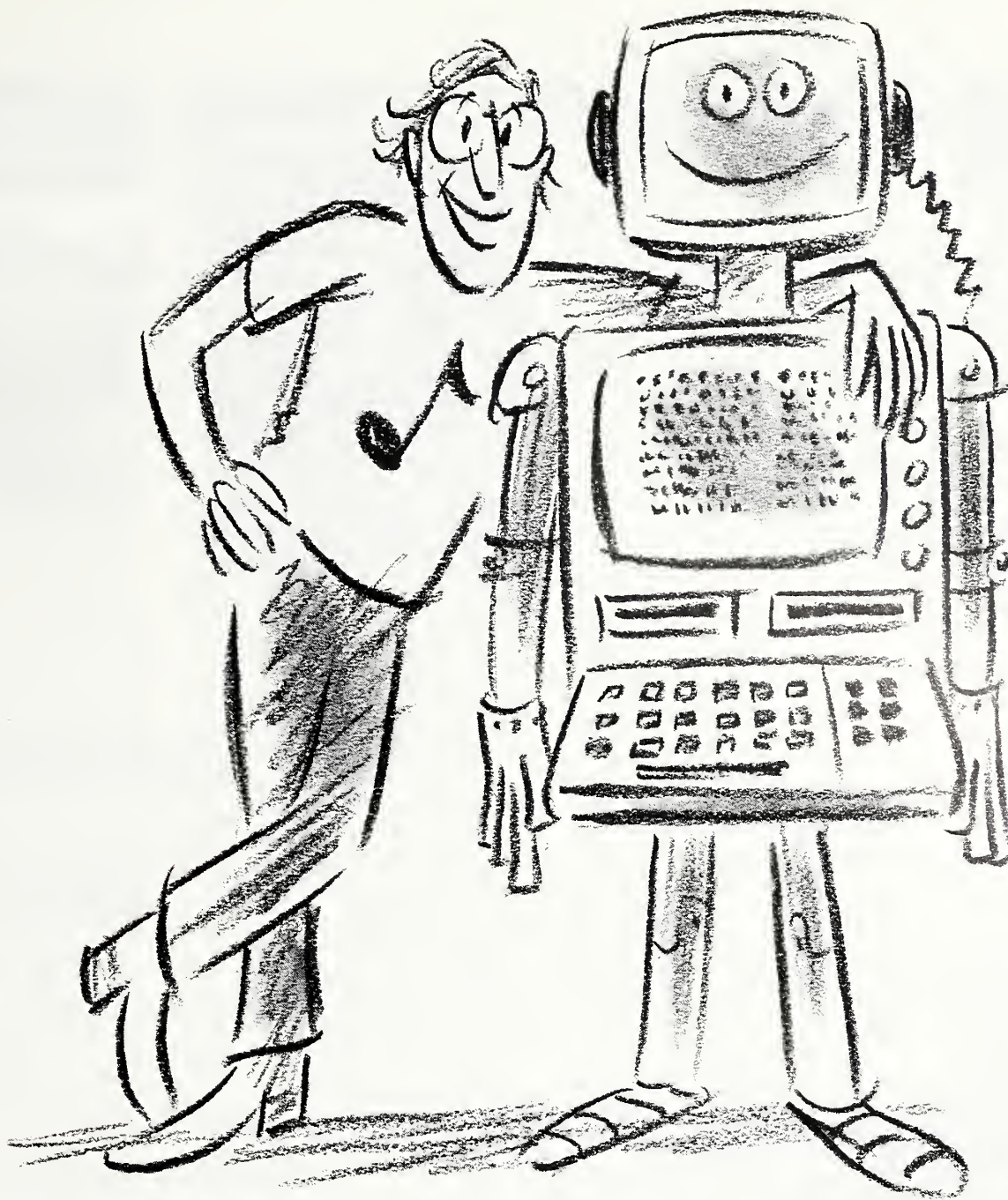
POP

BENT OUT OF SHAPE — Rainbow — Mercury 815 305-1 M-1 — Producer: Roger Glover — List: 8.98 — Bar Coded

As one of the prime proponents of pop-metal, Rainbow — a group formed by former Deep Purple guitarist Ritchie Blackmore with the help of ex-Purple bassist Roger Glover — had a number of hits in the late 1970s and early '80s, and continues its grand headbanging tradition with this LP of punchy hard rock. Though the album is filled with the standard axe riffs and incessant drumbeats that characterize the metallic mode, the lyrics on such numbers as "Fire Dance" and "Stranded" rise high above typical brainbashing fare. Other key tunes include the axe-ellent Blackmore instrumental "Anybody there" and the raucous "Drinking With The Devil."

TRASH IT UP! — Southside Johnny and the Jukes — Mirage/Atlantic 90133-1 — Producer: Nile Rogers — List: 8.98 — Bar Coded

"We've always been a dance band," said Southside Johnny Lyon recently when asked why he switched from a New Jersey rhythm 'n' bluesy style to a more synth-oriented stance. On this label bow, Johnny and his new Jukes outfit — featuring original members Billy Rush and Kevin Kavanaugh — employ the studio wizardry of Chic's Nile Rogers to obtain a contemporary polish for its rock 'n' soul compositions, most of them penned by guitarist Rush. As always, Lyon's scratchy, gruff vocals lovingly invokes the spirit of Wilson Pickett, Levi Stubbs and Otis Redding, and long-time fans of the performer won't be disappointed with the group's updated sound.



SYVERSON

© 1983 BMI

The BMI computer. Your best friend in the music business.

In the music business, it pays to have friends in the right places. And when it comes to protecting your public performance interests, the best friend you can have is the state-of-the-art computer at BMI.

BMI, a non-profit-making organization, uses the most comprehensive logging and advanced computerized sampling systems in the industry. It's a lot of work to analyze over 5 million real-time hours of broadcast every year. But, we do it to make sure that every one of our affiliates gets a fair, accurate accounting.

Sophisticated technology alone can't solve all your problems. So you can also count on warm, personal service from real, live BMI people. The kind of service that has helped us grow into the world's largest performing rights organization.

We're proud of the fact that, in every one of the last five years,



the majority of the music on the charts was created by BMI affiliates. But that's what friends are for—to make it a little easier for the most talented collection of writers and composers to create the most popular music. Today and tomorrow.

Wherever there's music, there's BMI.

REVIEWS

ALBUMS

(continued from page 6)

selections include a remake of The Rascals' mid-70's hit "Ain't Gonna Eat Out My Heart Anymore" and savagely erotic "The Beast Within."

HUNTERS & COLLECTORS — A&M SP-4973 — Producers: Mike Howlett and Hunters & Collectors — List: 8.98 — Bar Coded

Hailing from Melbourne, Australia, art rock combo Hunters & Collectors formed just two years ago already has a growing cult following here in the United States. Ambiguous yet ambitious lyrics are matched with strange, percussion-heavy melodies to create a moody aural tapestry that seems to be influenced by the polyrhythms of Talking Heads as much as by Public Image Ltd.'s droning vocals. Most promising cuts include the Aussie Top 20 hit "Talking To A Stranger" and the bizarre "Mouthtrap." New music and alternative radio P.D.s will find much to their liking on this enjoyable if eerie outing.

YOWL — Native Tongue — Modern Method MM020 — Producer: Michel Bastarache — List: 5.98

Hailing from the North Shore of Boston, Mass. Native Tongue is renowned for its unique brand of dance-oriented hardcore music that's brusque, bouncy and beat-heavy. On its second release, the sparse, three-man line up offers raw melodies with wry commentary in the best garage band fashion. "Moodwinked," the opening track, immediately warns the listener that danger lurks ahead, while other ominous cuts such as "Blame It On Gravity," "Thieves At Night" and "Do I Bother You?" confirm the threat.

BOYS BRIGADE — Capitol ST-12278 — Producer: Geddy Lee — List: 8.98 — Bar Coded

Toronto-based Boys Brigade is comprised of session and part-time musicians who earned a solid rep with a tune called "Mannequin" in the Great White North. That Mersey-sounding ditty is one of the highlights of the band's debut album, along with the reggae-flavored "Into The Flow" and the uptempo "The Cut-Up (Breaking Glass)". Perculating rhythms are generated by the combo's three percussionists, while guitarist Tony (Tones) Lester and keyboardist Malcolm Burn provide traditional rock values. New music as well as conventional AOR outlets could respond positively to this young group's urgent, compelling material.

GET HOT OR GO HOME! — Rocky Burnette and the Rock 'n' Roll Trio — Kyd/Enigma F 1016 — Producer: Jack Snyder — List: 8.98

The son of rock and roll legend Johnny Burnette and the cousin of famed Dorsey Burnette, Rocky and his trio attack some vintage oldies such as "Tear It Up" and "You're 16" with a rugged rockabilly sensibility, full of Buddy Hollyesque hiccups at the appropriate breaks and just the right amounts of Presleyesque sonic swagger. Guest appearances by Roland James on Gibson Les Paul, Smoochy Smith on piano and "stunt screamer" Randy Burnette on special howls and hollers makes this LP a sure pick for anyone seeking to embellish their country-rock collections as well as fans of Burnette's legacy. Other cool cuts include the originals "Get Along" and "Since My Baby's Gone", along with the McGhee-Williams gem made popular by Jerry Lee Lewis "Drinkin' Wine Spodee Odee."

NEW FACES TO WATCH

Haysi Fantayzee

As fanciful as their name, so is the eclectic Brit duo Haysi Fantayzee's music. Everything from Cajun to juju surfaces in the colorfully clad group's exuberant mix of styles, with about the only constant being male half Jeremiah Healy's nutty, divinely-touched ravings.

"I ain't lying cos there ain't no time/No city/It's a pity/Cos I dress divine," is a choice example of Healy's enchanting doggorel, taken from their first U.S. single "Shiny Shiny," off the debut RCA album "Battle Hymns For Children Singing." But the ironic title of the album indicates that the nursery rhymish, child-like quality of the songs often masks a more serious message.

"Nursery rhymes have an innocence that appeals to people on a simple level, but a lot of nursery rhymes have deeper meanings," noted Healy, on the phone from a London studio. "For instance, 'Ring Around A Rosy' is about people dropping from the plague." Likewise, "Shiny Shiny," ostensibly a jocular, witty, "bad times behind me" ditty made up of overlapping vocal parts, bluegrass fiddles, blues guitars, and rattling spoons, is according to Healy, really an anti-nuke end-of-the-world party tune dealing with "people who just trudge about living in fear but not doing anything constructive."

"He kissed the blarney stone and received the gift of gab," explains 28-year-old Kate Garner, a former model, clothes designer, and fashion photographer who is only an inch or so shorter than her six-foot-one song-and-dance partner. "I kissed one once but it didn't work."

According to Garner, Healy made up the name Haysi Fantayzee. "It really doesn't mean anything, but it has a Spanish sound to it and we wanted an international name." Hence, the international flavor, which Healy, now "21 with a gun," traces back to his interest in "very early ska records in 1969" and which he further developed after leaving a Catholic school in London at the age of 15 due to its restrictions. Living as a Bohemian squatter in abandoned buildings, Healy hung out at various clubs and soon became a popular disc jockey, spinning "music from all over the world." Meanwhile, Garner, who



grew up in the Northern England town of Wigan and had also left Catholic school sans diploma, was singing in a small band in Manchester. In London to record a demo, she was overheard by Healy, then living in a nearby house. "It was kind of a big coincidence," recalls Healy. "I walked into my flat and heard a pretty girl singing a pretty tune."

But besides the pretty girl and the gab-gifted guy, there is a third person to the Haysi Fantayzee craziness — Paul Caplin, whom Garner met three years ago while still a photographer. Now co-writer, co-producer, instrumentalist and manager of the group, the 28-year-old Caplin is a former band leader on cruise ships, telephone factory worker, computer programmer, and Latin orchestra pianist. According to Healy, Caplin is "the real technician in the band," playing keyboards, synthesizers, and electronic drums.

In addition to the band itself, Haysi Fantayzee has also been involved in the London nightclub/fashion scene through its travelling DJ show called "The Circus."

"The Circus is kind of an explanation of our group," says Healy. "We have a sound system and three DJs and go all over London, from derelict houses to the poshest clubs. We bring in cassettes made up of all different kinds of music and other artists chopped together. We try to keep it fresh and different every time so that people never know what to expect."

BLACK CONTEMPORARY

PRIVATE PARTY — Bobby Nunn — Motown 6051ML — Producers: Winston Monseque and Bobby Nunn — List: 8.98 — Bar Coded

On his debut Motown album last year, young Bobby Nunn scored a Top 20 B/C single with "She's Just A Groupie" and received accolades from funk fans who found him as raunchy as Rick James or Prince. On his follow-up LP, Nunn has lost none of his sexual wit, as the R&B movers "The Lady Killer" and "Too Young" will attest. Though he excels at the erotic pun and double entendre, he also comes across as being quite adept at handling touching ballads like "Because of You." The best number of the entire waxing, however, is the outrageous anthem dedicated to indoor shopping centers, entitled "Hangin' Out At The Mall," which is a natural for suburban contemporary formats.

BEST OF STUDIO ONE — Various Artists — Heartbeat/Rounder HB07 — Producer: Clement Dodd — List: 8.98

A virtual "Who's Who" of reggae shows up on this anthology of roots, ska, rock steady and dub music produced by Cle-

ment "Coxsone" Dodd's in his legendary Studio One. Such genre superstars as Dennis Brown, Sugar Minott, The Heptones, Papa Michigan & General Smilie, and I-Three member Marcia Griffiths all contribute tracks to this 14-song LP, which is a must for hard-core reggae aficionados as well as listeners just beginning to groove on the island riddims. A booklet detailing the history of Studio One and a cut-by-cut rundown is also included with this fine collection of historic, hypnotic tunes.

NEW AND DEVELOPING

THE CROSSING — Big Country — Mercury/PolyGram 812 870-1 — Producer: Steve Lillywhite — List: 8.98

Pegged by American critics as "the next



big thing," Scottish group Big Country has already been making lots of waves overseas, with this initial venture debuting on the U.K. charts at #4. Though it

(continued on page 10)

REVIEWS

SINGLES

OUT OF THE BOX



GENESIS (Atlantic 7-89770) Mama (5:18) (Pun Music Inc./WB Music Corp.) (Banks/Collins/Rutherford) (Producers: Genesis with Hugh Padgham)

An industrial-sounding percussion and sustained keyboard will set a barren, yet emotional landscape mirroring Phil Collins' harrowing attempt to reach out to the subject of this scary song, which resembles Collins' own "In The Air." At several points in the long tune he erupts into deranged cries which fit in well with his nightmarish vision.

FEATURE PICKS

POP

HUEY LEWIS AND THE NEWS (Chrysalis VS4-42726)

Heart And Soul (3:55) (Chinnichap Publishing, Admin. Careers Music — BMI) (M. Chapman/N. Chinn) (Producer: Huey Lewis and the News)

The first single from third album "Sports" shows further development in Huey Lewis and band's R&B/rock style. A hard-edged Chinnichap love ballad swings easily from the funk bass and organ play in the verse to a hard rock guitar-grounded chorus. Lewis' evocative blue-eyed soul tenor ties it together in a performance continuing in the tradition of the preceding hits "Do You Believe In Love" and "Workin' For A Livin'."

MICK FLEETWOOD'S ZOO (RCA JH-13621)

I Want You Back (2:51) (African Odyssey/Maha/Now Sounds — ASCAP/BMI) (S. Ross/L. Buckingham/B. Adams) (R. Dashul/M. Fleetwood)

Drummer Fleetwood trades in his African ticket for a trip to more familiar shores. This Lindsey Buckingham-penned composition is straight out of Fleetwood Mac territory, with chant-like vocals and pounding rhythmic propulsion from Fleetwood.

EURHYTHMICS (RCA JK-13618)

Love Is A Stranger (3:43) (Rod Network/Carbert — BMI) (Lennox/Stewart) (Stewart/Williams)

Having topped the charts with their first American single, Eurythmics are back for more. The commanding vocals of Annie Lennox and hazy, electronically inflected backing combine to make "Love Is A Stranger" a challenging yet already familiar sound from this British duo. If "Sweet Dreams (Are Made Of This)" was a promise, Eurythmics have already delivered with "Love Is A Stranger."

STEVIE NICKS (Modern 7-99832)

If Anyone Falls (4:07) (Welsh Witch/Sweet Talk/Three Hearts — BMI/ASCAP) (S. Nicks/S. Stewart) (J. Iovine)

SoCal siren Nicks continues to suc-

(continued on page 10)

CASH BOX SPECIAL MERCHANDISING SUPPLEMENT:

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

- NEW ALBUM AND TAPE RELEASES
- MIDLINE CATALOG UPDATE
- PRERECORDED VIDEOCASSETTES AND DISCS
- VIDEO GAMES
- RECORD AND VIDEO ACCESSORIES
- BLANK AUDIO AND VIDEO TAPE
- MIDLINE, VIDEOCASSETTE & VIDEO GAMES AWARDS
- ROCK BOOKS / POSTERS

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

**ISSUE DATE:
OCTOBER 1, 1983**

**ADVERTISING CLOSING:
SEPTEMBER 21, 1983**



FALL MIDLINES STOCKING GUIDE

**FOR FURTHER INFORMATION ON ADVERTISING
PLACEMENT CONTACT:**

J.B. CARMICLE
6363 Sunset Boulevard
Suite 930
Hollywood, CA 90028
213 • 464-8241

MARTIN BILLIG
1775 Broadway
Suite 630
New York, NY 10019
212 • 586-2640

JIM SHARP
21 Music Circle E,
Nashville, TN 37203
615 • 244-2898

REVIEWS

SINGLES

(continued from page 8)

cessfully ply her own masterful mix of West Coast rock and quasi-mystical imagery. "If Anyone Falls" manages to be familiar and sure-footed without being predictable, and its strength is in the music and gritty vocal performance of Nicks.

MEN AT WORK (Columbia 38-04111)

Dr. Heckyll & Mr. Jive (4:12) (April Music Inc. — ASCAP) (C. Hay) (Producer: Peter Mclan)

The eerie sounds of tolling bells and footsteps hitting pavement open this otherwise upbeat retelling of the Jeckyll/Hyde tale. In Colin Hay's version, the Doc is just an underdog-favoring good ole chap out to cure the world's woes by mixing up the right concoction. Sci-fi flick laboratory sounds lend authenticity to an otherwise Men At Work-manlike lively rhythmic and vocal tune.

LIONEL RICHIE (Motown 1698MF)

All Night Long (All Night) (4:16) (Brockman Music — ASCAP) L. Richie) (Producers: Lionel Richie & James Anthony Carmichael)

Lionel goes Latin in a surprising first entry from his forthcoming "Can't Slow Down" LP. Adapting an Islands' patois to go with Afro-Cuban rhythmic cross currents, his at first laid-back call to party is picked up along the way by strings, horns, keyboards, and a tribal chorus full of the life which the tune extolls. Richie's command of these diverse musical elements

and shifts in melodic direction is as impressive as it is pleasurable.

BOB MARLEY & THE WAILERS (Island 7-99837)

Mix Up, Mix Up (3:54) (Bob Marley Music/Almo — ASCAP) (B. Marley) (B. Marley & The Wailers/E. Brown)

The second single from the album "Confrontation," "Mix up, Mix Up" was constructed from an unaccompanied Marley vocal after the leader's death. There's nothing artificial about the final product, though: It features fine back-up vocals by the I-Threes, lulling keyboards, and a gritty vocal by Marley. First rate.

OMNI (Mercury 814 277-7)

Body Groove (4:05) (Halwill Music/Jahmilla Music, Inc. — ASCAP) (R. G. Massey/L. Hanks) (Producers: R. G. Massey, L. Hanks, and L. Williams)

The opening credits of this funk gem declare that "this groove was made especially for your body" — an accurate claim. Supporting it is a calliope-like electronic batch of sounds and vocal variations of the main theme, including a female "work your body" chorus.

HIGH FASHION (Capital P-B-5280)

Make Up Your Mind (3:55) (Guadeloupe Music/Johnnie-Mae Publishing — AMI) (T. Allen) (Producers: Jacques Fred Petrus & Mauro Malayasi)

Title track of the second LP by Gotham's High Fashion finds its male lead mostly in the low register, laying down the line to a lover with another. The production is sparing, with percussive keyboard and moaning lead guitar cries infrequently flitting through a fuzzy bass-led electronic beat. Steady female backup voices on the chorus hold down pent-up emotions as the tune proceeds.

WEST STREET MOB (Sugar Hill SH-804)
Break Dance-Electric Boogie (3:57) (Regent Music — BMI) (Jerry Lordan) (Producers: Joey Robinson, Jr. & Lealand Robinson)

A sort of break dance version of "Buffalo Gals" finds the Mob calling out the moves to the latest dance craze. Vocals are electronically altered, while the heavily scratched, mostly percussion instrumental track makes room now and then for a brief horn theme. Note: You don't have to spin around on your head to enjoy this disc.

BUTCH PATRICK (Rooshire XR95041)
Whatever Happened To Eddie? (2:00) (MCA Publishing) (Butch Patrick) (Producer: Phil Kohn)

This song musically answers the question, whatever happened to Butch Patrick, a.k.a. pointy-eared Eddie of the old "The Munsters" horror sitcom. So whatever happened to Cousin Marilyn?

WILDLIFE (Swan Song 7-99842)
Somewhere In The Night (3:52) (Wildlife Music Inc. — ASCAP) (Steven Overland & Christopher Overland) (Producer: Mick Ralphs)

Led by former Bad Company drummer Simon Kirke and produced by that group's Mick Ralphs, Wildlife emerges with a hard pop rocker worthy of the genre's heavy hitters. Night stalker Steven Overland's love hungry lead vocals stand out in a Rick Springfield-esque melody and arrangement.

MARSHA RAVEN (Relativity — EMC 1204)
You Make Me Feel Like Loving You (5:49) (Universal Songs — ASCAP) (P. Tubbs/M. Raven) (P. Tubbs)

English cabaret singer Raven turns disco diva with assistance from dance-oriented producer Pierre Tubbs. Upfront drum track offers strong propulsion.

NEW AND DEVELOPING

ESPIONAGE (A&M SP-6-4935)
Miracles (4:15) (Rondor Music Ltd. — BMI) (Chazz Coghlan) (Producer: Roy Thomas Baker)

Air Supply meets A Flock of Seagulls on this pleasant techno-ballad that urges listeners to "believe in miracles." A thwacking



drumbeat opens the song, leading into a pretty little keyboard riff foreshadowing the ditty's lyrical hook. The kind of soft wave tune perfect for those end-of-summer late

nights at the beach. A rousing, elaborately synth ending answers all disbelievers.

REVIEWS

ALBUMS

(continued from page 7)

might take longer for domestic audiences to catch on as quickly as England did, retailers can expect big things from this band in the weeks to come. Powerful and passionate, "The Crossing" is a folk rock feast of poetic images and spirited melodies that are as suitable for pop stations as they are for progressive outlets. Listeners may find themselves more than a little surprised when they realize the bagpipes sound on the LP is actually Bruce Watson and Stuart Adamson's unique guitar strumming technique.

New Facilities For '84 CES

LOS ANGELES — With a record 1,300 applications for more than 800,000 net square feet of exhibit space, Consumer Electronics Shows is adding new facilities in Las Vegas for the 1984 International Winter CES there Jan. 7-10. The largest of these new exhibit areas is a 120,000 square foot addition to the Las Vegas Convention Center, presently under construction and jointly financed by the Electronics Industries Assn./Consumer Electronics Group (EIA/CEG), sponsors of the CES, and the Interface Group, sponsor of the Comdex Shows, also held at the Convention Center and other sites in Las Vegas.

The West Hall, as the new addition to the Convention Center will be known, is scheduled for completion in mid-November, at which time it will be conveyed for control and administration to the Las Vegas Convention and Visitors Authority, titleholder to the land.

"With 735,000 net square feet subscribed for the Summer Consumer Electronics, we realized that the Winter Show was bound to be larger than ever, and that at least 130,000 net square feet would be required in addition to the Las Vegas Convention Center, Hilton Hotel and (the public areas of the Sahara and Riviera Hotel," said Jack Wayman, senior vice president of the EIA/CEG. "And with the show already straining Las Vegas' hotel facilities, there was only one solution — new construction.

"Much of the (show's) growth," he continued, "has come from the computer and game hardware and software exhibitors, who will be assigned the entire 75,000 net square feet of available space in the new facility, in addition to 90,000 net square feet in the East Hall. And, of course, we have experienced substantial expansion in other categories, including telephones, calculators and watches, as well as audio products, which are once again experiencing steady growth."

Some 335 audio, video and full-line manufacturers will exhibit in the Convention Center's East Hall and its meeting rooms, while video software exhibitors will be located in the open area of the same complex, as well as the Sahara Hotel. The nearly 300 telephone, calculator and watch exhibitors will be located in both the South Hall and the Hilton's Pavilion and Grand Ballrooms. The approximately 275 computer and game hardware and software manufacturers will showcase their products in the East third of the East Hall, as well as in the new West Hall facility.

The nearly 1,300 applications for exhibit space to date represents a 24% increase over the 1,056 exhibitors for the 1983 Winter CES.



CHAPPELL/INTERSONG TOURS THE PLANT — The Chappell/Intersong Music Group — U.S.A. recently staged its annual management conference in Winona, Minn. and Milwaukee, Wis. Management personnel from Los Angeles, Nashville and New York participated in corporate presentations and enjoyed a Mississippi River houseboat trip. In addition, they visited the Milwaukee headquarters of the Hal Leonard Publishing Corp., which is Chappell/Intersong's exclusive print distributor, and toured that distributor's printing plant in Winona. Pictured observing the printing process at the Winona plant are (l-r): Tom Hogan, controller, Chappell/Intersong Music Group; Ira Jaffee, senior vice president, acquisitions, Chappell/Intersong Music Group; Fermin Aldea, manager of computer operations, Chappell/Intersong Music Group; Irwin Z. Robinson, president, Chappell/Intersong Music Group; Irwin Schuster, senior vice president, creative, Chappell/Intersong Music Group; and Keith Mardak, executive vice president, Hal Leonard Publishing Corp.

Video Gems Tape Series To Bow

LOS ANGELES — A series of 22 original feature productions on videocassettes about the history of "America's Music" will be marketed by Video Gems, home videocassette duplicator and distributor, who has signed an agreement with Genesis Home Video.

Joseph C. Infante, president of Video Gems, said the series are all original productions recorded in stereo and run one hour, documenting and showcasing the varied dimensions of America's Music.

Initial releases are two volumes: "Blues 1," featuring B.B. King and Linda Hopkins, and "Rhythm & Blues 1," featuring Ruth Brown, Billy Preston and Gloria Lynne. The suggested price of each videocassette is \$49.95.



Anne Ackerman Robinson

Robinson To Head Windham Hill Label

LOS ANGELES — Anne Ackerman Robinson has been promoted to the position of president of Windham Hill Records. She has served as corporate vice president of the Palo Alto-based label for the past four years. In addition to overseeing the corporate offices, she will continue her duties as art director for Windham Hill.

In making this announcement, Windham Hill founder William Ackerman also promoted three other executives, Jeff Heilman, Steve Backer and Gil Bateman.

Heilman, named vice president, promotion, joined the company in 1979 and has served as national promotion director for the past three years. He will be based out of Seattle. Backer has been tapped as vice president, East Coast operations, and will be based in the Chester, New Hampshire office. Bateman will serve as West Coast general manager and will act as the direct liaison between Windham Hill and A&M Records with whom a distribution and promotion agreement was recently signed.

Record Bar's Cruickshank Outlines A Five-Year Growth Plan On Eve Of Convention

NEW YORK — A focal point of this week's Record Bar convention in Durham, N.C. is the presentation of a five-year growth plan. On the eve of the gathering, company president Ron Cruickshank discussed some of the goals of the plan covering both physical expansion and human systems management.

"We're looking at an aggressive growth plan because we believe that the time is right for us to invest in growth," stated Cruickshank, noting the renewed interest in prerecorded music. "The success of the company will depend on how well we meet the needs of our customers and how motivated our employees are in this direction."

Looking forward to 1988, Cruickshank forecast a chain expansion to a 250-store total from the current 148-store base. In addition, the Napoleon's Grocery gourmet food shop chain, set to open with a first mall outlet in November, will also expand, with two or three more next year should the first test out well. Seven to 10 more stores would then open the following year if those preceding remain successful.

According to Cruickshank, the full-speed-ahead nature of the growth plan resulted largely from a recent meeting of the entire management team, which lasted several days, during which company strengths and weaknesses were identified. "We asked if our growth should be aggressive or slow, and decided that, 'Hey! We've got a good group, let's go for it!'"

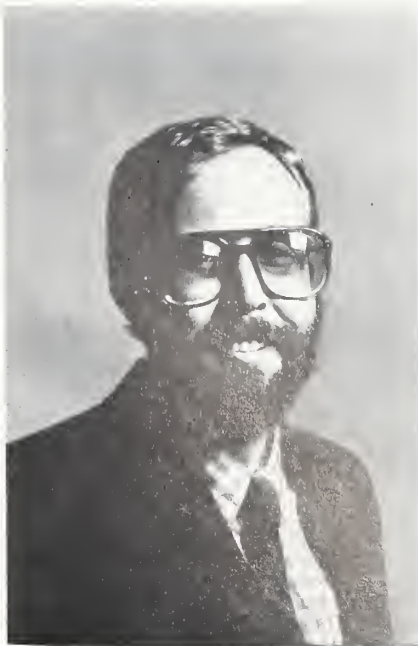
The management team also studied the comprehensive employee attitude survey which all company personnel filled out shortly after Cruickshank took office last January (**Cash Box**, July 16). The survey showed that some employees felt that there was no opportunity for advancement within Record Bar since its management was so young. So to support the growth plan, Cruickshank recently restructured his management team (**Cash Box**, Aug. 13) by moving three vice presidents into newly created senior vice presidential posts, and then changed nine director slots into vice president positions, all left vacant as an ad-

vancement incentive. "This was a visible way to say that I wasn't messing around with the five-year plan, that 'if it works, here's your opportunity. You don't have to wait for someone to move on or die. Now you can order product and start making decisions based on five-year planning with real incentives regarding the direction.'"

The five-year plan further calls for streamlining store operations with an emphasis on consumer service. This entails the mutual-interest selling technique which was promoted at last year's convention, whereby customer needs are identified immediately through talking with them as they enter the store and finding out common interests. Cruickshank said that training of store personnel would specifically deal with these procedures.

On the human resources side, an employee retirement pension plan has just been okayed, and a benefit program for part-time employees will shortly be in place, including vacation time, "since we have an employee base of part-time people that is very important to us." A program paying for a minimum of 16 hours of formal training per employee for personal or professional development has also been enacted, as has a new bonus system for store managers whereby they can increase earnings through sales, shrinkage control, and their own personnel management.

In addition, the financial and accounting and distribution systems are being upgraded to accommodate future growth. Cruickshank estimated that by 1988 Record Bar and its associated businesses would approach the \$200 million figure. But while he reported a 30 percent sales increase this year so far, he recognized the limits of growth. "I think things are cyclical," he said. "We will continue to grow in the long term, but probably not at the accelerated rate of this year or next year, though I foresee no significant contraction. As long as we keep the momentum going we can be dynamic and aggressive and allow our people to flex their muscles."



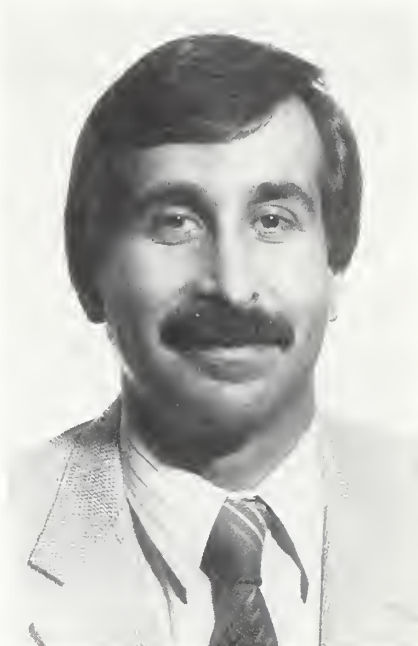
Richard Palmese

Palmese Named VP Of MCA

LOS ANGELES — Richard Palmese has been named executive vice president of marketing and promotion of MCA Records and will oversee and direct the marketing and promotional activities of the label according to MCA Records president, Irving Azoff.

Prior to this, Palmese served as senior vice president of Arista Records.

In making the announcement, Azoff said, "Richard's unparalleled and ability in this senior executive post will provide the input and direction for our new MCA team. I look forward to working closely with Richard and will spare no efforts to institute his programs and ideas."



Robert Woods

Woods Appointed Dist. Branch Manager

LOS ANGELES — Robert Woods was recently appointed to the position of branch manager for MCA Distributing in New York.

"Robert Woods has the proven drive and insight to be an important factor in the new MCA Records & Distributing team," exclaimed Al Bargamo, president, MCA Distributing, about the appointment. "He has the feel for the pulse of New York and experience in all aspects of sales and distribution."

Woods has been with the record label since 1975, serving as a salesman. Prior to joining up with MCA, he was a manager for King Karol Records in New York.

EXECUTIVES ON THE MOVE

Montgomery Joins — Robin Montgomery has joined Embassy Home Entertainment as director, marketing. Montgomery comes to Embassy from RCA/Columbia Pictures Home Video where she was director of marketing.

Vestron Names Four — Vestron Video has announced the appointment of four regional sales managers. Dick Pinson has been named western regional sales manager and is based in Los Angeles. Before joining Vestron, he worked as a sales representative for the WEA Video Products Division. In Chicago, Fred Toedtman has been named midwest regional sales manager. Prior to joining Vestron, he was a sales representative for WEA home video and Atari game products. Kathy Callahan has been named southern regional sales manager and is based in Atlanta. She was previously the general manager of the video department of Largo Music Corporation in Columbia, Md. In New York City, Michael Karaffa has been named eastern regional manager. Before this, he served as a senior sales representative for CBS/Fox Video.

Bedell Named — Stephen Bedell has been named vice president, music, for the Motion Picture Division of Paramount Pictures Corporation. He was vice president of publishing for Casablanca Records following a ten year stint with the Wes Farrell Organization.

Gentilin Appointed — Garth Gentilin has been named vice-president of sales at Unitel Video, Inc. For the last five years, he was an account executive of sales for Unitel.

National Video Appoints Directors — National Video, Inc., has appointed five regional sales directors. Dave Egerton, regional director of franchise development will service the northwest from the Portland, Oregon-headquarters of the company, while Howard L. Kastle will service the southwest from the Newport Beach office. Other appointees and their territories are Sam Sauer (upper midwest and midsouth); Ray Lucero, (northeast); Harold P. Gramley (middle atlantic); and Jim Wolf, (southeast).

Gillespie Appointed — Attic Records Limited has announced the appointment of Lindsay Gillespie as director of sales and marketing. Before joining Attic, he worked at CFNY Radio in a variety of management functions.

Sowa Promoted — Richard V. Sowa has been promoted to senior vice president, finance and administration for Playboy Cable Network. He had been vice president, taxation, for Playboy Enterprises.

Changes in M.I.S. — The following organizational changes have been made at the Management Information Services, a division of Capitol Records Inc. Richard Ulaszek has been promoted to senior staff consultant. He started at Capitol in February 1975 as a senior programmer analyst and was promoted to project manager in October 1978. Deanne Harrington, who has been performing as senior staff analyst, will now take over the duties of project manager for the manufacturing and distribution area.

(continued on page 32)



SPEEDY MEETING — Recording artist Joey Harris recently chatted with members of his publishing company, MCA Music, to discuss his debut LP, entitled "Joey Harris & The Speedsters." Pictured at the MCA Music offices are (l-r): Leeds Levy, president, MCA Music; Harris; Jon Stone, director, creative services, MCA Music; and Rick Shoemaker, vice president, MCA Music.

COAST TO COAST

EAST COASTINGS — Although Atlantic Records would not comment officially, insiders report that the RFC/Atlantic label is no more . . . Congrats to **Linda Sokoloff** and Profile records co-owner **Steve Plotnick** on their recent marriage in New York. Entertainment was provided by label rappers **Dr. Jeckyll & Mr. Hyde**, and we hear they were an enormous success with the families . . . **Steve Priest**, former member of the group **The Sweet**, has begun Combined Music Services, Ltd. in Gotham. The company, based at 251 W. 30th St., specializes in the repair of high-tech electronic keyboards and amplifiers . . . The Kitchen, New York's experimental multimedia center, sends its New Music America program back on the road next month. The festival, which has already played in San Francisco, Minneapolis, and Chicago, will hit



Washington, D.C. October 7-17. Among those appearing will be **Philip Glass**, **Ornette Cole**, **Joseph Jarman**, **Jamaaladeen Tacuma**, **Anthony Davis**, **Diamanda Galas**, **Bernie Worell**, **Connie Cruthers**, **Borah Bergman** and a collaboration by the triumvirate of **Trisha Brown**, **Robert Rauschenberg** and **Laurie Anderson** . . . On the lecture circuit: singer/songwriter **Don Covay** will present a four-part seminar entitled "Popular Songwriting: an Introduction to the Music Industry" at C.U.N.Y.'s York College in Queens. Covay, who authored such tunes as "Chain of Fools," "Think About It" and "Pony Time," will give a bird's-eye view of the biz as well as tips on songwriting . . . Information on registration can be obtained from the school's music department at (212) 969-4154 . . . Back in Manhattan, lyricist **Mitchell Parish** ("Stardust," "Sophisticated Lady," "Deep Purple," "Moonlight Serenade") addressed the September 10 Meeting of the New York Sheet Music Society at the Songwriters' Hall of Fame . . . **Riki Jasmine**, former member and songwriter for Sun is managing Chaminade Records, a new label out of Dayton suburb Xenia, Ohio. First act on the label is **January 20**, a rap/dance/theatrical group comprised of several other ex-Sun members . . . Chrysalis has opened a multi-formatted campaign to break **Billy Idol**. Idol's "Dancing With Myself" is now available in four configurations: Aside from a seven-inch, the track has been banded on to the already-released "Billy Idol" LP, is available on the mini-LP "Don't Stop" which also includes an interview with Idol . . . They'll be partying in Memphis next month when the historically restored Beale Street is opened to the public. Almost completely leveled by urban renewal in the '60's, the area has been

(continued on page 32)

POINTS WEST — Outrageous, obnoxious, outlandish and extraordinary are just a few of the adjectives that immediately spring to mind while listening to "Good For Your Soul," the third album from schizo-rockers **Oingo Boingo**. A mainstay of the L.A. club scene, the group has been around in different forms for about a decade, initially roaming the streets as an asphalt act called **The Mystic Knights of the Oingo Boingo** which incorporated music, mime, dance, magic and other shenanigans into its revue. Then, during the late 1970's and early '80s, the band went through a radical metamorphosis, slimming down from 12 members to its current 8-man line up and abandoning all the theatrical trappings for a more streamlined rock-oriented persona. Recently we had the opportunity to sit and chat with **Danny Elfman**, the "little maestro" who sings, composes, plays rhythm guitar and ringleads the Boingos. Although the talk covered such areas as the break from Mystic Knights, the band's affiliation with the bastion of new music radio, KROQ-FM, and a number of other topics, Elfman seemed most animated when the discussion touched on one of his favorite subjects — gardening. "I love creating little jungles for myself," he grinned, describing the tropical environment of his habitat in Venice. Besides brandishing his green thumbs, Elfman also became quite lively when talking about music critics around town who put down his band. Although the L.A. Times did devote more than a page to Elfman and Oingo Boingo last year in its weekend Calendar section, Elfman claims the piece was "just them tossing us a bone." Actually, the chief Boingo says he really gets a kick from reading critical reviews of his work. "Those are the only ones I save," he explained. "I do enjoy the fact that we're able to become so popular in town with them so set against us. It just makes it a little sweeter." . . . Among the thousands of fans jammed in to Hollywood Park race track to see the **Police** was none other than smilin' **Jack Nicholson**, wearing his shades of course . . . Slash Records has just issued a specially-priced greatest hits sampler entitled "Slash: The Early Sessions" which includes cuts from platters by **The Blasters**, **X**, **Rank And File**, **Fear**, **Violent Femmes** and **The Dream Syndicate** among others . . . Hot on the heels of its American debut album, **Roman Holiday** has released its second LP, "Cookin' On The Roof" . . . 415/Columbia's **Translator** now has a new 12-incher out which features an extended mix of "Break Down Barriers" as well as a cover of the **George Harrison/John Lennon** composition "Cry For A Shadow." . . . **Irving Berlin's** "What'll I Do," **George & Ira Gershwin's** "I've Got A Crush On You," and **Sammy Cahn & Jules Styne's** "Guess I'll Hang My Tears Out To Dry" are only a few of the classic songs performed by **Linda Ronstadt** on her latest LP, "What's New", which was arranged and

(continued on page 32)



DIVINE SRO — Following **Bette Midler's** (l) recent sold out performance at L.A.'s Greek Theatre, she was aluded backstage by CBS-TV Dallas star **Victoria Principal** (r) and **Max Groenthal**, driving force of **Jack Mack and The Heart Attack**. Midler performed Groenthal's "Only In Miami" during the show.

No Difference At N.Y. Tower Store — Just More Customers

(continued from page 5)

Gotham outlet include an expansion from its current 25,500 gross square footage to 34,000 gross, the added 9,000 feet coming from available space on the building's Lafayette St. side. Solomon said that conversion of the space, pending the satisfaction of legal requirements, would add 6,000 sq. ft. to the main floor and 3,600 sq. ft. to the basement and would thus allow expansion of the tape and video departments.

Neither Solomon nor Koenig have noted significant differences between the New York and West Coast markets. "There's really nothing different in the world," said Solomon, who numbers four stores in Japan together with 33 in the U.S. "It's only relative to size. The audience in New York is more eclectic in the sense that more people like unusual things. More people know and like classical, serious classical, and jazz, and we find that we sell more urban/contemporary dance music percentage-wise there than in California. But the eclectic nature of the total audience is really not because it is different but because it is greater, because there are more people in a concentrated area. And New York is more aware, since it's a

cultural center. So we sell more show music there than in other places, but then again, we sell show music all over the place."

Koenig noted that New York is more of a "late night town" and that the store could probably stay open well past its midnight closing, even to the point of being open around the clock. But as for spotting any differences in his New York customers from those in California, "during the summer I felt like I was in California. The rock 'n' roll buyers especially all look like they're from California, and ask the same questions."

Koenig did note that singles had been "selling like crazy," and attributed this to Tower's open merchandizing. "Everything is locked up in most of the stores here," he explained. "People like the feeling of being open, and I've heard a lot of customers mention that."

Koenig mentioned one last similarity between the bi-coastal Tower markets. "The store is kind of becoming a hangout," he concluded. "People are coming to Tower to see what's happening."

New Benatar LP To Use Light Signatures Anti-Counterfeiting Ploy

NEW YORK — The Light Signatures anti-counterfeiting technique which Chrysalis Records employed on Pat Benatar's recent "Get Nervous" album will be used again when her "Live From Earth" album is released Sept. 22. As with the prior LP, "Live From Earth" will contain "certificate of authenticity" consumer reply cards, which, when returned, will allow respondents to receive the album's lyrics and/or fan club information, together with a button. This time, however, an added bonus of two \$1.00 discount coupons will be available, which are good on these Benatar LP titles: "Live From Earth," "Get Nervous," "Precious Time," "Crimes Of Passion," and "In The Heat Of The Night."

The discount coupons will be redeemable at participating retail outlets. John Kotecki, vice president, sales, CBS Records, is directing the project, which includes selection of the retailers by CBS Branch Marketing. Chrysalis will cover the costs of manufacturing and mailing the coupons, while the retailers will provide the dollar discount on their regular shelf prices.

Over 150,000 consumer reply cards were returned by buyers of "Get Nervous," which was the first record to utilize the Light Signatures system. The system uses a computer-generated light beam to record unique fiber characteristics of each card. When the card is returned it can then be checked for the authenticity of its previously noted fiber characteristics, thus guaranteeing authenticity of the record.

No counterfeits were discovered among the responses to "Get Nervous."

RCA Declares Dividends

NEW YORK — RCA directors have declared a quarterly dividend of 22½ cents a share on RCA Common Stock, payable Nov. 1, 1983 to holders of record Sept. 10, 1983.

In addition, the directors also declared dividends of 87½ cents a share on the \$3.50 Cumulative First Preferred Stock, \$1 a share on the \$4 Cumulative Convertible First Preferred Stock, 91¼ cents a share on the \$3.65 Cumulative Preference Stock, and 53¼ cents a share on the \$2.12 Cumulative Convertible Preference Stock, all for the period from Oct. 1, 1983 to Dec. 31, 1983 and payable Jan. 3, 1984 to holders of record Dec. 16, 1983.

CBS Receives Nine Dutch Edison Awards

NEW YORK — CBS artists recently received nine Edison Awards in Holland's annual recording industry competition. Six of the awards went to pop artists on the CBS roster, with the remaining three being classical.

Michael Jackson topped the list of pop artist winners with a Best Pop (International) award for his "Thriller" album. In the Country category, Kris Kristofferson, Willie Nelson, Dolly Parton, and Brenda Lee won for "The Winning Hand." Andreas Vollenweider took MOR/Instrumental honors for "Caverna Magica," while "One From The Heart" won for Musical/Film soundtrack. Local artists The Nits and Lucy Steymel, both of whom record for CBS Netherlands, also won awards, The Nits' "Omsk" for Popular and Steymel's "Three's A Charm" for Foreign Vocal.

Classical winners were Glenn Gould for "De Goldberg Variations BWV 988," Pierre Boulez for "Schoenberg — Jacobsleiter, Erwartung, Die Glueckliche Hand, Lelder Op. 22, Kammersymphonien 1 En 2, Drei Stucke (1910) Ensemble Intercontemporain," and Dutch artist Jaap Van Zweden, who won a special classical award.

Edison Awards recognize musical performance quality rather than sales. Eligible records this year were those released in Holland from April, 1982 through March, 1983. Thirty trophies were selected from over 500 entries, with the bronze statues scheduled to be presented live on national television in October.

Bio Service Opens On West Coast

LOS ANGELES — A new professional biography-writing service called Rhythmbios has opened in Santa Monica, California to provide reasonably priced public relations materials for entertainers, especially those involved in the music industry.

The company was formed by Bob Bernstein, who believes Rhythmbios can be of assistance to both "up-and-coming" acts as well as those who are firmly established in the music trade.

Rhythmbios can be reached at 2210 Wilshire Blvd., Suite 620, Santa Monica, Calif. 90403. The new concern's telephone number is 213/396-9398

Sony Hopes To Co-Promote Vid Product With Record Cos.

NEW YORK — The recent success of a Duran Duran co-promotion involving Capitol and EMI and Sony in support of the group's audio and video product is expected to lead to similar programs as more music homevideo product becomes available, according to John O'Donnell, national manager of video software operations at Sony. To facilitate such audio/video product promotional relationships, O'Donnell is offering the same 50-50 cost split provided in the initial Duran Duran campaign, which included a chaotic group video in-store in New York (**Cash Box**, April 2) supporting its Sony video 45 and a six-city club tour of its Sony Video LP. Both events generated extensive publicity and helped sell records as well as video product.

"After our Duran Duran in-store at Video Shack on Broadway, I walked around to half a dozen Times Square record stores with an EMI rep and found out that they had all sold out of records and tapes that day," said O'Donnell. "When we held the West Coast premiere of their Video LP at the Hollywood Palace, we found that record stores in the area noted a pickup in sales during the following week. Nickelodeon even attributed their dramatic upsurge to all the publicity."

O'Donnell noted that the record company supported the Duran Duran video product promotions on a 50-50 basis, "as they recognized that what we did with video would help the band and their record product." He said that this "synergistic relationship" is good for both parties, since "video and music go hand in hand" as complimentary, non-competing home entertainment product.

Such audio/video product cross-promotion is a new phenomenon, and O'Donnell said that Sony was actively seeking out other promotional vehicles. The just-released *A Flock Of Seagulls* Video 45 will feature artwork similar to the group's "Listen" LP. "When we license an act we design a video package to match the record, with the same color, layout, photo and typeface," explained O'Donnell, noting, however, that in the *Flock* Video 45, the original album transparency was un-

available at production time so that a similar shot was used. "Record companies make an investment in the image of an album, which we'll carry over to video to increase the album's recognition factor."

Another area of potential cooperation between record label and video manufacturer is advertising. Here O'Donnell said that Sony would finance half of an ad campaign cross-merchandising each other's product even though "only 10 percent of the market can buy a video while 100 percent can buy records or tapes." These ads could take the form of print, radio, and MTV.

O'Donnell suggested that additional in-store cross-promotion could include contest giveaways of both record and video product, as well as simultaneous in-store appearances, with half of a group at a record store and the other half at a nearby video store. He even envisioned the merchandizing of an artist's video product at concerts through the artist's concert merchandising company.

Most of these cross promotions are intended for use with Sony video 45 and LP pop product, though O'Donnell said that with the October release of the first jazz Video 45 titles by Dizzy Gillespie, Max Roach, Gerry Mulligan, and Jazz America Dream Band, similar programs could be established. "If record companies who have these artists are interested, it can be a great way to push their records. But pushing a Dizzy Gillespie is a little different than pushing around Duran Duran. And of course, there's no single record company for Gillespie as there is with Duran Duran."

At Zomba Enterprises, parent company of *A Flock Of Seagulls'* Arista-distributed Jive label, artist development manager Barry Weiss spoke of a forthcoming "brainstorming" session to further tie in the group's Sony Video 45 with the album product, and echoed many of O'Donnell's comments. "Record sales will affect video sales and vice versa," said Weiss. "We're definitely looking to cross-promote the two items because of the beneficial relationship between the two and because it gives the band more exposure in the marketplace."

Showtime And Movie Channel Merge To Confront HBO

(continued from page 5)

also a high priority.

"It will be a very strong competitor for HBO," Fluhrer explained.

But the merger does not mean that both channels will yield into one. Instead, Showtime-The Movie Channel Inc. will each have their own channels, but will be using the assets of the two companies pooled together. These include subscriber rolls, satellite transmitters, and programming and movie rights.

Showtime's assets were assessed at \$150 million, while The Movie Channel's were set at about \$90 million. A board of directors consisting of three Viacom and three Warner executives will oversee the new company. Although a new head has not yet been chosen, a leading contender would seem to be Mike Weinblatt, Showtime's president for the past several years.

Besides Viacom's 50% cut of the ownership, Warner Communications will own 31% and Warner Amex Cable Communications will control 19% of the company.

The Movie Channel was originally founded by Warner Amex Satellite Entertainment Company (WASEC) as a unit to provide feature films 24 hours a day. Showtime was founded by Viacom as an outlet for feature films and variety programming.

Showtime-The Movie Channel will be headquartered at the current Showtime offices in New York City, and the New York Movie Channel personnel will be moving to that location. Showtime's Los Angeles offices will now also house some of The Movie Channel's personnel.

Due to this intensified effort to capture HBO's chunk of the market, HBO has decided to take measures in an attempt to maintain their lead in the marketplace. Cinemax, a division of HBO which formerly aired classic films and foreign movies, will be shifting its marketing strategies as well as its type of product. It is now being promoted as a variety entertainment channel featuring first-run movies, video music and specials.

Filmmaker's complaints about HBO's stronghold in the cable sector, enabling them greater leverage in negotiating film prices, are not uncommon. Some say that another major pay-TV service would help producer's pocketbook get stronger. A bigger audience for the newly formed company would give them better deals.

Showtime & The Movie Channel's operation costs will also be cut, since sales, affiliate relations, and marketing people could handle accounts for both services.

TOP 30 VIDEOCASSETTES

	Weeks On Chart	9/10		Weeks On Chart	9/10
1 PORKY'S CBS/Fox Video 1149	1	6	16 ROAD WARRIOR Warner Home Video 11181	14	30
2 48 HRS. Paramount Home Video 1139	2	12	17 MY TUTOR MCA Home Videocassette 17015	16	4
3 THE VERDICT CBS/Fox 1188	3	9	18 THE LORDS OF DISCIPLINE Paramount Home Video 1433	17	15
4 HIGH ROAD TO CHINA Warner Home Video 11309	4	12	19 BEST FRIENDS Warner Home Video 11265	12	16
5 THE OUTSIDERS Warner Home Video 11310	—	1	20 MY FAVORITE YEAR MGM/UA 00188	15	15
6 SOPHIE'S CHOICE CBS/Fox 9076	6	13	21 FINAL COUNTDOWN Vestron V-4047	18	5
7 BAD BOYS Thorn/EMI 1633	—	1	22 YOU ONLY LIVE TWICE CBS/Fox 4526	26	2
8 FIRST BLOOD Thorn/EMI 1573	5	18	23 STILL OF THE NIGHT CBS/Fox 4711	20	16
9 THE BEASTMASTER MGM/UA 00226	11	5	24 KISS ME GOODBYE CBS/Fox 1217	23	12
10 MAD MAX Vestron V-4030	7	9	25 AIRPLANE II Paramount Home Video 1489	19	19
11 THE TOY RCA/Columbia Pictures Home Video 10538	8	14	26 JANE FONDA'S WORKOUT KVC/RCA Karl Video Corp. 042	21	63
12 SIX WEEKS RCA/Columbia Pictures Home Video 91001	9	5	27 STING II MCA Videocassette 17015	22	12
13 AN OFFICER AND A GENTLEMAN Paramount Home Video 1467	10	29	28 SAVANNAH SMILES Embassy Home Entertainment 2058	28	9
14 FRANCES Thorn/EMI 1621	13	13	29 TIMERIDER Pacific Arts Video PAV528	24	16
15 STILL SMOKIN' Paramount Home Video 2315	25	3	30 NATIONAL LAMPOON'S CLASS REUNION Vestron V-5021	29	5

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

NEW VIDEO SOFTWARE RELEASES

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



Beyond The Door II

JFK
Cassette—Media Home Entertainment M432 \$39.95
STONE COLD DEAD
Cassette—Media Home Entertainment M254 \$59.95
BEYOND THE DOOR II
Cassette—Media Home Entertainment



The Fifth Floor

M251 \$59.95
THE FIFTH FLOOR
Cassette—Media Home Entertainment M255 \$59.95
TO ALL A GOODNIGHT
Cassette—Media Home Entertainment M178 \$59.95

Bedell Named Paramount Music VP

LOS ANGELES — Stephen Bedell has been named vice president, music, for the motion picture division at Paramount Pictures Corp. Bedell's appointment is effective immediately.

In his new position, Bedell will be involved in the music side of the creative process, dealing with all of Paramount's projects. He will be responsible for negotiations, supervision and administration of all matters arising from music utilization in connection with Paramount productions.

He reports to Jeffrey Katzenberg, president of production for the motion picture

division.

Prior to joining Paramount, Bedell had his own company, Music Concepts International. As a publisher, he represented such writers as Shawn Phillips, Harold Payne and Michael McGinnies. As a music packager for films, Bedell's credits include *Loving Couples*, *First Blood* and the upcoming *Babe* and *Tin Man*.

Bedell's career in the music industry prior to Music Concepts International included a stint as vice president, publishing, with Casablanca Record and FilmWorks, and 10 years with the Wes Farrell Organization.

TOP 15 VIDEO GAMES

	Weeks On Chart	9/10
1 ENDURO Activision AX 026	1	14
2 CENTIPEDE Atari CX2676	2	25
3 Q-BERT Parker Brothers 5360	4	3
4 MS. PAC-MAN Atari CX2675	3	27
5 BURGER TIME Intellivision 4549	9	8
6 JUNGLE HUNT Atari CX2688	6	7
7 ROBOT TANK Activision AX028	7	9
8 RIVER RAID Activision AX020	8	36
9 POLE POSITION Atari CX 2694	11	3
10 KEYSTONE KAPERS Activision AX025	5	18
11 PITFALL! Activision AX108	10	42
12 ZAXXON Coleco 2435	12	42
13 DECATHLON AZ030	13	3
14 CRACK POTS Activision AX 029	—	1
15 FROGGER Parker Bros. 5300	14	42

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

TOP 15 MIDLINES

	Weeks On Chart	9/10
1 THE RISE AND FALL OF ZIGGY STARDUST AND THE SPIDERS FROM MARS David Bowie (RCA AYL 1-3843)	1	21
2 LED ZEPPELIN (IV) (Atlantic SD 19129)	4	29
3 PIANO MAN Billy Joel (Columbia PC 32455)	3	7
4 WHO'S NEXT The Who (MCA 3151)	2	10
5 LOOK SHAR! Joe Jackson (A&M SP-4919)	6	52
6 AJA Steely Dan (MCA 1006)	8	8
7 TAPESTRY Carole King (Epic PE 34946)	7	57
8 MEATY, BEATY, BIG AND BOUNCY The Who (MCA 37001)	10	31
9 THE DOORS (Elektra EKS 74007)	9	32
10 WHO ARE YOU The Who (MCA 3050)	14	13
11 PRETENDERS (Sire SRK 6083)	5	18
12 MORNING DANCE Spyro Gyra (MCA 9004)	12	4
13 ELTON JOHN'S GREATEST HITS, VOLUME I (MCA 2128)	15	5
14 LET THERE BE ROCK AC/DC (Atco SD-36151)	13	17
15 WORKING CLASS DOG Rick Springfield (RCA AFL1-3697)	—	1

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



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

REGIONAL ALBUM ANALYSIS

NATIONAL BREAKOUTS

- | | |
|--------------------------------|-----------------------|
| 1 RICK JAMES | 8 GAP BAND |
| 2 BONNIE TYLER | 9 KENNY ROGERS |
| 3 STRAY CATS | 10 HEART |
| 4 AIR SUPPLY | 11 ZAPP |
| 5 MOODY BLUES | 12 RUFUS & CHAKA KHAN |
| 6 TACO | 13 HERBIE HANCOCK |
| 7 PEABO BRYSON & ROBERTA FLACK | 14 BETTE MIDLER |
| | 15 KANSAS |

NORTHEAST 1.

- 1 RICK JAMES
- 2 TACO
- 3 AIR SUPPLY
- 4 BETTE MIDLER
- 5 BONNIE TYLER
- 6 STRAY CATS
- 7 LA CAGE AUX FOLLES
- 8 MOODY BLUES
- 9 RUFUS & CHAKA KHAN
- 10 PEABO BRYSON & ROBERTA FLACK

SOUTHEAST 2.

- 1 AIR SUPPLY
- 2 BONNIE TYLER
- 3 RICK JAMES
- 4 MOODY BLUES
- 5 PEABO BRYSON & ROBERTA FLACK
- 6 ZAPP
- 7 STRAY CATS
- 8 RUFUS & CHAKA KHAN
- 9 GAP BAND
- 10 KENNY ROGERS

BALTIMORE/WASHINGTON 3.

- 1 RICK JAMES
- 2 STRAY CATS
- 3 RUFUS & CHAKA KHAN
- 4 ASHFORD & SIMPSON
- 5 HERBIE HANCOCK
- 6 GAP BAND
- 7 PEABO BRYSON & ROBERTA FLACK
- 8 AIR SUPPLY
- 9 ZAPP
- 10 BONNIE TYLER

WEST 4.

- 1 MOODY BLUES
- 2 STRAY CATS
- 3 BONNIE TYLER
- 4 HEART
- 5 GAP BAND
- 6 RICK JAMES
- 7 HERBIE HANCOCK
- 8 TACO
- 9 WHAM! U.K.
- 10 BETTE MIDLER

MIDWEST 5.

- 1 RICK JAMES
- 2 BONNIE TYLER
- 3 STRAY CATS
- 4 MOODY BLUES
- 5 TACO
- 6 AIR SUPPLY
- 7 GAP BAND
- 8 KENNY ROGERS
- 9 KANSAS
- 10 ZAPP

NORTH CENTRAL 6.

- 1 AIR SUPPLY
- 2 BONNIE TYLER
- 3 STRAY CATS
- 4 KANSAS
- 5 TACO
- 6 RICK JAMES
- 7 HEART
- 8 PEABO BRYSON & ROBERTA FLACK
- 9 SMOKEY ROBINSON
- 10 KENNY ROGERS

DENVER/PHOENIX 7.

- 1 STRAY CATS
- 2 BONNIE TYLER
- 3 AIR SUPPLY
- 4 KENNY ROGERS
- 5 RICK JAMES
- 6 PEABO BRYSON & ROBERTA FLACK
- 7 MOODY BLUES
- 8 HEART
- 9 CHEAP TRICK
- 10 WHAM! U.K.

SOUTH CENTRAL 8.

- 1 BONNIE TYLER
- 2 TACO
- 3 ZAPP
- 4 RICK JAMES
- 5 AIR SUPPLY
- 6 STRAY CATS
- 7 HERBIE HANCOCK
- 8 RUFUS & CHAKA KHAN
- 9 HEART
- 10 BETTE MIDLER

WHAT'S IN-STORE



HAPPY ABOUT "STAYIN' ALIVE" — The Licorice Pizza chain recently tied in with PolyGram Records, Red Onion restaurants, Sports Connection health clubs, and theaters showing Stayin' Alive in support of the film's soundtrack. The main event was a dance contest held at the Red Onion in Woodland Hills, with prizes including \$100 gift certificates to Licorice Pizza and movie posters autographed by John Travolta. Pictured in the front row at the Red Onion are (l-r): Tom Silver, sales specialist, PolyGram Records; Jack Lombardo, sales, PolyGram Records; Gary Winters, entertainment manager, Red Onion; Ken Kashan, promotion director, Red Onion; Randy Gerston, advertising director, Licorice Pizza; Dave Hershenson, music supervisor, Red Onion; and John Rotella, sales, PolyGram Records. Pictured in the back row are (l-r): Greg Miller, salesman, PolyGram Records; Bill Follett, Western regional vice president, PolyGram Records; Lee Cohen, vice president, marketing, Licorice Pizza; Jeff Laufer, regional promotion director, PolyGram Records; and Kenny Hamlin, L.A. branch manager, PolyGram Records.

RETAILING GREENWICH JAZZ — A check with a pair of Greenwich Village retailers showed big improvements in jazz product sales due to the 2nd Annual Greenwich Village Jazz Festival, which brought more than 70 brands to a dozen Village jazz clubs from Aug. 26 through Sept. 5. "People going from one club to another would stop in and pick up a record," said Record Factory's Michael Tannen, who reported a 50 percent increase in jazz sales at the 8th St. location. While the three-store chain stayed out of Kool Jazz Festival promotional tie-ins due to its mostly off-Village presentations, Tannen noted full in-store merchandising for the Village Fest including use of its official posters on the walls as well as for giveaways with purchases. Pamphlets were available as bagstuffers, and jazz was played during the late-night hours. In addition, ads were taken out in the Village Voice tying-in with the fest and space was also bought in the festival guide. At Tower Records, manager Mathew Koenig set up a main window display and merchandised the jazz section with end racks for all of the jazz labels placed on sale during the fest, including Pablo, MMG, Storyville, ECM, GRP, Palo Alto, and French Verve. The store's Japanese jazz imports were also sale-priced. "We sold out of a lot of our Japanese stuff," said Koenig, who felt that some titles could have sold as many as 25 copies had that quantity been on hand. "We'll re-get them in again, though, and should be able to keep on selling now that people know we have them."

MUSIC VIDEO GEMS — Video Gems, the Los Angeles-based home videocassette duplicator and distributor, has just entered into a duplication and distribution pact with Genesis Home Video in Beverly Hills to exclusively carry a new series of videocassettes entitled "America's Music." The series will document American music by genre, with two hour-long cassettes devoted to each of 11 categories including blues, rhythm & blues, soul, early traditional jazz (including ragtime and Dixieland), gospel, swing, modern jazz, folk, regional music (including bluegrass, rock-a-billy, Cajun, and Tex-Mex), country and western, and rock 'n roll. According to Joseph Infante, president of Video Gems and the man behind the series, the first titles — "Blues 1," with artists Linda Hopkins, B.B. King, Leatta Galloway, Ernie Andrews, Eddie "Cleanhead" Vinson, Vi Redd, and "Pee Wee" Crayton, and "Rhythm & Blues 1," with Billy Eckstine, Ruth Brown, Billy Preston, Gloria Lynne, and Sheer Delight — will be out on Sept. 25 in Beta Hi-fi and Dolby VHS formats with suggested list price of \$49.95. The other titles will follow on a monthly release basis, the first being the country and western volumes featuring Patti Page, Doug Kershaw, Razy Bailey, Eddie Dean, Sylvia, Jerry Lee Lewis, Moe Bandy, Terry Gregory, and Ricky Skaggs. "Each volume features quite a few of the major stars who are still around in a live performance setting," says Infante, adding that the live material was taped at a specially constructed cabaret set at A&M studios. "But it's not a concert tape per se, as we provide a history of the musical style by inserting vintage clips of earlier artists." Infante feels that this mix of new and old performance footage will make the series more of a collector's reference item than most of the "one-play" rock concert fare which currently makes up the bulk of music home video.

HERE IN CAMELOT — The Camelot Music chain recently held a "Mobile Masterpieces and Movie Music" sale which included its largest ever offering of classical cassettes. Featured classical product in the regular classical mailer came from such catalogs as Seraphim, Angel Redline, Vox Turnabout, London Treasury, London Jubilee, and Deutsche Grammophon Privilege. In addition, the entire stock of movie and Broadway show soundtrack product was sale-priced at \$2 off. . . The Camelot store at Coastland Center in Naples, Fla. recently held a "Ms. Pac-Man Day" in conjunction with the Collier County Department of Parks and Recreation. A two-day contest brought together more than 65 children from the Collier County Summer Recreation Program, all vying for high score on the Atari "Ms. Pac-Man" cartridge. The winner, Sean Patterson, scored 38,050 points and won five albums. Other prizes supplied by Camelot included T-shirts, key rings, and frisbees. The County provided trophies for the top three finishers. Manager Kevin Janies reports that sales of "Ms. Pac-Man" also finished high. . . Julia Malkin has joined Camelot headquarters as communications specialist in the media production and communication section of the advertising department. . . Word To The Wise: At the recent convention, Camelot's executive vice president Jim Bonk offered a word of caution. "The industry must be very careful not to bury the LP," he warned. "It has been around a long time and will continue to be an important item." In WEA president Henry Droz's keynote speech, he noted that the advent of the compact disc as a "strong mainstream configuration" was still years away. "Eventually, yes! But impressions today made upon the consumer of impending obsolescence of the LP and cassette could cause consumer confusion and serious damage to our business in 1983 and 1984." jim bessman



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

Playlist

HEAVY

(Maximum Four Plays Per Day)

ARTIST	CLIP	LABEL
Asla	The Smile Has Left Your Eyes	Geffen
Moody Blues	Sitting Behind The Wheel	Threshold
Rainbow	Street Dreams	Polydor
Talking Heads	Burning Down The House	Sire
Men Without Hats	The Safety Dance	Backstreet/MCA
Donna Summer	She Works Hard For The Money	Mercury
Billy Idol	Dancing With Myself	Chrysalis
Billy Joel	Tell Her About It	Columbia
Quarterflash	Take Me To Heart	Geffen
Def Leppard	Foollin'	Mercury
Bob Seger	Making Thunderblnds	Capitol
Kansas	Fight Fire With Fire	CBS
ZZ Top	Sharp Dressed Man	Warner Bros.
Robert Plant	Big Log	Atlantic
Stray Cats	(She's) Sexy + 17	EMI America
The Flxx	One Thing Leads To Another	MCA
Jackson Browne	Lawyers In Love	Asylum
Loverboy	Queen Of The Broken Heart	Columbia

MEDIUM

(Maximum Three Plays Per Day)

ARTIST	CLIP	LABEL
The Alarm	The Stand	I.R.S.
The Kinks	Don't Forget To Dance	Arista
Spandau Ballet	True	Chrysalis
Dave Edmunds	Information	Columbia
Naked Eyes	Promises, Promises	EMI America
Peter Schilling	Major Tomez	Elektra
Coney Hatch	First Time For Everything	Mercury
Elvis Costello & The Attractions	Everyday I Write The Book	Columbia
Mick Fleetwood	I Want You	RCA
The Animals	The Night	I.R.S.
Dio	Rainbow In The Dark	Warner Bros.
B-52's	Song For A Future Generation	Sire
Frank Stallone	Far From Over	RSO
ELO	Rock 'N' Roll Is King	Jet/CBS
Eurythmics	Love Is A Stranger	RCA
Culture Club	I'll Tumble 4 Ya	Epic
Nell Young	Wonderin'	Geffen
Quiet Riot	Cum On Feel The Noize	Pasha/CBS
Shalamar	Dead Giveaway	Solar/Elektra
Rick Springfield	Human Touch	RCA
EBN/OZN	AEIOU	Elektra
Charlie	It's Inevitable	Mirage/Atco
Bonnie Tyler	Total Eclipse Of The Heart	Columbia
Joan Jett & The Blackhearts	The French Song/Everyday People	Blackheart/MCA
B-52's	Legal Tender	Sire
Journey	After The Fall	Columbia
Men At Work	Doctor Heckyl & Mr. Jive	Columbia

LIGHT

(Maximum Two Plays Per Day)

ARTIST	CLIP	LABEL
Spys	Midnight Fantasy	EMI America
The Unlts	Girl Like Me	Epic
Marl Wilson	Just What I've Always Wanted	London
Grand Alliance	Helpless	A&M
Minor Detail	Canvas Of Life	Polydor
Tim Finn	Through The Years	Oz/A&M
INXS	To Look At You	Atco
Peter Baumann	Strangers In The Night	Portrait/CBS
Nils Lofgren	Across The Tracks	Backstreet/MCA
Asla	Don't Cry	Geffen
Michael Stanley Band	My Town	EMI America
Ramones	Time Has Come Today	Warner Bros.
Big Country	In A Big Country	Mercury
Jo Jo Zep	Losing Game	A&M
Cee Farrow	Should I Love You	Rocshire
Cobra	Blood On Your Money	Epic
Herbie Hancock	Rock It	Columbia
R.E.M.	Radio Free Europe	I.R.S.
A Flock Of Seagulls	Talking	Jive/Arista
Rod Stewart	What Am I Gonna Do	Warner Bros.
Fastway	We Become One	Columbia
Eric Martin Band	Sucker For A Pretty Face	Elektra
Jim Capaldi	Living On The Edge	Atlantic
Kajagoogoo	Hang On Now	EMI America
Elton John	Kiss The Bride	Geffen
Axe	Heat In The Street	Atco
Violent Femmes	Gone Daddy Gone	Slash
Will Powers	Adventures In Success	Island
Bouncing Balls	American Anthem	Tender
JoBoxers	Just Got Lucky	RCA
Twisted Sister	You Can't Stop Rock 'N' Roll	Atlantic
Pilmsouls	A Million Miles Away	Geffen
Iron Maiden	Trooper	Capitol
Kissing The Pink	Maybe This Day	Atlantic

ADDS

ARTIST	CLIP	LABEL
Heart	How Can I Refuse	Epic
Kagney & The Dirty Rats	Dirty Rats	Motown
Oingo Boingo	Nothing Bad Ever Happens To Me	A&M
Tim Scott	Swear	Warner Bros.
Roman Holiday	Don't Try To Stop It	Jive/Arista
Tears For Fear	Tale Shelter	Mercury
Joey Harrls & The Speeders	You Never Call Me	MCA

CASH BOX ROCK ALBUM RADIO REPORT



— **BIG COUNTRY • THE CROSSING • MERCURY**

ADDS: KMET, WYFE, WPLR, WSKS, WKLS, KNAC, WOUR. **HOTS:** WMMS. **MEDIUMS:** WYFE, WPLR, WKLS. **PREFERRED TRACKS:** Big, Patrol, Fields.
SALES: Just shipped.



5 ASIA • ALPHA • GEFEN

ADDS: None. **HOTS:** WMMS, WKLS, WSKS, WPLR, WOUR, KAZY, WCCC, WBLM, WYFE, KBPI, KMET. **MEDIUMS:** None. **PREFERRED TRACKS:** Cry, Heat.
SALES: Good in all regions.

MOST ADDED

MOST ACTIVE

LP Chart Position

LP Chart Position

LP Chart Position

19 AC/DC • FLICK OF THE SWITCH • ATLANTIC
ADDS: None. **HOTS:** WMMS, WKLS, WSKS, WPLR, KMET. **MEDIUMS:** WOUR, WCCC, WBLM. **PREFERRED TRACKS:** Title.
SALES: Good to moderate in all regions.

11 DAVID BOWIE • LET'S DANCE • EMI AMERICA
ADDS: None. **HOTS:** KNAC, WKLS. **MEDIUMS:** WOUR, KAZY, WPLR, WCCC, WBLM, WYFE, KMET. **PREFERRED TRACKS:** China, Modern, Title.
SALES: Good to moderate in all regions.

10 JACKSON BROWNE • LAWYERS IN LOVE • ASYLUM
ADDS: None. **HOTS:** WOUR, WMMS, KAZY, WKLS, WSKS, WCCC, WBLM, WYFE. **MEDIUMS:** WPLR. **PREFERRED TRACKS:** Rocker, Title.
SALES: Good in all regions.

18 ELVIS COSTELLO & THE ATTRACTIONS • PUNCH THE CLOCK • COLUMBIA
ADDS: None. **HOTS:** WKLS, WOUR, KNAC. **MEDIUMS:** WSKS, WPLR, WCCC, WBLM. **PREFERRED TRACKS:** Book.
SALES: Good to moderate in all regions.

4 DEF LEPPARD • PYROMANIA • MERCURY
ADDS: None. **HOTS:** KBPI, KMET. **MEDIUMS:** WMMS, WSKS, WCCC, WYFE, KSJO. **PREFERRED TRACKS:** Ages, Foolin'.
SALES: Good in all regions.

13 THE FIXX • REACH THE BEACH • MCA
ADDS: None. **HOTS:** WMMS, KNAC, WKLS, WSKS, WCCC, KBPI. **MEDIUMS:** WOUR, WPLR, WBLM, WYFE, KMET. **PREFERRED TRACKS:** Another, Zero.
SALES: Good to moderate in all regions.

56 HEART • PASSIONWORKS • EPIC
ADDS: None. **HOTS:** WOUR, WMMS, WKLS, WPLR, WCCC, WBLM. **MEDIUMS:** WSKS, WYFE, KBPI, KMET. **PREFERRED TRACKS:** Refuse.
SALES: Moderate in all regions.

7 BILLY JOEL • AN INNOCENT MAN • COLUMBIA
ADDS: None. **HOTS:** WOUR, KAZY, WYFE. **MEDIUMS:** WMMS, WPLR, WCCC, WBLM. **PREFERRED TRACKS:** Tell, Easy.
SALES: Good in all regions.

70 KANSAS • DRASTIC MEASURES • CBS
ADDS: None. **HOTS:** WMMS, WPLR, WCCC, WBLM, KBPI, KMET. **MEDIUMS:** WOUR, WSKS, WYFE. **PREFERRED TRACKS:** Fire.
SALES: Moderate in all regions.

12 LOVERBOY • KEEP IT UP • COLUMBIA
ADDS: None. **HOTS:** WOUR, KAZY, WKLS, WSKS, WPLR, WCCC, WBLM, KBPI, KMET. **MEDIUMS:** WMMS, WYFE. **PREFERRED TRACKS:** Queen, Hot.
SALES: Good to moderate in all regions.

— **ERIC MARTIN BAND • SUCKER FOR A PRETTY FACE • ELEKTRA**
ADDS: None. **HOTS:** None. **MEDIUMS:** WOUR, WMMS, WKLS, WSKS, WPLR, WCCC, WBLM. **PREFERRED TRACKS:** Title.
SALES: Fair in all regions.

44 THE MOODY BLUES • THE PRESENT • THRESHOLD
ADDS: None. **HOTS:** WOUR, WMMS, KAZY, WSKS, WPLR, WCCC. **MEDIUMS:** WKLS, WBLM, WYFE, KBPI. **PREFERRED TRACKS:** Wheel.
SALES: Major breakouts in all regions.

8 STEVIE NICKS • THE WILD HEART • MODERN
ADDS: None. **HOTS:** WOUR, WKLS, WSKS, WCCC, WBLM, WYFE, KMET. **MEDIUMS:** WMMS, KAZY, WPLR, KBPI. **PREFERRED TRACKS:** Anyone, Stand.
SALES: Good in all regions.

9 ROBERT PLANT • THE PRINCIPLE OF MOMENTS • ES PARANZA
ADDS: None. **HOTS:** WOUR, WMMS, WKLS, WSKS, WPLR, WCCC, WBLM, KMET. **MEDIUMS:** WYFE. **PREFERRED TRACKS:** Log.
SALES: Good in all regions.

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

17 QUIET RIOT • METAL HEALTH • PASHA
ADDS: None. **HOTS:** WKLS, WSKS, WPLR, KMET. **MEDIUMS:** WOUR, WMMS, WCCC, WBLM. **PREFERRED TRACKS:** Noize.
SALES: Good to moderate in all regions.

— **DANNY SPANOS • PASSION IN THE DARK • EPIC**
ADDS: None. **HOTS:** KAZY, WKLS, KMET. **MEDIUMS:** WOUR, WMMS, WSKS, WPLR, WCCC, WBLM. **PREFERRED TRACKS:** Cherie.
SALES: Fair in all regions.

— **THE MICHAEL STANLEY BAND • YOU CAN'T FIGHT FASHION • EMI AMERICA**
ADDS: KMET, KBPI, WSKS. **HOTS:** WOUR, WMMS, WKLS. **MEDIUMS:** WPLR, WCCC, WBLM, WYFE. **PREFERRED TRACKS:** Town.
SALES: Moderate in Midwest.

29 THE STRAY CATS • RANT N' RAVE • EMI AMERICA
ADDS: None. **HOTS:** WOUR, WMMS, KNAC, KAZY, WKLS, WSKS, WPLR, WCCC, KBPI, KMET. **MEDIUMS:** WBLM. **PREFERRED TRACKS:** Sexy.
SALES: Good to moderate in all regions.

23 TALKING HEADS • SPEAKING IN TONGUES • SIRE
ADDS: None. **HOTS:** WOUR, KNAC, WKLS, WSKS, WCCC, WBLM, KMET. **MEDIUMS:** WMMS, WPLR, KBPI. **PREFERRED TRACKS:** Burning.
SALES: Good to moderate in all regions.

27 BONNIE TYLER • FASTER THAN THE SPEED OF NIGHT • COLUMBIA
ADDS: None. **HOTS:** WOUR, WMMS, KAZY. **MEDIUMS:** WKLS, WPLR, WBLM, KBPI. **PREFERRED TRACKS:** Total.
SALES: Good to moderate in all regions.

30 STEVIE RAY VAUGHAN • TEXAS FLOOD • EPIC
ADDS: None. **HOTS:** KNAC, WKLS, WCCC, KMET. **MEDIUMS:** WOUR, WBLM, KBPI. **PREFERRED TRACKS:** Pride, Struck
SALES: Fair in all regions.

Greenwich Village Jazz Fest: Clubs Happier Than Sponsor

(continued from page 5)

"On the whole it wasn't that hard for us to get together and co-promote," said Liepolt, who also books the club Sweet Basil. "Of course, you always have the odd one, but it also depends on how happy they are with their own situation. But generally we got on pretty well."

James Browne, assistant coordinator for the Festival, also saw long-term benefits for club owners as a result of the cooperative venture. "The Festival has in many ways created a lot more comradeship among owners," he said. "For some of the younger owners, there's now a sense of tradition, and some of them are honored to be part of a scene with legendary club owners like Max Gordon. Clubs tend to come and go, but now the younger owners have the idea that you can do this thing for a lifetime."

Both Browne and Liepolt credited stronger publicity campaigns and a greater willingness on the part of the New York press to cover the Festival this year with improving attendance. "Publicity was good last year and better this year," said Liepolt. "Poster distribution was much better this year — we got 10,000 of them up — and it had a big impact. Of course, there were many more stories in the newspapers this year, and that kind of coverage has an impact."

Little News Coverage

Somewhat less pleased about the newspaper coverage was Graham Walsh, vice president and director of marketing for Dewar's "White Label," who sponsored the Festival. "The media response was far more successful this year," said Walsh, "but I would admit to a certain frustration from our own selfish viewpoint for brand exposure. The irony of it is that if we put together an event called 'The Dewar's 'White Label' Jazz Festival,' I'm guaranteed brand name exposure. But I can buy it cheaper on a billboard. The idea behind sponsoring an event like this is that it should allow you to project an identity. Out of respect for jazz in the Village, we took a low-key, soft-sell. The result was that the media ignored us."

Walsh added that the idea behind tying to an event like the Festival is identifying Dewar's "White Label" with a certain lifestyle. "Promotion offers greater fine tuning of image than advertising," he said. "We think we're in a long-term business and that Dewar's is as much a fashion accessory as it is a drink. So the communication is much more subtle and long-term. There's no awesome difference between products: it's personality. We remain con-

vinced that music promotion is a valid assumption, but this (being passed over in press coverage) has given us extreme pause about repeating the exercise."

While he agrees that Dewar's did not get a polite treatment from the press, Browne feels the company still benefited. "For all their disappointment they still got a lot out of it," he said. "And we did the work, not them. Plus the commitment does seep in — people do make an association after a while when a company is putting bread up for something they like. In promoting the Festival, we always stressed that it was important for Dewar's to get plugged," he added. "Look, I haven't seen my name connected with this thing in print, either."

Continued Involvement

Whatever second thoughts Dewar's may be having about the Festival, Walsh added that the firm will continue its involvement with music, and is underwriting a series of lectures and demonstrations at Carnegie Hall featuring Michael Tilson Thomas and Billy Taylor.

Browne admits that the Festival "could not be done in the same way without a sponsoring an event like this is that it because of the posters, and everybody wanted a T-shirt. All of that costs money, and if it had to come from the club owners, they simply couldn't do it." He remains optimistic that Dewar's will continue its involvement with the Festival next year.

Participating clubs were: The Blue Note, Bradleys; The Cookery; Lush Life; The Other End; Seventh Avenue South; Sweet Basil; The Village Corner; The Village Gate; The Village Vanguard; Fat Tuesday's; Greene Street; and S.O.B.'s.



CHET WAITS, STAN GETZ — Saxophonist Stan Getz (l) and trumpeter Chet Baker recently recorded their first album together in 25 years. The LP, "Line For Lyons," was recorded during a tour of Europe early this year, and will be released in the fall on the Sonet label.

TOP 30 ALBUMS

	Weeks On 9/10 Charts		Weeks On 9/10 Charts
1 IN YOUR EYES GEORGE BENSON (Warner Bros. 9 23744-1)	1	14	
2 CITY KIDS SPYRO GYRA (MCA-5431)	2	8	
3 MR. NICE GUY RONNIE LAWS (Capitol ST-12261)	3	8	
4 TRAVELS PAT METHENY GROUP (ECM 23791-1)	4	14	
5 INDIVIDUAL CHOICE JEAN-LUC PONTY (Atlantic 7 80098-1)	7	4	
6 JARREAU (Warner Bros. 9 23801-1)	6	23	
7 THINK OF ONE . . . WYNTON MARSALIS (Columbia FC 38641)	5	12	
8 THE GENIE THEMES & VARIATIONS FROM THE TV SERIES "TAXI" BOB JAMES (Columbia FC 38678)	9	21	
9 LOW RIDE EARL KLUGH (Capitol ST-12253)	8	21	
10 THIRD GENERATION HIROSHIMA (Epic FE 38708)	10	6	
11 FUTURE SHOCK HERBIE HANCOCK (Columbia FC 38814)	13	3	
12 FRIENDS LARRY CARLTON (Warner Bros. 9 23834-1)	11	12	
13 STAR PEOPLE MILES DAVIS (Columbia FC 38657)	15	18	
14 INVITATION JACO PASTORIUS (Warner Bros. 9 23876-1)	18	3	
15 MIRAGE A TROIS THE YELLOWJACKETS (Warner Bros. 9 23813-1)	16	18	
16 THE HUNTER JOE SAMPLE (MCA 5397)	12	23	
17 ISLAND BREEZE ERIC GALE (Musician/Elektra 9 60198-1)	17	5	
18 PASSION, GRACE & FIRE JOHN McLAUGHLIN, AL DI MEOLA, PACO DeLUCIA (Columbia FC 38645)	21	10	
19 JOURNEY TO A RAINBOW CHUCK MANGIONE (Columbia FC 38686)	20	14	
20 LES FLEURS RAMSEY LEWIS (Columbia FC 38787)	14	12	
21 DREAM OF TOMORROW LONNIE LISTON SMITH (Doctor Jazz/CBS FW 38447)	24	25	
22 AUTUMN GEORGE WINSTON (Windham Hill C-1012)	23	23	
23 STEPS AHEAD (Musician/Elektra 9 60168-1)	19	20	
24 GENTLE FIRE WILTON FELDER (MCA-5406)	22	8	
25 THE BEST IS YET TO COME GROVER WASHINGTON, JR. (Elektra 9 60215-1)	27	41	
26 SOARING FREE FLIGHT (Palo Alto PA 8050-N)	26	4	
27 LIGHT BLUE: ARTHUR BLYTHE PLAYS THELONIOUS MONK ARTHUR BLYTHE (Columbia FC 38661)	30	11	
28 MORE THAN A FEELIN' KOINONIA (Breaker BR 9946)	28	2	
29 DECEMBER GEORGE WINSTON (Windham Hill C-1025)	29	40	
30 LOVE SURVIVES JAY HOGGARD (Gramavision/PolyGram GR8204)	25	13	

ON JAZZ

HISTORY MUST BE MEANINGLESS — It was dismaying to see a recent piece in the *Village Voice's Jazz Supplement* on the record business that managed to dismiss independent labels by characterizing them as being owned by ego maniacal con artists. As regards the commitments of major labels to jazz, the article's author somehow failed to notice that they are usually the last to know and the first to go as far as developing the music goes. The history of jazz on record was captured by the independents, with the vast majority of the music's premier innovators debuting on small specialized labels. It's difficult to imagine the recorded legacy of jazz without the work Savoy and Dial did during the bebop era, or the work of Contemporary chronicling the development of the West Coast scene of the late-fifties and early-sixties. In today's musical era, Chicago's Nessa and Delmark labels were the unsung heroes when it was time to record the work of the Association for the Advancement of Creative Music (AACM). To portray these labels as avaricious is to do them a disservice. Most of the small labels on the scene today are owned by music lovers who are fighting daily for the survival of their businesses, and at the same time guaranteeing us a continued legacy by recording important American music.

AMERICAN CLAVE DEVELOPS AN EDGE — One small independent that has staked out its own little corner of the world is New York's American Clave Records. Since the label's inception in '81, Clave and its owner **Kip Hanrahan** have managed to commit some of the underground currents running through Manhattan onto vinyl, and usually with outstanding results. Among American Clave's first releases were recordings by composer/producer **Teo Macero**, Latin percussionist/bandleader **Jerry Gonzalez**, and Soho noise/art band **DNA**. In addition, Hanrahan released his own album, "Coup de Tete," which featured a grand synthesis of New York musicians including **Carla Bley**, **Billy Bang**, **Chico Freeman**, **Daniel Ponce**, **Arto Lindsay**, **Bill Laswell**, and **Jamaaladeen Tacuma**. Poor financing and distribution did little to further the exposure of projects undertaken by Clave, although the label's releases received generally excellent critical notices. Now Hanrahan's next batch of projects is about to come to fruition: his second album, "Desire Develops An Edge," which features **Jack Bruce** on bass and lead vocals, will be released this fall as an LP-plus-EP package; and a second project, "Conjure: Music for the Texts of **Ishmael Reed**" will have a one-time-only performance at New York's Public Theatre on September 19. Although conceived and directed by Hanrahan, the project is a group effort featuring compositions by **Taj Mahal**, **David Murray**, **Steve Swallow**, **Allen Toussaint**, **Carla Bley**, **Lester Bowie** and Hanrahan, composed for a Latin/jazz/blues/Italian-oriented music group. With the exception of Bley and Bowie, each composer will conduct their own composition at the performance, with Bowie's chores being handled by cornetist **Olu Dara**. Queried about the project, Hanrahan told us that he had met Reed several years ago, and that the pair had collaborated on a screenplay for a film that was to star **Cecil Taylor** but was never made. "Almost all the musicians I've spoken to about Ishmael love his stuff," said Hanrahan, "and eventually I started sending copies of some of his poems out to musicians, asking them if they'd write music. I finally came through with some money this summer, so we're doing the concert and an album." As for the inclusion of New Orleans

(continued on page 32)

Palo Alto Is Poppin' . . .



FREE FLIGHT
SOARING PA 8050-N

LINDA HOPKINS
HOW BLUE CAN YOU GET PA 8034-N

RICHIE COLE/
BOOTS RANDOLPH
YAKETY MADNESS PA 8041-N

SHEILA JORDAN
OLD TIME FEELING PA 8038-N

MARVIN STAMM
STAMPPEDE PA 8022-N

PALO ALTO RECORDS 755 Page Mill Rd., Palo Alto, CA 94304 (415) 856-4355
A DIVISION OF BENHAM MANAGEMENT INTERNATIONAL

Scholarship Program Established To Honor Memory Of Welk Exec Bill Hall

NASHVILLE — A committee of prominent persons from the music industry has established a scholarship program to honor the memory of William G. (Bill) Hall. The scholarship will be presented to the Belmont College (Nashville) Business department to be awarded to a qualified rising sophomore seeking a music business degree. The chosen student will receive a full scholarship available for three years and renewable yearly.

Hall, former vice president and Nashville division manager of the Welk Music Group and a founding director of Compleat Entertainment Corporation, was a staunch advocate of education. Hall's long time friend and business associate, Charles Fach, commented, "Bill Hall was unusual in that he had tremendous 'street sense' as well as a high degree of education. Bill was a great believer in education and was proud that every member of his family graduated from college despite humble beginnings."

A graduate of Lamar University in Beaumont, Texas, Hall began a successful music career in Texas and was George Jones' first manager. Several of his early productions are still recognizable by both the public and the industry: George Jones' "Why Baby Why" (1955), The Big Bopper's "Chantilly Lace" (1958), and Johnny Preston's "Running Bear" (1960) are classics.

In 1961, Hall and Jack Clement formed Gulfcoast Studios in Beaumont. Among the first hits produced by the pair were Dickey Lee's "Patches" on the Smash label and "Laurie" on Hall's own label, T.C.F. Hall

Records. The two producers also formed Hall-Clement Publications in 1962 and signed Jerry Foster and Bill Rice as its first songwriters.

Hall moved to Nashville in 1967 and continued his partnership with Clement until the two separated their companies in 1973. Hall retained the Hall-Clement and Jack & Bill catalogs until 1975 when he sold the Hall-Clement group to Welk. He also took an administrative position with Welk.

Besides his Welk activities, which continued until his death earlier this year, Hall worked as Don Williams' music publisher and unofficial manager and as manager of American Cowboy Music, the Statler Brothers' publishing company.

The first fundraiser for the scholarship will be a block party on Thursday, September 15, on Music Circle South in front of the SESAC building from 5-9 p.m. A \$5 minimum donation is requested for the fund.

Those wishing to mail contributions to the fund should make checks payable to Belmont College, noted as being for the William G. Hall Music Business Scholarship Fund. Contributions may be mailed to Charles Fach at Compleat Entertainment Corp., 21 Music Circle East, Nashville, TN 37203.

Members of the scholarship committee include: BMI Vice President Frances Preston and Welk Music Group writer Bob McDill (co-chairmen), Dr. William E. Troutt, President of Belmont College; Fach, President of Compleat Entertainment; Jack Jacques, Jacques-Miller, Inc. and Robert E. Mulloy, Belmont College.



AN EPIC FIRST — Epic Records recording artist Ricky Scaggs was recently honored for landing two gold albums in his first two years with the label. Gold awards were presented to Scaggs at a party to mark the first time in the label's history that this fete had been accomplished by a new artist. Pictured after the presentation are (l-r): Chip Peay, Scaggs' manager; Bonnie Garner, director, A&R, CBS Records Nashville; Roy Wunsch, vice president, marketing, CBS Records Nashville; Sharon Scaggs; Scaggs; Rick Blackburn, senior vice president and general manager, CBS Records Nashville; and Joe Casey, vice president, national promotion, CBS Records Nashville.

This Week In Country Music Scheduled To Premiere

NASHVILLE — The new half-hour weekly country music syndicated television series "This Week In Country Music" should premiere on television stations which have signed for the series during the weekend of September 16. More than 125 stations have already been signed, according to Jim Owens, president of Jim Owens Television, Inc., and producer of the series.

The number of stations signed make the

program available to at least 55% of the total television viewing audience nationwide and, said Owens, the series should be available to around 70% of possible viewers by January, 1984.

With survey research information from Cash Box, TWICM will also present a countdown of the current week's Top Ten records. Co-hosts Lorianne Crook and Charlie Chase will conduct interviews for the program with such country music superstars as Barbara Mandrell, Loretta Lynn, Ronnie Milsap and Jerry Reed.

A HIT IN EVERYONE'S EYES...



Featuring the #1 smash single,

"I'M ONLY IN IT FOR THE LOVE"

MCA-52231

and John's new single,

"IN MY EYES"

MCA-52282

THE COUNTRY MIKE

PROMOTIONS — **WGAP**/Merryville, TN, in cooperation with Record Bar, is offering a trip for two to West Palm Beach, FL for three nights. In order to win the trip listeners are required to list in order the proper **Ronnie Milsap** song titles from a collage of music aired on the station from time to time. "Keyed Up" satin jackets will be awarded to three runners-up . . . To coincide with **Louise Mandrell's** current single "Too Hot To Sleep," **KRRV**/Alexandria, LA is asking listeners "What do you do when it's Too Hot To Sleep?" giving them an opportunity to write in and give their solution. The grand prize winner will receive a Hunter ceiling fan valued at approximately \$300. Other prizes include cassettes of the current single and Louise Mandrell posters . . . **J.B. Miller**, morning man at **WGNT**/Huntington, has been chosen as a judge for the 6th



MOVING ON UP — Team Records artist **Big Al Downing (I)** and producer **Rayn Baker** express their satisfaction upon completing tracks for Downing's second LP which is scheduled for release in the Fall.

International Whistle-Off contest scheduled for the weekend of Sept. 24-26 in Carson City, NV. The Whistle-Off is open to any individual, group or family who can whistle a tune with some degree of skill without the aid of a musical apparatus of any sort in their mouth. Miller will be offering live radio reports from the event throughout the weekend on **WGNT** as well as a special morning show on Monday, Sept. 26, with the winning whistler as a guest. **STATION PROFILE** — **KCJB**/Minot, ND is a 5,000 watt directional daytime, 1,000 watt directional nights, country station which covers approximately 1150 square miles at 910 KHZ. The station prides itself on being a full-service country station . . . strong news, weather, and sports programs with an extremely heavy commercial load. **Chet Relten** is owner of the station, **Rod Romine** is general manager, **Mark Ess**, is program director and **Jay Davis** serves as music director. The station lineup is as follows: **Doc James**, 6 a.m.-10; **Dawn Garrison**, 10-2 p.m.; **Ess**, 2-6; **Joe Wickman**, 6-10; **Lynn Dayton**, 10-2 a.m.; **Jim Bradley**, 2-6 and **Joe Schmaltz** and **Bill Barnett** fill in on the weekends. Big K, Inc., a local corporation, owns **KCJB** as well as four television stations in ND and two radio stations.

ARTIST APPEARANCES — **KVOO**/Tulsa recently held its annual appreciation show at the Tulsa fairgrounds. Compleat recording artists **The Cannons** were the featured performers. This year's show drew the biggest crowd ever, estimated at 10,000 . . . **Dave Hensley** of **WMTZ**/Augusta, GA recently reported a good deed by an artist that deserves recognition. Alliance Records' **Johnny Rowland** was visiting **WPNX**/Columbus when he was approached by Hensley via phone to do an interview. Rowland then traveled 300 miles on his motorcycle to **WMTZ** to do a 10-minute interview only to turn around and travel 300 miles back!!

STATION CHANGES — **Stan Roberts** is now morning man at **WDLW**/Boston. Roberts came from **WKZE**/Cape Cod where he handled afternoon drive . . . **Morris James** has taken the position of news director for **KBRQ AM & FM**/Denver. His prior experience includes assignment editor/reporter for **KYTV**/Springfield and news director at **KTTS**/Springfield . . . **John Ogle** is now news director at **WMZQ**/Washington, D.C. Prior to this, Ogle has held positions at **WIN**/New York, **WNEW-FM**/New York, and **WPIX-FM**/New York.

International Whistle-Off contest scheduled for the weekend of Sept. 24-26 in Carson City, NV. The Whistle-Off is open to any individual, group or family who can whistle a tune with some degree of skill without the aid of a musical apparatus of any sort in their mouth. Miller will be offering live radio reports from the event throughout the weekend on **WGNT** as well as a special morning show on Monday, Sept. 26, with the winning whistler as a guest.

STATION PROFILE — **KCJB**/Minot, ND is a 5,000 watt directional daytime, 1,000 watt directional nights, country station which covers approximately 1150 square miles at 910 KHZ. The station prides itself on being a full-service country station . . . strong news, weather, and sports programs with an extremely heavy commercial load.

PROGRAMMERS PICKS

Johnny Steele	KVEG /Las Vegas	Don't Count The Rainy Days — Michael Murphey — Liberty
J.D. Cannon	WFMS /Indianapolis	Let's Find Each Other Tonight — Jose Feliciano — Motown
Tim Williams	KOKE /Austin	Tennessee Whiskey — George Jones — Epic
Doc Holaday	WDAK /Columbus	Tell Me A Lie — Janie Fricke — Columbia
Terry Slane	WIRK /West Palm Beach	Tennessee Whiskey — George Jones — Epic
Rick Stewart	KRAK /Sacramento	Holding Her And Loving You — Earl Thomas Conley — RCA
Scott Jeffries	KXXY /Oklahoma City	Dixie Dreaming — Atlanta — MDJ
Kevln Herring	WWWW /Detroit	A Little Good News — Anne Murray — Capitol
Bill Corey	KYNN /Omaha	Tell Me A Lie — Janie Fricke — Columbia
Duncan Stewart	WDLW /Boston	Holding Her And Loving You — Earl Thomas Conley — RCA
John Austin	KHEY /El Paso	Don't Count The Rainy Days — Michael Murphey — Liberty
Lee Manning	WCMS /Norfolk	Tell Me A Lie — Janie Fricke — Columbia
Richard Kaye	KVOO /Tulsa	Lovers On The Rebound — James and Michael Younger — MCA
Janet Bozeman	WJKZ /Nashville	Loving You Hurts — Gus Hardin — RCA
Nick Upton	KSON /San Diego	Don't Count The Rainy Days — Michael Murphey — Liberty

COUNTRY RADIO HIGHLIGHTS

- WDGY** — MINNEAPOLIS — **GARY STONE** — #1 — **C. PRIDE**
ADDS: T. Gibbs, Sylvia, M. Murphey, A. Murray, J. Glaser
- WPXK** — WASHINGTON, D.C. — **BOB COLE** — #1 — **C. PRIDE**
ADDS: L. Greenwood, Exile, K. Taylor-Good, A. Murray, J. Glaser, E.T. Conley
- WDAF** — KANSAS CITY — **STEPHANIE PFLUM** — #1 — **C. PRIDE**
ADDS: Bellamy Brothers, Sylvia, L. Everette
- WKMF** — FLINT — **LEE PHILLIPS** — #1 — **J. CONLEE**
ADDS: Bellamy Brothers, The Whites, M. Murphey, E.T. Conley, K. Taylor-Good, Atlanta, Exile
- KMML** — AMARILLO — **DUGG COLLINS** — #1 — **C. PRIDE**
ADDS: M. Gilley, J. Fricke, Wickline, A. Murray, J/M Younger, R. Reno, Bandana, B. Henderson

SINGLES REVIEWS

OUT OF THE BOX

LARRY GATLIN & THE GATLIN BROTHERS BAND (Columbia 38-04105)
Houston (Means I'm One Day Closer To You) (2:54) (Larry Gatlin Music — BMI) (L. Gatlin) (Producers: J. Crutchfield/L. Gatlin)

Gatlin & Brothers take a decided turn away from the gospel-tinged harmonies and sophisticated stance on lyrics and arrangements to take a bright turn around a two-step Western Swing number. There's steel and fiddle and, betcha, a lot of singalong. The lyrics are simple; the music, surprisingly traditional. The reaction from country music lovers should be as big as Texas.



FEATURE PICKS

- NITTY GRITTY DIRT BAND** (Liberty B-1507)
Dance Little Jean (3:12) (Unami Music — ASCAP) (J. Ibbotson) (Producer: N. Putnam)
- RANDY PARTON** (RCA PB-13608)
A Stranger In Her Bed (2:56) (G.I.D. Music Inc. — ASCAP/Royal Haven Music Inc. — BMI) (B. Shore, D. Wills, B. Mevis) (Producer: S. Gibson)
- RANDY WRIGHT** (MCA-52273)
There's Nobody Lovin' At Home (2:27) (Bibo Music Publ./Vogue Music, c/o The Welk Music Group/Chappell & Co., Inc. — ASCAP/BMI) (T. Rocco, K. Chater, C. Black) (Producer: E. Kilroy)
- MASON DIXON** (Texas TX-5502)
Every Breath You Take (3:01) (Magnetic Publ. Ltd. Admin. by Illegal Songs, Inc. — BMI) (Sting) (Producer: D. Schafer, R. Dixon)
- SAVANNAH** (Mercury 814 360-7)
Backstreet Ballet (3:08) (Lowery Music Co., Inc./Holly-Bee Music — BMI) (J. Willis, G. Willis, S. Limbo) (Producer: S. Limbo, S. Maclellan)

CHARLIE MOAK (Life Force 1000)
You Can't Hurt Me Any More (2:26) (Hookline & Thinker Music/Majic Trolley Music — BMI) (D. A. Sanders) (Producer: K. Laxton)

NEW AND DEVELOPING



KATHY MATTEA (Mercury 814 375-7)
Street Talk (2:42) (Criterion Music Corp./Space Case Music — ASCAP) (R. Whiteway/L. Domann) (Producers: Rick Peoples/Byron Hill)

A driving number rooted in country, but brought up in urbanity, Mattea delivers a controlled intensity to get the point across: She knows the score when it comes to the backdoor stunts pulled by her man. It's mass appeal for the young adult demographics.

ALBUM REVIEWS

OVER EASY — **Terri Gibbs** — **MCA 5443** — Producers: **Rick Hall/Walt Aldridge/Johnny Sandlin** — List Price: 8.98 — Bar Coded

The first cut on Gibbs' new album is already on its way. "Anybody Else's Heart But Mine" is an excellent showpiece for her distinctive voice. Two blues classics are given totally revamped stylings ("Steal Away" and "Tell Mama") which in no way resemble the originals by Jimmy Hughes and Etta James. "Every Home Should Have One," a recent pop success, likewise gets a good workout from Gibbs. While the upbeat approach of several tunes is handled well, it is on the ballads that Gibbs' vocals get the most from the lyrics and arrangements. The sax work on "I Can't Resist" is a perfect complement to the voice of a piano lounge gone bigtime. Gibbs tells the story of two young lovers in "Bells" with a directness which easily reveals a secret. The purest country tune on the album, "I Just Don't Love You, That's All," written by Roger Miller, also deserves airplay. Overall, a well-balanced effort to rejuvenate the success of Gibbs.

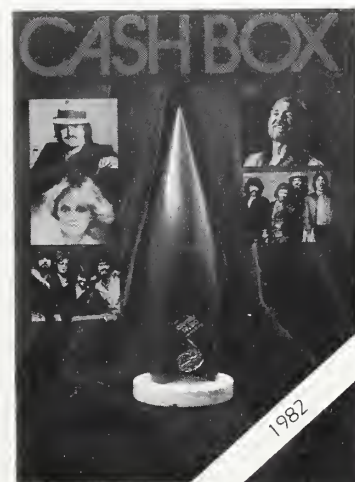
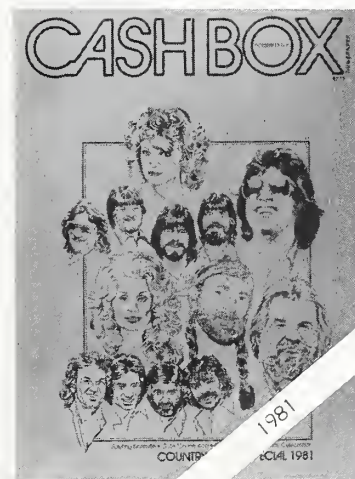
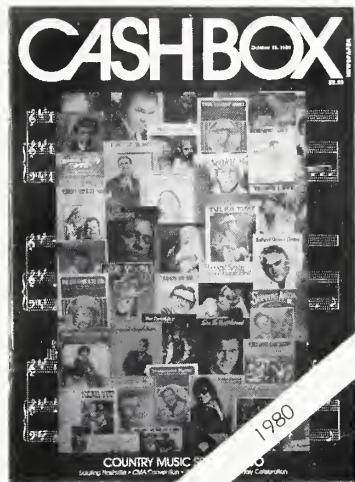
REMEMBER THESE GREAT ISSUES?

In 1978,
CASH BOX published
the most comprehensive
and authoritative
Country Music Special
in the history of
the recording industry—
and each year
our coverage has been
the most highly
acclaimed.
Well...

THE BEST IS YET TO COME!

This year,
in step with Country
Music's spectacular
impact on radio,
television, films
and records, CASH BOX
presents the ultimate
salute to Nashville—
COUNTRY MUSIC 1983.

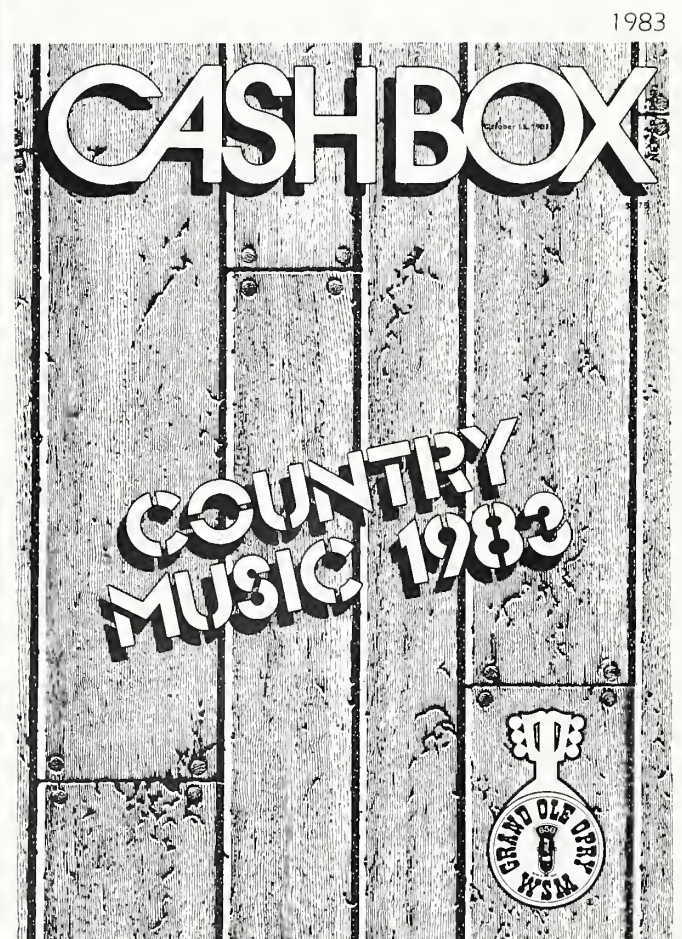
A stunning tribute
to the artists, labels,
publishers, DJs and,
of course, songs that
are making history
in Nashville.
COUNTRY MUSIC 1983
is the perfect vehicle
for your advertising
message



Reserve ad space now
for bonus distribution
at **COUNTRY MUSIC WEEK**
in Nashville:
October 10-15.

Advertising Deadline:
September 30.

Issue Date:
October 15



CONTACT

JIM SHARP
21 Music Circle East
Nashville, TN 37203
615 • 244-2898

J.B. CARMICLE
6363 Sunset Boulevard
Suite 930
Hollywood, CA 90028
213 • 464-8241

MARTIN BILLIG
1775 Broadway
New York, NY 10019
212 • 586-2640

TOP 15 ALBUMS

Spiritual

	Weeks On Chart
1 JESUS I LOVE CALLING YOUR NAME SHIRLEY CAESAR (Myrrh MSB-6721) Open	1 12
2 ROUGH SIDE OF THE MOUNTAIN F. C. BARNES AND REV. JANICE BROWN (Atlanta International Records 10059) Open	2 18
3 PEACE BE STILL VANESSA BELL ARMSTRONG (Onyx/Benson R 3631) Title Cut	3 23
4 YOU BROUGHT THE SUNSHINE THE CLARK SISTERS (Sound of Gospel SOG 132) Title Cut	5 45
5 LORD, YOU KEEP ON PROVING YOURSELF TO ME FLORIDA MASS CHOIR (Savoy SGL 7078) "Be Ye Steadfast"	6 24
6 FEEL THE SPIRIT THE WILLIAMS BROTHERS (Myrrh MSB-6745) Open	8 3
7 THE JOY OF THE LORD IS MY STRENGTH DOUGLAS MILLER AND THE TRUE WAY CHOIR (Gospearl Records PL-18008) "Pass Me Not"	4 35
8 LEAD ME THE JACKSON SOUTHERNAIRS (Malaco 4383) Open	7 21
9 I'LL RISE AGAIN AL GREEN (Myrrh MSB-6747) Open	13 2
10 HEAR MY VOICE RANCE ALLEN GROUP (Myrrh 6737) Open	9 12
11 WHEN IT RAINS IT POURS F. C. BARNES AND SISTER JANICE BROWN (Atlanta International Records 10041) Open	10 22
12 UNCLOUDY DAY MYRNA SUMMERS (Savoy SL 14594) Open	— 1
13 I FEEL LIKE GOIN' ON KEITH PRINGLE (Hope Song HS-2001) Title Cut	12 20
14 PRAYER AND FAITH KEITH PRINGLE AND THE PENTECOSTAL COMMUNITY CHOIR (Savoy SL-14719) Open	— 1
15 JAMES CLEVELAND AND THE CLEVELAND SINGERS (Savoy 7080) Open	11 13

Inspirational

	Weeks On Chart
1 MORE THAN WONDERFUL SANDI PATTI (Impact R 3818) Title Cut	4 13
2 MORE POWER TO YA PETRA (Star Song SSR0045) Open	2 35
3 WALL OF GLASS RUSS TAFF (Myrrh MSB 6706) "We Will Stand"	3 9
4 AGE TO AGE AMY GRANT (Myrrh MSB-6697) Open	1 70
5 MICHAEL W. SMITH PROJECT (Reunion RRA0002) "Great Is The Lord"	7 14
6 LEGACY BENNY HESTER (Myrrh MSB-6704) Open	6 5
7 PASSIN' THE FAITH ALONG THE NEW GAITHER VOCAL BAND (Dayspring DST-4102) "No Other Name But Jesus"	5 13
8 I PUT AWAY MY IDOLS DION (Dayspring DST 4109) "Day Of The Lord" Open	9 19
9 COUNT THE COST DAVID MEECE (Myrrh MSB-6744)	10 3
10 PEACE IN THE VALLEY B. J. THOMAS (Myrrh MSB-6710) "Pray For Me"	8 35
11 LEGACY MICHAEL CARD (Milk & Honey MH01045) Open	12 2
12 MORE MYLON LEFEVRE & BROKEN HEART (Myrrh MSB 6753) Open	13 2
13 LIVE EXPERIENCE LEON PATILLO (Myrrh MSB-6728) Open	— 1
14 I ONLY WANT TO SEE YOU THERE KEITH GREEN (Sparrow SPR-1066) Open	— 1
15 WHITE HEART (Myrrh/Word MSB 6735) Open	11 14

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



TWISTED THE NIGHT AWAY — Atlantic recording group Twisted Sister recently played to a sold-out house at New York's Beacon Theater before the start of its European tour. Pictured backstage celebrating the band's current success are (l-r): Simo Doe, director of national publicity, Atlantic Records; Andy Denemark, programming manager, NBC's Source network; Jay Jay French, Eddie "Fingers" Ojeda, A.J. Pero and Dee Snider of the group; Danny Buch, associate director of national album promotion, Atlantic Records; Jason Flom, A&R rep, Atlantic Records; and David Fleischman, associate director of national album promotion, Atlantic Records.

14th World Popular Song Fest In October

LOS ANGELES — Twenty-one international finalists have been chosen to participate in the 14th World Popular Song Festival, to be held October 29 and 30 at the 12,000-seat Nippon Budokon Hall in Tokyo. The finalists, who were chosen from a pool of 1,194 applications that were received from 60 countries, represent 16 countries.

The opening day, dubbed International Day, will feature only international participants. The second day, or "Grand Prix Day," will include Japan's entries chosen from the semi-annual All Japan Popular Song Contest. The winner of the Grand Prix will be awarded \$10,000 and a gold medallion. Awards will also be given for outstanding songs and most outstanding performance.

Some of the highlights of the winners scheduled to appear include Michael Laurent from France, who has made many popular hits and is composer of the song, "La Reine de Saba"; The Louise Tucker Project from Holland, whose "Midnight Blues" is currently a hit across America; and Eve Csepregy and Adam Vegvari from Hungary's popular hit group, The Newton Family.

From Italy, the rock group called I Pooh will perform at the WPSF. Crystal, the blind pianist and singer from Mexico, will also appear at the festival.

And from the United States, Sandy Farina, costar with the Bee Gees and heroine in the film, "Sgt. Peppers Lonely Hearts Club Band"; Bobby Caldwell, popular adult-oriented rock singer and songwriter who has the nationwide hit, "What You Won't Do For Love"; and Dee Dee Bridgewater, who appears in the musical "Sophisticated Ladies" will sing "For Once In My Life," written by the late Peter Ivers.

The competition is sponsored by the Yamaha Music Foundation.

Popeye The Sailor Turns 50

LOS ANGELES — Famous Music Publishing is celebrating the 50th anniversary of one of its most famous songs: "I'm Popeye the Sailor Man." Composer/lyricist Sammy Lerner recalls that he had three hours to write an illiterate melody for an illiterate lyric for an illiterate character. Although he did not like the song at first, he is now quite proud of it. "It is known the world over. Everywhere I go I get the VIP treatment," he said.

Florida Man Arrested On Piracy Charges

NEW YORK — An anti-piracy action conducted by agents of the Ft. Lauderdale FBI office last week resulted in the arrest of Oran Lee Pellerin of Lauderdale by the Sea, Florida, on charges of interstate transportation of stolen property. The charge involved alleged pirate compilation cassettes released by History of Country Music and Sunrise Media, Inc., both companies owned by Pellerin, who is also known as Lee Cash.

The arrest followed the delivery that day of an FBI-monitored Florida shipment of 3,000 alleged pirate cassettes entitled "60s Rock, Volumes 1-12" to a local Chicago distributor. Following an FBI request, the distributor turned over 4,189 copies of the compilation, including the monitored shipment. The cassettes featured classic rock hits by such artists as the Beach Boys, Marvin Gaye, Jan & Dean, Martha & The Vandellas, and Elvis Presley.

During a search of Pellerin's home made at the time of his arrest, the FBI seized business records pertinent to his operations together with the alleged master tapes of the History of Country Music compilations. These tapes were the target of earlier FBI raids at locations in New Jersey, Connecticut and Arkansas in May, 1983, resulting in the seizure of almost 500,000 alleged pirate and counterfeit cassettes. Many of the titles seized at that time were on the Sunrise Media label, including "50 Golden Years Of Country Music, Volumes 1-6," "The History of Country Music Presents Various Artists," "Truck Stop," "Country Greats" and "Solid Gold Country, Volume 1."

Prosecutors are now seeking to transfer jurisdiction over Pellerin from Ft. Lauderdale to Tampa, where the investigation into his activities was focused. A removal hearing is scheduled for Sept. 21.

Dorsey/Sinatra Fourth Album Due Soon

LOS ANGELES — "The Tommy Dorsey/Frank Sinatra Radio Years Plus The Historic Stordahl Session," the fourth and last album of the Dorsey collaboration, will be shipped by RCA Records in mid-September. RCA previously released the six record, three volume "The Tommy Dorsey/Frank Sinatra Sessions" which covered the duo's studio sessions and won the 1982 Grammy award for "Best Historical Album."



LEGENDS JOINED — The Mighty Clouds of Joy have teamed up with writer-arranger-producer Freddie Perrin for the group's new album for Myrrh Records, "Hear My Voice." Both the Clouds and Perrin have won Grammys for past efforts, and while the group approached Perrin as a producer in 1976, this will be the first time that the two forces have worked together. Pictured above are (l-r): Johnny Martin, Paul Beasley and Richard Wallace of the group; Perrin; Elmo Franklin and lead singer Joe Ligon of the Clouds.

Eddy Grant

BEVERLY THEATER, L.A. — Eddy Grant played superstar at his recent appearance here, flexing leather-clad musculature at an adoring, dancing, near-to-capacity crowd for two hours. With material ranging from the surprise performance of his "oldies" hit "Baby Come Back" (first on the charts in 1968, when Grant was a member of the integrated pop group The Equals) to the spirited funk of the underground dance classic "Walking On Sunshine," the Ice/EPA recording artist's pop hero stance appeared well-earned.

Grant is often mistakenly identified as a reggae artist, and while the chunka-chunka riddim plays a large part of his repertoire, his band's set showcased a blend of international styles. Grant's fifteen years in the recording business have given him the ability to delve into a pastiche of world-wide pop, although his strength is in the Caribbean- and salsa-based grooves of "Living On The Front Line" and the smash hit "Electric Avenue."

While the former was effective as a soulful crowd-pleaser, with Grant's glittery back-up singers side-stepping in rhythm, it was the latter's furious pace that had theater-goers confused whether Grant was obligingly tossing out the hits to new-found fans, or if he was attempting to build a rock 'n' roll frenzy for the approaching encore. As a result, the song's impact was lost in the turbulence.

Earlier in the evening, Grant and his five-piece band had challenged the Beverly's anxious security by keeping the crowd on its feet with a core of well-crafted pop/reggae numbers, some of which dated from long before his American recording debut. A highlight of that segment was "Hello Africa," which Grant described as "his first record as a solo artist." His ease in involving so many people with an obscure number was testimony to his expertise as a showman.

There nearly was trouble with the evening's pacing when Grant tried a slow number as the rafters started to shake. He strode across the stage in front of a huge Ice Records logo, pleading with a disappointed audience that "they had all night to dance." Grumblyings were heard all through his unexpected bumps and grinds, but a joyous spirit was revived with an awesome funk-walk on "Sunshine." Grant chose the moment to extend the groove, and the universal hopping, skanking rock that he sought on "Electric Avenue" was finally his.

A wardrobe change from black to white leather was the focus of the encore, "Livin' On The Front Line," although Grant was equally impressive with a pyrotechnic display of guitar flash a la Hendrix. With dreadlocks carefully swept back and out of harm's way, Grant bared his teeth for a series of string-picking gyrations, then pranced off while the guitar wailed solo. Perhaps not what one might expect from this gentle Guyanese native, but it served as a startling introduction to his guitar talents.

At one frantic, happy moment, a fan thrust a L.A. Dodgers cap at Grant, who gladly plopped it on his mound of hair. Its ill fit caused him to quip, "Why did you give me a hit record? Now I can't get the hat on!" Well, self-mockery aside, if Grant's head ever gets too big, he only has to look to the exhilaration found in the performance of "Walking On Sunshine" for earthly inspiration.

harry weinger

Altered Images

THE RITZ, N.Y.C. — Altered Images has finally made it over to America, only in somewhat altered form than the one which charmed the MTV and club video screens over a year ago with "Happy Birthday" and "I Could Be Happy." First of all, only two of the original band members — guitarist John McElhone and bass guitarist Tony McDaid — are still supporting vocalist Clare Grogan, who has since become a movie actress via her impressive role in "Gregory's Girl." Second, Grogan has changed her image from a spontaneous, child-like waif to a deliberate, mature young woman both in appearance and performance. Opening the first of two Ritz shows with "Another Lost Look" from the recent third LP "Bite," this change was readily apparent. Mouth watering in a backless black gown, the glamorously coiffed and made-up vocalist beautifully captured the romantic languor of the song, then proceeded directly into "See Those Eyes," the angry cornerstone of last year's "Pinky Blue." Especially coy with the "all she wants to do is tease" line, she nonetheless kept her mystique intact, though her vocal was marred by a shrill echo during each choral climax. This shrillness unfortunately continued after the song, as the volume levels were too high.

Through the remainder of the set, Grogan affected a cool pose which, while appropriate to the new material, would have benefited with some warmth from her earlier gems. When she got around to "I Could Be Happy," she retrieved somewhat her delightful ability to break from a silky, ladylike vocal to expressions of girlish glee. But this seemed pretty much an aberration, as the vulnerability and naivete which were so much a part of her early video charm was rarely present in her too frequent exhortations to dance.

The show's biggest disappointment was the encore. Instead of singing "Happy Birthday" probably the group's most popular song — "Don't Talk To Me About Love" was repeated. It's an excellent song from the new album, but even when Grogan stuck the microphone into the audience a second time for their participation, the gesture brought nothing like the huge response which would surely have greeted "Happy Birthday."

Jim Bessman

Bette Midler

GREEK THEATRE, L.A. — Of all the years waiting to finally see the Divine Miss M, I was so glad to catch her show here at the Greek Theatre, especially since this was her first appearance since her hospitalization earlier this summer.

And what a show! According to several die-hard fans, this year's outing by Bette was the most different. She wasn't so campy as she had been before. In fact, she really seemed quite serious at times and pensive as she reflected her thoughts on how she felt about several songs.

Opening her patchwork-style setting that featured her orchestra behind a slanting walkway, Bette was dressed in a futuristic triangular-skirted dress. But her back-up singers were even more bizarre looking as they were in bright pastel-printed outfits and featured strange looking hairdos. The ladies were quite impressed throughout the show as they changed outfits about as many times as their lead did. They really supported harmony very well and it was even more satisfying to see Bette acknowledge their talents publicly as well.

Seeming so refreshed, Miss M delivered quite a hilarious repertoire of jokes aimed at such subjects as James Watt and "those disgusting Jane Fonda workout records." But the real talent this night were her songs and the settings behind them.

Some of the highlights included her current single "All I Need To Know," her rendition of "Everyone's Gone To The Moon" that featured two E.T.-like dancers in syncopation, and the Marshall Crenshaw-penned tune "You're My Favorite Waste Of Time." Not to overlook her comedy-filled tunes, which were done tastefully, Bette seemed to come across more effectively as well as affectionately with her more serious ballads. She publicly exclaimed that she considered this opening night in LA a very important but self-satisfying one because of her coming home after being on the road for quite some time. And the audience responded as such: Warm and very pleased.

Bette then sang her signature song "The Rose" for one encore and then closed out the sold-out performance with "Friends." And again, people leaving the Greek knew they experienced one of the best shows this past season.

greg leschishin

Hollies

THE BOTTOM LINE, N.Y.C. — It's been 15 years since the original Hollies, less bass guitarist Eric Haydock, sung together, though this was hardly evident at The Bottom Line. All it took was "Just One Look," their second song of a smashing set, to see that they looked as fit as their voices and musicianship.

Joining vocalist Allan Clarke, guitarists and vocalists Graham Nash and Tony Hicks, and drummer Bobby Elliott were new Hollies Alan Costes on guitar, Steven Straud on bass guitar, and Peter Arnesen and Paul Bliss on keyboards. The new players deserve credit not only for maintaining the quality of the classic material but for their help in freshening up the arrangements. Keyboardist Bliss merits special mention for his harpsichord break on "Bus Stop" as well as his songwriting, as he wrote the song, "I Got What I Want," which Clarke lovingly dedicated to Nash.

The set started strong with the recent "Stop In The Name Of Love," first single from the "What Goes Around" reunion LP, then proceeded to cover as much old and new territory as time allowed. Clarke's voice has a little sharper edge to it these days, otherwise it's right out of the '60s. Standing at his side with hands stuck casually in faded jean pockets, Nash squeezed out the reedy high harmonies as if he'd never left. And while Clarke chided him for making the move, an acoustic trio of Nash, Clarke, and Hicks on "King Midas In Reverse" intentionally begged comparison with CSN as it preceded moving renditions of "Wasted On The Way" and "Teach Your Children."

When the band returned, "The Air That I Breathe" proved the evening's vocal highpoint, thanks to the lovely ballad's delicately shaded harmonies, though Hicks' guitar break was equally beautiful. In fact, Hicks' playing, on both guitars and banjo during "Stop, Stop, Stop," was so varied and impeccable throughout the set that when he sang the third lead vocal part on the set-closing "Carrie Anne," the audience immediately cut him off with a spontaneous ovation.

They got another chance to applaud his guitarwork during the final encore "Long Cool Woman," in which he took a long, masterfully constructed solo, perfectly capping what had indeed become a family reunion.

Jim Bessman



HAPPY BIRTHDAY — Atlanta's Video Music Channel recently celebrated its first birthday on the air with a series of live concerts. Pictured above, Dave Edmunds (r) and Mike Greene, general manager of the all-music cable station, blow out birthday candles that were provided at Edmunds' concert.

Rundgren Solo Dates Announced For Southwest

LOS ANGELES — Todd Rundgren, who is completing production of a 90-minute autobiographical TV profile for English television, will embark on a southwestern solo tour in September. He will be at the Bronco Bull in Dallas on the 17th; on the 19th he will play at Z Rock in San Antonio; on the 21st at Cardi's in Houston; and at Cardi's in Austin on the 22nd; on the 24th he will appear at the Civic Center Theatre in El Paso; on the 25th, at the Graham Central Station in Albuquerque; and end up performing at The Palace in Hollywood on the 27th and 28th.

Rundgren's solo gigs involve video effects, songs performed on various acoustic instruments, and a number of surprises. Prior to the dates mentioned above, Todd wowed fans at The Palace in Hollywood, Calif. with a solo show.

CASH BOX

September 17, 1983

AROUND THE ROUTE

by Camille Compasio

"Cliff Hanger," the first laser disc game from Stern Electronics, Inc., will be in shipment by the end of September, according to company prexy **Gary Stern**, who is personally very excited about the new piece. The game is animated and the storyline, a modern day adventure cartoon, focuses on the hero's attempts to rescue the fair lady amidst a variety of obstacles along the way (even car chases). "Cliff Hanger" is "very heavy in physical action," as Gary describes it. It has more action, offers more for the player to do and allows for more control in the play process than anything else on the market, in this game category, he told us. Watch for it! Gary also mentioned that in addition to showing "Cliff Hanger" at the upcoming AMOA convention in New Orleans, Stern hopes to introduce its second laser disc at Expo!

Dateline San Diego, where we spoke with branch manager **Brad King** of Circle International, about an ambitious expansion program that's been underway in Circle's parts department. The project was launched at a recent meeting of parts managers and personnel from the distrib's branch offices and is designed to accommodate distributor and operator

(continued on page 34)

Cinematronics To Hold First Disc Games Service School

LOS ANGELES — Over the last few weeks, the Cinematronics/Starcom sword and sorcery animated laserdisc game "Dragon's Lair" has been the talk of the coin-op industry, both for its technological innovations and its high collections. Unfortunately, because the technology used in the amusement is so new, service people who are used to handling traditional video games, pinball machines, jukeboxes and other coin-op equipment are finding themselves perplexed when the new laserdisc-controlled games break down. To solve

this problem, Cinematronics plans to hold a special four-day service school during late September centering around repairs of the laserdisc device. Conducting the sessions will be Steve Bagby, director of research and design at Cinematronics, and his staff of engineers and technicians. Because the service woes surrounding the "Dragon's Lair" game are so unique, **Cash Box** asked Bagby what operators can do to prevent the machines from going down.

Cash Box: How do you fix a laser-disc

(continued on page 38)

Keenan Resigns Pizza Time Theatre Presidency

LOS ANGELES — Joseph F. Keenan, president and chief operating officer of Pizza Time Theatre Inc. resigned from his post Sept. 7, but will continue as a director and consultant for the company. Keenan's departure as a high-ranking executive comes in the midst of a major reorganization of the Sunnyvale, California-based concern, headed by chairman and chief executive Nolan Bushnell.

Pizza Time Theatres operates a chain of family-style restaurants featuring mini-arcades and automaton, robot characters.

Besides the resignation of Keenan, the restructuring of Pizza Time Theatres, Inc. has seen the creation of three new divi-

sions with new presidents. George F. Hellick, who joined the company early this year, was appointed president of the Chuck E. Cheese restaurant division, the firm's biggest operation. Gene N. Landrum, Pizza Time's senior vice president of development, was just named president of a new eatery chain for teens called Zapp's. Robert Lundquist, vice president of games operations, was tapped by Bushnell to take over the role of president for Sente, Inc., a subsidiary of Pizza Time Theatres which is responsible for developing and manufacturing coin-op amusements. The Senate division is expected to release a number of innovative electronic games within the next few months.

CONTENTS

Industry News	34
Jukebox Programmer	36

COIN MACHINE

INDUSTRY NEWS

AROUND THE ROUTE

(continued from page 33)

customers in securing parts and accessories of all types. With this added service, Circle's parts departments will maintain a complete inventory of parts (from the U.S., Taiwan, Japan, et al) and accessories and provide speedy delivery, meaning by the second day after the order is placed. They will also provide special service for "emergency" situations. A catalog is being prepared and will be available to ops and distribs at no charge. Further information may be obtained by calling the L.A. office at (213) 380-5850 or the San Diego branch at (619) 753-1863.

New Products. Anscot Industries of Detroit, Michigan is currently marketing a new device called "Slug Stoppers," which is a protective measure, especially for street operators, in preventing slugs (pounded nickels, pennies, etc.) from entering cash boxes. The unit is simple to install, comes complete with easy to read instructions and fits most coin acceptors, as explained by company veepee **Marty Lustig**. The complete package of twelve (good for six video games) is economically priced and further information may be obtained by contacting the company at (313) 422-2180. Anscot manufacturers replacement parts for coin-operated video games. The company has been in business for about a year and is located at 18055 James Couzens, Detroit, Michigan 48227.

Following are some of the Bally Midway service schools, being held during the months of September and October, as part of the factory's on-going program of instruction on pins, videos and pin-videos. Initial session in the series was held at Bally Midwest in Livonia, MI on Sept. 8. Birmingham Vending in Birmingham, AL will co-sponsor schools on Sept. 13 & 14; Royal Dist. in Cincinnati, OH, Oct. 11 & 12; and Bally Midwest in Wyoming, MI, Oct. 18. Arrangements for attendance must be made direct with the respective distributors listed.

Rene Lopez, director of customer service at Taito America, conducted a service school (8/31) at Cleveland Coin in Cleveland, which focused exclusively on Taito's newly introduced "Elevator Action" conversion kit. This was the first in a full series of classes to be held in distributor showrooms across the country, to familiarize service personnel with all aspects of the kit.

Along with the expansion of staff over at Loewen America in Franklin Park, IL company prexy **Rus Strahan** is scouting around for a director of sales. He's also working on an agenda for the firm's upcoming distribs meeting in New Orleans, which will take place the day before the opening of AMOA Expo '83.

Boning up. **Bob Norton** of Bally Midway's service staff was in San Diego recently attending the Hitachi laser disc seminar, in preparation for his participation as an instructor in the 9/26-30 Bally Midway service school. The weeklong series will be held at Howard Johnson's O'Hare International in Chicago.

AGMA's Braswell To Appear On Nationwide Radio On September 20

CHICAGO — Glenn Braswell, executive director of The Amusement Game Manufacturers Association, has been invited to appear as the guest on the popular Larry King show, which is heard on 270 radio stations nationwide and has an audience of six million listeners. The subject of Braswell's interview is

one upon which most people in America have an opinion, namely, video games.

The show's format will consist of an hour-long interview by Larry King followed by two hours of call-in comments and questions from all 50 states.

The interview, as noted by Braswell, will

provide a two-fold opportunity: it will enable the industry to put its story before a large national audience, and it will also provide those in the industry with a chance to learn what the public thinks and feels about the popular but sometimes controversial amusement machines.

PLAYER

You create it...

We know that keeping players interested is what keeps you in business. That's why we offer a tremendous variety of quality equipment and always-something-new games that give players what they want and that keep them coming back to you again and again. It's the excitement of new amusement experiences they seek . . . and find with Williams games. And where they find them is where they play and stay.



© 1983, WILLIAMS ELECTRONICS, INC.

INDUSTRY NEWS

Hockey Star Neal Broten Assists In 'Chexx' Promotion

CHICAGO — Hanson Distributing Company of Bloomington, Minnesota recently contracted North Stars' professional hockey player Neal Broten to assist them in their current "I.C.E. Chexx" promotion, which is part of a national campaign that includes

tournament competition in key areas across the country.

Broten, a native of Roseau, Minnesota, was a stand-out hockey player in high school, participating in the state high school hockey tournament and then went on to play hockey at the

University of Minnesota. In his freshman year he scored the winning goal that gave Minnesota the NCAA Championship, and the following year was awarded the Hobey Baker Award which is given annually to the nation's outstanding collegiate hockey player.

SATISFACTION

...with the games we've created!

Games like MOTORACE-USA and FIREPOWER II, our two newest ways to keep players happy.

From down-to-earth . . . to "orbiting" it; from a cross country motorcycle race to outer space; from an upright and cocktail to an action-packed pin; from a fast-paced driving game to multi-ball™ magic; we have the reliability, profitability and variety you need.

We're Williams Electronics and player satisfaction is our ultimate goal.



Williams[®]
ELECTRONICS, INC.

A member of the 1980 U.S.A. Olympic hockey team that defeated the Soviet Union, Broten brought home the gold medal that year. From the University of Minnesota, Broten went straight to the National Hockey League and the Minnesota North Stars, participating in the Stanley Cup Playoffs every year since joining the team. He was elected to the NHL All Star team his second year in the league.

His role in the Hanson "Chexx" promotion will include public appearances at "Chexx" tournaments and promotional spots, challenging matches with "Chexx" players and celebrities and doing autograph sessions in game rooms and other locations.

Kirk McKennon, vice president of Hanson, feels that "Between Neal and Chexx, we're working with a couple of proven winners. Neal is very enthusiastic and seems very eager to work with the Chexx machine. Chexx, on the other hand, has proven to be one of our steadiest products," he continued. "Only now are we seeing our way out of the severe back order situation we found ourselves in with the Chexx machine last winter and spring. We're finding the demand for Chexx once again increasing now that we're getting into the fall and tournament season. We expect both Neal and Chexx to continue to be winners for years to come!"

Bally Midway's 'Discs of Tron' Draws Rave Reviews

CHICAGO — "Discs of Tron," a sequel to last year's hit "Tron" game, is the newest video challenge from Bally Midway, representing a return to the world of the Master Control Program for a new and exciting play experience.

Introducing the concept of the environmental cabinet, Bally Midway has created a new dimension in games that has outstanding player appeal and offers operators the profits of 50 cent play. This innovative cabinet design allows players to get the full "feel" of the game and realize the total potential of the dramatic visual and sound effects.

As reported by Jim Frye, sales manager for Brady Distributing Co. of Charlotte, No. Carolina, the "environmental cabinet" seems to be one of the game's most captivating features thus far and the play theme is "something different" players have been awaiting. Brady had the game on test in one of the largest shopping center mall arcades in the state of Virginia where it drew phenomenal earnings, on a par with "Star Wars" and "Dragon's Lair," over a 6-day period.

"Discs of Tron is bringing in earnings that are comparable to the biggest hits on the market right now," Frye said, a key factor being that it challenges the skill levels and is indeed a "great player's game," he added.

The play theme portrays the depths of a strange new world where players confront the sinister Master Control Program and its arch villain, Sark. Hurling energy discs, the player attempts to defeat his adversary while overcoming ever-increasing challenges enhanced by state-of-the-art visual and sound effects.

New technological advancements in computer hardware and software achieve true 3-D effects in the Discs of Tron playfield with the "feel" and involvement players expect in a video game.

Currently being sampled to distributors across the country, the new model reflects the results of Bally Midway's intensive new market research program. Eighteen weeks of prototype location testing have revealed it to be extremely competitive with top pieces on location, resulting in high incomes and sustained earning power, according to the factory.

THE JUKEBOX PROGRAMMER

* indicates new entry

September 17, 1983

POP

- 1 **THE SAFETY DANCE**
MEN WITHOUT HATS (Backstreet/MCA BSR-52232)
- 2 **EVERY BREATH YOU TAKE**
THE POLICE (A&M 2542)
- 3 **SWEET DREAMS (ARE MADE OF THIS)**
EURYTHMICS (RCA PB-13533)
- 4 **PUTTIN' ON THE RITZ**
TACO (RCA PB-50727)
- 5 **TELL HER ABOUT IT**
BILLY JOEL (Columbia 38-04012)
- 6 **LAWYERS IN LOVE**
JACKSON BROWNE (Asylum 7-69826)
- 7 **MANIAC**
MICHAEL SEMBELLO (Casablanca/PolyGram 812 516-7)
- 8 **DON'T CRY**
ASIA (Geffen 7-29571)
- 9 **(SHE'S) SEXY + 17**
STRAY CATS (EMI America B-8168)
- 10 **CHINA GIRL**
DAVID BOWIE (EMI America B-8165)
- 11 **TOTAL ECLIPSE OF THE HEART**
BONNIE TYLER (Columbia 38-03906)
- 12 **HUMAN NATURE**
MICHAEL JACKSON (Epic 34-04026)
- 13 **PROMISES, PROMISES**
NAKED EYES (EMI America B-8170)
- 14 **KING OF PAIN**
THE POLICE (A&M 2569)
- 15 **SHE WORKS HARD FOR THE MONEY**
DONNA SUMMER (Mercury/PolyGram 812 604-7)
- 16 **TRUE**
SPANDAU BALLET (Chrysalis/CBS VS4 42720)
- 17 **STAND BACK**
STEVIE NICKS (Modern/Atco 7-99863)
- 18 **MAKING LOVE OUT OF NOTHING AT ALL**
AIR SUPPLY (Arista ASI 9056)
- 19 **FAR FROM OVER**
FRANK STALLONE (RSO/PolyGram 815 023-7)
- 20 **HOT GIRLS IN LOVE**
LOVERBOY (Columbia 38-03914)
- 21 **ROCK OF AGES**
DEF LEPPARD (Mercury/PolyGram 812 370-7)
- 22 **AFTER THE FALL**
JOURNEY (Columbia 38-04004)
- 23 **IT'S A MISTAKE**
MEN AT WORK (Columbia 38-03959)
- 24 **IS THERE SOMETHING I SHOULD KNOW**
DURAN DURAN (Capitol B-5233)
- 25 **HOW AM I SUPPOSED TO LIVE WITHOUT YOU***
LAURA BRANIGAN (Atlantic 7-89805)
- 26 **ONE THING LEADS TO ANOTHER***
THE FIXX (MCA 52264)
- 27 **(KEEP FEELING) FASCINATION**
THE HUMAN LEAGUE (A&M 2547)
- 28 **BURNING DOWN THE HOUSE***
TALKING HEADS (Sire 7-29565)
- 29 **I'LL TUMBLE 4 YA**
CULTURE CLUB (Epic 34-03912)
- 30 **BIG LOG***
ROBERT PLANT (Es Paranza/Atlantic 7-99844)

COUNTRY

- 1 **NIGHT GAMES**
CHARLEY PRIDE (RCA PB-13542)
- 2 **HEY BARTENDER**
JOHNNY LEE (Full Moon/Elaktra 7-29605)
- 3 **WHY DO I HAVE TO CHOOSE**
WILLIE NELSON (Columbia 38-03965)
- 4 **DON'T YOU KNOW HOW MUCH I LOVE YOU**
RONNIE MILSAP (RCA PB-13564)
- 5 **FLIGHT 309 TO TENNESSEE**
SHELLY WEST (Warnar/Viva 7-29659)
- 6 **BABE, WHAT ABOUT YOU**
CRYSTAL GAYLE (Warnar Bros. 7-29582)
- 7 **PARADISE TONIGHT**
CHARLY McCLAIN & MICKEY GILLEY (Epic 34-04007)
- 8 **NOBODY BUT YOU**
DON WILLIAMS (MCA-52245)
- 9 **NEW LOOKS FROM AN OLD LOVER**
B.J. THOMAS (Cleveland Int'l/CBS 38-03985)
- 10 **HOW COULD I LOVE HER SO MUCH**
JOHNNY RODRIGUEZ (Epic 34-03972)
- 11 **WILD MONTANA SKIES**
JOHN DENVER/EMMYLOU HARRIS (RCA PB-13562)
- 12 **WHAT AM I GONNA DO**
MERLE HAGGARD (Epic 34-04006)
- 13 **I'M ONLY IN IT FOR THE LOVE**
JOHN CONLEE (MCA-52231)
- 14 **SOMETIMES I GET LUCKY AND FORGET**
GENE WATSON (MCA-52243)
- 15 **SCARLET FEVER**
KENNY ROGERS (Liberty P-B-1503)
- 16 **LADY DOWN ON LOVE**
ALABAMA (RCA PB-13590)
- 17 **LET'S GET OVER THEM TOGETHER**
MOE BANDY & BECKY HOBBS (Columbia 38-03970)
- 18 **TOO HOT TO SLEEP**
LOUISE MANDRELL (RCA PB-13567)
- 19 **HOLD ON I'M COMIN'**
WAYLON JENNINGS & JERRY REED (RCA PB-13580)
- 20 **ISLANDS IN THE STREAM**
KENNY ROGERS & DOLLY PARTON (RCA PB-13615)
- 21 **BREAKIN' DOWN**
WAYLON JENNINGS (RCA PB-13543)
- 22 **THE EYES OF A STRANGER**
DAVID WILLS (RCA PB-13541)
- 23 **BABY I'M YOURS***
TANYA TUCKER (Arista AS 1-9046)
- 24 **A FIRE I CAN'T PUT OUT**
GEORGE STRAIT (MCA-52225)
- 25 **YOU'RE GONNA RUIN MY BAD REPUTATION**
RONNIE McDOWELL (Epic 34-03946)
- 26 **YOU'VE GOT A LOVER***
RICKY SKAGGS (Epic 34-04044)
- 27 **THE WIND BENEATH MY WINGS***
GARY MORRIS (Warnar Bros. 7-29532)
- 28 **GOIN' DOWN HILL**
JOHN ANDERSON (Warnar Bros. 7-29585)
- 29 **HE'S A HEARTACHE**
JANIE FRICKE (Columbia 38-03899)
- 30 **DREAM BABY**
LACY J. DALTON (Columbia 38-03926)

BLACK CONTEMPORARY

- 1 **COLD BLOODED**
RICK JAMES (Gordy/Motown 1687GF)
- 2 **JUST BE GOOD TO ME**
THE S.O.S. BAND (Tabu/CBS ZS4 03955)
- 3 **FREAK-A-ZOID**
MIDNIGHT STAR (Solar/Elaktra 7-69828)
- 4 **DON'T YOU GET SO MAD**
JEFFREY OSBORNE (A&M 2561)
- 5 **I CAN MAKE YOU DANCE (PART I)**
ZAPP (Warnar Bros. 7-29553)
- 6 **TONIGHT I CELEBRATE MY LOVE**
PEABO BRYSON/ROBERTA FLACK (Capitol B-5242)
- 7 **GET IT RIGHT**
ARETHA FRANKLIN (Arista ASI-9034)
- 8 **DEAD GIVEAWAY**
SHALAMAR (Solar/Elaktra 7-69819)
- 9 **ROCKIT**
HERBIE HANCOCK (Columbia 38-04054)
- 10 **IS THIS THE END**
NEW EDITION (Straatwisa SWRL 1111)
- 11 **YOU'RE NUMBER ONE (IN MY BOOK)**
GLADYS KNIGHT & THE PIPS (Columbia 38-04033)
- 12 **PARTY TRAIN**
THE GAP BAND (Total Experience/PolyGram TE8209)
- 13 **SHE WORKS HARD FOR THE MONEY**
DONNA SUMMER (Mercury/PolyGram 812 370-7)
- 14 **CHOOSEY LOVER**
THE ISLEY BROTHERS (T-Nack/CBS ZS4 03994)
- 15 **HIGH-RISE**
ASHFORD & SIMPSON (Capitol B-5250)
- 16 **HOW DO YOU KEEP THE MUSIC PLAYING**
JAMES INGRAM AND PATTI AUSTIN (Qwest/Warnar Bros. 7-29618)
- 17 **CRAZY**
MANHATTANS (Columbia 38-03939)
- 18 **MIRACLES**
STACY LATTISAW (Cotillion/Atco 7-99855)
- 19 **YOU BROUGHT THE SUNSHINE (INTO MY LIFE)**
THE CLARK SISTERS (Westbound/Elaktra 7-69810)
- 20 **AIN'T NOBODY**
RUFUS AND CHAKA KHAN (Warnar Bros. 7-29555)
- 21 **STOP DOGGIN' ME AROUND**
KLIQUE (MCA-52250)
- 22 **PIECES OF ICE**
DIANA ROSS (RCA PB-13549)
- 23 **HUMAN NATURE**
MICHAEL JACKSON (Epic 34-04026)
- 24 **I KNOW***
PHILIP BAILEY (Columbia 38-03968)
- 25 **PILOT ERROR***
STEPHANIE MILLS (Casablanca/PolyGram 814 142-7)
- 26 **DO IT AGAIN (MEDLEY WITH BILLIE JEAN)**
SLINGSHOT (Quality QUS 044)
- 27 **PARTY TIME**
KURTIS BLOW (Mercury/PolyGram 812 687-7)
- 28 **I.O.U.***
FREEEZ (Straatwisa SWRL 2210)
- 29 **LADY LOVE ME (ONE MORE TIME)***
GEORGE BENSON (Warnar Bros. 7-29563)
- 30 **JUICY FRUIT**
MTUME (Epic 34-03578)

OPERATORS PICKS

Russ Mawdsley Jr. (Russell-Hall, Inc., Holyoke)
FAR FROM OVER — Frank Stallone — RSO/PolyGram
 Brad Hamma (A.H. Entertainers, Inc. Rolling Meadows)
ISLAND IN THE STREAM — Kenny Rogers/Dolly Parton — RCA
 Margot Green (Jones Music, Burbank)
SCARLET FEVER — Kenny Rogers — Liberty

RECORDS TO WATCH

ALL NIGHT LONG (ALL NIGHT) — Lionel Richie — Motown
WHAT I LEARNED FROM LOVING YOU — Lynn Anderson — Permian
DR. HECKYLL & MR. JIVE — Men At Work — Columbia
UNCONDITIONAL LOVE — Donna Summer — Mercury/PolyGram
ONLY YOU — Commodores — Motown

CASHBOX Subscription Blank

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

NAME _____

COMPANY _____

ADDRESS BUSINESS HOME _____

CITY _____ STATE _____ PROVINCE _____ COUNTRY _____ ZIP _____

NATURE OF BUSINESS _____ PAYMENT ENCLOSED

DATE _____ SIGNATURE _____

USA

1 YEAR (52 ISSUES) \$125.00

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

OUTSIDE USA FOR 1 YEAR

AIRMAIL \$195.00

FIRST CLASS STEAMER MAIL \$170.00

Please Check Classification

DEALER

ONE-STOP

DISTRIBUTOR

RACK JOBBER

PUBLISHER

RECORD COMPANY

DISC JOCKEY

JUKEBOXES

AMUSEMENT GAMES

VENDING MACHINES

OTHER _____

HOT NUMBERS

FROM THE OPERATORS



ALABAMA

"Lady Down On Love" PB13590

"Alabama keeps on rollin! Great Record! Operators Love it!"

**Earl Schaeffer, Manager
Am-Bat Records,
Cincinnati**

"Alabama is a smash! Our number one record in two weeks!!! Best ballad of the year... on any label!"

**Gus Tartol, President
Singer One Stop, Chicago**

BB 18* CB 14* RR 15*

16

JUKEBOX
PROGRAMMER

EARL THOMAS CONLEY

"Holding Her, Loving You" PB13596

"EARL THOMAS CONLEY is a hit! Our customers looking for a ballad right now and this is the one they're picking!"

**Joe McNally, Manager
Mobile Records, Pittsburgh**

"Holding Her, Loving You" by Earl Thomas Conley is pulling big Country play... as we knew it would, but we're also getting some A/C action too! His best yet!"

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

BB 54* CB 47* RR 48* BREAKER!!



DEBORAH ALLEN

"Baby, I Lied" PB13600

"DEBORAH ALLEN... Most promising new vocalist of this year!" Operators are already reordering this record!"

**Tracy Downing, Buyer
Scotts One Stop, Indianapolis**

"Baby, I Lied" getting wonderful response outside of the country audience. Could be a multi-format hit! Some pop operators now getting into it!"

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

BB 42* CB 41* RR 43*



Cinematronics Expert Offers Service Tips For Disc Games

(continued from page 33)

machine? Is it something that's pretty easy to learn or does it require special skills?

Bagby: There are parts of it that are complicated, but basically what you get is a very large portion of analog electronics which is kind of foreign for some people who are used to working on regular video games. Anyone who has a good TV and radio background should be able to pick it up. You're also looking at some different kinds of technology that no one has really been involved with, and that's lasers and optics. We're going to be mainly teaching people how to clean the optics, alignment, one or two common adjustments — some of the more critical ones. There's really not much else that can be done in the optics without some very expensive tools.

Cash Box: What's been the most common problem with the machines so far?

Bagby: Well, so far we think one of the major problems is that they tend to get dirty. People are just now learning that they should clean the videodisc and the main lens. We found that takes care of about 99% of the problems. That, and maybe some problems with a various number of parts.

Cash Box: How do you clean a laser disc? Is it like cleaning a record?

Bagby: You mean the disc itself?

Cash Box: Yes. Is that where most of the problems are?

Bagby: Yes, the disc itself tends to accumulate a lot of dirt and then if it's not cleaned properly, it'll accumulate even

more dirt.

Cash Box: How often should it be cleaned?

Bagby: It should be cleaned probably once every other week, either with warm, soapy water or Windex, and you should be sure not to leave any soap residue on it. Some people have had some good experience with those antiseptic-type cleaners as well as those that are sold for use with photographic applications, things like that, which keep dust from accumulating on the disc. But the biggest problem we found is that some people try to use an abrasive cleanser or leave soap residue on the disc. Of course, that attracts more dust than was attracted before.

Cash Box: Besides the fact that sometimes the discs get dirty, is there anything else that could cause hassles? Perhaps the tracking between the joystick response and the game response? Has there been any difficulty with that at all?

Bagby: No, not really. That's pretty much constant. If the disc player gets dirty, though, the problem with the response time between the player's action and the seek-time on the disc player can happen; it will make mistakes and not respond as quickly if there's dirt on the frame that's being read.

Cash Box: What about abuse by customers? What happens if a kid pushes the machine because he's so involved with the play? Does that jar the laser "loose"?

Bagby: No, it really shouldn't harm the machine unless the impact is very powerful. I mean, if you had some kid weighing 250 pounds and he tackles the game like a line backer then yes, we might have some problems. But normal abuse doesn't cause any mechanical problems with the disc-player. It can cause the machine to lose its place on the disc, but it will recover very quickly from the impact.

Cash Box: What are you going to be covering at the service session for "Dragon's Lair?"

Bagby: Well, we'll cover very briefly the items that aren't really new, like the controller, the monitor and other conventional features. Then we'll be covering just about every aspect of the disc player, going through all the electronics, what the adjustment procedures are, and other relevant areas. We'll also go through a very comprehensive trouble-shooting procedure that, if followed step by step, should allow students to effectively trouble-shoot just about any disc-player that fails. We'll also be providing the students with a few special tools that will be required for servicing the player.

Cash Box: What do you feel will be the overall effect of the laserdisc machines on the coin-op industry?

Bagby: It will be like when we went from video games like "Pong" to vibrant, colorful games — this is basically going to be the same type of technological leap. We'll be making much better games.

Cash Box: What's the next step?

Bagby: We're looking at several new developments which will give players more control over the game — touch-screens, audio feedback controls and things like that. We're trying to discover new ways to control a game instead of the same old joystick and buttons.

Although an exact date had not been set for the Cinematronics service school for "Dragon's Lair" at presstime, interested operators and technicians are urged to call Cinematronics at (619) 562-7000 or toll-free at (800) 854-2666 for more information. The company can also be reached by mail at 1841 Friendship Drive, El Cajon, Calif., 92020.

Ohio Ops Turn Out For Atari/OMAA Vid Schools

CHICAGO — Clarence Neargarder, education chairman of the Ohio Music and Amusement Assn. (OMAA), reported that 57 Ohio technicians availed themselves of the opportunity to attend one of the three Atari/OMAA video "Mini-schools," held Aug. 9, 10 and 12.

Atari provided two technicians, Donald Becker and Robert McKee, to conduct the comprehensive sessions, which included two classes in Columbus and one in Cincinnati. All were very well attended, according to Neargarder.

The program was divided into three individual schools — Basic, Intermediate and Advanced — to accommodate beginners as well as the more experienced technicians.

Among the topics covered in class were: "The Use of a Logic Probe," "Harness & Game Controls" and "Schematic Symbols and Monitors." The entire series drew enthusiastic response from those attending, and students repeatedly commented on the high quality of the instructors, the equipment, the material and the content of the course.

Shaffer Distributing Co., Monroe Distributing and Cleveland Coin International provided the equipment that was needed in class.

Jankowski Appointed At Loewen America

CHICAGO — Leon Jankowski has joined Loewen America, Inc. as director of sales, according to an announcement by company president Rus Strahan.

Jankowski was most recently affiliated with the Michigan branch office of World Wide Distributors. He comes to Loewen America with 14 years experience in marketing, sales and sales management in the furniture industry.

ANNOUNCING THE FIFTH ANNUAL



THE industry event — bigger & better than ever!

March 9-11, 1984
The O'Hare Expo Center
Chicago, Illinois

THE AMUSEMENT OPERATOR'S CHOICE!

More Exhibits — Over 600 Booths!

More New Seminars!

Watch for Exciting Announcements!

Sponsored by *Play Meter Magazine*

Managed by Conference Management Corporation

To receive your FREE brochure, send in the coupon below or call Jill at 203 852-0500.

AOE c/o Conference Management Corporation
17 Washington Street, P.O. Box 4990
Norwalk CT 06856
203 852-0500

NAME _____

TITLE _____

COMPANY _____

ADDRESS _____

CITY _____

STATE _____

ZIP _____

TELEPHONE _____

DISCS OF TRON



ENTER THE EARNINGS ENVIRONMENT



Enter Bally Midway's New Discs of Tron environmental game and experience the three dimensional world of profitability. From its cabinet and controls to its game play, Discs of Tron is a masterpiece of engineering. But because your investment requires more than a great package at a great price, Bally Midway has designed Discs of Tron with long run earnings in mind. A new research program with over 16 weeks of field testing has proven Discs of Tron's top-of-the-list consistency.

We'd like to prove it in the toughest location—yours! Sample Discs of Tron at your Bally Midway Distributor. You may be surprised but you won't be disappointed.

Bally MIDWAY



NUMBER ONE

TACO

"PUTTIN' ON THE RITZ"

RCA PB-50727

NUMBER ONE

CASH BOX

SEPTEMBER 17, 1983!

FROM WEEK TO WEEK

EURYTHMICS

"SWEET DREAMS"

RCA PB-13533

NUMBER ONE

CASH BOX

SEPTEMBER 10, 1983!



RCA



Records and Tapes