

# CASHBOX

October 8, 1983

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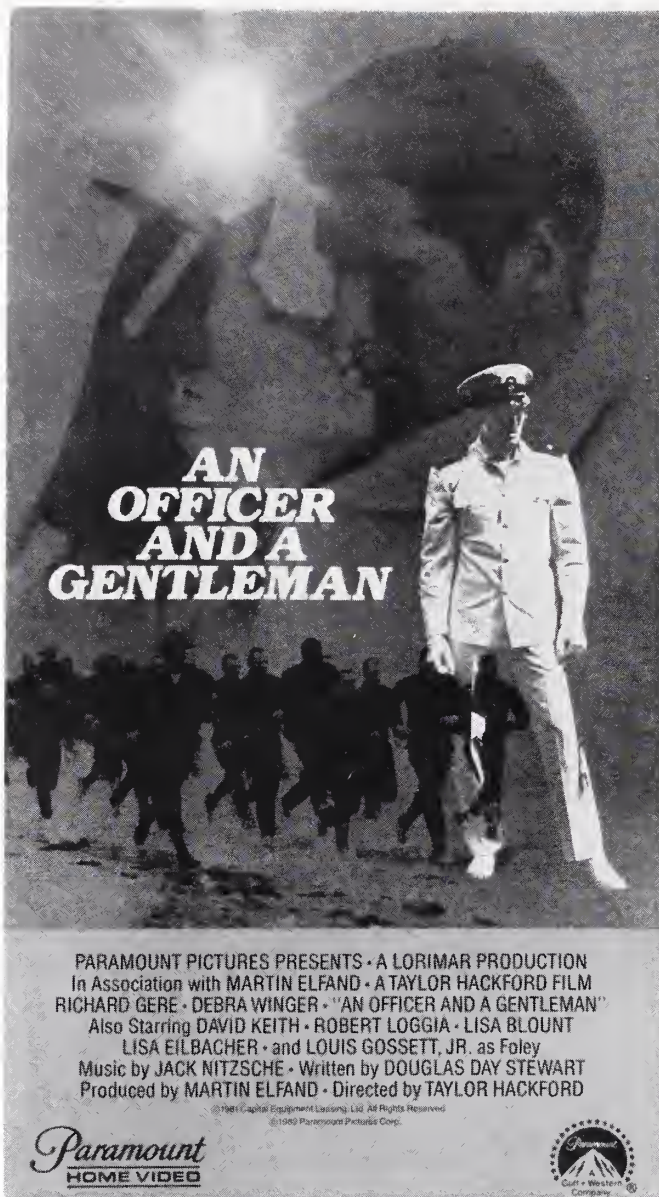
**AMERICAN LP EXPORTERS SING THE BLUES**  
**REGGAE MAKES HEADWAY ON AIRWAVES**  
**'THRILLER' CBS' BIGGEST ALBUM EVER**  
**RECORD WORLD CONFAB HIGHLIGHTS**  
**COVERING ALL THE BASES (Ed)**



Genesis

FALL  
STOCKING  
GUIDE





**#1.**

**Up where we belong.**

Cash Box honors *An Officer and a Gentleman*. #1 Videocassette of the Year.  
 #1 Drama of the Year. Look for us next year with *Flashdance*, our choice for 1984.  
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# CASH BOX

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## EDITORIAL

## Covering All The Bases

With the announcement this week by CBS Records that Michael Jackson's "Thriller" has become the best-selling album in the company's history, there's sure to be a lot of optimism in the industry. It's a sure sign that the business is and can continue to be strong when a new release can surpass such monster sellers from the so-called heydays of the seventies as "Simon & Garfunkel's Greatest Hits" and the debut album by Boston.

Everybody from Michael Jackson on down deserves a pat on the back. But it certainly wouldn't belittle the achievement to remember that there was a lot of trepidation in our industry not so long ago.

With that in mind, we turn your attention to our annual Fall Stocking Guide, which appears in this issue. Let's not forget the hard lessons learned during these last few rocky years. Successful retailers have learned that they are not just record

merchants! They are in the home entertainment business. And while records continue to be the primary product, there are a lot of opportunities for growth in established as well as fledgling complimentary lines.

Video product lines continue to mature as manufacturers find a proper price point; the proliferation of new titles is making the CD more a part of the present than the wave of the future; alternate music configurations such as cassettes and mid-lines continue to afford us the opportunity to please just about everybody; and accessories for all these different product lines are accounting for a hefty percentage of gross receipts at the cash register.

So let's be happy about the strength of the record market as demonstrated by artists like Michael Jackson. But let's remember that there's more to business than just records.

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### ON THE COVER

A few years ago many considered Genesis to have generated all it could and were eagerly giving the band its last rites. Most bands usually disband after losing their lead vocalist and visual focus; but not Genesis — a band determined to survive and develop from its old art rock quagmire into a more relevant and contemporary musical force.



Supplementing its live shows with a drummer and a guitarist, Genesis remained a viable commercial entity to be recognized. Drummer Phil Collins took over the lead vocal chores and bassist Mike Rutherford doubled on guitar during the recording sessions. The success of "Abacab," the band's last release, which came out in late 1981, offered the band added confidence and the individual members' solo projects have also given the band a fresh creative outlook. Genesis' new single "Mama", a moody, atmospheric piece, also confirms Collins as a mature, confident vocalist.

## TOP POP DEBUTS

### SINGLES

73 P.Y.T. (PRETTY YOUNG THING) — Michael Jackson — Epic

### ALBUMS

59 LITTLE ROBBERS — The Motels — Capitol

### POP SINGLE

TOTAL ECLIPSE OF THE HEART  
Bonnie Tyler  
Columbia

### B/C SINGLE

COLD BLOODED  
Rick James  
Gordy/Motown

### COUNTRY SINGLE

PARADISE TONIGHT  
Charly McClain & Mickey Gilley  
Epic

### JAZZ

IN YOUR EYES  
George Benson  
Warner Bros.

## NUMBER ONES



Bonnie Tyler

### 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



# CASH BOX TOP 100 SINGLES

October 8, 1983

	Weeks On Chart	10/1	Chart		Weeks On Chart	10/1	Chart		Weeks On Chart	10/1	Chart						
<b>1</b>				<b>TOTAL ECLIPSE OF THE HEART</b> BONNIE TYLER (Columbia 38-03906)	2	13		<b>33</b>				<b>IT MUST BE LOVE</b> MADNESS (Geffen 7-29562)	34	8			
<b>2</b>				<b>THE SAFETY DANCE</b> MEN WITHOUT HATS (Backstreet/MCA BSR-52232)	1	16		<b>34</b>				<b>DON'T FORGET TO DANCE</b> THE KINKS (Arista AS 1-9075)	37	8			
<b>3</b>				<b>TELL HER ABOUT IT</b> BILLY JOEL (Columbia 38-04012)	3	11		<b>35</b>				<b>KISS THE BRIDE</b> ELTON JOHN (Geffen 7-29568)	32	10			
<b>4</b>				<b>(SHE'S) SEXY + 17</b> STRAY CATS (EMI America B-8168)	5	10		<b>36</b>				<b>DR. HECKYLL &amp; MR. JIVE</b> MEN AT WORK (Columbia 38-04111)	43	4			
<b>5</b>				<b>MAKING LOVE OUT OF NOTHING AT ALL</b> AIR SUPPLY (Arista AS1 9056)	7	11		<b>37</b>				<b>THIS TIME</b> BRYAN ADAMS (A&M 2574)	41	6			
<b>6</b>				<b>PUTTIN' ON THE RITZ</b> TACO (RCA PB-50727)	4	15		<b>38</b>				<b>WHAT AM I GONNA DO</b> ROD STEWART (Warner Bros. 7-29564)	39	7			
<b>7</b>				<b>KING OF PAIN</b> THE POLICE (A&M 2569)	9	7		<b>39</b>				<b>MIRACLES</b> STACY LATTISAW (Cottillion/Atco 7-99855)	42	9			
<b>8</b>				<b>TRUE</b> SPANDAU BALLET (Chrysalis/CBS VS4 42720)	12	11		<b>40</b>				<b>TELL HE NO</b> JUICE NEWTON (Capitol B-5265)	29	9			
<b>9</b>				<b>MANIAC</b> MICHAEL SEMBELLO (Casablanca/PolyGram 815 515-7)	8	19		<b>41</b>				<b>LAWYERS IN LOVE</b> JACKSON BROWNE (Asylum 7-69826)	26	14			
<b>10</b>				<b>FAR FROM OVER</b> FRANK STALLONE (RSO/PolyGram 815 023-7)	11	11		<b>42</b>				<b>UPTOWN GIRL</b> BILLY JOEL (Columbia 38-04149)	61	3			
<b>11</b>				<b>ISLANDS IN THE STREAM</b> KENNY ROGERS DUET WITH DOLLY PARTON (RCA PB-13615)	15	7		<b>43</b>				<b>FOOLIN'</b> DEF LEPPARD (Mercury/PolyGram 814 178-7)	58	5			
<b>12</b>				<b>PROMISES, PROMISES</b> NAKED EYES (EMI America B-8170)	13	13		<b>44</b>				<b>JUST BE GOOD TO ME</b> THE S.O.S. BAND (Tabu/CBS ZS4 03955)	48	6			
<b>13</b>				<b>EVERY BREATH YOU TAKE</b> THE POLICE (A&M 2542)	6	19		<b>45</b>				<b>COLD BLOODED</b> RICK JAMES (Gordy/Motown 1687GF)	38	12			
<b>14</b>				<b>HOW AM I SUPPOSED TO LIVE WITHOUT YOU</b> LAURA BRANIGAN (Atlantic 7-89805)	17	15		<b>46</b>				<b>CAN'T SHAKE LOOSE</b> AGNETHA FALTSKOG (Polydor/PolyGram 815 230-7)	52	7			
<b>15</b>				<b>ONE THING LEADS TO ANOTHER</b> THE FIXX (MCA 52264)	21	7		<b>47</b>				<b>UNCONDITIONAL LOVE</b> DONNA SUMMER (Mercury/PolyGram 812 677-7)	54	6			
<b>16</b>				<b>SWEET DREAMS (ARE MADE OF THIS)</b> EURHYTHMICS (RCA PB-13533)	10	20		<b>48</b>				<b>THE NIGHT</b> THE ANIMALS (I.R.S./A&M AR-9920)	49	8			
<b>17</b>				<b>ALL NIGHT LONG (ALL NIGHT)</b> LIONEL RICHIE (Motown 1698MF)	28	4		<b>49</b>				<b>EVERYDAY I WRITE THE BOOK</b> ELVIS COSTELLO & THE ATTRACTIONS (Columbia 38-04045)	53	7			
<b>18</b>				<b>DEAD GIVEAWAY</b> SHALAMAR (Solar/Elektra 7-69819)	16	15		<b>50</b>				<b>HEART AND SOUL</b> HUEY LEWIS AND THE NEWS (Chrysalis/CBS VS4 42726)	55	5			
<b>19</b>				<b>BURNING DOWN THE HOUSE</b> TALKING HEADS (Sire 7-29565)	24	10		<b>51</b>				<b>DON'T YOU GET SO MAD</b> JEFFREY OSBORNE (A&M 2561)	33	12			
<b>20</b>				<b>TONIGHT I CELEBRATE MY LOVE</b> PEABO BRYSON/ROBERTA FLACK (Capitol B-5242)	22	14		<b>52</b>				<b>LOVE IS A STRANGER</b> EURHYTHMICS (RCA PB-13618)	64	3			
<b>21</b>				<b>TELEPHONE (LONG DISTANCE LOVE AFFAIR)</b> SHEENA EASTON (EMI America B-8172)	25	8		<b>53</b>				<b>EVERYDAY PEOPLE</b> JOAN JETT AND THE BLACKHEARTS (Blackheart/MCA 52272)	60	5			
<b>22</b>				<b>SHE WORKS HARD FOR THE MONEY</b> DONNA SUMMER (Mercury/PolyGram 812 604-7)	18	20		<b>54</b>				<b>CUM ON FEEL THE NOIZE</b> QUIET RIOT (Pasha/CBS ZS4 04005)	69	4			
<b>23</b>				<b>DELIRIOUS</b> PRINCE (Warner Bros. 7-29503)	27	6		<b>55</b>				<b>AUTOMATIC MAN</b> MICHAEL SEMBELLO (Warner Bros. 7-29485)	67	2			
<b>24</b>				<b>DON'T CRY</b> ASIA (Geffen 7-29571)	14	11		<b>58</b>				<b>FREAK-A-ZOID</b> MIDNIGHT STAR (Solar/Elektra 7-69828)	51	9			
<b>25</b>				<b>HUMAN NATURE</b> MICHAEL JACKSON (Epic 34-04026)	19	10		<b>57</b>				<b>QUEEN OF THE BROKEN HEARTS</b> LOVERBOY (Columbia 38-04096)	68	4			
<b>26</b>				<b>SUDDENLY LAST SUMMER</b> THE MOTELS (Capitol B-5271)	31	6		<b>58</b>				<b>STAND BACK</b> STEVIE NICKS (Modern/Atco 7-99863)	45	19			
<b>27</b>				<b>BIG LOG</b> ROBERT PLANT (Es Paranza/Atlantic 7-99844)	30	9		<b>59</b>				<b>SPICE OF LIFE</b> MANHATTAN TRANSFER (Atlantic 7-89786)	65	5			
<b>28</b>				<b>HUMAN TOUCH</b> RICK SPRINGFIELD (RCA PB-13576)	23	14		<b>60</b>				<b>BREAK MY STRIDE</b> MATTHEW WILDER (Private I/CBS ZS4 04113)	66	4			
<b>29</b>				<b>I'LL TUMBLE 4 YA</b> CULTURE CLUB (Epic 34-03912)	20	16		<b>61</b>				<b>CHINA GIRL</b> DAVID BOWIE (EMI America B-8165)	44	19			
<b>30</b>				<b>MODERN LOVE</b> DAVID BOWIE (EMI America B-8177)	40	4		<b>62</b>				<b>LOVE IS A BATTLEFIELD</b> PAT BENATAR (Chrysalis/CBS VS4 42732)	75	3			
<b>31</b>				<b>SITTING AT THE WHEEL</b> THE MOODY BLUES (Threshold/PolyGram TR 604)	35	6		<b>63</b>				<b>SEND HER MY LOVE</b> JOURNEY (Columbia 38-04151)	76	2			
<b>32</b>				<b>IF ANYONE FALLS</b> STEVIE NICKS (Modern/Atco 7-99832)	36	5		<b>64</b>				<b>BAD BOYS WHAM! U.K.</b> WHAM! U.K. (Columbia 38-03932)	50	10			
								<b>65</b>				<b>OLD TIME ROCK &amp; ROLL</b> BOB SEGER & THE SILVER BULLET BAND (Capitol B-5276)	72	4			
								<b>66</b>				<b>FLASHDANCE... WHAT A FEELING</b> IRENE CARA (Casablanca/PolyGram 811 440-1)	46	28			
												<b>76</b>			<b>LADY LOVE ME (ONE MORE TIME)</b> GEORGE BENSON (Warner Bros. 7-29563)	47	11
												<b>77</b>			<b>MY TOWN</b> MICHAEL STANLEY BAND (EMI America B-8178)	88	2
												<b>78</b>			<b>(KEEP FEELING) FASCINATION</b> THE HUMAN LEAGUE (A&M 2547)	57	21
												<b>79</b>			<b>TENDER IS THE NIGHT</b> JACKSON BROWNE (Asylum 7-69791)	87	2
												<b>80</b>			<b>JUST GOT LUCKY</b> JoBOXERS (RCA PB-13601)	79	3
												<b>81</b>			<b>AIN'T NOBODY</b> RUFUS (Warner Bros. 7-29555)	80	2
												<b>82</b>			<b>P.Y.T. (PRETTY YOUNG THING)</b> MICHAEL JACKSON (Epic 34-04165)	—	1
												<b>83</b>			<b>TAKE ANOTHER PICTURE</b> QUARTERFLASH (Geffen 7-29523)	84	2
												<b>84</b>			<b>MAJOR TOM (COMING HOME)</b> PETER SCHILLING (Elektra 7-69811)	85	2
												<b>85</b>			<b>ROCKIT</b> HERBIE HANCOCK (Columbia 38-04054)	78	3
												<b>86</b>			<b>HOW MANY TIMES CAN WE SAY GOODBYE</b> DIONNE WARWICK AND LUTHER VANDROSS (Arista AS1 9073)	—	1
												<b>87</b>			<b>ONLY YOU</b> COMMODORES (Motown 1694MF)	81	3
												<b>88</b>			<b>THE MONKEY TIME</b> THE TUBES (Capitol B-5254)	86	2
												<b>89</b>			<b>A LITTLE GOOD NEWS</b> ANNE MURRAY (Capitol P-B-5264)	82	3
												<b>90</b>			<b>DON'T TRY TO STOP IT</b> ROMAN HOLLIDAY (Jive/Arista JS 1-9092)	89	2
												<b>91</b>			<b>MASQUERADE</b> BERLIN (Geffen 7-29504)	90	2
												<b>92</b>			<b>STOP DOGGIN' ME AROUND</b> KLIQUE (MCA-52250)	—	1
												<b>93</b>			<b>MIRROR MAN</b> THE HUMAN LEAGUE (Virgin/A&M 2587)	—	1
												<b>94</b>			<b>ROCK OF AGES</b> DEF LEPPARD (Mercury/PolyGram 812 370-7)	62	18
												<b>95</b>			<b>SOMEONE BELONGING TO SOMEONE</b> THE BEE GEES (RSO/PolyGram 815 235-7)	70	8
												<b>96</b>			<b>TALKING IN YOUR SLEEP</b> THE ROMANTICS (Nemperor/CBS ZS4 04135)	—	1
												<b>97</b>			<b>FIGHT FIRE WITH FIRE</b> KANSAS (Epic 34-04057)	74	4
												<b>98</b>			<b>ON THE DARK SIDE</b> EDDIE AND THE CRUISERS (Scotti Brothers/CBS ZS4 04107)	—	1
												<b>99</b>			<b>DON'T GET LONELY</b> GLENN SHORROCK (Capitol B-5267)	—	1
												<b>100</b>			<b>RAINBOW'S END</b> SERGIO MENDES (A&M 2563)	59	8
												<b>101</b>			<b>WHAT'S SHE GOT</b> LIQUID GOLD (Criticque CRI 701)	92	3
												<b>102</b>			<b>IS THERE SOMETHING I SHOULD KNOW</b> DURAN DURAN (Capitol B-5233)	71	19
												<b>103</b>			<b>IT'S A MISTAKE</b> MEN AT WORK (Columbia 38-03959)	56	15
												<b>104</b>			<b>SO MANY MEN, SO LITTLE TIME</b> MIGUEL BROWN (TSR-TSR 828)	96	3
												<b>105</b>			<b>LIVING ON THE EDGE</b> JIM CAPALDI (Atlantic 7-89799)	83	7
												<b>106</b>			<b>HOW CAN I REFUSE</b> HEART (Epic 34-04047)	63	8
												<b>107</b>			<b>TROUBLE IN PARADISE</b> JARREAU (Warner Bros. 7-29501)	73	4
												<b>108</b>			<b>NEVER GONNA LET YOU GO</b> SERGIO MENDES (A&M 2540)	77	26
												<b>109</b>			<b>1999</b> PRINCE (Warner Bros. 7-29896)	93	19

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

A Little Good News (Chappell/Bibo — ASCAP)	80	— ASCAP	66	Masquerade (Hub Music (U.K.) — ASCAP)	82	BMI)	86
Ain't Nobody (Overdue — ASCAP)	72	Foolin' (Zomba — BMI)	43	Miracles (Rare Blue — ASCAP)	39	Spice Of Life (Rodsongs/DJA/Samusic/Almo — ASCAP)	59
All Night Long (Brockman — ASCAP)	17	Freak-A-Zoid (Hip-Trip/Midstar — BMI)	56	Mirror Man (Virgin/Chappell/Sound Diagrams/WB — ASCAP)	84	Stand Back (Welsh Witch — BMI)	58
Automatic Man (WB/Gravity Raincoat/David Batteau/On Backstreet/No Pain No Gain — ASCAP)	55	Heart And Soul (Chinnichap/Careers — BMI)	50	Modern Love (Jones — ASCAP)	30	Stop Doggin' Me (Lena — SESAC)	83
Bad Boys (Chappell — ASCAP)	64	How Am I (April/Is Hot — ASCAP/Blackwood — BMI)	14	My Town (Berna/Michael Stanley — ASCAP)	68	Suddenly Last Summer (Clean Sheets — BMI)	26
Big Log (Talk Time/Bay — ASCAP)	27	How Can I Refuse (Strange Euphoria/Know/Primal Energy/Sounds Like Music/Sheer — ASCAP)	97	Never Gonna (ATV/Mann & Weil — BMI)	99	Sweet Dreams (Sunbury)	16
Break My Stride (Streetwise/Big Ears/No Ears — ASCAP)	60	How Many Times Can (Goldrian — ASCAP)	77	1999 (Controversy — ASCAP)	100	Take Another Picture (Narrow Dude/Bonnie Bee Good/WB — ASCAP)	74
Burning Down (WB/Blesu Disque/Index — ASCAP)	19	Human Nature (Porcara/John Bettis — ASCAP)	25	Old Tim' Rock (Muscle Shoals Sound — BMI)	65	Talking In Your (Forever Endeavor/Romantics — ASCAP)	87
Can't Shake Loose (April/Russell Ballard — ASCAP)	52	Human Touch (Vogue — BMI)	28	On The Dark Side (Aurora Film Partners/John Cafferty — BMI)	89	Telephone (Mighty Matheison/Slapshot — BMI)	21
China Girl (Jones/Bug/James Osterberg/Fleur — ASCAP/BMI)	61	If Anyone Falls (Welsh Witch — BMI)	32	One Thing Leads (Colgems-EMI — ASCAP)	15	Tell Her No (Mainstay — BMI)	3
Cold Blooded (Stone City — ASCAP)	45	I'll Tumble (Virgin — ASCAP/Adm. by Chappell)	29	Only You (Old Fashion — ASCAP)	78	Tell Her No (Mainstay — BMI)	40
Cum On Feel (Barn — ASCAP)	54	Is There Something (Tritic/Unichappell — BMI)	93	P.Y.T. (Eiseman/Hel-Al/Kings Road — BMI)/Yellowbrick Road — ASCAP)	73	Tender Is The Night (Olas/Kortchmar/Night Kitchen — ASCAP)	70
Dead Giveaway (Spectrum VII, L.F.S. III — ASCAP)	18	It's A Mistake (April — ASCAP)	94	Promises, Promises (Rondor (London) Ltd./Adm. by Almo — ASCAP)	12	The Monkey Time (Warner-Tamerlane — BMI)	79
Delirious (Controversy — ASCAP)	23	Just Be Good (Flyte Tyme/Avant Garde/Almo — ASCAP)	44	Puttin' On The Ritz (Schallplatten GMBH)	6	The Night (Norrub/Leosong — ASCAP/House Of Juices — BMI)	48
Don't Cry (Warner Bros. — ASCAP/Island — BMI)	24	Just Got Lucky (Zomba — BMI)					





**SWEET SIBLING SOUNDS** — Newly signed 21/PolyGram recording Simon Townsend was recently feted by the label at a luncheon party in New York City. Townsend's debut LP, "Sweet Sound," is set for release this month on 21/Polydor/PolyGram Records. Pictured at Tavern On The Green, standing (l-r): Jim Lewis, vice president, marketing, PolyGram Records; Guenter Hensler, president and chief operating officer; PolyGram; Bill Matalio, vice president, promotion, PolyGram. Pictured seated (l-r): Shelly Rudin, senior vice president, sales, PolyGram; Martyn Mayhead and John Wolff of Simon Townsend management; Pete Townsend, brother of Simon, and LP producer; Simon Townsend; Fred Haayen, president, 21 Records; Jerry Jaffe, senior vice president, rock division, PolyGram; and George Meler, national promotion director, rock division, PolyGram.

## 40 Tons Of Tape, Equipment Seized In Panama Vid Bust

by Todd Marmorstein

LOS ANGELES — In what the Motion Picture Association of America called the largest video piracy ring ever uncovered, 40 tons of videocassettes and duplicating equipment were seized September 26 by Panamanian authorities. Universal, Paramount, Warner Brothers, Disney and MGM/UA studios filed criminal charges for copyright infringement against the operation's alleged ringleader, Isaac Zafrani, and his company called "Panafashion."

Four printing presses, four shrink wrap machines, 300 video cassette recorders and 15,000 videocassettes of 2,000 major American motion pictures were among the items confiscated in Panama. The two alleged counterfeit factories were capable of churning out 5,000 videocassettes daily, which were then shipped via the Panama Canal to points around the world.

It is speculated the facilities generated about \$20 million for Zafrani and his duplicating/distributing company, which operated under the name "Star Video." The plant worked apparently around the clock and, prior to the raid, 5,000 copies of *Return of the Jedi* and *Flashdance* were being prepped for shipment to Columbia.

The average price for a cassette manufactured by Panafashion was \$25, and such titles as *Superman III*, *Rocky III* and *Tootsie* were widely available in Colombia, Central America, Venezuela and the Caribbean. Although a warrant for Zafrani's arrest is outstanding, he was not found at the premises of the facilities when the raid occurred.

Universal was previously unable to seize the firm's assets because of pre-existing liens against the company by several relatives of Zafrani, protecting the equipment under Panamanian bankruptcy laws. Universal additionally filed charges against lien holders claiming copyright infringement because 38 duplicating machines were seized from a second factory in Panama City which the liens had held.

Universal initially heard about the alleged piracies from Leanora Blanco, a principal at Blanco & Travieso, a major Venezuelan distribution company. Blanco tipped the motion picture studio that large quantities of pre-recorded, pirated videocassettes, notably Disney classics, were being exported to Venezuela from Panama under a trade name called Video Star.

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### Euro-dollar crisis

## American LP Exporters Sing The Blues

by George Koulermos

LOS ANGELES — "It's just like a human body where you stop all the little veins and have to function on the big arteries, and before you know it you are a cripple and that's exactly what's happening to our industry," said Rajna Eskin, of David Eskin Inc., discussing the financial hard times U.S. record exporters are facing due to the rise of manufacturers' costs and an increase in the value of the dollar overseas which has slowly cut exporters off from a market that cannot afford to pay higher prices for LPs.

Although the U.K. import business here has significantly improved in recent months as a result of newfound American interest in British music, the rise of the U.S. dollar abroad has practically put domestic record exporters out of business. With U.S. LPs demanding higher prices overseas, fewer European buyers can now afford to order American records not released and distributed internationally by major labels.

These labels employ more extensive pressing facilities, marketing expertise and distribution networks, allowing them to sell records throughout the European marketplace in a competitive fashion.

The general consensus among exporters regarding current business is bleak and the outlook pessimistic. "In the 25 years I've been in the business, this has been one of the worst years we've experienced next to 1961 when the Berlin Wall was built and everyone thought there was going to be another war," Werner Glaeser, owner of Eltron Export Company, said as he assessed the current situation.

"It's been a disaster which has severely cut everyone's business. Many European importers have totally stopped while some continue to order a few back catalog things which can't be bought there," Glaeser stated, adding that his overall business in Europe has decreased by 30%.

"The one suffering the worst is Holland — I haven't shipped anything there in two years — followed by Italy, they have seized

completely, so have Germany, Great Britain, and Belgium," he said. Glaeser noted that Switzerland and Scandinavia are still fairly active with orders from collectors but the once fertile market of Finland which used to order \$100,000 worth of merchandise a year has completely perished.

Eltron has had to diversify into other areas, including blank and computer tape, finding it unprofitable to remain exclusively in record exporting. Another company which has diversified is Galiko Music and Film Productions, and co-director Morton Schlesinger agreed about the poor condition of the record exporting business. "Not only orders are smaller but many have stopped as European companies have gone out of business," he remarked. "I think there's been a slow decline since July of 1981 as the cost of U.S. exports went up."

Schlesinger explained that many European companies who used to order on a weekly basis now order on a monthly inter-

(continued on page 11)

### 'Thriller' Is Now CBS' Largest-Selling Album

NEW YORK — Michael Jackson's album "Thriller" has surpassed "Simon & Garfunkel's Greatest Hits" as the largest selling album in CBS Records' history. The Epic Records LP has now sold over 14 million copies worldwide. In the U.S., it has sold more than 8.5 million, thus outselling Boston's self-titled debut album as CBS Records' biggest-selling domestic album.

Jackson had earlier become the first artist ever to achieve five Top Ten singles from one album. Over 12 million copies worldwide and five million domestic units have been sold of the five singles, which are "The Girl Is Mine," "Billie Jean," "Beat It," "Wanna Be Startin' Somethin'," and "Human Nature." A sixth single, "P.Y.T. (Pretty Young Thing)," was released on Sept. 27.

At the recent Epic national promotion meetings, Jackson surprised the entire local and national staff with special plaques recognizing their efforts on behalf of "Thriller."

## Vendor Presentations Mark Record World/TSS Confab

by Jim Bessman

NEW YORK — The Elroy Enterprises, Incorporated 50-store Record World/TSS chain based in Roslyn, New York, last week held its ninth managers convention at the Marriott in nearby Unlondale. Under a somewhat different format from previous conventions, this year the two-day event focused primarily on vendor demonstrations, with representatives on hand from Maxell, PolyGram, Capitol, Columbia, WEA, and RCA. Past conventions had included much less vendor participation in favor of in-house managerial training sessions in operations and merchandising.

But with the completion of a new warehouse facility last October, a regular series of elaborate training programs was

instituted subjecting 20 employees per month to four day-long sessions, two each involving operations and merchandising. "We had a conference room at the new warehouse and felt that it made a better atmosphere," said Bill Forrest, Elroy's executive vice president of finance. "It also freed up the two days here for manufacturer-oriented meetings, and allowed them the opportunity to do more than just play their tapes and videos."

While label participation did involve the usual new product sales pitching via audio and video tape, it also involved presentations of new product lines such as the compact disc and discussions of internal workings of record labels. WEA split its portion into four groups, one each for the three

(continued on page 11)

## Interest In Reggae Rhythms Growing On Comm'l Radio

by Harry Weinger

NEW YORK — While reggae and other "island" rhythms have not been fond favorites of American commercial radio, there is a growing interest in the music beyond the isolated specialty program slots and the occasional novelty airing. The growth is slow but steady and with the increasing number of pop artists such as Donna Summer and Stevie Wonder incorporating reggae influences into their product, radio's fear of reggae appears to be waning. Stations sympathetic to the sound have noted a fresh audience buzz while record labels with a reggae focus, though frustrated by their lack of promotional muscle, are seeing crossover potential at the black contemporary and

pop level.

Major artists, too, are becoming conscious of this teeming groundswell. With a continuous stream of reggae-style remakes being released and some established Jamaican stars updating their production techniques, American contemporary radio airplay is the new name of the game.

"There's a lot of potential that's underexposed and underpromoted," observed Randall Grass, director of publicity and promotion for New Jersey-based Shanachie Records and a well known reggae historian. "Reggae's appeal to radio is growing, but not rapidly. Radio is in a period of transition right now, which opens some possibilities, but also makes

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**BUSINESS NOTES**



**PLANET PATROL ROQ'S OUT** — Members of Planet Patrol got an insider's view of KROQ recently. Pictured here standing around a mixing board are (l-r): Michael Anthony Jones, Melvin Franklin, Joey Lites, KROQ's Eagle Anderson, Rodney Butler, and Herb Jackson.

**Rock Hall Of Fame Established**

LOS ANGELES — The Rock Hall of Fame Foundation was recently created as a non-profit organization headquartered in New York, presided by Atlantic Records chairman Ahmet Ertegun. Suzan Evans has been named executive director to oversee and administer the foundation's day to day activities.

Although future financial support will come primarily from membership drives, the initial funds for the creation of the foundation were culled from private donations among interested parties within the industry. Currently in its organizational stage with a board of directors and an advisory committee being formed, the rules and nominating committee is already comprised of singer/composer Lesley Gore; Irv Lightman from Billboard Publications; Radio City producer Scott Landers and author/D.J. Norm N. Nite with more members soon to be included.

The foundation's primary goal, to be completed within the next year, is the building of the archives where an actual Hall of Fame will house the collections.

March of 1984 will mark the foundation's first induction dinner honoring artists and industry professionals including musicians, composers, producers, songwriters and DJs.

**Beach Music Nominees Named**

LOS ANGELES — The Advisory Board of The Beach Music Awards Association has announced nominees in 11 categories for the second annual Beach Music Awards Show, to be held Nov. 20 at the Myrtle Beach Convention Center.

Nominated for Album of The Year include "S.O.S.", Poor Souls, Surfside Records; "Best of The Beach," The Tams, Compleat Records; "Gift Of Beach Music," Chairman Of The Board, Surfside Records; "Silver Anniversary," The Embers, EEE Records; and "The Touch," Sonny Turner, Christopher Records.

**BMI "Million-Airs" Honored**

LOS ANGELES — A group of "Million-Airs" was honored September 21 at a luncheon given by Broadcast Music Inc. at the Beverly Hills Hotel in Los Angeles. The luncheon honored those writers and publishers from the 13-state western territory of BMI whose songs have achieved over one million U.S. broadcast performances.

Among those honored were: Tyran Carlo, Berry Gordy, Jr. and Gwendolyn Gordy ("Lonely Teardrops"); Charlie and Inez Foxx ("Mockingbird"); Max Crook and Del Shannon ("Runaway"); Joni Mitchell ("Help Me").

Other songs in the BMI repertoire which have achieved multi-million performance status include "Angel Of The Morning," "Breaking Up Is Hard To Do," "Hey Jude," "I Will Wait For You," "Let It Be," "Never On Sunday," "Goin' Out Of My Head," "Love Will Keep Us Together," "Killing Me Softly With His Song," "Have You Never Been Mellow," "Cherish," "Sittin' On The Dock Of The Bay," "Only You," "Love's Theme," and "We've Only Just Begun."

In all, the BMI repertoire of over a million compositions includes over 500 "Million-Air" songs. Fifty-two songs achieved million performance status during 1982. This means that a song, of average length of three minutes, has been heard on the air at least 50,000 hours. This distinction includes performance on AM and FM radio and network and local television in the United States.

**Philips To Present CD At Musexpo '83**

LOS ANGELES — A special presentation by Philips of its Compact Disc (CD) hardware and software is planned for MUSEXPO '83 and International VIDEXPO '83, on November 1 through 4 at the Condesa del Mar, Acapulco, Mexico.

Also to be exhibited is the Philips audio and video electronic equipment line, including videodisc hardware and software.

Philips additionally has been appointed "Official Audio Supplier" for MUSEXPO '83, and will equip office booths with audio components comprised of a record player, cassette player, 48-watt amplifier and 28-inch speakers for use by exhibitors during the event. It also will supply on-the-spot cassette duplication facilities.

**MCA To Distribute Solid Gold**

LOS ANGELES — MCA Records will distribute, promote and market Solid Gold Records in the United States and Great Britain, effective immediately. Solid Gold's initial offering via MCA will be the "Girls Night Out" album by Toronto, which has already achieved platinum status in Canada.

In November, the second MCA distributed Solid Gold album will be the second album by Headpins, called "Line of Fire." Other Solid Gold artists include Chilliwack.

Solid Gold Records began in 1980 as a joint venture between Steve Propas and Neil Dixon, formerly managers of Triumph. Each of the label's first five albums achieved gold record status, two surpassing platinum.

Solid Gold Records' United States office will be in New York City.

**Major Way Mgt. Formed By Miller**

LOS ANGELES — "This is a time for specialization in the management field. Major Way will certainly develop a direct hands-on policy for artists with respect to marketing, merchandising and promotion. I don't want to be one of those managers who hasn't met all of his artists and doesn't participate actively in their careers; we want to have a small company and work 100 percent for those artists," explained president of recently-formed Major Way Management, Dana Miller, in trying to encapsulate the central purpose of the new company.

With Barry Gross, formerly merchandising/artist development director for RCA, joining in as vice president of the management company, Miller, former vice president of Rick Springfield Productions (RSP), hopes to consolidate RSP into Major Way, "This is a further extension of RSP and at this point, Rick is our only client, but we intend to expand."

"It's totality management," Miller continued, "It's our feeling that there's room for a new aggressive and honest management company in this business." Because both Miller and Gross' backgrounds have been in pop and rock, the company will concentrate on that genre's artists although they might pursue talent in the film industry as well.

**MCA Announces Catalog Extended Dating Plan**

LOS ANGELES — MCA has become the first manufacturer to offer extended dating on all catalog product as an ongoing program, which Al Bergamo, president of MCA Distributing, said would change industry standards regarding catalog.

"Most catalog product sells at a much slower pace than hit product," Bergamo stated. "Accounts cannot afford to stock this product in depth because of manufacturer's normal dating terms, i.e. 60 days."

All catalog product ordered between now and Oct. 21 will receive February dating. Orders written during December, with January shipment, will receive June dating.

**Disc-O-Mat For Sale**

NEW YORK — Negotiations are under way in earnest for the sale of the New York based Disc-O-Mat chain to Record Town/Transworld Music Corp., the Albany, N.Y.-based company operating fifty-plus stores in New York, Pennsylvania, and New England.

Record Town/Transworld head Bob Higgins said that there had been no "signed agreement" regarding the proposed sale, and a Disc-O-Mat spokesman discounted rumors of the stores' new ownership as "premature at best," adding that the chain was "very much in business and looking forward to a very strong Christmas season."

The Disc-O-Mat chain has four stores in Manhattan and two in New Jersey.

**Murdoch Company Buys 1.6% Of Warner Comm. Inc.**

LOS ANGELES — Rupert Murdoch, Australian multimillionaire, recently obtained, through a company he owns, one million shares (1.6%) of New York-based Warner Communications Inc., parent company of the Warner Bros. movie studio and the Atari video game concern. Citing the move as being purely for investment purposes, the Australian newspaper magnate purchased the shares on the open market through his News America Publishing Inc., a U.S. holding company.

**REVIEWS**

**ALBUMS**

**OUT OF THE BOX**



**A LITTLE GOOD NEWS** — Anne Murray — Capitol ST-12301 — Producers: Jim Ed Norman — List: 8.98 — Bar Coded

Canada's country/MOR institution Anne Murray attempts to widen her musical range in her newest release, "A Little Good News." Similarly to Olivia Newton-John, Murray has also tried to add a larger edge in her songs and the recent LP shows her limitless vocal range as she flows through slower, more melodic songs like "Come On Love" and "Sentimental Favorite" to the grittier ballad sung on the title track, and the rockier more modern "That's Not The Way (It's S'posed To Be)" and "Heart Stealer." "A Little Good News" does not represent such a radical change to the point of alienating Murray's old fans; instead, it might attract a newer crowd of listeners.

**FEATURE PICKS**

**POP**

**NATIONAL EMOTION** — Tommy Tutone — Columbia FC 38425 — Producers: Ed Thacker, Bill Drescher, David Paich and Terry Powell — List: 8.98 — Bar Coded

With Tommy Tutone's third outing, "National Emotion," the band appears to be at a crucial stage of its career. It has taken almost a year and a half to complete the LP and the band has probably felt a lot of pressure to come up with another successful single like the previous Top Ten hit, "867-5309/Jenny." "National Emotion" contains the very same driving rock 'n' roll of old with very little change aside from the funk/dance-beat "Laverne." Although there appears to be no heir to the past hit, there are a few definite possibilities for airplay with the bouncy, power poppy "Money Talks" and rockier "Dumb But Pretty." Among the producers playing musical chairs producing the band is Toto's David Paich, who also plays on the title track.

**CAUGHT IN THE GAME** — Survivor — Scotti Brothers — QZ-38791 — Producer: Frankle Sullivan — List: 8.98 — Bar Coded

As a long awaited followup to last year's hit "Eye of the Tiger," which was also on the popular *Rocky III* soundtrack, Survivor's latest "Caught in the Game" will have to prove itself without the support of a hit movie. Packed with melodic hard rock songs in the Toto/Journey mold, the new LP contains a couple of tracks which might follow "Tiger," namely the title track with its catchy guitar riff or "It Doesn't Have to Be This Way" with its memorable chorus. Although the sci-fi album cover hints at a possible futuristic redirection for the band, the songs are firmly etched on the rock.

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9th Annual International Record/Video and Music Industry Market

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# REVIEWS

## ALBUMS

(continued from page 6)

**PLANET EARTH ROCK AND ROLL ORCHESTRA** — Paul Kantner — RCA AFL1-4320 — Producers: Scott Matthews and Ron Nagle — List: 8.98 — Bar Coded

As a sequel to "Blows Against the Empire," sci-fi buff and Jefferson Airplane/Starship co-founder Paul Kantner has released "Planet Earth Rock and Roll Orchestra," which narrates the adventures of futuristic San Francisco rock band Planet Earth Rock and Roll Orchestra. With most of the Starship band plus former members Sly Dunbar and Jack Casady and a host of guest musicians, the record takes the listener from space age landscapes, with the rocking title track and "Let's Go," down to earth with the earthier, flakier "The Mountain Song" co-written by Kantner and Grateful Dead leader Jerry Garcia. As a concept album, the inner sleeve includes a story line and a libretto with which consumers can further understand the purpose of the entire project.

**LABOUR OF LOVE** — UB40 — A&M SP-6-4980 — Producers: UB40 and Ray 'Pablo' Falconer — List: 8.98 — Bar Coded

As tribute to the music they listened to during their youth, premier British reggae band UB40 has released its interpretations of old reggae classics recorded between 1969 and 1972. The album includes Neil Diamond's "Red Red Wine" (which has become a big hit in England) as well as other noteworthy songs written by the likes of Bob Marley, ("Keep On Moving,") and Jimmy Cliff ("Many Rivers to Cross.")

**MASTER'S BREW** — Tim Bogert — Takoma TAK-7105 — Producer: Richie Wise — List: 6.98

Playing careful attention to dynamics, Tim Bogert has come up with an inviting collection of rock and roll songs in this five-track mini-LP. Largely known for his work in the supergroup trio Beck, Bogert and Appice, the bass player's first solo outing features playing by quite a few well-known musicians such as keyboardist Brian Auger, drummer Carmine Appice and guitarists Rick Derringer, Les Dudek and A. Havlenen (aka Eddie Van Halen). Name musicians aside, Bogert is in charge here with his evocative lead vocals and bass playing. Bogert has finally stepped out of the closet and made himself heard... it's about time.

**ONE PARTICULAR HARBOUR** — Jimmy Buffett — MCA MCA-5447 — Producers: Jimmy Buffett, Michael Utley — List: 8.98 — Bar Coded

"One Particular Harbour" brings Jimmy Buffett to yet another port with a collection of his unique blend of tropical country/blues/pop. Dealing with a variety of subjects both nostalgic and comic, Buffett's new album features a mixture of originals, covers and collaborations with other songwriters such as J.D. Souther, formerly with the Eagles. The LP showcases musical contributions by noted artists like singer Rita Coolidge, bassist Timothy Schmit, guitarist Earl Klugh and former Little Feat percussionist, Sam Clayton. "One Particular Harbour" portrays an eternally tanned Buffett at his songwriting best with tracks like "I Used to Have Money One Time" and the title cut.

**TRIO AND ERROR** — Trio — Mercury 814 320-1 M-1 — Producer: Klaus Voormann — List: 8.98 — Bar Coded

The Germans are taking over! Within the last six months acts like Falco, Nena and Trio have had cult hit singles with the songs sung in German or quasi-English. Following up on its surprise dance club hit single

# NEW FACES TO WATCH

## Taxxi

The story of how photographic technician Colin Payne, aspiring filmmaker Jeff Nead and lighting expert David Cummings joined together to form Fantasy recording act Taxxi may sound like it was invented by some imaginative publicist but, in this case at least, it's the truth. Coming from highly diverse backgrounds, the British trio have combined forces to produce three rocking albums so far, the debut "Day For Night," last year's "States of Emergency" and the recent release, "Foreign Tongue."

Guitarist/lead vocalist David Cummings grew up in Perth, Scotland, and although he originally intended to go into the theatre during his late teens, he decided to take a more conservative route and enter law school at the University of Edinburgh. However, a mere six weeks later he dropped out and started up a successful lighting company with some friends for a half-year stint. While in London, he got a gig doing lights for a band called The Soho Jets, which included drummer Jeffrey Nead.

Nead, a Londoner who thought about entering the movie business as an adolescent, changed his mind once he heard drummer extraordinaire Buddy Rich in concert. Although he made plans to attend the Boston Film School in the U.S., he wound up living in California pounding the skins for a small rock group. Later he ventured back to the U.K., where he auditioned and got a job working with The Soho Jets.

Keyboardist Payne only dabbled on his family's piano at his London house. After leaving school and working for a couple different bands and as a photo technician, he signed his first professional musical contract as a member of the funk/reggae band Trax before joining Taxxi.

Having recently returned from a vacation in Europe where he visited his family and friends, Taxxi drummer Nead spoke to **Cash Box** regarding the band's newest release and future projects the band plans to pursue.

"We recorded this album in half the time we took to record the last one. I couldn't believe how smoothly it all went. We can't wait to go back and make another one," Nead said, discussing the production of "Foreign Tongue."

Finding the new album a much more coherent and consistent effort in which every song runs smoothly into the next, Nead attributed the increased creative focus to a new-found facility in

"Da Da Da" Trio has released an LP of more oddities all produced by long time Beatles associate Klaus Voormann. The band successfully subverts any attempts to be categorized. Although maintaining a minimalist approach to recording by using primarily a synthesizer and sometimes a guitar, most of the songs develop simple melodies that somehow remain imprinted in the listener's mind. Aside from the hit single included in the package, Trio perform an R&B ballad, "Out in the Streets," a reggae-tinged tune, "Bye Bye" and an humorous cover of the 50's standard "Tutti Frutti." A sense of humour is a definite prerequisite before listening to "Trio and Error."

**BLACK CONTEMPORARY I'VE GOT MY EYES ON YOU** — Eddie Kendricks — Ms. Dixie MD-50001 — Producers: Jason Bryant, Eddie Kendricks, and Dr. Robert Manchurian — List:



songwriting and a better knowledge of the studio and its techniques. Nead explained, "The thing we're most pleased about the album is that it's a real progression from the last record; I think the last LP had a few songs on it that were my all-time favorites like, "Cocktail Queen" and "Whipping Boy," but there were other songs in the record which weren't as strong. I think on this album we've managed to get the songs and the sound across."

Last year's "States of Emergency" gave Taxxi widespread exposure through three videos, all of which were given airplay on MTV. The band plans to follow the same strategy with "Foreign Tongue" and have already finished filming one video for the song "Golden Chains" with another one in the planning stages. The MTV support as well as opening concert slots for such bands as the Motels, Triumph and Foreigner have made the group a big concert attraction — especially in the Midwest.

"We've never been a constantly gigging band. We really got our first taste of it last year and we can't wait to do it again," Nead continued, "Our upcoming tour will try to concentrate on dates in the Midwest and parts of the South; that's the part of the country that we feel we've got a large audience following."

Although originally a British band, Taxxi prefers touring in the United States rather than Europe because it believes in Europe it is considered more of a dance club band and it has not been really necessary to play in order to sell records there. Nead considers the European live circuit to be very heavy metal oriented and certainly not the band's cup of tea.

Because it has found greater commercial opportunities in this country, the band members have relocated to San Francisco. Nead explained, "We feel a little Americanized. It all started when I heard this Beach Boys song about California girls. We've never looked back since... it certainly lived up to our expectations."

**8.98 — Bar Coded**

Former lead tenor for The Temptations Eddie Kendricks has found success to be very elusive since leaving the group. Although he had a hit with "Keep On Truckin'" his solo career has slowed down considerably. In a hope to revitalize interest in Kendricks, whom many consider to be one of the best soul/R&B voices in contemporary music, his latest "I've Got My Eyes On You" features a mix of tunes ranging from the driving funk of the title track to the passionate balladry of "The Very Thought of You." Kendricks is not out of time, nor out of step with a genre he helped to create and is finally in vogue. **SUFFERER'S CHOICE** — Sugar Minott — Heartbeat HB 21 — Producers: Peter Thompson, Lincoln "Sugar" Minott — List: 8.98

A veteran of the British reggae scene, (continued on page 9)

# REVIEWS

## SINGLES

### OUT OF THE BOX



**PAUL McCARTNEY and MICHAEL JACKSON** (Columbia 38-04168) **Say Say Say** (3:55) (MPL Communications, Inc./Mijac Music — ASCAP) (McCartney-Jackson) (Producer: George Martin)

This anticipated release is more of superstar event than a musical landmark, but let's not quibble; it's a smash, a lively danceable track with riffs that grab and don't let go. The two live up to their co-billing, as each take vocal turns; McC with his new-found phrasing and MJ with a bevy of shimmering squeals. Aggressive horns and subtle harp touches also accentuate the track. From McCartney's forthcoming "Pipes Of Peace" LP.

## FEATURE PICKS

### POP

**KIM CARNES** (EMI America B-8181) **Invisible Hands** (3:09) (Zomba Enterprises inc. — ASCAP) (M. Page — Fairweather) (Producer: Keith Olsen)

Carnes' singing shows unaccustomed smoothness throughout most of "Invisible Hands," the first single from her new LP "Cafe Racer." It's only fitting, as the lyrics show a sensitive attempt at reaching but no touch. But the gripping melody with electronic, keyboard-based production is familiar territory, as is Carnes' to-the-beat phrasing.

**BETTE MIDLER** (Atlantic 2-89761) **Favorite Waste Of Time** (2:43) (MHC Music — ASCAP) (Marshall Crenshaw) (Producer: Chuck Plotkin)

In a dramatic switch from her previous, heavily romanticized ballad, Midler gives us a straightforward, delicious treatment of a lovely Marshall Crenshaw song. Her Divine-ness lays back and follows the composer's sweet melodic flow with edgier vocal tones.

**POINTER SISTERS** (Planet/RCA JK-13639) **I Need You** (3:44) (Porchester Music/Dale Kawashima Music/Area Songs/Dau To Day Music — ASCAP/Necnes River Publications — BMI) (N. O'Byrne-R. Feldman-J. Black) (Producer: Richard Perry)

After time off for sister June to put together her solo debut "Baby Sister," the sibling trio is back with its own release from the forthcoming "Break Out" LP. Ruth takes the lead here, with all three, of course, contributing backing vocals. The easy beat and keyboard effects tread (continued on page 9)



# REVIEWS

## ALBUMS

(continued from page 8)

Lincoln "Sugar" Mlnott has been responsible for bridging the gap between Jamaican purists and British reggae music. Mixing romantic subjects with socially relevant commentaries, Mlnott's music combines various reggae studio techniques here such as echo effects and dub. Singing in patios (a Jamaican/English dialect) and in English the lyrics may sometimes be hard to understand, however the hypnotic rhythms make the music of everpresent importance.

**E.S.P. (EXTRA SEXUAL PERSUASION)**  
— Millie Jackson — Spring SPR-33-6740  
— Producers: Millie Jackson and Brad Shapiro — List: 8.98

Long at the forefront of sexually suggestive R&B, sassy chanteuse Millie Jackson shows no signs of letting up on her latest LP, which takes a much more rock-oriented approach than most of her previous material, probably due to the widespread acceptance of erotic rockers like Prince and Vanity 3 over the past year. But, as Millie herself reminds us in the tune "Sexercise," "I was physical long before physical was in. I do my workout late at night/The bedroom is my gym." Recommended cuts include "You're Working Me" and "Too Easy Being Easy," while "Slow Tongue" grabs top honors for the nastiest track on the entire outing. Like Mae West, when Millie Jackson's good she's very good, but when she's bad, she's better.

**DOPPELGANGER** — Kid Creole and the Coconuts — Sire 23977-1 — Producer: August Darnell — List: 8.98 — Bar Coded

Have you ever taken the Love Boat to the Caribbean or perhaps stayed up one night and watched one of those Carmen Miranda movies? If you are not a traveller or an insomniac you might still get that "under the Mango tree" summer feeling simply by listening to Kid Creole and the Coconuts' latest release, "Doppelganger." Mixing Broadway musical-style flash with Caribbean beats, a touch of funk and modernistic polyrhythms, Kid Creole (alias, the Entertainer) creates light, easily memorable pop songs like, "If You Wanna Be Happy," and "There's Something Wrong In Paradise." Won't you visit your local travel agent for a trip to a record store?

## NEW AND DEVELOPING

**IN NOTHING SACRED?** — The Lords Of The New Church — I.R.S./A&M SP70039  
— Producers: The Lords Of The New Church and Todd Rundgren — List: 8.98 — Bar Coded



In the grand tradition of The New York Dolls and The Sex Pistols, The Lords of the New Church preach the gospel of sex, drugs and rock

'n' roll under the leadership of former Dead Boys lead vocalist Stiv Bators and ex-Damned lead guitarist Brian James. The catchy single, "Dance With Me" opens up the follow-up to last year's self-titled debut album, which is tailor-made for new music, college and other adventuresome alternative programming outlets. Key cuts include "Partners In Crime," "Johnny Too Bad," and "Live For Today," the latter tune produced by Todd Rundgren.

# REVIEWS

## SINGLES

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familiar territory for the group and there's almost a country feel to the track, which ought to assure the multi-format play accorded recent Pointer Sisters successes.

**SURVIVOR** (Scotti Brothers ZS4 04074)  
**Caught In The Game** (4:10) (Holy Moley Music/Rude Music — BMI/WB Music Corp/Easy Action Music — ASCAP) F. Sullivan-J. Peterik) (Producer: Frankie Sullivan)

A year after topping the charts with "Eye Of The Tiger," Chicago's Survivor returns with the title track single to their new album. Band principals Frankie Sullivan and Jim Peterik deliver a deceptively intricate, street-tough pop rocker grounded on a traditional fuzz-toned guitar intro. Sullivan's threatening guitar solo heightens the tension to the love entrapment theme.

**ROBERT PALMER** (Island DMD 678)  
**Pride** (5:20) (Ackee Music — ASCAP) (R. Palmer) (R. Palmer)

After being a guiding force behind the self-improvement message of Will Powers, Palmer takes a decidedly different outlook on his own "Pride," a condemnation of the exercise and health craze. Ever an idyllic Caribbean lilt, Palmer decries the loss of a mate who used to "yield like flesh, now it's all muscle." A lot of fun and a strong remix.

### BLACK CONTEMPORARY

**JEFFREY OSBORNE** (A&M AM-2591)  
**Stay With Me Tonight** (4:10) (Supaidan Music — ASCAP) (R. Jones) (Producer: George Duke)

Booming, funky plucked bass sets things walkin' and Osborne falls in step with an equally energetic vocal on ex-Chic keyboardist Jones' tune. Duke's production is full of finely-mixed subtleties, and the big surprise is a stinging guitar solo from Brian May of Queen. Osborne takes his own shot with a soaring ad-lib just before the track's fade.

**THE S.O.S. BAND** (Tabu/CBS ES4 04160)  
**Tell Me If You Still Care** (4:59) (Flyte Time Tunes/Avant Garde Music Publishing, Inc., Admin. by Almo Music Corp. — ASCAP) (T. Lewis-J. Harris III) (Producers: Jimmy Jam and Terry Lewis)

The follow-up single to the dance and urban smash, "Just Be Good To Me," this track from the current LP is in a classy ballad style not unlike recent Isley Bros. fare. The song turns into a duet between lead singers Mary Davis and Abdul Raouf, with the even tempo of the drum machine warmed by sweet background harmonies. The production team of Time members Jimmy Jam and Terry Lewis create a floating, urgent jam that ought to enliven black and crossover playlists.

**FOUR TOPS** (Motown 1706 MF)  
**I Just Can't Walk Away** (4:19) (Good Life Music, Inc. & Beau-Dio-Do Music, Inc. — ASCAP) (Holland-Dozier-Holland) (Producers: Holland-Dozier-Holland)

The group is welcomed "home" in a return-to-Motown debut that reunites them with the original Holland-Dozier-Holland production team. It's quite a change of pace from "Reach Out" or "Bernadette," and more characteristic of recent Top tunes in the ballad vein, but an emotionally charged Levi Stubbs leads the way here. An appropriately hot sax solo also highlights the track, with H-D-H laying in the string effects to bring the message, well, "home."

**MARY JANE GIRLS** (Gordy 1704GF)  
**Boys** (4:03) (Stone City Music — ASCAP) (Rick James) (Producer: R. James)

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# EXECUTIVES ON THE MOVE

**Weston Promoted At PolyGram** — John Weston has been named New York local promotion person for PolyGram Records. He was previously PolyGram's sales representative in New York.

**Shore Appointed** — Chrysalis Records has announced the promotion of Rhonda Shore to director, national publicity. Shore, who previously served as manager, national publicity, has been working at Chrysalis Records for two years.

**Nudell Appointed At CBS** — Karen J. Nudell has been appointed an attorney in the Records Section of the CBS Law Department. Prior to joining CBS, she was legal counsel with Columbia Pictures Industries, Inc.

**RCA Names Two** — The appointments of Jeffrey I. Gingold and Lawrence A. Stanley as contract specialists, business affairs, were announced by RCA Records. Gingold joins RCA Records after having been an associate with the New York entertainment law firm of Rosenblum & Freedman. Stanley comes to RCA from the New York law firm of Rienthal & Birnbaum, P.C., where he was an associate.

**Curley Appointed** — Jim Curley, former chief executive officer at United Communications and Entertainment Inc., has been appointed executive head of production for Edge Entertainment, which was formed in 1982 and is the motion picture development arm of Edge Records and Publishing Co.

**Smith Joins Allegiance** — Janet Planet Smith of the ABC Television Network's Visual Communications Department has joined the staff of Hollywood's Allegiance Records, Ltd. Before she joined ABC at its offices in Century City, she was with Capitol Records, the Island Records label in London, Darkhorse Records, Skyhill Publishing Co., and Shelter Records.

**McLeMore To Greenwood** — Don McLeMore has joined Lee Greenwood Enterprises as road manager. He was formerly with Mel Tillis Enterprises as road manager.

**Miller Starts Firm** — Burt Miller has resigned his position as national artist development coordinator for A&M Records to start his own sales and marketing representation firm, Burt W. Miller Enterprises. He can be reached at (212) 683-3259.

## Bornstein To Remain At NPR Add'l Month

NEW YORK — Ronald G. Bornstein, whose interim term as acting president of National Public Radio (NPR) was to have expired this week (September 30), will remain at his post through the end of October. His contract has been extended one month by the NPR board of directors. The board continues to seek a full-time president for the beleaguered network.

Bornstein has been on leave from his administrative post at the University of Wisconsin since April of this year, when he joined NPR following Frank Mankiewicz's resignation.

## Robinson Named To Board Of Repertory Theatre

LOS ANGELES — Irwin Z. Robinson, president of the publishing concern Chappell/Intersong Music Group-U.S.A., has been named to the board of directors of the Nassau Repertory Theatre, Long Island's only full-season professional equity company. He will join the board for the '83-'84 season which opens October 18th with the production of Noel Coward's "The Marquise," at the Hays Theatre in Rockville Centre.

In a career spanning 25 years in the music business, Robinson has worked with Chappell/Intersong since 1977 as well as being vice president of ASCAP and a member of its board of directors; member of the Law Committee of ASCAP; a board member of NMPA and a recently appointed vice president of the international Federation of Popular Music Publishers.

The PolyGram-owned publishing firm represents such diverse and well known acts as the Bee Gees, Pink Floyd and Marvin Hamlisch.

## Marcus Named Director of SRS

LOS ANGELES — Barbara Marcus has been named executive director of Songwriters Resources and Services, a non profit arts organization dedicated to the protection and education of songwriters, and will guide the organization's expansion of information services to the entertainment industry. Before joining SRS, Marcus was a publicist for UCLA Extension's entertainment industry programs. She previously served as press director to former U.S. Senator Howard Cannon (D-Nev.)



## MCA Taps Sulman For VP Position

LOS ANGELES — Harold Sulman has been appointed to the newly created position of vice president, sales, for MCA Records. He will be working with MCA Distributing, its branches and field staff, providing a direct conduit of direction between the label and distribution arm.

He formerly was employed at GRP Records, where he served as director of sales and distribution.

## Thompkins Upped To V.P., Black Promo, E/P/A

NEW YORK — Garcia "T.C." Thompkins has been named vice president, black music promotion, Epic/Portrait/Associated labels by Don Dempsy, senior vice president and general manager, E/P/A. In his new position, Thompkins will report to Frank DiLeo, vice president, national promotion, E/P/A.

Thompkins will handle all national promotion activities for black-oriented releases on the Epic, Portrait and CBS Associated labels. Reporting to him will be E/P/A's staff of black music local promotion managers.

Thompkins has been director, black music promotion, E/P/A since 1979. He joined CBS in 1977 as black music local promotion manager in Chicago, and was later named black music regional promotion marketing manager for the Midwest. Prior to joining CBS, he held regional promotional positions at Capitol Records, ABC Records, and Stax Records.

"We are very fortunate to have an executive of T.C.'s expertise at the head of our black promotion activities," said DiLeo in announcing Thompkins' new post. "Given his exceptional track record, I am confident he will take his department to new levels of success."



# REVIEWS

## SINGLES

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The Girls go right to the heart of the matter — boys, that is, "anytime, anywhere." The track is more evident of James' influence than the previous single, "All Night Long," and also recalls Vanity 6's "Nasty Girls" in tempo and attitude. Black contemporary ought to have fun with this one.

## NEW AND DEVELOPING

**MENTAL AS ANYTHING** (A&M AM-4592)  
**Brain Brain** (4:03) (Syrray Music — APRA, administered)

in the U.S. by Irving Music, Inc. — BMI) (Peter O'Donerty) (Producers: Bruce Brown and Russell Dunlop)

Another Australian band, another distinctive sound. Vocalist guitarist Peter O'Doherty presents an understated tale of domestic woe. The clean, sparse arrangement recalls the detailed style of

Dire Straits in the succinct keyboard and guitar touches. Soft spoken vocals match the tune's tone and make A/C acceptance a distinct possibility.

**STREETS** (Atlantic 89760)

**If Love Should Go** (4:07) (Necessary Noise — ASCAP) (Walsh & Slamer) (Producer: Neil Kernon)

Former Kansas group mainstay Steve Walsh resurfaces here with a new band and a new label. "Love" is the first single from the forthcoming LP named after the group, and Walsh and company present a cockier sound than his previous band. With smooth production not unlike Asia — and without the "classical rock" overtones — Streets looks to make a healthy debut.

### 12-INCH REVIEW

**RADIANCE FEATURING ANDREA STONE** (Are 'n Be — 002)

**You're My Number 1** (7:20) (Vibrato/Mary Jane — BMI) (Bryant/Stone/Stewart) (Ware Productions)

Radiance is a five-piece, New York-based outfit, and although lead vocalist Andrea Stone is an undergraduate at Hunter College, "You're My Number 1" demonstrates that she's already a graduate of the college of musical knowledge. Stone's surprisingly sophisticated delivery is matched superbly by the instrumentalists in Radiance making this disc a real find.

**GLORIA GAYNOR** (Silver Blue — 220)

**I Am What I Am** (5:56) (Jerryco — ASCAP) (J. Herman) (J. Diamond)

A declarative cover from the Broadway musical *La Cage Aux Folles*, Gaynor's version is aimed squarely at the traditional mid-line disco market. No hip hop here, just a straight-ahead flagwaver from the disco diva responsible for such hits as "I Will Survive," and "Never Can Say Goodbye."

### 12-INCH REVIEW

**RON BANKS** (CBS Associated Records 49 04143)

**Truly Bad** (6:06) (Ron Banko/Sadie Bee Ray — BMI) (R. Banks/R. Johnson) (R. Banks)

What starts as electro-boogie hip-hop develops into a straight-ahead shaker reminiscent of "Shake Your Body Down To The Ground." Banks' falsetto is strong enough to hold the spotlight, but he gets good support, especially from a popping, steady bass line.

## MCA Holds U.K. Sales Meet

LONDON — MCA Records U.K. MD Stuart Watson welcomed his sales and marketing force to the sales conference by declaring that the U.K. company was now a "fully fledged" one. Watson paid tribute to A&R man Charlie Eyre, whose first signing was Musical Youth. He spoke very positively about the future of the U.K. industry. "We should be proud of our country as a talent source."

MCA is releasing its strongest ever lineup of U.S. and U.K. releases this fall, with individual marketing campaigns designed for each artist.

Major releases will include albums from Tom Petty, The Crusaders, Musical Youth and Diamond Head. A massive campaign is planned for The Fixx album "Reach The Beach" which has already gone gold in the U.S. but has only been marginally successful in the U.K. as yet.

The result of MCA's heavy A&R activities is a good deal of new signings which include Cutting Edge, Perfect Crime, and Nik Kershaw.

Marketing manager John Knowes underlined the company's policy of developing the careers of its roster long term rather than operating on the next record release basis.

MCA is also maintaining its long standing reputation as soundtrack specialist with pre-Christmas releases of film based albums including *Jaws 3* and *Psycho 2*. They are also bringing out a special price series from back catalog items. These albums are designed to meet the demand for musical nostalgia and MOR product. They are to include legendary singers like Ella Fitzgerald, Bing Crosby and The Mamas and Pappas and Buddy Holly.

MCA is also releasing a limited edition Fixx double pack of 5,000 with a special sleeve and collage of U.S. press clippings. Tracks featured are "One Thing Leads To Another," "Reach The Beach," "Red Skies" and "Stand Or Fall." The Fixx make their first U.K. appearance for six months on October 17 at London's The Venue.

## Rail Wins MTV Video Contest

LOS ANGELES — Seattle-based rock group Rail won the final competition of MTV's "Basement Tapes" held in New York.

Rail's winning video, "Hello," produced by Tim Patterson and Kevin Castillo of VideoArt, earned the band a \$100,000 record contract from EMI Records.

The band, which favors high energy rock and roll, has been together for 13 years and toured the United States with such major artists as Van Halen and Ted Nugent.

Rail is exclusively represented by Management III.

## Ventures Tribute Taped

LOS ANGELES — An hour-long tribute to The Ventures, an instrumental group, has been videotaped at the National Video Center/Recording Studios. Entitled "Walk Don't Run," the special was shot before a live audience, and features guest appearances by Peter Frampton, E-Street Band drummer Max Weinberg, and former New York Doll David Johansen.

Also part of the program are pre-taped interviews with J. Geils, Rick Neilson from Cheap Trick, as well as footage gathered from more than 20 years of Ventures world-wide concert appearances.

The special is scheduled to be marketed and distributed to cable and broadcast syndication domestically this fall, and will also air internationally.

## POINTS WEST

**THE PRINCIPLE OF PARTYING** — Following Robert Plant's gig at the Forum in L.A. Sept. 27, a posi-posh party was thrown for the rocker at Tony Duquette Studios on North Robertson with entertainment provided by **Jimmy & The Mustangs**. The smash bash, attended by **Rod Stewart**, **Jack Nicholson**, **The Motels**, **Queen**, **The Spinners**, **Robert Hays**, **Rosemary (sans Jim) Carroll** and hundreds of other folks, was also the scene of a gold LP presentation to Plant for his "The Principle of Moments" album. With all the paparazzi buzzing about, it's a shame no one clicked off a few snaps of natty **Rick James** ambling in the vicinity of MTV V.J. **J.J. Jackson** . . .

**SUPERTRAMP SUP** — The night before the Plant partay, a celebration of a different sort went down down the street at Chasen's Restaurant, where A&M feted



**X MARKS THE SPOT** — Los Angeles-based group X recently began to tour the Southern California area following the release of its LP, "More Fun In The New World." Pictured here at a Riverside gig are band members **John Doe** (l) and his wife **Exene Cervenka**.

Photo by Debbie Leavitt

**Splash** — 24 year old **Jose Charles** and 18 year old **Rufus Radebe** — were sentenced to four years in prison for singing songs that the government claimed advocated black revolution. Splash performed earlier this year at the mostly white University of the Witwaterstrand, considered a "liberal" school in racially segregated South Africa. The judge said that the band indirectly promoted the region's largest guerrilla group in their act, which the prosecutor called "seditious." In other news, two members of L.A. hard-core group **Black Flag** were found guilty of contempt of court last week during the final throes of the Unicorn-B.F. legal circus.

**TWO IN THE BUSH** — EMI/America has joined forces with indie Enigma Records to market the recently-released **Kate Bush** EP in an attempt to elicit a wider college audience for the critically acclaimed British singer/composer/musician/renaissance woman. According to Enigma's national co-director of promotions, **Meg Jones**, the company will hold screenings of Bush's live Hammersmith Odeon concert video in fifty cities from October through December. The world premiere of the vid is set to take place at the College Media Inc. (CMI) "Music Marathon '83" powwow in New York City on Oct. 22. There will also be a contest for programmers involved with the video tour, with the grand prize being a trip for two to England to meet and hang out with Bush for a few days. The multi-talented artist is currently building a studio in her home and preparing to record her follow up to 1982's brilliant LP, "The Dreaming."

**A MAZDA, BUT NOT A WANKEL** — After helping with production on a score of albums by such talents as **The Fleshtones**, **Suburban Lawns**, **Wall of Voodoo**, **The Birthday Party** and **Yellow**, studio wiz **Richard Mazda** is wrapping up work on his solo debut album. With the 'tones providing background vocals along with **Wendy O'Wild** from **Pulsallama**, it promises to be an intriguing LP; Mazda calls it a "rhythm related" effort that emphasizes movement within each track" but deliberately avoids the whole "N.Y. remix" syndrome. "If anything, I'm trying not to sound like a New York dance record," said the knob twirler cum crooner, who previously served with the group **Cosmetics**, and decried the lack of meaningful lyrics on so-called dance-music. Mazda is set to leave Hit City West studios on Oct. 8, and the LP should be out just a few weeks later.

**IT COULD BE VERSE** — The long-awaited celebration of Los Angeles called "English As A Second Language (Talking Package)" on the Freeway Records label should be appearing in stores this week. The two record set includes the "voice prints" and musical talents of several local rockers, poets and other wordsmiths, such as **The Minutemen's D. Boon** and **Mike Watt**; **The Plugz's Tito Larriva**; **Tuff Muffin**; **The Bangles' Susanna Hoffs**; **Dream Syndicate's Steve Wynn**; **X's Exene Cervenka** and **John Doe**; **The Blasters' Dave Alvin**; **Surf Punks' Dennis Dragon**; **The Last's Joe Noite** and **Vitus Matare**; **Ivan E. Roth**, **Tequila Mockingbird**; **Wanda Coleman**; **Charles Bukowski**; and lots more.

Besides the cornucopia of eloquent orators on the waxing, the set's liner text features poems and notes from **Leonard Cohen** and **Tom Waits**, in addition to a portion of **Jim Morrison's** "From Dry Water" lyrical work. After just a few listenings to an advance cassette, we're hooked. The double-LP is shocking but seductive, raunchy yet romantic, alternately (and sometimes simultaneously) sleazy and sublime. An aural road map of southern California, "English As A Second Language" is more than just a "talking package" — it's a vinyl volume that listens to its environment and then tells it like it is.

**SHORT CUTS** — **Chad Stuart** and **Jeremy Clyde** together again? It's happening on Oct. 8 in the ballroom of the Beverly Wilshire Hotel at the 1983 Celebrity Benefit Ball, with proceeds earmarked for reconstructive surgery aiding needy children. This is the first time since 1969 that Chad and Jeremy have teamed since 1969, when they broke



**DEM CRAZY BALDHEADS** — Pictured above is **Peter Garrett**, lead singer for the Australian act **Midnight Oil**, which bills itself as a "thinking man's band" concerned with socio-cultural issues.

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## EAST COASTINGS

**KEEPIN' IT CONFIDENTIAL** — Singer **Nona Hendryx** hasn't gotten the warmest of receptions from MTV. Despite her immense popularity as a crossover act in New York, the video network nixed her "Keep It Confidential" clip, feeling it wasn't right for their audience. And in the last few weeks, Hendryx found herself embroiled in a second flap with the WASEC outfit when MTV asked IRS to remove a segment on the singer from their **Cutting Edge** program. Although the official party line as espoused by both MTV and IRS is that the channel assumed the clip would be the rejected "Keep It Confidential" and immediately acquiesced when they found it was an interview with performance footage. Insiders are saying that the clip was rescued by some tough talk from IRS honcho **Miles Copeland**. Whatever the case may be, one can only puzzle over how

MTV can reject an artist like Nona Hendryx if music programming is really the yardstick. And it's becoming increasingly obvious that the channel is making enemies among musicians and industry personnel. As one label staffer put it: "Everybody's just sitting and waiting for MTV to get their comeuppance" . . . Among those who may have some newfound ill-will for the company are the employees caught in the wholesale transfer of personnel from MTV to the newly formed Showtime/The Movie Channel outfit, which is jointly owned by WASEC.

**ALL THE SHMOOZ THAT FITS** — Congrats to CBS Records and **Michael Jackson** in "Thriller" having become the largest selling album in CBS Records history. Internationally, the

disc has topped the 15.5-million mark, surpassing "**Simon & Garfunkel's Greatest Hits**," while hitting the 8.3-million mark at home, overtaking the debut album by **Boston** as the best-selling U.S. title . . . And speaking of CBS, we were very surprised to hear that the outfit has inked reggae toaster **Yellowman**. It is reportedly an international signing, with U.S. product expected . . . One final note on CBS, best wishes and a sad so-long to the best pal a writer ever had, **Amy Strauss**, who moved from Columbia's publicity department to product management this week . . . Drummer **Steve Goulding of The Rumour** has been enlisted by **Gang of Four** for their upcoming American tour, slated to kick-off this month . . . Fusion of the future? With **Herbie Hancock's "Rockit"** a bona fide smash, jazz drummer **Max Roach** will be performing at the Kitchen in New York next month with **Fab & Freddy** and **DJ Spy** . . . What goes around: Now that everybody wants to get into the 12-inch business, it's only natural that the guys on the street are looking in other directions. But it still caught us off guard to hear what hip hop moguls **Tom Silverman** and **Arthur Baker** have been up to. Among their recent projects were recording sessions with **Edgar Winter** for Silverman's new Body Rock label. While Baker's Streetwise will have titles by **Our Daughter's Wedding** and **Dr. John** . . . After a brief life as what must have been the world's largest jazz nightclub, New York's Irving Plaza is back in business as a rock venue . . . Gotham club s.n.a.f.u. has moved their showcase video program from Manhattan's Channel D to Channel J, and is looking to put together a national broadcast deal . . . The Peppermint Lounge was recently the sight of a soiree for the just-out **Trouser Press Guide To New Wave Records**. Edited by **Trouser Press** publisher **Ira Robbins**, the book is exactly what it portends to be, offering brief reviews on an act-by-act basis. The list of impressive contributors includes former **Cash Box** staffer and Music Industry Golf Assoc. (MIGA) co-founder **Dave Schulps**. Charles Scribner's Sons is the publisher . . . **Chris Stamey** has departed the dB's . . . Threat from the North: **Randy Bachman**, **Fred Turner** and **Tim Bachman** have reformed **Bachman-Turner Overdrive** with former **Guess Who** drummer **Gary Peterson** . . . It was a pleasure to finally see New Orleans legend **Allen Toussaint** when he performed at New York's Public Theater recently. The occasion was a presentation entitled "Conjure: Music for the Texts of **Ishmael Reed**,"



**QUITE A MATCH** — Capitol recording artist **Bob Seger** (l) was greeted backstage at a recent show by tennis pro **Vitas Gerulaitis**.

**SONG** — Having dominated the FM airwaves for nearly 15 years as the vocalist with **Led Zeppelin**, **Robert Plant** has been back on the road during the last few weeks furthering his new career in the post Zeppelin age. After all the years at the top of the heap of mega-stars, Plant is today a reflective, serious musician and still very much in it for the long haul. When we spoke with him a few weeks back, we were surprised to find an artist still probing for answers, and eager to field questions concerning virtually any phase of his career. Herewith, a few excerpts from Plant's observations from the road: "After the disbanding of Led Zeppelin, I found myself in a dilemma where there was no real incentive to pursue a career. I had never envisioned a conclusion to Led Zeppelin, but suddenly there it was. And I realized that without anything to head for, I'd go into in-

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**MANIAC MAKES GOOD** — PolyGram Records recently presented a gold record for the Flashdance Soundtrack to Warner Brothers for presentation to Warner's artist **Michael Sembello**, whose song "Maniac" was one of the album's hit singles. For no reason anyone can discern, Sembello and his gold record are pictured on a tractor.

val. Meanwhile, he added that simultaneous releases (records which come out both in the U.S. and in Europe) once released here two to three weeks before they were in Europe now come out only two or three days apart if not at the same time, eliminating the need for the exporters.

## Album Exporters Sing The Blues

(continued from page 5)

Schlesinger placed part of the blame for the business' woes on the increased cost of the records from manufacturers as well as the increase in transportation costs. "Shipping is very poor. Many don't ship daily anymore but biweekly so that special orders take weeks to get filled and it becomes more costly," said the Galiko exec. Phil Blume of Jem Records Inc. agreed. "I think that with shipping costs, a lot of European importers have to make larger orders per shipment to be cost effective and bring the cost of each unit down but because the dollar is so darn strong people are more reluctant to buy." Although Blume believes that big titles still sell, even in smaller quantities, he has tried to offer incentives by creating extra discounts whenever possible.

Schlesinger emphasized that many European countries developed incentive programs and subsidized their exporting firms, while the U.S. has utterly ignored its exporters and given them little support during these times of crisis. "I think they should help us out. The Canadian government was giving tremendous 6% rebates to proven exporters and many of them were simply living off that 6%."

Expressing the same frustration with the current state of the economy was Eskin, who criticized, "It is completely a disaster

because our records are very overpriced for the overseas market." She pointed part of the blame on the manufacturers whom she believes have made it almost impossible for the dealers (exporters) to remain competitive and make any profit. "At one point they raised the prices to the dealers without raising the list price, in other words they squeezed the dealers without affecting the retail price. It's like a snowball — everyone's raising a little bit and when it comes to the dealer it seems to be so expensive."

Eskin has felt a lot of pressure from manufacturers who have set unreasonably high minimum delivery volumes, leaving many exporters with more units than what they need. Eskin pessimistically concluded, "I think this is the worst year we've ever had."

Like every rule with its exception, one company specializing in the export of 45 rpm oldies, American Record Sales Inc., has yet to feel the pinch. Charles Koppel, speaking on behalf of the singles exporting company, conceded there had been some decline in the European exporting market, mostly in England, France and Belgium, but felt this was not as bad a year for them as it had been for the others. Koppel observed, "People are still buying and paying the price."

## Sunsplash Discs By New Record Co.

LOS ANGELES — Synergy Productions, Ltd., of Kingston, Jamaica, promoters of Jamaica's annual Reggae Sunsplash Festival, has formed Sunsplash Records, Inc., in order to release live recordings from the festival held in 1982.

### The Conference

Three full days of practical workshops that will fully explore the role of Black music within the music and entertainment industry. Each session will be headed by a panel of artists and industry professionals who will discuss such topics as:

- Developing Greater Opportunities for Black Music
- Entertainment Law
- The Future of Independent Record Companies
- Career Opportunities Through the Eighties
- The State of Black Music and Black Music Artists
- Black Music In International Markets
- The Impact of New Forms of Telecommunications

### The Concert

This once-in-a-lifetime concert will be highlighted by a performance of the Miles Davis All-Star Alumni Orchestra. A VIP reception with more musical surprises will follow the concert.

For additional information contact:

**The Black Music Association**  
1500 Locust Street  
Philadelphia, PA 19102  
(215) 545-8600



## The Fifth Annual BMA Conference

November 4-6th, 1983

Sheraton Centre Hotel  
New York City



**MILES DAVIS:**

The Life & Times  
A Musical Tribute

At Radio City Music Hall, Sunday, Nov. 6th



# MERCHANDISING

## TOP 15 VIDEO GAMES

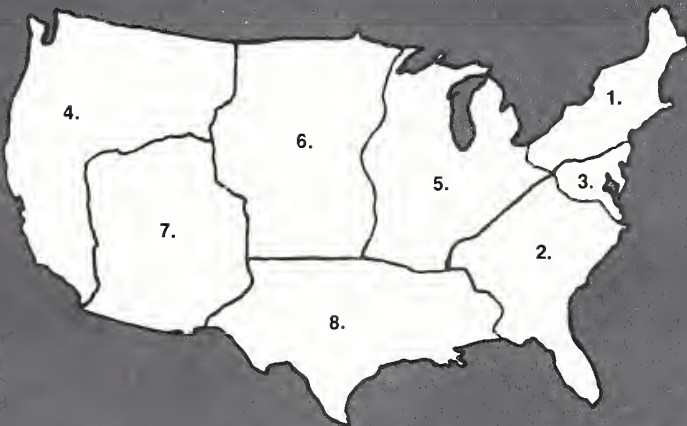
	10/1	Weeks On Chart
1 Q-BERT Parker Brothers 5360	1	6
2 ENDURO Activision AX 026	2	17
3 CENTIPEDE Atari CX2676	3	28
4 JUNGLE HUNT Atari CX2688	5	10
5 BURGER TIME Intellivision 4549	6	11
6 MS. PAC-MAN Atari CX2675	4	30
7 POLE POSITION Atari CX 2694	7	6
8 RIVER RAID Activision AX020	8	39
9 DECATHLON Activision AZ030	12	6
10 ZAXXON Coleco 2435	10	45
11 ROBOT TANK Activision AX028	11	12
12 KEYSTONE KAPERS Activision AX025	9	21
13 MR. DO! Coleco 2622	—	1
14 PITFALL! Activision AX108	14	45
15 CRACK POTS Activision AX029	13	4

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

	10/1	Weeks On Chart
1 LED ZEPPELIN (IV) (Atlantic SD 19129)	2	32
2 THE RISE AND FALL OF ZIGGY STARDUST AND THE SPIDERS FROM MARS David Bowie (RCA AYL 1-3843)	1	24
3 LOOK SHARP! Joe Jackson (A&M SP-4919)	6	13
4 WHO'S NEXT The Who (MCA 3151)	9	13
5 PIANO MAN Billy Joel (Columbia PC 32455)	3	10
6 PRETENDERS (Sire SRK 6083)	5	21
7 AJA Steely Dan (MCA 1006)	4	11
8 ELTON JOHN'S GREATEST HITS, VOLUME I (MCA 2128)	8	8
9 THE DOORS (Elektra EKS 74007)	7	35
10 MEATY, BEATY, BIG AND BOUNCY The Who (MCA 37001)	10	34
11 WHO ARE YOU The Who (MCA 3050)	11	16
12 TAPESTRY Carole King (Epic PE 34946)	13	60
13 MORNING DANCE Spyro Gyra (MCA 9004)	14	7
14 LET THERE BE ROCK AC/DC (SD-36151)	15	10
15 WORKING CLASS DOG Rick Springfield (RCA AFL1-3697)	12	4

COMPILED FROM: Licorice Pizza — Los Angeles • Ceveges — Buffalo • Den Jey Music — Denver • Musicland — St. Louis • Karma — Indianapolis • Peaches Records — Cincinnati, Columbus • Cherts — 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 LINDA RONSTADT | 9 ALDO NOVA       |
| 2 KENNY ROGERS   | 10 JIMMY BUFFETT  |
| 3 BIG COUNTRY    | 11 DIO            |
| 4 RAINBOW        | 12 HERBIE HANCOCK |
| 5 MOTELS         | 13 SHEENA EASTON  |
| 6 GAP BAND       | 14 BOB JAMES      |
| 7 HEART          | 15 MIKE'S MURDER  |
| 8 SPANDAU BALLET |                   |

### NORTHEAST 1.

- 1 LINDA RONSTADT
- 2 KENNY ROGERS
- 3 LA CAGE AUX FOLLES
- 4 BIG COUNTRY
- 5 SPANDAU BALLET
- 6 SHEENA EASTON
- 7 CARLY SIMON
- 8 HERBIE HANCOCK
- 9 RAINBOW
- 10 MIKE'S MURDER

### SOUTHEAST 2.

- 1 KENNY ROGERS
- 2 LINDA RONSTADT
- 3 HERBIE HANCOCK
- 4 SPANDAU BALLET
- 5 JIMMY BUFFETT
- 6 GAP BAND
- 7 HEART
- 8 MOTELS
- 9 DIO
- 10 BOB JAMES

### BALTIMORE/WASHINGTON 3.

- 1 LINDA RONSTADT
- 2 GAP BAND
- 3 PHILIP BAILEY
- 4 BOB JAMES
- 5 BIG COUNTRY
- 6 SPANDAU BALLET
- 7 RAINBOW
- 8 KENNY ROGERS
- 9 MOTELS
- 10 MIKE'S MURDER

### WEST 4.

- 1 LINDA RONSTADT
- 2 BIG COUNTRY
- 3 MOTELS
- 4 KENNY ROGERS
- 5 SPANDAU BALLET
- 6 MANHATTAN TRANSFER
- 7 RAINBOW
- 8 GAP BAND
- 9 X
- 10 ALDO NOVA

### MIDWEST 5.

- 1 LINDA RONSTADT
- 2 KENNY ROGERS
- 3 BIG COUNTRY
- 4 MOTELS
- 5 HEART
- 6 ALDO NOVA
- 7 SPANDAU BALLET
- 8 MICHAEL STANLEY BAND
- 9 RAINBOW
- 10 JIMMY BUFFETT

### NORTH CENTRAL 6.

- 1 KENNY ROGERS
- 2 HEART
- 3 JUICE NEWTON
- 4 GAP BAND
- 5 SHEENA EASTON
- 6 LINDA RONSTADT
- 7 DIO
- 8 ALDO NOVA
- 9 RAINBOW
- 10 BIG COUNTRY

### DENVER/PHOENIX 7.

- 1 HEART
- 2 BIG COUNTRY
- 3 LINDA RONSTADT
- 4 DIO
- 5 KENNY ROGERS
- 6 GAP BAND
- 7 ALDO NOVA
- 8 HERBIE HANCOCK
- 9 JIMMY BUFFETT
- 10 MOTELS

### SOUTH CENTRAL 8.

- 1 GAP BAND
- 2 KENNY ROGERS
- 3 RAINBOW
- 4 LINDA RONSTADT
- 5 MOTELS
- 6 JIMMY BUFFETT
- 7 ALDO NOVA
- 8 BIG COUNTRY
- 9 HEART
- 10 DIO



WHAT'S IN-STORE



**EYE ON THE TIGER** — A 400-lb. Siberian "Stray Cat" by the name of Helen was the guest of honor at a recent in-store at the Great American Music Store in Minneapolis. The event was in support of the new Stray Cats LP "Rant N' Rave With The Stray Cats." Pictured **standing** behind Helen are (l-r): Ron Reslin, promotion manager, Liberty/EMI Records; Vyto Lazauskas, district sales manager, Capitol Records; Ted Rueff, promotion/merchandising coordinator, Great American Music Co.; Tom Evered, customer service representative, Capitol Records; and Ira Heilicher, president, Great American Music Co.; Pictured **kneeling** are (l-r): David Witzig, special accounts manager, Capitol Records; and Kenn Wolfe, director, advertising & promotion, Great American Music Co.

**RECORD BAR, MIAMI** — A major thrust in Record Bar's current expansion plans (Cash Box, Sept. 14) is the state of Florida, where the chain expects at least five new stores to join the current 12 next year. An important part of the Florida focus is in Miami and last year Record Bar installed its initial three outlets there. "Most people don't know what retailing in Miami is like because of its international influence," says Mike Donahue, district supervisor for the company's District 15, which includes Miami. At the recent Record Bar convention. **What's In-Store** took the opportunity to ask the three Miami Record Bar managers what retailing in Miami is like. "The Miami market is very versatile, but too fragmented," said Martin Zwanink, of the Dadeland Mall store in South Miami, breaking down his customer mix into 80 percent Anglo, 10 percent Latin, and 10 percent black. "It's hard to focus in on one target area, since it is too Cuban to be Anglo and too Anglo to be Cuban." "It is wide open," agreed Steve Hack, whose South Miami International Mall outlet led a lengthy list of single store percent increases in August with 107.5 percent up over the prior year. Hack's store is located four miles from the airport, and benefits heavily from tourism from South America. "A lot of people come from South America with tons of money. It's nothing unusual to see someone spend a couple hundred dollars, either for himself or to take back home and sell." He added that his store's customer make up is 90 percent Latin, with dance music and new music being the strongest sellers. "It's all really the same kind of music. People come in and buy a Duran Duran 12-inch of techno pop new wave because they're very up-oriented and love to dress up and dance." With the heavy Latin customer base, everyone in the store — except Hack and his assistant manager — speaks Spanish. "You have to, because grandparents will come in who don't speak English. Since I don't speak Spanish, I mumble back and forth until we hit the thing they're after, which is usually English product for their kids like AC/DC or Joan Jett. But it's really a very friendly situation, because they know you're trying." Hack's store is in an area of younger, middle class families, while Zwanink's is in the "well to do" Kendall area. "The bulk of our product mix is similar to Steve's: new wave dance primarily, but rock like ZZ Top and Journey do sell substantially with the fairly young buying public, many from the University of Miami, which is close by." Steve Hlavac manages the newest Miami store, the Aventura Mall outlet in North Miami Beach, some 25 miles away from Hack's store. Since opening last April, Hlavac has discerned a wealthy 80 percent white, 10 percent black, and 10 percent Latin customer breakdown. With product sales heavy in adult music, big band, female vocalist and "surprisingly," new music. Hlavac noted, as did his cohorts, that the three Record Bar outposts were in the midst of intense competition, and that the home office was responsive in giving them a freer reign. "There's Peaches, Recordland, Vibrations, five or six major record stores in a 15-minute radius from us and a lot of low-balling. But we can price lower than most of the Record Bars, which reflects our home office's acceptance of the situation," said Zwanink, "I think that for a period we can do whatever we want and just say 'Competition.' Otherwise other chains will blow you right out the door," added Hack, who like Hlavac, faces a challenge from Camelot Music. Zwanink is head to head with Peaches and Spec's Music, but he also feels that the Miami contingent is being allowed greater flexibility to defend themselves. Hack noted that "a lot of stuff breaks out of Miami, and they're giving us the flexibility to allow it to break." He explained that since the third Miami store opened, there has been more advertising support to help overcome what Zwanink termed the current lack of Record Bar "presence" in South Florida. "It's difficult for a record company to recognize us as a strong force because of our centralized buying process, so we're trying to find solutions by meeting halfway." Hack provided an example: "Warner Bros. called us to offer a direct buy and ad spots on Bette Midler's new album because of its song 'Only In Miami,' which was getting a lot of TV and radio exposure here. It worked out real well." Hack predicted further such independent actions, and Zwanink expected that eventually the southern half of Florida would become one of Record Bar's top three districts.

jim bessman



Playlist

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

HEAVY

(Maximum Four Plays Per Day)

ARTIST	CLIP	LABEL
Southside Johnny And the Jukes	Trash It Up	Mirage
Nine Ways To Win	Close To You	Atlantic
Taxxi	Gold And Chains	Fantasy
Berlin	Masquerade	Geffen
Tim Finn	Made By Dad	Oz/A&M
Kagny & The Dirty Rats	Dirty Rats	Motown
Oingo Boingo	Nothing Bad Ever Happens To Me	A&M
Tim Scott	Swear	Warner Bros.
Roman Hollday	Don't Try To Stop It	Jive/Arista
Tears For Fears	Paie Shelter	Mercury
Joey Harris & The Speeders	You Never Call Me	MCA
Human League	Mirror Man	A&M
Flestones	Right Side Of A Good Thing	I.R.S.
Axe	Heat In The Street	Atco
Rod Stewart	What Am I Gonna Do	Warner Bros.
A Flock Of Seagulls	Talking	Jive/Arista
Herbie Hancock	Rockit	Columbia
Cee Farrow	Should I Love You	Rocshire
Nils Lofgren	Across The Tracks	Backstreet/MCA
Peter Baumann	Strangers In The Night	Portrait/CBS
INXS	To Look At You	Atco
Minor Detail	Canvas Of Life	Polydor
Grand Alliance	Helpless	A&M
Marl Willson	Just What I've Always Wanted	London
The Units	Girl Like Me	Epic
Spys	Midnight Fantasy	EMI America
Dave Davies	Mean Disposition	Warner Bros.
ELO	Sweet Messages	Jet
Howard Devoto	Rainy Season	I.R.S.

MEDIUM

(Maximum Three Plays Per Day)

Gang Of Four	Is It Love	Warner Bros.
George Faber	Hold On Forever	Sound Image
Saga	The Filler	Epic
Motels	Suddenly Last Summer	Capitol
Paul Kantner	Planet Earth	RCA
Carly Simon	You Know What To Do	Warner Bros.
Payola\$	Where Is The Love?	A&M
Zebra	Tell Me What You Want	Atlantic
Madonna	Burning Up	Sire
Three Dog Night	It's A Jungle	Stet
Kiss	Lick It Up	Mercury
The Rads	You	EMI America
Mental As Anything	Brain, Brain	A&M/Oz

LIGHT

(Maximum Two Plays Per Day)

Billy Joel	Uptown Girl/Tell Her About It	Columbia
Pat Benatar	Love Is A Battlefield	Chrysalis
Big Country	In A Big Country	Mercury
Genesis	Mama	Atlantic
Huey Lewis And The News	Heart And Soul	Chrysalis
David Bowie	Modern Love	EMI America
Heart	How Can I Refuse	Epic
Naked Eyes	Promises, Promises	EMI America
Quiet Riot	Cum On Feel The Noize	Pasha/CBS
Bonnie Tyler	Total Eclipse Of The Heart	Columbia
Asia	The Smile Has Left Your Eyes	Geffen
Moody Blues	Sitting Behind The Wheel	Threshold
Rainbow	Street Of Dreams	Polydor
Talking Heads	Burning Down The House	Sire
Billy Idol	Dancing With Myself	Chrysalis
Def Leppard	Foollin'	Mercury
Kansas	Fight Fire With Fire	CBS
ZZ Top	Sharp Dressed Man	Warner Bros.
Robert Plant	Big Log	Es Paranza/Atlantic
Stray Cats	(She's) Sexy + 17	EMI America

ADDS

Cheap Trick	I Can't Take It	Epic
Translator	"Un-Along"	415/Columbia
Aztec Camera	Oblivious	Sire
The Breaks	She Wants You	RCA
Joan Jett & The Blackhearts	Everyday People	Blackheart/MCA
Nell Young	Wonderin'	Geffen
Eurythmics	Love Is A Stranger	RCA
The Animals	The Night	I.R.S.
Mick Fleetwood's Zoo	I Want You Back	RCA
Elvis Costello & The Attractions	Everyday I Write The Book	Columbia
Peter Schilling	Major Tom	Elektra
Spandau Ballet	True	Chrysalis
The Kinks	Don't Forget To Dance	Arista
The Alarm	The Stand	I.R.S.
Helix	Heavy Metal Love	Capitol
Graham Parker	Life Gets Better	Arista
JoBoxers	Just Got Lucky	RCA
Elton John	Kiss The Bride	Geffen
Jim Capaldi	Living On The Edge	Atlantic
Eric Martin Band	Sucker For A Pretty Face	Elektra
Michael Stanley Band	My Town	EMI America



## SOUNDVIEWS

**VIDEO, VIDEO, EVERYWHERE** — The holiday seasons are not too far off, and there seems to be a flood of new pre-recorded video cassettes being released between now and the end of the year. Just out in September from CBS/Fox Video were "The Black Stallion," "Windwalker," "The Entity," "Without A Trace," "Eating Raoul," "Firepower," "The Pride and the Passion," "Fuzz," and "Love in the Orient," all tagged at \$59.98. At \$69.98, there's "Judgment at Nuremberg," and at \$49.98, "Intermezzo." CBS/Fox also recently released nine new CED titles, including "Diamonds are Forever," "Love Is A Many-Splendored Thing," "Separate Tables," "Sayonara," "The Hound of the Baskervilles," and "The Black Stallion Returns." Two stereo CED releases, "The Man From Snowy River," and "Cleopatra," and a "Robin Hood" disc that includes a Spanish-



language track for use on a stereo player, cap CBS/Fox's latest CEDs. All have a suggested price of \$29.98, with the exception of "Cleopatra," which lists for \$34.98

**OCTOBER RELEASES** — RCA/Columbia Pictures Home Video plans to release eight videocassette titles this month including "Blue Thunder," and "Spacehunter: Adventures in the Forbidden Zone," tagged at \$79.95, and "There's a Girl in my Soup," "Invitation Au Voyage," "Quadrophenia," and "Greaser's Palace," set at \$59.98 each. "He-Man and the Masters of the Universe: The Greatest Adventures of All," will retail for \$24.95, and "Nutcracker Fantasy," should be marked at \$39.95 . . . MCA says it will reduce the price of four of its best-selling videocassette titles, from \$89.95 to \$39.95 suggested retail, effective Oct. 6. These include "Endless Love," "Bustin' Loose," "The Four Seasons," and "Ghost Story."

**WHAT'S AHEAD IN NOVEMBER** — Media Home Entertainment plans five new additions to their catalog of videos. "Touched," "The Pied Piper of Hamelin," and "The Glove," are each to be tagged at \$59.95, while "The Little Princess" will retail for \$29.95. "Blue Fire Lady" has a \$49.95 suggested price . . . Vestron Video says it will release several new titles on videocassette, CED Videodisc and Laserdisc. On videocassette, look for "Breathless," "Chained Heat," "Ultra Flash!," "The Little Girl Who Lives Down The Lane," "Harry Tracy," and "The Godsend." . . . On Vestron Video's Children's Video Library, new videocassette releases will include "Tubby The Tuba," "The Best of Terrytoons," "Little Women," "Poco," "Seven Alone," and "The Three Musketeers." CED videodiscs due in November include "Chained Heat," "Redd Foxx: Video In A Plain Brown Wrapper," "Carlin At Carnegie," "Reefer Madness," and "A Matter of Time," while the children's video library on CED Videodisc includes "Peter-No-Tail," "Tubby The Tuba," "Little Women," and "The Three Musketeers." Vestron's upcoming laserdisc releases will be "Breathless," "Valley Girl," "The House on Sorority Row," and "Redd Foxx: Video In A Plain Brown Wrapper" . . . MGM/UA is planning to release "Pink Floyd: The Wall" in stereo on VHS and Beta videocassettes at a suggested price of \$39.95. A stereo CED videodisc should be available by December which will be tagged at \$29.95 . . . Paramount Home Video is set to put out "Delirious," an original concert performance by Eddie Murphy, the young comedian who starred in Saturday Night Live as well as "48 Hours" and "Trading Places." It was taped during his concert tour last summer. The program will retail for \$59.95 on videocassette, and \$29.95 for laser and CED videodiscs. Also from Paramount Home Video will be "The Man Who Wasn't There," priced at \$59.95. A reduction in price on three Richard Gere movies is also slated with "Looking for Mr. Goodbar," "American Gigolo," and "Days of Heaven," sold for \$39.95

**DOCU-VIDEOS** — Although documentaries aren't generally a ratings grabber for the networks, at least one production company is betting the "upscaled, educated audience" who own home videocassette recorders are more interested in watching them than the average TV viewer. Maljack Productions Inc. recently released "The Two Kennedys," a two-hour doc focusing on the Kennedys and their relationships with Anti-Castro rebels, organized crime, and American oil barons, features footage of Joe Valachi, Frank Sinatra, Joe Kennedy, Joseph McCarthy and scores of other prominent figures affected by the Kennedy dynasty. November 22 marks the 20th anniversary of the assassination of John F. Kennedy. MPI claims the networks wouldn't air the piece because of its controversial nature.

**TAPE HEAD INVESTIGATION** — Do different brands of videocassette tape cause varying degrees of wear and tear on the heads of video recorders? That was the question the Texas Research Institute wanted to answer. In an investigation commissioned by 3M's Magnetic Audio/Video Products Division to develop a standard procedure for measuring VCR head wear, the TRI bought the VHS and Beta tapes from retail outlets last April. They were played on five Quasar VH5022UW VHS VCRs modified to interact with a microcomputer. The Beta tapes tested in this investigation were rewound onto VHS cassettes. The results? The tapes that showed no distinct head wear trends were Fuji, Maxell, Memorex and Scotch videocassettes. Head wear and consistent wear trends resulted when BASF, PD Magnetics, Sony and TDK were played. The measurements were made by comparing photomicrographs obtained using a scanning electron microscope of each head before, during and after exposure to tape. In order to get a fair assessment of head wear, the heads had to be contoured by the tape to be measured. After contouring, they were cleaned and the baseline photomicrographs made in the scanning electronic microscope.

**IDOL GIVEAWAY** — Chrysalis Records is launching what it claims is the first video giveaway contest sponsored by a United States record company. Initially, 50 videocassettes with either Billy Idol's "Dancing With Myself" or his "White Wedding" video will be given out through a joint promotion with WHTZ-FM. Listeners who manage to get through the telephone lines during the contest will win one of 100 T-shirts, and those winners will have their name entered into a drawing for a chance to win a video of Idol's songs.

todd marmorstein

## TOP 30 VIDEOCASSETTES

	Weeks On Chart		Weeks On Chart
<b>1 FLASHDANCE</b> Paramount Home Video 1454	1	<b>3</b>	
<b>2 PORKY'S</b> CBS/Fox 1149	2	<b>9</b>	
<b>3 48 HRS.</b> Paramount home Video 1139	3	<b>15</b>	
<b>4 BAD BOYS</b> Thorn/EMI 1633	5	<b>4</b>	
<b>5 THE OUTSIDERS</b> Warner Home Video 11310	6	<b>4</b>	
<b>6 THE VERDICT</b> CBS/Fox 1188	4	<b>12</b>	
<b>7 HIGH ROAD TO CHINA</b> Warner Home Video 11309	7	<b>15</b>	
<b>8 THE MAN FROM SNOWY RIVER</b> CBS/Fox 1233	10	<b>3</b>	
<b>9 DOCTOR DETROIT</b> MCA Home Video 8001	23	<b>2</b>	
<b>10 SOPHIE'S CHOICE</b> CBS/Fox 9076	9	<b>16</b>	
<b>11 FIRST BLOOD</b> Thorn/EMI 1573	8	<b>21</b>	
<b>12 THE BEASTMASTER</b> MGM/UA 00226	11	<b>8</b>	
<b>13 THE TOY</b> RCA/Columbia Pictures Home Video 10538	12	<b>17</b>	
<b>14 MAD MAX</b> Vestron V-4030	13	<b>12</b>	
<b>15 AN OFFICER AND A GENTLEMAN</b> Paramount Home Video 1467	14	<b>32</b>	
<b>16 THE KING OF COMEDY</b> RCA/Columbia Pictures Home Video 191200	20	<b>2</b>	
<b>17 TABLE FOR FIVE</b> CBS/Fox 2043	21	<b>3</b>	
<b>18 ROAD WARRIOR</b> Warner Home Video 11181	15	<b>33</b>	
<b>19 FRANCES</b> Thorn EMI 1621	16	<b>16</b>	
<b>20 STILL SMOKIN'</b> Paramount Home Video 2315	19	<b>6</b>	
<b>21 SAVANNAH SMILES</b> Embassy home Entertainment 2058	22	<b>12</b>	
<b>22 VALLEY GIRL</b> Vestron V-5016	25	<b>2</b>	
<b>23 SOUTHERN COMFORT</b> Thorn EMI 3015	27	<b>2</b>	
<b>24 JANE FONDA'S WORKOUT</b> KVC/RCA Karl Video Corp. 042	24	<b>66</b>	
<b>25 FINAL COUNTDOWN</b> Vestron V-4047	18	<b>18</b>	
<b>26 SIX WEEKS</b> RCA/Columbia Pictures Home Video 91001	17	<b>8</b>	
<b>27 BEST FRIENDS</b> Warner home Video 11265	28	<b>19</b>	
<b>28 STING II</b> MCA Videocassette 17015	29	<b>15</b>	
<b>29 MY FAVORITE YEAR</b> MGM/UA 00188	30	<b>18</b>	
<b>30 YOU ONLY LIVE TWICE</b> CBS/Fox 4526	26	<b>5</b>	

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; Everybodys-Portland; Radio 437-Bala Cynwyd; American Tape & Video-Atlanta; Crazy Eddie-New York; The Cinema Store-Encino; Video Company-Larkspur; Video Studio-Farmington; Video Library-San Diego; Video Media-Chatsworth; Wonderful World of Video-Chattanooga; Wherehouse-National; Video Showroom-Louisville; Erol's Video Club-Springfield; New England Home Video-Groton; Movies Unlimited-Philadelphia; Video Showcase-Federal Way, Movies To Go — St. Louis. Video Shack — NYC.

## Pirates Busted

(continued from page 5)

After the MPAA learned of the situation, it advised the major distributors to delegate the power of attorney to Dr. Vincente Garibaldi, a Panamanian lawyer, who could then conduct a search and seizure of Panafashion. On Aug. 7, about 6,000 videocassettes were seized from two of Panafashion's outlets, one in Panama City and the other at the international airport located nearby.

Zafrani was later arrested by the order of the public prosecutor of Panama on criminal charges of piracy, but jumped bail. He faces stiff fines for his alleged involvement with the operations, and will also be brought up on charges of copyright infringement and trademark infringement of several logos.

The last sizeable raid involving bootleg video piracy concerning Universal took place in Great Britain, when 76 VCRs allegedly used in producing pirated copies of "E.T.-The Extra-Terrestrial" were confiscated.



**KISS REVEALS TRUE SELVES** — Kiss revealed themselves for the first time without makeup on MTV Sunday evening, Sept. 18. Video Jockey J.J. Jackson interviewed the group and aired its brand new video "Lick It Up," which features the band performing without their famous face paint. Displaying their mugs sans makeup are (l-r): Eric Carr, drummer; J.J. Jackson, MTV video jockey; Gene Simmons, bassist; Vinnie Vincent, guitarist; and Paul Stanley, lead singer and guitarist.



# The CASHBOX *Interview*

It would be difficult to envision what the sixties would have been like musically without Donovan Leitch. A Glasgow native who turned to folk music at the age of 15, the young singer became an overnight success in 1965 when he made three appearances on the popular British television show *Ready, Steady, Go* and scored his first hit record with the ballad "Catch The Wind." A steady string of international hits followed, including "Colours," "Universal Soldier," "Mellow Yellow," "Sunshine Superman," "There Is A Mountain," "Hurdy Gurdy Man," "Atlantis," and "Cosmic Wheels." Despite the rise of psychedelia and British rock, Donovan remained, enigmatically, a folk artist and a popular symbol of counter-culture.

Off the scene for a while, Donovan has just released his first album in three years, "Lady Of The Stars," on Allegiance Records. In New York to promote the record, Donovan spoke with Fred Goodman about how the record industry has changed since he first began recording, attempted to place the sixties in perspective with the present, and touched on some of the projects that have been occupying his attention during his sabbatical from recording.



## Donovan

**Cash Box:** Why did you decide to start recording again now?

**Donovan:** I wanted to make another record, and this one began with Jerry Wexler, whom I met with. It took a long time because I feel my career of the eighties begins with this album, and also because I have other ideas I'm working on as well. I've got two rock musicals in the works in London, and I considered working on them first and releasing an album from one of the musicals, *Lives Of The Wives*, which is about the lives of three women behind rock stars of the last 10 years. But it's sung by women and I wouldn't appear much on the album. So we decided to shelve it and make a Donovan album. Most of the songs Jerry selected were love songs, although I still write protest and social commentary songs, children's songs and various fairy tales. But we selected all love songs in order to make a highly produced, punchy Donovan as opposed to the folk Donovan.

Allegiance is my record company in America, but when we made the record, we didn't have a deal. After the record, Allegiance also has an interest in the show, which we hope to bring to New York, and they also have an interest in other records depending on how things go.

My relationship with large corporations the last few years hasn't been strong. In fact, I did approach a lot of corporations and found I had a lot more freedom with Allegiance, and that's how I arrived there.

**Cash Box:** How did you become involved with writing plays?

**Donovan:** I've always had a tremendous interest in the musical theater, and I looked with pleasure at *Tommy*, *Hair*, and also to a certain extent *Jesus Christ Superstar* and *Cats*. I think it's true to say that all through my career I've used illustrative lyrics. I've dramatized my performance by conjuring up images in people's minds rather than prancing about the stage. Instead, I've encouraged people to visualize lyrics. Apart from that, I've always felt isolated from other artists like dancers, lighting men and directors, although a lot of my friends were actors and actresses. And it always felt strange to me that I couldn't work with them. As a writer, I've written little plays and short stories over the years, so I thought I'd sum up my life by looking back at the last 20 years and trying to make a story with my wife, and one particularly about the

women. Not the groupies, but the ladies. I've been scribbling away at it for years. Actually, an album on Epic, 'Seventease,' was an embryonic stage of the musical. It's now developed into two projects: *Lives Of The Wives* and an anti-nuclear ballet called *Boom*.

**Cash Box:** A few moments ago you mentioned having problems with corporations. Did that have anything to do with your decision to go into retirement?

**Donovan:** No. I just followed the trend of most sixties artists and did very little in the seventies. There was a vacuum after the sixties because the decade was so full of creation: there was lots of money flying about. My relationship with corporations, to elaborate, has been with CBS basically, and a little bit with Warner Bros. I have this image in the business that I'm hard to work with. Basically, that was from me being naive enough to let various managers talk for me, and I myself would refuse to talk with the corporations. I've had a very checkered business relationship with corporations, pretty much through mismanagement I suppose and a little bit out of ignorance on my part concerning business affairs, which I've cleared up. Really, I've changed managers and record companies so much, I suppose I have given them a hard time, as if I'm unrelatable in some ways. It's not true, actually. I'm a hard worker and a very loyal musician. But it is true that I've been in lawsuits with a lot of them for a long while.

Companies today are slimming down. They can't just buy in New York and release worldwide. They have to phone everywhere and say 'do you want this artist?' And it's true that there really wasn't that great a response. So I just decided to go the way of many artists in Britain and go independent.

**Cash Box:** Are you taking a greater role in your own management these days?

**Donovan:** Yes. It's essential to take responsibility. Like Yoko Ono said on John Lennon's behalf: it's traditional that an artist thinks money is dirty and that he should have nothing to do with it. But then he only finds that he's creating this business world that's around him. And if you don't take responsibility, then you don't really have control of your destiny. You have to become aware of the financing. All the new artists are realizing a lot from our mistakes.

We were the green ones.

**Cash Box:** If you were starting today as a young artist, do you think you would be able to avoid those mistakes?

**Donovan:** Yes. Aside from me now knowing these things, there's been a physical change. In the sixties, a manager handled all affairs for an artist, and the lawyers and accountants were cleaning up the mess afterwards. Now the trend is that an accountant takes on the full responsibility of the business affairs and acts in a sense like the business manager. The lawyers act more and more as managers by formulating the deals. So the job has been taken over by accountants and lawyers. And the new manager today is very much aware that he doesn't want to marry the artist in a contract because from experience, the marriage doesn't really last very long. So everything is on a temporary basis with major artists. But of course, young artists are still getting ripped off: it's still a green world for the young artist. Like Duran Duran wondering where all the money from the T-shirts and brochures went. That happens because you're a big star and don't look at it. But it is a trend towards accountants taking over many of the management jobs.

I do have to say though, that all through history, an artist, whether he was an actor or a singer or whatever, the idea has always been getting the art done or getting the work out. That's the main thing, and the last thing you give away is integrity. The unfortunate thing is that you give away everything else.

But the trend has gone the other way as well. Record companies don't want to guarantee five years, and they're taking it one at a time. And the artist does have a lot more control in that sense. They're going to be dropped if it ain't happening, whereas if it is happening, they're in for a killing.

**Cash Box:** So you think there are positive aspects in short-term contracts?

**Donovan:** In the business sense there is, but in the creative sense there isn't. Because if you believe in an artist, you should be able to go through the highs and lows with them. But the record companies don't have the money they once had to throw at every artist and they do tend to pull promotion back once their investment has been recouped.

**Cash Box:** You re-did "Sunshine Superman" and "Season Of The Witch" for the

new album. Do you feel that you'll always be tied to that period?

**Donovan:** It looks like I'll never get away from it. Everything I do will be held up in comparison to that period, and that's why I developed into musicals and other areas, in order to be more me.

**Cash Box:** Could you tell us a little bit more about *Boom*?

**Donovan:** *Lives Of The Wives* is more of my wife Linda's story. Linda knew Brian Jones when he was a kid, and she has a marvelous view of the women's part in the rise of rock 'n' roll. *Boom* would be more my story. It's about a young protest singer who's born after the Second World War, born in the ruins of war. The show is broken into seasons, with spring the surge of the youth movement. The summer kind of represents the sixties proper, which was something of a party where the ideas of peace and love turned into a commercial event. The autumn kind of represents the fall of the sixties and the disillusionment and loss of faith in a brotherhood of man, and how the sixties had failed. And the winter points to the beginning of the next war. It ends with the possibility of a nuclear war, but it also ends with the resurgence of the peace movement, which has been happening in the last few years. It's very much a dance/opera piece; there's very little dialogue.

To tell you the truth, I've been reluctant to do *Boom* through the normal channels of anti-nuclear organizations, because they're so much attached to a heavy political stance. My contribution to the anti-nuclear movement is totally a commercial media event. It's to promote the idea rather than raise funds, because the raising of funds has always been fraught with difficulties and the money rarely goes to the organization you want it to. I never really was a political animal. This way I can have total control. I don't have to make the story up, because I am the protest singer. And the sad thing is that Joan Baez and Bob Dylan, the queen and king of protest, find themselves without enthusiasm for the movement. And I can only lay it to them also being fed up with the political contacts.

**Cash Box:** It's interesting that you say you're not a political animal. You were so much in the center of a movement that was in every way political.

**Donovan:** Yeah, and when you look at my catalog of songs over the last 18 years, the songs that you would call protest songs are very few. But even when I was 14 and mixing with bohemian political groups in England, the situation was that I could get behind a brotherhood of man but couldn't get behind this constant haggling between left and right. Because if there was to be a peace movement, it had to engulf the whole world and become a moral issue. That's why I think Joan Baez was upset with Dylan and why Phil Ochs was upset with Dylan and me. Because we opted to present our own ideals rather than our political commitments. It's ideas that change the world, not parties. If we could change the way people look at the world, it would be very effective. And in fact, it has been. People say to me, 'all those dreams of the sixties failed and nothing that we did had any effect on the world.' And yet, when I travel in the world and turn on the radio and television, the subjects being discussed are anti-nuclear, diet, meditation, the reforming of educational systems, the use of soft drugs, and of course, all the psychic issues being promoted around the world. The attitudes have been changed. So I guess I have been political in the sense that I was involved in a movement in the sixties that altered the world.



## AIRPLAY

**UP A DEUX** — Two major radio networks made vice president/general manager appointments last week at leading affiliates. **Dan Griffin**, who for the past two years has been vice president, director of programming for the three RKO Radio Networks, will assume the post of VP/GP for **WRKO/Boston** on October 31. Prior to his broadcasting jobs in New York **WYNY GM**, **WOR** ops director and Detroit (**WJR** ops director). Griffin spent 10 years in the Boston market, including five years at **WBZ** and six as news/programming director at **WEEI**. . . . Meanwhile, at NBC Radio headquarters in New York, **Harry Durango** has been named P/GM at **WYNY**, effective immediately. He has been the station's director of sales for the past year-plus. "I am delighted with the new job," Durango told *Airplay*. "In 20 years of broadcast experience — we've never



**CUT THE CAKE** — United Stations recently held its anniversary celebration at Giordano's Restaurant near its New York headquarters. Pictured at the festivities are (l-r): Frank Murphy, vice president/marketing; Nick Varpitsky, president; and Ed Salamon, vice president/programming.

been quite so excited. I'm serious!" Durango addressed WYNY's position in the marketplace, noting that the hits hysteria is creating a bit of a clamor. "All of that may help us a bit," he stated, "since it may fragment the audience. But in our 83-84 target we're in good shape. I don't want to change a thing right now."

**FOR SALE** — in a move expected for some time, the CBS Broadcast Group has agreed to sell **WEEI-AM/Boston** to the Helen Broadcasting Corporation. CBS will continue to own and operate WEEI's sister station, the successful Hit radio-formatted **WHTT-FM**. **John Baker**, president of the Helen Broadcasting Corp., will retain his position as vice president and general manager of WEEI, a post he has held for the past

two years. The sale, of course, is subject to FCC approval.

**WATERMARK WATERSHED** — Now that Watermark Productions is under ABC corporate auspices, a few changes have been made in program production and personnel. The firm will continue to produce the fully-sponsored *American Top 40*, *Soap Talk* with **Jackie Zeman**, and the *Spotlight Specials* features for the ABC Radio Nets. Watermark's *Soundtrack of the 80's* hosted by **Gary Owens**, and *American Country Countdown* with **Bob Kingsley** are being transferred from their current pay-for-play mode to the web's partner operation. The short-lived *New Music News* has suspended production, while *Musical* will be produced independently by **Ron Cutler**, and Watermark may handle international sales of the program. With programs no longer being independently sold by Watermark in the U.S., Int'l Sales will continue to operate with department head **Suzanne Barron**. **Matt Tompers**, director of advertising and publicity, is being let go, with half a dozen sales staff expected out by the start of 1984.

**UNITED WE STAND** — Another producer and distributor of the specialty programming is fast growing into a viable radio network, and just this past month celebrated its second anniversary. The company laying claim to this tremendous growth is The United Stations, a joint partnership formed among three ex-execs from Mutual Broadcasting System and the ever-youthful **Dick Clark**. With the original founders — president **Nick Varpitsky**, vice president/marketing **Frank Murphy** and vice president/programming **Ed Salamon**, as well as Clark — still overseeing the operation. The United Stations has grown from a fledgling program supplier with one program and 80 stations to a well-respected diverse outfit with over 1,000 radio stations carrying their four weekly features. "What we've done in two years is successfully establish a radio network without a major corporate packing," stated Salamon. "To say the least, we've got a good start." United's first program venture, *The Weekly Country Countdown*, debuted in December 1981. It grew out of Salamon's programming ex-

(continued on page 30)



**NEW RECORD PLANT SHOW** — A new weekly radio program called "Live From The Record Plant" premieres in January, hosted by **Jim Ladd** and **Father Guido Sarducci**, and produced by P.G. Productions. Pictured here from the first show featuring Styx are (l-r): Ladd; Styx member **James Young**; special guest **Tom Smothers**; Sarducci; **Patrick Griffith**, executive producer; Styx member **Dennis DeYoung** and RKO Radio Network's **Gary Landis**.

## Interest In Reggae Rhythms Growing On Comm'l Radio

(continued from page 5)

things extremely tight."

Grass detailed his label's approach to promoting reggae to radio as one which is shared by other labels in varying degrees of intensity. "There is a three-tiered method," he said. "First, the hardcore network of reggae shows. They have and always will be supportive of third world music in general. Two, college stations. Finally, the third approach is through commercial radio. AOR was traditionally an avenue for exposure, but that's no longer true. Black radio is beginning to open up, but not on a large scale." Grass also sees another wedge. "You can go in to a station and promote like it's a regular pop record," he said, "like *Monyaka* or *Musical Youth*. But of course, that's much tougher."

**Mindy Giles** of Alligator Records cited specialty shows such as "Midnight Dread" on **KTIM** in San Rafael, California as sales stimulators for their product. However, Giles observed that while the reggae beat is becoming a trendy riff, "the commercial base is fueled by college and listener-supported radio" and noted the importance of the hard-core supporters. "We rely more on college radio than anything else," she said, "and it's extremely important to us. It has helped keep us afloat."

**Peter Steinberg**, director of college promotion for **Island Records**, said the label tries to get as much college airplay as possible. "Wherever you find a good college station," Steinberg observed, "you find support for reggae." He listed **WNYU** and **WKCR** in New York, **WYBC** at Yale, **WFRB/Princeton** and **WTUL/New Orleans** as important to the growth of reggae's acceptance.

One of the best-known supporters of reggae on radio is **Roger Steffens**, who continues to produce and host a weekly program with **Hank Holmes** on **KCRW** at Santa Monica College. Their show, "The Reggae Beat," is highly regarded for its mix of established acts such as **Bob Marley** and **Peter Tosh** along with tracks from artists not widely heard outside of Jamaica. The show is also syndicated to 36 non-commercial stations in the United States — Steffens called them the "bastions of reggae" — and in addition to being heard in Brazil and Paris (through **Radio Libre**), "Reggae Beat" is now being distributed throughout Africa via **Voice of America**.

However, Steffens was realistic in his assessment of the current relationship between the music and commercial radio. "There is a greater acceptance of reggae influences," he commented, "but not core reggae."

So noted **Barry Mayo**, program director for urban contemporary station **WRKS-FM** in New York. "There's been an influx of a

reggae feel," he said, "and there's an obvious influence in pop artists' product. I would like to play more reggae, but we still look for commercially oriented songs."

Reggae's cult image has held programmers back. "The problem is a lot of records that the core fans like are not mass appeal," said Mayo, and added that most programmers look at the appeal of a record rather than the label of the music.

"We're trying to get beyond the cult thing," stated **RAS Records** president **Gary Himelfarb**, a.k.a. "Dr. Dread." "The main thing we're trying to accomplish now is to give them something palatable." Himelfarb revealed the label is reseriving the latest **Freddie McGregor** release, "Come On Over," to 20 major black stations, indicating a new tack being taken up by some labels. Himelfarb added, "We have to win over black America to make radio a happening thing."

Can it be done? Programmers such as Mayo can't afford to ignore a mushrooming trend, but labels are finding stumbling blocks. "The acceptance on black radio is extremely limited," reiterated Alligator Records head **Bruce Iglauer**. "You hear the rhythms in a **Marvin Gaye** record, but black programmers say the beat will have to be speeded up to fit with contemporary black music," he reported. "They feel the language must be altered, and the records must be promoted more heavily."

The major labels are seen by stations and indie labels alike as the key to a reggae crossover. With **Peter Tosh** signed to **EMI**, **Jimmy Cliff** working with **Kool** and the **Gang** on his latest **Columbia** release, **MCA's** success with *Musical Youth* and the recent signing of toasting star **Yellowman** to **CBS International** (see *East Coastings*), tentative steps are being taken to actively establish reggae as a major musical genre.

"If you're going to go for that kind of market, there are acts that would work well," commented **Duncan Browne** of **Heartbeat Records**. "It doesn't have to be limited to **Peter Tosh** and **Jimmy Cliff**. It's unrealistic for us to think black radio is going to play one of our roots LP's, but it's not unreasonable to think **Sugar Minott** would sound right on commercial radio — if people would just open up."

## Drake-Chenault Posts Arb Advancements

**LOS ANGELES** — **Drake-Chenault Enterprises, Inc.** had one of the best showings in the company's history in the Spring 1983 ARBs. Thirteen **Drake-Chenault** consulted stations hit the #1 spot for total persons 12+ and 42 clients made the company's "#1 Club" signifying that they were top ranked for the total week in a major demographic from 6 AM to midnight.

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## Vendor Presentations Mark Record World/TSS Confab

(continued from page 5)

labels and a fourth solely devoted to questions and answers on CD merchandising. Patty Smyth, of Columbia recording group Scandal, dominated a CBS panel discussion of all aspects of hit record making — product management, radio promotion, production, A&R, artist development etc. — with her firsthand experience.

According to Pauline Corin, director of operations and the convention's coordinator, the increased label participation was of great benefit to company personnel. "It takes the blinders off our managers and makes them more comfortable with the labels," she said. "In the last two days they have spoken up on such things as packaging likes and dislikes and ways that the manufacturers can help them sell their product. They have also learned about new products and other areas of the record business. They have a stake in these things — broadening their knowledge beyond retail can only help them at their jobs."

Each day was attended by approximately 125 company personnel and label reps. The company representation broke down such that half of each store's management staff — usually a manager, assistant manager, tape manager, and manager-in-training — would be present each day. "This way everyone gets to share, participate, understand, and feel that they're part of it," explained Elroy president Roy Imber.

The second day of the convention, Sept. 28, coincided with the 25th anniversary of the opening of the company's first outlet in the Green Acre Shopping Center in Valley Stream, Long Island. Two weeks ago the chain, which last year received the National Assn. of Recording Merchandisers (NARM) Merchandiser of the Year award, opened its fiftieth store in the Short Hills Mall in Short Hills, N.J.

In 1975, Record World/TSS was entirely a Long Island company; now less than half of its stores are located there. The chain stretches out from Holyoke, Mass., at its northernmost, down to Fairfax, Va. and westward to Middletown, N.Y. Twelve of the stores are leased from the Long Island Times Square Stores department store chain: 80 percent of the rest are in malls, the remainder divided between strip centers and free standing locations. The company is a full catalog operation shipping out of its central warehouse in Roslyn.

Record World/TSS is also one of the most active chains in terms of expansion: three stores are scheduled to open before the end of the year, one in Atlantic City on Oct. 20; one in Westchester County, N.Y. on Nov. 11 and the first store in Baltimore in mid-November. This will bring the total of new stores for the year to 13, with five to seven projected for next year "if the locations are right."

Imber said that 1984 will be a year of partial reorganization at the company, to allow both for training of a growing staff and streamlining of warehouse operations. Much of this reorganization will address any problems in merchandising of new product such as CD, CED videodiscs, and computer software.

The chain is currently test marketing computer software in five stores. Serviced through Alpha Distribution, the "top 40" computer software titles in educational and business as well as game applications are being carried to fit Commodore, Atari, Texas Instruments, and VIC brand computers.

CED videodiscs are also being tested in 12 stores. "We've had to move them around a bit since our original concept that

they were items that would sell well in higher income brackets bombed out," said Imber. "We found a better response in middle income markets, where CEDs are bought as family entertainment for six to eight people, so we're now looking carefully at demographics."

Compact disc software is now in 22 stores and will be introduced in all Record World outlets by Christmas. "They seem promising," said Imber, noting the small amount of available titles until the recent WEA and PolyGram CD releases. "We just set up a cash register system that will total CD sales separately to get a better handle on them."

Record World/TSS is also currently involved in the CBS cassette packaging test, and will further test the configuration with its new Atlantic City store, located on an ocean pier. The store will offer a full catalog of cassettes but a limited amount of LPs and singles, due to the mobile music needs of the transient tourist customers there.

Imber said that cassette sales had increased at his chain by 8-10 percent since Jan. 1 and now make up 43 percent of prerecorded music sales. "If the 6 x 12 package — which I believe in — becomes predominant, we'll be changing our fixturing to accommodate both cassettes and CDs."

As a music retailer, Imber remains committed to prerecorded music and is optimistic about the industry's future. "Prerecorded music makes up 38 percent of our business," he said. "We had a 9-10 percent sales growth over the first six months of the year, though nice weather in July, August and September flattened it somewhat since it rained a lot on weekends last year during that period. We're still ahead, though, and have a real feeling of optimism because the product is out there and the purse strings seem to have been loosened. Everyone's looking for good, sensible ways to promote their product."

Other highlights of the convention included a one-hour lecture each day by Irwin Gorman, an outside consultant who detailed company benefits including group life insurance, medical insurance, pension, and advised on personal financial planning. Capitol recording group Industry appeared to premiere their video for their debut single "State Of The Nation," which was filmed in New York on the aircraft carrier Intrepid. Warner Bros. recording group Juluka co-leaders Johnny Clegg and Siphon Mchunu reprised their special acoustic guitar duo performance before Record Bar's convention in Durham, N.C. two weeks ago on the final leg of their two-week promotional tour. And RCA recording artist Sylvia closed the convention with a country concert.

The company's longest-serving employee, director of purchasing Marty Lerner, was presented with a plaque commemorating his 25 years at Elroy.

## Jazz/Classical Company Formed

LOS ANGELES — A company that will produce jazz and classical musical artists has been formed by Michael Dion and Mike Grantham. In The Interest Productions is the name of the new organization designed to produce new artists and new music. Dion has also formed ITI Records, which will be manufactured and marketed by Allegiance Records, Ltd. through their independent distributors. The first three releases on this label will be Tom Garvin's "3-Dimensions," Ruth Price's "Lucky to be Me," and "Heard Ranier Ferguson" by the Heard Ranier Ferguson Trio. All three albums are jazz releases.

## TOP 30 ALBUMS

	Weeks On Chart		Weeks On Chart
	10/1		10/1
<b>1 IN YOUR EYES</b> GEORGE BENSON (Warner Bros. 9 23744-1)	1 17	<b>17 ISLAND BREEZE</b> ERIC GALE (Musician/Elektra 9 60198-1)	15 8
<b>2 INDIVIDUAL CHOICE</b> JEAN-LUC PONTY (Atlantic 7 80098-1)	3 7	<b>18 AUTUMN</b> GEORGE WINSTON (Windham Hill C-1012)	19 26
<b>3 CITY KIDS</b> SPYRO GYRA (MCA 5421)	2 11	<b>19 BLOW YOUR OWN HORN</b> HERB ALPERT (A&M SP-4949)	24 2
<b>4 TRAVELS</b> PAT METHENY GROUP (ECM 23791-1)	4 17	<b>20 MIRAGE A TROIS</b> THE YELLOWJACKETS (Warner Bros. 9 23813-1)	14 21
<b>5 THINK OF ONE . . .</b> WYNTON MARSALIS (Columbia FC 38641)	7 15	<b>21 DREAM OF TOMORROW</b> LONNIE LISTON SMITH (Doctor Jazz/CBS FW 38447)	23 28
<b>6 LOW RIDE</b> EARL KLUGH (Capitol ST-12253)	6 24	<b>22 THE GENIE</b> THEMES & VARIATIONS FROM THE TV SERIES "TAXI" BOB JAMES (Columbia FC 38678)	20 24
<b>7 FUTURE SHOCK</b> HERBIE HANCOCK (Columbia FC 38814)	9 6	<b>23 AN EVENING WITH WINDHAM HILL LIVE</b> VARIOUS ARTISTS (Windham Hill/A&M WH-1026)	— 1
<b>8 MR. NICE GUY</b> RONNIE LAWS (Capitol ST-12261)	5 11	<b>24 SOARING</b> FREE FLIGHT (Palo Alto PA 8050-N)	25 7
<b>9 INVITATION</b> JACO PASTORIUS (Warner Bros. 9 23876-1)	11 6	<b>25 SHADOWDANCE</b> SHADOWFAX (Windham Hill/A&M WH-1029)	— 1
<b>10 JARREAU</b> (Warner Bros. 9 23801-1)	8 26	<b>26 DECEMBER</b> GEORGE WINSTON (Windham Hill C-1025)	26 43
<b>11 PASSION, GRACE &amp; FIRE</b> JOHN McLAUGHLIN, AL DI MEOLA, PACO DeLUZIA (Columbia FC 38645)	12 13	<b>27 JOURNEY TO A RAINBOW</b> CHUCK MANGIONE (Columbia FC 38686)	18 17
<b>12 THIRD GENERATION</b> HIROSHIMA (Epic FE 38708)	13 9	<b>28 PLUG IT</b> OLIVER LAKE & JUMP IT (Gramavision/PolyGram GR 8206)	— 1
<b>13 LES FLEURS</b> RAMSEY LEWIS (Columbia FC 38787)	16 15	<b>29 STAR PEOPLE</b> MILES DAVIS (Columbia FC 38657)	17 21
<b>14 FRIENDS</b> LARRY CARLTON (Warner Bros. 9 23834-1)	10 15	<b>30 THE HUNTER</b> JOE SAMPLE (MCA 5397)	22 26
<b>15 STANDARDS, VOL. 1</b> KEITH JARRETT (ECM 23793-1)	21 3		
<b>16 FOXIE</b> BOB JAMES (Tappan Zee/Columbia FC 38801)	— 1		

## ON JAZZ

**GOOD FIT** — Having already demonstrated their intention to make commercial as well as artistic records, New York Indie Gramavision Records last week unveiled three new titles. As with previously released recordings by **Jay Hoggard** and **Oliver Lake & Jump Up**, the label's new offerings place Gramavision in its own little niche: each project combines an attention to commercial considerations while refusing to sacrifice the musical integrity of artists who have made their mark in the experimental sphere. The result is music that's rooted in the spirit of Soho yet has its branches blowing in the breeze of the streets. Just out are "Show Stopper" by electric bassist supreme **Tamaaldeen Tacuma**, featuring **Julius Hemphill**, **Blood Ulmer**, **Anthony Davis**, **Cornell Rochester**, **Olu Dara**, and Tacuma's frequent working band, **Jamaal**; "Plug It," the second album by Oliver Lake & Jump Up; and "Fits Like A Glove," an EP by drummer **Pheeroan akLaff**, who presently divides his time between his own projects and working with Jump Up, **Air**, and **Henry Threadgill's** group. The akLaff disc, the first side of which was produced by guitarist **Michael Gregory Jackson** and the second by akLaff and **Taj Mahal**, finds the drummer playing a type of commercial funk/pop one could only anticipate if familiar with akLaff's work with past groups led by Gregory. But when we recently had a chance to chat with the drummer, he displayed no trepidation about moving in a new direction. "I started playing around the R&B people in Detroit," akLaff said. "But it wasn't until I was working with Michael that I could show people that I could do that. Look, I'm 25 years old. I'm from Detroit, why shouldn't I be able to play that music? But it wasn't until I tried it that I became aware of the stigma attached to playing that music once you're recognized as a jazz musician." Despite that stigma, akLaff added that he is "glad to be working with a music that a lot of people can hear. After a few years on the scene in New York, you realize that you're playing for the same people over and over again and that the same 3,000 college students are buying your records. I realized that the element of sharing in the creative process will happen to a greater extent for me if the audience is varied. I think musicians have a responsibility to find out what people want and need. If I can give them something more than 'shake your booty,' then that's good." Aside from the tunes on his own record, akLaff penned two tracks for the new Jump Up disc. Although a speech and drama major as a student and an avid poetry reader, akLaff was pleasantly surprised by his ability to pen commercial/vocal material. "It turns out I can write," he said. "But you've got to do your homework on this stuff just like you do on Ornette or Cecil's music. It helps to know the dynamics of the music, and I've been doing a lot of listening. It takes a while to relax and get out what I'm hearing; I'm still working on my compositional skills." Although a native of Detroit, akLaff first gained attention when he resettled in New Haven with saxophonist **Dwight Andrews** in 1975. "I wanted to be closer to New York," the drummer recalled. "Before that, I was playing in Detroit. But when I moved, I figured I was in it for keeps." It was while living in Connecticut that akLaff met trumpeter **Leo Smith**, with whom he worked. Trips into New York resulted in meeting drummers **Rashed Ali** and **Andrew Cyrille**, both of whom akLaff credits with providing much needed encouragement. "There was such a healthy idealism," he recalled of that period of lofts. "People were playing their

(continued on page 30)



# CASH BOX ROCK ALBUM RADIO REPORT

## LICK IT UP



**133 KISS • LICK IT UP • MERCURY**  
**ADDS:** WCCC, KSHE, WKLS, WPLR, KSJO, KMET, WSKS. **HOTS:** None. **MEDIUMS:** WCCC, WKLS, WMMS. **PREFERRED TRACKS:** Title.  
**SALES:** Major breakouts in all regions.

## THE POLICE SYNCHRONICITY



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

## MOST ADDED

LP Chart Position

- 11 AC/DC • FLICK OF THE SWITCH • ATLANTIC**  
**ADDS:** None. **HOTS:** KMET, WPLR, KSHE. **MEDIUMS:** KSJO, WMMS, WOUR, WKLS, WCCC, WBLM, WYFE. **PREFERRED TRACKS:** Title, Guns.  
**SALES:** Good in all regions.
- 10 ASIA • ALPHA • GEFEN**  
**ADDS:** None. **HOTS:** KBPI, WSKS, WMMS, WOUR, WKLS, KSHE, WCCC, KEZY, WBLM, WYFE. **MEDIUMS:** KMET, KSJO, WPLR, WNEW. **PREFERRED TRACKS:** Smile, Cry.  
**SALES:** Good to moderate in all regions.
- 43 BIG COUNTRY • THE CROSSING • MERCURY**  
**ADDS:** None. **HOTS:** WPLR, WNEW, WMMS, WOUR, KNAC, WCCC. **MEDIUMS:** KMET, WKLS, KSHE, KEZY, WBLM, WYFE. **PREFERRED TRACKS:** Country, Patrol, Chance, Porrohan.  
**SALES:** Good to moderate in all regions.
- **BOY'S BRIGADE • CAPITOL**  
**ADDS:** None. **HOTS:** WMMS. **MEDIUMS:** WPLR, WOUR, WKLS, KSHE, WCCC, WBLM. **PREFERRED TRACKS:** Open.  
**SALES:** Fair in all regions.
- 16 JACKSON BROWNE • LAWYERS IN LOVE • ASYLUM**  
**ADDS:** None. **HOTS:** WSKS, WNEW, WOUR, WKLS, KSHE, WCCC, WBLM, WYFE. **MEDIUMS:** KMET, WPLR, WMMS, KEZY. **PREFERRED TRACKS:** Title, Rocker.  
**SALES:** Good to moderate in all regions.
- 94 CHEAP TRICK • NEXT POSITION PLEASE • EPIC**  
**ADDS:** KMET. **HOTS:** None. **MEDIUMS:** WPLR, WKLS, KSHE, WCCC, WYFE. **PREFERRED TRACKS:** Dancing.  
**SALES:** Fair in Midwest.
- 26 ELVIS COSTELLO & THE ATTRACTIONS • PUNCH THE CLOCK • COLUMBIA**  
**ADDS:** None. **HOTS:** WNEW, WOUR, KNAC. **MEDIUMS:** KBPI, WPLR, WKLS, WCCC, WBLM. **PREFERRED TRACKS:** Book.  
**SALES:** Moderate in all regions.
- 4 DEF LEPPARD • PYROMANIA • MERCURY**  
**ADDS:** WYFE. **HOTS:** KMET, KSJO, WYFE. **MEDIUMS:** WMMS, WKLS, WCCC. **PREFERRED TRACKS:** Foolin', Ages.  
**SALES:** Good in all regions.
- 60 DIO • HOLY DIVER • WARNER BROS.**  
**ADDS:** None. **HOTS:** KMET, KSJO, WKLS, KSHE. **MEDIUMS:** WOUR, WCCC. **PREFERRED TRACKS:** Rainbow.  
**SALES:** Moderate to fair in all regions.
- **DOKKEN • BREAKING THE CHAINS • ELEKTRA**  
**ADDS:** WCCC. **HOTS:** None. **MEDIUMS:** WCCC, KSJO, WPLR, WMMS, WOUR, KSHE, WBLM. **PREFERRED TRACKS:** Title, Paris.  
**SALES:** Fair in Midwest.
- 17 THE FIXX • REACH THE BEACH • MCA**  
**ADDS:** None. **HOTS:** KBPI, WSKS, WKLS, KNAC, KSHE. **MEDIUMS:** KSJO, WMMS, WOUR, WCCC, WYFE. **PREFERRED TRACKS:** Another, Zero.  
**SALES:** Good to moderate in all regions.

LP Chart Position

- 30 HEART • PASSIONWORKS • EPIC**  
**ADDS:** None. **HOTS:** KMET, WPLR, WCCC, WBLM, WYFE. **MEDIUMS:** KBPI, WNEW, WMMS, WOUR, WKLS. **PREFERRED TRACKS:** Refuse.  
**SALES:** Good to moderate in all regions.
- **HELIX • NO REST FOR THE WICKED • CAPITOL**  
**ADDS:** None. **HOTS:** KSJO. **MEDIUMS:** KMET, WPLR, WMMS, WOUR, WKLS, KSHE, WCCC, WBLM. **PREFERRED TRACKS:** Metal.  
**SALES:** Fair in all regions.
- 5 BILLY JOEL • AN INNOCENT MAN • COLUMBIA**  
**ADDS:** None. **HOTS:** KBPI, WNEW, WMMS, KEZY, WBLM, WYFE. **MEDIUMS:** WOUR, KSHE, WCCC. **PREFERRED TRACKS:** Easy, Uptown, Tell.  
**SALES:** Good in all regions.
- 56 KANSAS • DRASTIC MEASURES • CBS**  
**ADDS:** None. **HOTS:** KBPI, KMET, WPLR, WKLS, KSHE, WCCC, WBLM. **MEDIUMS:** KSJO, WNEW. **PREFERRED TRACKS:** Fire.  
**SALES:** Fair in Midwest.
- 114 HUEY LEWIS & THE NEWS • SPORTS • CHRYSALIS**  
**ADDS:** None. **HOTS:** WMMS, WOUR, WKLS, WCCC, KEZY. **MEDIUMS:** KBPI, KMET, WPLR, WNEW, KNAC, KSHE, WBLM. **PREFERRED TRACKS:** Heart, Drug.  
**SALES:** Major breakouts in all regions.
- 23 LOVERBOY • KEEP IT UP • COLUMBIA**  
**ADDS:** None. **HOTS:** WSKS, WKLS, KSHE, WBLM. **MEDIUMS:** KBPI, KSJO, WPLR, WNEW, WOUR, WCCC, KEZY, WYFE. **PREFERRED TRACKS:** Queen, Hot.  
**SALES:** Moderate in all regions.
- **ERIC MARTIN • SUCKER FOR A PRETTY FACE • ELEKTRA**  
**ADDS:** WCCC. **HOTS:** None. **MEDIUMS:** WOUR, WKLS, KSHE, WBLM, WCCC. **PREFERRED TRACKS:** Title.  
**SALES:** Fair in West.
- 100 MIKE'S MURDER • SOUNDTRACK • A&M**  
**ADDS:** WPLR. **HOTS:** WNEW, WMMS. **MEDIUMS:** WOUR, KNAC, KEZY, WBLM. **PREFERRED TRACKS:** Cosmopolitan.  
**SALES:** Good to moderate in all regions.
- 20 THE MOODY BLUES • THE PRESENT • THRESHOLD**  
**ADDS:** None. **HOTS:** KMET, WPLR, WNEW, WMMS, WOUR, WKLS, KSHE, WCCC, KEZY, WBLM, WYFE. **MEDIUMS:** KBPI, WSKS. **PREFERRED TRACKS:** Wheel, Blue.  
**SALES:** Good to moderate in all regions.
- 59 THE MOTELS • LITTLE ROBBERS • CAPITOL**  
**ADDS:** KSJO. **HOTS:** KBPI, KMET, WPLR, WNEW, WMMS, WOUR, WKLS, KNAC, WCCC, KEZY, WYFE. **MEDIUMS:** KSJO, KSHE, WBLM. **PREFERRED TRACKS:** Summer.  
**SALES:** Major breakouts in all regions.
- 7 STEVIE NICKS • THE WILD HEART • MODERN**  
**ADDS:** None. **HOTS:** KBPI, WPLR, WMMS, WKLS, WCCC, KEZY, WBLM. **MEDIUMS:** KMET, WNEW, KSHE. **PREFERRED TRACKS:** Anyone, Stand.  
**SALES:** Good in all regions.
- 93 ALDO NOVA • SUBJECT... ALDO NOVA • PORTRAIT**  
**ADDS:** WBLM. **HOTS:** WMMS. **MEDIUMS:** WPLR, WOUR, KSHE, WCCC. **PREFERRED TRACKS:** Monkey.  
**SALES:** Major breakouts in all regions.

## MOST ACTIVE

LP Chart Position

- **PAYOLAS • HAMMER ON A DRUM • A&M**  
**ADDS:** KSHE. **HOTS:** WMMS, WOUR. **MEDIUMS:** KMET, WPLR, WCCC, KEZY. **PREFERRED TRACKS:** Open.  
**SALES:** Fair in West and Midwest.
- 8 ROBERT PLANT • THE PRINCIPLE OF MOMENTS • ES PARANZA**  
**ADDS:** None. **HOTS:** WSKS, KMET, KSJO, WNEW, WMMS, WOUR, WKLS, KSHE, WCCC, WBLM, WYFE. **MEDIUMS:** WPLR, KEZY. **PREFERRED TRACKS:** Log.  
**SALES:** Good in all regions.
- 9 QUIET RIOT • METAL HEALTH • PASHA**  
**ADDS:** None. **HOTS:** KMET, WMMS, WKLS, WCCC. **MEDIUMS:** KSJO, WPLR, WOUR, KSHE, WBLM, WYFE. **PREFERRED TRACKS:** Noize.  
**SALES:** Good to moderate in all regions.
- 73 RAINBOW • BENT OUT OF SHAPE • MERCURY**  
**ADDS:** None. **HOTS:** KMET, KSJO, WOUR, KSHE, WCCC. **MEDIUMS:** WPLR, WNEW, WMMS, WKLS, KEZY, WBLM. **PREFERRED TRACKS:** Street, Stranded.  
**SALES:** Good to moderate in all regions.
- **THE ROMANTICS • IN HEAT • NEMPEROR**  
**ADDS:** WBLM, KEZY, WCCC, WKLS. **HOTS:** None. **MEDIUMS:** WKLS, KSJO, WPLR, WNEW, WMMS, WOUR, KNAC, WCCC. **PREFERRED TRACKS:** Talking.  
**SALES:** Fair in all regions.
- 134 PETER SCHILLING • ERROR IN THE SYSTEM • ELEKTRA**  
**ADDS:** None. **HOTS:** WNEW, WMMS, KNAC, KEZY. **MEDIUMS:** KBPI, WPLR, WOUR, WKLS, WCCC, WBLM, WYFE. **PREFERRED TRACKS:** Major.  
**SALES:** Moderate to fair in all regions.
- 144 MICHAEL STANLEY BAND • YOU CAN'T FIGHT FASHION • EMI AMERICA**  
**ADDS:** None. **HOTS:** WMMS, WOUR, KSHE, WCCC. **MEDIUMS:** KMET, WPLR, WNEW, WKLS, WBLM, WYFE. **PREFERRED TRACKS:** Town.  
**SALES:** Moderate in West and Midwest.
- 13 STRAY CATS • RANT N' RAVE • EMI AMERICA**  
**ADDS:** None. **HOTS:** WSKS, KMET, WKLS, KNAC. **MEDIUMS:** WPLR, WNEW, WMMS, WOUR, KSHE, WCCC, WBLM. **PREFERRED TRACKS:** Sexy, Hip.  
**SALES:** Good to moderate in all regions.
- **SURVIVOR • CAUGHT IN THE GAME • SCOTTI BROS.**  
**ADDS:** WCCC, WNEW, WMMS, WPLR, KSJO, KBPI. **HOTS:** None. **MEDIUMS:** WCCC. **PREFERRED TRACKS:** Open.  
**SALES:** Just shipped.
- 18 TALKING HEADS • SPEAKING IN TONGUES • SIRE**  
**ADDS:** WYFE. **HOTS:** WSKS, WNEW, WOUR, WKLS, KNAC, WYFE. **MEDIUMS:** KBPI, KMET, WMMS, KSHE, WBLM. **PREFERRED TRACKS:** Burning.  
**SALES:** Good to moderate in all regions.
- 6 BONNIE TYLER • FASTER THAN THE SPEED OF NIGHT • COLUMBIA**  
**ADDS:** None. **HOTS:** WOUR. **MEDIUMS:** WSKS, WPLR, WMMS, WCCC, KEZY, WBLM. **PREFERRED TRACKS:** Total.  
**SALES:** Good in all regions.



# CASHBOX 2

October 8, 1983

# FALL STOCKING GUIDE



# Q: WHO WAS MAKING TODAY'S MUSIC 25 YEARS AGO?

## A: ONLY MOTOWN

**THAT'S WHY MOTOWN CATALOG AND MIDLINE CAUSE  
IN-STORE EXCITEMENT AND MOTOWN 25 WAS THE  
#1 RATED TELEVISION SHOW AND WON THE PRESTIGIOUS  
EMMY AWARD FOR OUTSTANDING VARIETY SPECIAL 1983.**

**SHOWING ON NBC-TV SUNDAY, OCTOBER 30TH  
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Machine Gun & Movin' On

**FOUR TOPS**  
Four Tops & Reach Out

**MARVIN GAYE**  
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**MICHAEL JACKSON**  
Got To Be There & Ben

**RICK JAMES**  
Come Get It & Fire It Up

**THE TEMPTATIONS**  
Meet The Temptations & Masterpiece

**GROVER WASHINGTON JR.**  
Mister Magic & Feels So Good

**STEVIE WONDER**  
Signed, Sealed And Delivered & My Cherie Amour

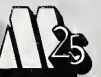
**DIANA ROSS**  
Touch Me In The Morning & Live At Caesar's Palace

**MARVIN GAYE & TAMMI TERRELL**  
You're All I Need & United

**SEE YOUR MCA DISTRIBUTING REPRESENTATIVE NOW.  
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# FALL STOCKING GUIDE

## Variety Is The Spice Of 4th Quarter LP's

LOS ANGELES — In keeping with tradition, the 1983 holiday season appears to be a busy period for manufacturers and consumers alike as scores of recording artists representing nearly every musical genre, from new music to rhythm and blues, are slated to release new product. Top charted acts such as the rocking Rolling Stones, soulful balladeer Lionel Richie, pop phenom Stevie Wonder, the MORish Kenny Rogers and the unrespected comic Rodney Dangerfield, are scheduled to release albums over the next three months.

Although there are high expectations from the releases by major artists, many new music acts that debuted in the past year are also expected to attract a great deal of attention. British pop sensations Duran Duran, Culture Club and ABC are planning releases before the end of the year with the latter two hoping to overcome the everpresent second-album jinx. Other noteworthy acts from the British invasion with new LPs include Thomas Dolby, Musical Youth and Adam Ant. Amidst these new music releases, there will be posthumous greatest hits packages from the Jam and the English Beat plus an album by a reformed edition of the ska band the Specials.

Among more established artists planning to give their fans a Christmas present are reborn rocker Bob Dylan, pop craftsman Paul McCartney (whose new record will feature more duets with Michael Jackson), the resurrected Pretenders, the re-formed Yes, art rock group Genesis, and mellow pop singers like Robin Gibb, Melissa Manchester and Crystal Gayle.

Many artists who have been well known since the '60s hope to start the new year on the right foot by releasing more music. Paul Simon, who had originally planned to release his latest collection of songs as part of a Simon and Garfunkel reunion record has decided to make it strictly on his own. Johnny Mathis, Dionne Warwick and Chicago also plan fall waxings.

Veteran jazz virtuoso Dizzy Gillespie will join other jazz musicians like the Crusaders, Sadao Watanabe and George Benson as part of the jazz holiday releases.

Quite a few rhythm and blues/funk/soul groups aside from the aforementioned Richie and Wonder plan upcoming LPs. Chic, whose Nile Rogers produced David Bowie's "Let's Dance" LP, will have an album out as will R&B superstars the Pointer Sisters, Ray Parker Jr., Teddy Pendergrass and Luther Vandross. The Four Tops and the Temptations, primary influences to most contemporary pop/soul performers, will also put their inimitable passion and harmonies on vinyl before the end of the year.

The Christmas season means not only more new records but also more new films and consequently more soundtrack LPs such as the score composed by Police drummer Stewart Copeland for *Rumble Fish*, a soundtrack written by Genesis keyboardist Tony Banks for *Wicked Lady*; former Yellow Magic Orchestra member Ryuchi Sakamoto's *Merry Christmas Mr. Lawrence*; Barbra Streisand's *Yentl*; and David Bowie's soundtrack to the concert movie *Ziggy Stardust* which has no confirmed release date.

In an obviously busy season there's always a need for a little bit of humor and comedy. Albums by Richard Pryor, David Brenner and Dangerfield should make most people's Christmas even merrier.

The following is a label by label rundown of new product tentatively scheduled for release during the fourth quarter:

### A&M

October: Atlantic Starr, Machinations (Ox), Carpenters, Hyts (Gold Mountain), Let's Active, *Rumble Fish* soundtrack, Wendy & The Rocketts, Mark Isham (Windham Hill), Will Ackerman (Windham Hill), Wes Montgomery, Antonio Carlos Jobim, Nat Adderley, JJ Johnson/Kai Winding, George Benson, Paul Desmond, Quincy Jones, .38 Special, UB 40. November: G.T., English Beat (IRS), George Winston (Windham Hill), Richard Mazda (IRS), Howard Johnson, The Cramps (IRS), Alex de Grassi (Windham Hill).

### Arista

Late September/early October: Dionne Warwick, Bernard Wright, Tom Browne. October: Melissa Manchester, Nick Heyward, Sakhile (Jive), Ray Parker Jr., Barry Manilow, Alan Parsons Project, Angela Bofill, Kenny G., Manfred Mann, Maurice Starr.

### Atlantic

October: Yes, Genesis, Chic, Tom Scott, Carole King, Mink DeVille, Gino Soccio, Roxy Music (Atco), Streets, Tony Banks' *Wicked Lady* soundtrack, Freddy Hubbard, Ted Nugent. November: Rolling Stones (Rolling Stones Records), The System (Mirage), Stevie Woods (Cotillion).

### Columbia

October: Eddie Money, Clarence Clemmons, Heaven, Midnight Oil, Billy Griffin, Weather Girls, Hubert Laws, Lacey J. Dalton, Chet Atkins, Paul McCartney, Blue Oyster Cult, Bob Dylan, Barbra Streisand, Enchantment, Cheryl Lynn, Billy & Myla, Jimmy Cliff, Blake Emmons, Ramsey Lewis, Marcio Montarroyos, Willie Nelson. November: Earth, Wind & Fire, Billy Joel, James Blood Ulmer, Steve Bassett, Johnny Mathis, Mac Davis, BJ Thomas, Greatest Hits of Country Blues, Ray Charles. December: Wire Train.

### Capitol

October: Burning Sensations, Sammy Hagar, Thomas Dolby, Dayton. November: Duran Duran, April Wine, Ellen Shipley, Kwick, George Clinton, Earl Klugh.

### Chrysalis

October: Michael Schenker. November: Toni Basil, Billy Idol, Total Coelo, David Grant, Specials.

### EMI America

October: Kim Carnes, Kenny Rogers. November: Michael Johnson, Cliff Richards, Elbow Bones & The Racqueteers, James Bond (Liberty), Kim Wilde.

### Elektra/Asylum

October: The Doors, Jon Gibson (Constellation), Klymaxx (Solar), Don Felder (Asylum), The Deele (Solar), Sadao Watanabe (Elektra Musician), Playboy Jazz Festival (Elektra Musician), Woody Shaw (Elektra Musician), Dizzy Gillespie (Elektra Musician), Jimmy



**COMING THIS FALL** — Caught between takes while shooting "Don't Box Me In," the promotional video for the song featured in the Francis Ford Coppola film, *Rumble Fish* are: co-authors Stan Ridgway (r) solo artist, and Stewart Copeland, drummer of the Police and composer of the film's soundtrack.

Smith (Elektra Musician). November/December: Pieces of a Dream, Shrapnel, Imagination, Steel Pulse, Womack & Womack, Josie Cotton, Dynasty (Solar), Stephanie Reach (Solar), The Cars, Carrie Lucas.

### Epic

October: The Units, Culture Club, Cyndi Lauper (Portrait), General Caine (Tabu), Matthew Wilder (Private I), Major Lance (Kat Family), Glenn Scarpelli (Estate), George Jones, Ronnie McDowell, Clark/Duke Project II (Philadelphia International), Teddy Pendergrass, Merle Haggard, Mickey Gilley. November: Luther Vandross, Dan Fogelberg, Adam Ant, Michael Smotherman, Bad Manners (Portrait), Bill Nelson (Portrait), Accept (Portrait), Patti LaBelle (Associated), All American Cowboys (Kat Family), Ron Banks (CBS Associated), Ozzy Osbourne (Jet), Bloodstone (T-Neck), The P Funk All-Star (Uncle Jam).

### MCA

October: *Merry Christmas*, Mr. Lawrence soundtrack, Suns of Heroes, George Strait, Night Ranger, David Brenner, Phil Judd, Toronto, Headpins, Oak Ridge Boys, Bill Monroe. November: Crusaders, Fallen Angel, Musical Youth.

### Motown

October: Stevie Wonder, Dazz Band, Four Tops, Temptations.

(continued on page FS-8)

## LP and Tape Midlines Hit \$-Conscious Consumers

LOS ANGELES — Although not every major label plans to release midlines this quarter, a **Cash Box** survey indicates several diskeries do intend to aggressively market discount lines out in time for holiday shoppers.

Chrysalis has already released their set of midline albums, each priced at \$5.98. Over 50 albums from artists like Huey Lewis, Steve Hackett, Blondie, The Babys, and Fun Boy Three comprise the midline collection. In addition, 11 Jethro Tull discs, nine Robin Trower LPs and seven UFO albums cap Chrysalis's current midline catalog.

MCA expects to rerelease over a dozen albums as midlines at a \$5.98 price point. All of the LPs will be "Greatest Hits"-type collections spotlighting pop and country artists such as Neil Diamond, Elton John, Loretta Lynn, Roy Clark, Leon Russell, Mel Tillis, Joe Walsh, The James Gang, Conway Twitty, Jerry Jeff Walker and Three Dog Night.

This month, A&M is putting out four midline albums retailing at a suggested price of \$5.98. Two of the LPs are previous releases by flugelhorn player Chuck Mangione ("Feels So Good," "Main Squeeze"), Joe Jackson's sophomore disc ("I'm The Man"), and a platter from the outrageous Tubes ("Young and Rich"). All of these LPs should be shipped the week of Oct. 18.

Motown, one of the leading midline companies with scores of \$5.98 catalog albums by such artists as Diana Ross & The Supremes, Stevie Wonder, The Commodores and The Jackson 5, recently emerged with a series of six albums dubbed "Great Songs and Performers that Inspired Motown's 25th Anniversary TV Show" and focuses on recording stars like Smokey Robinson & The Miracles, Marvin Gaye and a number of others. This new series is tagged at \$5.98 per album. In addition to the sextet of new anthologies, Motown also has a greatest hits LP by Marvin Gaye and three rereleases by Al Green in the works, all set at the identical \$5.98 price.

Besides these entries in the vinyl field, Motown is bowing its initial line of special cassette packages called "Twinpax" which contain two albums by the same artist on one tape. The Commodores, Rick James, The Four Tops, The Temptations, Grover Washington, Jr. and Stevie Wonder are all represented in the Twinpax series, and tapes will retail for \$9.98 each, only a dollar more than the suggested price for most new single cassettes.

Elektra also plans to release two-fer cassettes in the weeks ahead, with double tapes by performers including Linda Ronstadt, Joni Mitchell, The Doors, The Eagles, Jackson Browne, The Cars, and Queen.





# FALL STOCKING GUIDE

# AWARDS

## Top Videocassettes

1. An Officer & A Gentleman — Paramount 1467
2. Poltergeist — MGM/UA 00164
3. First Blood — Thorn EMI 1573
4. Rocky III — CBS/Fox 4708
5. The Road Warrior — Warner 11181
6. Chariots Of Fire — Warner 20004
7. On Golden Pond — 20th Century Fox 9037
8. Blade Runner — Embassy 1380
9. Conan The Barbarian — MCA 77010
10. The World According To Garp — Warner 11261

## Comedy/Musical Comedy

1. The World According To Garp — Warner 11261
2. 48 Hrs. — Paramount 1139
3. The Best Little Whorehouse In Texas — MCA 77014
4. Victor/Victoria — MGM/UA 0051
5. The Toy — RCA/Columbia 10538

## Top 5 Adventure

1. The Road Warrior — Warner 11181
2. Conan The Barbarian — MCA 77010
3. Star Wars — CBS/Fox 9054
4. High Road To China — Warner Home Video 11309
5. Fire Fox — Warner Home Video 11219

## Top 5 Drama

1. An Officer & A Gentleman — Paramount 1467
2. First Blood — Thorn EMI 1573
3. Rocky III — CBS/Fox 4708
4. Chariots Of Fire — Warner 70004
5. On Golden Pond — 20th Century Fox 9037

## Top 3 Science Fiction

1. Blade Runner — Embassy 1380
2. Star Trek II: Wrath Of Kahn — Paramount Home Video 1539
3. Tron — Walt Disney 122

## Top Exercise

- Jane Fonda's Workout — KVC/RCA Karl Video Corp. 042

## Top 3 Musicals

1. The Best Little Whorehouse In Texas — MCA Distributing Corp. 77014
2. Victor/Victoria — MGM/UA 0051
3. Annie — RCA/Columbia Home Video 10008

## Top 3 Thrillers

1. Poltergeist — MGM/UA 00164
2. Cat People — MCA Distributing Corp. 77008
3. Creepshow — Warner Home Video 11306

\* \* \* \* \*

## Top Video Games

1. Pitfall! — Activision AX108
2. Frogger — Parker Brothers 5300
3. Ms. Pac-Man — Atari CX2675
4. Centipede — Atari CX2676
5. Riveraid — Activision AX020
6. Zaxxon — Coleco 2435
7. Donkey Kong — Coleco 2451
8. Keystone Kapers — Activision AX025
9. Enduro — Activision AX026
10. Megomania — Activision AX017

\* \* \* \* \*

## TOP MIDLINES

### Male Artist

Joe Jackson — A&M

### Group

Led Zeppelin — Swansong/Atlantic

### Female Artist

Carole King — Epic

### Label

Atlantic

- 1 Look Sharp
- 2 Tapestry
- 3 Led Zeppelin IV
- 4 The Doors
- 5 Fleetwood Mac
- 6 The Cars
- 7 So Far
- 9 Ziggy Stardust
- 10 Plano Man

- Joe Jackson  
Carole King  
Led Zeppelin  
The Doors  
Fleetwood Mac  
The Cars  
Crosby, Stills & Nash  
David Bowie  
Billy Joel

- A&M  
Epic  
Swansong/Atlantic  
Elektra  
Warner Brothers  
Elektra  
Atlantic  
RCA  
Columbia



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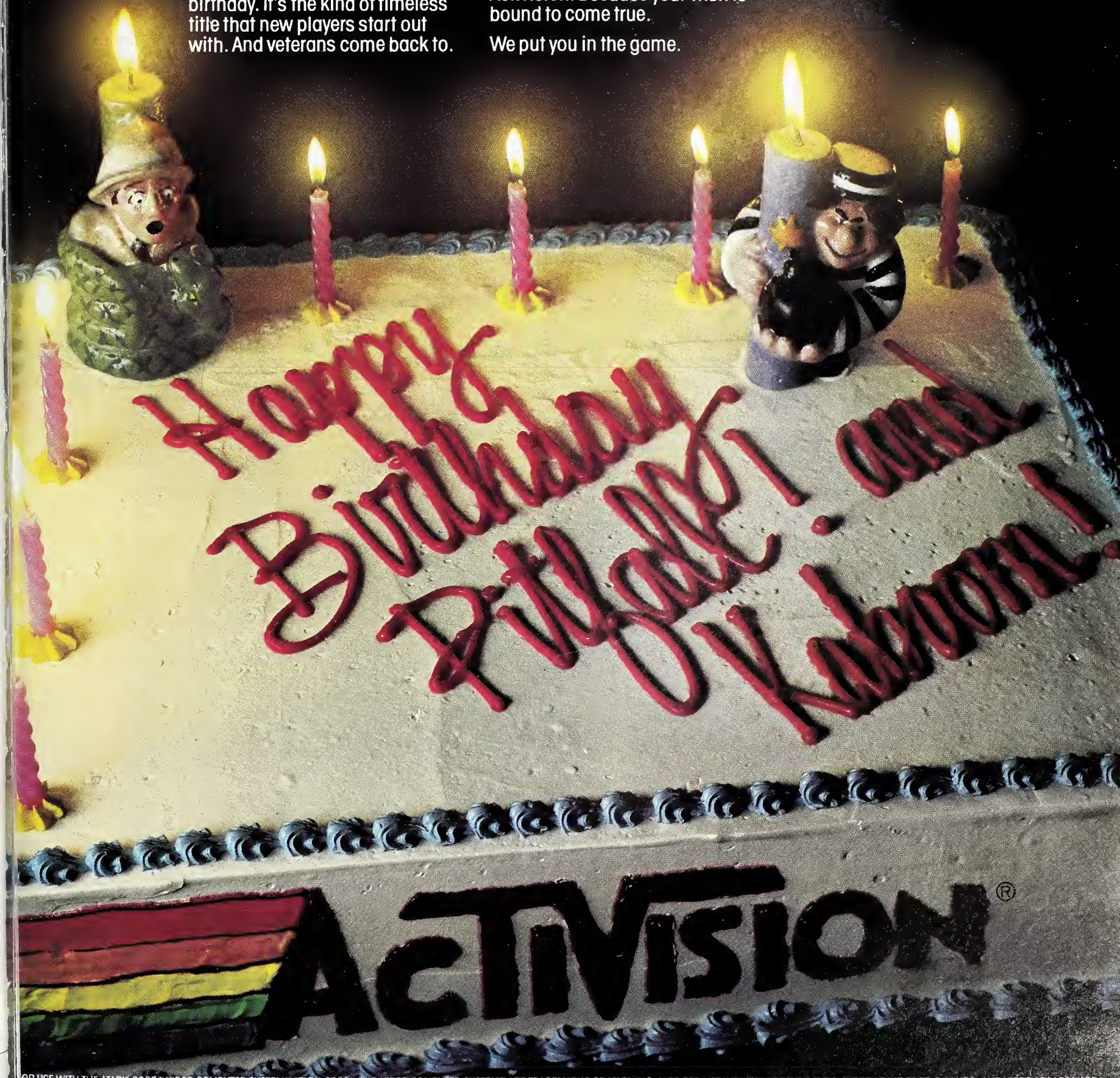
**Pitfall!**™ Cash Box's Game of the Year. It sold a million after only 5 months. And now—at its first birthday—it's still a top seller.

**Kaboom!**® It was in one-and-a-half million homes before its second birthday. It's the kind of timeless title that new players start out with. And veterans come back to.

Why don't these games get old? Because they were designed around an original idea. A big idea. And that makes them more than just hits. That makes them classics.

So blow out the candles, and wish for more of the same from Activision. Because your wish is bound to come true.

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# FALL STOCKING GUIDE

## Game Makers Announce Fourth Quarter Plans And Titles

LOS ANGELES — It seems hard to believe that just one year ago home video games were being touted by most record retailers as their top-selling non-music product. Merchants stocked up on practically every title they could get their hands on, almost disregarding the fact that few, if any, vid game companies offered returns or inventory balancing programs at the time. Now, a year later, things are quite different for the electronic consumer game industry . . . and for the dealers who carry the items.

Confronted with heightened competition from low-cost personal computer systems, a glut of secondary and older catalog product, not to mention a fierce media backlash, a majority of home vid game concerns have reported massive losses and staff layoffs this year. Compounding these woes, it appears as if more and more chains and mom and pop stores are no longer stocking the amusement software and hardware.

Though spokespersons for the major vid game firms feel the industry is getting a "bad rap" since projections indicate more than 110 million cartridges will be sold this year (up about 50% from a year ago), few will deny that the business has changed drastically since last year. The introduction of two third-generation machines — Coleco Industries' ColecoVision and Atari's 5200 "SuperGame" — has had a significant impact on sales of Mattel's Intellivision unit, as well as the warhorse of the business, Atari's 2600 VCS. The explosion of software-only manufacturers that sprung up in 1981-82 continues to fizzle, as the cartridge manufacturers go through a shakeout with only a few of the most hardy — including Activision and Imagic — surviving. And, perhaps most unfortunately in the creative sense, only a handful of games originally designed for video game systems and not merely arcade translations have sold well recently; on this week's Top 15 Video Games chart in **Cash Box**, just three of the Top 10 games are original programs and all are made by Activision.

Nevertheless, the upcoming months have usually been the best time of the year for selling games and manufacturers fully intend to capitalize on the gift-giving season. To help retailers decide what are the most important 'hit' games and accessories coming down the pike, the following company-by-company rundown should come in handy.

**ACTIVISION** — 2400 Bay Shore Frontage Rd., Mountain View, Calif. 94042 — Though the acclaimed software-only manufacturer has stated that a \$3-5 million loss after taxes is probable as it tallies up its finances following the second fiscal quarter, Activision has a number of exciting games planned for the fall and winter seasons, including translations of two highly popular amusements, "River Raid" and "Kaboom," for Atari 400/800/1200 computers as well as the Atari 5200 system. Those games should be available by Christmas, and will be heralded with extensive advertising and promotional support. For the Atari 2600 and Mattel's Intellivision, Activision says it has a number of surprises coming up referring to several titles which were not on the release schedule until just last week. These games include "Worm Womper" for Intellivision, (available in early Oct.), the VCS-compatible "Frostbite" (late Sept./Early Oct.) and another VCS game entitled "Pressure Cooker" (Oct.). Already on the shelves and zooming up the charts is the David Crane programming masterpiece, "Decathlon," which portrays 10 different Olympic competitions in one remarkable VCS-fitted cartridge. Along with "Decathlon," retailers can expect the rocketship simulation called "Space Shuttle," available in late Nov., to be one of the hottest software pieces for late 1983.

**ATARI** — 1265 Borregas Ave., Sunnyvale, Calif. 94086 — Although Atari has put its much-discussed VCS computer keyboard peripheral (nicknamed "The Graduate") on hold due to the volatile status of the under-\$100 comput-industry, the company plans to continue its rebates on its 400 and 800 computer lines, with a \$50 rebate on the 400 model and a \$100 rebate on the 800 through the end of the year. In addition, Atari is offering a \$30 company rebate on its 2600 VCS and 5200 SuperGame units through Dec. 31, and when consumers purchase either machine they'll also receive \$60 worth of discount coupons entitling them to \$5 off selected software titles including "Kangaroo," "Galaxian," "Vanguard," "Jungle Hunt," "Dig Dug," "Ms. Pac Man," "Phoenix," and "Centipede," with \$10 off accessories like remote control joysticks and the track-ball controller. These coupons will be redeemable through March of next year.

Concentrating on arcade translations and licenses geared towards young gamers, Atari expects to offer approximately 11 software titles for the VCS and a dozen games for the 5200 prior to Christmas. For the 2600, the coin-op translations of "Dig Dug," "Mon Patrol" and "Joust," all skedded for Nov. in VCS-compatible formats, will probably receive the most positive consumer response. Other VCS titles available throughout the fall and early winter include "Mario Bros.," (mid-Dec.), "Krull" (late Oct.), "Pigs in Space" (Dec.), the Walt Disney-inspired "Sorcerer's Apprentice" (early Nov.), the Peanuts comic strip-based "Snoopy & The Red Baron" (late Nov.) and three games connected with the Children's Television Workshop series "Sesame Street," including "Cookie Monster Much," "Big Bird's Egg Catch" and "Alpha Beam," (all late Oct.). The "Kid's Controller," used for the Sesame Street amusements, will ship concurrently with the three aforementioned games, and should retail for about \$14.95.

For the 5200, Atari has just shipped a version of the #1-ranked arcade driving game "Pole Position," along with translations of the coin-op favorites "Jungle Hunt" and "Ms. Pac-Man," to retailers. Coming up in the weeks ahead are SuperGame renditions of Vanguard (late Oct.), Joust (late Oct.), Moon Patrol (Nov.), Real Sports Baseball (Nov.), Dig Dug (late Nov.), Pengo (mid-Dec.), Battle Zone (Dec.-Jan.) and Berzerk (late Dec.).

According to spokespersons from Atari, preliminary test marketing reveals the Taito coin-op translation of "Jungle Hunt" could outsell the other games Atari plans to introduce this year.

In addition to its VCS and 5200 entries, Atari expects to release three ColecoVision-compatible titles before Christmas, including the perennial favorite "Centipede."

**CBS ELECTRONICS** — 41 Madison Ave., New York, N.Y. 10010 — According to spokespersons for CBS Electronics, the company's release schedule is always changing, so all of the following information should be regarded as tentative in the strictest sense of the word. Expected shortly (meaning Oct. or Nov.) are two games matched for play on Atari's VCS — an adventure amusement called "Mountain King" and an arcade translation of Bally Midway's coin-op "Omega Race." Also coming out over the next few months are games compatible with Atari's 5200, including translations of Bally-Midway's "Wizard of Wor," "Blueprint" and "Gorf." In addition to these titles, "Mountain King" and "K-razy Shootout" will be available for the 5200.

**COLECOVISION** — Coleco Industries, Inc. National Sales Office, 200 Fifth Ave. # 1234, New York, N.Y. 10010 — One of the most eagerly anticipated events of the upcoming Christmas season for electronics retailers is the shipment of Coleco's bundled ADAM Family Computer System, which is finally set to take place in mid-October now that the unit has received FCC approval. Expected to retail for approximately \$700 (and \$450-475 for a ColecoVision Expansion Module version), the system includes a letter-quality printer, a digital data pack drive and a keyboard component, in addition to several software programs. Several ColecoVision compatible games including "Front Line" and "War Games" have been promised for delivery by year's end, though most industry observers tend to feel Coleco will concentrate primarily on round-the-clock production of ADAM hardware and software. For more information regarding Coleco's fourth quarter plans, refer to the July 23 and Sept. 10 issues of **Cash Box**.

**COMMAVID, INC.** — 1470 N. Farnsworth, Suite 203, Aurora, Illinois 60505 — Although release schedules are sketchy, this software-only firm intends releasing three titles in the months ahead at a \$29.95 suggested list price. "Rush Hour," originally scheduled for a summer release, should be out this fall, while "Stick 'Em" and "KickAPoo" could be in stores by the end of the year. According to a spokesperson from the company, there is extremely limited advertising and p.o.p. support for any of its titles.

**FOX VIDEO GAMES, INC.** — 4701 Patrick Henry Dr. Bldg. #9, Santa Clara, Calif. 95050 — Just released from Fox are two games for the 2600, "Crash Dive" and "Bank Heist," reasonably priced at \$14.95 in response to the marketplace demand for low-cost games. The company plans to have its first ColecoVision-compatible amusement, "The Fall Guy," based on the television show of the same name, out by Dec., with a 2600-compatible version to follow shortly thereafter.

**GCE (Vectrex)** — 233 Wilshire Blvd., Santa Monica, Calif. 90401 — The manufacturers of the Vector-graphic machine Vectrex plan to release a few new game cartridges over the following months, bringing the total number of cartridges compatible with the system up to approximately 20. The new games include "Star Castle," which has just been shipped; a vector translation of Atari's superhit arcade driving piece "Pole Position," tentatively set for release in late October; a sword-and-sorcery adventure dubbed "Dark Tower, Volume I" based on a Milton Bradley game and due out in October or November; and the submarine action-adventure called "Polar Rescue," also due to emerge towards the end of the year. Currently available is a "Light Pen," which sells for around \$40 and actually allows users to draw on the game screen. As an introductory promotion, consumers who get the light pen prior to Dec. 31 of this year will receive a free "Art Master" cartridge. Other software used with the peripheral, including a musical cart called "Melody Master" and a geography quiz known as "Mail Plane," should be out over the next few months. Due out in late October is a "3-D Imager," which allows Vectrex owners to play specially designed games in true 3-D and color. Expected to retail for around \$50, the imager resembles a pair of spacy sunglasses and comes with a free cartridge. Other games soon to be available for the imager includes "Crazy Coaster," said to feature a first-person view of a wild ride on a roller coaster. All of the special 3-D software will be priced at under \$40. Spokespersons for Vectrex say the biggest promotion the company is working on is a back-to-school bookcover cross-promo with Pepsi and the National Football League (NFL). Five million NFL bookcovers will be issued by Pepsi bottlers to thousands of food outlets across the country, and the covers contain coupons offering a free Vectrex cartridge by mail with the purchase of any other two carts for the system. The offer is effective from Sept. 1, 1983 to August, 1984, and full color posters and counter cards detailing the bookcover deal will be displayed in each participating food outlet.

**PARKER BROS.** — 50 Dunham Road, Beverly, Mass. 01915 — October should see the release of "Popeye" for ColecoVision and four games for the Atari 5200 — "Q\*Bert," "Astro Chase," "Super Cobra" and "Popeye." In November the company plans to issue "Tutankham," "Super Cobra" and "Popeye" for Intellivision, and "Frogger" for ColecoVision. In December, "Tutankham" and "Super Cobra" will be available for ColecoVision, and the *Star Wars* inspired "Death Star Battle" for Atari's 5200. No VCS titles will be out until January, since the company is forging ahead with plans to concentrate on third-generation machine software. Although details have not been completely finalized, a promotion will begin towards the end of this month which offers consumers a \$7.50 savings when two Parker Bros. cartridges are purchased.

**STARPATH CORP.** — 2005 De La Cruz Blvd., Santa Clara, Calif. 95050 — Starpath, the company which invented the Atari 2600 peripheral known as the "supercharger" is just beginning to ship its latest cartridge, "Party Mix," and will be centering its fourth quarter advertising pushes around that item along with the currently available "Rabbit Transit" and the company's own version of "Frogger" both of which have been on sale for about a month. The game cartridges carry a \$7 wholesale pricetag with a \$9.95 retail price.

**TIGERVISION** — 909 Orchard, Mundelain, IL 60060 — November marks Tigervision's release of two \$29.95 games for the Atari 2600, "Springer" and "Miner 2049 Vol. 2." In the \$39.95 price bracket, the video company plans to release two games for the Atari 5200, "Springer" and "Polaris" both of which will come out in December.

**INTELLIVISION** — 5150 Rosecrans Blvd., Hawthorne, CA 90250 — Intellivision, the game arm of Mattel Electronics, says it will release (with the approximate retail price of \$33) "Masters of the Universe" in October for the Atari 2600 and November for Intellivision, "Bump 'n Jump" could come out in November for both the Intellivision and Atari 2600 systems, "Dungeons and Dragons," "Treasures of Tarmin" may be released for Intellivision in September and for the Atari 2600 in December. Finally, costing about \$30, "Mission X" may be available to the public in November for Intellivision owners, and in January for Atari 2600 enthusiasts.

**IMAGIC** — 981 University Ave., Los Gatos, CA 95030 — Having recently released "Moonsweeper" and "Fathom" for the Atari 2600, Imagic also has quite a few games coming out within the month of October. Costing between \$21-\$31 are "Dragon Fire" for Vic 20, and "Fathom" compatible for the Mattel Intellivision system. In a higher price range of \$24-\$34 are "Quick Step" and "Laser Gates," both for the Atari 2600. Imagic also plans to market the \$29-\$39 "Novablast" for the Coleco system. As part of the special promotion campaign for "Fathom," there will be a special competition in which customers will have to spot the number of tridents hidden in an advertised photo. The person who finds the right number can collect \$1000.



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ALBUM #	Cassette	ARTIST	TITLE
PV 41129		THE BABYS	THE BABYS
PV 41150		THE BABYS	BROKEN HEART
PV 41267		THE BABYS	UNION JACKS
PV 41305		THE BABYS	ON THE EDGE
PV 41351		THE BABYS	ANTHOLOGY
PV 41165		BLONDIE	BLONDIE
PV 41166		BLONDIE	PLASTIC LETTERS
PV 41225		BLONDIE	EAT TO THE BEAT
PV 41290		BLONDIE	AUTOAMERICAN
PV 41384		BLONDIE	THE HUNTER
PV 41299		VARIOUS ARTISTS	DANCE CRAZE
PV 41383		FUN BOY THREE	FUN BOY THREE
PV 41169		GENERATION X	GENERATION X
PV 41193		GENERATION X	VALLEY OF THE DOLLS
PV 41112		STEVE HACKETT	VOYAGE OF THE ACOLYTE
PV 41176		STEVE HACKETT	DON'T TOUCH
PV 41223		STEVE HACKETT	SPECTRAL MORNINGS
PV 41214		IAN HUNTER	YOUR NEVER ALONE
PV 41326		IAN HUNTER	SHORT BACK & SIDES
PV 41436		ICEHOUSE	FRESCO
PV 44000		BILLY IDOL	DON'T STOP
PV 41328		LEO KOTKE	GUITAR MUSIC
PV 41357		GREG LAKE	GREG LAKE
PV 41292		HUEY LEWIS AND THE NEWS	HUEY LEWIS AND THE NEWS
PV 41332		LINX	INTUITION
PV 41302		MICHAEL SCHENKER	THE MICHAEL SCHENKER GROUP
PV 41274		THE SELECTOR	TOO MUCH PRESSURE
PV 41306		THE SELECTOR	CELEBRATE THE BULLET
PV 41303		THE SPECIALS	MORE SPECIALS
PV 41083		TEN YEARS AFTER	SSSSH

ALBUM #	Cassette	ARTIST	TITLE
PV 41084		TEN YEARS AFTER	CRICKLEWOOD GREEN
PV 41085		TEN YEARS AFTER	WATT
PV 41287		THE FABULOUS THUNDERBIRDS	WHAT'S THE WORD
PV 41319		THE FABULOUS THUNDERBIRDS	BUTT ROCKIN'
PV 41039		ROBIN TROWER	TWICE REMOVED
PV 41073		ROBIN TROWER	FOR EARTH BELOW
PV 41089		ROBIN TROWER	LIVE
PV 41107		ROBIN TROWER	LONG MISTY DAYS
PV 41215		ROBIN TROWER	VICTIMS OF THE FURY
PV 41148		ROBIN TROWER	IN CITY DREAMS
PV 41189		ROBIN TROWER	CARAVAN TO MIDNIGHT
PV 41324		ROBIN TROWER	BLT
PV 41352		ROBIN TROWER	TRUCE
PV 41040		JETHRO TULL	PASSION PLAY
PV 41041		JETHRO TULL	THIS WAS
PV 41042		JETHRO TULL	STAND UP
PV 41043		JETHRO TULL	BENEFIT
PV 41067		JETHRO TULL	WAR CHILD
PV 41082		JETHRO TULL	MINSTREL IN THE GALLERY
PV 41111		JETHRO TULL	TOO OLD TO ROCK & ROLL
PV 41132		JETHRO TULL	SONGS FROM THE WOOD
PV 41175		JETHRO TULL	HEAVY HORSES
PV 41238		JETHRO TULL	STORMWATCH
PV 41301		JETHRO TULL	A
PV 41059		UFO	PHENOMENON
PV 41074		UFO	FORCE IT
PV 41103		UFO	NO HEAVY PETTING
PV 41182		UFO	OBSESSION
PV 41239		UFO	NO PLACE TO RUN
PV 41307		UFO	WILD, WILLING, & THE INNOCENT
PV 41360		UFO	MECHANIX



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# FALL STOCKING GUIDE

## Fall Pre-Recorded Video Fare Stresses Lower-Prices, "Collectibles"

NEW YORK — Spearheaded by Paramount Home Video's \$39.95 price precedent for the blockbuster film *Flashdance*, the fall release schedule for home video will be targeted to that lower price market, with most manufacturers relying heavily on "collectible" titles including television compendiums, instructional programs, genre favorites, already established box office hits and original children's specialty fare. Variable pricing may emerge as an issue, as many new titles continue to be introduced at \$59.95 and above, while selected tapes will enter the market in the \$29.95 to \$49.95 range. Most titles will also be released in stereo or Beta Hi-Fi, with a few being made available simultaneously in Laserdisc and/or CED format.

"The highly collectible titles are the key in developing the sales market," stated Suzie Peterson, who recently issued her post as director of new product development for MCA Home Video. Assessing the thrust of the fall campaign, she continued. "Low-priced titles readily available for purchase — once again, the 'collectibles' — are the #1 goal of what we would like to see develop in the marketplace."

Horror and fantasy features comprise the bulk of the genre releases, with MCA in particular offering a series of horror classics in conjunction with the first-timed release of the sequel to Hitchcock's classic. Those titles, including *Dracula* and *Frankenstein*, list for \$29.95. Other companies, notably Vestron Video, have planned budget-priced releases for recent features that include *Don't Go In The Woods*, *The Evictors*, *Lone Wolf McQuade*, and the Laserdisc versions of slash "classics" *I Spit On Your Grave* and *The Texas Chainsaw Massacre*. "The horror genre is a big market," noted a spokesperson for the Stamford, Connecticut-based firm.

Video versions of critically acclaimed television classics are being offered for the fall at \$29.95, with both MGM/UA and MCA debuting a new line of compilations. Included in the release schedule are *Days Of Wine and Roses*, *Marty*, and Jack Benny segments. Animated children's stories such as *Strawberry Shortcake*, *Mighty Mouse*, *TerryToons* collection, *Tubby The Tuba*, *Zorro*, *Little Women* and a special Disney holiday promotion will earmark other incoming buyer-priced videos.

The sales-market price-point of \$39.95 was an inspiration to the attendees of the recent VSDA convention (**Cash Box**, September 10, 1983), and most releases will carry the new list. There are a few titles at the previous industry beach head of \$59.95, notably Paramount's forthcoming *Eddie Murphy: Delirious* concert footage and Pacific Arts original Firesign Theater production. Disney will release its most recent theatrical feature, *Something Wicked This Way Comes*, at \$69.95, and two cartoon collections at \$49.95. "The truth is, the market is not changing," commented Nostalgia Merchant vice president Earl Blair. "How many releases are actually at \$39.95 or less?" Higher-priced videos also include Warner Home Video titles such as *Stroker Ace* and *The Man With Two Brains* at \$69.95, and MGM/UA with *The Hunger* at \$79.95.

The following is a rundown on forthcoming VHS/Beta releases for the video market, with special notation for laser and CED configuration.

### Embassy Home Entertainment

Quality theatrical releases as well as low-budget genre titles comprise the bulk of Embassy's release schedule. October will see the availability of *Stevie* (CED), *Gregory's Girl* (CED), *The Visitor* (CED), *Invasion of the B-Girls*, *Saturday the 14th* (CED), *Scanners* (CED), *The Ruling Class*, *Melody* (CED), and *The Devonville Terror*. Cassettes all list for \$59.95, discs at \$29.95. In November, films such as *A Little Night Music*, *Escape: 2000*, *Stryker*, *Enigma*, *Deadly Force*, *Goodbye Porkpie* and *Lovers and Liars* are set for release. Embassy also has signed an exclusive contract with international singing sensation Menudo, and will release the first of five packed films entitled *Una Adventura Llamamas Menudo*. It will be buyer-priced at \$39.95. The company will also release *Southern Comfort*, *The Howling* and *Scanners* on laserdisc for \$34.95.

### MCA Home Video

MCA's release schedule will be highlighted by a major Halloween promotion centering on *Psycho II* (out in all video formats). Special shower curtains will be available to retailers as an incentive program, and are receiving a "phenomenal response," said Peterson. MCA will be releasing a total of 22 horror classics at \$39.95, and will also offer a collection of horror trailers, narrated by Halloween star **Jamie Lee Curtis** at \$29.95. The company release of *Monty Python's Meaning of Life* will be backed by national advertising, and will also be offering four deleted titles at a new \$39.95 price tag: *An American Werewolf in London*, *Bustin' Loose*, *Four Seasons*, *Endless Love* and *Ghost Story*. Also forthcoming is a fitness program for home instruction, packaged and produced by Guber/Peters (*Flashdance*, *Missing*, *Midnight Express*, et al) in their first foray into home video product. Entitled *The Yoga Moves*, the all-format stereo production will be packed by product trailer for dealers to view and utilize for in-store play. MCA is also releasing Vols. II of the successful *Jazzercise* and *Aerobic Dancing* cassettes, and will have posters to tie in the original production. Expect a major promotion for December.

### MGM/UA

In addition to the debut of *The Golden Age of TV* series, the firm will be releasing *The Year of Living Dangerously*, *Treasure of the Four Crowns* and an original music production entitled *Girl Groups: The Story Of A Sound*, based on the Alan Betrock book of the same name. Forthcoming in November: *The Wall*, *The Hunger*, *Ten To Midnight*, *MGM Cartoonfest* and a promising concert production with Pete Townsend, Meanese, Phil Collins and Joan Armatrading called *The Prince's Trust Rock Gala*. The company is also distributing titles from Family Home Entertainment, including an animated *Gumby Special*, *The Little Rascals Xmas Cartoon*, *Journey Back Through Oz* with voices provided by Liza Minnelli, Mickey Rooney and Milton Berle, *King Arthur* and *Man of La Mancha*. Laser titles include *Poltergeist*, *Singin' In The Rain*, *The Secret of NIMH*, *Diner*, *Victor/Victoria*, *The Story Of O*, *My Favorite Year*, *Diva*, and *Lady Chatterley's Lover*. The CED titles include *The Year Of Living Dangerously*, *Girl Groups*, *Treasure of the Four Crowns*, and a number of children's titles, *Lassie's Rescue*, *The Lone Ranger* and *The New Adventure of Zorro* among them. Recent feature fare *War Games* and *Octopussy* are expected December Laserdisc titles.

### Nostalgia Merchant

Earl Blair is optimistic about his firm's forthcoming release for the previously unavailable sequel to *Plan 9 From Outer Space*, entitled *Night of the Ghouls* (1957). "This is so bad it was unreleased theatrically," said Blair. "This is just the worst, the pits. And we think it will do well with Edward Wood fans." The company is also set to release two theatrical films, *Powerplay* with Peter O'Toole and *High Crime* starring James Whitmore. This is only the second time since last year's release of *Cross Of Iron* that the company has provided this type of feature. Also on its way is a group of classic films from Alice Adams, Barbara Stanwyck, Ava Gardner and Hedy Lamarr under the heading *Great Ladies of the Screen*.

### Pacific Arts Video

*Mr. Bill Looks Back: Sluggo's Greatest Hits* is on the October schedule, with The Rutles' Beatles spoof *All You Need Is Cash* due for November. Both programs grew out of *Saturday Night Live* skits, and while The Rutles' production has previously been shown on network television, Mr. Bill will include newer material. Pacific will be lowering the cassette price of the signature production, *Elephant Parts* to \$39.95. *Timerider*, a feature with Pacific president and former Monkee Mike Nesmith as executive producer, has been announced as the firm's first CED release.

### Paramount

In addition to the Eddie Murphy concert footage in CED and laser for November, Paramount is releasing *The Man Who Wasn't There*, without the 3-D effects. Also set is a Richard Gere fest, which will include the re-release of *American Gigolo*, *Looking For Mr. Goodbar* and *Days of Heaven* for \$39.95 each. Laserdisc titles include *Star Trek: The Motion Picture, Special Edition*, *Black Sunday*, *Still Smokin'* (also in CED), *Flashdance* and *Dy Of the Locust*. Other CED titles include *The Nutty Professor* and *Barefoot in the Park*.

### RCA/Columbia Pictures

A varied mix characterizes the October schedule for the joint venture. Upcoming VHS/Beta releases are: *Blue Thunder*, *Space Hunter*, *The Nutcracker Fantasy* (a puppet fantasy narrated by Michele Lee), *Quadrophenia*, *Greaser's Palace* and the 1970 comedy classic with Walter Matthau and Goldie Hawn, *There's A Girl In My Soup*. *Blue Thunder* is expected to be available on Laserdisc, but no other titles have been confirmed.

### Vestron

This growing company has a full schedule and most notably will be the worldwide distributor of the Children's Video Library. The line will premiere this month with many titles at \$29.95 and features set at \$39.95. Titles include *Peter No-Tail*, the Marlo Thomas production of *Free To Be You And Me*, an animated collection of *Fairy Tale Classics* and an original production of *Benji's Own Christmas Story*. Vestron is also distributing titles from VidAmerica. A major release due this month is the *John Wayne Collector's Limited Edition*. The \$99.95 package will include three Wayne classics: *She Wore A Yellow Ribbon*, *Fort Apache* and *The Flying Leathernecks*. An early Lucille Ball feature, *Panama Lady*, will be available in November. VidAmerica will also have two educational programs in release on the lives of Thomas Edison and The Wright Brothers. Vestron is releasing *Carlin At Carnegie*, a George Carlin concert cassette that will retail for \$39.95. The remake of *Breathless* is forthcoming as is *Harry Tracy*, and that will be released in video simultaneously with its theatrical debut. Other highlights include *Ladies' Night Out*, a complete male burlesque show and the instructional *A Guide To Making Love*. Vestron expects the title to do well as described as being "explicit, and tastefully done."

Titles soon to be released in CED format by Vestron are highlighted by *Reefer Madness*, *Valley Girl*, *Battle Beyond The Stars*, *Carlin at Carnegie*, *Truckstop Women*, *Chained Heat* and a Redd Foxx nightclub recording. Laser releases include *Mad Max*, *Dressed To Kill*, *Force Ten From Navarone*, *Class of 1984*, *National Lampoon's Class Reunion*, *Love At First Bite*, *House On Sorority Row*, *Redd Foxx*, *Breathless*, *Valley Girl*, and the all-star *Yellowbeard*.

### Warner Home Video

October releases include Steve Martin's *The Man With Two Brains*, *Blue Skies Again*, *Deadly Eye* and the Hitchcock classic *Strangers On A Train*. Each will be available in disc format for \$34.98. November titles will be announced shortly, with a special contest promotion expected to coincide with the release schedule.

## Fourth Quarter LPs Announced

(continued from page FS3)

### PolyGram

October: Suburbs (Mercury), Robn Gibb (Polydor), John Cougar Mellencamp (Riva), The Jam (Polydor), Simon Townshend (PolyGram/21), Con Funk Shun (Mercury), Tom Jones (Mercury), OST's *All The Right Moves* soundtrack (Casablanca), November: ABC (Mercury), Kool & The Gang (DeLite).

### RCA

October: Blue Zoo, Chris Rea, Elvis Presley, Robert Hazard, Hooked On Swing 3, Rodney Dangerfield, David Bowie's *Ziggy Stardust* soundtrack, *The Kids From Fame*, Pointer Sisters, Evelyn King, Jim Reeves, Steve Wariner, Dolly Parton.

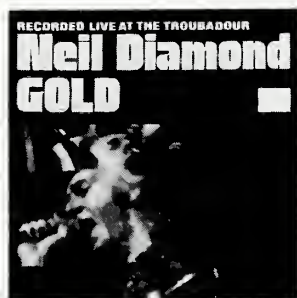
### Warner Bros.

Late September: John Anderson, Eye To Eye, Hank Williams, Jr., Allan Holdsworth, Michael Franks, Alice Cooper, Black Sabbath, John Surman (ECM), Oregon (ECM), Jennifer Holliday (Geffen), John Hiatt (Geffen), The Bluebells (Sire), Los Lobos (Slash), Green On Red (Slash). October: Randy Crawford, Richard Pryor, David Sanborn, T.G. Shepard, Laurie Anderson, Paul Simon, Crystal Gayle, Emmylou Harris, *Under Fire* soundtrack, Johnny Lee, Conway Twitty, Gail Davies, Charlie Haden (ECM), Wang Chung (Geffen), Monte Video (Geffen), James Ingram (Qwest), Shelly West (Viva), Kraftwerk, Bonnie Raitt, Roger Devo (Qwest), Dreamboy (Qwest), Girls Can't Help It (Sire), The Pretenders (Sire), Echo & The Bunnymen (Sire). November: Tony Carey (Geffen), Irene Cara (Geffen), Chicago, Whitesnake (Geffen). December: Stephen Bishop, Jay Gruska, Van Halen, Thin Lizzy, The Deal (Bearsville-mini-LP), Human Body (Bearsville), Frizzell & West (Viva).



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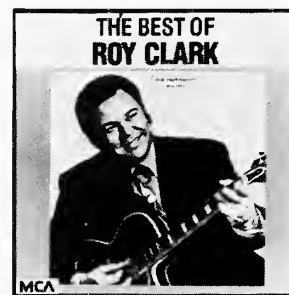
Including: Your Song/Daniel/Bennie And The Jets/Rocket Man/Goodbye Yellow Brick Road/Crocodile Rock/Honky Cat/and more...



Including: Coal Miner's Daughter/One's On The Way/Love Is The Foundation/You're Lookin' At Country/and more...



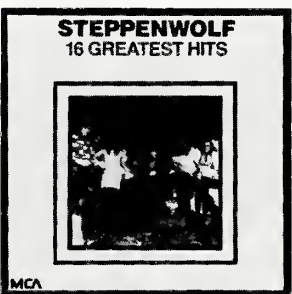
Including: Monday, Monday/California Dreamin'/Dedicated To The One I Love/My Girl/and more...



Including: Yesterday When I Was So Young/Tip Of My Fingers/Thank God And Greyhound/Malaguena/and more...



Including: Song For You/Tightrope/Lady Blue/Out In The Woods/Delta Lady/Hummingbird/and more...



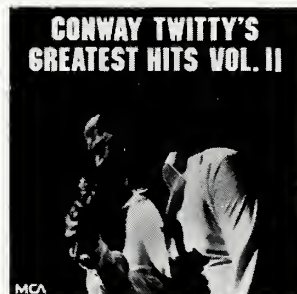
Including: Born To Be Wild/Magic Carpet Ride/The Pusher/Rock Me/Hey Lawdy Mama/Sookie, Sookie/and more...



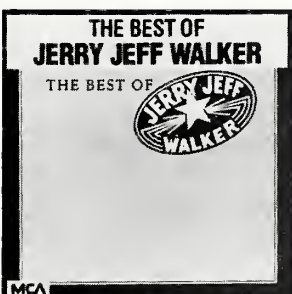
Including: Joy To The World/One/Shambala/Never Been To Spain/Liar/The Show Must Go On/and more...



Including: Coca Cola Cowboy/I Got The Hoss/I Believe In You/Good Woman Blues/Burning Memories/and more...



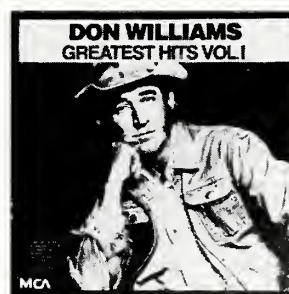
Including: You've Never Been This Far Before/Linda On My Mind/It's Only Make Believe/Games That Daddies Play/and more...



Including: Mr. Bojangles/Up Against The Wall Red Neck/L.A. Freeway/Desperadoes Waiting For The Train/and more...



Including: Funk 49/Rocky Mountain Way/Turn To Stone/Meadows/Country Fair/and more...



Including: We Should Be Together/I Wouldn't Want To Live If You Didn't Love Me/Amanda/I Recall A Gypsy Woman/and more...

ON MCA RECORDS & CASSETTES

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# FALL STOCKING GUIDE

## Retailers Stock Up On Wide Range Of Accessory Product

NEW YORK — As accessories product continues to grab a greater percentage of sales at the retail level, more product — in more packages — is being brought out. This creates a problem for dealers lacking display space but expands profit possibilities for those disheartened by slow record volume.

Outside of blank tape and maintenance product, dealers report stocking up on 'lifestyle' items ranging from music-related boutique items to rock books, magazines, and tour merchandise. Several have begun carrying Walkman-type personal stereos as well as the larger 'boom box' portables, and while video games have declined as the major accessories growth item of a year ago, it is still seen by many as a permanent inventory mainstay.

"The video game business is like everybody says it is — soft. With question marks," stated Jim Hines, accessories buyer of Atlanta's Franklin Music chain. "But you can either compare it with last year and beat your head against the wall, or look at it as a solid catalog that is viable and money making."

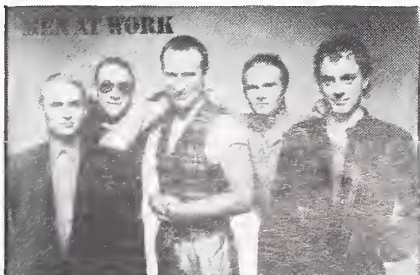
Richard Driscoll, accessories buyer at the Cambridge, Mass.-based Strawberries Records & Tapes chain, was even more optimistic. "The video games market is opening up big now because the manufacturers are coming out with better stuff and cleaning up their act." But at Licorice Pizza, buyer manager for general merchandise/video Suzanne Rastatter saw "nothing exciting happening with videogames anymore" and said that the chain was carrying only the Top 30 game titles.

However, Licorice Pizza has achieved greater success with its prerecorded videocassette selections, according to Rastatter. She said that 500 movie titles were being stocked in 14 of the chain's 26 stores, with another four stores adding movies in the next few weeks.

New York retailer Ben Karol two months ago introduced video into his stores by way of rental of about 100 sq. ft. to a separate video retail entity called Video '83. Karol said that his new tenant sells prerecorded and blank videotape and rents television and VCR equipment.

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Karol was also pleased with his sales of the Pfanstiel line of audio and video accessory product, a long-standing favorite. "It's great stuff, easy to handle, nicely displayed, and sells on sight," he said.

Audio and especially video accessory product was noted by most dealers among their most important accessory product lines. Camelot Music's accessory buyer Mike Stephenson included video cleaning product among the accessory items warranting optimistic sales forecasts. "Last year we weren't carrying any video cleaners, but this year we expect them to be big," said Stephenson, who is now carrying video cleaners by Koss, Discwasher, and Scotch.

At Franklin Music, Hines said that an almost full line of Discwasher record care product and some from Recoton was being supplemented on the cassette side by Allsop and TDK and Maxell headcleaners and tape demagnetizers, "Since people who buy a certain tape like to buy the same brand of care product."

Licorice Pizza and Record Bar are currently using spiff programs in support of audio/video care product. At Licorice Pizza, spiffs are part of a September Discwasher month campaign. At Record Bar, \$1 will be given for each Allsop Orbitrac record care system when it was launched at the chain on Oct. 1. Record Bar also carries the Allsop line of cassette head cleaners and is moving to include its video head cleaner line.

A major accessories move at Record Bar this year has been into the personal electronics field. Half a dozen Sanyo personal stereo models — none over \$100 — are now being carried by the chain. According to special product manager Bruce Levy, if sales of these items continue at the present rate they could reach three percent of total sales in fiscal 1984.

Levy lauded the Sanyo cassette players, which range from the Walkman-type to the bigger "box" models, for being easily saleable. "Most people know how to run a cassette player, so there's no training involved for our sales people," he said. He added that sales of the portables had given rise to related product sales including batteries, extension speakers, and adaptors and had helped compensate for declining sales of video game product, which had "dropped themselves" in the last year.

At Camelot, Stephenson said that similar personal stereo equipment, put out by Grand Prix, was doing "surprisingly well" since May and had caused a doubling in battery sales since buyers "want to hear them right on the spot." He said that only one of each type of model was being carried and, unlike Record Bar, no other manufacturers' product was being considered. "We don't want to make things too confusing for the customers and clerks," he said.

Camelot is still awaiting the chainwide introduction of the Coleco Adam computer system (Cash Box, Aug. 8), though in the words of Stephenson, it is now adopting a "wait and see" attitude. "We're afraid it will take too much time for our employees to sell the system, and that they can't afford to free up 20-30 minutes to maybe sell it."

Stephenson added that he was also "a little skeptical" on Camelot's retailing of video game hardware due to strong price competition, and said that sales of such units were being monitored. He noted, however, that joystick sales, led by Pointmaster, looked to do "extremely well" again this year. At Franklin Music, Hines said that a joystick by Krait and Wico's "The Boss" were being brought in for Christmas. However, he expressed concern over only a three-to-four-month sales life for most joysticks.

Hines and Strawberries' Driscoll noted sales of B-track converters, and said that tape and record storage units were popular accessories items. Driscoll said that Service Manufacturing's strong selling 12-count tape case sold for "cheaper than tape" at \$4, and that Lebo's cassette wall units were selling rapidly. Hines noted that tape box manufacturers are introducing several colors to keep up with changing bar interiors. He also said that wooden record and cassette storage crates made by Carroll County were selling well and filling the void left by similar product sold by Peaches when that chain was present in the Atlanta area.

Boutique items remain a major accessories item in many stores. Record Bar has recently instituted slat wall fixturing to allow more visibility of clothing lines. Spec's Music in Florida has also opted for the slat wall and has doubled its boutique goods offerings. According to supervisor George Moris, these items include "I Love ..." rock artist bumper stickers and other artist product including painters caps, t-shirts, muscle shirts, and mirrors.

Record Bar has also put in new self-service "bookleaf" fixtures for poster product from California posters. Levy said that the fixtures, which box the posters in a floor box beneath the swinging glass panes, helped move 300 pieces in the first weekend of some stores' installation.

Ben Karol reported excellent poster sales through the guaranteed servicing by Artemis Posters, and Franklin's Hines said that his chain, though not a "lifestyle" store, would soon introduce both posters and buttons on a test basis as a result of store manager requests.

Book and magazine product, which was introduced into many stores last year, it still being carried by retailers with the room. Brian McEvoy, LP buyer for the 60-store New Jersey-based Listening Booth chain, said that he would soon increase his 300-copy buy of the British heavy metal magazine *Kerrang*, which he obtains from Important Record Distributing in New York, by another 200 copies. Tour programs obtained from Important also sell out there, he added.

Several retailers were looking at rock calendar sales to pick up in the fourth quarter. Jim Kozlowski, English buyer at Important, said that calendars of "the big six" — Duran Duran, David Bowie, Iron Maiden, The Police, Culture Club, and Adam Ant — were already "flying out" to retailers.

But of all the accessory product being carried by retailers, blank audio tape is still the most important. Franklin Music's Hines said that blank tape sales had doubled there in the last 10 months. He singled out the chain's two "main lines": the Maxell UDXL2-90 for its three-pack and \$3.99 single price, and the TDK SAX90 for its five-pack with headphone promotion, which retails at \$24.99. Strawberries' Driscoll lauded the "new wave of two-packs" for their strong sales spur, and said that the dual packaging now accounts for 10 percent of the chain's orders.

At Western Merchandisers, vice president of retail Bruce Shortz also reported that tape promo packs such as Memorex and TDK three-packs and the Maxell two-pack had generated much excitement with consumers. But he called against his stores' full stock of cassette lines and configurations. "I counted 58 blank tapes that we offer the consumer in varying configurations," said Shortz. "That's absolutely mind-boggling! I'd love to be around 32-35, with a reasonable selection including the high, medium, and low ends of each of the big three. Otherwise, it gets to a point where we're really only competing against ourselves."

Shortz' tape comments jibed with his current accessories emphasis on the "same old same old." Said Shortz, "I can see a ton of junk in other stores. Go ahead and buy it. But I think we should stick more with the easies that make you money — items that are geared for quick turnover and easy handling."



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## Country Video Outlets On The Rise: Will Labels Meet Product Demand?

by Kay Shaw with Anita M. Wilson

NASHVILLE — Within the past year, outlets for country music videos have been popping up in numbers as plentiful as unemployed songwriters on Music Row. This would seem to be a solution to the problems posed in a **Cash Box** article published in 1982 (August 12), which cited a lack of outlets behind Nashville labels' hesitance in diving into the medium. At that time, it was reported that most labels refused to become heavily involved until direct consumer outlets for the product became established (comparable to MTV). Twelve months later, program directors and producers of everything from regional shows to cable networks are flipping the coin and saying: here are your outlets, where is your product? Research of existing venues for country videos reveal outlets ranging from 24-hour programming to country music clubs utilizing video, and almost all are asking for product.

Country Music Television (CMT) went on the air, with little fanfare, March 5. Based in Hendersonville, CMT is already reaching four and a half million viewers, with projections of seven million within the next 90 days. Similar to MTV, CMT is the first to program country music 24 hours a day, with an occasional interview slotted between videos. With the alleged lack of product, how is CMT able to offer 24-hour programming? Says Kenny Kiper, executive director of public relations, "We wouldn't have enough for even a 12-hour network if we didn't do some production ourselves." CMT, in conjunction with some Nashville labels, has been taping segments of artists' performances in the Tennessee and Kentucky areas, and creating their own videos. Though costs and the product are shared by CMT and the label, CMT does place restrictions on their use. On the other hand, Kiper says the labels have "piles of videos," but are conscious of their artists' image, and allow only current product to be aired. Unfortunately, there is not now enough current product available to help CMT reach their objective of top 100 programming, similar to radio.

The Nashville Network, which went on the air March 7, 1983, has yet to utilize country music video, citing a lack of product. According to Paul Corbin, director of programming, that will change when a new half-hour program, title and format still undecided, debuts in January 1984. It will be shown once a week on weekends, with a potential 9 million viewers.

Other cable systems, entering the country music field, have either incorporated the videos into regular rotations or established special programs devoted to country product. The Video Music Channel, based in Atlanta and part of the Cable America system, includes country product on their program which reaches 100,000 homes in the Atlanta area, broadcasting from 3 pm to midnight Sunday through Tuesday and 3 pm to 2 am Wednesday through Saturday. According to Cathy

Roszell, program director, "We program country music videos all over our regular rotation if they are quality videos." She cites as examples products by Dolly Parton, Ronnie Milsap, Rosanne Cash, and the Oak Ridge Boys. The Video Music Channel is in the midst of creating a one-hour program, "Cross Country," which will air Sundays from 7 to 8 pm. It will be comprised of videos and interviews, incorporating more traditional country artists. Says Roszell, "You can't ignore monsters like John Conlee."

Ted Turner's WTBS broadcasts "Night Tracks," a rock-oriented video program, which has aired videos by country artists like Dolly Parton and Alabama. On October 2, a new program, "America's Music Tracks," devoted to country music, went on the air. It will initially run from 8 to 9 pm Sunday nights, but is projected to expand to two hours in January. AMT will air at least 10 videos per show, comprising 40 minutes of the hour. Interviews, charts, and news will make up the other 20 minutes. The new show will directly follow WTBS' number one rated program — a wrestling show — with a potential of 26 million viewers.

"This Week in Country Music" is a Jim Owens Production syndicated to 150 markets. Produced by Meryll Rose and hosted by Lorianne Crook and Charlie Chase, the Nashville-originated half-hour program employs portions of videos within the body of stories, but no more than one video per show in its entirety.

Network-affiliate stations have jumped on the video bandwagon, creating and producing their own video programs for regional broadcasts. For example, WBAK in Terre Haute will debut "Video Plus" November 3, a half-hour show to air Thursday nights from 10:30 to 11 pm. According to Operations Manager Larry Blackerby, "Video Plus" will program "a little bit of everything," including country videos. WBAK reaches 180,000 homes. There are literally dozens of network affiliates airing or planning to air video shows, including Nashville's entry, "Miscellania," seen on Channel 4 midnight Saturday nights. Jim Carter, executive producer for that show, as well as "The Dan Miller Show" and "Channel 4 Magazine," says all three programs utilize country videos, but that he doesn't think a program based solely on that genre is viable due to a lack of product. Though the majority of these programs are not devoted solely to country music, their broad range of music should appeal to country artists trying to break into an audience who would not tune into a country program.

A program which could most certainly expose country artists to a new and broader audience — one with plenty of buying power — is "Rock World." Produced by Rock World Marketing Corp. in Albany, New York, "Rock World" is a 60 minute collage of a variety of music. It is serviced weekly to almost 400 colleges and universities nationwide at no cost (six minutes of advertising per show are sold by Rock World.) Frank Tate, Jr., President, says the shows are aired by the participating schools anywhere there is heavy student traffic — student centers, cafeterias, and pubs, with some schools broadcasting it on their own cable stations. Each show is aired an average of 22 times per week. Several months ago, Rock World polled participating schools regarding interest in a one-hour country program available and 167 schools requested the show for airing. Now, says Tate, country videos are incorporated into each show.

The rock and pop industry discovered

(continued on page 23)



**WHO OUGHT TO BE IN PICTURES?** — CBS Recording artist Janie Fricke recently met with label executives backstage during the filming of her first television special, "Janie Fricke: You Ought To Be In Pictures." Pictured are (l-r): Jack Lameier, director, national Columbia Promotion, CBS Records-Nashville; Roy Wunsch, vice president, marketing, CBS Records-Nashville; Fricke; Rick Blackburn, senior vice president and general manager, CBS Records, Nashville; Mary Ann McCreedy, director, product development, CBS Records, Nashville; Joe Casey, vice president, national promotion, CBS Records, Nashville; and producer Bob Montgomery.

## NARAS Starts Membership Drive

by Anita M. Wilson

Carolyn McClain, executive director of the Nashville chapter of the National Academy of Recording Arts and Sciences (NARAS) has announced a major membership drive. "We're coordinating a large, high visibility drive from now to November 15 to have as many people in the Nashville area and surrounding areas having a vote in the first round ballot, and to gain another national trustee for the Nashville chapter," stated Ms. McClain. A goal of 150 new members has been set which would enable the number of national trustees from Nashville to go from four to five, which would put the local chapter on a more equal level with Los Angeles, which has 11 trustees, and New York with seven. The national trustees set policy for the Grammy Awards, including categories and eligibility criteria, awards nominating and voting procedures, national telecasts, qualification for membership and other executive decisions. The end of November has been set as the deadline to get the new members so they can vote in this year's Grammys.

NARAS was formed in 1957 by members of the record industry to create a greater awareness of artistic and technical excellence in recording. The Academy is best known for the Grammy Awards it puts on every year, but it is also responsible for sponsoring numerous other events for the benefit of the industry. Last year the local chapter sponsored a seminar on the jingle industry and on the master song session and showcased Amy Grant, Gary Chapman and Tony Joe White among others.

A main part of the membership drive will be concentrated on notifying people who may not know they are eligible for membership and former members who have not renewed their memberships. Two types of memberships are available, active and associate. The organization is geared towards the creative end of the industry and therefore the active member is the only category eligible to vote. The nine sub-categories for active membership include: singers, conductors, record producers, recording engineers, songwriters and composers, musicians, music arrangers, spoken word, children's and comedy records participants and album jacket art directors, illustrators, photographers and album note writers. A person must belong to one or more of the above categories and must have worked on a minimum of six cuts or the equivalent of one side of an

album. Associate membership is available for those in the executive end of the business, and although ineligible to vote, are encouraged to act in executive or advisory capacities, such as trustee. The four current Nashville national trustees are all from this category and include Jim Black, SESAC; John Sturdivant, ASCAP; Joe Moscheo, BMI and Don Butler, Gospel Music Association.

Last year a successful membership drive was conducted in a similar method. Jim Black, local chapter president, stated, "We are undertaking a letter writing campaign aimed at all these different levels, so that anybody who can qualify or has not renewed will be made aware of the need to renew or join. They will be hit from several sources: their producer, record company, from the writer, from the engineer. We're going to go all the way to get everybody that can be involved, involved." A phone campaign will follow the letter writing drive, similar to last year's that brought in 75 new members in two days.

## Industry Veterans Form Organization

NASHVILLE — Reunion of Professional Entertainers (R.O.P.E.) has formed in Nashville for people who have been in the music industry for 25 years or more, with the primary goal of fostering high ideals and ethics within the entertainment industry. The organization will be open to musicians, writers, performers, broadcasters, managers and others from the industry who will form a network of communication aimed towards working with programs designed to support various charitable projects.

Five types of memberships are available including charter, life, regular, associate and honorary. Creator Gordon Terry has been elected president with Ron Elliott as the vice president. Other officers include Leslie Ann Elliott, secretary; Corky Wilson, treasurer; Grant Turner, executive vice president, and Charlie Lamb, chairman of the board of directors. Board members include Bill Carlisle, Hillous Buttram, Don Helms, Pete Wade, Joe Vincent, Charlie Dick, Big Jeff Bess, Smiley Wilson, Tommy Hill and John Denny. Faron Young was named sergeant at arms and Ray Kirkland and Benny Martin are assistant sergeant at arms.

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# TOP 100 COUNTRY SINGLES

October 8, 1983

	Weeks On Chart		Weeks On Chart		Weeks On Chart
<b>1</b> PARADISE TONIGHT CHARLY McCLAIN & MICKEY GILLEY (Epic 34-04007)	10/1	<b>34</b> LONELY BUT ONLY FOR YOU SISSY SPACEK (Atlantic America 7-99847)	10/1	<b>67</b> I'M ONLY IN IT FOR THE LOVE JOHN CONLEE (MCA 52221)	51 16
<b>2</b> NEW LOOKS FROM AN OLD LOVER B.J. THOMAS (Cleveland Int'l/CBS 38-03985)	3 13	<b>35</b> DON'T COUNT THE RAINY DAYS MICHAEL MURPHEY (Liberty P-B-1505)	37 9	<b>68</b> KEEPIN' POWER CRYSTAL GAYLE (Columbia 38-04093)	79 3
<b>3</b> WHAT AM I GONNA DO MERLE HAGGARD (Epic 34-04006)	2 15	<b>36</b> TELL ME A LIE JANIE FRICKE (Columbia 38-04091)	43 5	<b>69</b> DIDN'T WE DO IT GOOD BRENDA LEE (MCA-52268)	76 3
<b>4</b> NOBODY BUT YOU DON WILLIAMS (MCA 52245)	4 13	<b>37</b> DIXIE DREAMING ATLANTA (MDJ 4832)	44 4	<b>70</b> THE SIGN OF THE TIMES DONNA FARGO (Cleveland Int'l/CBS 38-04097)	77 3
<b>5</b> LADY DOWN ON LOVE ALABAMA (RCA PB-13590)	5 11	<b>38</b> MOVIN' TRAIN THE KENDALLS (Mercury/PolyGram 814 195-7)	45 7	<b>71</b> IT'S ALL IN THE GAME MERLE HAGGARD (MCA-52276)	84 2
<b>6</b> SCARLET FEVER KENNY ROGERS (Liberty P-B-1503)	6 8	<b>39</b> STRANGER AT MY DOOR JUICE NEWTON (Capitol B-5265)	40 7	<b>72</b> TRUE LOVE'S GETTING PRETTY HARD TO FIND WICKLINE (Cascade Mountain CMB-3030)	54 9
<b>7</b> YOU'VE GOT A LOVER RICKY SKAGGS (Epic 34-04044)	7 10	<b>40</b> HIGH COST OF LEAVING EXILE (Epic 34-04041)	41 6	<b>73</b> I'M RAGGED BUT I'M RIGHT JOHNNY CASH (Columbia 38-04060)	73 5
<b>8</b> HOW COULD I LOVE HER SO MUCH JOHNNY RODRIGUEZ (Epic 34-03972)	9 9	<b>41</b> HOUSTON LARRY GATLIN AND THE GATLIN BROTHERS BAND (Columbia 38-04170)	42 8	<b>74</b> NOTHIN' BUT YOU STEVE EARLE (Epic AE7 1726)	81 4
<b>9</b> ISLANDS IN THE STREAM KENNY ROGERS & DOLLY PARTON (RCA PB-13615)	8 14	<b>42</b> HEARTACHE TONIGHT CONWAY TWITTY (Warner Bros. 7-29505)	49 3	<b>75</b> I'M GONNA CATCH HEAVEN LOIS FRIZZELL (Black Rose 8279)	78 5
<b>10</b> SOMETIMES I GET LUCKY AND FORGET GENE WATSON (MCA-52243)	10 6	<b>43</b> WHEN THE NEW WEARS OFF OF OUR LOVE THE WHITES (Warner/Curb 7-29513)	47 3	<b>76</b> MY ANGEL'S GOT THE DEVIL IN HER EYES ED HUNNICUTT (MCA-52262)	83 4
<b>11</b> WHY DO WE WANT WHAT WE KNOW WE CAN'T HAVE REBA McENTIRE (Mercury/PolyGram 812 835-7)	11 12	<b>44</b> WILD MONTANA SKIES JOHN DENVER & EMMYLOU HARRIS (RCA PB-13562)	46 5	<b>77</b> DON'T CALL ME KAREN TAYLOR-GOOD (Mesa 1115)	59 8
<b>12</b> DON'T YOU KNOW HOW MUCH I LOVE YOU RONNIE MILSAP (RCA PB-13564)	12 11	<b>45</b> BLACK SHEEP JOHN ANDERSON (Warner Bros. 7-29497)	13 14	<b>78</b> MY BABY DON'T SLOW DANCE JOHNNY LEE (Warner Bros. 7-29486)	— 1
<b>13</b> MIDNIGHT FIRE STEVE WARINER (RCA PB-13588)	1 12	<b>46</b> BABY, WHAT ABOUT YOU CRYSTAL GAYLE (Warner Bros. 7-29582)	53 3	<b>79</b> HEY BARTENDER JOHNNY LEE (Full Moon/Elektra 7-9605)	62 18
<b>14</b> TOO HOT TO SLEEP LOUISE MANDRELL (RCA PB-13567)	15 9	<b>47</b> LOVING YOU HURTS GUS HARDIN (RCA PB-13597)	17 13	<b>80</b> A STRANGER IN HER BED RANDY PARTON (RCA PB-13608)	88 3
<b>15</b> SOMEBODY'S GONNA LOVE YOU LEE GREENWOOD (MCA-52257)	14 8	<b>48</b> HOLD ON, I'M COMIN' WAYLONG JENNINGS & JERRY REED (RCA PB-13580)	55 4	<b>81</b> BEFORE WE KNEW IT JAN GRAY (Jamex 011)	89 2
<b>16</b> ONE OF A KIND PAIR OF FOOLS BARBARA MANDRELL (MCA-52258)	16 8	<b>49</b> I WONDER WHERE WE'D BE TONIGHT VERN GOSDIN (Compleat CP-115)	20 10	<b>82</b> GEORGIA MULES AND COUNTRY BOYS CEDAR CREEK (Moon Shine MS3016)	86 4
<b>17</b> IF IT WAS EASY ED BRUCE (MCA-52251)	18 7	<b>50</b> THE LETTER RONNIE RENO (EMH-0024)	61 3	<b>83</b> READY FOR THE SADDLE DAVID ADRIAN ANDERSEN (Fraternity 3438)	84 4
<b>18</b> TENNESSEE WHISKEY GEORGE JONES (Epic 34-04082)	19 10	<b>51</b> KISS ME DARLING STEPHANIE WINSLOW (MCA-52291)	52 5	<b>84</b> EVERY BREATH YOU TAKE RICH LANDERS (A.M.I. 1316)	87 3
<b>19</b> YOU PUT THE BEAT IN MY HEART EDDIE RABBITT (Warner Bros. 7-29512)	23 6	<b>52</b> LOVERS ON THE REBOUND JAMES & MICHAEL YOUNGER (MCA-52283)	57 4	<b>85</b> A MILLION LIGHT BEERS AGO DAVID FRIZZELL (Viva 7-29498)	— 1
<b>20</b> THE WIND BENEATH MY WINGS GARY MORRIS (Warner Bros. 7-29532)	25 10	<b>53</b> WHY DO I HAVE TO CHOOSE WILLIE NELSON (Columbia 38-03965)	56 4	<b>86</b> TELL ME WHEN I'M HOT BILLY "CRASH" CRADDOCK (Cee Cee CC-5400)	93 2
<b>21</b> GUILTY THE STATLER BROS. (Mercury/PolyGram 812 988-7)	22 6	<b>54</b> FLIGHT 309 TO TENNESSEE SHELLY WEST (Warner/Viva 7-29659)	21 18	<b>87</b> THE AIR THAT I BREATHE REX ALLEN JR. (Moon Shine 3017)	— 1
<b>22</b> YOUR LOVE SHINES THROUGH MICKEY GILLEY (Epic 34-04018)	25 10	<b>55</b> DIET SONG BOBBY BARE (Columbia 38-04092)	32 15	<b>88</b> SHE'S A LOVER SOUTHERN BREEZE (Fox Trax RJF 1000)	— 1
<b>23</b> HOLDING HER AND LOVING YOU EARL THOMAS CONLEY (RCA PB-13596)	24 9	<b>56</b> WILDWOOD FLOWER ROY CLARK (Churchill CR-94501)	60 6	<b>89</b> STREET TALK KATHY MATTEA (Mercury/PolyGram 814 375)	— 1
<b>24</b> A LITTLE GOOD NEWS ANNE MURRAY (Capitol P-B-5264)	28 6	<b>57</b> LET'S FIND EACH OTHER TONIGHT JOSE FELICIANO (Motown 1647 MP)	58 4	<b>90</b> CRAZY ARMS KATHY LYNN SACRA (Rustic R1016)	90 3
<b>25</b> WHAT I LEARNED FROM LOVING YOU LYNN ANDERSON (Perman P-82001)	30 5	<b>58</b> QUEEN OF MY HEART HANK WILLIAMS, JR. (Warner/Curb 7-29500)	75 2	<b>91</b> LONESOME 7-7203 DARRELL CLANTON (Audiograph AG 474)	— 1
<b>26</b> ANYBODY ELSE'S HEART BUT MINE TERRI GIBBS (MCA-52252)	34 4	<b>59</b> LET'S GET OVER THEM TOGETHER MOE BANDY FEATURING BECKY HOBBS (Columbia 38-03970)	48 16	<b>92</b> SOUTHERN WOMEN OWEN BROTHERS (Audiograph AG 470)	92 3
<b>27</b> THE MAN IN THE MIRROR JIM GLASER (Noble Vision 103)	26 13	<b>60</b> HAVE I GOT A HEART FOR YOU CHANTILLY (F & L 527)	48 16	<b>93</b> IF YOU BELIEVE JOHN SCHNEIDER (Scotti Bros./CBS Z34 04064)	94 2
<b>28</b> AFTER YOU DAN SEALS (Liberty P-B-1504)	27 9	<b>61</b> STILL IN THE RING TAMMY WYNETTE (Epic 34-04101)	65 7	<b>94</b> MIDNIGHT TENNESSEE WOMAN JACK GREENE (EMH-0025)	95 2
<b>29</b> THE LADY, SHE'S RIGHT LEON EVERETTE (RCA PB-13584)	31 8	<b>62</b> FLAMES BRICE HENDERSON (Union Station ST-1003)	71 4	<b>95</b> WE REALLY GOT A HOLD ON LOVE FAMILY BROWN (RCA PB-13565)	— 1
<b>30</b> BABY I LIED DEBORAH ALLEN (RCA PB-13600)	33 10	<b>63</b> YOU LOOK SO GOOD IN LOVE GEORGE STRAIT (MCA-52279)	72 5	<b>96</b> YOU'RE GONNA RUIN MY BAD REPUTATION RONNIE McDOWELL (Epic 34-03946)	91 19
<b>31</b> THE BOY GETS AROUND SYLVIA (RCA PB-13589)	29 9	<b>64</b> DANCE LITTLE JEAN NITTY GRITTY DIRT BAND (Liberty P-B-1507)	— 1	<b>97</b> A FIRE I CAN'T PUT OUT GEORGE STRAIT (MCA-52225)	63 18
<b>32</b> STRONG WEAKNESS THE BELLAMY BROTHERS (Warner/Curb 7-29514)	36 7	<b>65</b> TAKE IT TO THE LIMIT WILLIE NELSON & WAYLON JENNINGS (Columbia 38-04131)	82 2	<b>98</b> BABY I'M YOURS TANYA TUCKER (Arista AS 1-9046)	64 13
<b>33</b> OUTSIDE LOOKIN' IN BANDANA (Warner Bros. 7-29524)	38 5	<b>66</b> NIGHT GAMES CHARLEY PRIDE (RCA PB-13542)	— 1	<b>99</b> GOIN' DOWN HILL JOHN ANDERSON (Warner Bros. 7-29585)	67 16
	39 7			<b>100</b> YOU'VE GOT THAT TOUCH LLOYD DAVID FOSTER (MCA-52248)	68 7

A Fire I Can't (Music City — ASCAP) .....	97	Hey Bartender (El Camino — BMI) .....	79	My Angel's Got The (Barnwood — BMI) .....	76	Take It To The Limit (Cass County/Red Cloud/-	65
After You (Tree/Cross Keys — BMI/ASCAP) .....	28	High Cost Of Leaving (Chinnichap — BMI) .....	40	My Baby Don't (Elektra/Asylum — BMI) .....	78	Nebradks — ASCAP) .....	65
A Little Good News (Chappell/Bibo — ASCAP) .....	24	Holding Her (Rick Hall — ASCAP) .....	23	New Looks From (Honey Man/Tree — BMI/Petwood	—	Tell Me A Lie (Rick Hall — ASCAP/Fame — BMI) .....	36
A Million Light (Peso/Wallet — BMI) .....	85	Hold On, I'm Comin' (Irvin/Cottillion — BMI) .....	48	— ASCAP) .....	2	Tell Me When I'm Hot (Music City — ASCAP) .....	86
Anybody Else's (Rick Hall — ASCAP) .....	26	Houston (Larry Gatlin — BMI) .....	41	Night Games (Royalhavan — BMI/G.I.D. — ASCAP) .....	66	Tennessee Whiskey (Hall-Clement/Algee — BMI) .....	18
A Stranger In Her Bed (G.I.D. — ASCAP/Royal Haven	88	How Could I Love (Boquillas Canyon/Atlantic — BMI) .....	8	Nobody But You (Alabama/Music Corp. of America —	4	The Air That I Breathe (April — ASCAP) .....	87
— BMI) .....	30	If It Was Easy (Window — BMI) .....	17	ASCAP/BMI) .....	4	The Boy Gets Around (Tom Collins — BMI) .....	31
Baby I Lied (Posey — BMI/Chappell — ASCAP/Uni-	98	If You Believe (Karlie Lee — ASCAP) .....	93	Nothin' But You (High Chapparral — ASCAP) .....	74	The Lady, She's Right (Window — BMI) .....	29
chappell/Vanhey — BMI) .....	30	I'm Gonna Catch Heaven (Dream City — BMI) .....	75	One Of A Kind (Warner-Tamerlane/Three Ships/War-	16	The Letter (Rosebridge — BMI) .....	50
ner — ASCAP/BMI) .....	35	I'm Only In It For (Posey/Golden Bridge/Uni-	67	Outside Lookin' In (Stan Cornelious/Hoosier—	33	The Man In The Mirror (Grandison/Hacienda —	27
chappell/Van Hoy — BMI/ASCAP) .....	67	ASCAP) .....	73	ASCAP) .....	33	ASCAP) .....	27
I'm Ragged But (Song of Cash — ASCAP) .....	73	It's All In The Game (Larry Spier/Major Songs —	71	Paradise Tonight (Unart/Land Of Music/Blue Texas —	1	The Sign Of The Times (Prima-Donna — BMI) .....	70
ASCAP) .....	9	ASCAP) .....	71	BMI) .....	1	The Wind Beneath (Warner/WB Gold — ASCAP) .....	20
Keppin' Power (Roger Cook/Chriswood — BMI) .....	49	I Wonder Where (Hookit — BMI) .....	49	Queen Of My Heart (Bocephus Inc. — BMI) .....	58	Too Hot To Sleep (Warner-Tamerlane/Three Ships —	58
SESAC) .....	68	Keepin' Power (Roger Cook/Chriswood — BMI) .....	49	ASCAP/BMI) .....	4	BMI/John Bettis, Adm. by W.B.# — ASCAP) .....	14
Kiss Me Darling (Checkmate — BMI) .....	51	Lady Down On Love (Maypop/Buzzherb — BMI) .....	5	Ready For The Saddle (Hurdy Gurdy — ASCAP) .....	83	True Love's Getting (Cascade Mtn. — ASCAP) .....	72
Let's Find Each (Jobete/Deedle Dytte — ASCAP) .....	57	Let's Find Each (Jobete/Deedle Dytte — ASCAP) .....	57	Scarlet Fever (Welbeck — ASCAP) .....	6	We Really Got A (Silverline — BMI) .....	95
Let's Get Over (Screen-Gems-EMI/Blackwood—	59	Lonely But Only (Chappell — ASCAP/Tri-Chappell —	34	She's A Lover (Ronnie Joe Friend/New Albany —	88	What Am I Gonna Do (Shade Tree — BMI) .....	3
BMI) .....	59	SESAC) .....	34	BMI) .....	88	What I Learned (WB/Russell Smith — ASCAP) .....	25
Lonesome 7-7203 (Cedarwood — BMI) .....	91	Lovers On The Rebound (Old Friends — BMI) .....	52	Somebody's Gonna (Cross Keys/Unichappell/Van	15	When The New Wears (Black Sheep — BMI) .....	43
Hoy — ASCAP/BMI) .....	15	Loving You Hurts (Muscle Shoals Sound — BMI) .....	47	ASCAP/BMI) .....	15	Why Do I Have (Willie Nelson — BMI) .....	53
Midnight Tennessee (Screen Gems/EMI — BMI) .....	94	Midnight Tennessee (Screen Gems/EMI — BMI) .....	94	Sometimes I Get (Blue Creek/Booth & Watson/One	10	Why Do We Want (King's X/Reba — ASCAP) .....	11
Movin' Train (Bibo/Chappell — ASCAP) .....	38	Midnight Tennessee (Screen Gems/EMI — BMI) .....	94	The House — BMI) .....	10	Wild Montana Skies (Cherry Mountain — ASCAP) .....	44
		Let's Get Over (Screen-Gems-EMI/Blackwood—	59	Southern Women (New Albany & Protones — BMI) .....	92	Wildwood Flowers (Peer Int'l — BMI) .....	56
		BMI) .....	59	Still In The Ring (Tree — BMI/Cross Keys — ASCAP) .....	61	You Look So Good (Chappell & Co./MCA/Vogue —	83
		Lonely But Only (Chappell — ASCAP/Tri-Chappell —	34	ASCAP) .....	61	ASCAP/BMI) .....	83
		SESAC) .....	34	Stranger At My Door (Chappell/Unichappell —	39	You Put The Beat (Mallven/Cottonpatch/Dejamus —	19
		Lonesome 7-7203 (Cedarwood — BMI) .....	91	ASCAP/BMI) .....	39	ASCAP) .....	19
		Lovers On The Rebound (Old Friends — BMI) .....	52	Street Talk (Criterior/Space Case — ASCAP) .....	89	You're Gonna (Tree/Tree Group — BMI) .....	96
		Loving You Hurts (Muscle Shoals Sound — BMI) .....	47	Strong Weakness (Bellamy Brothers/Famous —	32	ASCAP) .....	32
		Midnight Tennessee (Screen Gems/EMI — BMI) .....	94	ASCAP) .....	32	YOU'VE GOT THAT TOUCH (Warner/WB Gold —	68
		Midnight Tennessee (Screen Gems/EMI — BMI) .....	94			BMI/ASCAP) .....	100
		Movin' Train (Bibo/Chappell — ASCAP) .....	38				

⊘ = Exceptionally heavy radio activity this week

⊘ = Exceptionally heavy sales activity this week



COUNTRY COLUMN

**CHET & WAYLON INVADE EUROPE** — Chet Atkins and Waylon Jennings will be traveling to Europe on their individual promotional tours during October. Atkins will be teaming up with French guitarist Marcel Dadi for a nine-city tour of Europe. Both have performed together several times at the Olympia Theatre in Paris. This tour will take them to France, Belgium, Norway, England, and Germany for television appearances and theatre shows. Atkins and Dadi will be performing material from each others' shows. At the end of the tour, Atkins will conduct a guitar seminar for the Chet Atkins Guitar Appreciation Society, a three-year-old fan club organization based in London. Waylon Jennings will also be in Europe promoting his latest RCA LP, "Waylon & Company." The tour begins in England and moves on to Germany where an extensive part of the tour is being sponsored by Phillip Morris and Marlboro. While in Germany, Jennings will tape a 45-minute television special and will be guest of honor at the Bavarian Beer Party in Munich. In Norway Jennings will be presented as the most popular country artist by the "Western Saloon Country Music Club."



**ETC VISITS THE PRESIDENT** — On a recent trip to New York, Earl Thomas Conley (l) dropped in the RCA offices to talk with Bob Summer, president of RCA Records. While in New York, Conley appeared on "Live At Five," a popular local interview program, and was interviewed by US magazine, The Star and New York's Daily News.

her for an LP entitled "Let's All Pull Together" to benefit the same cause.

**ALABAMA TEAMS UP WITH POLICE** — RCA act Alabama recently was asked by the Alabama Department of the Public Safety to write and produce their latest safety film, "On The Line." The group obliged and spent the day in the studio working on the music, writing and finally recording a segment. The film will be narrated by Ernest Borgnine and shown throughout Alabama.

**COWBOY SHEPPARD** — T.G. Sheppard has been spending a lot of time lately in Orlando, Florida where he is hosting a segment of a new thirty minute show for the Nashville Network. Set to air in January, "Church Street Station" is being taped at the Cheyenne Upper House and Saloon.

**EARLE SINGS A SWEET NOTE** — A large part of the music industry gathered at the Bluebird Cafe this past weekend to hear one of Epic's newest artists, Steve Earle and The Dukes. Earle delighted everyone with a showcase full of great rockabilly. At a recent show, Greg Ham of Men At Work dropped in and said of Earle, "his music is raw and honest." It's definitely refreshing and exciting.

**LEIBOVITZ DELIVERS** — Annie Leibovitz spent 13 years at *Rolling Stone*, 10 as chief photographer, and has snapped everyone from Woody Allen to John and Yoko. Recently, she spent three days in Nashville with the Oak Ridge Boys, photographing the boys and the band for its forthcoming LP and 1984 tour book, both entitled "Delivered." Her book, "Photographs by Annie Leibovitz" is published this month.

**ROYCE OUT PUSHES RALPH** — Royce Kendall of the musical group The Kendalls was recently on Ralph Emery's Nashville Now when the topic of exercise came up. Emery challenged Kendall to a push-up contest and Kendall agreed and went as far as to say he would do two for every one push-up Emery did. The men hit the ground and Royce won out by doing 10 push-ups after Emery did 5. Being on the road promoting their new LP and single, "Moving Train" has sure kept Royce in good shape.

**VEGAS ACT VISITS NASHVILLE** — While most country acts are booking dates in Las Vegas, one of their regular artists recently showcased in Nashville. Gene Ferrari brought his Vegas act to the Stagedoor Lounge at Opryland. Ferrari, a native Italian, has just recorded an album with Muscle Shoals producer Barry Beckett entitled "Gene Ferrari" which includes several crossover tunes.

**CONGRATULATIONS** — Daniel Michael was born to Michael Davis, steel guitarist for Tammy Wynette, and wife, Trina, who also works in the Wynette camp as a back-up singer. Daniel weighed in at 11 lbs. 12½ oz. and is the grandson of Monuments' Tex Davis.

**SHORT CUTS** — Several new artists are making headlines by premiering at some well known shows and events around town. . . Atlanta will be taping Hee Haw Oct. 7th. . . Brice Henderson made a guest appearance at the recent Charlie Daniels Day in Mt. Juliet, TN. . . Kathy Mattea performed for a regional convention for Lieberman's in Dallas and received two standing ovations. . . not bad for someone who was on "Good Morning America" as a struggling artist just signed to a record deal.

anita m. wilson

Martin Gets First Master Tribute

NASHVILLE — On December 1 in The Opryland Hotel's Presidential Ballroom, The Nashville Music Association's first Master Tribute Award will honor reknowned session guitarist Grady Martin. The annual event will pay homage to those session musicians and session vocalists who helped create the Nashville Sound, thereby helping establish the music industry in Nashville.

Martin began his career as a fiddler, playing with The Bailes Brothers, on Hank Williams' sessions, and touring with Jamup & Hones and Red Foley. In the late '40s, he switched to guitar and played on sessions for many Nashville artists, including Kitty

Wells, Patsy Cline, Ray Price, Webb Pierce, and Conway Twitty. He invented the fuzztone guitar, first heard on Marty Robbins' "Don't Worry," creating a sound that influenced a generation of rock guitarists.

Martin recorded several albums of his own, most notably "Instrumentally Yours," widely acclaimed for its' use of studio over-dubbing.

Several years ago he joined Willie Nelson's Band. Nelson, along with Merle Haggard, will emcee the event for the NMA.

For additional information on the Master Tribute Award or the award design competition, contact the Nashville Music Association at (615) 321-5662.

TOP 75 ALBUMS

		Weeks On Chart	10/1	Chart
1	THE CLOSER YOU GET . . . ALABAMA (RCA AHL 1-4662)	1	30	
2	KEYED UP RONNIE MILSAP (RCA AHL 1-4670)	4	25	
3	PANCHO & LEFTY MERLE HAGGARD/WILLIE NELSON (Epic FE 37958)	3	37	
4	SOMEBODY'S GONNA LOVE YOU LEE GREENWOOD (MCA 5408)	2	27	
5	DON'T MAKE IT EASY FOR ME EARL THOMAS CONLEY (RCA AHL 1-4713)	7	14	
6	SNAPSHOT SYLVIA (RCA AHL 1-4672)	6	18	
7	T.G. SHEPPARD'S GREATEST HITS (Warner/Curb 9 23841-1)	9	20	
8	CASTLES IN THE SAND DAVID ALLEN COE (Columbia FC 38535)	10	23	
9	WEST BY WEST SHELLY WEST (Warner/Viva 9 23775-1)	8	29	
10	IT AIN'T EASY JANIE FRICKE (Columbia FC 38214)	14	52	
11	TAKE IT TO THE LIMIT WILLIE NELSON WITH WAYLON JENNINGS (Columbia FC 38562)	11	22	
12	EYES THAT SEE IN THE DARK KENNY ROGERS (RCA AFL 1-4679)	16	3	
13	SPUN GOLD BARBARA MANDRELL (MCA-5377)	17	8	
14	AMERICAN MADE OAK RIDGE BOYS (MCA-9390)	5	34	
15	HEY BARTENDER JOHNNY LEE (Full Moon/Warner Bros. 9 23889-1)	12	12	
16	BURLAP & SATIN DOLLY PARTON (RCA AHL 1-4691)	15	16	
17	HANK WILLIAMS, JR.'S GREATEST HITS (Elektra/Curb 9 60193-1)	18	52	
18	HIGHWAYS & HEARTACHES RICKY SKAGGS (Epic FE 37996)	19	54	
19	TODAY THE STATLER BROTHERS (Mercury/PolyGram 422 812 184 1M1)	20	19	
20	NEW LOOKS B.J. THOMAS (Cleveland Int'l/Columbia FC38561)	25	24	
21	THE BELLAMY BROTHERS GREATEST HITS (Warner/Curb 9 23967-1)	26	59	
22	SHINE ON GEORGE JONES (Epic FE 38406)	21	24	
23	IT'S ONLY ROCK & ROLL WAYLON JENNINGS (RCA AHL 1-4673)	22	25	
24	THAT'S THE WAY LOVE GOES MERLE HAGGARD (Epic FE 38815)	32	4	
25	MOUNTAIN MUSIC ALABAMA (RCA AHL 1-4229)	24	83	
26	STRONG STUFF HANK WILLIAMS, JR. (Elektra/Curb 9 60223)	13	33	
27	GREATEST HITS JOHN CONLEE (MCA-5404)	28	24	
28	OLD FAMILIAR FEELING THE WHITES (Warner/Curb 9 23872-1)	27	13	
29	WILD & BLUE JOHN ANDERSON (Warner Bros. 9 23721-1)	29	51	
30	YELLOW MOON DON WILLIAMS (MCA-5407)	23	24	
31	A DECADE OF HITS THE CHARLIE DANIELS BAND (Epic FE 38795)	31	10	
32	PERSONALLY RONNIE McDOWELL (Epic FE 38514)	39	29	
33	FEELS SO RIGHT ALABAMA (RCA AHL 1-3930)	44	133	
34	TOUGHER THAN LEATHER WILLIE NELSON (Columbia FC 38248)	34	30	
35	DREAM BABY LACY J. DALTON (Columbia FC 38604)	37	10	
36	STRAIT FROM THE HEART GEORGE STRAIT (MCA-5320)	38	5	
37	PARADISE CHARLY McCLAIN (Epic FE 38584)	41	20	
38	IN MY EYES JOHN CONLEE (MCA-5434)	45	3	
39	A LIFETIME OF SONG MARTY ROBBINS (Columbia KC2 38870)	48	2	
40	NIGHT GAMES CHARLEY PRIDE (RCA AHL 1-4822)	50	2	
41	CRYSTAL GAYLE'S GREATEST HITS (Columbia FC 38803)	42	3	
42	DIRTY LOOKS JUICE NEWTON (Capitol ST-12294)	43	2	
43	FOR EVERY ROSE JOHNNY RODRIGUEZ (Epic FE 38806)	46	2	
44	GREATEST HITS, VOLUME II EDDIE RABBITT (Warner Bros. 23925)	52	2	
45	IF YOU'RE GONNA DO ME WRONG VERN GOSDIN (Compleat CPL-1-1004)	30	22	
46	LOST IN THE FEELING CONWAY TWITTY (Warner Bros. 9 23869-1)	33	32	
47	ALWAYS ON MY MIND WILLIE NELSON (Columbia FC 37951)	35	22	
48	WE'VE GOT TONIGHT KENNY ROGERS (Liberty LP-51143)	36	31	
49	MOVIN' TRAIN THE KENDALLS (Mercury/PolyGram 812 779)	51	2	
50	ON MY OWN AGAIN DAVID FRIZZELL (Viva 9 23868-1)	47	13	
51	GREATEST HITS DOLLY PARTON (RCA AFL 1-4422)	49	53	
52	WHY LADY WHY GARY MORRIS (Warner Bros. 9 23738-1)	58	3	
53	LET'S GO NITTY GRITTY DIRT BAND (Liberty LT-51146)	53	8	
54	MY HOME'S IN ALABAMA ALABAMA (RCA AHL 1-3644)	54	50	
55	WILLIE NELSON'S GREATEST HITS (AND SOME THAT WILL BE) WILLIE NELSON (Columbia KC2 37540)	40	97	
56	TRUE LOVE CRYSTAL GAYLE (Elektra 60200-1)	55	45	
57	GOING WHERE THE LONELY GO MERLE HAGGARD (Epic FE 38092)	57	53	
58	RADIO ROMANCE EDDIE RABBITT (Warner Bros. 9 23925-1)	56	50	
59	SOME MEMORIES JUST WON'T DIE MARTY ROBBINS (Columbia FC 38603)	59	23	
60	BETTER DAYS GUY CLARK (Warner Bros. 9 23880-1)	60	6	
61	READY JERRY REED (RCA AHL 1-4692)	61	6	
62	STRONG WEAKNESS THE BELLAMY BROTHERS (Elektra/Curb 9 60210-1)	62	42	
63	INSIDE AND OUT LEE GREENWOOD (MCA-5305)	63	12	
64	GREATEST HITS KENNY ROGERS (Liberty LOO 1070)	64	134	
65	WAITIN' FOR THE SUN TO SHINE RICKY SKAGGS (FE-37193)	65	3	
66	JUST SYLVIA SYLVIA (RCA AHL 1-4312)	66	79	
67	BACK LYNN ANDERSON (Perman PR 8205)	67	4	
68	DREAM MAKER CONWAY TWITTY (Elektra 60182-1)	68	53	
69	CLASSIC CONWAY CONWAY TWITTY (MCA-5424)	69	17	
70	THE NASHVILLE SESSIONS DEAN MARTIN (Warner Bros. 9 23870-1)	70	10	
71	HEART TO HEART MERLE HAGGARD & LEONA WILLIAMS (Mercury/PolyGram 422 812 183-1 M-1)	71	13	
72	MERLE HAGGARD'S GREATEST HITS (MCA-5386)	70	19	
73	NATURALLY COUNTRY MEL McDANIEL (Capitol ST-12265)	73	23	
74	MICHAEL MARTIN MURPHEY (Liberty LT-51120)	74	57	
75	FOOL FOR YOUR LOVE MICKEY GILLEY (Epic FE 38583)	75	24	



## THE COUNTRY MIKE

**MASTER AUDIO NEWS** — Glenn Morgan, who for the past three years served as director of music programming for the Mutual Broadcast System, recently formed his own company. Master Audio Productions, Inc. is a full service radio production company headquartered in Bethesda, MD, with additional studios located in the greater New York area. Morgan, president of the company, has been contracted to serve as executive producer for the Mutual Broadcasting System's broadcast of this year's Country Music Association (CMA) Award Show which will be aired Monday, Oct. 10. This is the first year in the 17-year history of the CMA awards that the radio coverage will be broadcast in stereo and for the broadcast to utilize satellite technology. Master Audio Productions, Inc. has also been contracted to produce the weekly country music



**SEALS & RAY** — Liberty artist Dan Seals recently dropped by the Music Country Radio Network and visited with weekend host Bennie Ray (r). Seals was promoting his latest single "After You" off the "Rebel Heart" LP.

program, "Lee Arnold On A Country Road" with Morgan serving as the program's executive producer. Broadcast International, the radio syndication division of Osmond Entertainment, has contracted Master Audio Productions to write and produce the program beginning with the program for broadcast the weekend of Oct. 22.

**STATION PROFILE** — **WYRK-FM/**Buffalo is a 50,000 watt, 24-hour continuous country music station. They are geared toward contemporary country in order to appeal to the long-time country listener as well as the new country audience. **Alan Fetch** is vice president and general manager for the station, **Dale Mussen** is production director, **Jody Webber** serves as business manager and **Ken Johnson** is

both program and music director. WYRK plays songs three-in-a-row, with the entire set back-announced at the end of the last song. The station lineup is as follows: Mussen, 12 mn-6 a.m.; **Pete Porter**, 6-10 a.m.; **John LaMond**, 10 a.m.-3 p.m.; **Kevin Bower**, 3-7 p.m. and **Rich Van Slyke**, 7 p.m.-midnight. WYRK-FM is a member of the Stoner Broadcasting System.

**CABLE RADIO** — **CTSN-FM/Torrington** is Connecticut's only 24-hour cable country station and is available in 21,000 homes as background music for the area's public access cable channel. The station is also the first cable FM radio station to join the CMA as an organizational member. . . **WOCM/Vincennes** is a new cable country radio station which has been on the air for just over a month. The station is broadcasting on an experimental basis and is requesting record service which would include current popular records as well as product on new and upcoming artists. **Jay D. Burks** is general manager for WOCM and can be reached at 1200 N. 2nd St., Vincennes, Indiana, 47591. The phone number is (812) 885-5360.

**CONGRATULATIONS** — to **Wayne and Pam Campbell** on the arrival of nine pound, six ounce **Jonathon Elias** born Sept. 14. The father is promotion director for **WSIX AM & FM/Nashville**.

**KBRQ PROMOTIONS** — **KBRQ AM & FM/Denver** will begin the Third Annual Community Club Awards Campaign in January of 1984. Registration for this public service campaign is open to any non-profit club or organization in the metro Denver area, making them eligible to receive \$10,000 in cash awards. . . general manager **R.W. "Skip" Schmidt** has announced an advanced technological research service featuring TAPSCAN rating analysis. The service is available to all recognized advertising agencies and client buying services and can provide complete radio budget and market analysis services and as well as put together total radio plans and options within minutes.

Juanita butler

## PROGRAMMERS PICKS

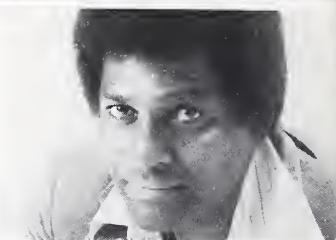
Ken Johnson	WYRK/Buffalo	You Look So Good In Love — George Strait — MCA
Lynn Waggoner	KEBC/Oklahoma City	You Look So Good In Love — George Strait — MCA
Brandy Lee	KVOX/Moorhead	Windin' Down — Lacy J. Dalton — Columbia
Al Jamison	KFH/Wichita	Take It To The Limit — Willie Nelson/Waylon Jennings — Columbia
Tom Edwards	KUGN/Eugene	Dance Little Jean — Nitty Gritty Dirt Band — Liberty
Bill Berg	WWVA/Wheeling	Brave Heart — Thom Schuyler — Capitol
Jay Davles	KCJB/Minot	Tell Me A Lie — Janie Fricke — Columbia
Marc Hahn	KTOM/Salinas	Dance Little Jean — Nitty Gritty Dirt Band — Liberty
Dan Hollander	WDXE/Lawrenceburg	Take It To The Limit — Willie Nelson/Waylon Jennings — Columbia
Dugg Collins	KMML/Amarillo	Wounded Hearts — Mark Gray — Columbia
Stephanie Pflum	WDAF/Kansas City	Dance Little Jean — Nitty Gritty Dirt Band — Liberty
Mike Carta	WIL/St. Louis	High Cost Of Leaving — Exile — Epic

## SINGLES REVIEWS

### OUT OF THE BOX

**CHARLEY PRIDE** (RCA PB-13648)  
**Ev'ry Heart Should Have One** (2:53) (Royalhaven Music, Inc. — BMI/Dejamus Inc. — ASCAP) (B. Shore, B. Gallimore) (Producer: Norro Wilson)

Producer Norro Wilson and Charley Pride's combined efforts have resulted in this high energy production which should have no trouble obtaining its share of early chart activity. This is the second single from his "Night Games" LP.



**RONNIE MCDOWELL** (Epic 34-04167)  
**You Made A Wanted Man Of Me** (2:55) (Tree Pub Co., Inc. — BMI) (J. Crossan) (Producer: Budd Killen)

McDowell's first single from his soon-to-be released LP "Country Boy's Heart" is another Jeff Crossan penned tune. With catchy lyrics and up beat tempo, this cut could easily follow the path of his last number one, "You're Gonna Ruin My Bad Reputation."

### FEATURE PICKS

**JOHN CONLEE** (MCA-52282)  
**In My Eyes** (3:35) (Intersong-USA Inc. — ASCAP) (B. Wyrick) (Producer: B. Logan)

**MARK GRAY** (Columbia 38-04137)  
**Wounded Hearts** (2:34) (Warner-Tamerlane Publ. Corp./Daticabo Publ. — BMI/WE Music Corp./Sante Fe Music — ASCAP) (S. Harrington, M. Gray) (Producer: B. Montgomery, S. Buckingham)

**PENNY DeHAVEN** (Main Street 93015)  
**Only The Names Have Been Changed** (3:13) (Kent Robbins Music, Inc. — BMI) (K. Rob bins) (Producer: Not Listed)

**RANDY BARLOW** (Gazelle GAZ-001)  
**Don't Leave Me Lonely Loving You** (2:44) (Frebar Music Co. — BMI) (J.R. Dooley, F. Kelly) (Producer: F. Kelly)

**HELEN CORNELIUS** (Ameri-Can DII-1011)  
**If Your Heart's A Rollin' Stone** (2:23) (G.I.D. Music Inc. — ASCAP/Royalhaven Music Inc — BMI) (B. Shore, D. Wills, B. Mevis) (Producer: B. Mevis)

**TERESA BREWER** (Signature WS4-04114)  
**No Way Conway** (2:39) (Tebo Music — ASCAP) (T. Brewer) (Producer: B. Thiele)

**COOTER DANIEL AND TERESA** (Connection NCR-DI)  
**Sticks And Stones** (2:50) (Nashville Connection Music, Inc. — SESAC) (C. Daniel) (Producer: M. Shockley)

**LARRY LEE JONES** (Memory Machine 1100)  
**We All Get Cheated** (3:31) (Jack and Bill Music Co. c/o Welk Group — ASCAP) (S. Gibb) (Producer: S. Cornelius)

## ALBUM REVIEWS

**DON'T CHEAT IN OUR HOMETOWN** — **RICKY SKAGGS** — Sugar Hill/Epic FE 38954 — **Producer: Ricky Skaggs** — **List Price: None Listed** — **Bar Coded**

The latest Skaggs LP continues his traditional country format with a stronger bluegrass emphasis. While it breaks no new ground stylistically, the Skaggs Band coupled with some of L.A.'s finest country players provide some of the best picking available. The bluegrass on "Children Go" is a real treat. Watch for the title cut and "Honey (Open That Door)."

**WAYLON AND COMPANY** — **Waylon Jennings** — **RCA AHLLI-4826** — **Producer: Various** — **List: 8.98** — **Bar Coded**

When you start out with Waylon, then add Jerry Reed, Hank Williams, Jr., Emmylou Harris, Willie Nelson, Tony Joe White, Jessie Colter, James Garner and Mel Tillis, you can't help but have a hit on your hands. "Waylon And Company" offers a wide variety of tunes from the toe tappin', fast pickin' cover version of the Sam & Dave classic "Hold On, I'm Comin'" with Reed to the soft, melodic "Spanish Johnny" where he teamed up with Emmylou. Jennings includes such familiar tunes as "Just To Satisfy You" and "Leave Them Boys Alone" as well as his next release, "The Conversation," with Hank Williams, Jr., which is about one of their favorite subjects, Hank Williams.

## Johnny Bond Pub. Bows Nashville Office

NASHVILLE — Johnny Bond Publications, based in Los Angeles, has opened an office in Nashville. The company administers Red River Music and Vidor Publications, the music publishing companies of late country music giants Johnny Bond and Tex Ritter. Sherry Bond will serve as executive director in the Nashville office, located at 1614 16th Avenue South.

Established in 1957, the Red River and Vidor catalogs were built on compositions written by Johnny Bond, Harlan Howard,

Tommy Collins, Cindy Walker, Eddie Miller, Freddie Hart, and Larry Collins.

Recent activity includes Mel Tillis' version of Tommy Duncan's "Stay All Night, Stay A Little Longer" and Ricky Skaggs cover of Johnny Bond's "Your Old Love Letters."

Plans for the Johnny Bond Nashville operation include the formation of Sierra Shadows Productions and a new publishing company for songwriter Larry Collins.



## TOP 15 ALBUMS

### Spiritual

	Weeks On Chart
<b>1 JESUS I LOVE CALLING YOUR NAME</b> SHIRLEY CAESAR (Myrrh MSB-6721) Open	10/1
<b>2 FEEL THE SPIRIT</b> THE WILLIAMS BROTHERS (Myrrh MSB-6745) Open	1 15
<b>3 YOU BROUGHT THE SUNSHINE</b> THE CLARK SISTERS (Sound of Gospel SOG 132) Title Cut	5 6
<b>4 PEACE BE STILL</b> VANESSA BELL ARMSTRONG (Onyx/Benson R 3631) Title Cut	4 48
<b>5 I'LL RISE AGAIN</b> AL GREEN (Myrrh MSB-6747) Open	2 26
<b>6 HEAR MY VOICE</b> RANCE ALLEN GROUP (Myrrh 6737) Open	8 5
<b>7 LORD, YOU KEEP ON PROVING YOURSELF TO ME</b> FLORIDA MASS CHOIR (Savoy SGL 7078) "Be Ye Steadfast"	7 15
<b>8 ROUGH SIDE OF THE MOUNTAIN</b> F.C. BARNES AND REV. JANICE BROWN (Atlanta International Records 10059) Open	6 27
<b>9 UNCLOUDY DAY</b> MYRNA SUMMERS (Savoy SL 14594) Open	3 21
<b>10 LEAD ME</b> THE JACKSON SOUTHERNAIRS (Malaco 4383) Open	10 4
<b>11 PRAYER AND FAITH</b> KEITH PRINGLE AND THE PENTECOSTAL COMMUNITY CHOIR (Savoy SL-14719) Open	9 24
<b>12 THE JOY OF THE LORD IS MY STRENGTH</b> DOUGLAS MILLER AND THE TRUE WAY CHOIR (Gospearl Records PL-18008) "Pass Me Not"	11 4
<b>13 LONG TIME COMING</b> WINANS (Light 5826) Open	12 38
<b>14 WHEN IT RAINS IT POURS</b> F.C. BARNES AND SISTER JANICE BROWN (Atlanta International Records 10041) Open	— 1
<b>15 SOON I WILL BE DONE WITH THE TROUBLES OF THIS WORLD</b> JAMES CLEVELAND AND THE NEW JERSEY MASS CHOIR (Savoy SL-14709) Open	13 25
	14 3

### Inspirational

	Weeks On Chart
<b>1 MORE THAN WONDERFUL</b> SANDI PATTI (Impact R 3818) Title Cut	1 16
<b>2 WALL OF GLASS</b> RUSS TAFF (Myrrh MSB 6706) "We Will Stand"	2 12
<b>3 MICHAEL W. SMITH PROJECT</b> (Reunion RRA0002) "Great Is The Lord"	3 17
<b>4 MORE POWER TO YA</b> PETRA (Star Song SSR0045) Open	4 38
<b>5 AGE TO AGE</b> AMY GRANT (Myrrh MSB-6697) Open	5 73
<b>6 COUNT THE COST</b> DAVID MEECE (Myrrh MSB-6744) Open	7 9
<b>7 LEGACY</b> BENNY HESTER (Myrrh MSB-6704) Open	6 8
<b>8 PASSIN' THE FAITH ALONG</b> THE NEW GAITHER VOCAL BAND (Dayspring DST-4102) "No Other Name But Jesus"	7 9
<b>9 LEGACY</b> MICHAEL CARD (Milk & Honey MH01045) Open	8 16
<b>10 I PUT AWAY MY IDOLS</b> DION (Dayspring DST 4109) "Day Of The Lord"	9 5
<b>11 LIVE EXPERIENCE</b> LEON PATILLO (Myrrh MSB-6728) Open	10 22
<b>12 I ONLY WANT TO SEE YOU THERE</b> KEITH GREEN (Sparrow SPR-1066) Open	11 4
<b>13 MORE</b> MYLON LEFEVRE & BROKEN HEART (Myrrh MSB 6753) Open	12 4
<b>14 PRESS ON</b> JOE ENGLISH (Myrrh/Word MSB-6750) "Stop"	13 5
<b>15 SIDE BY SIDE</b> IMPERIALS (Dayspring/Word 7014112015) "Wait Upon The Lord"	14 2
	— 1

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



**YOU DESERVE A BREAK TODAY** — RCA recording act *The Breaks* recently shot a video for its new single, "She Wants You." Pictured in a scene from the video are (l-r): cameraman Tony Mitchell, director Martin Kahan, lead vocalist Susanne Jerome-Taylor and lead guitarist Pat Taylor.

### Reliable Source Bows In U.K.

LONDON — A new company has been set up to provide music radio programs, radio commercials, light entertainment programs and to stage events.

The company, Reliable Source, is set up by top U.K. DJs Alan Freeman and Noel Edmonds, songwriter Wayne Bickerton, and former BBC Radion executive Tim Blackmore.

Blackmore is chief executive of the company which is based at Odyssey Studios, of which Bickerton is the managing director.

The company is active in the production of radio programs. It will be following through with ideas for cable.

One of their first projects is a radio series based around Genesis, which ties in with the band's new album and U.S. tour. The Genesis special called "Three Into One" is three hours long and distributed by London Wavelength in the U.S. It features all three band members with exclusive interviews and talks about their work as solo writers and performers and how this relates to their work as a band.

Blackmore told **Cash Box**: "We aim to offer a comprehensive audio-based production service together with broadcast consultancy and a central resource facility."

### BMI Student Composer Awards Details Told

LOS ANGELES — Designed to encourage the creation of concert music by young composers and to aid in their musical education through cash awards, the 32nd annual Broadcast Music, Inc. Awards to Student Composers competition will be held with \$15,000 in prizes.

Established in 1951 in cooperation with music educators and composers, the awards program is sponsored by BMI. With a February 15, 1984 entry deadline, the competition is open to all students who are citizens or permanent residents of the Western Hemisphere and who are enrolled in accredited secondary schools, colleges or conservatories and are under the age of 26.

### Latest Heads Goes Gold

LOS ANGELES — "Speaking in Tongues," the latest release by the Talking Heads, has been certified gold by the R.I.A.A., signifying sales in excess of 500,000 copies. The album, which contains the hit single "Burnin' Down the House," was released in two packaging designs: one with artwork by the band's leader, David Byrne, and the other, a special limited edition featuring a conceptual package by renowned artist Robert Rauschenberg.

### Country Video Outlets On The Rise: Will Labels Meet Product Demand?

(continued from page 19)

another outlet for their video product in rock clubs, and at least one country music club, BJ's Star Studded Honky Tonk in Little Rock, Arkansas, is providing the same service for country video. BJ's, the largest country club in the state with a 1,400 seating capacity, plays records seven nights a week, with big-name artists booked twice a month. Mike Watson, General Manager and partner of BJ's, recently tried a video system, which employs four 60" screens throughout the club, into the sound system. About every four or five records, the system plays a video. He has an agreement with the RCA, CBS, and MCA labels to supply him with video product, but according to Watson, "not nearly enough. Our experience has shown that people here like it and want to see more." One of the biggest advantages the videos provide, both for the club and the artist, is seen in BJ's ticket sales. Watson cites young RCA Records artist Steve Wariner as an example. When Wariner

played BJ's last, he only half-filled the club. Since then, his video has been played often at BJ's, and with tickets already on sale, BJ's expects to sell out Warner's next appearance there. Watson says he has conducted an informal study on a local record outlet. He supplied them with a list of artists whose videos have been shown in the club, and asked salespeople to keep an eye on those particular sales. Watson says the store reported that sales were up on those artists who have been aired on BJ's video system.

With the seeming preponderance of outlets now or soon-to-be available for country music video, it appears the call from record labels for those outlets has been answered. Now the outlets are posing the questions to the labels and artists: where is the product? And the labels, constantly searching for new marketing and promotion techniques, now must decide how to best use what is available.

NEXT WEEK: Country Labels Response to Video Outlets and Market



**OUT OF THIS WORLD** — Christian rock band Petra is currently in the Rivendell Recorders studio in Pasadena, Texas recording their latest release "Not of This World." October 20 has been set as the release date for this album, which will feature seven tunes by Petra's principle songwriter Bob Hartman and two by member John Slick. The tenth single will be "Doxology" which is always the concert finale for the group and has never been included on a Petra album before. Pictured in the studio are (l-r): Mark Kelly, Louie Weaver, of the group; Jonathan David Brown, producer; Bob Hartman, writer; Greg Volz and John Slick of the band.



# BLACK CONTEMPORARY

## TOP 75 ALBUMS

	Weeks On Chart	10/1		Weeks On Chart	10/1
<b>1 COLD BLOODED</b> RICK JAMES (Gordy/Motown 6043GL)	1	6	<b>37 WHEN WILL I SEE YOU AGAIN</b> THE O'JAYS (Philadelphia Int'l/CBS FZ 38518)	38	15
<b>2 THRILLER</b> MICHAEL JACKSON (Epic QE 38112)	2	42	<b>38 BLAME IT ON LOVE AND ALL THE GREAT HITS</b> SMOKEY ROBINSON (Tamla/Motown 6064TL)	30	6
<b>3 ON THE RISE</b> THE S.O.S. BAND (Tabu/CBS FZ 38697)	3	11	<b>39 WORDS AND MUSIC</b> TAVARES (RCA AFL1-4700)	46	3
<b>4 THE GAP BAND V — JAMMIN'</b> THE GAP BAND (Total Experience/PolyGram TE-1-3004)	7	4	<b>40 I'M READY</b> NATALIE COLE (Epic FE 38280)	40	5
<b>5 BORN TO LOVE</b> PEABO BRYSON & ROBERTA FLACK (Capitol ST-12284)	6	9	<b>41 BAD ENUFF</b> SLAVE (Cotillion/Atco 7 90118-1)	51	2
<b>6 STAY WITH ME TONIGHT</b> JEFFREY OSBORNE (A&M SP-4940)	5	9	<b>42 JARREAU</b> (Warner Bros. 9 23801-1)	41	26
<b>7 NO PARKING ON THE DANCE FLOOR</b> MIDNIGHT STAR (Solar/Elektra 9 60241)	9	15	<b>43 I'M SO PROUD</b> DENIECE WILLIAMS (Columbia FC 38622)	32	19
<b>8 ZAPP III</b> ZAPP (Warner Bros. 9 23875-1)	8	6	<b>44 THE RHYTHM &amp; THE BLUES</b> ZZ HILL (Malaco MAL 7411)	42	44
<b>9 STOMPIN' AT THE SAVOY</b> RUFUS AND CHAKA KHAN (Warner Bros. 9 23679-1)	10	6	<b>45 PARTY TIME?</b> KURTIS BLOW (Mercury/PolyGram 812 757-1 M-1)	45	9
<b>10 VISIONS</b> GLADYS KNIGHT & THE PIPS (Columbia FC 38205)	4	21	<b>46 "ROSS"</b> DIANA ROSS (RCA AFL 1-4677)	43	13
<b>11 FUTURE SHOCK</b> HERBIE HANCOCK (Columbia FC 38814)	13	6	<b>47 GODDESS OF LOVE</b> PHYLLIS HYMAN (Arista AL 8-8021)	49	18
<b>12 BETWEEN THE SHEETS</b> THE ISLEY BROTHERS (T-Neck/CBS FZ 18674)	12	19	<b>48 ALL THE WAY STRONG</b> THIRD WORLD (Columbia FC 38687)	53	3
<b>13 GET IT RIGHT</b> ARETHA FRANKLIN (Arista AL8-8019)	14	12	<b>49 MR. NICE GUY</b> RONNIE LAWS (Capitol ST-12261)	39	10
<b>14 SHE WORKS HARD FOR THE MONEY</b> DONNA SUMMER (Mercury/PolyGram 812 265-1 M-1)	11	13	<b>50 FINIS</b> FINIS HENDERSON (Motown 6036ML)	52	11
<b>15 HIGH RISE</b> ASHFORD & SIMPSON (Capitol ST-12282)	18	5	<b>51 MEET THE STONE CITY BAND, OUT FROM THE SHADOW</b> STONE CITY BAND (Gordy/Motown 6042GL)	54	8
<b>16 THE LOOK</b> SHALAMAR (Solar/Elektra 9 60239)	16	10	<b>52 ALL THIS LOVE</b> DeBARGE (Motown 6012G)	47	50
<b>17 MERCILESS</b> STEPHANIE MILLS (Casablanca/PolyGram 811 346-1 M-1)	19	7	<b>53 BACK TO BASICS</b> THE REDDINGS (Believe In A Dream/CBS FZ 38690)	50	9
<b>18 MARY JANE GIRLS</b> (Gordy/Motown 6040GL)	17	22	<b>54 PRIVATE PARTY</b> BOBBY NUNN (Motown 6051ML)	60	2
<b>19 CONTINUATION</b> PHILIP BAILEY (Columbia FC 38725)	22	5	<b>55 LIONEL RICHIE</b> (Motown 6007ML)	56	52
<b>20 WE ARE ONE</b> MAZE featuring FRANKIE BEVERLY (Capitol ST-12262)	21	22	<b>56 LET'S DANCE</b> DAVID BOWIE (EMI America SO-17093)	57	21
<b>21 IN YOUR EYES</b> GEORGE BENSON (Warner Bros. 9 60216-1)	15	17	<b>57 E.S.P.</b> MILLIE JACKSON (Spring SPR-33-6740)	—	1
<b>22 CANDY GIRL</b> NEW EDITION (Streetwise SWRL 3301)	20	13	<b>58 SURVIVIN' IN THE 80'S</b> ANDRE CYMONE (Columbia FC 38902)	—	1
<b>23 THE SONGSTRESS</b> ANITA BAKER (Beverly Glen BG 10002)	27	14	<b>59 LOST IN SPACE</b> JONZUN CREW (Tommy Boy TBLP 1001)	48	23
<b>24 LOVE FOR LOVE</b> THE WHISPERS (Solar/Elektra 9 60216-1)	24	28	<b>60 FOXIE</b> BOB JAMES (Tappan Zee/Columbia FC 38801)	—	1
<b>25 SHINE ON ME</b> ONE WAY (MCA-5428)	25	12	<b>61 MADONNA</b> (Sire 9 23867-1)	66	2
<b>26 JUICY FRUIT</b> MTUME (Epic FE 38588)	26	21	<b>62 KISSING TO BE CLEVER</b> CULTURE CLUB (Virgin/Epic ARE 38398)	58	32
<b>27 TRY IT OUT</b> KLIQUE (MCA-39008)	35	3	<b>63 BLUES 'N' JAZZ</b> B.B. KING (MCA-5413)	64	18
<b>28 KASHIF</b> (Arista AL 9620)	28	28	<b>64 THIRD GENERATION</b> HIROSHIMA (Epic FE 38708)	71	2
<b>29 RISE</b> RENE & ANGELA (Capitol ST-12267)	33	19	<b>65 KILLER ON THE RAMPAGE</b> EDDY GRANT (ICE/Portrait B6R 38554)	59	24
<b>30 SIXTEEN</b> STACY LATTISAW (Cotillion/Atco 7 90106-1)	29	10	<b>66 AGE AIN'T NOTHIN' BUT A NUMBER</b> LITTLE MILTON (MCA-5414)	68	3
<b>31 FLASHDANCE</b> ORIGINAL SOUNDTRACK (Casablanca/PolyGram 811 492-1 M-1)	23	23	<b>67 TOO TOUGH</b> ANGELA BOFILL (Arista AL 9616)	69	38
<b>32 LET ME BE YOURS</b> LILLO (Capitol ST-12290)	37	4	<b>68 TELL MR. BLAND</b> BOBBY BLAND (MCA-5425)	67	15
<b>33 UNTOUCHABLES</b> LAKESIDE (Solar/Elektra 9 60204-1)	34	22	<b>69 BLOW THE HOUSE DOWN</b> JUNIOR WALKER (Motown 6053ML)	65	5
<b>34 13</b> COMMODORES (Motown 6054ML)	44	2	<b>70 CONFRONTATION</b> BOB MARLEY & THE WAILERS (Island/Atco 90085-1)	62	17
<b>35 1999</b> PRINCE (Warner Bros. 9 23720-1F)	36	47	<b>71 YOU AND I</b> O'BRYAN (Capitol ST-12256)	61	32
<b>36 FOREVER BY YOUR SIDE</b> THE MANHATTANS (Columbia FC 38800)	31	11	<b>72 DEDICATED</b> BARRY WHITE (Unlimited Gold/CBS FZ 38711)	55	4
			<b>73 EDDIE MURPHY</b> (Columbia FC 38180)	70	8
			<b>74 A LADY IN THE STREET</b> DENISE LaSALLE (Malaco 7412)	75	28
			<b>75 NONA</b> NONA HENDRYX (RCA AFL 1-4565)	73	27



**MCDONALD JOINS AUSTIN** — Qwest recording artist Patti Austin is currently in the studio recording a followup to her "Every Home Should Have One" album. She was joined there recently by Michael McDonald and David Pack, who co-wrote a cut on her forthcoming album called "Anyway You Can." It was produced by Pack. Standing in the studio are (l-r): McDonald; Austin; and Pack.

## THE RHYTHM SECTION

**ALBUM ACTION** — Johnny Mathis never quits making records, and his forthcoming November release will feature the cream of L.A. studio musicians. Highlights are said to include a duet with Angela Bofill, entitled "You're A Special Part Of Me." The tune is not a remake of the 1973 Top 15 hit from Diana Ross and Marvin Gaye, but an original one from the pen of Ms. Bofill. The ever-present and productive Michael Jackson co-wrote the track "Love Never Felt So Good" with Paul Anka for the LP... The System due in production on the forthcoming Howard Johnson album. Kashif, who helmed Johnson's hit "So Fine" is finding his own success with that cut in his current touring set... New LP from Atlantic Star due soon... Black Uhuru in final mixing stages for forthcoming Island release... Club re-mix of Joan Jett's screamer remake of Sly and the Family Stone's "Everyday People" is seeing action on black contemporary radio, as did (briefly) the clap-along "I Love Rock 'n' Roll"... Speaking of Sly, did you catch the recent news photo of the Family Man fast asleep in court after he was picked up on a theft charge? Everyday people, indeed...

**ON THE WINGS OF LOVE** — A&M recording artist Jeffrey Osborne and wife Sherry recently ushered in their latest production, baby daughter Tiffany Nicole. Osborne, who was present at the birth on September 22, is now readying plans for a tour expected to begin this November.

**FORWARD** — Reggae artists doing cover versions of pop classics is on the rise, with The Mighty Diamonds crooning "Ebony and Ivory" and a recent Barbara Jones LP on VP Records that is comprised completely of covers (including "Angel Of The Morning") Peter Tosh has opened some ears, too, with his recent re-tooling of Chuck Berry's "Johnny B. Goode." Reggae performers have never shied away from a love of American R&B — Bob Marley often cited The Impressions and Billy Stewart as major influences. The latest issue, however, appears to be one of airplay acceptance (see separate story). But one that takes the cake is the forthcoming release of a Spanish version of the Sandpipers' 1966 Top Tenner, "Guantanamera," performed by stellar reggae crooner Freddie McGregor for the South American and Latin market. Seen? **HAPPY ANNIVERSARY** — This past August marked the 19th anniversary of Columbia recording group The Manhattans, still making records and touring hard. The classy, classic vocal quartet recently brought their show to New York's Beacon Theatre with a versatile 11-piece band. Against a shimmering backdrop of Manhattan streets, the group — Ronny Blvins, Blue Lovett, Kenny Kelley and Gerald Alston — turned a terrific performance full of fancy footwork and score-honed vocal delights. In an affecting moment, the Manhattans welcomed choreographer Charles Atkins on stage and presented him with a huge birthday cake in honor of his own special occasion. Atkins had been the choreographer for the Temptations and the Four Tops in their original Motown heydays, but hadn't worked with his friends until this year. "The group's known Charlie for 17 years," said Manhattan bass man Blue Lovett, "but this is our first time working with him. We've always wanted to, but our previous management wouldn't allow us. Finally, we had our chance, and it's put a little life into the group. It's like a rebirth of The Manhattans." There's a group rebirth on the charts, also, with the current *Forever By Your Side* LP and the recent smash, "Crazy." The title track is the current single, and is more like the slew of ballad-type hits the group is well known for. It was "Crazy," however, with its updated, danceable hook that brought the group back in favor. It took a long time for the record to be finished, what with the record company and management unsure of the production direction to be taken, but, as Lovett observed, "We got a little California, a little Chicago and a little New York, and we came out with what we wanted." Not that the Manhattans are doing anything radically different. "Basically, we're doing the same thing now that we did in the 50's, except the music has progressed," Lovett observed, and noted the chart reappearances of other vocal vets like Gladys Knight & The Pips, The O'Jays and Tavares (*Rhythm Section*, *Cash Box*, October 1, 1983). "It's like old times, but now the groups are enjoying the 1980's with the sound of the 60's, still doing basically the same backgrounds and things we were all doing 20 years ago." The original members — North Carolina native Gerald Alston replaced the late George Smith in the early 1970s — sang a cappella as high blood brothers in Jersey City. "From singing together in subways and hallways, we never thought we'd be together this long, no way!" exclaimed Lovett. With a Grammy for the 1980 hit "Shining Star" under their belts, the group has lasted admirably, but Lovett can't forget the early professional days. Even a studied glance at the stage backdrop revealed a carefully painted likeness of what once was the group's home base. "We were almost the house group at the Apollo Theater," Lovett recalled. "Whenever anybody couldn't get in from Chicago or Detroit, we'd be the fill-in group. Patti LaBelle and (and the Bluebells) would be called if they needed a female group and the Manhattans would be called if they needed a male group." No longer needing to wait for the phone to ring, the group continues to tour both as headliners and guest star openers, and a return appearance to the New York area with Ashford & Simpson is slated for this month.

harry weinger



# TOP 100 BLACK CONTEMPORARY SINGLES

October 8, 1983

	Weeks On Chart		Weeks On Chart		Weeks On Chart
	10/1		10/1		10/1
<b>1 COLD BLOODED</b> RICK JAMES (Gordy/Motown 1687GF)	1 12	<b>35 UNCONDITIONAL LOVE</b> DONNA SUMMER (Mercury/PolyGram 814 008-7)	46 4	<b>68 ROCKIN' RADIO</b> TOM BROWNE (Arista AS 1-9088)	84 2
<b>2 ROCKIT</b> HERBIE HANCOCK (Columbia 38-04054)	3 12	<b>36 PARTY TIME</b> KURTIS BLOW (Mercury/PolyGram 812 667-7)	32 14	<b>69 GOTTA GET BACK TO LOVE</b> SISTER SLEDGE (Cotillion/Atco 7-99834)	71 3
<b>3 PARTY TRAIN</b> THE GAP BAND (Total Experience/PolyGram TE 8209)	4 9	<b>37 CHEAP THRILLS</b> PLANET PATROL (Tommy Boy TB 835)	40 7	<b>70 PARTY ANIMAL</b> JAMES INGRAM (Qwest/Warner Bros. 7-29493)	— 1
<b>4 YOU'RE NUMBER ONE (IN MY BOOK)</b> GLADYS KNIGHT & THE PIPS (Columbia 38-04033)	5 11	<b>38 TALK TO ME</b> LEW KIRTON (Believe In A Dream/CBS ZS4 04058)	43 7	<b>71 ON TARGET</b> THE JONES GIRLS (RCA PB-13559)	81 2
<b>5 STOP DOGGIN' ME AROUND</b> KLIQUE (MCA-52250)	8 9	<b>39 WOULD YOU LIKE TO (FOOL AROUND)</b> MTUME (Epic 34-04087)	47 5	<b>72 DESPERATE</b> MICHAEL STERLING (Success SU-110-26-83)	80 3
<b>6 I CAN MAKE YOU DANCE (PART 1)</b> ZAPP (Warner Bros. 7-29553)	6 11	<b>40 NIGHTLINE</b> RANDY CRAWFORD (Warner Bros. 7-29530)	44 7	<b>73 SUPERSTAR</b> LYDIA MURDOCK (Team TSR 3001)	85 2
<b>7 AIN'T NOBODY</b> RUFUS AND CHAKA KHAN (Warner Bros. 7-29555)	9 10	<b>41 PUT OUR HEADS TOGETHER</b> THE O'JAYS (Philadelphia Int'l/CBS ZS4 04069)	45 7	<b>74 YEAR 2001 BOOGIE</b> RICH CASON & THE GALACTIC ORCHESTRA (LARC LR-81029)	74 4
<b>8 JUST BE GOOD TO ME</b> THE S.O.S. BAND (Tabu/CBS ZS4 03955)	2 15	<b>42 I.O.U.</b> FREEEZ (Streetwise SWRL 2210)	39 12	<b>75 UP FRONT</b> DIANA ROSS (RCA PB-13624)	— 1
<b>9 TONIGHT I CELEBRATE MY LOVE</b> PEABO BRYSON/ROBERTA FLACK (Capitol B-5242)	7 14	<b>43 SHAKE IT UP</b> SLAVE (Cotillion/Atco 7-99838)	51 6	<b>76 BABY I WANT YOU BACK</b> JUNIOR (Mercury/PolyGram 814 226-7)	77 3
<b>10 ALL NIGHT LONG</b> MARY JANE GIRLS (Gordy/Motown 1690GF)	11 12	<b>44 ONLY YOU</b> COMMODORES (Motown 1694MF)	52 4	<b>77 TRULY BAD</b> RON BANKS (CBS Associated ZS4 04142)	87 2
<b>11 DON'T YOU GET SO MAD</b> JEFFREY OSBORNE (A&M 2561)	10 13	<b>45 CRAZY</b> MANHATTANS (Columbia 38-03939)	38 17	<b>78 LADIES CHOICE</b> STONE CITY BAND (Gordy/Motown 1693GF)	— 1
<b>12 I KNOW</b> PHILIP BAILEY (Columbia 38-03968)	13 10	<b>46 DELIRIOUS</b> PRINCE (Warner Bros. 7-29503)	58 3	<b>79 LET'S GET TOGETHER</b> ONE WAY (MCA-52278)	89 2
<b>13 IS THIS THE END</b> NEW EDITION (Streetwise SWRL 1111)	12 13	<b>47 EVERY GIRL (WANTS MY GUY)</b> ARETHA FRANKLIN (Arista AS 1-9095)	54 3	<b>80 GIRL'S NIGHT OUT</b> LADIES' CHOICE (Streetwise 2212)	88 2
<b>14 ALL NIGHT LONG (ALL NIGHT)</b> LIONEL RICHIE (Motown 1699MF)	27 3	<b>48 NEVER LET YOU DOWN</b> MAZE FEATURING FRANKIE BEVERLY (Capitol B-5255)	35 10	<b>81 ADDICTED TO THE NIGHT</b> LIPPS, INC. (Casablanca/PolyGram 812 900-7)	82 3
<b>15 FREAK-A-ZOID</b> MIDNIGHT STAR (Solar/Elektra 7-69828)	14 18	<b>49 TELL ME LOVE</b> MICHAEL WYCOFF (RCA PB-13585)	53 5	<b>82 IT'S SO DELICIOUS</b> STARPOINT (Elektra 7-66983)	90 2
<b>16 PILOT ERROR</b> STEPHANIE MILLS (Casablanca/PolyGram 814 142-7)	19 8	<b>50 SPICE OF LIFE</b> MANHATTAN TRANSFER (Atlantic 7-89766)	55 5	<b>83 I FOUND MYSELF WHEN I LOST YOU</b> TYRONE DAVIS (Ocean-Front OF 2001)	— 1
<b>17 YOU BROUGHT THE SUNSHINE (INTO MY LIFE)</b> THE CLARK SISTERS (Westbound/Elektra 7-69810)	18 12	<b>51 HOW DO YOU KEEP THE MUSIC PLAYING</b> JAMES INGRAM AND PATTI AUSTIN (Qwest/Warner Bros. 7-29618)	42 22	<b>84 WHAT'S SHE GOT</b> LIQUID GOLD (Critique CRI 701)	48 7
<b>18 HIGH-RISE</b> ASHFORD & SIMPSON (Capitol B-5250)	16 12	<b>52 FLASHDANCE... WHAT A FEELING</b> IRENE CARA (Casablanca/PolyGram 811 440-7)	49 22	<b>85 BET'CHA GONNA NEED MY LOVIN'</b> LA TOYA JACKSON (LARC LR-81025)	34 11
<b>19 I AM LOVE</b> JENNIFER HOLLIDAY (Geffen 7-29525)	25 6	<b>53 FIX IT (PART 1)</b> TEENA MARIE (Epic 34-04124)	— 1	<b>86 BLAME IT ON LOVE</b> SMOKEY ROBINSON & BARBARA MITCHELL (Tamla/Motown 1684)	41 14
<b>20 HUMAN NATURE</b> MICHAEL JACKSON (Epic 34-04026)	20 10	<b>54 BREAK DANCIN' — ELECTRIC BOOGIE</b> WEST STREET MOB (Sugar Hill SH-460)	59 6	<b>87 PRIVATE PARTY</b> BOBBY NUNN (Motown 1695MF)	— 1
<b>21 LADY LOVE ME (ONE MORE TIME)</b> GEORGE BENSON (Warner Bros. 7-29563)	23 10	<b>55 OUT IN THE NIGHT</b> SERGE (Warner Bros. 7-29580)	56 7	<b>88 GENERATOR POP</b> P. FUNK ALL-STARS (CBS Associated ZS4 04032)	— 1
<b>22 MIRACLES</b> STACY LATTISAW (Cotillion/Atco 7-99855)	21 15	<b>56 MY FIRST LOVE</b> RENE & ANGELA (Capitol B-5272)	67 2	<b>89 SHOW ME THE WAY</b> SKYY (Salsoul/RCA S7 7061)	— 1
<b>23 CHOOSEY LOVER</b> THE ISLEY BROTHERS (T-Neck/CBS ZS4 03994)	22 14	<b>57 REAL LOVE</b> LAKESIDE (Solar/Elektra 7-69796)	64 4	<b>90 IT'S LIKE THAT</b> RUN D.M.C. (Profile 7019)	70 19
<b>24 SHE WORKS HARD FOR THE MONEY</b> DONNA SUMMER (Mercury/PolyGram 812 370-7)	17 19	<b>58 KICK IT LIVE FROM 9 TO 5</b> SUGAR HILL GANG (Sugar Hill SH-459)	60 7	<b>91 BUTTER UP (GIMME SOME BREAD)</b> ELEKTRIK DRED (Sounds Of Florida SOF-1001)	93 3
<b>25 I'M SO PROUD</b> DENICE WILLIAMS (Columbia 38-04037)	26 9	<b>59 (YOU KNOW) IT'S NATURAL</b> J.W. WADE (LARC LR-81026)	62 6	<b>92 DO IT AGAIN (MEDLEY WITH BILLIE JEAN)</b> SLINGSHOT (Quality QUS 044)	50 11
<b>26 (YOU'RE A) GOOD GIRL</b> LILLO (Capitol B-5245)	29 12	<b>60 IT MUST BE LOVE</b> DAYTON (Capitol B-5269)	66 4	<b>93 CLEAR</b> CYBOTRON (Fantasy 216)	— 1
<b>27 HELP YOURSELF TO MY LOVE</b> KASHIF (Arista AS1-9083)	28 10	<b>61 FUNKY BEAT</b> BERNARD WRIGHT (Arista AS1-9070)	68 4	<b>94 SHINE ON ME</b> ONE WAY (MCA-52228)	69 16
<b>28 ANGEL</b> ANITA BAKER (Beverly Glen BG-2010)	31 8	<b>62 PIECES OF ICE</b> DIANA ROSS (RCA PB-13549)	57 15	<b>95 JUICY FRUIT</b> MTUME (Epic 34-03578)	63 27
<b>29 DEEPER IN LOVE</b> TAVARES (RCA PB-13611)	36 6	<b>63 MAKE ME WANNA DANCE</b> ANDRE CYMONE (Columbia 38-04066)	73 3	<b>96 TRANSFORMATION</b> NONA HENDRYX (RCA PB-13559)	65 13
<b>30 ALL OVER YOUR FACE</b> RONNIE DYSON (Cotillion/Atco 7-99841)	33 8	<b>64 STAY WITH ME TONIGHT</b> JEFFREY OSBORNE (A&M 2591)	— 1	<b>97 SKIP TO MY LOU</b> FINIS HENDERSON (Motown 1669)	86 17
<b>31 DEAD GIVEAWAY</b> SHALAMAR (Solar/Elektra 7-69819)	24 15	<b>65 FOREVER BY YOUR SIDE</b> THE MANHATTANS (Columbia 38-04110)	78 2	<b>98 SLOW MOVIN'</b> CAMEO (Atlanta Artists/PolyGram 814 077-7)	61 8
<b>32 GET IT RIGHT</b> ARETHA FRANKLIN (Arista AS1-9034)	15 14	<b>66 ONLY YOU</b> MARILYN SCOTT (Mercury/PolyGram 812 962-7)	75 4	<b>99 WHEN SOMETHING IS WRONG WITH MY BABY</b> JOHNNY GILL (Cotillion/Atco 7-99840)	76 5
<b>33 JAM ON REVENGE (THE WIKKI-WIKKI SONG)</b> NEWCLEUS (Sunnyview SUN 408)	30 10	<b>67 SAY IT AGAIN</b> SHAWN CHRISTOPHER (LARC LR-81022)	72 6	<b>100 WHAT I GOT IS WHAT YOU NEED</b> UNIQUE (Prelude PRL D588)	79 5
<b>34 THIS TIME</b> WHISPERS (Solar/Elektra 7-69809)	37 7				

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

Addicted To The Night (Red Sea/Rick's Music/Rightsongs — BMI) . . . . . 81	Forever By Your Side (Blatte/Gottlieb — ASCAP) . . . . . 65	Ladies Choice (Stone City — ASCAP) . . . . . 78	Shine On Me (Perk's/Duckess (MCA) — BMI) . . . . . 94
Ain't Nobody (Overdue — ASCAP) . . . . . 7	Freak-A-Zoid (Hip-trip/Midstar — BMI) . . . . . 15	Lady Love Me (Hudmar — ASCAP/Newton House — BMI) . . . . . 21	Show Me The Way (One To One — ASCAP) . . . . . 89
All Night Long (Brockman — ASCAP) . . . . . 14	Funky Beat (Ola's Kid/McHoma — BMI) . . . . . 61	Let's Get Together (Perk's/Duckess (MCA) — BMI) . . . . . 79	Skip To My Lou (Rustomatic/Steel-Chest — ASCAP) . . . . . 97
All Night Long (Stone City — ASCAP) . . . . . 10	Generator Pop (Bridgeport — BMI) . . . . . 88	Make Me Wanna Dance (Ultrawave — BMI) . . . . . 63	Slow Movin' (All Seeing Eye/Cameo Five — ASCAP/BMI) . . . . . 98
All Over Your Face (Family Prod./Floopus — BMI) . . . . . 30	Get It Right (Uncle Ronnie's/April/Thriller Miller — ASCAP) . . . . . 32	Miracles (Rare Blue — ASCAP) . . . . . 22	Spice Of Life (Rodsongs/DJA/SaMuslc/Almo — ASCAP) . . . . . 50
Angel (Beverly Glen/Spaced Hands — BMI) . . . . . 28	Girls Night Out (RC — ASCAP/Sonic Rock — BMI) . . . . . 80	My First Love (A la Mode, adm. by Arista — ASCAP) . . . . . 56	Stay With Me (Zubaldah — ASCAP) . . . . . 64
Baby I Want You (Junior/SaMuslc/Coigems-EMI — PRS/ASCAP) . . . . . 76	Good Girl (Bush Burnin' — ASCAP) . . . . . 26	Never Let You Down (Amazement — BMI) . . . . . 48	Stop Doggin' Me (Lena — SESAC) . . . . . 5
Bet'cha Gonna Need (Amirful/Lindsee — ASCAP) . . . . . 85	Gotta Get Back (Rare Blue/Denise Barry — ASCAP) . . . . . 69	Nightline (MCA — ASCAP/Music Corp. of America — BMI) . . . . . 40	Superstar (Metaphor/Mother's Own Pie — BMI) . . . . . 73
Blame It On Love (Chardax — BMI) . . . . . 86	Help Yourself (Burnin' Bush — ASCAP) . . . . . 27	On Target (IPM/Almo, inc./Fonzworth — ASCAP) . . . . . 71	Talk To Me (Lew Kirton/Heaven's Gate — ASCAP) . . . . . 38
Break Dancin' (Sugar Hill — BMI) . . . . . 54	High-Rise (Nick-O-Val — ASCAP) . . . . . 18	Only You (Old Fashion — ASCAP) . . . . . 44	Tell Me Love (Webo/Eiseman — BMI/Almo/IPM — ASCAP) . . . . . 49
Butter Up (Desio/Buddy Roc — ASCAP) . . . . . 91	How Do You Keep (WB — ASCAP) . . . . . 51	Only You (No Pain No Gain/Gravity Raincoat/Poke Fun/WB — ASCAP) . . . . . 66	This Time (Yours, Mine & Ours/Spectrum VII — ASCAP) . . . . . 34
Cheap Thrills (Shakin' Baker/T-Boy/Indulgent — BMI) . . . . . 37	Human Nature (Porcara/John Bettis — ASCAP) . . . . . 20	Out In The Night (Publishing Pending) . . . . . 55	Tonight I Celebrate (Almo/Prince Street/Screen Gems EMI — BMI/ASCAP) . . . . . 9
Choosey Lover (Bovina — ASCAP) . . . . . 23	I.O.U. (Shakin' Baker — BMI) . . . . . 42	Party Animal (Eiseman/Warner-Tamerlane/Rashida — BMI/Yellowbrick Road — ASCAP) . . . . . 70	Transformation (Eat Your Heart Out — BMI/Joan Tone — CAPAC) . . . . . 96
Clear (Deep Space — BMI) . . . . . 93	I'm So Proud (Warner-Tamerlane — BMI) . . . . . 25	Party Time (Neutral Gray/Original JB/Fancy Footworks — ASCAP) . . . . . 36	Truly Bad (Ron Banko/Sadle Bee Ray — BMI) . . . . . 77
Cold Blooded (Stone City — ASCAP) . . . . . 6	I Am Love (Sagglife — ASCAP/Adm. by CBS/Foster Frees/Streamline Moderne/Off Backstreet — BMI) . . . . . 19	Party Train (Total Experience — BMI) . . . . . 3	Unconditional Love (Sweet Summer Night/See This House — ASCAP) . . . . . 35
Crazy (Mighty M/Anderson/Williams — ASCAP) . . . . . 45	I Can Make You (Troutman — BMI) . . . . . 6	Pieces Of Ice (WB/Jamm/Bibo — ASCAP) . . . . . 62	Up Front (Raydiola — ASCAP) . . . . . 75
Dead Giveaway (Spectrum VII & L.F.S. III — ASCAP) . . . . . 31	I Found Myself (Burton/Tyronza — BMI) . . . . . 83	Pilot Error (Edwin Ellis/Koppelman-Bandler/Nurk Twins — BMI) . . . . . 16	What I Got (Trumar/Unique — BMI) . . . . . 100
Deeper In Love (Richer/Chappell — ASCAP) . . . . . 29	I Know (Back Mac/Ruzam — BMI) . . . . . 12	Private Party (Stone Diamond — BMI) . . . . . 87	What's She Got (Solid Smash — ASCAP) . . . . . 84
Delirious (Controversy — ASCAP) . . . . . 46	Is This The End? (Boston Int'l/Street Sounds — ASCAP) . . . . . 13	Put Our Heads (Mighty Three/Jobur — BMI) . . . . . 41	When Something (Irving/Pronto — BMI) . . . . . 99
Desperate (Mickey/New Songs — BMI) . . . . . 72	It's Like That (Protoons/Rush-Groove — ASCAP) . . . . . 90	Real Love (Circle L — ASCAP) . . . . . 57	Would You Like To (Frozen Butterfly — BMI) . . . . . 39
Do It Again (MCA/Red Giant — ASCAP/Mjac/Warner-Tamerlane — BMI) . . . . . 92	It's Natural (Larry-Lou/Jamin — BMI/Lindsee/Billy Osborne — ASCAP) . . . . . 59	Rockin' Radio (Boston Int'l — ASCAP) . . . . . 68	Year 2001 Boogie (Larry-Lou/Child Care — BMI) . . . . . 74
Don't You Get (Aimo/March 9/Gravity Raincoat — ASCAP/Haymaker — BMI) . . . . . 11	It's So Delicious (Harrindor/Licyndiana/Ensign — BMI) . . . . . 82	Rockit (Hancock/OAO — BMI) . . . . . 67	You Brought The (Bridgeport — BMI) . . . . . 17
Every Girl (Uncle Ronnie's/April/Thriller Miller — ASCAP) . . . . . 47	It Must Be Love (Vineyard/Screen Gems-EMI — BMI) . . . . . 60	Say It Again (Blackwood/Henry Suamay — BMI) . . . . . 2	You're Number One (Richer/Chappell — ASCAP/Mr. Dapper/Unichappell — BMI) . . . . . 4
Fix It (Midnight Magnet — ASCAP) . . . . . 53	Jam On Revenge (Wicked Stepmother/Wesdot — ASCAP) . . . . . 33	Shake It Up (Slave Songs/Cotillion/Major Tcms — BMI) . . . . . 43	
Flashdance (Chappell/Famous/GMPC/Carub/Alcor — ASCAP) . . . . . 52	Juicy Fruit (Mtume — BMI) . . . . . 95	She Works Hard (Sweet Summer Night/See This House — ASCAP) . . . . . 24	
	Just Be Good (Flyte Tyme/Avant Garde (Almo) — ASCAP) . . . . . 8		
	Kick It Live (Funky F.O./At Home — ASCAP) . . . . . 58		



# MOST ADDED SINGLES

- STAY WITH ME TONIGHT — JEFFREY OSBORNE — A&M**  
WSOK, KPRS, WAIL, V103, WPLZ, WATV, KSOL, WTLC, WDAS, WILD, WYLD, KGFJ, KMJQ, KUKQ, WGCI
- PARTY ANIMAL — JAMES INGRAM — QWEST/WARNER BROS.**  
KDAY, KPRS, WAIL, WEDR, WRBD, WPLZ, WWDM, WNHC, WPAL, KGFJ, KMJQ, KDIA
- FIX IT (PART 1) — TEENA MARIE — EPIC**  
WWIN, WAIL, WDMT, WJLB, WIGO, WRBD, WATV, WOKB, WLLC, WGPR, KUKQ
- SHOW ME THE WAY — SKYY — SALSOU/RCA**  
WWIN, WAIL, WEDR, WTLC, WBMX, WNHC, WPAL, WGPR, WGCI
- FUNKY BEAT — BERNARD WRIGHT — ARISTA**  
WZEN, KDKO, WDMT, WBMX, WYLD, WGCI
- UP FRONT — DIANA ROSS — RCA**  
WRBD, WOKB, WATV, WLLC, WGPR, WJMO
- LET'S GET TOGETHER — ONE WAY — MCA**  
WRBD, WOKB, WATV, WLLC, WGPR

# MOST ADDED ALBUMS

- BRAND NEW DAY — RONNIE DYSON — COTILLION/ATCO**  
WRBD, WEDR, WAMO, WDAO, WSOK
- THE GAP BAND V — JAMMIN' THE GAP BAND — TOTAL EXPERIENCE/POLYGRAM**  
WIGO, WJMO, KDIA, KUKQ, WWIN
- FOXIE — BOB JAMES — TAPPAN ZEE/COLUMBIA**  
WLLC, WWDM, WPAL, WAMO, KGFJ
- BAD ENUFF — SLAVE — COTILLION/ATCO**  
WOKB, WLLC, WWDM, WEDR, KGFJ

# UP AND COMING

- PURE SATISFACTION — DARNELL WILLIAMS — MYDISC/CBS**  
**TRYIN' TO HOLD ON — GARLAND GREEN — OCEAN-FRONT**  
**RADIO ACTIVITY — ROYALCASH — SUTRA**  
**DOG TALK — K-9 CORPS — CAPITOL**

# BLACK RADIO HIGHLIGHTS

**WIGO — ATLANTA — MIKE ROBERTS, PD — #1 — NEWCLEUS**  
 HOTS: New Edition, S. Lattisaw, H. Hancock, Mary Jane Girls, Lakeside, Rufus & C. Khan, G. Knight & The Pips, J. Holliday, Gap Band. ADDS: T. Marie, L. Richie, Sugar Hill Gang, D. Ross. LP ADDS: Gap Band.

**WWIN-AM — BALTIMORE — CURTIS ANDERSON, PD — #1 — RUFUS & C. KHAN**  
 HOTS: Midnight Star, Cashmere, Run D.M.C., Newcleus, G. Knight & The Pips, M. McLaren, H. Hancock, Slingshot, Manhattans, Lakeside, Planet Patrol, Cee Farrow, West Street Mob, R. Laws, J. Gill, O. Liggett, Crash Crew, Sugar Hill Gang, ElektriK Dred, New Edition. ADDS: G. Gaynor, W. Powers, Four Tops, DeBarge, T. Marie, Starpoint, Temptations, Radiance, Smooth & Co., S. Young, G. Flemo, Jr. Tucker, R. Crawford, Deco, P-Funk All-Stars, M. Sterling, Mtume, S. Redd, Skyy, Gap Band, R. Dee, B. Griffin, B. Summers, Millie Jackson. LP ADDS: Third World, NYC Peech Boys, E. Gale, Gap Band, Ashford & Simpson, S. Mills.

**WATV — BIRMINGHAM — RON JANUARY, MD — #1 — GAP BAND**  
 HOTS: R. James, G. Knight & The Pips, S. Mills, Rufus & C. Khan, Klique, A. Cymone, Zapp, H. Hancock, P. Bailey, Freeez, Prince, Slave, Jones Girls, L. Richie, Glass, S. Lattisaw, Human League, O. Cheatham, Millie Jackson, A. Franklin. ADDS: D. Ross, D. Summer, One Way, Cashmere, D. Warwick/L. Vandross, T. Marie, C. Farrow, R. Laws.

**WILD — BOSTON — ELROY SMITH, MD — #1 — RICK JAMES**  
 JUMPS: 4 To 2 — Rufus & C. Khan, 8 To 4 — P. Bryson/R. Flack, 12 To 10 — P. Bailey, 15 To 12 — G. Benson, 20 To 15 — Madonna, 22 To 16 — S. Mills, 24 To 18 — Rene & Angela, 23 To 19 — J. Holliday, 25 To 20 — Tavares, 27 To 21 — N. King, 28 To 22 — R. Dyson, 29 To 23 — L. Murdock, Ex To 25 — L. Richie, 30 To 26 — Slave, Ex To 27 — Mtume, Ex To 28 — Klique, Ex To 29 — L. Kirton, Ex To 30 — Planet Patrol. ADDS: Midnight Star, Shalamar, M. Wycoff, J. Osborne, Project Future, Radiance, Manhattans.

**WUFO — BUFFALO — MARK VANN, MD — #1 — RICK JAMES**  
 HOTS: S. Lattisaw, H. Hancock, Rufus & C. Khan, G. Knight & The Pips, New Edition, Klique, Zapp, G. Benson, Lillo, P. Bailey, Planet Patrol, P-Funk All-Stars, R. Dyson, S. Mills, A. Baker, B. Nunn, S. Christopher, D. Summer, Stone City Band, Tavares. ADDS: A. Franklin, A. Cymone, Omni, Atlantic Starr, Nursery School, Prince, D. Warwick/L. Vandross, Clark & Duke, South Side Johnny, Darnell Williams.

**WPAL — CHARLESTON — DON KENDRICKS, PD — #1 — GAP BAND**  
 HOTS: G. Knight & The Pips, R. James, Newcleus, Lakeside, Kashif, D. Summer, Planet Patrol, S. Mills, West Street Mob, Klique, A. Zapp, J. Osborne, R. Dyson, Cashmere, O'Jays, Tavares, Motivation, G. Benson, J. Holliday, L. Richie. ADDS: Orbit, L. Murdock, Skyy, Royal Cash, J. Ingram, D. Sanborn, G. Griffin, Darnell Williams, D. Warwick/L. Vandross. LP ADDS: B. James.

**WBMX — CHICAGO — LEE MICHAELS, PD — #1 — RUFUS & C. KHAN**  
 HOTS: Gap Band, R. James, P. Bailey, H. Hancock, Ashford & Simpson, Lillo, Serge, Yaz, G. Knight & The Pips, Zapp, Klique, O'Jays, L. Kirton, Whispers, Unique, H. Ray, Kashif, J. Holliday, R. Dyson, Lakeside, Junior, L. Murdock, Liquid Gold, Commodores. ADDS: Omni, R. Banks, Major Harris, B. Wright, F. Henderson, P-Funk All-Stars, Shalamar, Dayton, Royal Cash, Skyy.

**WGCI — CHICAGO — GRAHAM ARMSTRONG, PD — #1 — RICK JAMES**  
 HOTS: H. Hancock, L. Murdock, Rufus & C. Khan, Kashif, L. Kirton, Serge, Klique, R. James/S. Robinson, Lillo, Gap Band, S. Mills, Zapp, Slave, Stone City Band, S.O.S. Band, G. Benson, Rene & Angela, R. Dyson, P. Bailey, L. Richie, Maze, P. Bryson/R. Flack, Ashford & Simpson. ADDS: Skyy, K-9 Corps, DeBarge, A. Franklin, J. Osborne, D. Warwick/L. Vandross, Midnight Star, B. Wright, Red Holloway. LP ADDS: Midnight Star, Red Holloway.

**WCIN — CINCINNATI — SID KENNEDY, MD — #1 — L. RICHIE**  
 HOTS: Rufus & C. Khan, P. Bryson/R. Flack, S. Mills, H. Hancock, P. Bailey, Ashford & Simpson, Gap Band, Kashif. ADDS: O'Jays, T. Browne, Cybotron, Zapp, S. Christopher, Commodores, J.W. Wade, Clarke & Duke, D. Warwick/L. Vandross, Rare Silk, G. Guthrie, Shalamar, M. Wycoff, Jones Girls. LP ADDS: R. James.

**WDMT — CLEVELAND — BOBBY MAGIC, PD — #1 — KLIQUE**  
 HOTS: G. Knight & The Pips, Rufus & C. Khan, J. Holliday, J. Osborne, R. James, Zapp, H. Hancock, Mary Jane Girls, L. Richie, Gap Band, Prince, A. Baker, D. Summer, Whispers, Ashford & Simpson, P. Bailey, Kashif, G. Benson, Clark Sisters, Mtume. ADDS: T. Marie, R. Crawford, Slave, B. Wright, Naked Eyes. LP ADDS: Ashford & Simpson.

**WJMO — CLEVELAND — ERIC STONE, PD — #1 — GAP BAND**  
 HOTS: D. Williams, Rufus & C. Khan, H. Hancock, J. Ingram, L. Jackson, Lillo, J. Holliday, G. Benson, Whispers, Kashif, S. Christopher, L. Kirton, P. Bailey, Manhattan Transfer, O'Jays, Tavares, M. Wycoff, Junior, Sister Sledge, P. Hyman, D. Summer, A. Franklin, Rene & Angela, Manhattans. ADDS: Unique, Hot Streak, M. Stewart, D. Ross. LP ADDS: Rufus & C. Khan, Gap Band, Lillo, P. Bailey.

**WDAO — DAYTON — LANKFORD STEPHENS, PD — #1 — KLIQUE**  
 HOTS: H. Hancock, Rufus & C. Khan, Slave, A. Baker, P. Bailey, Mtume, Lakeside, Dayton, New Horizons. ADDS: Midnight Star, Mary Jane Girls, Shalamar, DeBarge, D. Warwick/L. Vandross, Temptations, Four Tops, Montgomery Express. LP ADDS: R. Dyson.

**WJLB — DETROIT — J. MICHAEL MCKAY, MD**  
 HOTS: Isley Brothers, Mary Jane Girls, Rene & Angela, Newcleus, G. Knight & The Pips, S.O.S. Band, R. James, A. Franklin, Manhattans, Kashif, H. Hancock, Rufus & C. Khan, Clark Sisters, Zapp. ADDS: L. Murdock, Sexual Harassment, S.O.S. Band, T. Marie.

**WRBD — FT. LAUDERDALE — JOE FISHER, PD — #1 — GAP BAND**  
 JUMPS: 7 To 4 — R. James, 12 To 6 — Mary Jane Girls, 16 To 10 — Klique, 17 To 14 — Slave, 19 To 15 — Cybotron, 21 To 16 — O. Liggett, 23 To 18 — R. Crawford, 27 To 20 — A. Franklin, 29 To 21 — M. Wycoff, 32 To 23 — Lakeside, 33 To 25 — Dayton, 34 To 27 — Pieces Of A Dream, 35 To 28 — Ladies' Choice, 37 To 30 — Glass, 38 To 31 — Change, 39 To 33 — Dynamite 2, 42 To 33 — Starpoint, Ex To 34 — G. Green, 41 To 35 — Colors, 43 To 36 — Unique, 45 To 37 — O'Jays, 46 To 38 — L. Richie. ADDS: J. Ingram, Midnight Star, T. Marie, R. Laws, B. Nunn, D. Warwick/L. Vandross, B. Griffin, One Way, Jr. Tucker. LP ADDS: R. Dyson, Third World, B. White, B. James, Rare Silk.

**KMJQ — HOUSTON — JIM "SNOWMAN" SNOWDEN, PD — #1 — G. KNIGHT & THE PIPS**  
 JUMPS: 7 To 3 — Rufus & C. Khan, 17 To 8 — Ashford & Simpson, 12 To 10 — J. Osborne, 34 To 17 — J. Holliday, 26 To 21 — Slave, 29 To 22 — Reddings, 38 To 23 — Mtume, Ex To 31 — L. Richie, Ex To 38 — L. Murdock, Ex To 40 — A. Cymone. ADDS: J. Osborne, J. Ingram, Shalamar, P-Funk All-Stars, Fatback.

**WTLC-FM — INDIANAPOLIS — KELLY CARSON, PD — #1 — H. HANCOCK**  
 HOTS: P. Bailey, Klique, S. Mills, Gap Band, J. Holliday, R. Crawford, Slave, Whispers, Wuf Ticket,

General Caine, A. Cymone, Tavares, Sugar Hill Gang, L. Kirton, ElektriK Dred, O'Jays, S. Christopher, Planet Patrol, West St. Mob, J.W. Wade. ADDS: J. Osborne, Manhattans, Skyy, S. Clarke/G. Duke, Jones Girls, Deco, A. Franklin, Nursery School, T. Davis, G. Green. LP ADDS: Darnell Williams, Comateens.

**KPRS — KANSAS CITY — JIM CARTER, PD — #1 — S.O.S. BAND**  
 JUMPS: 18 To 14 — Tavares, 20 To 15 — Clark Sisters, 22 To 16 — Klique, 24 To 17 — P. Bailey, 26 To 18 — Sugar Hill Gang, 27 To 19 — New Edition, 29 To 20 — S. Mills, 31 To 21 — Rufus & C. Khan, 32 To 22 — M. Scott, 33 To 24 — Planet Patrol, 34 To 25 — ElektriK Dred, 35 To 26 — A. Baker, 37 To 27 — Third World, 38 To 28 — Jr. Walker, 40 To 30 — Cameo, Ex To 31 — O'Jays, Ex To 32 — General Caine, Ex To 33 — Spandau Ballet, Ex To 36 — R. Cason, Ex To 37 — The General, Ex To 38 — J. Holliday, Ex To 39 — Omni, Ex To 40 — Lakeside. ADDS: NYC Peech Boys, Cee Farrow, B. Summer, Stone City Band, P-Funk All-Stars, J. Osborne, Southside Johnny, J. Ingram, DeBarge, Shalamar.

**KDAY — LOS ANGELES — JACK PATTERSON, PD — #1 — S. MILLS**  
 HOTS: A. Baker, Klique, Rufus & C. Khan, B. Summer, Lillo, Ashford & Simpson, R. Crawford, F. Henderson, S.O.S. Band. ADDS: West Street Mob, Manhattans, Whispers, Tierra, R. James, Omni, Deco, Lakeside, G. Gaynor, Spyro Gyra, J. Ingram. LP ADDS: Manhattans, H. Alpert.

**WLou — LOUISVILLE — BILL PRICE, PD — #1 — NEW EDITION**  
 HOTS: Planet Patrol, Freeez, Gap Band, Clark Sisters, Cybotron, Deniece Williams, P. Bailey, H. Hancock, Tavares, General Caine, M. Stewart, Slave, S. Christopher, D. Summer, Starpoint, Stone City Band, L. Kirton, B. Wright, ElektriK Dred, Ladies' Choice. ADDS: A. Cymone, T. Browne, Royal Cash, Dayton, A. Baker, R. Crawford, S. Clarke/G. Duke. LP ADDS: B. Nunn.

**WEDR — MIAMI — GEORGE JONES, PD — #1 — GAP BAND**  
 HOTS: R. James, S. Mills, M. Wycoff, H. Hancock, Planet Patrol, Clark Sisters, Cybotron, Klique, Tavares, Reddings, R. Crawford, J. Holliday, Pieces Of A Dream, B. Nunn, Slave, T. Browne, Starsky, Royal Cash, Rufus & C. Khan, G. Knight & The Pips. ADDS: Dayton, Skyy, J. Ingram, Lakeside, Mtume, Millie Jackson, Major Harris, Toots Hibbert, New Order. LP ADDS: Mutiny, J. Blackfoot, R. Dyson, A. Cymone.

**WNHC — NEW HAVEN — JAMES JORDAN, PD — #1 — RICK JAMES**  
 HOTS: J. Osborne, H. Hancock, Mary Jane Girls, R. Dyson, Rufus & C. Khan, G. Knight & The Pips, S. Mills, G. Benson, L. Jackson, M. Brown, J. Holliday, Klique, L. Murdock, L. Richie, M. Wycoff, T.Z., T. Basil, Lime, West Street Mob. ADDS: G. Duke/S. Clarke, J. Ingram, Shalamar, Orbit, Midnight Star, Skyy, D. Summer.

**WAIL — NEW ORLEANS — BARRY RICHARDS, PD — #1 — GAP BAND**  
 HOTS: Klique, Rufus & C. Khan, R. James, Prince, West Street Mob, S. Lattisaw, Newcleus, L. Richie, Michael Jackson, P. Bailey, Kashif, A. Baker, Stone City Band, Mary Jane Girls, H. Hancock, P. Bryson/R. Flack, L. Kirton, L. Jackson, Spandau Ballet, J. Holliday. ADDS: D. Ross, R. James, S. Mills, Skyy, J. Ingram, J. Osborne, K-9 Corps, Southside Johnny, T. Marie, Human League.

**WRKS — NEW YORK — BARRY MAYO, PD — #1 — STACY LATTISAW**  
 JUMPS: 9 To 2 — Lillo, 12 To 7 — B. Joel, 11 To 9 — Madonna, Ex To 13 — Richie, 22 To 14 — G. Knight & The Pips, 25 To 18 — Tyler, Ex To 29 — Shannon. ADDS: L. Kirton, Stone City Band, Starsky. LP ADDS: Lillo.

**KDIA — OAKLAND — JEFF HARRISON, PD — #1 — S. MILLS**  
 HOTS: A. Baker, Klique, Gap Band, Lillo, Shalamar, J. Holliday, T. Marie, R. Crawford, P. Bailey, Rufus & C. Khan, S. Mills, Mtume, G. Knight & The Pips. ADDS: Jarreau, J. Ingram, M. Scott, R. James, Gap Band. LP ADDS: Gap Band.

**KUKQ — PHOENIX — RICK NUNN, PD — #1 — RICK JAMES**  
 HOTS: H. Hancock, Zapp, Rufus & C. Khan, Klique, Gap Band, G. Knight & The Pips, Stone City Band, Wham! U.K., New Edition, G. Benson. ADDS: J. Osborne, Slave, Jones Girls, B. Nunn, T. Marie. LP ADDS: S. Mills, Gap Band, Zapp.

**WDAS-FM — PHILADELPHIA — JOE TAMBURRO, PD — #1 — RUFUS & C. KHAN**  
 HOTS: R. James, R. Dyson, Gap Band, S.O.S. Band, Mary Jane Girls, L. Richie, H. Hancock, West Street Mob, G. Knight & The Pips, New Edition, S. Lattisaw, O'Jays, Sugar Hill Gang, K-9 Corps, P. Bailey, L. Jackson, J. Holliday, S. Mills, Planet Patrol, A. Baker. ADDS: D. Warwick/L. Vandross, Grand Master Flash & Melle Mel, T. Davis, NYC Peech Boys, S. Clarke/G. Duke, Royal Cash, Pointer Sisters, J. Osborne, Temptations, DeBarge, Four Tops, Mutiny, B. Nunn.

**WAMO — PITTSBURGH — J.C. FLOYD, PD — #1 — RUFUS & C. KHAN**  
 JUMPS: 5 To 2 — Lillo, 7 To 5 — D. Summer, 13 To 7 — Newcleus, 17 To 8 — R. Crawford, 23 To 11 — M. Wycoff, 22 To 12 — Klique, 31 To 15 — S. Mills, 36 To 17 — L. Richie, 33 To 19 — Junior, 34 To 23 — A. Frank, Ex To 24 — Mtume, 36 To 20 — Tavares, 40 To 32 — Dayton, Ex To 35 — L. Kirton, Ex To 36 — Skyy, Ex To 37 — Lakeside. ADDS: D. Sanborn. LP ADDS: Lillo, NYC Peech Boys, R. Dyson, B. James.

**WLLC — RALEIGH — CHESTER DAVIS, PD — #1 — R. JAMES**  
 HOTS: G. Knight & The Pips, H. Hancock, New Edition, Lakeside, Sugar Hill Gang, Gap Band, S. Mills, G. Benson, J. Osborne. ADDS: T. Marie, B. Marley, One Way, D. Ross, Orbit, Comateens, Deco. LP ADDS: Slave, NYC Peech Boys, B. James.

**WPLZ — RICHMOND — HARDY JAY LANG, MD — #1 — GAP BAND**  
 HOTS: J. Osborne, R. Crawford, New Edition, G. Knight & The Pips, R. James, Mtume, Kashif, S. Mills, H. Hancock, Ashford & Simpson, G. Benson, Deniece Williams, Klique, P. Bailey, Rufus & C. Khan, A. Baker, Newcleus, Whispers, L. Richie. ADDS: Darnell Williams, Shalamar, J. Osborne, D. Warwick/L. Vandross, T. Browne, J. Ingram, H. Alpert, D. Ross, Serge. LP ADDS: Tavares.

**WSOK — SAVANNAH — JAY BRYANT, PD — #1 — G. KNIGHT & THE PIPS**  
 JUMPS: 6 To 3 — Gap Band, 10 To 6 — R. Dyson, 18 To 15 — L. Kirton, 20 To 17 — B. Nunn, 22 To 19 — Tavares, 26 To 23 — B.B.&Q. Band, 29 To 24 — D. Brown, Ex To 30 — Manhattans, Ex To 29 — L. Richie, Ex To 28 — One Way. ADDS: J. Osborne, J.W. Wade, D. Warwick/L. Vandross, Millie Jackson, Midnight Star, P. Bryson/R. Flack. LP ADDS: R. Dyson.

**KOKA — SHREVEPORT — SUNROSE RUTLEDGE, PD — #1 — GAP BAND**  
 HOTS: R. James, Lakeside, Zapp, Rufus & C. Khan, G. Knight & The Pips, H. Hancock, Klique, P. Bailey, S. Christopher, S. Mills, L. Jackson, J.W. Wade, D. Ross, Mtume, Tavares, R. Cason, L. Kirton, Cybotron, One Way, O'Jays, R. Banks. ADDS: Nursery School, G. Duke/S. Clarke, C. Farrow, P-Funk All-Stars, B. Griffin, Bohannon, M. Sterling, B. Summers.

**WWDM — SUMTER — KEVIN FLEMMING, PD — #1 — RICK JAMES**  
 HOTS: J. Osborne, S.O.S. Band, H. Hancock, Gap Band, M. Wycoff, S. Mills, R. Dyson, Klique, Mtume, P. Bailey, L. Richie, O'Jays, Jeckyll & Hyde, Planet Patrol. ADDS: L. Murdock, J. Ingram, NYC Peech Boys, Hot Streak, Commodores, Deco, B. Nunn. LP ADDS: A. Cymone, B. James, Commodores, P. Bailey, S. Mills, Slave, Bohannon.



## INTERNATIONAL DATELINE

### Argentina

**BUENOS AIRES** — Tino, former leading vocal of kiddie group Parchis, is expected to arrive this week in Buenos Aires for a TV special to be aired by Channel 9, as well as a benefit personal appearance and interviews on radio and television. Tonodisc is releasing his first solo album and has started a strong promotion campaign and expects very good sales for this artist.

Mario Lopez, marketing director of RCA, told **Cash Box** that he estimates a loss of 30% in sales volume for the industry during August, compared with the peak last June. He noted that, nevertheless, the situation is better than at the end of 1982, when a 60% slump was detected. RCA is working hard on a version of the mail club, which was started two months ago with very good results and has proven to be a valuable sales tool for catalog items. The company is currently promoting a new album by chanter and composer Marco, whose latest songs are becoming extremely popular in several parts of the country.

CBS artists Pimpinela, as we have already reported before, are finishing a tour of the Caribbean and will travel to the south of Argentina in a couple of weeks, before continuing the recording of their next album, to be released at the end of October. The company has also blueprinted the campaign for the album by Cipe Linkovsky, who has returned to the local scene after several years, and folk group Los Trovadores, who are currently on tour in several provinces.

Los Hermanos Barrios have signed an exclusive contract with EMI and have started the recording of an album, after a long career under the Sicamericana and Microfon banners. The artists are very popular in the eastern part of the country, where regional music is very strong.

Melodic chanter Cris Manzano recording for Interdisc, has traveled to Puerto Rico for appearances in two TV programs in that country; his next step is a special guest appearance at the WEA Latin American Convention in Venezuela, where he has also scheduled a program on Venevision, and several personal appearances in Ecuador. His records have been selling very well in this country and they are licensed internationally through WEA after an arrangement between Interdisc and the Burbank-based label.

Indie producer Francis Smith, who recently signed a contract covering his tunes with Melograf Publishers, is now negotiating a label contract with Tonodisc for his female trio Los Angeles de Smith. The pretty group is appearing every week on ATC, the local TV network, via the Sunday evening program "Semanario Insolito,"

which amounts to a lot of promotion and good sales possibilities. **miguel smirnoff**

### Italy

**MILAN** — WEA Italiana held its annual Convention at Villa d'Este, near Como Sept. 1 and 2. Called "Roadshow '83," the meeting was introduced by **Giuseppe Velona**, managing director of the company, and was attended by many foreign members of the group (among them **Slegfried E. Loch**, senior vice president of European Operations WEA International). During the convention **Giancarlo Spadacenta**, sales manager of WEA Italiana, announced the share of the company on the Italian market went up to 7.9% in 1983 (compared to 5.4% in '82).

EMI Italiana held a series of meetings with Italian record dealers called "Incontri Ravvicinati" through all the month of September, starting from Catania (on Sept. 4) and ending in Naples (on Sept. 24). **Roberto Magrini**, sales manager of the company, said this action was planned to create a new relationship with the retailers in view of the new season: during the meetings, in fact, there will be time for debates and suggestions, but not for orders of records.

**Rita Crepaldi** is the new sales manager at Panarecord. She replaces Piero Terzi. **Umberto Balestrini** was named A&R manager at Carisch. **Gianni Dal Dello** resigned from his post of A&R manager at CGD. He will continue his collaboration with the company as independent producer.

**Vasco Rossi**, with his LP "Bollicine" (on Carosello label) was the winner of the 20th edition of Festivalbar song contest, which took place in Verona on Sept. 10. In the new talents section the contest was won by **Scialpi**, with the single "Rocking Rolling," on RCA. **marlo de luigi**

### Japan

**TOKYO** — The Copyright Committee of the Cultural Agency of the Government of Japan has submitted its final recommendation on the regulation of the controversial rental record practices and the protection of both the copyright owners and the record manufacturers from the illegal actions of the rental records to the secretary general of the agency. In this note, the committee proposed to give both the copyright owners and the record manufacturers a right of permission. If the rental record dealers could not get the permission beforehand, they would be unable to use the records for the rental business. According to this recommendation, the cultural agency will file the amendment of the copyright law to the Diet (the parlia-

ment house of this country) at the beginning of next year, at the latest.

The five main video software manufacturers have submitted a lawsuit to the Tokyo district court against illegal video rental shops in Tokyo. By this legal action, the five video companies are asking the court to ban the illegal practices through legal procedures. By the way, the illegal video rental shops appeared in this country last year, and the video software makers have often required them to stop the illegal actions in vain. Incidentally, the five video software manufacturers are Toho, Shochiku, Toei-Video, Nikkatsu and Pony.

The Hachioji branch of the Tokyo district court has given a judgment of guilty for all defendants who had been prosecuted for infringement of the copyright law through manufacturing and selling pirated pre-recorded tape in this country. In the sentence, the court said that this case was a large scale crime and very evil.

**kozo otsuka**

### United Kingdom

**LONDON** — Record retailers interested in diversifying their business are being drawn into the home computer software industry.

There are several parallels between home computer software and music products that makes the record outlet an ideal retail base for the new industry. The games and programs are recorded onto compact cassettes, the same as an ordinary audio cassette. And the consumers' age range is similar for both records and computer ware.

U.K. major chain store HMV is the first to start testing computer games in six major branches.

A new company, Leisuresoft, has been set up to offer much needed expert/wholesale computer games service to retailers.

This week **Cliff Richard** releases his 87th single and 46th album, "Silver," to celebrate his 25 years in the business. A second album, "Rock 'n' Roll Silver," will be available only as part of a limited edition box set and will feature ten Cliff classics. It includes a new recording of "Move It," his first single released back in 1958 when it reached No. 2. Also exclusive to the box set is a booklet containing specially commissioned photographs of Cliff by **Lord Snowdon**.

Cliff begins his sell-out tour on October 5 and finishes with a five-week run at London's Apollo Victoria Theatre which begins November 3.

**David Essex** releases his new album of extracts from his own musical *Mutiny*. The single, "Tahiti," which is partly in Tahitian, has already charted. In the musical, he

plays the historical character **Fletcher Christian**, following in the line of his previous stage successes *Jesus in Godspell* and *Che Guevara in Evita*.

David and his lyricist **Richard Crane** researched separately the *Mutiny on the Bounty* project in Tahiti, and drew only on history, not novels. Crane, former resident dramatist with the National Theatre, spent two years on the book and Essex started writing the music last January. He finally went into the recording studios in May with a 65-strong **Royal Philharmonic Orchestra**, 40 members of the **New London Orchestra** and 30 members of the **Ambrosian Singers**. His musical director, conductor and arranger was **John Cameron**.

It is hoped that the stage show will be in the West End next May, and soon after on Broadway. The soundtrack is released by Phonogram Records.

**Culture Club's** "Karma Chameleon" has reached No. 1 on the U.K. charts after two weeks of release. Such is **Boy George's** present popularity that more than 2,000 fans awaited in **Beatle-like** hysteria for him to appear in a North London shopping center to sign copies of his biography. It is entitled *When Cameras Go Crazy* and written by **Kasper de Graff** and **Malcolm Garrett** and published by Virgin.

**Genesis**, currently riding high in the U.K. charts with their single "Mama," have a new album released on October 3 on the new Virgin/Charisma label. It is titled "Genesis," and contains nine new songs, all written by **Phil Collins**, **Mike Rutherford** and **Tony Banks**. The new album is the 14th to be recorded by Genesis and the new songs as well as the old favorites will be performed on their lengthy U.S. tour which starts in November.

Former **Pink Floyd** keyboard player **Rick Wright** has become the first member of the band to form a new group in their 18 year history. He has joined forces with **Dave Harris**, one-time drummer, bass player, keyboards player and singer with **Fashion**. The new band will be called **Zee**, their first single will be released in six weeks time followed by an album called "Identity."

Wright officially left Pink Floyd, one of the world's most successful acts, earlier this year, though he has not been a full member of the band since "The Wall" album was released in 1979. One of his most famous compositions was "The Great Gig In The Sky" on the "Dark Side of the Moon" album. Zee, released through EMI, will have a much more up to date sound combining electronics and vocals with a more soulful beat.

U.K. reggae band **Aswad** have also signed a new deal with Island. The first release will be live album recorded at the Notting Hill Carnival.

**chrissy illey**

### Argentina

#### TOP TEN 45s

- 1 *Flashdance* — Irene Cara — PolyGram
- 2 *Fame* — Irene Cara — PolyGram
- 3 *Paraiso* — Pomada — RCA
- 4 *Olvidame* — Pimpinela — CBS
- 5 *Y Como Es El* — Jose Luis Perales — Music Hall
- 6 *Directo Al Corazon* — Luis Miguel — EMI
- 7 *Culpable Soy Yo* — Jose Luis Rodriguez — CBS
- 8 *De Repente Sola* — Cacho Castana — RCA
- 9 *Nostalgia* — Daniel Magal — Music Hall
- 10 *Cambalá Mi Amor* — Valeria Lynch — PolyGram

#### TOP TEN LPs

- 1 *Flashdance* — soundtrack — PolyGram
- 2 *Alejandro Lerner* — Alejandro Lerner — Musidisc/D.B.
- 3 *Lo Mas...* — Seru Giran — DG/Interdisc
- 4 *Pimpinela* — Pimpinela — CBS
- 5 *The Kids Fame* — various artists — RCA
- 6 *Superdisco* — various artists — RCA
- 7 *Directo Al Corazon* — Luis Miguel — EMI
- 8 *Cada Loco Con Su Tema* — Joan Manuel Serrat — Ariola/Microfon
- 9 *Dance Time* — various artists — CBS
- 10 *The Final Cut* — Pink Floyd — CBS

—Prensario

## INTERNATIONAL BESTSELLERS

### Italy

#### TOP TEN 45s

- 1 *Vamos A La Playa* — Michael & Johnson Rigueira — CGD
- 2 *I Like Chopin* — Gazebo — Baby
- 3 *Moonlight Shadow* — Mike Oldfield — Virgin
- 4 *Sunshine Reggar* — Laid Back — Atlas
- 5 *Every Breath You Take* — Police — CBS/A&M
- 6 *Rocking Rolling* — Scialpi — RCA
- 7 *Juliet* — Robin Gibb — PolyGram/Polydor
- 8 *Tropicana* — Gruppo Italiano — Ricordi
- 9 *Amore Disperato* — Nada — EMI
- 10 *Not The Loving Kind* — Twins — Fonit Cetra

#### TOP TEN LPs

- 1 *Mixage* — various artists — Baby
- 2 *Synchronicity* — Police — CBS/A&M
- 3 *Crises* — Mike Oldfield — Virgin
- 4 *Tre* — Teresa De Sio — PolyGram/Philips
- 5 *Festivalbar '83* — various artists — RCA
- 6 *Bollicine* — Vasco Rossi — Carosello
- 7 *1983* — Lucio Dalla — RCA
- 8 *Calore* — Renato Zero — RCA/Zerolandia
- 9 *Disco Samba* — Joaos — Baby
- 10 *16 Rounds Vol. 3* — various artists — CGD

—Musica e Dischi

### United Kingdom

#### TOP TEN 45s

- 1 *Karma Chameleon* — Culture Club — Virgin
- 2 *Modern Love* — David Bowie — EMI America
- 3 *Red Red Wine* — UB40 — DEP Int'l
- 4 *Come Back And Stay* — Paul Young — CBS
- 5 *Mama* — Genesis — Charisma
- 6 *Tonight I Celebrate My Love* — Peabo Bryson/Roberta Flack — Capitol
- 7 *Dolce Vita* — Ryan Paris — Clever/Carrere
- 8 *Blue Monday* — New Order — Factory
- 9 *Soul Inside* — Soft Cell — Some Bizzare
- 10 *Big Apple* — Kajagoogoo — EMI

#### TOP TEN LPs

- 1 *Labour Of Love* — UB40 — DEP Int'l
- 2 *No Parlez* — Paul Young — CBS
- 3 *The Crossing* — Big Country — Mercury
- 4 *Standing In The Light* — Level 42 — Polydor
- 5 *Fantastic* — Wham! — Innervision
- 6 *Warrlors* — Gary Numan — Beggar's Banquet
- 7 *Thriller* — Michael Jackson — Epic
- 8 *Construction Time Again* — Depeche Mode — Mute
- 9 *Eighteen Greatest Hits* — Michael Jackson & The Jackson Five — Telstar
- 10 *Bent Out Of Shape* — Rainbow — Polydor

—Melody Maker



# CASH BOX TOP 100 ALBUMS

October 8, 1983

Title, Artist, Label, Number, Distributor	8.98	10/1	Weeks On Chart	Title, Artist, Label, Number, Distributor	8.98	10/1	Weeks On Chart	Title, Artist, Label, Number, Distributor	8.98	10/1	Weeks On Chart
1 SYNCHRONICITY THE POLICE (A&M SP-3735) RCA	8.98	1	15	33 FRONTIERS JOURNEY (Columbia OX 38504) CBS	—	31	34	67 ALBUM JOAN JETT & THE BLACKHEARTS (Blackheart 5437) MCA	8.98	61	14
2 THRILLER MICHAEL JACKSON (Epic OE 38112) CBS	—	2	42	34 AFTER EIGHT TACO (RCA PL 28520) RCA	8.98	27	14	68 SECRET MESSAGES ELO (Jet QZ 38490) CBS	—	65	13
3 FLASHDANCE ORIGINAL SOUNDTRACK (Casablanca 811 492-1 M-1) POL	9.98	3	24	35 THE GAP BAND V — JAMMIN' THE GAP BAND (Total Experience TE-1-3004) POL	8.98	42	4	69 THE HURTING TEARS FOR FEARS (Mercury 811 039-1 M-1) POL	8.98	71	22
4 PYROMANIA DEF LEPPARD (Mercury 810 492-1 M-1) POL	8.98	4	35	36 BORN TO LOVE PEABO BRYSON & ROBERTA FLACK (Capitol ST-12284) CAP	8.98	32	8	70 BODY WISHES ROD STEWART (Warner Bros. 9 23877-1) WEA	8.98	70	16
5 AN INNOCENT MAN BILLY JOEL (Columbia OC 38873) CBS	—	6	8	37 TRUE SPANDAU BALLET (Chrysalis B6V 41403) CBS	—	44	5	71 LIONEL RICHIE (Motown 6007ML) MCA	8.98	72	15
6 FASTER THAN THE SPEED OF NIGHT BONNIE TYLER (Columbia BFC 38710) CBS	—	10	9	38 IN YOUR EYES GEORGE BENSON (Warner Bros. 9 23744-1) WEA	8.98	35	17	72 GET IT RIGHT ARETHA FRANKLIN (Arista AL8-8019) RCA	8.98	69	12
7 THE WILD HEART STEVIE NICKS (Modern/Atco 90084-1) WEA	8.98	7	15	39 KISSING TO BE CLEVER CULTURE CLUB (Virgin/Epic ARE 38398) CBS	—	36	45	73 BENT OUT OF SHAPE RAINBOW (Mercury 815 305-1 M-1) POL	8.98	103	2
8 THE PRINCIPLE OF MOMENTS ROBERT PLANT (Es Paranza/Atlantic 7 90101-1) WEA	8.98	9	11	40 ZAPP III ZAPP (Warner Bros. 9 23875-1) WEA	8.98	40	6	74 PANCHO & LEFTY MERLE HAGGARD/WILLIE NELSON (Epic FE 37958) CBS	—	75	37
9 METAL HEALTH QUIET RIOT (Pasha VFZ 38442) CBS	—	14	27	41 TEXAS FLOOD STEVIE RAY VAUGHAN (Epic BFE 38734) CBS	—	38	15	75 TAKE ANOTHER PICTURE QUARTERFLASH (Geffen GHS 4011) WEA	8.98	73	14
10 ALPHA ASIA (Geffen GHS 4008) WEA	8.98	5	7	42 FUTURE SHOCK HERBIE HANCOCK (Columbia FC 38814) CBS	—	49	6	76 TOO LOW FOR ZERO ELTON JOHN (Geffen GHS 4006) WEA	8.98	78	18
11 FLICK OF THE SWITCH AC/DC (Atlantic 7 80100-1) WEA	8.98	13	5	43 THE CROSSING BIG COUNTRY (Mercury 422-812 870-1 M-1) POL	8.98	58	3	77 JARREAU (Warner Bros. 9 23801-1) WEA	8.98	79	26
12 LET'S DANCE DAVID BOWIE (EMI America SO-17102) CAP	8.98	11	24	44 LIVING IN OZ RICK SPRINGFIELD (RCA AFL1-4660) RCA	8.98	45	24	78 FANTASTIC WHAMI U.K. (Columbia BFC 38911) CBS	—	87	7
13 RANT N' RAVE WITH THE STRAY CATS STRAY CATS (EMI America SO-17102) CAP	—	15	5	45 NO FRILLS BETTE MIDLER (Atlantic 7 80070-1) WEA	8.98	33	7	79 ARK THE ANIMALS (I.R.S./A&M SP-70037) RCA	8.98	81	5
14 GREATEST HITS AIR SUPPLY (Arista AL8-8024) RCA	8.98	18	8	46 PIECE OF MIND IRON MAIDEN (Capitol ST-12274) CAP	8.98	47	19	80 BETWEEN THE SHEETS THE ISLEY BROTHERS (T-Neck FZ 18674) CBS	—	74	20
15 COLD BLOODED RICK JAMES (Gordy/Motown 6043GL) MCA	8.98	17	6	47 THE LOOK SHALAMAR (Solar/Elektra 9 60239) WEA	8.98	37	10	81 KILROY WAS HERE STYX (A&M SP-3734) RCA	8.98	80	30
16 LAWYERS IN LOVE JACKSON BROWNE (Asylum 9 60268-1) WEA	8.98	8	8	48 DURAN DURAN (Capitol ST-12158) CAP	8.98	43	17	82 KILLER ON THE RAMPAGE EDDY GRANT (Ice/Portrait B&R 38554) CBS	—	76	25
17 REACH THE BEACH THE FIXX (MCA-39001) MCA	6.98	12	21	49 STAY WITH ME TONIGHT JEFFREY OSBORNE (A&M SP-4940) RCA	8.98	41	9	83 SERGIO MENDES (A&M SP-4937) RCA	8.98	77	22
18 SPEAKING IN TONGUES TALKING HEADS (Sire 9 23882-1) WEA	8.98	21	16	50 CUTS LIKE A KNIFE BRYAN ADAMS (A&M SP-4919) RCA	8.98	52	34	84 JANE FONDA'S WORKOUT RECORD (Columbia CX2 38054) CBS	—	85	72
19 STAYING ALIVE ORIGINAL SOUNDTRACK (RSO 813 269-1 Y-1) POL	9.98	16	13	51 WAR U2 (Island/Atco 7 90067) WEA	8.98	51	30	85 MARY JANE GIRLS (Gordy/Motown 6040GL) MCA	8.98	83	21
20 THE PRESENT THE MOODY BLUES (Threshold TRL-1-2902) POL	8.98	24	4	52 STOMPIN' AT THE SAVOY RUFUS AND CHAKA KHAN (Warner Bros. 9 23679-1) WEA	11.98	53	6	86 LA CAGE AUX FOLLES ORIGINAL CAST RECORDING (RCA Red Seal HBC1-4824) RCA	8.98	99	4
21 EYES THAT SEE IN THE DARK KENNY ROGERS (RCA AFL1-4697) RCA	8.98	26	4	53 EVERYBODY'S ROCKIN'/NEIL & THE SHOCKING PINKS NEIL YOUNG (Geffen GHS 4013) WEA	8.98	46	8	87 CLOSE TO THE BONE TOM TOM CLUB (Sire 9 23916) WEA	8.98	67	8
22 ELIMINATOR ZZ TOP (Warner Bros. 9 23774-1) WEA	8.98	22	26	54 BEST KEPT SECRET SHEENA EASTON (EMI America ST-17101) CAP	8.98	63	4	88 OLIVIA'S GREATEST HITS VOL. 2 OLIVIA NEWTON-JOHN (MCA-5347) MCA	8.98	86	54
23 KEEP IT UP LOVERBOY (Columbia OC 38701) CBS	—	20	15	55 FASTWAY (Columbia BFC 38662) CBS	—	50	20	89 BRANIGAN 2 LAURA BRANIGAN (Atlantic 7 80052-1) WEA	8.98	92	27
24 RHYTHM OF YOUTH MEN WITHOUT HATS (Backstreet BSR 39002) MCA	8.98	19	12	56 DRASTIC MEASURES KANSAS (CBS Associated OZ 38733) CBS	—	56	8	90 DIRTY LOOKS JUICE NEWTON (Capitol ST-12294) CAP	8.98	102	3
25 WHAT'S NEW LINDA RONSTADT (Asylum 9 60260) WEA	8.98	48	2	57 ON THE RISE THE S.O.S. BAND (Tabu FZ 38697) CBS	—	59	11	91 NAKED EYES (EMI America ST-17089) CAP	8.98	94	26
26 PUNCH THE CLOCK ELVIS COSTELLO AND THE ATTRACTIONS (Columbia FC 38897) CBS	—	23	9	58 STATE OF CONFUSION THE KINKS (Arista AL 8-8018) RCA	8.98	55	18	92 THE REAL MACAW GRAHAM PARKER (Arista AL8-8023) RCA	8.98	93	7
27 SHE WORKS HARD FOR THE MONEY DONNA SUMMER (Mercury 812 265-1 M-1) POL	8.98	25	13	59 LITTLE ROBBERS THE MOTELS (Capitol ST-12288) CAP	8.98	—	1	93 SUBJECT... ALDO NOVA ALDO NOVA (Portrait FR 38721) CBS	—	—	1
28 SWEET DREAMS (ARE MADE OF THIS) EURHYTHMICS (RCA AFL1-4681) RCA	8.98	28	17	60 HOLY DIVER DIO (Warner Bros. 9 23836-1) WEA	8.98	68	16	94 NEXT POSITION PLEASE CHEAP TRICK (Epic FE 38794) CBS	—	95	5
29 CARGO MEN AT WORK (Columbia OC 38660) CBS	—	29	23	61 ZEBRA (Atlantic 7 80054-1) WEA	8.98	57	26	95 JULIO JULIO IGLESIAS (Columbia FC 38640) CBS	—	90	29
30 PASSIONWORKS HEART (Epic OE 38800) CBS	—	39	5	62 H2O DARYL HALL & JOHN OATES (RCA AFL1-4383) RCA	8.98	60	50	96 CONTINUATION PHILIP BAILEY (Columbia FC 38725) CBS	—	114	4
31 1999 PRINCE (Warner Bros. 9 23720-1) WEA	10.98	30	47	63 VISIONS GLADYS KNIGHT & THE PIPS (Columbia FC 38205) CBS	8.98	54	21	97 ALWAYS ON MY MIND WILLIE NELSON (Columbia FC 37951) CBS	—	96	80
32 NO PARKING ON THE DANCE FLOOR MIDNIGHT STAR (Solar/Elektra 9 60241) WEA	8.98	34	14	64 FASCINATION THE HUMAN LEAGUE (Virgin/A&M SP-12501) RCA	8.98	62	18	98 HEADHUNTER KROKUS (Arista AL 9623) RCA	8.98	97	26
				65 BUSINESS AS USUAL MEN AT WORK (Columbia ARC 37987) CBS	—	64	66	99 BLOW YOUR OWN HORN HERB ALPERT (A&M SP-4949) RCA	8.98	110	4
				66 THE CLOSER YOU GET... ALABAMA (RCA AHL1-4633) RCA	8.98	66	30	100 MIKE'S MURDER ORIGINAL SOUNDTRACK — music by Joe Jackson (A&M SP-4931) RCA	8.98	123	3



# Cash Box Top Albums/101 to 200

October 8, 1983

		8.98	91	10
		8.98	100	25
		8.98	149	2
		6.98	104	7
		8.98	107	4
		8.98	82	21
		8.98	108	5
		8.98	—	1
		8.98	—	1
		8.98	111	6
		8.98	89	52
		8.98	109	8
		8.98	88	22
		—	—	1
		8.98	84	13
		—	98	21
		8.98	115	84
		—	101	9
		8.98	105	14
		9.98	116	18
		8.98	106	26
		8.98	121	27
		—	—	1
		10.98	117	16
		8.98	132	4
		—	113	13
		—	122	78
		8.98	129	7
		8.98	131	12
		8.98	112	11
		8.98	127	10
		8.98	128	7
		8.98	—	1
		8.98	150	3

		6.98	118	24
		8.98	120	37
		—	126	11
		8.98	119	19
		8.98	—	1
		—	151	3
		—	135	100
		8.98	157	2
		—	144	6
		8.98	173	2
		—	141	22
		—	161	3
		6.98	148	35
		8.98	—	1
		8.98	159	2
		8.98	162	2
		8.98	152	156
		8.98	167	2
		8.98	133	6
		8.98	130	39
		8.98	169	2
		8.98	158	10
		6.98	175	2
		8.98	160	6
		8.98	134	17
		8.98	125	27
		6.98	142	11
		14.98	138	17
		5.99	124	15
		8.98	147	6
		8.98	155	42
		8.98	172	3

		8.98	154	30
		8.98	171	3
		8.98	177	3
		—	139	38
		8.98	176	3
		8.98	146	7
		—	137	20
		8.98	156	17
		8.98	—	1
		8.98	165	12
		8.98	136	20
		—	143	11
		8.98	145	13
		8.98	164	20
		8.98	163	8
		8.98	140	17
		8.98	187	75
		—	168	19
		—	178	27
		8.98	189	47
		8.98	174	23
		8.98	183	24
		8.98	166	14
		8.98	170	15
		8.98	191	31
		—	182	21
		8.98	184	10
		8.98	188	22
		—	181	36
		8.98	190	17
		6.98	193	18
		—	194	108
		8.98	185	10

## ALPHABETIZED TOP 200 ALBUMS (BY ARTIST)

A Flock of Seagulls	178	Crosby, Stills & Nash	191	Iglesias, Julio	95	Marley, Bob	159	Prince	31	Tears For Fears	69
AC/DC	11	Culture Club	39	INXS	168	Mary Jane Girls	85	Quarterflash	75	Third World	140
Adams, Bryan	50	Daniels, Charlie	126	Iron Maiden	46	Maze	113	Queensryche	157	Tom Tom Club	87
Aerobics (Greggains)	166	DeBarge	136	Isley Brothers	80	Men At Work	29,65	Quiet Riot	9	Tosh, Peter	175
Air Supply	14	Def Leppard	4, 107, 185	Jackson, Michael	2	Men Without Hats	24	Rabbit, Eddie	152	Toto	127
Alabama	66, 117	Denver, John	148	James, Bob	123	Mendes, Sergio	83	Rainbow	73	Tubes	122
Alpert, Herb	99	Dio	60	James, Rick	15	Metheny, Pat	163	R.E.M.	135	Tucker, Louise	182
America	200	Duran Duran	48, 111	Jarreau	77	Midler, Bette	45	Richie, Lionel	71	Twisted Sister	156
Animals	79	Easton, Sheena	54	Jett, Joan	67	Midnight Star	32	Robinson, Smokey	153	Tyler, Bonnie	6
Ashford & Simpson	105	ELO	68	Joel, Billy	5	Mills, Stephanie	110	Rogers, Kenny	21, 151, 192	U2	51
Asia	10	Edmunds, Dave	193	John, Elton	76	Ministry	198	Ronstadt, Linda	25	Vaughan, Stevie Ray	41
Axe	170	Eurythmics	28	Jones, Rickie Lee	164	Moody Blues	20	Ross, Diana	115	Walsh, Joe	119
Aztec Camera	167	Faltskog, Agnetha	155	Jonzun Crew	181	Morris, Gary	176	Rufus & Chaka Khan	52	Wham! U.K.	78
B-52's	106	Fastway	55	Journey	33	Motels	59	Ryder, Mitch	190	Whispers	121
Bailey, Phillip	96	Fixx	17	Kajagoogoo	138	Mtume	116	S.O.S. Band	57	Williams, Deniece	185
Baker, Anita	172	Fonda, Jane	84	Kansas	56	Murphy, Eddie	118	Scandal	196	X	139
Belew, Adria	125	Franklin, Aretha	72	Kashif	160	Naked Eyes	91	Schilling, Peter	134	Y&T	104
Benatar, Pat	187	Fun Boy Three	179	King Sunny Ade	194	Nelson, Willie	97, 145, 199	Seeger, Bob	154	Yaz	131
Benson, George	38	Gabriel, Peter	124	Kinks	58	New Edition	129	Shalamar	47	Young, Neil	53
Berlin	147	Gang Of 4	150	Kiss	133	Newton-John, Olivia	88	Simon, Carly	109	Zapp	40
Big Country	43	Gap Band	35	Klugh, Earl	189	Newton, Juice	90	Slave	149	Zebra	61
Bowie, David	12, 173	Grant, Eddy	82	Knight, Gladys	63	Nicks, Stevie	7, 162	Spandau Ballet	37	ZZ Top	22
Branigan, Laura	89	Haggard, Merie	146	Krokus	98	Nova, Aldo	93	Springfield, Rick	44		
Brown, Jackson	16	Haggard & Nelson	74	Lakeside	195	Oingo Boingo	128	Spyro Gyra	101		
Bryson & Flack	36	Hall & Oates	62	Lattisaw, Stacy	112	One Way	177	Stanley, Michael Band	144		
Buffet, Jimmy	103	Hancock, Herbie	42	Laws, Ronnie	130	Osborne, Jeffrey	49	Stewart, Rod	70		
Cheap Trick	94	Hearth	30	Lewis, Huey & News	114	Palmer, Robert	188	Stray Cats	13, 161		
Commodores	142	Hiroshima	143	Loverboy	23, 141	Parker, Graham	92	Streisand, Barbra	171		
Coney, Hatch	158	Human League	64	Madness	102	Pink Floyd	186	Styx	81	Flashdance	3
Costello, Elvis	26	Hunter, Ian	80	Madonna	169	Plant, Robert	8	Summer, Donna	27	La Cage Aux Folles	86
Cougar, John	184	Hyman, Phyllis	197	Manhattan Transfer	108	Police	1	Taco	34	Mike's Murder	100
Crenshaw, Marshall	183	Idol, Billy	174	Manhattans	137	Ponty, Jean-Luc	132	Talking Heads	18	Return of the Jedi	120
										Staying Alive	19

## SOUNDTRACKS



# CLASSIFIEDS

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

## Classified Ads Close WEDNESDAY

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## ON JAZZ

(continued from page 17)

music and creating whether the industry recognized them or not." **OTHER DOWNTOWN NEWS** — Their strong titles notwithstanding, Gramavision isn't the only kid on the block when it comes to recording jazz in New York. The ever-steady India Navigation label has two new releases: "Aboriginal Affairs" by trombonist **Craig Harris**, and "Big And Warm" by **Big Nick Nicholas**. The Harris disc, which features an outstanding sextet with bassist **Anthony Cox**, drummer **Andre Strobert**, reedman **Ken McIntyre**, pianist **Donald Smith** and guitarist/bassist **Alonzo Gardner**, is the kind of superior, explorative fare one expects from India Nav. The Nicholas disc is something of a departure for the outfit: the Chicago tenor player is of course best known for his work with the **Dizzy Gillespie Big Band** of the late-forties, and was the inspiration for the **John Coltrane** composition "Big Nick" . . . Meanwhile, over at Soho's Brill Building, 611 Broadway, product just keeps poppin' from Europa Records. The outfit, which is having its greatest commercial success with the recently released "Live At The Drunken Boat" by **The Lounge Lizards**, has also released a fine solo disc by Brazilian percussionist **Nana Vasconcelos** entitled "Zumoi." And set for release is saxophonist **Jim Pepper's** first date as a leader since "Witchi-Tai-To." **fred goodman**

## POINTS WEST

(continued from page 10)

up following a successful career which spawned such 60s hits as "Willow Weep For Me" and "Yesterday's Gone." The two are also completing an LP for Rocshire Records to be released at month's end . . . **The Commodores** are selling out a number of large halls in the U.K. and reaction there to the band's 13th LP is equally impressive. We understand the group has incorporated a break dance routine into its shows, and members of the combo have reportedly lost 5-10 pounds each . . . Word has it the upcoming **Paul McCartney/Michael Jackson** video by **Bob Giraldi** recalls the flicks **Butch Cassidy & The Sundance Kid** and **Paper Moon** . . . **Johnny Carson, Eva Gabor** and **David Susskind** met up with MTV's **Gall Sparrow** at the Beverly Hills Hotel Polo Lounge, where the network regs supposedly heaped praise upon the cable music video channel . . . Hollywood's Lhasa Club hopes to attract the Friday-night Radio crowd on Oct. 1 when it initiates a new Saturday night program named "Loco-Motion," featuring local street dancers, guest rappers, graffiti art and live bands. **KGFJ's Dr. Jock** is set to man the wheels of steel, while local toaster **Ice T** serves as emcee. Open from 11 p.m. to 4 a.m., the Loco-Motion is the brainchild of musician **Ray Jarvis** . . . **jeffrey resner**

## AIRPLAY

(continued from page 16)

perience at country leader **WHN/New York**. Today, **Countdown** is heard on 100 affiliates coast-to-coast. The firm entered the adult contemp field next as they introduced Dick Clark's **Rock, Roll and Remember** series in February 1982. **The Great Sounds** program started up in late January of this year. Both programs clear over 100 stations. **Solid Gold Country**, termed by Salamon as the "first and only oldies show in country radio," debuted Labor Day weekend and already is close to 100 outlets. "None of the shows we've introduced have failed," Salamon noted, "and that's because they are created as a result of dialogue with radio. We stay in touch with stations, find out what they want, and then try and give them what they want." Salamon stressed that United prefers to see a show through on both the programming and advertiser's level before going on to another project. "There is a method to our madness," he said. "We don't just think up ideas, then run it up the flagpole to see if anyone salutes. We work very hard to maintain quality." According to Salamon, their present inventory of commercial units is high. "Right now, our number of units is bigger than the Source, RKO One, RKO Two, and ABC's Contemporary, FM and Direction Networks," he reported. United is looking ahead to continued success with their present features as well as special short-run programs similar to this summer's **Hall and Oates/Canada Dry** feature, and the four weekly **Hot Summer Rock** artist spotlights presented in conjunction with Atari. "We're also considering other than entertainment-type programs," revealed Salamon, but true to their careful planning, he did not reveal specifics. **HAPPY ANNIVERSARY, GENTLEMEN.** **WHIRLY BIRD** — Recently caught up with blues and gospel radio vet **Jimmy "Early" Byrd**, who finds himself general manager of **WZTN** in Montgomery, Alabama. The station was purchased by **Al Dixon** from an absentee owner, and Dixon's desire to make the former country-and-western outlet a strong black community-oriented radio station inspired him to give Byrd a buzz at **WUSS/Atlantic City**. Byrd's been playing the blues since 1952, and in 1960 became the first black DJ in Boston. "I was a trailblazer," said Byrd from his new Alabama base. "With a lot of support from the college kids we were able to bring **B.B. King, Jimmy Reed, Joe Tex, Taj Mahal** and people like that into the area." After a number of years on **WILD**, Byrd wanted to hook into the changing times. "I wanted and got this juicy tidbit drop. I worked at **WBCN**, and you know who I replaced? **Peter Wolf**, and he continued on with his music — of course, you know him from **J. Gells**." Byrd, a native of Plainfield, New Jersey, is far away from his Northeast surroundings, but is excited about his play into the blues belt. "We're going to play a lot of blues, we're getting heavy into the blues and gospel thing," he reported. "And I love it." Byrd, by the way, still finds time to pursue his love for boxing, and will continue to act as ring announcer for upcoming **ESPN** and **Top Rank** fight broadcasts. **harry weinger**

## EAST COASTINGS

(continued from page 11)

creasingly smaller circles. Eventually, I was lured into this small bar band by **Robbie Blunt**, and it proved to be the perfect environment. There was no announcement that I was going to perform, and I was actually able to just sing. Since then, I've worked continuously for two years to return to the level at which I can express myself beyond covering **B.B. King's** songs. I'm proud beyond belief. I've really carved out a new territory for myself musically." On business: "I don't know what the story is with **Swan Song** nowadays, but I don't have anything to do with it anymore because I wanted to stand alone. As soon as we lost **Bonzo**, we all knew we were alone. But **Swan Song** taught me one or two things. For an artist to create a label with the idea of having sympathy for other artists is fine and noble. But if you're also recording, it's hard to see your scruples through to the end. **Jimmy** and I took an interest in artists like **Pretty Things** and **Dave Edmunds**, and even though their trip couldn't happen, I would like to think that we were a catalyst but just couldn't be there to see them through their trials and tribulations. At this point, I'm in day-to-day contact with **Dave Glew** and **Doug Morris** at Atlantic, and I feel I'm starting over and carrying a different reputation. In the old days, nobody could get next to us. But I want people in places like South Dakota to be in possession of 'Big Log.'" On the difference between touring now and touring 10 years ago: "It's a lot more gentle now. A lot of that is that females now make up 10% of the audience. In the old days, all the beautiful women kept out of the way. Plus there's a remarkable age span. We get fans between 14 and 45, with some people too old to stand and others too young to sit down. The age segregation of the sixties was awful, and I must say it's wonderful to get away from it." On trying to measure up against the work of **Led Zeppelin**: "I don't think it's an impossible yardstick. Those days don't exist anymore, and I'm quite happy to be playing to crowds again." On the continued popularity of **Led Zeppelin**: "I think it was because of the variety. We did things to please ourselves, and that came through in every way. There are scads of imitators, but there was only one **Led Zeppelin** and that's the way it will always be." **fred goodman**

## Jarreau Considers "King" Cole Biopic

**LOS ANGELES** — Pop artist **Al Jarreau** has signed a deal with Cannon Films in which he will star in a feature movie. Scripts are currently being considered with a possible choice being the **Nat King Cole** story.

## Disney Channel Offers Blues Show

**LOS ANGELES** — The Disney Channel's first music special, "Chicago on the Good Foot," a show highlighting blues music of the Windy City has been offered to National Public Radio's 280 member stations for stereo simulcast Saturday, November 12.



# CASH BOX

October 8, 1983

## AROUND THE ROUTE

by Camille Compasio

Officers of AMOA and NCMI (National Coin Machine Institute) met in New York recently for the purpose of addressing the various problems facing the coin machine industry at the present time and discussing possible solutions along with the mutual development of programs that will meet the needs of operators and help strengthen their businesses. NCMI's executive director **Herb Beitel** told **Cash Box** that a follow-up meeting has been scheduled to be held in New Orleans during the AMOA convention.

**Mark McCleskey** departed his post as sales veepee at Data East.

**Bob Rondeau**, veepee of Bally Midwest-Green Bay, Wisconsin recently celebrated his 25th year with the Bally organization and his 35th year in coinbiz. **Cash Box** felicitations, Bob — and here's to your next 25!

Dateline Hialeah, home of Centuri and the newly released "Aztarac" video game, which has just been sample shipped to distrib. Game offers a space action theme, the object being to defend star bases (which are named after the signs of the zodiac) against alien attack. Speed and difficulty increase as the game progresses. Sales chief **Tom Siemieniec** reports that initial reaction has been

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## Major Manufacturers, Suppliers Sign Up For ASI '84 Trade Show

CHICAGO — With more than two-thirds of the available booth space for the 1984 Amusement Showcase International (ASI) sold out in less than a month after the show's official announcement, the annual exposition is headed toward "a highly successful launch," according to convention officials.

The first annual ASI convention is being sponsored by the Amusement Game Manufacturers Association (AGMA) and the Amusement & Vending Machine Distributors Association (AVMDA). It will be held at the Expocenter in Chicago during the period of February 17-19, 1984.

A majority of the companies reserving ASI space met at the convention site on September 15 for a lottery to select space assignments. Sixty percent of the show's space was assigned by the close of the lottery and this includes all of the larger island booths at the Expocenter. Show officials report that booth sales have continued at a very brisk pace since the lottery.

"The early commitment of so many companies to ASI proves the time is right for the coin-operated amusement industry to sponsor its own trade show," observed Joe Robbins, president of the Amusement Game Manufacturers Association.

Donn W. Sanford, CAE, managing director, ASI, noted "The enthusiasm of ASI exhibitors is evident in three major areas. Besides the early commitment of major companies to exhibit, these firms are purchasing larger exhibit spaces than they have occupied in

other shows, and are already aggressively marketing the show to operators, encouraging them to attend the show."

With a majority of the industry's major suppliers committed to the show, efforts in the coming weeks will be centered upon bringing the industry's small and medium sized suppliers into the fold. Dozens of standard sized booths, in prime locations on the show floor, remain available.

"Companies who want to talk face-to-face with the world's most important distributors and operators, and to effectively influence their buying decisions should act now to assure they aren't left out due to a lack of space," Robbins pointed out.

The 1984 ASI convention will feature the exhibition of a full line of coin-operated equipment and provide a broad range of seminar and workshop topics in a convenient downtown Chicago location.

The companies who have committed for space include the following: **Arachnid, Atari, Bally Mfg. Corp., Mylstar Electronics, Namco-America, Inc., Nichibutsu USA Corp., Centuri, Cinematronics, Coin Acceptors, Inc., Coin Controls, Inc., Data East, Destron, Inc., Digital Controls, Inc., Dynamo Corp., Eastern Micro Electronics, Electro-Sport, Inc., Entertainment Enterprises, Ltd., Exidy, Inc., Game Plan, Inc., Greyhound Elect., Inc., House of Cards, Inc., Konami, Loewen American, Logitec Corp., Merit Industries, Nintendo of America, Omaco Enterprises, Inc., Penn-Ray**

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Manufacturers Equipment .....	34

# COIN MACHINE





**ASI SHOW LOTTERY** — The Amusement Showcase International (ASI) recently held a lottery to determine booth placement for the group's 1984 trade exposition. Pictured in the photo on the left are Gary Stern (r) president of Stern Electronics, Inc. with his marketing director Lauren Bromley, discussing their space selection.



tion; and Atari's Mariann Layne looking over the floor plan to determine her firm's requirements. The photo on the right depicts the lottery selection as AGMA's Glenn Braswell (upper left) observes while Atari, Bally and Sente draw numbers to determine space selection.

## Coleco Picks Up Dragon's Lair

CHICAGO — Coleco Industries, Inc., and StarCom, Inc., have announced the signing of a licensing agreement wherein StarCom\* granted Coleco the exclusive, worldwide rights to manufacture home video game and home computer software representing "Dragon's Lair" — the fully animated video arcade game.

Recognized by the industry as a breakthrough in video game design, Dragon's Lair is reportedly the first video arcade game to combine advanced computer technology, developed by Advanced Microcomputer Systems, with full animation designed by Don Bluth Studios. Using a high resolution laser disc, Dragon's Lair provides an entirely new form of entertainment — the "participatory movie."

The storyline of the three-dimensional Dragon's Lair presents Dirk the Daring as a sometimes-clumsy knight who embarks on a quest to save the Princess Daphne from a dangerous dragon. His course takes him

through a huge castle, replete with wicked foes and magical threats.

The scenario is controlled by the player, whose skill in directing Dirk's actions determines the sequence and outcome of the "movie" game.

The Dragon's Lair video arcade game is manufactured by Cinematronics of El Cajon, California, which began shipments of the coin-op machine to arcades nationally in July, 1983. Within weeks of its placement, Dragon's Lair became the top arcade game, and has grossed in excess of \$14 million to date.

In 1984, Coleco will market the only official Dragon's Lair electronic product for home use. The product is expected to have significant impact on the home electronics/entertainment industry, and for reasons of confidentiality, the company is not releasing format specifications at this time.

\*StarCom is a joint venture of Cinematronics, Inc., Don Bluth Studios and Advanced Microcomputer Systems.

## Dynamo Bows New Table Soccer Game

LOS ANGELES — Dynamo Corporation recently introduced a significantly improved model soccer table, with features such as new playing handles reduced in size, constructed from a rubber-like moisture-absorbent material to aid in the player's grip.

## CALENDAR

1983

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

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

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

## Vid Game 'Hall Of Fame' Planned

CHICAGO — A very ambitious project, the first Video Game Hall of Fame, which will focus on the first seven years of video game history, is being planned in Ottumwa, Iowa. The brainchild of Walter Day, of The Twin Galaxies arcade in Ottumwa, this undertaking has attracted the interest of manufacturers who, as early as September of 1982, began submitting different artifacts from video game history to The Twin Galaxies International Scoreboard.

"We have been given many manuals and colorful marquee from games of historical significance," Day reported. "The only items still needed for the 'Hall' are the games themselves. Getting the games may be the hardest part of our endeavor," he added. "Almost every game put out between 1973 and 1980 is probably in mothballs in someone's warehouse and may be difficult to find... (or) these older games may be in considerable disrepair and look quite beat."

Until a building is found for the museum-type exhibit, the displays will be housed at the Twin Galaxies in about 2,000 sq. ft. of space, which is being set aside for the games and story boards. Day sees this effort as "a major plus for the industry."

During the Christmas vacation, large numbers of players are expected to visit Twin Galaxies to work as volunteers on the Hall of

## AVMDA Meet Set For Oct. 27

CHICAGO — The Amusement and Vending Machine Distributors Association has scheduled its third annual general membership meeting for Thursday, Oct. 27, which is the day preceding the official opening of AMOA Expo '83 in New Orleans.

The meeting will take place from 9 a.m. until noon in the Marlborough "A" Room of The New Orleans Hilton, with an election of officers and board members highlighting the agenda. AVMDA is currently finalizing arrangements for the full program.

## Bally Names Keesee To Exec. VP Post

CHICAGO — Roger N. Keesee has been appointed an executive vice president of Bally Manufacturing Corp., as announced by Robert E. Mullane, president and chairman of the board.

A 23-year veteran with the General Electric Company, Keesee most recently served as general manager, Manufacturing Department, Video Products Business Division.

His General Electric career has spanned virtually every area of video and microwave manufacturing and development. This includes positions as general manager, Television Manufacturing; product general manager, Power Line Carrier Products and manager, Manufacturing-Multiplex Microwave and PCM Carriers.

He was awarded an Electrical Engineering degree from Virginia Polytechnic Institute and completed his Masters work in Electronics Engineering from the University of Virginia.

"Keesee will bring a depth of experience and strategic technological knowledge to Bally's multifaceted manufacturing operations," Mullane said. "In his position he will oversee the company's manufacturing expansion in all areas of Bally's leisure-time, entertainment markets," he added.

Keesee, his wife and three children presently reside in Williamsburg, Va. They will be moving to the Chicago area in the near future.

## AMOA EXPOSITION 1983

... "Reflecting A Proud Industry" ...



THE RIVERGATE, NEW ORLEANS, LOUISIANA  
HILTON HOTEL, HEADQUARTERS

OCTOBER 27-30, AMOA EDUCATION PROGRAMS  
OCTOBER 28-29-30, INTERNATIONAL EXPOSITION

AMOA's International Trade Show for Coin-Operated Games, Music and Allied Products

## ASI Trade Show

(continued from page 31)

Sutra Corp., R.H. Belam Co., Inc., Rock-Ola Mfg. Corp., Roger Williams Mint, Rowe International, Inc., Sente, Simutrek, Inc., Standard Metal Typer, Stern Electronics, Taito America Corp., Tech Vend Marketing, Universal U.S.A., Inc., U.S. Billiards, Inc., The Valley Company, Venture Line, Inc., Video Music International, Inc., Wells Gardner Elec. and Wico Corp.

Further information about the convention may be obtained by contacting ASI at 4300-L Lincoln Ave. Rolling Meadows, Illinois 60008 or by phoning 312-359-8160.



## AROUND THE ROUTE

(continued from page 31)

"positive" and he's now awaiting additional distrib feedback.

A full entourage of coinbiz luminaries were in Chicago, September 15, to participate in the lottery for space at the February 17-19, 1984 Amusement Showcase International (ASI) convention. Based on the impressive list of firms represented, it looks like this first-time event will be a biggie. (see story elsewhere in this issue).

Belated birthday greetings to **Gus Tartol** of Singer One Stop For Ops, who celebrated the occasion on September 19 at a "surprise" birthday party at Tony's Restaurant in Chicago — surrounded by his many record-biz and coinbiz friends.

In the mail. Here's word from E.T. Marketing, Inc. of Tempe, Arizona of some new additions to the Enter-Tech line of Moppet Video games, which are geared to the 4-8 year-old age bracket. The models are "Tugboat," "Desert Race," "Leprechaun" and "Pirates Treasure." The firm reports a tremendous amount of interest in the line (and good earnings reports) from Bally Midway's Aladdin's Castle arcades, Chuck E. Cheese Pizza Time Theatres, and Show Biz Pizza Stores, as well as other locations where you would find youngsters of this age. E.T., who is marketing this line for Enter Tech of Tempe, is offering the games at a special introductory price, for a limited time. For further information contact the company at 825 S. Hohokam, Tempe, Arizona, 85281 or phone the toll free number 1-800-426-0676.

**Clarence B. Neargarder**, education chairman of OMAA, the Ohio state organization, is undergoing treatment at Columbus University hospital, on an alternating basis, which will continue for several months. He would welcome cards and letters from his friends in the industry, at the following address: Route 3, Box 48, St. Marys, Ohio 45885 . . . OMAA's executive director **Judy Martin**, we are happy to report, is back at her desk after a ten-week absence following major surgery.

Hear tell that a well known coinbiz figure will soon relocate to the Chicago area to accept an executive position with a major games manufacturer.

In its most recent newsletter, WAMO (the Wisconsin state association) urged its members to support Senate bill 1734 known as the Coin-Operated Phorecord Player (Copyright Act of 1983), which was proposed by **Senator Ed Zorinsky** (d. Nebraska) in early August of this year. The bill calls for the establishment of a \$50 one-time-only licensing fee on new jukeboxes (thus scrapping the CRT decision to escalate such fees until 1990). To dramatize the effects of copyright fees on the industry WAMO pointed out that in the state of Wisconsin alone there was a significant drop in the number of licensed operators and jukeboxes in locations over a one year period. In 1983, there were 126 operators licensed to operate jukeboxes (as opposed to 181 in 1982) and 4,292 jukeboxes in Wisconsin locations (as opposed to 5,237 in 1982), which exemplifies the depressed state of the industry, according to WAMO.



**CINEMATRONICS ATTEMPTS TO SMITE VID DISC WOES** — El Cajon, California-based Cinematronics, the manufacturers of the first video disc controlled coin-op amusement game, "Dragon's Lair" is currently holding a special service seminar to instruct ops

and technicians how to repair the revolutionary new machines. Pictured above are two of the game's animated screens flanking the center photo of the innovative upright piece.

## New Equipment

### The Love Machine

CHICAGO — Bhuzac International, Inc. of Foster City, California, announced the release of its latest coin-operated product, "Love Meter," an upright novelty game, rich in sounds and graphics.

As the name implies, Love Meter tests the romantic appeal of the player and subsequently displays a message depicting his or her love-power in the range of "Slow" to "Dynamite" and "Cold" to "Raver." After inserting a coin the player places one hand into the appropriate love sensor. The Love Meter computer acknowledges signals from the love sensor and generates a series of light flashes and sounds as it works to select the random love message.

Attractively designed, this piece occupies very little floor space and can be placed in any high traffic area. The cabinet is constructed of heavy duty plywood with lovebirds screened on the front and sides. Its operation is totally electronic and, with the exception of the coin acceptor, has no moving mechanical parts.

Total service and spares to support the Love Meter are maintained in the Bhuzac facilities. Further information may be obtained by contacting the company at 384 A Foster City Blvd., Foster City, CA 94404 or phoning 415-341-5200.



# COX BOIN

MACHINE

## AND MUSIC: THE BEST OF BOTH WORLDS



## PINBALL MACHINES

### BALLY

Vector (2/82)  
Mr. & Mrs. Pac-Man (5/82)  
Rapid Fire (5/82)  
Spectrum (8/82)  
Speakeasy, 2-pl. (9/82)  
Grand Slam (4/83)  
Goldball (7/83)

### GOTTLIEB (see MYLSTAR)

### MYLSTAR

Haunted House (2/82)  
Devil's Dare (4/82)  
Caveman Pin/Video (5/82)  
Rocky (8/82)  
Spirit (9/82)  
Punk (11/82)  
Q\*bert's Quest (2/83)  
Super Orbit (4/83)  
Royal Flush Deluxe (4/83)  
Amazon Hunt (5/83)  
Rack 'Em Up (7/83)  
Ready, Aim, Fire (8/83)

### STERN

Orbitor I (4/82)

### WILLIAMS

Hyperball Pin/Video (2/82)  
Cosmic Gunfighter (7/82)  
Defender (2/83)  
Warlok (2/83)  
Joust, 2-pl. (3/83)  
Time Fantasy (4/83)  
Firepower II (8/83)

### ZACCARIA

Soccer King

## VIDEO GAMES (upright)

### ATARI

Dig Dug (4/82)  
Dig Dug Cabaret (4/82)  
Kid Kangaroo (6/82)  
Gravitar (8/82)  
Pole Position (12/82)  
Millipede (12/82)  
Liberator (12/82)  
Quantum (12/82)  
Xevious (2/83)  
Food Fight (4/83)  
Star Wars (7/83)

### BALLY/MIDWAY

Kick-Man (1/82)  
Kick-Man Mini-Myte (1/82)  
Ms. Pac-Man (2/82)  
Ms. Pac-Man Mini-Myte (2/82)  
Bosconian (2/82)  
Bosconian Mini-Myte (2/82)  
Tron (8/82)  
Tron Mini-Myte (8/82)  
Solar Fox (8/82)  
Solar Fox Mini-Myte (8/82)  
Satan's Hollow (10/82)  
Blueprint (11/82)  
Blueprint Mini-Myte (11/82)  
Super Pac-Man (11/82)  
Burger Time (11/82)  
Domino Man (12/82)  
Baby Pac-Man, pin/vld (12/82)  
Bump 'N' Jump (2/83)  
Journey (4/83)  
Mappy (6/83)  
Discs of Tron (9/83)

### CENTURI

The Pit (3/82)  
Loco-Motion (3/82)  
D-Day (3/82)  
Tunnel Hunt (7/82)  
Swimmer (10/82)  
Time Pilot (12/82)  
Gyruss (5/83)

### CINEMATRONICS

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

# MANUFACTURERS EQUIPMENT

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

### DATA EAST

Explorer (9/82)  
Burger Time (11/82)  
Bump 'N' Jump (2/83)  
Destiny, non-video (9/83)  
Bega's Battle laserdisc (9/83)

### EXIDY

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

### GAME PLAN

Pot Of Gold (2/82)  
Hold 'Em Poker (3/83)

### GAMETECNIKS

Tri-Pool (1/82)

### GDI

Slither (8/82)

### GOTTLIEB (see MYLSTAR)

### INTERLOGIC, INC.

Roc 'N' Rope (6/83)

### INTREPID MARKETING

Beezer (1/83)

### MYLSTAR

Reactor (7/82)  
Q\*bert (12/82)  
Mad Planets (3/83)  
Krull (5-83)  
Juno First (7/83)  
M.A.C.H. 3, LaserDisc (10/83)

### NAMCO AMERICA

Sweet Licks (4/82)

### NICHIBUTSU USA

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

### NINTENDO

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

### ROCK-OLA

Eyes (7/82)  
Nibbler (11/82)  
Rocket Racer (3/83)

### SEGA/GREMLIN

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

### STERN

Jungler (2/82)  
Frenzy (5/82)  
Tazz-mania (5/82)  
Tutankham (7/82)  
Dark Planet (11/82)  
Lost Tomb (2/83)  
Bagmann (2/8)  
Mazer Blazer (3/83)  
Cliff Hanger (9/83)

### TAITO AMERICA

Qix (10/81)  
Alpine Ski (3/82)  
Wild Western (5/82)  
Electric Yo-Yo (5/82)  
Kram (5/82)  
Space Dungeon (7/82)  
Jungle King (9/82)  
Jungle Hunt (11/82)  
Front Line (12/82)  
Zoo Keeper (4/83)  
Elevator Action (7/83)  
Change Lanes (7/83)

### THOMAS AUTOMATICS

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

### WILLIAMS

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

### ZACCARIA

Money Money (7/83)

## COCKTAIL TABLES

### AMSTAR

Phoenix

### ATARI

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

### BALLY/MIDWAY

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

### CENTURI

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

### ELCON

Diversions booth size (9/81)

### GAME PLAN

Shark Attack (5/81)

### GAMETECNIKS

Tri-Pool (1/82)

### GDI

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

### GOTTLIEB (see MYLSTAR)

### MYLSTAR

Q\*BERT (6/83)

### SEGA/GREMLIN

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

### STERN

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

### TAITO AMERICA

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

### THOMAS AUTOMATICS

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

### WILLIAMS

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

## PHONOGRAPHS

Lowen-NSM Consul Classic  
Lowen-NSM Prestige ES-2  
Lowen-NSM 240-1  
Lowen-NSM Satellite 200  
Rock-Ola Grand Salon II Console (9/80)  
Rock-Ola 484 (11/80)  
Rock-Ola 481 Max 2 (1/81)  
Rock-Ola Deluxe (10/82)  
Rock-Ola 488 (10/82)  
Rock-Ola 476, furniture model  
Rowe R-85 (10/80)  
Rowe Jewel  
Rowe R-87 (10-82)  
Seeburg Phoenix (12/80)  
Star Gaze, Video Jukebox  
Stern/Seeburg DaVinci (7/81)  
Stern/Seeburg VMC (11/81)  
VMI Startime Video Jukebox  
Wurlitzer Cabarina  
Wurlitzer Tarock  
Wurlitzer Atlanta  
Wurlitzer Silhouette

## POOL, SHUFFLE, TABLE GAMES, ETC.

Irving Kaye Silver Shadow  
Irving Kaye Lion's Head  
Dynamo Model 37  
Dynamo-The Tournament Foosball (5/82)  
Dynamo Big D pool table (9/83)  
I.C.E., Chexx  
TS Tournament Eight Ball  
U.B.I. Bronco  
Valley Cougar  
Valley Tiger Cat Bumper Pool (6/82)  
Valley Cougar Cheyenne (8/82)  
Williams Big Strike shuffle alley

## CONVERSION KITS

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



# THE JUKEBOX PROGRAMMER

indicates new entry

## POP

- 1 **TELL HER ABOUT IT**  
BILLY JOEL (Columbia 38-04012)
- 2 **THE SAFETY DANCE**  
MEN WITHOUT HATS (Backstreet/MCA BSR-52232)
- 3 **PUTTIN' ON THE RITZ**  
TACO (RCA PB-50727)
- 4 **(SHE'S) SEXY + 17**  
STRAY CATS (EMI America B-8168)
- 5 **TOTAL ECLIPSE OF THE HEART**  
BONNIE TYLER (Columbia 38-03906)
- 6 **SWEET DREAMS (ARE MADE OF THIS)**  
EURYTHMICS (RCA PB-13533)
- 7 **KING OF PAIN**  
THE POLICE (A&M 2569)
- 8 **EVERY BREATH YOU TAKE**  
THE POLICE (A&M 2542)
- 9 **TRUE**  
SPANDAU BALLET (Chrysalis/CBS VS4 42720)
- 10 **MANIAC**  
MICHAEL SEMBELLO (Casablanca/PolyGram 812 516-7)
- 11 **MAKING LOVE OUT OF NOTHING AT ALL**  
AIR SUPPLY (Arista ASI 9056)
- 12 **PROMISES, PROMISES**  
NAKED EYES (EMI America B-8170)
- 13 **BURNING DOWN THE HOUSE**  
TALKING HEADS (Sire 7-29565)
- 14 **DON'T CRY**  
ASIA (Gaffan 7-29571)
- 15 **ALL NIGHT LONG (ALL NIGHT)**  
LIONEL RICHIE (Motown 1698MF)
- 16 **FAR FROM OVER**  
FRANK STALLONE (RSO/PolyGram 815 023-7)
- 17 **ONE THING LEADS TO ANOTHER**  
THE FIXX (MCA 52264)
- 18 **LAWYERS IN LOVE**  
JACKSON BROWNE (Asylum 7-69826)
- 19 **MODERN LOVE**  
DAVID BOWIE (EMI America B-8177)
- 20 **CHINA GIRL**  
DAVID BOWIE (EMI America B-8185)
- 21 **SITTING AT THE WHEEL**  
THE MOODY BLUES (Threshold/PolyGram TR 604)
- 22 **HUMAN NATURE**  
MICHAEL JACKSON (Epic 34-04026)
- 23 **ISLANDS IN THE STREAM\***  
KENNY ROGERS DUET WITH DOLLY PARTON (RCA PB-13615)
- 24 **BIG LOG**  
ROBERT PLANT (Es Paranza/Atlantic 7-99844)
- 25 **DR. HECKYLL & MR. JIVE**  
MEN AT WORK (Columbia 38-04111)
- 26 **FOOLIN'\***  
DEF LEPPARD (Mercury/PolyGram 814 178-7)
- 27 **SHE WORKS HARD FOR THE MONEY**  
DONNA SUMMER (Mercury/PolyGram 812 604-7)
- 28 **UPTOWN GIRL\***  
BILLY JOEL (Columbia 38-04149)
- 29 **HOT GIRLS IN LOVE**  
LOVERBOY (Columbia 38-03914)
- 30 **LOVE IS A BATTLEFIELD\***  
PAT BENATAR (Chrysalis/CBS VS4 42732)

## COUNTRY

- 1 **DON'T YOU KNOW HOW MUCH I LOVE YOU**  
RONNIE MILSAP (RCA PB-13564)
- 2 **SCARLET FEVER**  
KENNY ROGERS (Liberty P-B-1503)
- 3 **PARADISE TONIGHT**  
CHARLY McCLAIN & MICKEY GILLEY (Epic 34-04007)
- 4 **NEW LOOKS FROM AN OLD LOVER**  
B.J. THOMAS (Clavaland Int'l/CBS 38-03985)
- 5 **WHAT AM I GONNA DO**  
MERLE HAGGARD (Epic 34-04006)
- 6 **LADY DOWN ON LOVE**  
ALABAMA (RCA PB-13590)
- 7 **NOBODY BUT YOU**  
DON WILLIAMS (MCA-52245)
- 8 **ISLANDS IN THE STREAM**  
KENNY ROGERS & DOLLY PARTON (RCA PB-13615)
- 9 **YOU'VE GOT A LOVER**  
RICKY SKAGGS (Epic 34-04044)
- 10 **BABE, WHAT ABOUT YOU**  
CRYSTAL GAYLE (Warnar Bros. 7-29582)
- 11 **HOLD ON I'M COMIN'**  
WAYLON JENNINGS & JERRY REED (RCA PB-13580)
- 12 **THE WIND BENEATH MY WINGS**  
GARY MORRIS (Warnar Bros. 7-29532)
- 13 **TOO HOT TO SLEEP**  
LOUISE MANDRELL (RCA PB-13567)
- 14 **SOMETIMES I GET LUCKY AND FORGET**  
GENE WATSON (MCA-52243)
- 15 **YOU PUT THE BEAT IN MY HEART**  
EDDIE RABBITT (Warnar Bros. 7-29512)
- 16 **FLIGHT 309 TO TENNESSEE**  
SHELLY WEST (Warnar/Viva 7-29659)
- 17 **SOMEBODY'S GONNA LOVE YOU**  
LEE GREENWOOD (MCA-52257)
- 18 **NIGHT GAMES**  
CHARLEY PRIDE (RCA PB-13542)
- 19 **IF IT WAS EASY**  
ED BRUCE (MCA-52251)
- 20 **WHY DO WE WANT WHAT WE KNOW WE CAN'T HAVE\***  
REBA McENTIRE (Mercury/PolyGram 812 835-7)
- 21 **GUILTY\***  
THE STATLER BROTHERS (Mercury/PolyGram 812 988-7)
- 22 **HOW COULD I LOVE HER SO MUCH**  
JOHNNY RODRIGUEZ (Epic 34-03972)
- 23 **YOUR LOVE SHINES THROUGH\***  
MICKEY GILLEY (Epic 34-04018)
- 24 **ANYBODY ELSE'S HEART BUT MINE**  
TERRI GIBBS (MCA-52252)
- 25 **ONE OF A KIND PAIR OF FOOLS**  
BARBARA MANDRELL (MCA-52258)
- 26 **I'M ONLY IN IT FOR THE LOVE**  
JOHN CONLEE (MCA-52231)
- 27 **HEY BARTENDER**  
JOHNNY LEE (Full Moon/Elaktra 7-29605)
- 28 **WILD MONTANA SKIES**  
JOHN DENVER/EMMYLOU HARRIS (RCA PB-13562)
- 29 **WHY DO I HAVE TO CHOOSE**  
WILLIE NELSON (Columbia 38-03965)
- 30 **BREAKIN' DOWN**  
WAYLON JENNINGS (RCA PB-13543)

## BLACK CONTEMPORARY

- 1 **ROCKIT**  
HERBIE HANCOCK (Columbia 38-04054)
- 2 **COLD BLOODED**  
RICK JAMES (Gordy/Motown 1687GF)
- 3 **PARTY TRAIN**  
THE GAP BAND (Total Experience/PolyGram TE8209)
- 4 **JUST BE GOOD TO ME**  
THE S.O.S. BAND (Tabu/CBS ZS4 03955)
- 5 **YOU'RE NUMBER ONE (IN MY BOOK)**  
GLADYS KNIGHT & THE PIPS (Columbia 38-04033)
- 6 **I CAN MAKE YOU DANCE (PART I)**  
ZAPP (Warnar Bros. 7-29553)
- 7 **TONIGHT I CELEBRATE MY LOVE**  
PEABO BRYSON/ROBERTA FLACK (Capitol B-5242)
- 8 **FREAK-A-ZOID**  
MIDNIGHT STAR (Solar/Elaktra 7-69828)
- 9 **AIN'T NOBODY**  
RUFUS AND CHAKA KHAN (Warnar Bros. 7-29555)
- 10 **DON'T YOU GET SO MAD**  
JEFFREY OSBORNE (A&M 2561)
- 11 **I KNOW**  
PHILIP BAILEY (Columbia 38-03968)
- 12 **GET IT RIGHT**  
ARETHA FRANKLIN (Arista ASI-9034)
- 13 **STOP DOGGIN' ME AROUND**  
KLIQUE (MCA52250)
- 14 **DEAD GIVEAWAY**  
SHALAMAR (Solar/Elaktra 7-69819)
- 15 **ALL NIGHT LONG (ALL NIGHT)**  
LIONEL RICHIE (Motown 1698MF)
- 16 **PILOT ERROR**  
STEPHANIE MILLS (Casablanca/PolyGram 814 142-7)
- 17 **YOU BROUGHT THE SUNSHINE (INTO MY LIFE)**  
THE CLARK SISTERS (Westbound/Elaktra 7-69810)
- 18 **IS THIS THE END**  
NEW EDITION (Streetwise SWRL 1111)
- 19 **SHE WORKS HARD FOR THE MONEY**  
DONNA SUMMER (Mercury/PolyGram 812 370-7)
- 20 **LADY LOVE ME (ONE MORE TIME)**  
GEORGE BENSON (Warnar Bros. 7-29563)
- 21 **HOW DO YOU KEEP THE MUSIC PLAYING**  
JAMES INGRAM AND PATTI AUSTIN (Qwest/Warnar Bros. 7-29618)
- 22 **I.O.U.**  
FREEEZ (Streetwise SWRL 2210)
- 23 **DEEPER IN LOVE**  
TAVARES (RCA PB-13611)
- 24 **CHOOSEY LOVER**  
THE ISLEY BROTHERS (T-Neck/CBS ZS4 03994)
- 25 **ONLY YOU**  
COMMODORES (Motown 1694MF)
- 26 **HIGH-RISE**  
ASHFORD & SIMPSON (Capitol B-5250)
- 27 **MY FIRST LOVE\***  
RENE & ANGELA (Capitol B-5272)
- 28 **CRAZY**  
MANHATTANS (Columbia 38-03939)
- 29 **SHAKE IT UP\***  
SLAVE (Cotillion/Atco 7-99838)
- 30 **MIRACLES**  
STACY LATTISAW (Cotillion/Atco 7-99855)

## RECORDS TO WATCH

**A STRANGER IN HER BED** — Randy Parton — RCA  
**DANCE LITTLE JEAN** — Nitty Gritty Dirt Band — Liberty  
**FOREVER BY YOUR SIDE** — The Manhattan — Columbia  
**GIRL'S NIGHT OUT** — Ladies' Choice — Streetwise  
**IT'S ALL IN THE GAME** — Merle Haggard — MCA  
**LET'S GET TOGETHER** — One Way — MCA  
**MY TOWN** — Michael Stanley Band — EMI America

**ON TARGET** — The Jones Girls — RCA  
**SEND HER MY LOVE** — Journey — Columbia  
**SUPERSTAR** — Lydia Murdock — Team  
**THE MONKEY TIME** — The Tubes — Capitol  
**TRULY BAD** — Ron Banks — CBS Associated  
**KISS ME DARLING** — Stephanie Winslow — MCA  
**DON'T COUNT THE RAINY DAYS** — Michael Murphey — Liberty

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