

CASHBOX

May 28, 1983

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NEW FACES TO WATCH
Chris DeBurgh
Rare Silk



David Allen Coe

AMY HOLLAND



PRODUCED BY MICHAEL McDONALD

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◆ FEATURING THE SINGLE "ANYTIME YOU WANT ME" ◆

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EDITORIAL What Does It Mean?

While all of the activity in the industry today — major changes of regimes at labels, distributors closing, labels hopping from indies to branches and back again — it almost seems like the dark days of 1980, when the recession really took a stranglehold on the music business. However, rather than signalling the beginning of a new downward spiral, all of this current activity somehow seems of a more positive and optimistic nature.

Sure, it's never a cause for celebration when someone loses a job, a company loses a client or a business folds altogether, but sometimes drastic changes can work out for the better. Maybe the fact that so many labels, distributors, individuals and so on are working so hard to make things happen signals that we are all moving ahead once again.

The recession has taught us many lessons, and the strides of those who learned them are becoming more and more evident with each passing day.

What is beginning to emerge from more than two years of cutting back in desperation is an industry that is probably more efficient man-for-man than it has been in a long time — those individuals and companies that refused to learn the lessons departed long ago.

The industry is now on the verge of new breakthroughs in the months and years ahead. Through such pioneering projects as MTV, a new promotional medium has been opened for the industry (and even forced radio to become more open in the meantime). Technological advances like the Compact Disc (CD) and AM stereo also represent new areas that may blossom into something big if handled right. And on top of all of that, sales are perking up again.

The picture is still a little muddied right now, but from all indications so far, we should be able to look forward to a good rest of the year.

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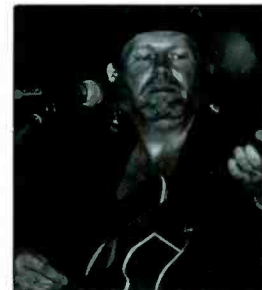
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ON THE COVER

It's been a long, hard struggle for David Allen Coe to receive any kind of commercial notoriety in spite of his wide-ranging abilities to tackle just about any style of music — rock, the blues, R&B — within the context of a country song. For years, Coe refused to compromise his eclectic tastes to satisfy the stringent needs of radio programmers, and, without the advantage of airplay, he still acquired a massive cult following. Now, with the attainment of his first Top 5 country record, "The Ride," the entire country audience is becoming aware of the controversial "mysterious rhinestone cowboy."

Coe's past life — which has included polygamy and a prison sentence — has been the fodder of many a sensational media piece, but D.A.C. is moving beyond history into a new age, and the turning point is a chunk of country music history — "The Ride" — a song that pays tribute to the ghost of Hank Williams. A part of his "Castles In The Sand" masterpiece, the tune has been surrounded by a number of "coincidences" that have led many to believe that a greater force is working behind the single.



TOP POP DEBUTS

SINGLES

44

WANNA BE STARTIN' SOMETHIN' — Michael Jackson — Epic

ALBUMS

93

LISTEN — A Flock of Seagulls — Jive/Arista

POP SINGLE

FLASHDANCE...WHAT A FEELING
Irene Cara
Casablanca/PolyGram

B/C SINGLE

BETWEEN THE SHEETS
The Isley Brothers
T-Neck/CBS

COUNTRY SINGLE

LUCILLE
Waylon
RCA

JAZZ

LOW RIDE
Earl Klugh
Capitol

NUMBER ONES



Irene Cara

POP ALBUM

THRILLER
Michael Jackson
Epic

B/C ALBUM

THRILLER
Michael Jackson
Epic

COUNTRY ALBUM

THE CLOSER YOU GET
Alabama
RCA

GOSPEL

THE JOY OF THE LORD IS MY STRENGTH
Douglas Miller And The True Way Choir
Gospel! Records

CASH BOX TOP 100 SINGLES

May 28, 1983

	Weeks On Chart	5/21	Chart		Weeks On Chart	5/21	Chart		Weeks On Chart	5/21	Chart
1 FLASHDANCE... WHAT A FEELING IRENE CARA (Casablanca/PolyGram 811 440-7)	3	9		35 IT MIGHT BE YOU (THEME FROM "TOOTSIE") STEPHEN BISHOP (Warner Bros. 7-29297)	28	18		67 SWEET DREAMS (ARE MADE OF THIS) EURYTHMIC (RCA PB-13533)	83	2	
2 LET'S DANCE DAVID BOWIE (EMI America B-8158)	1	10		36 MORNIN' JARREAU (Warner Bros. 7-29720)	30	11		68 SHE WORKS HARD FOR THE MONEY DONNA SUMMER (Mercury/PolyGram 812 370-7)	—	1	
3 BEAT IT MICHAEL JACKSON (Epic 34-03759)	2	14		37 ONE ON ONE DARYL HALL & JOHN OATES (RCA PB-13421)	31	18		69 EASY FOR YOU TO SAY LINDA RONSTADT (Asylum 7-69838)	76	3	
4 SHE BLINDED ME WITH SCIENCE THOMAS DOLBY (Capitol B-5204)	5	15		38 FOOL MOON FIRE WALTER EGAN (Backstreet/MCA BSR-52200)	40	8		70 WHY ME? PLANET P (Geffen 7-29705)	51	9	
5 OVERKILL MEN AT WORK (Columbia AE7-1633)	6	8		39 THE WOMAN IN YOU THE BEE GEES (RSO/PolyGram 813 173-7)	52	2		71 YOU ARE LIONEL RICHIE (Motown 1657)	44	20	
6 COME ON EILEEN DEXYS MIDNIGHT RUNNERS (Mercury/PolyGram 76189)	4	19		40 ALL MY LIFE KENNY ROGERS (Liberty B-1495)	47	5		72 WHITE WEDDING BILLY IDOL (Chrysalis/CBS VS4-42697)	85	2	
7 LITTLE RED CORVETTE PRINCE (Warner Bros. 7-29746)	8	14		41 LOVE'S GOT A LINE ON YOU SCANDAL (Columbia 38-03615)	45	9		73 (KEEP FEELING) FASCINATION THE HUMAN LEAGUE (A&M 2547)	86	2	
8 DER KOMMISSAR AFTER THE FIRE (Epic 34-03559)	7	16		42 LOOKING FOR A STRANGER PAT BENATAR (Chrysalis/CBS VS4 42688)	46	6		74 SING ME AWAY NIGHT RANGER (Boardwalk 12-175-7)	62	7	
9 SOLITAIRE LAURA BRANIGAN (Atlantic 7-89868)	10	11		43 THAT'S LOVE JIM CAPALDI (Atlantic 7-89849)	49	6		75 THE WALLS CAME DOWN THE CALL (Mercury/PolyGram 811 487-7)	77	4	
10 TIME (CLOCK OF THE HEART) CULTURE CLUB (Epic 34-03796)	13	7		44 WANNA BE STARTIN' SOMETHIN' MICHAEL JACKSON (Epic 34-03914)	—	1		76 WE'VE GOT TONIGHT KENNY ROGERS AND SHEENA EASTON (Liberty B-1492)	56	18	
11 JEOPARDY GREG KIHN BAND (Beserkley/Elektra 7-69847)	11	18		45 SO WRONG PATRICK SIMMONS (Elektra 7-69839)	36	11		77 THEME FROM DOCTOR DETROIT DEVO (Backstreet/MCA BSR-52215)	84	2	
12 MR. ROBOTO STYX (A&M 2525)	9	16		46 WE TWO LITTLE RIVER BAND (Capitol B-5231)	53	4		78 YOU CAN'T RUN FROM LOVE EDDIE RABBITT (Warner Bros. 7-29712)	69	6	
13 MY LOVE LIONEL RICHIE (Motown 1677)	15	8		47 COME DANCING THE KINKS (Arista AS 1054)	57	4		79 WHAT YOU DO TO ME CARL WILSON (Caribou/CBS ZS4 03590)	90	2	
14 PHOTOGRAPH DEF LEPPARD (Mercury/PolyGram 811 217-7)	16	11		48 I COULDN'T SAY NO ROBERT ELLIS ORRALL WITH CARLENE CARTER (RCA PB-13431)	35	10		80 I CANNOT BELIEVE IT'S TRUE PHIL COLLINS (Atlantic 7-89864)	82	4	
15 AFFAIR OF THE HEART RICK SPRINGFIELD (RCA PB-13497)	17	7		49 LOVE ON YOUR SIDE THOMPSON TWINS (Arista AS 1056)	54	5		81 SLIPPING AWAY DAVE EDMUNDS (Columbia 38-03877)	89	2	
16 RIO DURAN DURAN (Capitol B-5215)	14	10		50 COOL PLACES SPARKS AND JANE WIEDLIN (Atlantic 7-89866)	55	8		82 BANG THE DRUM ALL DAY TODD RUNDGREN (Bearsville 7-29686)	73	5	
17 ALWAYS SOMETHING THERE TO REMIND ME NAKED EYES (EMI America 8155)	20	10		51 GIMME ALL YOUR LOVIN' ZZ TOP (Warner Bros. 7-29693)	43	9		83 FRONT PAGE STORY NEIL DIAMOND (Columbia 38-03801)	65	6	
18 STRAIGHT FROM THE HEART BRYAN ADAMS (A&M 2536)	19	12		52 THE CLOSER YOU GET ALABAMA (RCA PB-13524)	58	4		84 I.O.U. LEE GREENWOOD (MCA-52199)	—	1	
19 FAITHFULLY JOURNEY (Columbia 38-03840)	21	7		53 DON'T PAY THE FERRYMAN CHRIS DeBURGH (A&M 2511)	60	5		85 SAVED BY ZERO THE FIXX (MCA-52213)	—	1	
20 DON'T LET IT END STYX (A&M 2543)	23	5		54 NO TIME FOR TALK CHRISTOPHER CROSS (Warner Bros. 7-29662)	59	5		86 SMILING ISLAND ROBBIE PATTON (Atlantic 7-89955)	61	15	
21 SHE'S A BEAUTY THE TUBES (Capitol B-5217)	24	8		55 SWINGIN' JOHN ANDERSON (Warner Bros. 7-29788)	41	13		87 BACK ON THE CHAIN GANG PRETENDERS (Sire 7-29840)	78	24	
22 FAMILY MAN DARYL HALL & JOHN OATES (RCA PB-13507)	25	5		56 INSIDE LOVE (SO PERSONAL) GEORGE BENSON (Warner Bros. 7-29649)	64	3		88 SAVE THE OVERTIME (FOR ME) GLADYS KNIGHT & THE PIPS (Columbia 38-03761)	—	1	
23 TRY AGAIN CHAMPAIGN (Columbia 38-03563)	27	9		57 BABY JANE ROD STEWART (Warner Bros. 7-29608)	—	1		89 WHIRLY GIRL OXO (Geffen 7-297565)	67	15	
24 STRANGER IN MY HOUSE RONNIE MILSAP (RCA PB-13470)	26	10		58 RICKY "WEIRD AL" YANKOVIC (Rock 'n' Roll/CBS ZS4 03849)	63	5		90 SIDE BY SIDE EARTH, WIND & FIRE (Columbia 38-03814)	80	5	
25 I WON'T HOLD YOU BACK TOTO (Columbia 38-03597)	22	12		59 NEW YEAR'S DAY U2 (Island/Atco IL 7-99915)	50	9		91 HUNGRY LIKE THE WOLF DURAN DURAN (Capitol B-5195)	72	23	
26 I'M STILL STANDING ELTON JOHN (Geffen 7-29639)	29	4		60 CANDY GIRL NEW EDITION (Streetwise SWRL 2208)	66	5		92 WIND HIM UP SAGA (Portrait/CBS 37-03791)	68	6	
27 ALL THIS LOVE DeBARGE (Gordy/Motown 1660)	39	7		61 ROLL ME AWAY BOB SEGER AND THE SILVER BULLET BAND (Capitol B-5235)	—	1		93 MINIMUM LOVE MAC McANALLY (Geffen 7-29763)	79	13	
28 NEVER GONNA LET YOU GO SERGIO MENDES (A&M 2540)	32	7		62 DO YOU REALLY WANT TO HURT ME CULTURE CLUB (Epic 34-03368)	42	26		94 THEME FROM THE TV SHOW "CHEERS" GARY PORTNOY (Applause AS 106)	95	3	
29 TOO SHY KAJAGOOGOO (EMI America B-8161)	33	6		63 HOW DO YOU KEEP THE MUSIC PLAYING JAMES INGRAM AND PATTI AUSTIN (Qwest/Warner Bros. 7-29618)	71	4		95 SIGN OF THE TIMES THE BELLE STARS (Warner Bros. 7-29672)	91	4	
30 ELECTRIC AVENUE EDDY GRANT (Portrait/CBS 37-03793)	37	6		64 WHEN I'M WITH YOU SHERIFF (Capitol B-5199)	70	8		96 REAP THE WILD WIND ULTRAVOX (Chrysalis/CBS VS4 42682)	75	10	
31 THE ONE THING INXS (Atco 7-99905)	34	10		65 WELCOME TO HEARTLIGHT KENNY LOGGINS (Columbia 38-03555)	38	13		97 I LIKE IT DeBARGE (Motown 1645)	94	17	
32 BILLIE JEAN MICHAEL JACKSON (Epic 34-03509)	18	19		66 WISHING (IF I HAD A PHOTOGRAPH OF YOU) A FLOCK OF SEAGULLS (Jive/Arista VS 2006)	74	3		98 I EAT CANNIBALS TOTAL COELO (Chrysalis/CBS VS4 42669)	93	10	
33 OUR HOUSE MADNESS (Geffen 7-29668)	48	5						99 SOME KIND OF FRIEND BARRY MANILOW (Arista AS 1046)	88	14	
34 EVEN NOW BOB SEGER AND THE SILVER BULLET BAND (Capitol B-5213)	12	12						100 LOVE MY WAY PSYCHEDELIC FURS (Columbia 38-03340)	87	13	

Affair Of The Heart (Vogue — BMI/Bibo — ASCAP) 15
All My Life (Warner — BMI/WB Gold — ASCAP) 40
All This Love (Jobete — ASCAP) 27
Always Something (Intersong/Blue Seas/Jac — ASCAP) 17
Baby Jane (Rod Stewart/Antea — ASCAP) 57
Back On The Chain (Al Gallico — BMI) 87
Bang The Drum (Humanoid/Fiction — BMI) 82
Beat It (Mijac — BMI) 3
Billie Jean (Mijac — BMI) 32
Candy Girl (Boston — ASCAP/StreetSounds — BMI) 60
Come Dancing (Davray — P.R.S.) 47
Come On Eileen (Colgems/EMI — ASCAP) 6
Cool Places (Ron & Russel Mael — ASCAP) 50
Der Kommissar (Chappell — ASCAP) 8
Doctor Detroit (Nymph/Devo/Adm. by Unichappell — BMI) 77
Don't Pay The (Rondor — BMI) 53
Do You Really Want (Virgin/Chappell — ASCAP) 62
Don't Let It End (Stygian/Adm. by Almo — ASCAP) 20
Easy For You To Say (White Oak — ASCAP) 69
Electric Avenue (Greenheart — ASCAP) 30
Even Now (Gear — ASCAP) 34
Faithfully (Twist & Shout — ASCAP) 19
Family Man (Virgin/Adm. by Chappell/Josef Weinberger, PRS/TBP/Adm. by April — ASCAP) 22
Fascination (Virgin/Chappell/Sound Diagrams/WB — ASCAP) 73
Flashdance (Chappell/Famous/GMPC/Carub/Alcor — ASCAP) 1
Fool Moon (April/Seldak/Swell/Melody Deluxe — ASCAP) 38

Front Page Story (Stonebridge/New Hidden Valley — ASCAP/Carole Bayer Sager — BMI) 83
Gimme All Your Lovin' (Hamstein — BMI) 51
How Do You Keep (WB — ASCAP) 63
Hungry Like The Wolf (Tritec Ltd.) 91
I.O.U. (Vogue c/o Welk/Hopi Sound/MCA — BMI/ASCAP) 84
I'm Still Standing (Intersong — ASCAP) 26
I Cannot Believe (Pun — ASCAP) 80
I Couldn't Say No (Twin Compulsions/M-Ocean/Warner Bros. — ASCAP) 48
I Eat Cannibals (Virgin/Adm. by Chappell — ASCAP) 98
I Like It (Jobete — ASCAP) 97
I Won't Hold You Back (Rehtakul Veets — ASCAP) 25
Inside Love (Music Corp. of America/Kashif — BMI) 56
It Might Be You (Gold Horizon — BMI/Golden Porch — ASCAP) 35
Jeopardy (Rye Boy/Well Received — ASCAP) 11
Let's Dance (Jones — ASCAP) 2
Little Red Corvette (Controversy — ASCAP) 7
Looking For (Franne Golde/Rightsong — BMI/Mac's Million — ASCAP) 42
Love My Way (Blackwood — BMI) 100
Love On Your Side (Zomba Enterprises) 49
Love's Got (Just Friends — BMI/KJG — ASCAP) 41
Minimum Love (I've Got The Music — ASCAP/Song Tailors — BMI) 93
Mr. Roboto (Stygian Songs Adm. by Almo — ASCAP) 12

Mornin' (Al Jarreau/Garden Rake/Foster Frees — BMI) 36
My Love (Brockman — ASCAP) 13
Never Gonna (ATV/Mann & Weil — BMI) 28
New Year's Day (Island — BMI) 59
No Time For Talk (Pop 'N' Roll — ASCAP) 54
One On One (Hot-Cha/Unichappell — BMI) 37
Our House (Nitty/WB — ASCAP) 33
Overkill (April — ASCAP) 5
Photograph (Zomba Enterprises — BMI) 14
Reap The Wild Wind (Mood/Hot Food/Jump Jet Songs/Sing Sing Songs) 96
Ricky (Chinnichap/Holy Moley/Ear Booker — BMI/Desilu — ASCAP) 58
Rio (Tritec — LTD.) 16
Roll Me Away (Gear — ASCAP) 61
Save The Overtime (Richer/Chappell/Bub's — ASCAP/Jin-Ken/Irving/Lijesrika — BMI) 88
Saved By Zero (Colgems/EMI — ASCAP) 85
She Blinded Me (Participation — ASCAP) 4
She's A (Foster Frees/Rehtakul Veets/Decomposition/Boone's Tunes — BMI/ASCAP) 21
She Works Hard (Sweet Summer Night — ASCAP) 68
Side By Side (Saggifire/Yougoulei/Wenkewa — ASCAP) 90
Sign Of The Times (Rare Blue — ASCAP) 95
Sing Me Away (On The Boardwalk/Rough Play — BMI) 74
Slipping Away (April — ASCAP) 81

Solitaire (Younster Musikverlag/Gmbh — GEMA) 9
So Wrong (Soquel Song/C.T. Music/Irving) 45
Some Kind Of Friend (Townsway/Angela — BMI) 99
Smiling Islands (Red Snapper/Adel — ASCAP) 86
Straight From The Heart (Irving/Adams Communications — BMI) 18
Stranger In My House (Lodge Hall — ASCAP) 24
Sweet Dreams (Sunbury) 67
Swingin' (John Anderson/Lionel Delmore — BMI) 55
That's Love (Warner Bros. — ASCAP) 42
The Closer You Get (Irving/Down 'N' Dixie/Chinnichap — BMI) 52
The One Thing (Browning — BMI) 31
The Walls Came Down (Neeb/Tarka — ASCAP) 75
The Woman In You (Gibb Bros./Unichappell — BMI) 39
Theme From "Cheers" (Addax — ASCAP) 94
Time (Virgin — ASCAP/Adm. by Chappell) 10
Too Shy (Tritec) 29
Try Again (Walkin — BMI) 23
Wanna Be Startin' (Mijac — BMI) 44
We Two (Screen Gems — EMI — BMI) 46
We've Got Tonight (Gear — ASCAP) 76
Welcome To Heartlight (Milk Money — ASCAP) 65
What You Do To Me (Siren Songs — BMI) 79
When I'm With You (Rock Hard — ASCAP) 64
Whirly Girl (Toy Band — BMI) 85
White Wedding (Rare Blue/Boneidol — ASCAP) 72
Why Me? (Rockoko, GMBH — GEMA) 70
Wind Him Up (Pocket — ASCAP) 92
Wishing (Zomba — BMI) 66
You Are (Brockman — ASCAP) 71
You Can't Run (DebDave/Briarpatch — BMI) 78



Exceptionally heavy radio activity this week



Exceptionally heavy sales activity this week



LEGS UP AT THE BOTTOM LINE — Rounder recording artist John Hammond and Varrick recording group The Nighthawks recently split a bill at New York's Bottom Line in support of their respective albums, "Frogs For Snakes" and "Ten Years Live." Pictured backstage after the show are (l-r): Jimmy Thackery and Mark Wenner of The Nighthawks; model Christie Brinkley; John Hammond; Billy Joel; Pete Ragusa of The Nighthawks; bluesman Toru Oki; Jan Zakowski of The Nighthawks; and an unidentified friend.

Independent Distributors And Labels Still Jockeying For Better Deals

by Jeffrey Ressler

LOS ANGELES — Momentum has been steadily building in the independent distribution and label arena, with negotiations and realignments seemingly occurring on a daily basis in the wake of recent events. Last week, for example, reports were circulating throughout the country that several R&B-oriented labels affiliated with the majors may be re-evaluating their connections in the wake of New York-based Spring Records departing a 15-year distribution deal with PolyGram for indie distrib handling. Furthermore, a \$100,000 "war chest" implemented by independent distributors to lure new and major distributed labels is gearing up for operation by summer's end, with more complete plans scheduled for discussion at a National Assn. of Record Merchandisers (NARM) advisory committee next month.

All of these rumblings come after a series of incidents that has had a profound effect on indie product, including the departure of Chrysalis and Arista from the indie distrib fold to branch arrangements, the shuttering of Pickwick and various other companies, the demise of new music

label/distrib Faulty Products and the possible indie-major deal between Enigma Records and EMI. These and other recent events on the distribution merry-go-round have led to widespread speculation about the future of specific firms in the music trade.

As reported last week (**Cash Box**, May 21), Motown Records has opened its own West Coast distribution arm, Together Distributors, in Chatsworth, Calif., to move its own product as well as other independently distributed labels. In addition to the original 16 indie labels inked to go with Together, the company recently pacted with Lifesong, Up Start and N.J.-based Sugarhill, and company general manager Bill Shaler says there continues to be "ongoing requests" from several other small labels, even though the Motown-affiliated outlet just opened its doors May 13. Many of the labels that hooked up with the Together branch were previously handled by Pickwick — including Laff, Windham Hill, Takoma, Project III, Up Start and Sugarhill — which closed its L.A. branch after Motown ended its contract with the company.

(continued on page 14)

Abundant Promo Backing Set For Black Music Month

by Michael Martinez

LOS ANGELES — With the current major market success of several albums out by black music artists, labels contacted by **Cash Box** have indicated that resources for black music promotions kicking off with June — Black Music Month — and continuing throughout the summer will be more abundant than in previous years.

Not only will the label campaigns feature artists and their product, but in some cases, the record companies are developing special salutes to Black Music Month via public service announcements (PSAs) recorded for radio by label artists and also tagging of point-of-purchase material for June shipping with a message that consumers should also salute Black Music Month.

An additional element in this year's Black Music Month and summer merchandising and promotion will be the presence of the Black Music Assn.'s (BMA) newly bowed institutional campaign, "Black

Music Is Universal," which will be incorporated into radio and print advertising and promotions planned for the June through August push.

Calling the current hot streak at his label a "pleasant coincidence that we've got so much music happening around Black Music Month," Vernon Slaughter, vice president of black music/jazz progressive promotion for Columbia Records, said that there will be an effort to further the sales of currently hot product throughout the summer. But there will also be special attention paid to Black Music Month.

"I think there are ways to do both," Slaughter said. "This year, we're able to combine the elements of summer promotion plans and also salute Black Music Month in June."

The Columbia executive said that artists such as Earth, Wind and Fire, Deneice Williams, Luther Vandross (Epic), Barry White, Kenny Loggins, Michel Colombier, Champaign, Andre Symone and Toto, have already cut PSAs where they sing the

Retailers Sticking To Steady Growth Patterns For 1983

by Jim Bessman

NEW YORK — Relaxed interest rates and the recently noted upturn in the record business appears to have little bearing on the expansion plans of retail chains surveyed by **Cash Box**. Instead, merchants are sticking to the steady growth patterns of recent years, in most cases, with an eye towards consolidating their own market areas rather than branching out too far.

Few of the dealers contacted would disagree with Kemp Mills vice president Howard Appelbaum's contention that "ace, A-No. 1" locations are the most important factor in "prudent and responsible expansion" playing to the strengths of individual companies. "The lowered interest rates and increased record business is fine, but it doesn't really matter for us, as we were able to increase 50% when business was awful," he said.

Now at 22 stores in the Washington, D.C. area, Appelbaum is shooting for another six stores this year to match last year's growth. He said that such continued growth was made possible by his stores' catalog strength, cassette selection and low prices that cause enough volume turnover to justify expansion in the "high traffic" D.C. area.

No Advertising Needed

At the Boston-based Strawberries Records & Tape chain, promotions coordinator Karen Brooks similarly noted her company's image as a "full-line record store carrying all lines of music and configurations" as a reason why it will be able to jump from a total of 24 stores last June to 37 by the end of August. The current expansion shows one new market, Pittsfield, Mass., which opened "with a bang" last Saturday with no advertising needed.

Brooks said that prime locations for growth at the chain were in existing buildings near high schools, college campuses, or "anywhere where there is good traffic that our scouts come across." Roy Imber, head of the Record World/TSS chain, said that there were plenty of places yet to be developed within his Eastern Seaboard parameters of Holyoke, Mass., and the Virginia suburbs of Washington, D.C. Now at 44 stores, he is looking at a total of seven new stores this year, compared with five last year. "We look for good population areas with upper middle class demographic for a good economic base," said Imber.

Record World/TSS is basically a mail store operation. At the 39-store Sound Shop chain based in Nashville, president Randy Davidson said that his company's growth hinged on the availability of enclosed mall locations. "We prefer regional malls where there's a Sears or Penney's as a strong anchor," said Davidson, who said that this year's expansion of six stores would match the figure from last year, bringing the total to 44 or 45.

Both Davidson and Record Bar's vice president Bill Golden noted that the economy had restricted mall development. Golden added, however, that lower interest rates will spur mall development, resulting in his chain's expansion.

According to Golden, Record Bar has come out of one of the lightest growth periods in a long time. Only five stores have been added to the approximately 150-store chain since last November, which is

(continued on page 26)

Roth Named MCA Exec VP; Siner Resigns

LOS ANGELES — In the first major executive move since Irving Azoff was named president of the MCA Records Group nearly a month ago, Myron Roth has departed CBS Records to take on the position of executive vice president at the Group. Making the accelerating sense of change at MCA even stronger was the nearly simultaneous resignation of Bob Siner from his position as president of the MCA Records label.

Roth, widely acknowledged as an adept in the area of contract negotiations, will assume the number two spot at the Records Group, which is the umbrella organization for MCA Records, Backstreet Records, MCA International and MCA Distributing. He "will have responsibilities that include direct participation in the implementation of all major decisions in the operation of the group," according to a Records Group statement.

Siner, who had been with MCA Records for 12 years, had his resignation as president of the label announced soon after Roth's appointment was unveiled. In an apparent restructuring of the organization, Azoff also announced that the position will not be filled.

With the departure of Siner and the elimination of his position, top spot at the label is now senior vice president, a post created by Siner and filled by Jerry Sharell in April (**Cash Box**, April 9). Sources within MCA suggested that part of the apparent

(continued on page 15)



Myron Roth

(continued on page 15)

BUSINESS NOTES**WASEC To Begin Charging For MTV**

LOS ANGELES — Warner Amex Satellite Entertainment Co. (WASEC) is instituting a new rate structure to cable operators for two of its basic services, Nickelodeon and MTV: Music Television. The new rates apply to agreements entered into after May 18, 1983 and does not affect existing contracts, although when present contracts do run out, they will be renegotiated with the new structure. That means that the new rates are expected to cover all operators within about three years.

At the same time, it was announced that Nickelodeon, the Young People's Channel, will begin carrying national advertising, effective September of this year.

Both moves have been made by WASEC to help recoup losses incurred in the start up of both services. According to WASEC president and chief operating officer John Schneider, the new rates are "in line with existing industry fees." That, say industry reports, means approximately 10 cents-15 cents per subscriber per month.

Nickelodeon already charges local operators that amount and the MTV fee is expected to be similar.

Commented WASEC's Schneider, "We are in this business to stay, and it has become increasingly apparent that in today's marketplace both operator fees and advertising revenue are necessary income sources for basic cable services to thrive and prosper."

Imagic Cuts Back On Staff

LOS ANGELES — Imagic, the Los Gatos, Calif.-based software manufacturer, reduced its 250-member staff on May 12 by letting 50 people go, with the layoffs spread among practically every department with the exception of engineering. The move was made in an effort to strategically redirect the company's efforts towards computer-related software over production of cartridges for home video game systems. At the upcoming Consumer Electronics Show (CES) in Chicago this summer, Imagic plans to unveil product for the VIC-20, Atari 400/800 and other personal computers, as well as game carts for the Atari VCS, Mattel's Intellivision and Coleco Industries' ColecoVision consoles. According to spokespersons for the company, it will "maintain" production of VCS software, "wait-and-see" about the viability of contributing games to the Intellivision unit, and "upscale" its activity regarding ColecoVision pieces.

Imagic recently obtained a \$12 million infusion of additional investment capital from its original investors and other financiers. Although the company planned to go public late last year, it withdrew from the stock market arrangement following turmoil surrounding the decline of Warner Communications Inc. (WCI) stock.

A&M To Use High Grade Vinyl, Tape On Police LP

LOS ANGELES — When A&M Records releases the new album by the Police, entitled "Synchronicity," June 7 it will be on special high quality vinyl and BASF chromium dioxide cassette. The LP will be pressed on KC-600 vinyl, featuring an advanced formula dye to help improve frequency response, while the BASF chrome cassette eliminates tape hiss and offers clean, undistorted treble response, as well as extended dynamic range.

"Synchronicity," the fifth album by the Police, marks the second time that A&M has issued an LP by a major group on chrome cassette, the first being Supertramp's "Famous Last Words" in November of last year.

In addition, the cassette of "Synchronicity" will feature an additional track by the trio, entitled "Murder By Numbers," not found on the record. "Murder By Numbers" is the B-side of the first single from "Synchronicity," entitled "Every Breath You Take."

Both the high quality vinyl LP and BASF chromium dioxide cassette of "Synchronicity" will carry a suggested list price of \$8.98.

AFM, Labels To Meet June 1 On Video Revenues

LOS ANGELES — The American Federation of Musicians (AFM) union will meet June 1 with several major record companies to discuss the commercial use of music video clips beyond promotional purposes. Prompting the discussions, according to AFM president Victor Fuentealba, are the ongoing negotiations between record companies and Video Music International (VMI), makers of the Startime Video Jukebox, and the potential use of music videos for commercial sales as videocassettes and video discs.

Fuentealba would not say that Warner Amex Satellite Entertainment's MTV stand to charge new cable subscribers for the service was a "central issue" in the talks.

Pickwick Meeting To Restructure Operations

LOS ANGELES — In the wake of Eric Paulson's termination as senior vice president/general manager of Pickwick's rack services division, Pickwick is in the process of a major management restructuring. At presstime, top executives of the company were in meetings regarding the restructuring. According to a source there, an announcement about the executive changes would be released this week.

ASCAP's Record Year Reviewed At Annual Meeting

by Tom Roland

NASHVILLE — The American Society of Composers, Authors and Publishers (ASCAP) showed a 10.7% increase over the previous year in its receipts during 1982, which totalled \$187 million with approximately \$150 million of that revenue redistributed to the society's members during the year. ASCAP's income was revealed during its annual membership meeting at the Maxwell House, May 18, an event chaired by ASCAP president Hal David.

The meeting was called to present the year's financial report to the society's membership and recap the year's events, and, while David noted the Buffalo Broadcasting case in calling the past 12 months a "difficult year for ASCAP," he pointed to the society's increased receipts later in referring to 1982 as a "banner year," suggesting that "1983 promises to be even better."

Receipts Up

Presented by comptroller John LoFrumento, the financial report indicated that of the \$186,975,000 collected by ASCAP during 1982, some \$161,086,000 came from domestic royalties, while \$25,889,000 was received from foreign territories. While domestic receipts increased an impressive 12.6% during the previous year, foreign royalties showed rather insignificant gains, a fact which ASCAP officials attributed to the strength of the U.S. dollar during the last year. They noted that when the dollar proves strong on the international market, exchange rates are less favorable when converting foreign monetary units to U.S. currency.

Although total receipts for the society improved by 10.7% overall, expenses showed a more moderate rise of 8.6% in increasing from \$32 million in 1981 to \$35 million last year. Thus the society improved in cost-efficiency, dropping the cost of operations from 19.22% the previous year to 18.85% in 1982.

Nearly \$154 million was in turn distributed to writer/publisher members, including \$122,960,000 to domestic affiliates. The foreign countries receiving the largest payments from ASCAP include England, \$7 million; Canada, \$5.5 million; France, \$3 million; and Germany \$2.5 million.

Some 14% of ASCAP's revenue was taken in from payments from foreign performing rights societies, including \$6.6 million from England's PRS, which accounted for more than 25% of the total receipts from foreign agencies. An additional \$5.4 million was paid by Canada's CAPAC of the

(continued on page 25)

REVIEWS**ALBUMS****OUT OF THE BOX**

CONFRONTATION — Bob Marley & The Wailers — Island 90085-1 — Producers: Bob Marley & The Wailers and Errol Brown — List: 8.98 — Bar Coded

"I was born in the country, right on top of the hill/I still remain, I know I still, I will," sings reggae's prime proponent, Bob Marley, on this collection of 10 irie songs never released before in the United States. Deeply spiritual, emotionally moving and politically incisive works like "Trench Town," "Stiff Necked Fools" and "Babylon Soldiers" are potent musical messages that deserve — and demand — to be heard. Compiled with love and care by Marley's widow, Rita, and Island head Chris Blackwell, this LP arrives in time to commemorate the second anniversary of the brilliant reggae star's passing.

FEATURE PICKS**POP**

FASCINATION — The Human League — A&M SP-12501 — Producers: Martin Rushent and the Human League — List: 8.98

The Human League's third domestic release, counting last year's League Unlimited Orchestra's instrumental covers, is filled with a hook-laden high-tech pop sensibility that won the band a #1 single in 1982 with the smash electro-ditty "Don't You Want Me." This disc's first single, "(Keep Feeling) Fascination" is already causing some excitement on the Pop Singles chart in its second week, but don't be surprised if new music stations opt for the cut "Mirror Man," which

(continued on page 8)

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REVIEWS

ALBUMS

(continued from page 6)

has been appearing on KROQ-type stations as an import single.

DIANA ROSS ANTHOLOGY — Motown 6049ML2 — Producers: Various — List: 9.98

This is one of the many albums Motown is bringing out in conjunction with its 25th Anniversary, a compendium of Diana Ross' greatest solo hits from 1970-1981. Two never-before released tracks, "Baby I Love Your Way" and "Young Mothers," are an added plus, along with the thorough liner notes and photos covering the performer's career throughout the 1970s. Most memorable songs included on the double-disk are "Reach Out and Touch," "Theme From Mahogany," "Upside Down," "Love Hangover" and the #1 duet sung with Lionel Richie, "Endless Love."

ON YOUR EVERY WORD — Amy Holland — Capitol ST-12178 — Producer: Michael McDonald — List: 8.98 — Bar Coded

With a little help from Toto's Steve Lukather & Jeff Porcaro, hornmeister Tom Scott, bassman Bob Glaub and hubby Michael McDonald, Amy Holland's second album is a professionally prepared, soft pop piece sure to score on Top 40, A/C and mellow music stations. Holland's voice has the ability to change from a childlike warble to a sexy roar with ease, and it's exactly this combination of sugar and spice that makes the long-player so accessible. Comparisons to Pat Benatar, Juice Newton, Laura Branigan and other contemporary female vocalists might be a bit off-target, but nevertheless Holland serves up polished pop that should have little trouble making AOR playlists featuring these other artists.

HEAD FIRST — Uriah Heep — Mercury/PolyGram 812 313-1 M-1 — Producer: Ashley Howe — List: 8.98 — Bar Coded

Only two members of the original Uriah Heep — guitarist/vocalist Mick Box and drummer Lee Kerslake — appear on "Head First," the follow-up to last year's demonic "Abominog." But that shouldn't dissuade the headbanging fans of the heavy metal quintet, as they return to crunch out yet another dose of hard-edged rock'n'roll. Best cut here is the majestic instrumental "Roll-Overture," which has classical overtones... believe it or not. Other than that oddity, the LP abounds with loud metallurgy anthems about love ("Straight Through The Heart," "Love Is Blind") and the art of macho posturing ("Weekend Warriors").

RETURN OF THE JEDI — Original Motion Picture Soundtrack — RSO/PolyGram 811767-1 Y-1 — Producer: John Williams — List: 8.98 — Bar Coded

Combining the fury of a Wagnerian opera with the gentleness of a Brahms lullabye, composer/conductor John Williams' score for the third installment of George Lucas' *Star Wars* epic adventure serial should please both youngsters and oldsters seeking forceful film music. A spectacular gatefold of a spacy scene in the saga highlights the packaging, and a four-page color photo supplement is also included for collectors. A special video clip of the alien dance tune, "Lapti Nek," sung by "Sy Snootles" from the movie is set to debut on MTV May 26, the day after *Jedi* opens, which should give even greater exposure to the album, if such a thing is possible.

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NEW FACES TO WATCH



Chris DeBurgh

A&M recording artist Chris DeBurgh has been called a latter day pop troubador, a spinner of yarns, and that description is not far off the mark. His lyrics read like short stories or poems, romantic pieces conjuring up lonely travellers dreaming of a love on some distant shore or, perhaps two people torn apart by war. The settings are often timeless, although seemingly ancient, much like the 800-year-old Norman castle in Ireland that DeBurgh settled in with his parents following his father's career as a British foreign diplomat.

However, DeBurgh's music has evolved from rather modest folk-type arrangements, relying principally on acoustic guitar, to incorporate a harder electric guitar and synthesizer sound on "The Getaway," his sixth LP. It's particularly evident in the single, "Don't Pay The Ferryman," which is currently poised to become DeBurgh's first U.S. hit, despite more than five years of international success.

"There's been a natural evolution in my music, but I wouldn't say it's a lot different from the music that I'd been doing up until 'The Getaway,'" DeBurgh pointed out. "I create from a wellspring and unless you change that wellspring you don't really change the end result all that much."

The wellspring that DeBurgh draws upon is his extensive study of French and English literature while at Trinity College in Dublin. In fact, he says that a poem by Robert Browning "probably entered my mind in writing 'Don't Pay The Ferryman.'" He adds that he uses literature, like experience, as "a building block for my own ideas."

Speaking of building, that's exactly what DeBurgh's career had been doing overseas since he released his first album, "Far Beyond These Castle Walls," in 1975. Curiously, he has encountered his greatest popularity in non-English speaking countries like Germany, and he's received a number of gold records in Canada, where his shows consistently fill arena-size venues. America, as he notes, is "the last place to fall."

"I started off with a long-term view," DeBurgh explains. "I think a lack of radio play... has hindered movement in the U.S., up until now, that is. It's possible, too, that my music was considered too soft or too wordy."

While DeBurgh pointed out that "it's hard to sit down and make an album specifically for America when you have such a large international following," he said he did just that with 1980's "Eastern Wind" LP ("we went in purposefully with an American producer") and the results, from the artist's standpoint, were less than satisfying.

However, he credits Rupert Hine, producer of "The Getaway," with the "stronger sound" of the LP and, particularly, "Don't Pay The Ferryman."

DeBurgh presently looks forward to an active summer of touring, headlining outdoor shows in Europe over the likes of Men At Work, Christopher Cross, Loverboy and John Cougar. As for an American tour, "if it comes together, it'll be around July or August."



Rare Silk

Although jazz hasn't been in the musical mainstream since the heyday of the big bands, jazz singers and vocal groups outstrip their instrumental counterparts in the race for popular acceptance. Perhaps it is the primacy of the voice that first instrument, or the ability of lyrics to serve as a guidepost for the listener.

Be that as it may, aggregates like Lambert, Hendricks and Ross and The Manhattan Transfer have made the jump beyond the hard-core jazz audience to popular acceptance. Now, the Boulder, Colo.-based Rare Silk is set to make that same leap with its debut album, "New Weave," on Polydor Records.

"One comment we keep hearing is 'we don't like jazz, but we like you,'" says group member Todd Buffa when asked about audience reaction to the vocal quartet. "I think it's precisely because we're a vocal group. After all, everybody sings, even if it's just in the shower."

Although enjoying a broad audience, the foursome manages to hew closely to a straight-ahead jazz road, utilizing tunes by Billy Strayhorn, Eddie Harris, Stanley Turrentine, Richie Cole, Chick Corea and Freddie Hubbard. The group members — Marguerite Juenemann, Gail and Marylynn Gillaspie, and Buffa — indicate that they are simply performing the music they grew up with. "All of us were exposed to the music in our homes," said Buffa. "So when we got together, that was the way we thought."

Initially a trio sans Buffa, the original Juenemann and Gillaspie's outfit did swing, performing tunes like "Tuxedo Junction" and opening for Benny Goodman on a 10-month, world-wide tour.

"We felt we were ready for a change," said Marylynn Gillaspie in describing the switch to the more modern quartet. "We didn't want to be showcased as a novelty, and wanted to go for a more progressive sound."

That search for a more progressive sound led to the addition of Buffa, originally a composition student. Together, the group has forged a distinct approach to vocal harmony.

"We use unconventional methods," said Gillaspie. "We're putting the melody any place we feel comfortable with it, not just on the top as other jazz vocal groups have done." Added Buffa: "I basically sit at the piano and write what I hear. There are no rules, except to do what sounds good and avoid what doesn't. We really work at getting a vocal blend, and it's hard, especially if the melody is in the middle of the stacking. One example is the Eddie Harris tune we do — it's in four keys at once and really takes a while to hear. We just worked until it felt right."

Gillaspie foresees the group continuing to move in a progressive direction, writing their own lyrics and drawing in more Latin influences, as well as the big chunky voicings used by modern artists like pianist McCoy Tyner.

"It feels like we're starting to know ourselves and personalities," Buffa optimistically added. "For us, the thing to do is to continue using the four voices in the jazz context."

REVIEWS

SINGLES
OUT OF THE BOX

DAVID BOWIE (EMI America P-B-8165)

China Girl (4:14) (Jones Music/Bug Music/James Osterberg Music/Fleur Music Ltd. — ASCAP/BMI) (D. Bowie, I. Pop) (Producers: D. Bowie, N. Rodgers)

The second single from Bowie's "Let's Dance" album offers a nice balance to the controlled frenzy of the preceding #1 title track. Co-written with sometime-partner Iggy Pop, "China Girl" features softer vocals and minimal instrumentation. An oriental-style riff neatly frames the track.

FEATURE PICKS

POP

BOB SEGER AND THE SILVER BULLET BAND (Capitol SPRO-9945) **Roll Me Away** (4:28) (Gear Publishing Co. — ASCAP) (B. Seger) (Producer: J. Lovine)

Ever the rugged individual, an alienated Seger hits the road here on his "big two-wheeler" in search of personal freedom. That he finds it at The Great Divide is only fitting for a most powerful, Springsteenish piano-based hymn.

JOE COCKER (Island 7-99875) **Threw It Away** (3:25) (Pendulum/WB Music — ASCAP) (P. Pickett, P. Black) (Producer: S. Levine)

After languishing in relative obscurity for several years, Cocker and the mightiest set of pipes in the Empire parleyed a pop duet and fine solo album into one of last year's greatest comeback sagas. "Threw It Away" again shows off the vocalist's prowess, and promises that he's up-where-he-belongs for good.

THE POLICE (A&M 2542) **Every Breath You Take** (4:13) (Magnetic Pub./Regatta/Illegal — BMI) (Sting) (Producers: H. Padgham, The Police)

The first release from the trio's upcoming "Synchronicity" LP is a subtly crafted minor key ballad. Vocalist Sting injects a surprising, smokey smooth feel above the band's patently insistent rhythmic drive. If the forecast is for a long, hot musical summer, we should have a Police escort.

DONNA SUMMER (Mercury 812 370-7) **She Works Hard For The Money** (4:09) (Sweet Summer Night Music — ASCAP) (D. Summer, M. Omarian) (Producer: M. Omartian)

Summer follows a pumping bass line and steady rhythmic clip in painting a sympathetic portrait of a hardworking woman of undetermined vocation. Though this entry is part of her recent Casablanca obligation, the quality of her vocals and material shows that she's working hard, too.

DURAN DURAN (Capitol P-B-5233) **Is There Something I Should Know** (4:07)

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REVIEWS

ALBUMS

(continued from page 8)

TEMPTATION — Link — Our Gang/Mirus OGG 60001 — Producer: Gary Loizzo — List: 6.98

Emerging from the Youngstown-Warren, Ohio region in 1976, Link put out a debut waxing back in 1979 that attracted some local and national attention for its commercial viability. On its second LP, the band continues performing positive, straight-ahead rock, this time assisted by Gary Loizzo, whose past affiliations include production work for Styx. After backing up such acts as Ted Nugent, REO Speedwagon, Manfred Mann and The James Gang, this dinosaur rock aggregation may be a bit after its time, but nevertheless the songs are performed with competence and sincerity.

BLACK CONTEMPORARY

CONVERSATIONS — Brass Construction — Capitol ST-12268 — Producer: Randy Muller — List: 8.98 — Bar Coded

With "Walking the Line" doing fine on the **Cash Box** Black Contemporary Singles chart at #35 bullet this week and the LP making inroads on both the B/C and Pop Albums charts, it seems as if Captain Randy Muller has pulled off another success for his eight-man Construction crew. A heady mixture of funk, R&B, DOR and soul, most of the group's full-tilt, horn-heavy boogie is slick enough to step lively to, yet material like "Easy" is mellow enough for smooth romancing when the dancing stops.

BLUES 'N' JAZZ — B.B. King — MCA MCA-5413 — Producer: Sidney A. Seldenberg — List: 8.98 — Bar Coded

This is the legendary blues guitarist's 41st album, and unlike last year's B.B. platter that contained chiefly MOR love songs, this disc sees the master do what he does best: scream the blues while tempering his vocals with a jazz-tinged edge. A number of celebs from the world of jazz, like trumpeter Woody Shaw, drummer Oliver Jackson and vibesman Arnett Cobb, contribute their talents to this outstanding project, which sees the 57-year-old King in as fine form as ever. The timely "Inflation Blues" begins the proceedings, with the waxings three original compositions — "Sell My Monkey," "I Can't Let You Go" and "Broken Heart" — also standing out.

GOSPEL ALBUM

SAY A PRAYER — Lenny LeBlanc — Heartland WU38649 — Producers: Jon Phelps, and Lenny LeBlanc — List: 8.98 — Bar Coded

LeBlanc was half of the LeBlanc & Carr duet that scored in 1978 on the Pop singles chart with the lilting "Falling," and, while his message is now spiritual rather than personal, he delivers an LP that is decidedly more rousing musically, utilizing everything from power rock to island textures. The production is crisp and clean, while LeBlanc's mostly self-penned tunes show a strong affinity for melody. As one might expect from the stellar lineup of backing players, which includes David Hungate, Larrie Londin, Farrell Morris, Mac McAnally and Shane Keister, the musicianship on the album is extraordinary.

JAZZ

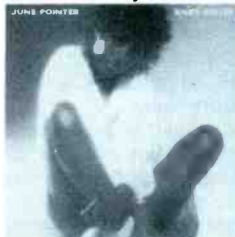
ALL THE MAGIC! — Lester Bowie — ECM/Warner Bros. 23789-1 J — Producer: Manfred Eicher — List: 10.98 —

Bar Coded

This two-record set of Lester Bowie sides is a collection fans of the eloquent trumpet player won't want to miss. The first album features Bowie with a six-member band, including Fontella Bass on vocals, while the second platter finds the artist escaping into a solo groove, on trumpet and other sounds. The experimental jazz performer goes out on a limb for a number of tracks here, such as "Organic Echo" in which the hornman's trumpet is played into a piano getting a weird wail due to "sustaining overtones within the piano's resonant body." Other key selections here include brief solo satire, "Miles Davis Meets Donald Duck" and the full band's version of "Let the Good Times Roll." Recorded in digital for maximum aural power.

NEW AND DEVELOPING

BABY SISTER — June Pointer — Planet/RCA BXL1-4508 — Producer: Richard Perry — List: 8.98 — Bar Coded



June is the youngest of the talented jazzy R&B Pointer Sisters team, hence the title of her first solo voyage, produced by the Sister's Svengali Richard Perry. A host of guest artists such as guitarist Lee Ritenour, vibes player Victor Feldman, percussionist Paulinho DaCosta and vocalists James Ingram, Maxine Waters, Jim Gilstrap and sisters Anita and Ruth contribute to the effort, aimed to click at both B/C and pop outlets. Expect picks on a classy cover of Smokey Robinson's "Don't Mess With Bill."

REVIEWS

SINGLES

(continued from page 8)

(Tritec Music Ltd. — BMI) (Duran Duran) (Producers: I. Little, Duran Duran)

More than just pretty faces, Duran Duran offers further proof here that when it comes to the modern dance/synth genre, they've found the sound. Like earlier offerings, the upbeat arrangement, clear production and lustrous vocals blend into a readily identifiable, readily programmable whole.

ROBERT PALMER (Island 7-99866) **You Are In My System** (2:57) (Science Lab Music Inc./Green Star Music Inc. — ASCAP) (D. Frank) (Producer: R. Pamler)

Palmer, long on the verge of breakout success, makes another bid here with a cover version of The System's Black Contemporary hit. Live-sounding vocals and a hot, synthesizer-dominated funk track blend the fine lines between urban contemporary-pop-AOR formats.

INTERFACE (Atlantic/RFC 7-89845) **Robot Love** (3:48) (LJB Music — ASCAP) (L. Berlin)(Producer: R. Arien)

Interface's name suggests the computer age and the lyrics and music to their first single bears this out. From the point of view of a 22nd Century love object, romance of the future will be coin-operated. And while Interface doesn't promise romantic fireworks, it pulls out all of the electronic music stops.

PSYCHEDELIC FURS (Columbia 38-03930)

Run And Run (3:48) (Blackwood Music Inc.)

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SINGLES

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— BMI) (J. Ashton, T. Butler, R. Butler) (Producer: T. Rundgren)

The group expands on their growing popularity with the release of this strong track from the "Forever Now" LP. More urgent than the subtle "Love My Way," Richard Butler's emotion vocals are complemented by Rundgren's crisp production.

BLACK CONTEMPORARY

MARVIN GAYE (Columbia 38-03935)
Joy (4:30) (April Music/Buggie — ASCAP) (M. Gaye) (Producer: M. Gaye)

In our book there's only one Marvellous Marvin, and his last name isn't Hagler. And as "Joy" demonstrates, Gaye's musical hooks, punchy horns and rhythmic jabs are a knockout. His gloves may say Gucci instead of Everlast, but they'll still turn your head around.

GRANDMASTER FLASH & THE FURIOUS FIVE (Sugar Hill SH-798-A)

New York, New York (4:50) (Sugar Hill Music Publ. Ltd. — BMI) (M. Glover, S. Robinson, F. Fletcher, F. Griffin) Producer: Sylvia Inc.

Considered the premier rappers since the critical and commercial success of last year's "The Message," DJ Flash and his Five returns with another apocalyptic vision of the Big Apple. A siren-like guitar scream opens the track while the Five furiously rap on up "too many people." Not for the faint-hearted.

NEW AND DEVELOPING

MARTHA AND THE MUFFINS (RCA JH-13473)

Danseparc (Every Day It's Tomorrow) (3:18) (Virgin Music — CAPAC) (D. Lanois, M. Gane, M. Johnson) (Producers: M. Gane, M. Johnson)



The title track from this Canadian outfit's latest LP, "Danseparc," is indicative of the

quirkiness that sets front-woman Martha Johnson and her cohorts apart from the rest of the pop pack. Bright and upbeat, yet marked by intelligence, this side is a welcome introduction to a talented band.

Layton Named To President Post At LARC Records

LOS ANGELES — Stan Layton has been named to the position of president of LARC Records, effective immediately. In his new position, Layton will oversee all aspects of the daily activities of the label.

Layton, who will report to label owner Joe Isgro, initially joined the label three months ago as vice president of sales and manager. Prior to joining LARC, Layton served for five years as vice president of sales and marketing for Chrystalis, and before that, he worked for 15 years at MCA Records.

Commenting on the appointment, Isgro said, "Stan Layton is the ideal candidate for president of LARC due to his extensive experience and expertise with both small independent record companies and larger corporations, such as MCA. . . I know that Stan will establish LARC as an innovative force within the music industry."

Tusken Named Capitol Records Rock A&R VP

LOS ANGELES — Ray Tusken has been named to the post of divisional vice president, A&R, rock music, at Capitol Records. He will be based at Capitol's Hollywood headquarters, where he will report to Don Grierson, vice president, A&R, Capitol.

Most recently national AOR promotion manager at the label, Tusken's new position will involve "interfacing with all departments within the organization to ensure consistent artist development strategy and open communication lines to provide artist information," according to the label. In addition, he will work with the promotion department to help coordinate LP release plans.

Tusken first joined Capitol in 1970 as Los Angeles territory manager in the sales department. He moved up to promotion manager at the Los Angeles branch in 1974, and one year later, went on to Capitol's Hollywood headquarters. In 1976, Tusken, working with promotion vice president Bruce Wendell, organized Capitol's AOR promotion department.

"Ray was an intricate part of our original promotion staff," said Bruce Wendell of Tusken and his new appointment. "He has proven himself to be a major force in the history of the Capitol promotion division. Ray has always been a talented innovator and masterful strategist, and has made a significant contribution to developing many successful recording careers at the label."

Thyret Resumes Promotion Duties At Warner Bros.

LOS ANGELES — Russ Thyret has had his duties at Warner Bros. Records expanded to include national promotion activities after a two-year hiatus. Effective immediately, Thyret will assume the title of senior vice president, marketing and promotion, a slight change from his previous title of senior vice president, marketing, a position he held for the past two years.

A 12-year veteran of the company, Thyret joined Warner Bros. as assistant national sales manager. He moved on to a position as national sales manager and eventually became vice president and national sales manager in 1975. He was soon after named to the post of vice president and director of promotion, a position he held for five years before being promoted to senior vice president, marketing.

Commenting on the new appointment, Mo Ostin, Warner Bros. records chairman of the board, said: "We have long felt that Russ is one of our strongest executive level assets; we're excited that he'll be adding responsibility for our promotional efforts to his marketing duties. His guidance will surely strengthen our position in these critical areas as it has so well in the past."

Lenny Waronker, Warner Bros. Records president, added: "Russ' abilities in promotion are well-documented. We're all very happy he's resumed this important role in our company."

Lubov Bows PR Firm

LOS ANGELES — Toby Lubov, former national publicity director at Chrystalis Records, has formed Toby Lubov & Assoc., an independent public relations/publicity firm. Among the initial clients of Lubov & Assoc. is Chrystalis recording act Huey Lewis & The News and LARC Records.

Lubov & Assoc. is located at 4050 Via Dolce, Suite 243, Marina del Rey, Calif. 90291. The telephone number is (213) 306-8385.

EXECUTIVES ON THE MOVE



Brill



Silk



Bartlett



Kravitz

Two Named At PolyGram — Scott Brill has been named western regional black music promotion manager for PolyGram Records. He previously performed similar duties at Tar Music Company in Studio City, California. And Wilson Lindsey has been named Great Lakes regional promotion manager. He was formerly midwest regional promotion, R&B at Arista.

Silk Appointed — Stan Silk has been appointed director of production, albums & tapes, for Atlantic Records and Elektra Records. He has been with Atlantic Records for nine years, most recently serving as production manager.

Island Hires Kenyon — Island Records has announced the appointment of Kathy Kenyon as national promotion coordinator. She worked in promotion at Island Records from 1976-78, and has recently returned from England, where she was involved in the music business.

Bartlett Appointed — Bill Bartlett has been named national AOR promotion manager at Capitol Records Inc. He most recently served as Capitol's southeast AOR promotion coordinator.

Kravitz Named — Robyn Kravitz has joined Elektra/Asylum Records as director, national album promotion. She was most recently director, modern music promotion for Arista.

Ware Named — CBS Songs has announced the appointment of James Ware as vice president, CBS Songs Europe and managing director, April Music U.K. He joined CBS in 1980 as managing director, April Music U.K. Prior to that he was director of Virgin Records.

Roussell Named at WB — Ewell Roussell has been named vice president and general manager of the Nashville division of Warner Bros. Records, Inc. A native of New Orleans, Roussell began his music industry career in 1958 as a warehouse assistant for A-1 Record Distributors. His aptitude leaning toward sales, he was quickly promoted to their sales department one year later. From there, Ewell joined Delta Record Distributors and was transferred to Memphis in 1965 to open a branch of Delta known as "Memphis-Delta." In 1968 Roussell joined Stax Records in Memphis and became their vice president of sales two years later. His career span in Memphis included posts with the Isaac Hayes Organization, Trans Maximus Recording Studio and Hotline Record Distributors. In 1978 he joined Elektra/Asylum Records as national sales manager and in 1982 he was promoted to general manager/director of marketing for the Nashville Division of Elektra/Asylum Records.

Changes At WASEC — Mayo S. Stuntz, Jr. has been named vice president, business development for Warner Amex Satellite Entertainment Company. He came to WASEC in April 1982 from NBC, where he was director, operational planning. And Marshall Cohen has been named vice president, programming and marketing services. Cohen joined WASEC in August 1980 as director, programming, The Movie Channel and was named vice president, programming, TMC in early 1981. Dorene Lauer has been named publicist, MTV. Before joining WASEC, she was an account executive with the Los Angeles-based Gail Roberts Public Relations.

Changes At Arbitron — Michael P. Schneider has been named account executive, Arbitron Television Midwestern Advertiser/Agency Sales in Chicago. He joins Arbitron Ratings from BBDO, Chicago, where he served in various capacities including media planner, network coordinator and broadcast estimator. And Mary Beckman has been named client service representative for Arbitron Midwestern Television Advertiser/Agency Sales in Chicago. She joins Arbitron Ratings from J. Walter Thompson, Chicago, where she served as media buyer.

Changes At 3M — Edoardo Pieruzzi has been named vice president of 3M's Magnetic Audio/Video Products Division, succeeding Alfred E. Smith, who becomes vice president of the Broadcasting and Related Produces Division. Jack B. Hanks has been named general manager of International Tapetronics Corporation (ITC), a 3M subsidiary headquartered in Bloomington, Illinois. Hanks replaces J.P. Jenkins, who resigned as chief executive of ITC/3M to pursue personal business interests. Pieruzzi was international vice president of the Electronics and Information Technologies Sector, and has served in a variety of executive marketing and sales posts for 3M since 1963 in both Europe and the USA. Smith has headed the Magnetic Audio/Video Products Division since January 1982, and has served in 3M executive manufacturing, engineering and marketing posts since 1957.

Welk Promotes Two — Cynthia Rodgers has been named director of administrative affairs for the Nashville Division of the Welk Music Group. She has been with Welk for nearly eight years and was most recently administrative assistant. Also named was Doyle Brown as professional manager of Welk's Nashville Division. He has also been with Welk for nearly eight years, acting in a variety of capacities. Commented Kay, "Cynthia and Doyle have been important and integral forces in our Nashville Division for much of the time since Welk acquired Bill Hall's Music Publishing companies in 1975 and established a presence in Nashville. Together with our new Nashville Division manager, Bob Kirsch, they form a solid base for what has become one of the strongest music publishing operations in country music."

Walsh Named — Public I Publicity Services has announced the appointment of Diane Walsh as account executive. She was with Capitol/EMI Records in New York, assisting on the coordination of special events with their publicity department.

Dobishinski Appointed — Ervin, Cohen & Jessup has announced the addition of Bill Dobishinski as an associate of the Entertainment Division. Prior to this he was an associate in the firm of Mason & Sloane.

Miller Brewing Expands Promotion Based On Support Of Regional Acts

NEW YORK — In a period where corporate sponsorship of major recording artists is increasing, Milwaukee's Miller Brewing Company is expanding upon its initial involvement in sponsoring regional music acts, which it began last year in association with a Milwaukee management firm (**Cash Box** Aug. 14 1982). Besides a doubled sponsored artist roster of 10 acts this year, the brewery's "Rock Network" music series program has increased its promotional and merchandising support of its acts. The support includes production of new items such as album poster inserts as well as defraying the costs of music video production. Both promotional videos and posters are being designed to convey the Miller link subtly, so as not to detract from the artists' own identity.

As with last year, the Miller sponsorship program has been developed by Gary Reynolds, president of Milwaukee-based Cary M. Reynolds Management Co., which is a division of Barkley Broadcasting System. Reynolds selected the acts involved, which include three carryovers from last year in Atlantic recording group Zebra, Lee Malone and Pat McCurdy & The Men About Town. The new acts are Elektra recording artist Josie Cotton, Chrysalis recording group The Fabulous Thunderbirds, Boardwalk recording group The Stompers, The Producers, Sound Barrier from Los Angeles, John Kurawang & The Night from Florida and Skip Castro Band from Washington, D.C.

Reynolds said that along with the increase in the number of bands being sponsored by Miller, its financial aide in the bands' video production was especially important. "Almost all of the bands are doing videos which incorporate Miller product subtly," noted Reynolds, who explained that while featuring the product in the video was not required for Miller sponsorship, the brewery would pay a portion of the

International Bill Set For Upcoming Reggae Sunsplash

LOS ANGELES — The scope of the annual Reggae Sunsplash Festival held annually in Jamaica has expanded to a new venue and included a wider range of music genres. The sixth annual version of the Caribbean fest is set for June 29-July 2 in Montego Bay, where Musical Youth, Third World, Rita Marley and Gil Scott-Heron, among others, are slated for the event.

The Sunsplash will be held in Montego Bay, as usual, but for the first time at the newly built Bob Marley Performing Centre, which bowed an international concert last August. Synergy Prods. is producing the event, which will kick-off with the traditional Cornwall Beach Party June 28.

The festival will trace the roots of reggae music to its current incarnations with nostalgia night (June 29) featuring such artists as the Skatalites and the Melody Makers, offsprings of the late reggae proponent Marley.

Already firmed for the event are Black Uhuru, Chalice, Melodians, Sugar Minott, Mutaburaka, Freddie McGregor, Dennis Brown, Big Youth, Nadine Sutherland, Ras Karbi, Derrick Harriott, Alton Ellis, Barrington Levy, A.J. "Boots" Brown, Lloyd Parks & We The People, Sharon Little, J.C. Lodge, Yellowman, Supermax (Germany), Dallo (Ethiopia), Steel Pulse (U.K.), King Sounds (U.K.) and Bankie Banx (Anguilla). Other artists are to be named at a later date.

Five U.S. wholesalers/tour operators have been tabbed to develop packages for

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production costs commensurate with the amount of product exposure. "If the script calls for a bar scene, they'll use a Miller sign. Or if there's a beer sitting on the amps, it will be Miller."

Paul Block, young adult corporate coordinator at Miller, agreed that the goal of the video tie-in was to identify the band with the brewery but without being "totally and blatantly commercial." He added that the assistance given in this area was "part of our commitment to the bands in expanding our support."

Other avenues of promotional support being developed this year include artist poster inserts on upcoming albums. According to Reynolds, the idea again is to "come up with a decent concept, not a super commercial for Miller Beer, but a pleasant enough artist graphic to put up on the wall."

Reynolds said that Miller was footing the entire bill for the artist posters as well as new merchandising materials developed this year. These include guitar-shaped bumper stickers and badges featuring the artists to be handed out by beer distributors and clubs. As in last year's program, Miller is making available posters, painters caps, beer mugs, t-shirts, jerseys, tour jackets, banners and backdrops on its acts, which according to Reynolds, are always weighted at least 60-40 in favor of hand identification over the brewery.

A final expansion in Miller involvement is in print and radio ad support for tour dates. Reynolds said that the ads begin two weeks in advance of each date.

"Miller is the only company giving this kind of opportunity to up and coming artists out there," said Reynolds. At the brewery, Block noted "the same 18-24 target market for the record and beer industries.

"Corporations are frequently tying-in large sums of money to major groups when they tour, which is a very superficial relationship," continued Block. "All you do is pay your bucks and slap your logo down, which is not a very good marketing vehicle. Our philosophy is for in-depth marketing, using smaller groups to help them gain notoriety. This is good for the consumer since they realize that we aren't just using the groups but helping them."

Reynolds is currently working on next year's program and anticipates it to be bigger and in more markets than this year. He also wants to enlist Miller's extensive network of college representatives in helping break new acts, and notes his and the brewery's recent association in producing "The Miller High Life Rock Series '83" spring concert series at 44 campuses and an estimated 50-70 during the next school year.

Belafonte Set For Nationwide Tour

LOS ANGELES — Singer Harry Belafonte will embark on a nationwide tour at the end of May. The tour will begin May 28-29 with dates in Cleveland and run through July 26-27 in Milwaukee.

The June dates include: Kentfield, Calif., June 7; Oakland, June 8; Sun City, Ariz., June 10-12; Salt Lake City, June 14; Denver, June 15; Houston, June 17-19; Chicago, June 22; Rockford, Ill., June 24; Louisville, June 25; and Minneapolis, June 28-29.

The July dates include: St. Louis, July 2; Atlanta, July 3; Vienna, Va., July 6; Chautauqua, N.Y., July 8; Rochester, Mich., July 9; Cohasset, Maine, July 12-16; Holmdale, N.J., July 18; Hershey, Pa., July 19-20; Devon, Pa., July 21-23; and Milwaukee, July 25-27.

Def Leppard

MUNICIPAL AUDITORIUM, Nashville — If decibels were money, Def Leppard would be broke, for the flashy Brit rockers poured them out in abundance during a well-attended one-night presentation with Jon Butcher Axis and Krokus, blasting material from the "High 'n' Dry" and "Pyromania" LPs.

With three power bands on the bill, the evening turned into a battle of brawn won handily by the steamrolling Leppard clan, which successfully employed a number of technical effects to lend visual flash to its flamboyant and cocky heavy metal battery. Buoyed by the lead screaming of Joe Elliott, the band quickly drew attention at the outset of its show with a barrage of lights, as sheaths of fire spiraled into the air behind a smokescreen. The five-man unit immediately moved into raucous, high-energy tunes such as "Rock! Rock! (Til You Drop)" and "Rock Brigade," which could be viewed as an onslaught on the central nervous system.

Surprisingly, the band played its one bona fide hit, "Photograph" (written for Marilyn Monroe), midway through the first set, but the quintet was still able to hold the predominantly pubescent crowd for the duration of a set that lasted 60 minutes. Def Leppard, noting its current Top 5 status on the national album charts, thanked the crowd for its participation in its success, and warned the front-runner with "Michael Jackson, look out!"

While the masses reacted quite favorably to the band's tongue-lashing of the Motown phenom who is currently gunning for AOR play, they were not at all closed to the opening trio, Jon Butcher Axis, a band led itself by a black. Whereas Jackson and Prince have tried to appeal to both B/C and AOR audiences with their uniquely fashioned productions, Butcher, who fluctuated between lead lines and rhythm fills on guitar, can be easily compared to Jimi Hendrix in his less-than-subtle hammerings. The set included a startling solo by drummer Derek Blevins in an unusually proficient flurry of sticks that met with a huge response, as well as a distorted guitar version of "Amazing Grace" and an encore cover of the Stones' "Honky Tonk Woman."

Krokus, the last group in the triumvirate, thanks to shrieking vocal work, can be very closely likened to Aussie rockers AC/DC. Supported by ballsy (if unimaginative) power chording, the five-member assemblage showed a heavy leaning toward theatrics. A huge painted skull placard provided the band a backdrop throughout the set in a gimmick-filled stage show that

seemed to captivate the bulk of the audience. In fact, the standard competitive dissection of the audience into three screaming sections had concert-goers on the whole following like puppets in between songs such as "Rock City" and "Easy Lover," which displayed the band's disinterest with melody that was replaced with ear-splitting amperage and an apparently infectious cathartic energy. **tom roland**

Zebra

THE PALLADIUM, NYC — Hard and heavy power trio Zebra had no trouble getting a loud crowd response to its doubly loud concert at The Palladium. Taped for syndie broadcast on NBC's The Source network, lucky radio listeners will be able to set the volume and treble knobs at lower levels — an option not afforded concertgoers.

Not that anyone seemed to mind. Zebra has apparently built a solid following in the New York area from working it one half of the year, the rest of its time being spent keeping its New Orleans home base strong. Bass guitarist/keyboardist/back-up vocalist Felix Hanemann was full of thank you's to the group's vociferous Long Island club backers (who made up the bulk of the two-thirds full venue) and for good reason. The group is able enough, but offers little more than standard pop heavy metal fare, full of the usual blazing guitar solos, rapid-fire drumming and high-pitched lead vocals.

The group's best material showed Hanemann playing bass lines on one keyboard and assisting guitarist/lead vocalist Randy Jackson on instrumental leads with a second synth. Jackson used several electric and acoustic guitars, but the sound stayed pretty much the same, crossing between Rush and Triumph but without any spark. Even the closing fog effects were little more than obligatory.

Still, the crowd ate it up. Opening act Anvil, an aptly named Canadian heavy metal quartet, also went over well, which was surprising since the group has no American releases. The drummer had two bass drums, as did Zebra's Guy Galso, but his had better logos. Anvil's material made no pretense to melodicism and hewed straight to the traditional heavy metal sledgehammer guitar riff, long-hair-waving style. Amidst this, however, something that sounded like the theme from *Bonanza* somehow managed to sneak into a song opening. Another song was about the legendary Japanese sci-fi superbug Mothra, and though it sounded much like the rest, it may well have proved more interesting had the words been intelligible. **Jim bessman**



Importers See Potential For In-House Labels

by Fred Goodman

NEW YORK — In-house labels are moving towards center stage for the larger rock importers. Stiff competition from a wide field of other importers for their original markets, the availability of product by new bands for exclusive deals and the desire to further exploit their already existing sales and distribution webs have combined to spawn labels at important, Greenworld and Jem Records.

Although Jem has been operating its Passport/Visa labels for nearly 10 years, important and Greenworld are comparative newcomers with their respective labels, Relativity and Enigma. And although they've made their names and built their businesses on imports, Barry Kobrin, president of Important Records makes it clear which way the company wants to head: "The growth we're looking for," he said, "is through the distribution of domestic recordings."

Towards that end, important has undertaken a variety of exclusive licensing and pressing and distribution deals, and formed its own label, Relativity Records. "Here we were with a distribution outlet that was growing," said Walter O'Brien, label manager for Relativity. "I automatically get 18 sales people and a distribution network, so it's the best of both worlds. We're doing something by natural growth."

Growth Begins

That natural growth began with important pressing and distributing Y America for Y's parent label in the U.K. last year. Important then became the manufacturer and distributor for Bad Brains Records, and began picking up foreign and domestic one-offs for Relativity. Since then, important has become the exclusive distributor for Compendium/DB, and pacted a P&D deal with heavy metal label Megaforce.

O'Brien now feels Relativity has maneuvered itself into a position where it can be more selective about the product it picks up. "We don't want to do any more one-offs," he said. "We feel we've made a reputation, and we're looking to get away from that."

The label's biggest success so far has been with British act The Cure, which has since moved to Sire Records. But Kobrin sees The Cure as another step in the development of Relativity. "The Cure deal was made with the knowledge that we didn't own it," he said. "But we knew we could define our own terms in the future if we could prove ourselves with it. It also served notice to the majors that we are someone to be reckoned with, and can be used to break acts."

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Pat Boone Show First Gospel Radio Program With National Sponsor

by Tom Roland

NASHVILLE — With the signing of Bayer Aspirin, *The Pat Boone Show*, a 60-minute weekly syndicated contemporary gospel radio program, has reportedly become the first gospel program to acquire a major national sponsor to back its broadcast.

Produced by Ed Lubin, president of Edward Lubin Prods., the show now enlists more than 100 constituent stations, including outlets in New Zealand and Puerto Rico, reaching an estimated audience of 500,000 listeners. The first segment of the show aired in January.

Bayer is the first major advertiser to agree to sponsor the program, which is being programmed entirely with non-religious sponsorship. Other current sponsors include Adventures In Health, a multi-

CRT Member Mary Burg Dies Following Stroke

by Earl B. Abrams

WASHINGTON — With the death of Copyright Royalty Tribunal (CRT) Commissioner Mary Lou Burg, President Reagan will now face the task of filling a third vacancy on that five-member agency.

Last year, President Reagan filled two vacancies on the CRT with Edward W. Ray and Katherine D. Ortega.

Ms. Burt, 53, died May 16 in Milwaukee of a stroke. She had been visiting her ill father, who had died four days earlier. Funeral services for Ms. Burg took place May 20 in West Bend, Wisc., her hometown.

Ms. Burg, whose background included both politics and broadcasting, was named to the CRT post in 1977 for a full seven-year term that expires Sept. 26, 1984. She was deputy chairman of the Democratic National Committee prior to being named to the CRT. Earlier she had held various positions in broadcasting — mostly in radio station sales and promotion. Ultimately, she became general manager of AM radio station WYLO/Milwaukee before turning full-time to politics. She served as CRT chairman in 1981. The chairmanship is rotated among CRT commissioners on an annual basis.

Changes Coming?

For the past several years, the CRT has recommended that the five-member panel be reduced to three members. Congress, however, has done nothing about this and apparently has no plans to do anything on this subject soon.

Ms. Burg's death leaves the CRT with four members:

- Thomas C. Brennan, a native of New Jersey and the first member of the agency. He was appointed to the unit by President Carter in 1977 from his post as chief counsel of the Senate subcommittee on patents, trademarks and copyright. This was the group that worked on revisions of the 1909 Copyright Law culminating in the 1976 legislation. It was the new law that established the CRT to handle the compulsory license functions.
- Douglas E. Coulter, native of New Hampshire, active in the election campaign of Democrats George McGovern and Jimmy Carter.
- Ray, former Los Angeles music record company executive, and Republican worker, named early last year to succeed Clarence James, who resigned. Ray is the current CRT chairman.
- Ortega, native of New Mexico whose background is in tax accounting and banking. She was confirmed by the U.S. Senate in December, to succeed Frances Garcia, a Texas accountant.

level health product marketing firm, and Huffy Hot Dogs, but additional interest by major corporate sponsors is being displayed by a national convenience store, a hamburger outlet, a bottler and a home care company.

"Gospel music is the hottest thing since country music came along," boasted Lubin. John Cummata, operations manager for the National Religious Broadcasters (NRB), a trade organization for gospel stations, reports that an average of three stations change formats to gospel on a weekly basis.

"Pat Boone has probably bridged the gospel-secular gap better than anyone," commented Cummata. "He's the ideal person to move secular sponsors into gospel

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COAST TO COAST

EAST COASTINGS — Guitar wunderkind Stevie Ray Vaughan dropped a bomb on the David Bowle world tour last week when he announced two days prior to the start of the tour that he was pulling out of the band. Vaughan's management said the Texas guitarist "had to refuse to sign the contract," claiming that promised opening slots for Vaughan's own band, **Double Trouble**, did not materialize, that the contract restricted him from doing interviews and publicity in support of his own project, and that Bowle wasn't paying him enough money. Sources reported that Epic, the label to which Vaughan is signed, tried to jump in and smooth things out, but to no avail. Guitarist **Earl Slick** is the replacement. . . Industry heavy **Jerry Wexler** has formed a partnership with **Art D'Lugoff** of The Village Gate and **Pat Kenny** of Kenny's Castaways to open First



IN MEDIAS RESIDENTS — Mysterious San Francisco-based act *The Residents* is scheduled to perform its eccentric electronic program during a whirlwind tour of Europe. As depicted above, a major portion of the group's show takes place behind large fishnet-like curtains, obscuring the anonymous band members from view.

City, a 500-seat club on 14th Street. First acts booked include **Judy Mowatt**, **Single Bullet Theory**, **Medium Medium** and **Bill Chinnock**. . . Rumor of the week: **Who** concert in Central Park this July. . . Yawn of the week: NBC-TV announces it will bow an "innovative" music video show to replace **SCTV**. Dubbed *Friday Night Videos*, the show will feature videos of major rock acts, as well as video premieres, private footage and golden oldies. . . **The Chieftains** are projecting that a soon-to-be-aired TV show, taped by China Central TV on the band's recent trip behind the Great Wall, will set a world record for audience size. The TV program is expected to have a worldwide viewing audience of over half a billion. . . **Rita Marley** has once again cancelled a North American tour, this time because of a commitment to the Reggae Sunsplash concert. . . FBI has inked **Echo And The Bunnymen** and **The Call** for North American booking. . . **Stewart** "Up Where We Belong" **Levine** has just delivered three tracks for the movie *Stayin' Alive*. . . Gotham indie Plexus Records is set to release an EP by **The Outsets** featuring former **Voidoid Ivan Jullian**. The label has also brought former **Patti Smith** sideman **Ivan Kral** in to produce local talent **The Vipers**. . . The Doctors Are In: Guitarist **Rick Derringer** and drummer **Carmine Appice**, aka **DNA**, recently dropped by to give us the word about their new collaboration, "Party Tested" on Boardwalk Records. Friends since '68, the idea for the disc grew out of Appice's recent tour of Japan on which Derringer played. "When Carmine took me to Japan we had a good time," said Derringer. "I saw that there were mutual interests, and we started talking about songs." The guitarist also noted that his first contact with Appice came about through Carmine's brother, **Vinnie**, who played drums for Derringer. "I felt like I learned about Carmine from Vinnie," recalled Derringer. "But only the bad stuff." A quickie, 10-

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POINTS WEST — **Dudley Moore**, **Stanley Clarke** and **Chuck Mangione** joined **Chick Corea** on stage at the Country Club in Reseda May 13 to celebrate the music of jazzman **Thelonious Monk**. With a number of notables, such as L.A. mayor **Tom Bradley** in the audience, the performers pulled out all the stops to make the show — which also featured the premiere of the video *Music In Monk Time* — a night to remember. Best part of the tribute came during the last tune, "Straight, No Chaser," in which Corea and Moore traded off piano riffs, followed by an amazing Clarke solo on upright bass. . . **Felix Figueroa's** hymn to L.A.'s streets, "Pico & Sepulveda," **Cab Calloway's** frenetic "One Of These Days," and art ogres **The Kipper Kids** grunting "Bim Bam Boom" are just a few of the jewels on **Varese Sarabade's** recently released soundtrack of *The Forbidden Zone*, featuring a dose of cacophonies from **The Mystic Knights of the Oingo Boingo**. That group's current incarnation, by the way, is playing a series of dates around town under the non de plume **Clowns of Death**, incorporating some new material from its upcoming third LP into the act, along with its KROQ-playlist stuff. In related news, Boingo saxsmith **Sam "Sluggo" Phipps** is preparing to do some avant-garde jazz solo gigs at Marina Del Rey's Hop Singhs room. . . **The Rockats** recently stopped in at the **Cash Box** West Coast offices to chat, and the guys told us they're going to be appearing in and contributing songs to a surf and sand flick, *Where the Boys Are*, an **Allan Carr** deal lensing in Ft. Lauderdale. . . **Ruben Guevara**,



FRESH BLOOD FOR BEACH BOYS' WILSON — *Beach Boys'* member and Epic Records solo artist **Carl Wilson** recently renewed his management contract with **Jerry Schilling**. First product under the new pact will be Wilson's "Youngblood" LP, his second for Epic. Pictured at the signing are (l-r): **Ross Schwartz**, **Wilson** and **Schilling's** attorney; **Schilling**; and **Wilson**.

who heads up the Chicano R&B/rock group **Con Safos**, is working on a compilation LP of L.A. chicano folk music, ranging from mariachi to new wave. Already committed to appear on the disc is Guevara's old band, **The Jets**, and other East Side Kids like **The Brat**, **The Plugz** and **Cannibal & The Headhunters**. Being prepared for an August release, look for the album to be distributed by Rhino Records, with the tentative title now "Los Angelenos". . . Coincidence or karma: After ranking out **Michael Jackson** and **Karen Carpenter** at a UCLA gathering mid-month, **Joan "Can We Talk" Rivers** went out to perform a series of stand-up shows in Vegas and found herself speechless, suffering from "desert throat." Nevertheless, the shows did go on and the bi-coastal comedienne even found time to rap with us about the record industry and future plans. Her first LP in 14 years, "What Becomes a Semi-Legend Most," is blasting up the albums chart, and she's already planning a follow-up disc, in addition to developing an MTV video and a possible Christmas single. Also in the works are an autobiography, to be published next year by Dellacorte Press, and a motion picture. "I haven't done an album since the one I recorded for Buddha 14 years ago because I didn't want to give away that much material unless it was something I was going to be proud of," she told

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TOP 30 ALBUMS

	Weeks On 5/21 Charts	Weeks On 5/21 Chart
1 LOW RIDE EARL KLUGH (Capitol ST-12253)	2	5
2 JARREAU (Warner Bros. 9 23801-1)	1	7
3 STAR PEOPLE MILES DAVIS (Columbia FC 38657)	10	2
4 PROCESSION WEATHER REPORT (Columbia FC 38427)	3	11
5 THE HUNTER JOE SAMPLE (MCA 5397)	4	11
6 THE BEST IS YET TO COME GROVER WASHINGTON, JR. (Elektra 9 60215-1)	5	25
7 GUARDIAN OF THE LIGHT GEORGE DUKE (Epic FE 38513)	6	6
8 DREAM OF TOMORROW LONNIE LISTON SMITH (Doctor Jazz/CBS FW 38447)	7	9
9 GENTLE FIRE WILTON FELDER (MCA-5406)	11	5
10 DECEMBER GEORGE WINSTON (Windham Hill C-1025)	8	24
11 QUARTET HERBIE HANCOCK (Columbia C2 38375)	9	18
12 DAVE GRUSIN AND THE NY/LA DREAM BAND (GRP A10011)	13	15
13 STEPS AHEAD (Musician/Elektra 9 60168-1)	14	5
14 TWO OF A KIND EARL KLUGH/BOB JAMES (Capitol ST-12244)	15	30
15 COME WITH ME TANIA MARIA (Concord Jazz Picante CJP 200)	12	9
16 WINTER INTO SPRING GEORGE WINSTON (Windham Hill C-1019)	16	44
17 CASINO LIGHTS — RECORDED LIVE AT MONTREUX, SWITZERLAND VARIOUS ARTISTS (Warner Bros. 9 23718-1)	19	31
18 SHADOWFAX (Windham Hill C-1022)	20	15
19 SMOKIN' BILLY COBHAM'S GLASS MENAGERIE (Musician/Elektra 9 60233-1)	—	1
20 MIRAGE A TROIS THE YELLOWJACKETS (Warner Bros. 9 23813-1)	25	2
21 CONRAD SILVERT PRESENTS JAZZ AT THE OPERA HOUSE VARIOUS ARTISTS (Columbia C2 38430)	24	2
22 AUTUMN GEORGE WINSTON (Windham Hill C-1012)	23	7
23 ATTITUDE LENNY WHITE (Elektra 9 60232-1)	—	1
24 FINESSE JOHN KLEMMER (Musician/Elektra 9 60197-1)	17	15
25 OFF RAMP PATMETHENY GROUP (ECM-1-1216)	26	54
26 SOLID COLORS LIZ STORY (Windham Hill C-1023)	21	10
27 INCOGNITO SPRYO GYRA (MCA-5268)	22	33
28 ASPHALT GARDENS GEORGE HOWARD (Palo Alto PA 8035)	30	6
29 STREET THEMES CHARLES EARLAND (Columbia FC 38547)	18	6
30 THE YOUNG LIONS VARIOUS ARTISTS (Musician/Elektra 9 60196-1R)	28	6

ON JAZZ

DOWN IN THE VILLAGE — Dewar's "White Label" will again sponsor a jazz festival in New York's Greenwich Village this summer. Last year, the fledgling fest managed to draw together approximately a dozen jazz clubs in a cooperative venture, aimed at giving the clubs a higher public profile. Participating clubs this time around include The Blue Note, Bradley's, The Cookery, Jazz Forum, Knickerbocker, The Other End, Seventh Avenue South, Sweet Basil, Village Corner, The Village Gate, the Village Vanguard and Village West, as well as The Bleeker Street Cinema, which will feature a jazz film series in conjunction with the festival. Running dates for the fest are Friday, Aug. 26, through Labor Day, Sept. 5. The program will again operate on a "pass" system, with The Village Gate selling a \$10.00 Festival Pass that admits clubgoers to the first and second sets at participating clubs at 50% off, and to the last set free of charge. Aside from the nightly performances and film program, the festival will feature daily clinics for arranging, big band conducting, voice, piano, saxophone, drums and brass at the Jazz Forum. Back on board as coordinators are producer Horst Liepolt and disk jockey James Brown. Pianist Billy Taylor has been signed on as the festival's spokesman.



ELLA CELEBRATES — Jazz legend Ella Fitzgerald was recently feted at a party in honor of her 65th birthday, taking place at San Francisco's Fairmont Hotel. Pictured are (l-r): Fairmont Venetian Room headwaiter Eie Eschen; conductor Paul Smith; Fitzgerald; and Richard L. Swig, CEO and managing director, Fairmont Hotel Co.

the other one. That disc is "Conrad Silver Presents Jazz At The Opera House," a two-record set recorded last winter at the San Francisco War Memorial Opera House. Much of the set features various permutations of a group that might best be described as "VSOP One-And-A-Half," with Wynton Marsalls, Wayne Shorter, Herbie Hancock, Charlie Haden and Tony Williams. Other participants include Denny Zeitlin, Toshiko Aklyoshi and Lew Tabackin and Bobby Hutcherson. Incidentally, a photo on the inside sleeve shows that Carlos Santana, Pat Metheny and Jaco Pastorius also performed at the program, so hopefully we'll be hearing more from this outstanding concert in the future. . . . As for the Miles Davis album, we can make no pretense to being impartial, having hung on Davis's every note for far too many years. Interestingly, though, we've noticed that most of the reviewers who slammed this band on Davis's comeback disc, "The Man With The Horn," have been slowly coming around through "We Want Miles," and now on "Star People." If you still can't make up your mind about this music, we advise you put the record on your shelf and give everybody else five years to catch up with Miles. It's an old story.

fred goodman

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Studio Profile

The Plant: Updating Facilities As It Embarks On A New Path

by Michael Glynn

LOS ANGELES — Things don't change very much in the picturesque Marin County village of Sausalito. Tourists still stream off the ferries from San Francisco, especially on the weekends, to visit the numerous little shops and restaurants. The residents themselves still typify the "laid back" lifestyle for which Marin and neighboring Mill Valley have become famous.

A fixture in Sausalito for the past 12 years, The Plant (formerly known as the Sausalito Record Plant), like the village, hadn't changed much either... until now. In addition to the new name, as a consulting arrangement with the L.A. Record Plant recently ended, The Plant has been in the midst of "updating" its facilities, as president and general manager Paul Broucek put it.

A major part of that "updating" has focused on The Plant's Studio C, which underwent a complete renovation. Formerly the site of what became known as 'The Pit,' a sunken studio built by one of the Sausalito Record Plant's original co-owners, Gary Kellgren, Studio C had been

used as a rehearsal hall after The Pit was filled in (**Cash Box**, April 18, 1981).

However, as the result of a new association between The Plant and Lizard Rock Prods. — comprised of former Doobie Brothers members John McFee and Keith Knudsen, as well as recording artist Tim Goodman — C was refurbished, a new floor installed and with control room built.

For its part, Lizard Rock Prods. has furnished the room with a Neotek Model III console, 3MM79 24 track recorder, Ampex four-track and two-track recorders, two compressor/limiters, digital delay, and a range of amps, loudspeakers and microphones (Sony, AKG, Sure and Electrovoice), among other things.

As part of the arrangement between The Plant and Lizard Rock, the studio will be able to use C for independent projects when McFee, Knudsen and Goodman aren't utilizing it for their own productions.

"I see (Studio) C as an independent record room or a remix and overdub room," said The Plant's Broucek, who noted that the first session in the newly remodeled studio was held less than two

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SESSION MIX

May has been a busy month at **Compass Point Studios** in the Bahamas, with The Tom Tom Club, Toots and The Maytals, AC/DC, and Black Uhuru among the acts recording there. In June, the Compass Point All-Stars — including keyboardist Wally Badarou, guitarists Barry Reynolds and Mikey Chung, Sly Dunbar on drums and Robbie Shakespeare playing bass, with Sticky Thompson on percussion — are set to record their own album, with each member contributing a composition or two. The All-Stars, if you don't know, have backed Grace Jones on her last three LPs and Joe Cocker on the "Sheffield Steel" album, among others. All-Star Barry Reynolds, who himself has co-written and played with Marianne Faithfull, is set to record his second solo album in June as well.

Far from the Bahamas, in Hollywood, Calif., producer **Chris Ashford** has been mixing new Davie Allen and Agent Orange tracks for a couple of What Records at **Group IV Recording**. The engineer was **Andy D'Addario**. Also at Group IV, Mike Post has been busy scoring a new TV pilot, entitled *Big John*, for MGM Studios. The engineer was **Dennis Sands**, with D'Addario assisting.

Bear West Studios in San Francisco has played host to a diverse group of projects in recent weeks. African ju ju act Ashiko, right on the heels of King Sunny Ade, has been recording, with **Larry Kronen** engineering. Also, San Jose band Los Olvidados wrapped up work on a project at the studio, with Kronen again engineering. And rockabilly group Silvertone continues to record, as well as Joni Haastap, with **Mark Needham** engineering. Country swing fans might be happy to know that Asleep At The Wheel is completing tracks for its new LP at **Pedernales Recording Studio** near Austin, Texas. **Willie Nelson** is co-producing the LP with **Ray Benson**. **Larry Greenhill** is engineer, with **Bobby Arnold** assisting.

Over Nashville way, Tommy Roe ("Sheila") has been at **Woodland Sound** working on tracks in Studio with producer **Nelson Larklin**. **David McKinley** behind the board for that one and **Andy Benefield** assisting. Also at Woodland Sound, The Florida Boys and **Conway Twitty** are both

doing vocals (Twitty is doing vocal overdubs for his Christmas LP on Warner Bros.). Producing the Florida Boys is **Herman Harper**, with **Ken Corlew** engineering and Benefield assisting. Twitty is co-producing himself with **Jimmy Bowen**. **Ron Treat** is the engineer with **Ken Criblez** and **Tim Farmer** assisting.

At **Bullet Recording** in Music City, videotaping resumed for Bobby Bare and Friends with guests Mac Gayden, John D. Loudermilk and Tony Joe White, Coleen Peterson, John Sebastian and Ian Tyson, Willie Nelson, Charlie Daniels, Felice and Boudleaux Bryant and Bill and Sharon Rice. Engineer is **Scott Hendricks**. Also at Bullet, **Moses Dillard** is producing "Christian Friend" for Coalminers Music, with **Danny Mundhenk** engineering, while producer **Stan Cornelius** mixes a Cindy Good project for Starflight and **Earl Richard** produces the Cabin Fever Band for El Dorado Prods. **Randy Holland** engineered for Good, while **Jim Baird** did the Cabin Fever Band session.

At **Sigma Sound Studios** in Philadelphia, RCA recording artist **Robert Hazard** has been tracking and mixing his new self-produced album. **Arthur Stoppe** engineered with **John Wisner** assisting. Also at Sigma Philly, **Kenny Gamble** has been producing the Stylistics for PIR, with **Joe Tarsia** engineering. Tarsia also serves as engineer on the O'Jays' new self-produced LP, with **Mike Tarsia** assisting. **Grover Washington, Jr.** has been producing his forthcoming Elektra/Asylum LP, with **Peter Humphreys** behind the board and **Barry Craig** assisting, while **Patti Labelle** is producing Nicole Grant, with Stoppe engineering and Wisner assisting.

Meanwhile, **Sigma Sound New York** has seen projects by Starpoint, Houserockers and Zenobia, among other acts, in the past few weeks. **Lionel Job** produced for Starpoint, which lately has been overdubbing and mixing their new Boardwalk LP. **James Dougherty** engineered, with assists from **Jimmy Santis**, **Melanie West** and **Linda Randazzo**. **Mark Dodson** has been producing and engineering on the Houserockers' upcoming MCA LP. **Glenn Rosenstein** assisted. And RFC Records chief and producer **Ray Caviano** was overseeing the mix for Atlantic recording artists **Zenobia**. Engineering was **Mike Hutchinson** and **John Convertino** assisted.

Independent Distributors, Labels Still Shopping Around For The Best Deal

(continued from page 5)

A number of other R&B-oriented labels are said to be re-evaluating indie distribution. Over the past two weeks published reports indicated Total Experience Records and Solar Records were considering severing ties with PolyGram. However, officials from both Total Experience and Solar have persistently denied the forecasts. Total Experience spokespersons said the Lonnie Simmons-label still has two years to go on its three-year distribution agreement with PolyGram, and does not foresee any immediate change in distribution plans, while Solar's executive vice president, Virgil Roberts, vehemently denied the rumors.

Independent distributors are keeping a sharp eye on all activities concerning indie and major label connections, especially because of the distrib's plans to create a "war chest" for the express purpose of seducing new and major-affiliated labels away from branch agreements into the indie web. Emerging during the 1983 NARM confab in Miami Beach, the war chest has an initial stake of \$100,000 pledged by 13 distributors and has been the topic of heated controversy (**Cash Box**, April 23).

"The war chest should be operative by the end of the summer," said Billy Emerson, manager of the Texas-based Big State Record Dist. Corp., who announced the formation of the fund at NARM. "There hasn't been much progress since Florida, but we expect a lot of things to happen at the NARM independent distributor's advisory committee meeting in June."

Emerson told **Cash Box** that the indie distributors have been enthusiastic over the departure of Spring Records from PolyGram, and look forward to other labels following an identical path towards the indie pipeline. "I can assure you that many people are dissatisfied with the deals they struck with the majors," Emerson remarked. "The branches take a quarter plus 60 days before they pay, and five months is a long time. When the independent labels examine the jobs we've done with Motown, Sugarhill, Prelude, Tommy Boy, Streetwise and Prism, they'll realize we offer them a much better deal than the majors' P&Ds."

Two independent labels that left the indie distrib networks for nests with the majors — San Francisco-based 415, which pactured with Columbia, and Slash, an L.A.-

centered company that recently entered an agreement with Warner Bros. and WEA — expressed concern over the distribution controversy currently raging, and offered a different perspective.

415 Records president Howie Klein believed that the closing of many indie distrib's doors was healthy for the indie record industry, based on his own experiences prior to 415's alliance with Columbia. "We could have very easily gone out of business because of these independent distributors," said Klein, "and I'm not even talking about Pickwick, we didn't deal with them because I caught on quick to what their gimmick was. I'm talking about... the whole network. My blood boils when I think about these people and how they get records out of you and sell them, but never pay you. I couldn't be happier that they're out of business because what it's going to do is make room for the really good, young companies like Rough Trade, who are in it because they love music and aren't corrupt."

"These other indie distributors' financial structures was a house of cards anyway. Now the small labels will go to very good alternative distributors who would rather kill themselves than cheat anybody, operations like Greenworld or Dutch East India. These people don't even know the meaning of the word 'cheat,' and they'd never do that to an artist. That's why I'm glad so many of these other people went out of business; it will give the young, energetic, idealistic people some room to move into the field," he added.

Slash's president Bob Biggs also remarked that dealing with many of the indie distributors during the three years before signing his label's deal with Warner Bros. and WEA was "really a disaster." "Fortunately we had a few loyal distributors who paid us on time, but they were the only strong oaks in the wasteland of independent distributors," he said. "Before we went with Warner and WEA, there were a lot of headaches and a lot of outstanding bills that required acrobatic feats to collect. It was a hard three years." Although he admits there are some "pitfalls" with the Warner Bros. relationship, particularly in terms of product promotion, the pros of economic stability and potential high sales far outweigh the negative factors. "At least now we're being paid for the records that sell," Biggs concluded.

COAST TO COAST

EAST COASTINGS

(continued from page 12)

day special, "Party Tested," was "titled right" according to Appice, who said he enjoyed working on the loose sessions. "It used to be a drag spending nine months in the studio with **Rod Stewart**," he said. Added Derringer: "There are very few people who know how to spend a lot of money and properly use a big budget. Most of them wind up acting like they were working with a typewriter — 'oops! We made a mistake, let's get the white-out!' But it's not the same. It's about the transmission of emotions, not about writing a treatise." Fresh off a video shoot in which they spent inordinate amount of time sitting in a huge vat of milk ("Rick froze his ass off but I wore a wet suit"), the duo is optimistic about the video's potential. "MTV's been bedding us 100%," said Derringer, "and we'd want to make a point of it if the record broke through MTV because radio really needs to be shown what's going on. Both of us have been in this a long time, and in the past, a station like WNEW was great. But they're doing nothing with our music now. And we're local boys!" Added Appice: "It's a shame since this is where we're from, but I'm also ashamed of FM radio. I helped create it and it's useless now." **fred goodman**

POINTS WEST

(continued from page 12)

us. "And so we just waited. Now it's so much fun. I go on programs with **Fleetwood Mac** and **Eddie Money** talking about the **Plasmatics**. My daughter's 14½ years old, so I probably know more about **Men At Work** than you do." Because of her albums' success with younger audiences, Rivers is considering some gigs in tandem with pop rock acts instead of her usual pair-ups. "Up to now, the closest I got was very MOR — **Melissa Manchester**, **Barry Manilow** — and now we're talking a whole different ballgame because I realize these kids enjoy the record, so it would be fun to go out with them. I do like the music. But the rock groups I'd want to go with might not want me... who knows? It could be hysterical." **Madness** and **Berlin** were mentioned as two groups the funnily lady would enjoy hitting the road with. **jeffrey resner**

Black Music Month

(continued from page 5)

"Black Music Is Universal" theme, Slaughter said that the first layer of the BMA campaign as supported by CBS will be through the PSAs aimed at the 400-plus black oriented radio stations in the U.S. He said that the campaign, which is being supported by other labels in varying forms, would eventually graduate into a print ad campaign with major consumer publications.

Hoping to further sales of product by artists such as Musical Youth, Thelma Houston, Spyro Gyra, Joe Sample, Wilton Felder, War and others, the BMA theme will be directly incorporated into advertising and merchandising for MCA Records.

Elmer Hill, national director of black music product for the company, said that "Black Music Is Universal at MCA" will be the tag line for poster, display material and ad slicks that will feature the company's black oriented product during June and throughout the summer.

Contests with radio and retail will be developed and tailored for each market where the company's product is making a strong showing.

Posters and advertising are to carry a new BMA logo, which incorporates the theme and uses graphics that feature a globe and figures representing black music encircling that globe.

Time buys on radio, print ads and merchandising items such as pins and lighters featuring LP graphics by artists in the promotion are other elements of the MCA campaign, along with a stocking program that offers discounting and dating.

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Roth Named Exec VP At MCA; Siner Resigns

(continued from page 5)

restructuring of operations is based upon Azoff's alleged desire to eliminate presidential positions within the Records Group in order to clarify the tiers of authority. Azoff, however, was unavailable for confirmation.

Other presidents within the Records Group fold at this time include Al Bergamo, MCA Distributing Corp.; Danny Bramson, Backstreet Records; Jim Fogelson, MCA Records/Nashville and Lou Cook, MCA Records International. At presstime, there had not been any additional executive moves announced or even hinted at by the Records Group.

Speculation, however, was rife last week that a major artist signing by the Records Group was imminent. While the Records Group routinely denied any imminent signings, speculation remained strong that at least one major act from Front Line Management (Azoff's old firm), possibly Warren Zevon, would resurface with MCA.

Prior to his new position, Roth served for two years as senior vice president and West Coast operations general manager. He started with CBS in 1977 as vice president, business affairs, West Coast. Before going to CBS, Roth served as vice president, business affairs, for RCA Records.

Commenting on Roth's appointment, Azoff said: "Myron and I became close friends during the years of his excellent work at CBS. I'm pleased and excited over this appointment, since Myron was the first and only candidate considered for this job."

Siner joined MCA in 1971 as assistant creative director and was later promoted to director, then vice president of advertising and merchandising. In August 1978, he was promoted to senior vice president of marketing and was put in charge of the day-to-day operations of the label. Two months later, he was named executive vice president of the label. He was named president in January 1979.

VSDA Convention Set For August 28-30 In San Francisco

LOS ANGELES — Using the theme "Profits Are The Key In '83," the second annual Video Software Dealers Assn. (VSDA) convention is set for Aug. 28-30 at the Fairmont Hotel in San Francisco. The convention will be highlighted, for the first time, by exhibits from many major studios and independent production and distribution companies, in addition to separate business sessions addressing such specific areas as in-store merchandising, effective low-cost adver-

Thorn EMI Pacts With New World

LOS ANGELES — Thorn EMI has acquired U.S. videocassette and disc rights to eight New World Pictures films, including five films scheduled for imminent theatrical release and three productions under new company principals Harry Evans Sloan, Lawrence Kuppin and Larry Thompson.

Among the five new films are *Funny Farm*, *Jimmy The Kid*, *Dreamworld*, *The Prey* and *Next Year, If All Goes Well*. The three productions, currently being pre-sold for foreign theatrical distribution, are *Angel*, *Mark Of The Devil* and *The Philadelphia Experiment*.

Three other new titles that the team of Sloan, Kuppin and Thompson have set include *Wreckers*, *The Rainbow Warrior* and *The Eleventh Parallel*. New World Pictures has also obtained foreign distribution rights to the film *Cross Country*, for which New World is presently seeking U.S. distribution.

New World, previously owned by Roger Corman, is presently hoping to have a slate of 12 to 18 features per year, according to co-owner Kuppin, although initially more than half are expected to be picked up.

tising and creative rental plans.

The three day event kicks off with a gala welcoming cocktail reception and dinner Aug. 28. General business sessions get underway the following day, with a keynote speech from a major studio executive (unnamed at presstime) opening the program. The keynote address will be succeeded by reports on the latest market research within the video software industry (with the most recent findings from the A.C. Nielsen Co. expected to be revealed).

Panel discussions and seminar sessions on topics of "grass roots" interest to video software dealers include, in addition to merchandising, advertising and rentals plans, sales promotion; profit opportunities in video games; computer software and hardware; accessories and blank tape; and promoting sales and rentals of adult video. Like last year, security and personnel, among other aspects of store operation, will be discussed as well.

In addition to studio and independent production and distribution exhibitors, VSDA is expecting suppliers of blank tape, accessories, video games and computer software to display their products in the Fairmont's Grand Ballroom. The Exhibit Booth area will be open on the afternoons of Aug. 28-30, allowing suppliers to the video software dealers to meet exclusively with the people who sell their products to the consumer.

The convention closes on the evening of Aug. 30 with the VSDA Best Seller Awards Banquet, as video cassette and disc titles generating the greatest sales or rental activity for the past year will be honored. According to VSDA, the Best Seller Awards are "the only industry awards presented on

the basis of consumer activity in retail."

Convention chairman is John Pough of Video Cassette Unlimited in Santa Ana, Calif., who is also a member of VSDA's Advisory Board. On the convention planning committee are Steve Goodman of Video Warehouse in Atlanta; Jack Messer of the Video Store in Cincinnati; Linda Rosser of Dialogues in Phoenix; and Bob Skidmore of Video Corner in St. Petersburg, Florida.

The VSDA will be mailing convention registration forms as of May 25. They will also be available at the Association's booth during the 1983 Summer Consumer Electronics Show (CES) in Chicago, June 5-8. Registration fee covers all business session, social functions, and meals. Convention attendees looking for a travel discount will also be happy to know that VSDA has arranged for a guaranteed super saver fare without restriction through United Airlines on all its routes.

For further information on VSDA membership and convention registration, contact the VSDA office, 1008-F Astoria Blvd., Cherry Hill, N.J. 08003. The telephone is (609) 424-7117. Attendance at the convention and participation in the exhibits is limited to VSDA members.

Rockamerica Sets First Video/Music Seminar

NEW YORK — Rockamerica, the New York-based company that distributes promotional video clips to clubs, record stores, and colleges, is holding its first Video/Music Seminar at the Prince George Hotel in New York on July 7. The date of the event, which is set from 10 a.m.-6 p.m., falls on the day immediately following the New Music Seminar and is targeted at much of the same industry community attending that event.

The discussion topics and the panelists scheduled so far are "Cable And Broadcast Television," with Laura Foti of MTV, Tom Lynch of the WTBS music program *Night Tracks*, Cathy Roszell of the Atlanta Music Channel, Roger Erickson of CBS International and Geoff Patack of Night Flight/ATI Video; "Artists And New Technologies," with Clive Richardson of Island Pictures, Arnold Levine of Arnold Levine Prods., video artist John Sanborn, Dean Winkler of Teletronics and John O'Donnell of Sony Consumer Products Company; and "Video Promotion And Publicity," with Atlantic Records vice president of artist relations and media development Perry Cooper, Howard Bloom of the Howard Bloom Organization and Bob Currie of EMI International. A discussion entitled "Club Promotion" will include representatives of major music clubs which use video. Other panelists will be announced shortly.

In addition to the panels, a President's Breakfast has been scheduled to launch the day's events. Presidents of major and independent record labels are currently being signed up to address the breakfast gathering. Product and service exhibits will also be set up at the hotel, and closed-circuit television will be used throughout the hotel to screen all of the events, announcements and music videos. The session will conclude with a party and concert at a major New York music club.

"In putting this seminar together, I've already learned so much about what we will be doing in the music video field in the next few years," commented Edward Steinberg, president of Rockamerica.

The cost for the seminar is \$85 in advance and \$95 at the door. Further information is available from Lyn Healy at Rockamerica, 41 E. 20th St., New York, N.Y. 10003. The telephone number is (212) 475-5791.

TOP 30 VIDEOCASSETTES

	Weeks On Chart		Weeks On Chart
	5/21		5/21
1 FIRST BLOOD Thorn EMI 1573	2 3	16 ROCKY III CBS/Fox TW 4708	18 22
2 AN OFFICER AND A GENTLEMAN Paramount Home Video 1467	1 13	17 THE BEST LITTLE WHOREHOUSE IN TEXAS MCA Distributing Corp. 77014	13 12
3 ROAD WARRIOR Warner Home Video 11181	3 14	18 MISSING MCA Distributing Corp. 71009	17 22
4 AIRPLANE II Paramount 1489	15 3	19 VICTOR VICTORIA MGM/UA 0051	19 28
5 CREEP SHOW Warner Home Video 11306	4 9	20 HONKY TONK MAN Warner Home Video 11305	16 8
6 BLADE RUNNER Embassy 1380	5 12	21 JANE FONDA'S WORKOUT KVC/RCA Karl Video Corp. 042	24 47
7 THE BOAT (DAS BOOT) RCA/Columbia Pictures Home Video 10149	6 17	22 AMITYVILLE II: THE POSSESSION Embassy 1709	21 5
8 MONSIGNOR CBS/Fox 1108	7 10	23 THE LAST UNICORN CBS/Fox 9054	22 4
9 THE WORLD ACCORDING TO GARP Warner Home Video 11261	8 18	24 VIDEODROME MCA 71013	— 1
10 THE SECRET OF NIMH MGM/UA 00211	9 6	25 ANNIE RCA/Columbia Home Video 10008	23 22
11 POLTERGEIST MGM/UA 00164	10 22	26 TRON Walt Disney WD 122	25 22
12 TEX Walt Disney WD 142	26 2	27 YOUNG DOCTORS IN LOVE Vestron 5012	20 13
13 NIGHT SHIFT Warner Home Video 20006	12 18	28 DINER MGM/UA 00164	28 25
14 PLAYBOY VIDEO, VOLUME II CBS/Fox 6202	14 5	29 FORCE TEN FROM NAVARONE Warner Home Video 26034	29 3
15 FAST TIMES AT RIDGEMONT HIGH MCA Distributing Corp. 77015	11 18	30 STAR TREK II: THE WRATH OF KHAN Paramount Home Video PA 1180	30 25

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; Warehouse-National; Video Showroom-Louisville; Erol's Video Club-Springfield; New England Home Video-Groton; Movies Unlimited-Philadelphia; Video Showcase-Federal Way, Movies To Go — St. Louis.

MERCHANDISING

TOP 15 VIDEO GAMES

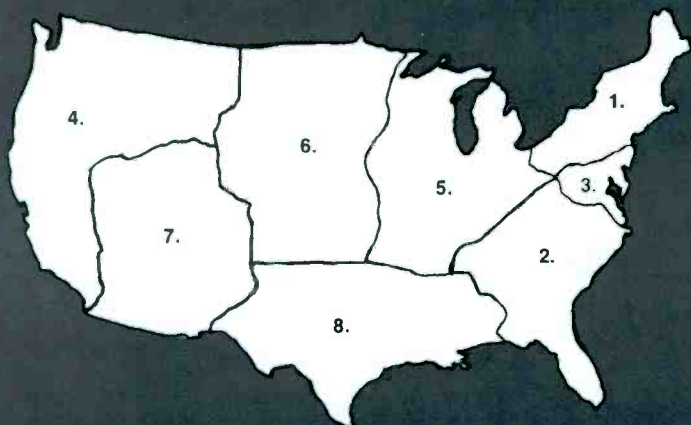
	Weeks On 5/21 Charts	
1 CENTIPEDE Atari CX2676	1	10
2 MS. PAC-MAN Atari CX2675	2	12
3 PITFALL! Activision AX018	3	26
4 FROGGER Parker Bros. 5300	4	26
5 KEYSTONE KAPERS Activision AX025	11	3
6 DONKEY KONG JR. Coleco 2601	5	9
7 RIVER RAID Activision AX020	7	20
8 ZAXXON Coleco 2435	6	26
9 STRAWBERRY SHORTCAKE MUSICAL MATCHUPS Parker Bros. 5910	8	6
10 OINK! Activision AX023	10	4
11 PHOENIX Atari CX 2673	9	11
12 DEMON ATTACK Imagic 3200	12	26
13 SPIDER FIGHTER Activision AX021	14	16
14 VENTURE Coleco 2457	15	8
15 VANGUARD Atari CX2669	—	1

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

TOP 15 MIDLINES

	Weeks On 5/21 Charts	
1 THE RISE AND FALL OF ZIGGY STARDUST AND THE SPIDERS FROM MARS David Bowie (RCA AYL1-3843)	3	5
2 LED ZEPPELIN (IV) (Atlantic SD 19129)	1	13
3 LOOK SHARP! Joe Jackson (A&M SP-4919)	7	36
4 WINELIGHT Grover Washington, Jr. (Elektra 6E 305)	2	14
5 THE DOORS (Elektra EKS 74007)	4	45
6 PRETENDERS (Sire SRK 6083)	8	3
7 MEATY, BEATY, BIG AND BOUNCY The Who (MCA 37001)	10	17
8 TAPESTRY Carole King (Epic PE 34946)	14	41
9 THE CARS (Elektra 6E 135)	6	16
10 FLEETWOOD MAC (Reprise MSK 2281)	5	19
11 PIANO MAN Billy Joel (Columbia PC 32455)	15	19
12 LET THERE BE ROCK AC/DC (Atco SD-36151)	—	1
13 LIVE AT LEEDS The Who (MCA 3023)	13	2
14 SO FAR Crosby, Stills, Nash & Young (Atlantic SD-19119)	9	36
15 SOUVENIRS Dan Fogelberg (Full Moon/Epic PE 33137)	11	30

COMPILED FROM: Licorice Pizza — Los Angeles • Cavages — Buffalo • Dan Jay Music — Denver • Musicland — St. Louis • Karma — Indianapolis • Peaches Records — Cincinnati, Columbus • Charts — Phoenix • Gary's — Virginia • Sound Video, Unltd. — Chicago • Record Theatre — Cincinnati • Tower Records — Sacramento, San Diego, 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 EDDY GRANT | 9 MADNESS |
| 2 JOAN RIVERS | 10 SCANDAL |
| 3 B-52's | 11 LAURA BRANIGAN |
| 4 A FLOCK OF SEAGULLS | 12 EARL KLUGH |
| 5 TUBES | 13 WILLIE NELSON &
WAYLON JENNINGS |
| 6 GLADYS KNIGHT & THE PIPS | 14 CAMEO |
| 7 LAKESIDE | 15 JOAN ARMATRADING |
| 8 MAZE | |

NORTHEAST 1.

- 1 JOAN RIVERS
- 2 EDDY GRANT
- 3 TUBES
- 4 GLADYS KNIGHT & THE PIPS
- 5 B-52's
- 6 SCANDAL
- 7 A FLOCK OF SEAGULLS
- 8 MADNESS
- 9 JOAN ARMATRADING
- 10 LAURA BRANIGAN

SOUTHEAST 2.

- 1 LAKESIDE
- 2 TUBES
- 3 EDDY GRANT
- 4 JOAN RIVERS
- 5 MAZE
- 6 A FLOCK OF SEAGULLS
- 7 GLADYS KNIGHT & THE PIPS
- 8 CAMEO
- 9 B-52's
- 10 JOAN ARMATRADING

BALTIMORE/ WASHINGTON 3.

- 1 EDDY GRANT
- 2 GLADYS KNIGHT & THE PIPS
- 3 MTUME
- 4 MAZE
- 5 B-52's
- 6 JOAN ARMATRADING
- 7 A FLOCK OF SEAGULLS
- 8 JOAN RIVERS
- 9 LAKESIDE
- 10 CAMEO

WEST 4.

- 1 B-52's
- 2 GLADYS KNIGHT & THE PIPS
- 3 A FLOCK OF SEAGULLS
- 4 MADNESS
- 5 EARL KLUGH
- 6 EDDY GRANT
- 7 JOAN RIVERS
- 8 THE FIXX
- 9 TUBES
- 10 DAVE EDMUNDS

MIDWEST 5.

- 1 JOAN RIVERS
- 2 INXS
- 3 TUBES
- 4 EDDY GRANT
- 5 SCANDAL
- 6 B-52's
- 7 LAKESIDE
- 8 GLADYS KNIGHT & THE PIPS
- 9 MAZE
- 10 A FLOCK OF SEAGULLS

NORTH CENTRAL 6.

- 1 TUBES
- 2 JOAN RIVERS
- 3 RONNIE MILSP
- 4 LAURA BRANIGAN
- 5 SCANDAL
- 6 HOOKED ON CLASSICS III
- 7 EARL KLUGH
- 8 INXS
- 9 WILLIE NELSON &
WAYLON JENNINGS
- 10 EDDY GRANT

DENVER/PHOENIX 7.

- 1 TUBES
- 2 MADNESS
- 3 EDDY GRANT
- 4 LAKESIDE
- 5 LAURA BRANIGAN
- 6 A FLOCK OF SEAGULLS
- 7 B-52's
- 8 JOAN RIVERS
- 9 WILLIE NELSON &
WAYLON JENNINGS
- 10 THE WHO

SOUTH CENTRAL 8.

- 1 MAZE
- 2 LAKESIDE
- 3 B-52's
- 4 WILLIE NELSON &
WAYLON JENNINGS
- 5 JONZUN CREW
- 6 GLADYS KNIGHT & THE PIPS
- 7 CAMEO
- 8 RONNIE MILSAP
- 9 A FLOCK OF SEAGULLS
- 10 EARL KLUGH

WHAT'S IN-STORE

CHURCHILL GOES \$6.98 FOR OLD ARTIST PRODUCT — Churchill Records likes the idea of lowering list prices on new artist product so much that it is putting it into effect on new releases from some of its stellar established artists. Both **James Brown's** label debut LP, "Bring It On," and **Roy Clark's** "Cookin'" instrumental album will weigh in at the \$6.98 price point and will be additionally supported by posters and flats. "We felt that since all the other labels are coming out with \$6.98 list prices on new product, why shouldn't we?" asks Churchill's vice president and director of sales and marketing **David Webb**. "Why not give consumers a break on all artists, especially when you can make a profit at \$6.98 if you mass merchandise."

WAX FAX — **Waxle Maxle** stores currently have an all-label cassette sale going to capitalize on "traveling music" for mobile summer listeners. All cassettes are marked down, with \$8.98 list prices reduced to \$6.49 and other price groups showing similar discounts. . . . The chain has recently begun a rotating series of multiple-product print ads, the so-called "blockbuster" format combines several blocks of various product categories — such as blank tapes, video games and prerecorded music — with a few items of each category per block. Vice president **David Blaine** says that the advertising costs for the record and prerecorded tapes included are out of pocket since vendors won't pay for space in an ad that also advertises blank tapes. So the rest of the funds needed are shared by the accessories suppliers.



EVERYBODY LOVES AN AUTOGRAPH — RCA recording artist **Glenn Jones (l)** recently appeared at **Big Ben's** in Los Angeles to promote his debut album, "Everybody Loves A Winner." His new single, "Keep On Doin'," has just been released.

PRIME CUTS — **Brian Poshner**, buyer for Atlanta's **Turtles** chain, has started his own company. Prime Cuts, a wholesale operation dealing in cutouts, overstocks and specialty items. He says that he buys small quantities of cutout items from "quality" sources and also legitimate overruns. In addition, he buys leftover stock from bankruptcies. An example of the "specialty stuff" he currently has on hand is the special **Public Image** metal box set that was originally at least twice as much as the under \$10 price tag at Prime Cuts. To reach Poshner and obtain a copy of his catalog, call (404) 457-9050.

BUDGET BITS — **Budget Tapes & Records** along with station **KBPI**, is holding "Modern Rock Month" in its Denver area stores. Anyone buying an album stickered with the chain's "Rock of the '80s" new music stickers will receive a free **KBPI/Budget** "Modern Rock" keychain. . . . **Berlin** recently brought some 500 people to an in-store at the outlet in the Denver suburb of Westminster, and an "autograph party weekend" attended by **Joe "King" Carrasco** drew over 200 to another Denver area store despite rainy weather.

SONGWRITING CONTEST TO BUILD IN-STORE TRAFFIC — The "Original Song Festival '83" contest, co-sponsored by the National Assn. of Music Merchants (NAMMA) and the American Music Conference (AMC), has been designed to increase customer traffic in participating retail music stores. All information about the contest and entry blanks are available only through these retailers and must be obtained from and returned to the stores in person. The contest — which runs from June through August — will award \$40,000 in prizes, including cash, musical instruments, recording equipment, a professionally recorded demo tape and song publication. Music business professionals will judge entries in the pop/contemporary, rock/new wave and country/folk categories. The sponsors have already provided dealers with support materials, including prerecorded radio spots, print ad slicks, posters and direct mail pieces to be sent out via store mailing lists.

HERE IN CAMELOT — The **Camelot Music** chain's "Fresh Music" program is the focus of its current "Fresh Music Month" chainwide promotion spotlighting the new artist product continuously featured in designated Fresh Music store sections. The chain's **Geoff Mayfield** notes that besides giving heavy exposure to new music artists during the duration of the sale, it will "bring them back to the bins" afterwards by underscoring the already low \$6.98 list prices on much new music product. Sale prices range from \$3.99-\$6.99 depending on list. To help support the promotion, Mayfield reports that a pair of 90-minute in-store play tapes comprised of new music artist selections have been sent out to the stores, with between-songs promotional patter kept to a minimum. "In the past we have pushed sales on in-store tapes, but we toned it down this time so there is very little clutter. One of the reasons is that there is no single sale price for the promotion, but mostly it's because we're trying just to get these artists exposed through the tape and then let our clerks and displays do the rest." Mayfield adds that the chain began a heavy print campaign at the beginning of the month, then sent out 118 radio spot tapes on the 19th. Fresh Music/CBS product TV ads are being shown 44 times on MTV, and an additional 22 MTV spots contain Camelot's regular label tags. "The heavy MTV flight is a natural since so many of our Fresh Music artists first were exposed on it," explains Mayfield. Camelot's vice president of retail operations **Larry Mundorf** credits the promotion with causing new music sales to account for 15% of the total sales during the month so far — "a good promotional percentage for any of our promotions." . . . Camelot's annual summer convention has been set for July 22-26 and is again at Salt Fork State Park near Cambridge, Ohio. It is one day longer than past conventions and will allow home office personnel in nearby Canton the chance to spend two days there — Sunday and Monday — instead of one as was the case last year. For the first time, there will be two suppliers exposition days, one each for music and non-music vendors.

MART HITS HEAVY — Pittsburgh-based **National Record Mart** chain has a "Heavy Hitters" WEA promotion underway chainwide through June 12. The baseball-themed campaign utilizes a specially designed logo of a batter in front of a record backdrop ready to hit, with "WEA" on his jersey. On sale are 51 top WEA titles, and scratch cards are being handed out by the hundreds in-store. When the cards are scratched out, they reveal prizes of 50 cents off for a "single," \$1 off on a "double," \$1.50 off on a triple, and a free album or cassette for a home run. In addition, "Double Header Specials" change each week and reduce the \$8.98 list price on featured product to \$4.99 with purchase of any other WEA product.

Jlm bessman



FOR THE WEEK OF MAY 18-24, 1983

Playlist

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

HEAVY

3-4 PLAYS PER DAY

ARTIST	CLIP	LABEL
Chris DeBurgh	Don't Pay The Ferryman	A&M
Def Leppard	Rock of Ages	Mercury
The Tubes	She's A Beauty	Capitol
ZZ Top	Gimme All Your Lovin'	Warner Bros.
Pink Floyd	Not Now John	Columbia
Naked Eyes	Always Something There To Remind Me	EMI America
Billy Idol	White Wedding	Chrysalis
David Bowie	Let's Dance	EMI America
U2	New Year's Day	Island
Michael Jackson	Billie Jean/Beat It	Epic
INXS	The One Thing	Atco
Planet P	Why Me?	Geffen
Prince	Little Red Corvette	Warner Bros.

MEDIUM

2-3 PLAYS PER DAY

ARTIST	CLIP	LABEL
Devo	Doctor Detroit	Backstreet
Michael Sembello	Maniac	Casablanca
Goanna Band	Solid Rock	Atco
Belle Stars	Sign Of The Times	Stiff/Warner
Quiet Riot	Metal Health	Pasha/CBS
Donna Summer	Romeo	Casablanca
"Weird Al" Yankovic	Ricky	Rock 'N' Roll/CBS
Walter Egan	Fool Moon Fire	Backstreet
Robin Williams	Eimer Fudd Sings Springsteen	Casablanca
Dave Edmunds	Slipping Away	Columbia
Kajagoogoo	Too Shy	EMI America
A Flock Of Seagulls	Wishing	Jive/Arista
Journey	Chain Reaction	Columbia
Bow Wow Wow	Do You Wanna Hold Me?	RCA
INXS	Don't Change	Atco
Red Rockers	China	415/CBS
The Kinks	Come Dancing	Arista
Rick Springfield	Affair Of The Heart	RCA
Styx	Don't Let It End	A&M
Sparks w/Jane Wiedlin	Cool Places	Atlantic
Patrick Simmons	So Wrong	Elektra
Thompson Twins	Love On Your Side	Arista
Michael Bolton	Fool's Game	Columbia
Eddy Grant	Electric Avenue	Ice/Portrait
Madness	Our House	Geffen
Scandal	Love's Got A Line On You	Columbia
Martin Briley	Salt In My Tears	Mercury

LIGHT

1-2 PLAYS PER DAY

ARTIST	CLIP	LABEL
Iron Maiden	Flight Of Icarus	Capitol
Jim Capaldi	That's Love	Atlantic
Gary Myrick	Guitar Talk, Love & Drums	Epic
Bonnie Tyler	Total Eclipse Of The Heart	Columbia
Rank & File	Rank & File	Slash/Warner Bros.
Todd Rundgren	Bang The Drum All Day	Bearsville
Ric Ocasek	Jimmy Jimmy	Geffen
Rail	Hello	unsgned
Pete Shelley	Telephone Operator	Arista
Sylvester	Hard Up	Megatone
Joan Armatrading	Drop The Pilot	A&M
ABC	All Of My Heart	Mercury
Culture Club	Time	Virgin/Epic
Tears For Fears	Mad World	Mercury
Kix	Body Talk	Atlantic
Dexys Midnight Runners	Celtic Soul Brothers	Mercury
New Models	Stranger In Disguise	PVC/Jem

ADDS

ARTIST	CLIP	LABEL
Duran Duran	Is There Something I Should Know?	Capitol
20/20	Jack's Got A Problem	Enigma
Elton John	I'm Still Standing	Geffen
Men At Work	It's A Mistake	Columbia
Journey	Faithfully	Columbia
Pink Floyd	The Final Cut	Columbia
Roman Holiday	Stand By	Arista
Musical Youth	Heartbreaker	MCA
Lene Lovich	Blue Hotel	Stiff/Epic
Bananarama	Shy Boy	London
Altered Images	Don't Talk To Me About Love	Portrait/CBS
Nite Caps	Go To The Line	Sire/Warner
Bangles	The Real World	Faulty/I.R.S.
Robert Ellis Orrall	I Couldn't Say No	RCA
Blackfoot	Teenage Idol	Atco
Ramones	Cycle Therapy	Warner Bros.
Joe "King" Carrasco	Party	MCA

A/C Stations Carefully Eye Adjustments As Demos Change

by Harry Weinger

NEW YORK — In an effort to preserve their format from burn-out, adult contemporary (A/C) stations are drawing increasingly on hits from the early '70s and a smattering of current titles. But while they're hedging their bets, programmers remain committed to '60s music at the heart of the format, while acknowledging that they've grown more selective in their choice of '60s chestnuts.

At the core of these subtle shifts are questions about changing audience demographics. Stations are concerned about their audience getting younger, and some admit their fears over what lies ahead. Bob Craig, program director of WMGK in Philadelphia, said, "One can't predict what might work well six months from now."

Jack Kelly, PD for Chicago's WPYR-FM, sees the beginnings of a shift. "There is some negative sensitivity to pre-'64-'65 music," he said. "The '65-'68 era still survives handsomely, but I think the '68-'72

era will do even better." Thomas Cuddy, PD for WPRO-AM in Providence, maintains the station's large gold library every six to eight weeks, and reports that while a large percentage of the songs are from the '60s, the station is including titles through 1972. Cuddy adds, "If we didn't, we'd have some problems."

Program directors, however, were unanimous in their endorsement of '60s music. Newly appointed PD at New York's WYNY, Rick Torcasso, expressed a typical sentiment: "It's really the backbone to what audiences will accept; it's the catalyst to the music you're hearing today. The 25-plus generation has been exposed to a greater number of these songs than other social group and has developed a high awareness of music."

More Selective

While stations continue to rely on '60s gold for the strength of their format, most are being selective in their choices and downplay strong identification with a particular era. Pete Salant, former WYNY PD and now consultant to the station as well as other A/C outlets, says, "I tell my stations not to mention the year the song came out." Kelly monitors the situation "title by title." Kelly's competitor, Dave Martin at Chicago's WGLR-FM, warns that "anytime a title is more than 10 years old, you stand a chance of alienating a segment of your audience target." He continued, "The important thing is to find songs that have stood the test of time, both lyrically and production-wise. The popular ones that don't are used sparingly."

Programmers are also being forced to re-evaluate their playlists due to fears of being labelled an "oldies" station. As Torcasso says, "We have to be aware of a record becoming outdated, and our audience perceiving it as outdated." Gary Balsban, of station WLTT in Washington, D.C., added, "As long as we stay on top of things we won't be perceived as an oldies station." He is also looking ahead to utilizing more early '70s material: "A station has to keep an efficient mix to offset the impact of '60s music as titles 'become' oldies and drop out of regular rotation."

Time For Oldies

What of the songs that "become" oldies? Most stations save weekend blocks for oldies specials, giving their older audience a chance to hear memorable tunes while hopefully exposing a younger group to the music. "It's important for a station to have a time for nothing but oldies," says Martin.

While format stations have traditionally shied away from adding current hit material in great numbers, the fear of the

oldies tag is giving programmers cause to take a long, hard look at some newer songs. Salant commented, "If a record's a hit, it should be played — then a station can't be labelled an oldies station. A station will hurt itself and burn out its '60s gold if it remains exclusive of currents."

Martin sees a great advantage in the production values of newer music, and cites the influx of '60s covers in his station's ability to maintain a good music mix. "Take the remake of 'Always Something There To Remind Me.' The older end of our demographic remembers the original; however, if I played the original, I'm potentially turning off my younger end. By playing the new version, I keep the older group who remembers, the younger group who is excited about a great-sounding current, and I keep a contemporary sound for the station."

The sound of a record, old or new, is becoming increasingly important to A/C stations. Chuck Knapp, PD of KSTP-FM in Minneapolis/St. Paul, says, "The record's got to fit in with air sound. If it's no longer compatible, we'll switch dayparts or slow down the rotation." Salant sees less emphasis on titles from 1962-63 "because they're not compatible with current hits." He went on to say, "I do see a subtle shift to early '70s hits to replace those records."

Programmers are reluctant to offer concrete solutions to the changing situation, but are united in their attempt to strengthen the format through careful evaluation of the "precious gold." Torcasso states, "Ask yourself, 'How long ago was the '60s, and how long ago do they sound?'" Martin adds, "Consider how relevant the '60s oldies are to each segment of your audience."

Two NBC Execs Leave VP Posts

NEW YORK — Domenick Fioravanti and Ellen Ambrose have resigned from their respective executive positions at NBC Radio. Fioravanti, vice president and general manager of WNBC Radio moves to the newly created position of vice president and general manager for Warner Amex's MTV. He will be responsible for marketing, advertising sales and programming for the music video channel. Ambrose moves to the Satellite Music Network as vice president.

Robert Pittman, executive vice president and chief operating officer for the Warner Amex Satellite Entertainment Company, said, "With his wealth of management experience, Dom is uniquely qualified to provide MTV organizational expertise during this period of tremendous growth. The leadership qualities he brings to this new position will further enhance and strengthen MTV's position in the marketplace."

Ambrose stepped down as vice president and general manager of NBC Radio's Source network Tuesday, May 17. She joins Dallas-based Satellite Music Network as a vice president. Ambrose, who joined NBC as a regional manager for their Radio Network, helped develop The Source and became vice president and general manager in 1981.

John Tyler, chief operating officer of Satellite Music Network, welcomed Ambrose: "We are very excited about Ellen joining Satellite Music Network. Her experience in the broadcast industry will add yet another dimension to the ever-expanding resources of SMN."

Garvey Named VP, RKO Radio Sales

NEW YORK — Donald F. Garvey has been named vice president and director of sales at RKO Radio Sales, effective immediately.

John J. Kelly, newly appointed president of RKO Radio Sales, said: "Don has been the New York manager of RKO Radio Sales for the past year. He is well qualified and we look forward to the expertise and vitality he will bring to the position."

Prior to joining RKO, Garvey had been an account executive with the John Blair Company from 1970-1980. From 1966 to 1970, he was with H-R Stone Radio Representatives. He began his career in the Media Department of McCann Erickson.

NBC Buys WJIB-FM From GE Broadcasting

NEW YORK — NBC Radio has agreed in principle to purchase station WJIB-FM, Boston, Mass., from General Electric Broadcasting Company, Inc. The agreement is contingent upon approval by the NBC Board of Directors and the FCC.

Michael Sakridge, president of NBC Radio, said, "We feel fortunate to be able to acquire a premier facility in one of the country's top markets, and we look forward to the same kind of successful performance from WJIB that we now have at NBC's other FM stations."

The acquisition of WJIB marks the first time NBC has purchased a station since 1957, when the company bought WJAS-AM & FM, Pittsburgh, and subsequently sold them in 1972. NBC's Radio Division now owns nine stations, four AM and five FM.

WJIB ranks 10th in the Boston market with a beautiful music format. No format or personnel changes are expected.

AIRPLAY

THE FAB FOUR ON THE RADIO — London Wavelength, exclusive distributors of BBC radio contemporary music programs, presents a new version of last year's *Beatles At The Beeb* this coming Memorial Day weekend. While the show brought back, for the first time in America, rare live-on-radio Beatles tracks, note the 1983 presentation includes five songs thought to be lost forever, including Paul singing Roy Orbison's "Dream Baby" on the group's first-ever radio appearance. Their debut in March 1962 featured Pete Best (!!!!) on drums and the boys, then unsigned, still sported their slicked-back "Teddy" look! The Beatles maintained a solid radio career from those very early days through 1965 when touring, film and recording commitments overwhelmed their superstar schedules. The group appeared on over 50 radio shows



A WORD IN EDGE-WISE — Island recording group U2 stopped in at The Source network to talk about its latest LP, "War." The group is currently on tour. Pictured after the interview are (l-r): Rona Elliot, program manager, The Source; Bono and The Edge of the group; and Alan Tullio, producer, The Source.

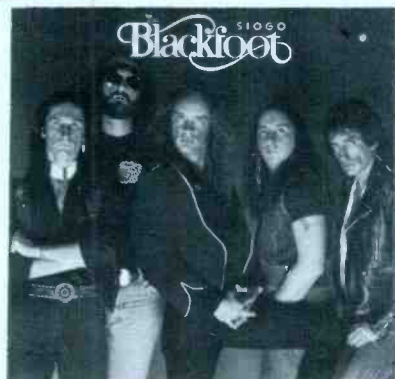
for the BBC, performing cover versions of favorites while also debuting original material in the midst of chaotic interviews. The three-hour special features complete live versions of some 50 songs that cannot be obtained commercially. In addition to the recently unearthed rare tracks, *BATB* includes unreleased interview clips, making this a true radio event. BBC radio personality Andy Peebles hosts the show and is produced by BBC Radio one producer Kevin Howlett.

STATION STUFF — Beginning this week, newstalk outlet KGO/San Francisco will broadcast a week-long series featuring an exclusive interview with convicted mass-murderer Charles Manson. The station says it's the first broadcast interview Manson granted since his eerie appearance on the *Tomorrow* show in June 1981. KGO's Susan Kennedy conducted the interview at the California Medical Facility in Vacaville. . . . Both major talk outlets in New York City are creatively celebrating the 100th anniversary of the Brooklyn Bridge, May 24 — WHCA will have a special midnight broadcast live from Junior's Restaurant in Brooklyn, hosted by Barry Farber. WABC, meanwhile, will broadcast Ross and Wilson live from the center of the bridge parade and continue with live feeds from a boat anchored next to the bridge throughout the day. WABC Sportstalk host Art Rust, Jr. will talk with old-timers from the Brooklyn Dodgers in the evening. . . . WABC's sister station in Los Angeles, KABC, has named Lisa Bowman to join hosts Bud Furillo and Tommy Hawkins on the West Coast version of *Sportstalk* this week. Bowman, a professional actress, was first runner-up in the station's recent talent search contest. . . . Phyllis Katz named to the new post of manager of sales development for WKHK — FM/New York. The Viacom station also appointed Bruce Raven-Stark local sales manager. . . . Carol Mason has rejoined the air staff of WYNY/New York. She left a year ago to sign with ABC's Superadio, and after remaining on contract through 1982, did weekends at WKHK until now. Mason will handle 9 p.m. — 1 a.m., Monday through Friday, and Sundays 3-7 p.m. . . . Lisa Richards Kendall exits MC position at WMMR/Philadelphia. . . . No replacement yet named at WQUE/New Orleans for the morning slot vacated by Scott In The Morning, now at 397 'cross town. . . . WFYR/Chicago is co-sponsoring the Chicago Lung Assn. BAMMI (Bicycles Across the Magnificent Miles of Illinois) program set to begin July 31 and run through the week (Aug. 7). The 450-mile trek will feature 500 cyclists in a benefit to help fight lung disease. . . . Jim Ray, vice president and general manager of KOOM and KOKE-FM/Austin, has been named president of the Austin Assn. of Broadcasters. . . . KSRR/Houston's morning team of Moby & Matthews recently broadcast live from a Houston nightclub stage. Over 2,000 people showed up at 7 a.m. to participate in the madness. . . . Congrats and a cigar to WNBC/New York afternoon crazy man Howard Stern and his wife, Alison, on the recent birth of their daughter, Emily. PD Kevin Metheny reports mother and daughter are fine, but "Howard is a basket case."

NETWORK NEWS — What's with NBC's Source? Two top-level people have resigned in the past month (see Ellyn Ambrose story). . . . Jenette Kerr joins the ABC Contemporary Network as news anchor. Kerr most recently was afternoon drive anchor for WHOR-FM in Boston. . . . ABC's Rock Radio Network presents a tribute to the late rock greats this Memorial Day weekend. Archive interview clips will include talks with Jimi Hendrix, John Lennon, James Honeyman-Scott of the Pretenders and Bonn Scott of AC/DC, as well as some of their great music.

harry weinger

CASH BOX ROCK ALBUM RADIO REPORT



— **BLACKFOOT • SIOGO • ATLANTIC**
ADDS: WBLM, KSHE, WMMS, WKLS, WCCC, WOUR, WSKS.
HOTS: None. **MEDIUMS:** WCCC.
PREFERRED TRACKS: Open.
SALES: Just shipped.



2 MEN AT WORK • CARGO • COLUMBIA
ADDS: None. **HOTS:** KMET, WBLM, KEZY, WPLR, KLOL, WSKS, KNX, WOUR, KBPI, WCCC, KNAC, WKLS, WMMS, KSHE, WNEW, WYFE.
MEDIUMS: KSJO, WHFS.
PREFERRED TRACKS: Overkill.
SALES: Good in all regions.

MOST ADDED

LP Chart Position

- 16 BRYAN ADAMS • CUTS LIKE A KNIFE • A&M**
ADDS: None. **HOTS:** WPLR, WSKS, KNX, KBPI, WCCC, WKLS, KSHE, KEZY, WBLM, KMET. **MEDIUMS:** KSJO, WYFE. **PREFERRED TRACKS:** Straight, Title.
SALES: Good to moderate in all regions.
- 38 JOAN ARMATRADING • THE KEY • A&M**
ADDS: None. **HOTS:** None. **MEDIUMS:** WSKS, WOUR, KNAC, WKLS, WNEW, WYFE, WHFS, KEZY, WBLM.
PREFERRED TRACKS: Drop.
SALES: Moderate to fair in all regions.
- 4 DAVID BOWIE • LET'S DANCE • EMI AMERICA**
ADDS: None. **HOTS:** WPLR, KLOL, WSKS, KNX, WOUR, WCCC, KNAC, WKLS, WMMS, WNEW, WHFS, KEZY, WBLM, KMET. **MEDIUMS:** WYFE. **PREFERRED TRACKS:** Title, Fire.
SALES: Good in all regions.
- 171 MARTIN BRILEY • ONE NIGHT WITH A STRANGER • MERCURY**
ADDS: KSJO. **HOTS:** WPLR, KNX, WOUR, KBPI, WCCC, WBLM, KMET. **MEDIUMS:** KLOL, WSKS, WKLS, KSHE, WNEW, WYFE, KEZY. **PREFERRED TRACKS:** Salt.
SALES: Fair in all regions.
- **JIM CAPALDI • FIERCE HEART • ATLANTIC**
ADDS: None. **HOTS:** None. **MEDIUMS:** WOUR, WCCC, WKLS, WMMS, KSHE, WNEW, KEZY, WBLM, KMET, KNX. **PREFERRED TRACKS:** That's Love.
SALES: Fair in all regions.
- 115 CHRIS DE BURGH • THE GETAWAY • A&M**
ADDS: None. **HOTS:** KNX, KBPI, WKLS, WYFE. **MEDIUMS:** WPLR, KLOL, WOUR, WCCC, WMMS, KSHE, WNEW, KEZY, WBLM. **PREFERRED TRACKS:** Ferryman.
SALES: Moderate to fair in all regions.
- 5 DEF LEPPARD • PYROMANIA • MERCURY**
ADDS: None. **HOTS:** WPLR, KLOL, WSKS, KBPI, KSJO, WCCC, WKLS, WMMS, KSHE, WYFE, WBLM, KMET. **MEDIUMS:** WOUR. **PREFERRED TRACKS:** Ages, Photograph.
SALES: Good in all regions.
- 14 THOMAS DOLBY • THE GOLDEN AGE OF WIRELESS • CAPITOL**
ADDS: None. **HOTS:** KNX, KNAC, WNEW, WHFS. **MEDIUMS:** WPLR, WOUR, WCCC, WMMS, WBLM. **PREFERRED TRACKS:** Blinded, Submarines.
SALES: Good to moderate in all regions.
- 23 DURAN DURAN • RIO • HARVEST**
ADDS: None. **HOTS:** KLOL, KSJO, KNAC, WYFE. **MEDIUMS:** KNX, KBPI, WCCC, WKLS, WBLM. **PREFERRED TRACKS:** Rio, Hungry.
SALES: Good to moderate in all regions.
- 99 DAVE EDMUNDS • INFORMATION • COLUMBIA**
ADDS: KSJO. **HOTS:** WSKS, KNX, WMMS, WNEW, WHFS. **MEDIUMS:** KMET, WPLR, KLOL, WOUR, WCCC, KNAC, WKLS, KSHE, WYFE, KEZY, WBLM. **PREFERRED TRACKS:** Slippin'.
SALES: Moderate to fair in all regions.

LP Chart Position

- 178 FASTWAY • COLUMBIA**
ADDS: WYFE, KSHE. **HOTS:** WOUR, WMMS. **MEDIUMS:** WPLR, KLOL, WSKS, KSJO, WCCC, WKLS, WBLM, KMET. **PREFERRED TRACKS:** Open.
SALES: Fair in all regions.
- 137 THE FIXX • REACH THE BEACH • MCA**
ADDS: KNAC, KNX, WSKS, WPLR. **HOTS:** WOUR, WCCC, WYFE, KEZY. **MEDIUMS:** WKLS, WMMS, WNEW, WHFS. **PREFERRED TRACKS:** Zero.
SALES: Moderate in all regions.
- 93 A FLOCK OF SEAGULLS • LISTEN • JIVE/ARISTA**
ADDS: None. **HOTS:** KLOL, KNAC, WKLS, WMMS, KEZY. **MEDIUMS:** KNX, WCCC, WNEW, WYFE, WBLM. **PREFERRED TRACKS:** Wishing.
SALES: Good initial response in all regions.
- **GOANNA BAND • SPIRIT OF PLACE • ATCO**
ADDS: KMET. **HOTS:** WOUR, WMMS. **MEDIUMS:** WPLR, KLOL, WSKS, KNX, WCCC, WKLS, WNEW, WYFE, KEZY. **PREFERRED TRACKS:** Open.
SALES: Fair in Midwest.
- 39 EDDY GRANT • KILLER ON THE RAMPAGE • ICE/PORTRAIT**
ADDS: None. **HOTS:** WOUR, WKLS, WMMS, WNEW, WYFE, WHFS. **MEDIUMS:** WPLR, KNX, KEZY, WBLM. **PREFERRED TRACKS:** Electric.
SALES: Good to moderate in all regions.
- 46 INXS • SHABOOH SHOObAH • ATCO**
ADDS: None. **HOTS:** KLOL, WOUR, WCCC, WMMS, KSHE, WNEW, WYFE, WBLM, KMET. **MEDIUMS:** WPLR, KBPI, KSJO. **PREFERRED TRACKS:** Thing, Change.
SALES: Fair in all regions.
- 6 JOURNEY • FRONTIERS • COLUMBIA**
ADDS: None. **HOTS:** WSKS, KNX, KSJO, KEZY. **MEDIUMS:** WPLR, KLOL, WOUR, KBPI, WCCC, WMMS, KSHE, WBLM. **PREFERRED TRACKS:** Separate, Faithfully.
SALES: Good to moderate in all regions.
- 120 KROKUS • HEADHUNTER • ARISTA**
ADDS: None. **HOTS:** KLOL, KSJO, WKLS, KMET. **MEDIUMS:** WPLR, WSKS, WCCC, WMMS, WYFE. **PREFERRED TRACKS:** Screaming.
SALES: Fair in all regions.
- 67 MADNESS • GEFLEN**
ADDS: None. **HOTS:** KNAC, WKLS, WMMS, KEZY. **MEDIUMS:** WPLR, KLOL, WNEW, WYFE, WHFS, WBLM. **PREFERRED TRACKS:** House.
SALES: Moderate in all regions.
- **MARILLION • SCRIPT FOR A JESTER'S TEAR • CAPITOL**
ADDS: WYFE, KSHE, WKLS, KMET, KSJO. **HOTS:** None. **MEDIUMS:** KLOL, WSKS, KSJO, WCCC, WMMS, KMET, WKLS. **PREFERRED TRACKS:** Chelsea, Market.
SALES: Fair in East.
- 185 GARY MOORE • CORRIDORS OF POWER • MIRAGE**
ADDS: None. **HOTS:** KSJO. **MEDIUMS:** KLOL, WSKS, WOUR, WCCC, WKLS, WMMS, WBLM. **PREFERRED TRACKS:** Open.
SALES: Fair in all regions.

MOST ACTIVE

LP Chart Position

- 7 PINK FLOYD • THE FINAL CUT • COLUMBIA**
ADDS: None. **HOTS:** KLOL, WSKS, WOUR, WCCC, WKLS, KSHE, WNEW, KEZY, WBLM, KMET. **MEDIUMS:** KSJO. **PREFERRED TRACKS:** John.
SALES: Good in all regions.
- 66 PLANET P • GEFLEN**
ADDS: None. **HOTS:** KNX, WOUR, KBPI, KEZY, WBLM, KMET. **MEDIUMS:** KLOL, KSJO, WCCC, WMMS, WYFE. **PREFERRED TRACKS:** Why, Adam.
SALES: Fair in all regions.
- 170 RED ROCKERS • GOOD AS GOLD • 415/COLUMBIA**
ADDS: KMET. **HOTS:** WOUR, WCCC, WMMS, KEZY. **MEDIUMS:** WPLR, KLOL, WSKS, KNX, KNAC, WKLS, WNEW, WYFE, WHFS, WBLM. **PREFERRED TRACKS:** Open.
SALES: Fair in all regions.
- 32 CARLOS SANTANA • HAVANA MOON • COLUMBIA**
ADDS: None. **HOTS:** None. **MEDIUMS:** WPLR, WOUR, KSJO, WNEW, KEZY, WBLM, KMET. **PREFERRED TRACKS:** Title.
SALES: Moderate to fair in all regions.
- 17 RICK SPRINGFIELD • LIVING IN OZ • RCA**
ADDS: None. **HOTS:** WPLR, WOUR, KSJO, WCCC, KSHE, WYFE. **MEDIUMS:** KLOL, WSKS, WBLM. **PREFERRED TRACKS:** Affair.
SALES: Good to moderate in all regions.
- 166 TEARS FOR FEARS • THE HURTING • MERCURY**
ADDS: None. **HOTS:** KNAC. **MEDIUMS:** WOUR, WKLS, WNEW, WYFE, WHFS, KEZY. **PREFERRED TRACKS:** Mad, Change, Title.
SALES: Fair in all regions.
- 22 THE TUBES • OUTSIDE INSIDE • CAPITOL**
ADDS: None. **HOTS:** KMET, WPLR, KLOL, WSKS, WCCC, WKLS, WMMS, KSHE, WNEW, WYFE, KEZY, WBLM. **MEDIUMS:** KBPI, KSJO, KNAC. **PREFERRED TRACKS:** Beauty.
SALES: Good to moderate in all regions.
- 15 U2 • WAR • ISLAND**
ADDS: None. **HOTS:** KMET, WPLR, KLOL, WSKS, WOUR, WCCC, KNAC, WMMS, WNEW, WYFE, WHFS, WBLM. **MEDIUMS:** KBPI, KSJO, WKLS, KSHE. **PREFERRED TRACKS:** New Year's, Sunday, Hearts.
SALES: Good to moderate in all regions.
- 20 ZZ TOP • ELIMINATOR • WARNER BROS.**
ADDS: None. **HOTS:** WPLR, KLOL, WSKS, WOUR, WCCC, WKLS, WMMS, KSHE, WYFE, KMET. **MEDIUMS:** KBPI, KSJO, WBLM. **PREFERRED TRACKS:** Gimme.
SALES: Good to moderate in all regions.
- 150 ZEBRA • ATLANTIC**
ADDS: KEZY, KBPI. **HOTS:** KLOL, WOUR, WKLS, WMMS, KSHE. **MEDIUMS:** KEZY, WPLR, WSKS, KSJO, WCCC, WYFE, WBLM, KMET. **PREFERRED TRACKS:** Open.
SALES: Fair in all regions.

Syndication On The Rise At Country Radio As Quality Shows Proliferate

by Tom Roland

NASHVILLE — Since the outset of 1982, national networks and syndication companies have increased dramatically in country music, with several successful concepts, including The United Stations' *The Weekly Country Music Countdown*, Talking Country Prods.'s *Talkin' Country* and Mutual's *Lee Arnold On A Country Road* initiated in the process. While many tend to look at the use of weekly syndicated projects as an attempt by stations at reducing salary expenses by the elimination of a disc jockey, country programmers seem to view the syndicates more as a means to supplying quality programming to the audience.

Most long-form syndicated programming is run on the weekend, and stations also try to take advantage of that by promoting the special segments during the routine weekly programs, hopefully drawing weekday listeners to tune in during the weekends. While stations have to be cautious in running the programming, often it can be used as a way to heighten the station's image within the market with the use of programs that make the listener think of the station as a knowledgeable source.

A **Cash Box** survey of some 43 country stations found only one outlet which does not currently employ some sort of regular syndicated programming, while 12 (27.9%) air just one program. Fully 62.8% of the stations surveyed air two to four weekly programs, and only three (7.0%) use five or more. With the exception of Ralph Emery's nightly program, the long-form programs are relegated for the most part to weekend time schedules, as one might expect, while short-form programming (segments of less than five minutes, usually either short interviews or informative type pieces) is usually run during weekdays.

Specials have also become an important part of the radio station's programming, as acknowledged by Mutual and The United Stations who this year have each set six special features to coincide with holiday weekends — Memorial Day, the Fourth of July, Labor Day, Thanksgiving, Christmas and New Year's Day. Another special that has made gigantic waves at radio is Drake-Chenault's *The History Of Country Music*, which now has the distinction of airing on one of the nation's most prestigious outlets, WSM/Nashville.

In the all-important ratings, that special was a key ingredient in moving some stations up in share-points and/or market position. At WFMS-FM/Indianapolis, for example, the station's share rose remarkably from 7.9 to 12.5 in a 35-signal market, while WCMS/Norfolk reportedly tied for the #1 market position 12+ during the book in which it aired the historical special, which includes a massive 52 hours of music, interviews and country history.

Even more importantly, the special was an important moneymaker. WEEP/Pittsburgh reportedly brought in five times the cost of the show in net profit, and in the Muscle Shoals area, WLAY/Sheffield grossed \$30,000 at a mere \$5.00 per spot. A station KCWD/Harrison, Ark., sold out the program on its first run in two-and-one-half days.

Walt Barcus, program director at WDSD/Dover, suggested that in small or medium markets, it can be difficult to find quality air talent, and a nationally produced segment can guarantee top-notch broadcasting. WDSD broadcasts more syndicated programs than any other station surveyed. The line-up includes *Live From Gilley's*, *Country Closeup* and *The American Country Countdown* on Friday

evenings, with *Country Sessions* on Saturday, and several programs on Sunday, including a re-broadcast of the countdown.

Barcus noted that on weekends, air shifts tend to be longer than during weekdays, and the specials may give a jock's voice a break. For example, a six-hour shift can be effectively cut in half when a disc jockey only has to involve himself in production or other areas of station operation such as promotion or public service.

He also said that the time of the program can be extremely important. "We're halfway between Wilmington and Renoboth Beach, where a lot of people go during the summer. We put *Lee Arnold On A Country Road* on from 4-7 p.m. on Sundays to put on a really good weekend show when people are heading back from the shore."

On the other end of the spectrum, KMML/Amarillo is the only station which does not currently use any syndicated programming at all, and, while program director Dugg Collins did not rule out the possibility of using it in the future (the station is already planning a one-time special), he noted that when the station changed to country Jan. 10, they decided it was necessary first to establish the station's own sound and identity within the marketplace.

Market Exclusivity

While syndicators try to guarantee market exclusivity, Collins noted that stations from other markets penetrate into Amarillo, and station identity might be lost if a show was duplicated. "People have tried to sell me one show that's already on practically every other radio station that you can turn on," he said. "I'm sure they give you some radius protection, but there are a lot of other stations that get into this market that carry it."

WSM/Nashville, like most stations surveyed, falls into the bracket which uses two to four programs, but they have kept the regular weekly programming away from the 10 a.m.-3 p.m. shift on Saturday afternoons, one of the most-listened-to dayparts during the week. "Most stations syndicate on the weekends so they can do with one less person on a shift to cut down their expense," noted WSM PD Tom Cassetty. "We believe in live radio, and our jocks and personalities, news and information are big on the AM. If something happens on Saturday, we want to be there. We're not a five-days-a-week radio station, we're seven-days-a-week."

The broadcast of Chicago White Sox Baseball games has played a big factor in WMAQ/Chicago's use of only one syndicated program, according to Jay Phillips. He suggested that a special program should be aired at a fixed time every week to attract listeners to that particular time slot, and, with the varying nature of baseball schedules, the White Sox would interfere with a set programming feature.

Unlike most stations, WMAQ projects mostly to the 35+ demographic (country traditionally looks for the 25-54 age group) and the one program that it does air, *The Wonderful World Of Elvis*, is targeted specifically at that audience segment. Phillips cautions that in programming syndication for the weekends, one reason that Arbitron ratings tend to be lower for stations on the weekend is the nature of the ARB diary. "If you go to Laurel (Md., Arbitron's headquarters) and look at the diaries," he said, "you see people keeping very clean diaries on Thursday and Friday, and by Saturday it's just fritz, it's gone to pot. One of the reasons that weekend listening is down is that it's not accurately reported. People don't accurately keep their diaries; they're out doing things, and they do it from memory."



THRASHERS IN KANSAS CITY — Touring on the *Salem Country Gold* tour with Alabama and Juice Newton, the Thrasher Brothers appeared recently at Kemper Arena in Kansas City. Backstage at the show, the band met with Denise Galvin of country station WDAF. Pictured (l-r) are: Jim Thrasher and John Gresham of the group; Galvin; and Joe and Buddy Thrasher of the group.

Nelson Reinstates 'Picnic' Festivals For Early-July In Three Cities

NASHVILLE — Reinstating a tradition that had lapsed over the last two years, Willie Nelson has revived his annual Fourth of July Picnic, an event that began in Texas in 1972. Unlike the huge festivals of the past, which were held at one location each year, the 1983 Picnic will move to three separate venues — Syracuse, New Jersey and Atlanta — on successive dates during the holiday weekend.

With each event featuring either five or six name acts, the first Picnic is slated indoors at the Carrier Dome in Syracuse, a venue that can handle a crowd of 45,000. The following day, the revue moves to the Meadowlands' Giant Stadium in East Rutherford, N.J., a facility that boasts 70,000 grandstand seats, as well as space on the field for another 10,000-12,000 people. Both northeastern dates are being presented by Monarch Entertainment's John Scher.

On the Fourth of July, the Atlanta International Raceway, located approximately 20 miles south of the southeastern market, will be the site of the third festival with more than 45,000 projected to attend the Alex Cooley-promoted concert.

Last Time

The last Willie Nelson Picnic, held in 1980 in Austin, drew 60,000 at \$12-\$15 per ticket to see such acts as Ray Price, Leon Russell, Merle Haggard, Johnny Paycheck, Faron Young and Ernest Tubbs, among others. With the exception of the 1977 Picnic, which was held in Tulsa, each of the previous ones was in a Texas venue.

For this year's trio of festivals, Merle Haggard, Linda Ronstadt and Stray Cats have agreed to perform at each of the shows. Emmylou Harris will join the cast in both northeastern performances, while Waylon Jennings will appear at the New Jersey and Atlanta concerts. David Allen Coe is also scheduled for the Atlanta date.

Tickets for each of the shows will go on sale May 21, with the northeastern dates priced around \$20 per ticket. Ticketron has been selected as the ticket agent for both events, and the Capitol Theatre box office will also serve as a ticket outlet for the New Jersey engagement. Tickets for the Atlanta appearance, priced at \$17.50 in advance and \$20 the day of the show, are being handled by Tix Xpress throughout the southeast.

"We never discarded the idea of the Picnic," Mark Rothbaum, Nelson's manager, said, viewing the last two summers in retrospect. "We didn't hold the Picnic in 1981 because Willie played Caesar's

Palace, and last year, we just took time off."

Rothbaum also noted that the logistics of each concert have been made much easier to handle because the 1983 Picnics have been set in fixed facilities instead of the usual open field. The specific venues and markets were chosen by Nelson, Rothbaum, Scher and Cooley. "We could've gone anywhere," suggested Rothbaum, "but in this case, the facilities in these localities really made the difference; they're so desirable."

"Another factor that influenced our choices in the northeast is that Willie enjoys that part of America. Last year's Syracuse date sold out in a matter of hours, and when he played Giant Stadium in 1978 with the Grateful Dead, it was one of the most illustrious dates he had ever played. We held that in the back of our minds as a place we'd like to play again someday."

Officials with the Picnic estimate the combined potential audience for all three dates at around 170,000 concertgoers.

Halsey Co. To Open Offices In New York

NASHVILLE — As part of the expansion of his company's services and locations, Jim Halsey, president of the Jim Halsey Co., has announced the opening of the New York office of his firm.

Coming just four months after the Tulsa-based booking and management agency's move into Nashville, the new office will be managed by Richey Barz, previously an executive with the Willard Alexander Agency in New York. In addition to serving as a liaison with the Halsey-owned Churchill Records & Video, Ltd., Barz will specialize in the international market and will endeavor to expand the company's profile with regard to corporate sponsorships, television and commercials originating from the East Coast.

"We've been conducting more and more business of all types in New York City proper, and I foresaw the time when we would open an East Coast office to be able to offer more representation to the artists who employ us," stated Halsey. "With Richey Barz's acceptance of our offer, we worked quickly to open an office that will round out this company's services." The firm represents a line-up of 22 artists, including the Oak Ridge Boys, Peter Nero, Merle Haggard and Woody Herman.

The new office is located at 445 Park Ave., suite 718, New York, N.Y. 10022. The telephone number is (212) 605-2824.

TOP 75 ALBUMS

	Weeks On Chart	5/21		Weeks On Chart	5/21
1	11	1	THE CLOSER YOU GET . . .	11	1
			ALABAMA (RCA AHL 1 4662)		
2	15	4	AMERICAN MADE	15	4
			OAK RIDGE BOYS (MCA-5390)		
3	12	3	WE'VE GOT TONIGHT	12	3
			KENNY ROGERS (Liberty LO-51143)		
4	11	2	TOUGHER THAN LEATHER	11	2
			WILLIE NELSON (Columbia FC 38248)		
5	14	5	STRONG STUFF	14	5
			HANK WILLIAMS, JR. (Elektra/Curb 9 60223-1)		
6	35	6	HIGHWAYS & HEARTACHES	35	6
			RICKY SKAGGS (Epic FE 37996)		
7	32	7	WILD & BLUE	32	7
			JOHN ANDERSON (Warner Bros. 0 23721-1)		
8	8	8	SOMEBODY'S GONNA LOVE YOU	8	8
			LEE GREENWOOD (MCA-5403)		
9	10	9	WEST BY WEST	10	9
			SHELLY WEST (Warner/Viva 9 23775-1)		
10	6	11	KEYED UP	6	11
			RONNIE MILSAP (RCA AHL 1-4670)		
11	18	10	PONCHO & LEFTY	18	10
			MERLE HAGGARD/WILLIE NELSON (Epic FE 37958)		
12	5	17	SHINE ON	5	17
			GEORGE JONES (Epic FE 38406)		
13	6	14	IT'S ONLY ROCK & ROLL	6	14
			WAYLON JENNINGS (RCA AHL 1-4673)		
14	33	13	HANK WILLIAMS, JR.'S GREATEST HITS	33	13
			(Elektra/Curb 9 60193-1)		
15	64	15	MOUNTAIN MUSIC	64	15
			ALABAMA (RCA AHL 1-4229)		
16	31	16	RADIO ROMANCE	31	16
			EDDIE RABBITT (Elektra 60160-1)		
17	5	21	YELLOW MOON	5	21
			DON WILLIAMS (MCA-5407)		
18	40	19	THE BELLAMY BROTHERS GREATEST HITS	40	19
			(Warner/Curb 9 23697-1)		
19	5	23	NEW LOOKS	5	23
			B. J. THOMAS (Cleveland Int'l/Columbia FC 38561)		
20	114	18	FEELS SO RIGHT	114	18
			ALABAMA (RCA AHL 1-3930)		
21	32	26	TOM JONES COUNTRY	32	26
			(Mercury/PolyGram SRM-1-4062)		
22	28	22	GOING WHERE THE LONELY GO	28	22
			MERLE HAGGARD (Epic FE 38092)		
23	23	27	STRONG WEAKNESS	23	27
			THE BELLAMY BROTHERS (Elektra/Curb 9 60210-1)		
24	5	24	GREATEST HITS	5	24
			JOHN CONLEE (MCA-5405)		
25	4	28	CASTLES IN THE SAND	4	28
			DAVID ALLAN COE (Columbia FC 38535)		
26	63	12	ALWAYS ON MY MIND	63	12
			WILLIE NELSON (Columbia FC 37951)		
27	10	20	PERSONALLY	10	20
			RONNIE McDOWELL (Epic FE 38514)		
28	5	45	FOOL FOR YOUR LOVE	5	45
			MICKEY GILLEY (Epic FE 38583)		
29	78	25	WILLIE NELSON'S GREATEST HITS (AND SOME THAT WILL BE)	78	25
			WILLIE NELSON (Columbia KC2 37542)		
30	46	29	UNLIMITED	46	29
			REBA McENTIRE (Mercury/PolyGram SRM 1-4047)		
31	151	35	MY HOME'S IN ALABAMA	151	35
			ALABAMA (RCA AHL 1-3644)		
32	29	32	LAST DATE	29	32
			EMMYLOU HARRIS (Warner Bros. 9 23740-1)		
33	34	37	DREAM MAKER	34	37
			CONWAY TWITTY (Elektra 60182-1)		
34	2	43	SOMETIMES I GET LUCKY	2	43
			GENE WATSON (MCA-5384)		
35	3	36	TAKE IT TO THE LIMIT	3	36
			WILLIE NELSON WITH WAYLON JENNINGS (Columbia FC 38562)		
36	19	31	OUR BEST TO YOU	19	31
			DAVID FRIZZELL & SHELLY WEST (Warner Bros./Viva 9 23754-1)		
37	4	51	SOME MEMORIES JUST WON'T DIE	4	51
			MARTY ROBBINS (Columbia FC 38603)		
38	33	40	IT AIN'T EASY	33	40
			JANIE FRICKE (Columbia EC 38214)		
39	13	41	WISH YOU WERE HERE TONIGHT	13	41
			RAY CHARLES (Columbia FC 38293)		
40	115	42	KENNY ROGERS GREATEST HITS	115	42
			KENNY ROGERS (Liberty LOO 1072)		
41	39	30	A TASTE OF YESTERDAY'S WINE	39	30
			MERLE HAGGARD & GEORGE JONES (Epic FE 38203)		
42	32	33	PERFECT STRANGER	32	33
			T.G. SHEPPARD (Warner/Curb 9 23726-1)		
43	27	34	THE WINNING HAND	27	34
			KRIS KRISTOFFERSON, WILLIE NELSON, DOLLY PARTON AND BRENDA LEE (Monument JEG 38389)		
44	9	38	TODAY MY WORLD SLIPPED AWAY	9	38
			VERN GOSDIN (A.M.I.-LP-1502)		
45	26	39	TRUE LOVE	26	39
			CRYSTAL GAYLE (Elektra 60200-1)		
46	53	44	QUIET LIES	53	44
			JUICE NEWTON (Capitol ST-12210)		
47	32	46	WW II	32	46
			WAYLON AND WILLIE (RCA AHL 1-4455)		
48	60	54	JUST SYLVIA	60	54
			SYLVIA (RCA AHL 1-4312)		
49	3	60	IF YOU'RE GONNA DO ME WRONG	3	60
			VERN GOSDIN (Compleat CPL-1-1004)		
50	9	48	COUNTRY CLASSICS	9	48
			CHARLEY PRIDE (RCA AHL 1-4662)		
51	13	49	THE ALL-TIME GREATEST HITS OF ROY ORBISON	13	49
			(Monument KWG2784-38384-1)		
52	2	66	DELIA BELL	2	66
			(Warner Bros. 23838-1)		
53	12	52	CLOSE UP	12	52
			LOUISE MANDRELL (RCA MHL 1-8601)		
54	2	55	GREATEST HITS	2	55
			RAZZY BAILEY (RCA AHL 1-4679)		
55	1	-	PARADISE	1	-
			CHARLY MCCLAIN (Epic FE 38584)		
56	10	56	SOMEWHERE IN THE STARS	10	56
			ROSANNE CASH (Columbia FC 37570)		
57	34	57	GREATEST HITS	34	57
			DOLLY PARTON (RCA AFL 1-4422)		
58	4	61	TOP OF THE WORLD	4	61
			EARL SCRUGGS (Columbia FC 38295)		
59	38	62	MICHAEL MARTIN MURPHEY	38	62
			(Liberty LT-51120)		
60	1	-	T.G. SHEPPARD'S GREATEST HITS	1	-
			(Warner/Curb 23841-1)		
61	44	72	COME BACK TO ME	44	72
			MARTY ROBBINS (Columbia FC 37995)		
62	13	47	THIS DREAM'S ON ME	13	47
			GENE WATSON (MCA 5302)		
63	15	50	WALK ON	15	50
			KAREN BROOKS (Warner Bros. 9 23676-1)		
64	76	53	WAITIN' FOR THE SUN TO SHINE	76	53
			RICKY SKAGGS (Epic FE 37193)		
65	47	58	THE FAMILY'S FINE, BUT THIS ONE'S ALL MINE!	47	58
			DAVID FRIZZELL (Warner/Viva 9 23688-1)		
66	20	59	GREATEST HITS	20	59
			ANNE MURRAY (Capitol SOO-12110)		
67	4	63	NATURALLY COUNTRY	4	63
			MEL McDANIEL (Capitol ST-12265)		
68	41	64	PUT YOUR DREAMS AWAY	41	64
			MICKEY GILLEY (Epic FE 38082)		
69	37	65	SOMEWHERE BETWEEN RIGHT AND WRONG	37	65
			EARL THOMAS CONLEY (RCA AHL 1-4348)		
70	82	67	BIG CITY	82	67
			MERLE HAGGARD (Epic FE 37593)		
71	12	68	SOUNDS LIKE LOVE	12	68
			JOHNNY LEE (Full Moon/Asylum 60147-1)		
72	29	69	ANNIVERSARY — TEN YEARS OF HITS	29	69
			GEORGE JONES (Epic KE2 38328)		
73	23	70	BIGGEST HITS	23	70
			MARTY ROBBINS (Columbia FC 38309)		
74	5	71	LOVE WILL TURN YOU AROUND	5	71
			KENNY ROGERS (Liberty LO 51124)		
75	17	73	BIG AL DOWNING	17	73
			BIG AL DOWNING (Team TRA-2001)		

WILLIE & AND THE JOGGER — In the midst of taping an appearance on *Bobby Bare & Friends: Songwriter Showcase* for The Nashville Network, **Willie Nelson** took time recently for a rare press conference at Bullet Studio, speaking in particular about his upcoming movie, *The Red-Headed Stranger*. While it was originally slated to begin shooting this month, the project won't go before the cameras until March of next year since Nelson will be working on another motion picture, *Songwriter*, in the fall. The *Stranger* flick features Nelson, quite appropriately, in the leading role, while several characters, including the sheriff, (portrayed by **Tommy Lee Jones**) have been added to fill out the script guided by the 1975 album concept album of the same title. Among Nelson's previous screen credits are *The Electric Horseman*, *Honeysuckle Rose*, *Thief*, *Barbarosa* and *Coming Out Of The Ice*.



SKAGGS SIGNING — During a recent Southeast tour, **Ricky Skaggs** (I) made an in-store appearance at *Peaches in Columbia, S.C.*, where he signed copies of both his "Waitin' For The Sun To Shine" and "Highways And Heartaches" LPs. Skaggs' appearance was handled in conjunction with local country outlet WCOS-AM&FM.

Recent packages have given us Nelson duets with a wide array of other artists, including **Waylon Jennings**, **Webb Pierce**, **Dolly Parton**, **Brenda Lee** and **Merle Haggard**. Nelson admitted that he continues to expect each successive release to falter, noting the mass of product currently available, but he said that he will continue to release duets as well as solo product "as long as they're selling." Current projects in the can include tracks with **Bill Monroe**, **Mel Tillis** and left-handed guitarist **Jacky King**. It was also somewhat ironic to see Nelson seated next to Bobby Bare since the latter just released "The Jogger," which contains some not-too-complementary statements about runners, with one of Nelson's trademarks being his tennis shoes. In the tune, Bare yells at a particular jogger, "I'll bet you're the hit of the men's locker room," but he disassociated Nelson from the rest of the running community. "Willie don't wear shorty-shorts," said Bare.

IT WILL BE JAMMED — **Alabama** is getting set for its second June Jam in Ft. Payne, and the roads leading into the northern Alabama community will certainly be jammed. On the strength of a mention in the fan club newsletter, 10,000 tickets to the event had been sold six weeks prior. Scheduled for June 11, some 35,000 are expected to see a show that will include **Lee Greenwood** and **Janie Fricke**. Alabama recently taped an appearance on *Solid Gold* that should air in the latter part of June.

MCA SHUFFLES THE LINE-UP — Three MCA artists will have different producers the next time we hear from them on record. **Terri Gibbs**, who has worked up until this point with **Ed Penney**, has teamed with **Rick Hall**; and **Brenda Lee**, whose last few LPs have been recorded with **Ron Chancey**, will enter the studio under the direction of **Jerry Crutchfield**. Meanwhile, **George Stralt** is no longer working with **Blake Mevis** and is reportedly mulling over a handful of possibilities.

SLUGGERS ANONYMOUS — Get ready for two annual softball events involving country entertainers in Nashville during the month of June. Three teams have been selected through a celebrity draft in the All-American Country Games for Fan Fair June 7, with the trio of eight-member ballclubs led by team captains **Richard Sterban**, **Brenda Lee** and **Barbara Mandrell**. The field of draftees included, among others, **Eddy Raven**, **Charly McClain**, **Louise Mandrell**, **Kippi Brannon**, **Reba McEntire**, **Gary Morris** and **Joe Bonsall**. Fifteen days later, **Barbara Mandrell** and **Conway Twitty** sponsor their sixth annual softball tournament at Greer Stadium, the home of the Nashville Sounds. Along with such celebrities as the **Gatlin Brothers**, **Steve Warner** and **Charlie McCoy**, the opposing squads will include several athletes who are, as Mandrell put it, "out of their element," and a handful of TV and sports personalities. Included are **Morgan Fairchild**, **Mr. T.**, **Terry Bradshaw**, **Danny White**, **Vince Ferragamo** and **Rick Robey**.

TUBE TAKES — Depending on the region of the country, the impact of the Academy of Country Music (ACM) awards presentation garnered a wide range of responsiveness, according to Arbitron's Television Meter Service. Of six markets surveyed, the audience share for the NBC-TV broadcast took in its lowest share, 12, in New York, through WNBC-TV, while grabbing the highest share, 27, in Dallas through KXAS-TV. The survey measured two cities on the eastern seaboard (New York and Philadelphia), two in the central region (Chicago and Dallas) and two West Coast markets (Los Angeles and San Francisco). While the East Coast markets were split, both central cities showed at least a 25 share for the ACM broadcast, but the West Coast markets were not able to manage even a 20 share.

CONDOLENCES — To the family and friends of talent agent **Bob Neal**, who died May 9. Neal worked at one time or another with such artists as **Elvis Presley**, **Johnny Cash**, **Barbara Mandrell**, **Sonny James** and **Johnny Rodriguez**, and a memorial service was held in his honor May 12.

WHICH ONE? — RCA Records and the Peppermint Lounge in New York combined forces during April to celebrate the release of Elvis Presley's "I Was The One," which presents "The Pelvis" as a rockabilly phenom. The best rockabilly dancer at the club was presented an "Elvis, I Was The One" leather jacket, with producers **Tony Brown** and **David Briggs**, as well as former Presley band member **D.J. Fontana** on hand for the ceremonies.

FAMOUS RELOCATION — Famous/Ensign Music has moved to a new Nashville office with a new phone number. The company is now located at 1706 Grand Ave., Nashville, Tenn. 37212 and can be reached after the dial tone at (615) 329-0500.

THE LAST FAREWELL — **Bill Lowery** recently hosted a party to bid adieu to his Southern Tracks recording facility when the structure was torn down to make way for Atlanta's new rapid transit system. A number of artists who recorded at the 25-year-old studio showed up to pay their last respects, including **Joe South**, **Alicia Bridges**, **Sammy Johns**, and **Starbuck's Bruce Blackman**. **Albert Coleman's Atlanta Pops** had the last session in the house before its demise.

tom roland

TOP 100 COUNTRY SINGLES

May 28, 1983

	Weeks On Chart		Weeks On Chart		Weeks On Chart
1 LUCILLE	5/21	WAYLON (RCA PB-13465)	3	11	
2 YOU TAKE ME FOR GRANTED		MERLE HAGGARD (Epic 34-03723)	1	12	
3 THE RIDE		DAVID ALLAN COE (Columbia 38-03778)	7	11	
4 COMMON MAN		JOHN CONLEE (MCA-52178)	2	13	
5 FOOLIN'		JOHNNY RODRIGUEZ (Epic 34-03598)	6	14	
6 I'M MOVIN' ON		EMMYLOU HARRIS (Warner Bros. 7-29729)	9	11	
7 YOU'RE OUT DOING WHAT I'M HERE DOING WITHOUT		GENE WATSON (MCA-52191)	13	11	
8 OUR LOVE IS ON THE FAULTLINE		CRYSTAL GAYLE (Warner Bros. 7-29719)	14	9	
9 YOU CAN'T RUN FROM LOVE		EDDIE RABBITT (Warner Bros. 7-29712)	17	9	
10 STRANGER IN MY HOUSE		RONNIE MILSAP (RCA PB-13470)	19	9	
11 FOOL FOR YOUR LOVE		MICKEY GILLEY (Epic 14-03783)	18	9	
12 IN THE MIDDLE OF THE NIGHT		MEL TILLIS (MCA-52182)	16	12	
13 WHATEVER HAPPENED TO OLD-FASHIONED LOVE		B. J. THOMAS (Cleveland Int'l/Epic 38-03492)	4	16	
14 HIGHWAY 40 BLUES		RICKY SKAGGS (Epic 3403812)	20	5	
15 LOVE IS ON A ROLL		DON WILLIAMS (MCA-52205)	23	7	
16 LOVE AFFAIRS		MICHAEL MURPHEY (Liberty P-B-1494)	21	10	
17 MY LADY LOVES ME (JUST AS I AM)		LEON EVERETTE (RCA PB-13466)	22	11	
18 SAVE ME		LOUISE MANDRELL (RCA PB-13450)	5	14	
19 I.O.U.		LEE GREENWOOD (MCA-52199)	24	8	
20 IN TIMES LIKE THESE		BARBARA MANDRELL (MCA-52006)	25	6	
21 THE CLOSER YOU GET		ALABAMA (RCA PB-13524)	33	3	
22 WITHOUT YOU		T.G. SHEPPARD (Warner Bros. 7-29695)	28	9	
23 OH BABY MINE		STATLER BROTHERS (Mercury/PolyGram 81488-7)	30	7	
24 SINGING THE BLUES		GAIL DAVIES (Warner Bros. 7-29726)	27	10	
25 THE LOVE SHE FOUND IN ME		GARY MORRIS (Warner Bros. 7-20682)	32	7	
26 FLY INTO LOVE		CHARLY McCLAIN (Epic 34-03808)	31	8	
27 SNAPSHOT		SYLVIA (RCA PB-13501)	36	4	
28 YOU GOT ME RUNNING		JIM GLASER (Noble Vision NV-102)	29	9	
29 PANCHO AND LEFTY		WILLIE NELSON & MERLE HAGGARD (Epic 34-03842)	34	5	
30 I ALWAYS GET LUCKY WITH YOU		GEORGE JONES (Epic 34-03883)	35	4	
31 ALL MY LIFE		KENNY ROGERS (Liberty P-B-1495)	38	4	
32 OLD MAN RIVER		MEL McDANIEL (Capitol P-B-5218)	37	8	
33 YOUR LOVE'S ON THE LINE		EARL THOMAS CONLEY (RCA PB-13525)	53	3	
34 MORE AND MORE		CHARLEY PRIDE (RCA PB-13451)	8	13	
35 AFTER THE GREAT DEPRESSION		RAZZY BAILEY (RCA PB-13512)	40	5	
36 I WONDER WHO'S HOLDIN MY BABY TONIGHT		THE WHITES (Warner/Curb 7-29659)	39	5	
37 IT'S YOU		KIERAN KANE (Warner Bros. 7-29711)	48	5	
38 ONCE YOU GET THE FEEL OF IT		CON HUNLEY (MCA-52208)	50	5	
39 POTENTIAL NEW BOYFRIEND		DOLLY PARTON (RCA PB-13514)	49	5	
40 CHANGES		TANYA TUCKER (Arista AS 1053)	44	6	
41 I JUST HEARD A HEART BREAK		TAMMY WYNETTE (Epic 34-03811)	41	6	
42 YOU CAN'T LOSE WHAT YOU NEVER HAD		LYNN ANDERSON (Permian P-82000)	45	8	
43 3/4 TIME		RAY CHARLES (Columbia 38-03810)	46	5	
44 DON'T YOUR MEM'RY EVER SLEEP AT NIGHT		STEVE WARINER (RCA PB-13515)	52	4	
45 YOU'RE NOT LEAVIN' HERE TONIGHT		ED BRUCE (MCA-52210)	58	3	
46 I LOVE HER MIND		BELLAMY BROTHERS (Warner/Curb 7-29645)	62	2	
47 EVERYBODY'S DREAM GIRL		DAN SEALS (Liberty P-B-1496)	51	5	
48 TOUCH ME (I'LL BE YOUR FOOL ONCE MORE)		TOM JONES (Mercury/PolyGram 810 445-7)	10	14	
49 FLAME IN MY HEART		DELIA BELL (Warner Bros. 7-29653)	57	4	
50 LOST IN THE FEELING		CONWAY TWITTY (Warner Bros. 7-29636)		1	
51 EASY ON THE EYE		LARRY GATLIN AND THE GATLIN BROS. (Columbia 38-03885)	64	3	
52 LITTLE OLD-FASHIONED KARMA		WILLIE NELSON (Columbia 38-03674)	11	12	
53 HE'S A HEARTACHE		JANIE FRICKE (Columbia 38-03899)	72	2	
54 IT HASN'T HAPPENED YET		ROSANNE CASH (Columbia 38-03705)	12	12	
55 JOSE CUERVO		SHELLY WEST (Warner/Viva 7-29778)	15	16	
56 GOOD OLE BOYS		JERRY REED (RCA PBD-13527)	69	2	
57 IF YOU'RE GONNA DO ME WRONG (DO IT RIGHT)		VERN GOSDIN (Complet CP-102)	26	15	
58 AFTER THE LAST GOODBYE		GUS HARDIN (RCA PB-13445)	42	15	
59 TILL YOU AND YOUR LOVER...		ENGELBERT HUMPERDINCK (Epic 34-03817)	73	3	
60 LOVERS AGAIN		BRICE HENDERSON (Union Station ST 1001)	66	6	
61 I STILL LOVE YOU IN THE SAME OL' WAY		MOE BANDY (Columbia 38-03625)	43	13	
62 YOU'RE THE FIRST TIME I'VE THOUGHT ABOUT LEAVING		REBA McENTIRE (Mercury/PolyGram 810 338-7)	54	18	
63 ATLANTA BURNED AGAIN LAST NIGHT		ATLANTA (MDJ A4831)	81	2	
64 TIJUANA SUNRISE		BAMA BAND (Soundwaves SW-4707-NSD)	71	4	
65 OVER YOU		LANE BRODY (Liberty P-B-1498)	79	2	
66 MARYLEE		RODNEY LAY (Churchill CB 94020)	76	4	
67 WILLIE, WRITE ME A SONG		RAY PRICE (Warner/Viva 7-29699)	68	4	
68 AMARILLO BY MORNING		GEORGE STRAIT (MCA-52162)	47	16	
69 AMERICAN MADE		OAK RIDGE BOYS (MCA-52179)	55	15	
70 PRECIOUS LOVE		THE KENDALLS (Mercury/PolyGram 812 3000-7)	85	2	
71 IT'S A DIRTY JOB		BOBBY BARE & LACY J. DALTON (Columbia 38-03628)	56	12	
72 WHERE ARE YOU SPENDING YOUR NIGHTS THESE DAYS		DAVID FRIZZELL (Warner/Viva 7-29617)		1	
73 LYIN', CHEATIN', WOMAN CHASIN'...		LORETTA LYNN (MCA-52219)		1	
74 I'D DO IT IN A HEART BEAT		SIERRA (Musicom MC 72702)	78	6	
75 NO FAIR FALLIN' IN LOVE		JAN GRAY (Jamex J-45-010)		1	
76 LOVE ME		JEANNE PRUETT & MARTY ROBBINS (Audiograph AG 45-454)	84	3	
77 WE'RE STRANGERS AGAIN		MERLE HAGGARD & LEONA WILLIAMS (Mercury/PolyGram 812 214-7)			
78 FADE TO BLUE		ED HUNNICUTT (MCA-52007)	86		
79 THE JOGGER		BOBBY BARE (Columbia 38-03809)		1	
80 FROM COTTON TO SATIN		JACK GREENE (EMH-0019)	88	2	
81 ANOTHER MAN'S HANDS		ARVIS AUSTIN (Dimension DS-1044)	82	2	
82 PICKIN' DIXIE BLUES		DONNIE SAX SANDERS (General Delivery LTD GD 1492)	83	4	
83 COTTON FIELDS		TENNESSEE EXPRESS (RCA PB-13526)		1	
84 LOVER IN DISGUISE		WAYNE MASSEY (MCA-52211)	91	2	
85 ROLL WITH THE TIDE		THE RANGERS (CBO 134N)	87	2	
86 IF I DIDN'T LOVE YOU		GUS HARDIN (RCA PB-13532)		1	
87 HIDDEN MESSAGES		MITCH CLARK (Comstock COM 1706)	89	2	
88 A TASTE OF THE WIND		JAMES & MICHAEL YOUNGER (MCA-52222)		1	
89 I.O.U.		JIMMY DEAN (Churchill CR 94024)	90	2	
90 THE DEVIL'S SON		JASON HAWKINS (Fox Fire FF 170)		1	
91 KEEP ON KEEPIN' ON		THE CHUCK WAGON GANG (Copperfield CG-118)	95	2	
92 IT AIN'T REAL		MARK GRAY (Columbia 38-03893)		1	
93 ANGEL ON MY SHOULDER		DEBBIE RANDELL (Stargem SG 2181)	93	2	
94 WHY DOESN'T SHE JUST LEAVE ME ALONE		TOMMY BELL (Gold Sound GS-8015)		1	
95 DON'T SAY YOU LOVE ME		MIKE CAMPBELL (Columbia 38-03838)		1	
96 HEART FOR A HEART		ROBIN LEE (Evergreen 1006)		1	
97 TWO HEARTS		TEXAS VOCAL COMPANY (RCA PB-13504)	59	5	
98 YOU'RE GONNA LOVE YOURSELF		WILLIE NELSON & BRENDA LEE (Monument WS4 03781)	60	8	
99 TRAIN MEDLEY		BOXCAR WILLIE (Main Street B 954)	61	8	
100 I NEED THAT SHOULDER AFTER ALL		RONNIE RENO (EMH-0018)	75	6	

After The Great (Sandy-Port — ASCAP/Tree/Tree Group — BMI)	35	Of Gold — BMI)	53	Love Affairs (Timberwood /d'Abo — BMI)	16	Stranger In My House (Lodge Hall — ASCAP)	10
After The Last Goodbye (Fame/RickHall — ASCAP)	58	Hidden Messages (White Cat — ASCAP)	87	Love Is (Roger Cook/Big Ears/Bruised Oranges — BMI/ASCAP)	15	The Closer You Get (Irving/Down 'N' Dixie/Chinichap/Adm. in U.S. & Canada by Careers — BMI)	21
All My Life (Warner/WB Gold — BMI/ASCAP)	31	Highway 40 Blues (Amanda-lin — ASCAP)	14	Love Me (Johnny Beinstock — BMI)	76	The Devils Son (Middle Forty/Nickel Roller — BMI)	90
Amarillo By (Cotillion/Terry Stafford/Adm. by Cotillion — BMI)	68	I Always Get Lucky (Shade Tree — BMI)	30	Lover In Disguise (Hossier/Jack & Bill/c/o Welk — ASCAP)	84	The Jagger (Evil Eye — BMI)	79
American Made (Music City — ASCAP/Combine — BMI)	69	I'd Do It (North Creek — BMI)	74	Lovers Again (Royahaven — BMI)	60	The Love She (Southern Nights — ASCAP/Combine — BMI)	25
Angel On My Shoulder (Christwood — BMI)	93	If I Didn't (Unichappell/Van Hoy/Posey — BMI)	86	Lucille (Venice — BMI)	1	The Ride (Algee/Newwriters — BMI)	3
Another Man's (Stonewell/Corinna — BMI)	81	If You're Gonna (Hookit/Blue Lake — BMI)	57	Lyin' Cheatin' (Music City — ASCAP)	73	3/4 Time (Tennessee Swamp Fox — ASCAP)	43
A Taste Of (Our Child's — BMI)	88	I Just Heard (ATV/First Lady/Sylvia's Mother — BMI)	41	Marylee (Blackwood — BMI)	66	Tijuana Sunrise (Surf & Sand — BMI)	64
Atlanta Burned Again (Unnamed)	63	I Love Her Mind (Bellamy Brothers/Famous — ASCAP)	46	More And More (Cedarwood — BMI)	34	Till You And Your (Warner/Pullman/Warner-Tamerlane/Daticabo — BMI)	59
Changes (Lanya Tucker/Milene — ASCAP)	40	I'm Movin' On (Rightsong — BMI)	6	My Lady Love Me (Blackwood — BMI)	17	Touch Me (ATV Music — BMI)	48
Common Man (Lowerey/Legibus/Captain Crystal — BMI)	4	I Need That Shoulder (Shady Dell — BMI)	100	No Fair Fallin' (Sweet Baby — BMI)	75	Train Medley (Various — BMI/ASCAP)	99
Cotton Fields (Folkways — BMI)	83	In The Middle (Sabel — ASCAP)	12	Oh Baby Mine (Edwin Morris/a div. of MPL — ASCAP)	23	Two Hearts (Royahaven — BMI/G.I.D. — ASCAP)	97
Don't Say You (MCA — ASCAP/Music Corp. of Amer. — BMI)	95	In Times Like These (Tom Collins — BMI)	20	Old Man River (Vogue/Partner/Julep/c/o Welk — BMI)	32	We're Stranger Again (Shade Tree — BMI)	77
Don't Your Mem're (Tom Collins — BMI)	44	I.O.U. (Vogue c/o Welk Group/Chriswald/Hopli Sound/MCA — BMI/ASCAP)	19	Once You Get (Tree/Larry Butler — BMI)	38	Whatever Happened To (Ole Friends — BMI)	13
Easy On The Eye (Larry Gatlin — BMI)	51	I.O.U. (Plainview — BMI)	89	Our Love Is (Rondor (Australia)/Irving — BMI)	8	Where Are You (Peso/Wallet — BMI)	72
Everybody's Dream (Warner House/WB Gold/Pink Pig — ASCAP/BMI)	47	I Still Love You (Baray — BMI)	61	Over You (Colgems-EMI/Father — ASCAP/BMI)	65	Why Doesn't She (Tree — BMI)	94
Fade To Blue (Young Beau (Div. of Merit)/Tapadero — BMI)	78	It Ain't Real (Irving/Down 'N' Dixie/Face The Music/Warner-Tamerlane — BMI)	92	Pancho And Lefty (United Artists/Columbine — ASCAP)	29	Willie, Write Me A Song (Peso — BMI)	67
Flame In My Heart (Glad — BMI)	49	It's A Dirty Job (Cross Keys/Tree Group — ASCAP/Unichappell/VanHoy — BMI)	71	Pickin' Dixie Blues (Loud Cry — BMI)	82	Without You (Apple — ASCAP)	22
Fool For Your Love (Jensung/Black Sheep — BMI)	11	It's You (Old Friends/Litton — BMI/Kieran Kane — ASCAP)	37	Potential (April/Stephen A. Kipner — ASCAP/ATV — BMI)	39	You Can't Lose (Tree/Tree Group/O'Lyric — BMI)	42
Foolin' (Ace In The Hole — BMI)	5	I Wonder Who's (Laurel Mountain — BMI)	36	Precious Love (Visa — ASCAP)	70	You Can't Run (Deb/Dave/Briarpatch — BMI)	9
Fly Into (Unart/Land of Music/Old Friends — BMI)	26	Jose Cuervo (Easy Listening/Galleon — ASCAP)	55	Roll With The Tide (First Lady/Maypop — BMI)	85	You Got Me Running (Dawnbreaker — BMI)	28
From Cotton To Satin (Jim Martin — ASCAP)	80	Keep On Keepin' On (Millhouse — BMI)	91	Save Me (Rare Blue — ASCAP)	18	You're Gonna (Combine — BMI)	98
Good Ole Boys (Hall-Clement/c/o Welk — BMI)	56	Little Old Fashioned (Willie Nelson — BMI)	52	Singing The Blues (Acuff-Rose — BMI)	24	You're Not Leavin' (Chappell/Bibo/Vogue/c/o Welk — ASCAP/BMI)	45
Heart For A (Famous/Boo — ASCAP/Little Jeremy/Tree — BMI)	96	Lost In The Feeling (Old Friends — BMI)	50	Snapshot (Tom Collins — BMI)	27	You're Out Doing (Desert Rose/Ski Slope — BMI)	7
He's A Heartache (Bobby Goldsboro — ASCAP/House Of Gold — BMI)						You're The First (Maplehill/Hall-Clement Vogue c/o Welk — BMI)	62
						Your Love's (Blue Moon/April — ASCAP/Full Armor — BMI)	33
						You Take Me For Granted (Shade Tree — BMI)	2

Ⓢ : Exceptionally heavy radio activity this week Ⓢ : Exceptionally heavy sales activity this week

LACY'S

10TH
STRAIGHT
HIT

IS "DREAM BABY (HOW LONG MUST I DREAM)" 38-03926



She's come a long way, Baby.

Lacy J. Dalton has come a long way, and lately she's moving faster than ever.

On her new album she's bluesy one moment... and rocking the next.

Songs that are rooted in the past... attitudes and

rhythms right out of the future.

It's all here on "Dream Baby" FC 38604

Pay attention you won't want to miss a thing!

Lacy J. Dalton "Dream Baby", including her new hit "Dream Baby (How Long Must I Dream)" 38-03926

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COUNTRY RADIO HIGHLIGHTS

WSDS — YPSILANTI — TONY PETTA — #1 — M. HAGGARD
 ADDS: M. Gray, R. Gosdin, V. & D. Hatfield, T. Bell, L. Brody, J. Gray, J. Hawkins, K. Monk

WHK — CLEVELAND — BILL STEDMAN — #1 — W. JENNINGS
 ADDS: E. Bruce, E. T. Conley, Bellamys, J. Reed

WJKZ — NASHVILLE — JANET BOZEMAN — #1 — W. JENNINGS
 ADDS: H. Williams, Jr., L. Lynn, G. Campbell

KBUC — SAN ANTONIO — CHARLIE BROWN — #1 — J. CONLEE
 ADDS: Bellamys, E. Bruce, C. Twitty

WNWN — COLDWATER — RANDY ROWLEY — #1 — D.A. COE
 ADDS: J. Fricke, J. Reed, M. Haggard/L. Williams, D. Frizzell

SINGLES REVIEWS

OUT OF THE BOX

OAK RIDGE BOYS (MCA 52224)

Love Song (3:01) (Youngun Publishing Co. — BMI) (S. Runkle) (Producer: R. Chancey)

Already receiving a smattering of play around the country as an album cut, the second release from the "Americian Made" LP finds the Oaks in a spirited performance behind the lead vocal work of Joe Bonsall. Hot guitar licks between verses add spice to a call-and-answer voicing that is heightened by a forties doo-wop break placed atop Richard Sternban's walking bass imitations. This one'll have 'em hoppin'.



FEATURE PICKS

RONNIE McDOWELL (Epic 34-03946)

You're Gonna Ruin My Bad Reputation (3:02) (Tree Pub. Co., Inc./Tree Group — BMI) (J. Crossan) (Producer: B. Killen)

MARTY ROBBINS (Columbia 38-03927)

What If I Said I Love You (2:44) (Chappell Music/Intersong Music — ASCAP) (C. Black, T. Rocco) (Producer: B. Montgomery)

LACY J. DALTON (Columbia 38-03926)

Dream Baby (2:52) (Combine Music Corp. — BMI) (C. Walker) (Producer: B. Sherrill)

DOTTIE WEST (Liberty P-B-1500)

Tulsa Ballroom (3:16) (Peso Music/Wallet Music — BMI) (D. Blackwell, J. Durrill) (Producers: S. Garrett, S. Dorff)

CEDAR CREEK (Moon Shine MS 3013)

Lonely Heart (3:15) (Silverline Music, Inc. — BMI) (P. Overstreet) (Producers: A. DiMartino, Cedar Creek)

BRUCE MURRAY (Capitol P-B-5234)

From Now On (3:04) (Peso Music/SwaneeBravo! Music — BMI) (S. Dorff, M. Panzer) (Producer: J. Hug)

BOBBY BRADDOCK (RCA PB-13529)

It Took... (To Get Me Over You) (2:54) (Tree Publ. Co. Inc./Tree Group — BMI) (B. Braddock, M. Berg) (Producer: B. Braddock)

BILLIE JO WILLIAMS (Farview F-120)

Love Up And Let Me Down (2:20) (Cedarwood Publ. Co. — BMI/Denny Music, Inc. — ASCAP) (M. Heeney, D. Orender) (Producer: T. Farr)

FLOYD BROWN (Magnum MG1002)

Kiss Me Just One More Time (Drew Mark Music, Inc. — BMI/Concluded Pub. Co. — BMI) (F. Brown) (Producer: E. Foster)

NEW AND DEVELOPING



JAMES & MICHAEL YOUNGER (MCA 52222)
A Taste Of The Wind (3:20) (Our Child's Music — BMI) (J.L. Williams, A.M. Williams) (Producer: R. Chancey)

Written about their southern Texas hometown of Edinburg, the Youngers' fourth single bears more than a slight resemblance to the late Marty Robbins with floating brass lines and Spanish marimbas. Like the wind, the tune seems to gently waft in with a relaxed, easy-going manner and tropical images of palm trees and dark-haired Mexican ladies.

ALBUM REVIEWS

TODAY — The Statler Brothers — Mercury/PolyGram 812 184-1 M-1 — Producer: Jerry Kennedy — Llist: 8.98 — Bar Coded

It's obvious that newcomer Jimmy Fortune, who replaced Lew DeWitt in the foursome one year ago, was a perfect choice since the newest album bears the same distinctive Statler trademark the group has carried since 1965. While stylistically, the band breaks no new ground, relying heavily on the expected wide-ranging harmonies that bear more than a tinge of resemblance to southern gospel, the platter does provide the initiation of Fortune and Harold Reid's daughter, Kim, as songwriters, Fortune's "Elizabeth" joins the Reid Brothers' "Guilty" as best bets for future singles.

THE COUNTRY MIKE

MUSIC COUNTRY NETWORK — Charlie Douglas has been named to fill the position vacated by Chuck Morgan at the Music Country Radio Network in Nashville. Douglas is creator and host of the *Charlie Douglas Road Gang* on WWL/New Orleans, where he has spent the last 12 years of his career. He brings with him 30 years of experience in broadcasting and has worked in such major markets as Miami, San Diego, Buffalo and Hartford. A native of Georgia, Douglas has been a recipient of awards from the Country Music Assn. (CMA), the Academy of Country Music, (ACM), *Overdrive* magazine, *Open Road* magazine and 16 other various organizations, including AFTRA. He has been featured in over 400 newspapers and national publications, as well as having appeared on programs such as NBC's *Tomorrow* show, ABC's *Nightline*, NBC's *Nightly*



HARDIN HITS DETROIT — Gus Hardin, traveling in support of her recently released mini-LP, a self-titled effort, stopped by the studios of WCXI/Detroit for a promotional visit. Pictured at the station are (l-r): WCXI MD Mark Thomas, Hardin and WCXI's Steve Fenbert.

News, BBC Radio & TV, French National TV, West Germany TV and Canadian National TV. Douglas was the first person to ever do a live broadcast while parachuting from an airplane; first to broadcast from a cage full of lions and tigers; and first to broadcast while riding a bull in a rodeo, an event that lasted only four seconds and resulted in three broken ribs. He is the founding president of the Federation of International Country Air Personalities (FICAP), has served on the CMA board of directors, writes columns for three nationally-circulated publications, is heard weekly via live report on RTE Radio Ireland and is an advisor to the Jimmie Rodgers Memorial Festival. According to general manager Tom Cassetty, Douglas will assume his new

air duties at the Music Country Radio Network in mid-June. The program offers 10 hours of nightly programming and is sent out "live" via satellite to over 95 stations throughout the U.S.

CDB IN CONCERT — KNEW/San Francisco, along with Atari and the Record Factory, is sponsoring an unusual concert by the **Charlie Daniels Band** set for Memorial Day, May 30. The group will perform following the San Francisco Giants-New York Mets in a post-game concert. The concert is part of the Giants' one ticket, baseball/music combo, which was initiated last September when the **Beach Boys** teamed with the Giants for a double header. The Beach Boys are scheduled again for July 16 following the Giants/Cardinals game and another group will perform after the Giants/Reds contest on Labor Day.

POINT TO POINT — In response to a recent story in **Cash Box** on the not-too-significant airplay given country column album cuts (**Cash Box**, May 7), **WGNA**/Albany program director **Chris Warren** notes that for almost 10 years, WGNA has consistently programmed one LP cut per hour, helping to set the station apart from its competition. The station also features one album each Friday evening on its *Long Play Country Hour*, scattering selected cuts from a particular release throughout the 60 minutes interspersed with the usual run of currents and oldies. Warren also agrees with **Tony Tamburrano**, of MCA, who had said that album airplay means nothing to the record label that is giving away the LP to the station if some sort of tag is not applied. "(One) misconception of programmers in country radio is that the listener could care less what album a new single comes from," suggests Warren. "How many times have you gotten a call asking, 'Where can I find that record? I want to buy it.' We've always had those kinds of calls, so we decided about four years ago to do something about it. Since our top 45 records and new picks and adds are all carted, the top of each cart holds a label with the name of the album the single was culled from. It's up to the jock to share this information with the listener."

STATION CHANGES — **Mike Bessette** is now handling the AM drive shift at **KNOE**/Monroe. Bessette came from **WHIM**/East Providence, where he was music director... **WKCE**/Harriman, Tenn., is a brand new station with a country format. It began airing in mid-April, calling itself "The biggest little country station in East Tennessee." It is 250 watts and cover three cities in Roane County. **Harry Morgan** is general manager, **John Tillis** is sales manager, **Tommy Burchfield** is program director, and **Joe Grant** is music director. The station line-up is as follows: **Marv Tidwell**, 6 a.m.-noon; **Grant**, noon-6 p.m.; **Bob Tidwell**, 6 p.m.-midnight; and **Tom Barish**, midnight-6 a.m. The station can be reached by calling (615) 882-1233, or writing to P.O. Box 1232, Harriman, Tenn. 37748.

juanita butler

PROGRAMMERS PICKS

Cathy Hahn	KLAC/Los Angeles	Don't Your Mem'ry Ever Sleep At Night — Steve Wariner — RCA
Kent Williams	WIRE/Indianapolis	He's A Heartache — Janie Fricke — Columbia
Steve Sauder	KSSS/Colorado Springs	Don't Say You Love Me — Mike Campbell — Columbia
Bob Bosche	KUGN/Eugene	He's A Heartache — Janie Fricke — Columbia
Ed Brown	WCXI/Detroit	Iyln', Cheatin', Woman Chasin'... — Loretta Lynn — MCA
Marc Hahn	KTOM/Sallnas	He's A Heartache — Janie Fricke — Columbia
Stephanie Pflum	WDAF/Kansas City	Love Song — Oak Ridge Boys — MCA
Rick Cardarelli	WSLR/Akron	He's A Heartache — Janie Fricke — Columbia
Al Twlne	WBXB/Edenton	I'm In Love All Over Again — Cindy Hurt — Churchill



PLANT PEOPLE — The Plant, formerly known as the Sausalito Record Plant, had had the benefit of being able to draw a staff of thorough, hard-working professionals throughout its 12 year history, making it a home for top producers such as Ron Nevison (Jefferson Starship). Pictured are (l-r): Nevison; Mick Haggerty, chief of maintenance, The Plant; Jim Gaines, chief engineer, The Plant; Paul Broucek, president and general manager, The Plant; and Gail Sacks, representative, The Plant. *Cash Box photo by Kathy Cotter*

The Plant: Updating Facilities As It Embarks On A New Path

(continued from page 14)

weeks ago. "Mick Higgins, our chief of maintenance, wants to make C universal, eventually . . . so it can interface with other equipment throughout the Plant."

That would most likely mean installing a Trident console in C at some point in the future. "Mick worked with Trident for a number of years and he knows the boards inside out," indicated Broucek, "and everyone who has ever worked here seems to like them."

Both of The Plant's other studios, A and B, are completely automated, using the Melquist GT800 Automation system, and feature Trident Model TSM consoles (40 inputs, 24 out, 32 monitor inputs and 40 Melquist automated faders). Broucek pointed out that the Plant recently added two new Studer A80 24 track recording units, which is in addition to the two Ampex four-track recording units, which is in addition to the 3M 64 two-tracks and the Ampex AG440 two-track they own (The Plant also offers two TEAC 1/4 track units).

Other "updating" measures at The Plant in recent months have included the re-tuning of Studio A, which Broucek pointed out, "is the room that (producer) Ron Nevison is making his own." (Nevison has recorded the Jefferson Starship in A and is starting the new Grace Slick solo LP there).

"We filled in the control room floor (in 'A') so it wasn't such a boom box," said Broucek. "We also went above the existing ceiling, moved the bass trapping, raised it and put in slats to make the room tunable. We wanted to liven it up a little and now its the livest room we have."

Studio B, on the other hand, has retained its "original low ceiling," according to Broucek. "It's deader than A but some of our clients prefer that. (Motown superstar) Rick James and engineer Tom Flye (a former Sausalito Record Plant staffer) use the

room regularly for their projects and, most recently, jazz drummer Tony Williams was in here."

More than perhaps any other room at the facility, B also continues to bear the outward trappings of the psychedelic northern California ethos from which the Sausalito Record Plant sprung. The walls are adorned by hand crafted inlaid wood designs, with bright-colored paisley teardrops and a mirrored "piano man" figure at one end.

Hot Tub Comfort

Of course, there's still the de rigeur (at least for Marin) hot tub at The Plant, as well as at the nearby five bedroom guest house which the studio provides to visiting clients and their crews. The "relaxing" environment, both working and living, is a major part of The Plant's heritage and its unique charm. It's what keeps top acts like Rick James, the Jefferson Starship, Pablo Cruise, Carlos Santana and many others coming back time after time.

That and a staff of what Broucek proudly called "by and large, the most professional bunch of people ever in this building." It includes in addition to chief of maintenance Haggerty, chief engineer Jim Gaines.

Now, Broucek and the others at The Plant are looking to "take it to the next phase." With the completion of C, Broucek is hoping to interest younger acts, especially new music groups, in doing their album projects in Sausalito. He notes that it may be a matter of overcoming prejudices or preconceptions on the part of the more cynical "who thinks there's nothing but a bunch of hippies left over from the '60s up here," but he is confident that "if people can open their minds they'll see we have a lot more to offer than hot tubs."

"We already have a group called Secret Sea, with former members of Vivabeat, booked for C," Broucek concluded, "and I believe that's just the start of things to come."

ASCAP Revenues Climb Again In '82

(continued from page 6)

\$25.9 million total received from foreign territories.

Chief legal counsel Bernard Korman also presented a capsule summary of ASCAP's current legal dealings, predicting that ASCAP would win the Buffalo Broadcasting case once it is heard in the Court of Appeals. ASCAP is currently negotiating the agreements with local radio stations and with pay cable operators, while the society is begging negotiations with hotels and motels. The agency was successful in gaining a rate hike of 29%-37% in performance fees from Muzak users, with the increase depending on the type of establishment using the Muzak system. Korman noted, however, that jukebox operators, an industry group that is

"powerful in Congress," are currently pushing a bill which would limit the royalty payments for the boxes to a \$50 one-time payment by jukebox manufacturers for new machines and a \$25 payment by owners of existing boxes.

Additional ASCA/New York executives who attended the session included Gloria Messinger, managing director; Paul S. Adler, director of membership; Karen Sherry, public relations director; and Toni Winter, executive secretary to the president. David introduced ASCAP members to the board of directors, including new board members Ernest Farmer and Buddy Killen, who join existing members Stanley Adams, Sammy Cahn, Sal Chiantia, Cy Coleman, George Duning, Sammy Fain, Wesley Rose and Michael Stewart.

TOP 15 ALBUMS

Spiritual

	Weeks On Chart	5/21
1 THE JOY OF THE LORD IS MY STRENGTH DOUGLAS MILLER AND THE TRUE WAY CHOIR (Gospeal Records PL-16008) "Pass Me Not"	1	19
2 JESUS I LOVE CALLING YOUR NAME SHIRLEY CAESAR (Myrrh MSB-6721) Open	2	5
3 SOON I WILL BE DONE WITH THE TROUBLES OF THIS WORLD JAMES CLEVELAND AND THE NEW JERSEY MASS CHOIR (Savoy SL-14709) Open	3	12
4 IT'S GONNA RAIN MILTON BRUNSON (Myrrh MSB 6695) Title Cut	4	55
5 YOU BROUGHT THE SUNSHINE THE CLARK SISTERS (Sound of Gospel SOG 132) Title Cut	6	29
6 PRECIOUS LORD AL GREEN (Hi/Myrrh MSB-6702) Title Cut	7	42
7 LORD, YOU KEEP ON PROVING YOURSELF TO ME FLORIDA MASS CHOIR (Savoy SGL 7078) "Be Ye Steadfast"	8	55
8 THE RICHARD SMALLWOOD SINGERS (Onyx/Benson R3803) "I Love The Lord"	5	36
9 WHEN IT RAINS IT POURS F.C. BARNES AND SISTER JANICE BROWN (Atlanta International Records 10041) Open	9	6
10 I FEEL LIKE GOIN' ON KEITH PRINGLE (Hope Song HS-2001) Title Cut	10	4
11 LEAD ME THE JACKSON SOUTHERNAIRS (Malaco 4383) Open	11	5
12 ROUGH SIDE OF THE MOUNTAIN F.C. BARNES AND REV. JANICE BROWN (Atlanta International Records 10059) Open	14	2
13 NEVER GIVE UP NEW JERUSALEM BAPTIST CHURCH CHOIR (Savoy SL-14700) Open	—	1
14 THE GOSPEL MUSIC WORKSHOP OF AMERICA MASS CHOIR (Savoy SGL-7081) "He'll Never Let You Down"	13	13
15 SACRAMENTO COMMUNITY CHOIR LIVE (Onyx/Benson RO 3824) Open	—	—

Inspirational

	Weeks On Chart	5/21
1 AGE TO AGE AMY GRANT (Myrrh MSB-6697) Open	1	54
2 PEACE IN THE VALLEY B.J. THOMAS (Myrrh MSB-6710) Title Cut	2	19
3 MORE POWER TO YA PETRA (Star Song SSR0045) Open	3	19
4 STAND BY THE POWER IMPERIALS (Dayspring DST-4100) Open	4	29
5 STEP OUT OF THE NIGHT ANDRUS BLACKWOOD AND CO. (Greentree R3942) Title Cut	7	14
6 RIGHT FROM THE START WILL McFARLANE (Refuge R3789) "You Call Me A Dreamer"	6	11
7 HE SET MY LIFE TO MUSIC BARBARA MANDRELL (MCA/Songbird MCA 5330) Open	8	8
8 I PUT AWAY MY IDOLS DION (Dayspring DST 4109) "Day Of The Lord"	10	3
9 EQUATOR RANDY STONEHILL (Myrrh MSB 6742) "Turning Thirty"	9	6
10 LIFT UP THE LORD SANDI PATTI (Impace 3799) "How Majestic Is Thy Name"	13	39
11 THE LIVE CONCERT DON FRANCISCO (Newpax NP 33128) "Love Is Not A Feeling"	11	18
12 SPIRIT WINGS JONI EARECKSON (Word WSB-8878) "Hosanna"	15	20
13 LEGACY MICHAEL CARD (Milk & Honey Records MH1045) "Love Crucified A Rose"	14	2
14 AMAZING GRACE B.J. THOMAS (Myrrh 6675) Title Cut	5	92
15 MICHAEL W. SMITH PROJECT (Reunion Records RRA0002) "Great Is The Lord"	12	6

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.

Pat Boone Show First Gospel Radio Program With National Sponsor

(continued from page 12)

radio, and more secular sponsors probably know Pat Boone than any other figure involved in gospel music."

Further NRB research shows that gospel listeners tend to have larger families than most radio listeners (an average size of 3.4 compared to the national average of 2.5), while 65% of those households earn more than \$20,000 per year. The target age group, 25-54, is one that is attractive to most advertisers, and here it is evenly split between men and women.

"Companies are becoming aware that gospel music is rapidly growing in popularity with a huge audience with wide demographic appeal," Boone said. "We presented the research to a national soft drink firm that really interested them. Those involved in the church drink and smoke less, but they also live longer, are

more prosperous, drink more soft drinks and eat more in general. To a sponsor, it clearly says this is a massive and stable market they should reach. Instead of big companies selling their products with t&a, they may find they could do better with B&G — Boone and gospel."

The Pat Boone Show is presented to the audience with a contemporary flavor, featuring such artists as B.J. Thomas, Amy Grant, Andrae Crouch, The Imperials, Leon Patillo and Bob Bennett, among many others.

Among the 100 stations airing the program weekly are WWDJ/New York, KEST/San Francisco, KMJC/San Diego, WGLY/Miami, WEAW/Chicago, WJGM/Nashville, KBIQ/Seattle, WSUM/Cleveland, KCNW/Kansas City, KDMI/Des Moines, WTSJ/Cincinnati and WARO/Pittsburgh.

Retailers Sticking To Steady Growth Patterns For Balance Of Year

(continued from page 5)

roughly 50% less than the growth rate a year before. Golden blamed the slack off on a slowdown in mall development and a scarcity of quality locations, but he predicted a "major" expansion for the chain in 1984.

"I just came back from the International Council of Shopping Centers convention in Las Vegas and it looks like there will be a lot more building projects this year due primarily to lowered interest rates and a better business climate," reported Golden. He added that the predicted Record Bar expansion next year would consolidate existing markets rather than move into new areas. "We'll use the borders we have and work backwards, further developing the Southeast and Southwest territories."

Golden stated that existing mall locations offered excellent opportunities for chain expansion since "as the shopping industry matures more and more space becomes available with the end of five and 10-year lease periods."

At the 138-store Camelot Music and Grapevine chain, vice president of retail Larry Mundorf also noted the growth possibilities brought about when lease periods ended and existing tenants, be they record or other product retailers, elect to leave. "Established locations are very attractive since new malls take longer to develop and realize a return on your investment," he explained.

According to Mundorf, 15 new stores are "signed, sealed and delivered" this year, already achieving the 12-15 new store projections and surpassing the 13 new stores opened last year. This compares with the

Stewart Gets Cash, Song Rights From Gaff

NEW YORK — In an out-of-court settlement with former manager Billy Gaff, Rod Stewart will receive a seven-figure money award together with transfer of his publishing, recording, television and other video rights. In addition, Gaff and his companies will waive any future claims for management commissions or for other involvement in Stewart's career.

The settlement ends a multi-million dollar legal tangle that began in March 1982, when Stewart broke off his relationship with Gaff. A lawsuit filed by Stewart claimed that Gaff, both individually and through his companies, including Riva Records and Riva Music, induced Stewart to make unfair agreements with Gaff's companies. Stewart further charged that Gaff had wrongfully misappropriated valuable rights, given unsound investment advice, violated California laws relating to talent agencies and otherwise breached his obligations to Stewart.

Under the conditions of the settlement, Stewart has terminated all involvement with Riva, including the arrangement whereby the London-based company had previously marketed his recordings in the U.K. Stewart immediately becomes exclusive owner of all rights to his songs and now has direct relationships with Warner Bros., which currently distributes his records worldwide.

The settlement agreement was reached following extensive hearings before the California Labor Commissioner in Los Angeles. Both Stewart and Gaff testified, as did many record industry executives on behalf of Stewart, including Joe Smith, former chairman of Elektra/Asylum Records.

"Hopefully this will put to rest any speculation about the outcome of my case against Gaff," said Stewart following the settlement. "Obviously he wouldn't have been so quick to give me back all these rights and pay me all this money if he had felt he had any chance of winning."

"20-plus bracket" attained in 1978-79, which Mundorf admits "stretched us."

Current expansion philosophy at the chain entails the ability to finance the expansion from within and to base the decisions to open new stores on individual evaluations of "every single deal on its own merits according to profitability." He further noted Camelot's policy of never becoming the third entertainment software outlet in a mall, though it is willing to replace an exiting local or national mall record store tenant.

Ira Heilicher, head of the 15-store Great American Music Co. chain based in Minneapolis, has just opened his only scheduled new store of the year, his first new outlet since acquiring the six-store Wax Museum chain in October, 1981. His stated formula for expansion requires "existing assets and a landlord that will turnkey it, or a location in which you don't have to put in an exorbitant amount of lease-hold." As an example, he said that his new store in the Highland Park area of St. Paul opened "almost from existing inventory and fixtures," requiring only a floor refinishing and new signs.

Both Camelot's Mundorf and Lee Cohen, vice president of marketing at the Glendale-Calif.-based Licorice Pizza chain, stressed that their expansion plans included "internal" expansion, meaning the extensive remodeling of existing units. Mundorf said that 15 remodellings would be accomplished this year to equal the total new stores.

Cohen said that the total of stores in the 33-unit chain that have been remodelled to accommodate a full audio and video product mix will shortly grow to 18. As for new stores, the Whittier outlet opening next week would be the first new store of the year, compared to a total of three last year.

"Generally we have opened three or four a year over the last few years and we still hold to that pattern," stated Cohen, adding that expansion in the southern California base was a slower process than in other states.

In the Detroit area, which has been especially hard-hit by the recession, Bad Records head Calvin Simpson offered the most resourceful expansion strategy of the retailers queried. With a seventh store scheduled to open in two weeks, and two more likely this year to bring the total new stores for 1983 to four, Simpson reported that he was moving further out of his near-inner city base into the suburban Detroit markets.

"There's a tremendous demand for black product in white suburban communities," declared Simpson. "It's the same with country, since a lot of mall retailers don't do much for country and black product. They do a good job with hits not specialty product. We're quicker with this type of product. Even with MTV artists, we can do a good job, sometimes staying ahead of the big chains by two months."

Simpson puts his stores directly across from malls when possible, to enjoy the cheaper rents and pass on the savings to the customer. "There's already heavy traffic in mall areas, and when customers find out that they can get the same record across the street for a couple dollars less, they'll walk over."

Simpson encouraged other small retailers to seek out similar locations or secondary markets in expanding their businesses. "A lot of guys are out there struggling. You can't stop the big guys, but you can find a niche somewhere and concentrate on black, country or upcoming product. Really watch those big stores. Most are late on hit black product. That delay can give the small guy enough time to sell records and make a living."

Labels Report Abundant Promotional Backing Set For Black Music Month

(continued from page 15)

Other artists to be highlighted in the MCA campaign, which commences in June and will run through July, include Burgess Gardner, Vee Allen, Oliver Cheatham and Little Milton.

Hill said that there will be some regional buys and contests developed around some of the label's newer artists, such as Allen and Cheatham, but that initial sales reports on all the product featured in the campaign have justified the resources aimed at furthering sales and saluting black music.

In addition to the advertising aimed specifically at promoting the product currently selling, MCA is urging artists as diverse as Houston, Felder, and Musical Youth to cut PSAs announcing that June is Black Music Month and encourage the consumers to support black music.

At RCA Records, a regional approach will characterize the label's effort to promote product during June and the remainder of the summer. According to Bill Staton, vice president of marketing, black music division, "We're going to be waging a campaign on a market-by-market basis which will be geared to radio and special retail displays. Instead of one big promotional blitz, we're dealing with market on the basis of who has hot product there."

Special Advertising

As examples, Staton said that product by artists such as Nona Hendryx, June Pointer, Fonzi Thornton and Glenn Jones will be featured in special advertising and in-store promotion, primarily in the Chicago and Philadelphia area, while acts such as Michael Wycoff will have their product heavily featured through West Coast accounts; Grace Jones will be featured in the Southeast, particularly Atlanta; and new group Tease in the L.A. market where it has already developed a strong identity.

Staton said that RCA would be offering radio stations a chance to record PSAs regarding Black Music Month with the artists that are doing well in their specific markets, and that posters, mark ups and flats on each artist featured in the regional campaigns will be offered to retail for use in developing store display.

But Staton pointed out that there would be no specific reference to Black Music Month in the display material or in print advertising. "June is just one month out of the year," he said, "If we can time product

releases and promotion around Black Music Month, okay, but you've got to establish some basis for spotlighting the product."

At Motown Records, as sales vice president Miller London puts it, "every month is Black Music Month here." The company is celebrating its 25th anniversary in the industry this year and has developed a widespread catalog campaign that features more than 150 vintage titles, in addition to some especially prepared anthologies and greatest hits packages that will be stocked, merchandised and advertised in conjunction with new releases from the company.

Another company that is stressing black music in the historical perspective, deferring any specific ties to black music month, is WEA Corp. which will repeat last year's "Heritage Of Black Music Continues," again tabbing the hottest product from the distributor's power trio — Warner Bros., Elektra/Asylum and Atlantic — and the associated labels.

WEA's Hank Caldwell, vice president of marketing, black music, said that there would be advertising geared around the June celebrations and that the merchandising would primarily feature the artists with the WEA theme aboard posters, 1X1s and other point-of-purchase material being developed. WEA artists like Jarreau, George Benson, Lakeside, The Whispers, Lenny White, The System, Sister Sledge, Narada Michael Walden, Steve Arrington's Hall of Fame, Change, Bob Marley and Blue Magic will be featured in the WEA program, who, like last year is running a display contest for its branch merchandisers. "We're going to present a President's Trophy (presented by WEA president Henry Droz), which will be given to the merchandisers who do the best job of merchandising black music during June," said Caldwell, who further explained that although the contest is for June, WEA branch and sales offices are monitored year-round to assess the field staffers' involvement in merchandising black music product.

Like Slaughter and Hill, Caldwell said that the success of WEA's June and summer campaign will largely be fueled by the continued success of currently hot and upcoming product. The WEA executive was optimistic over such prospects. "What the last quarter showed us is that consumers are actively buying music again."

BMA Bows 'Black Music Is Universal' Promo

LOS ANGELES — The Black Music Assn. (BMA) is using June, designated by former President Jimmy Carter as Black Music Month, to launch an institutional campaign it plans to continue through the year, titled "Black Music Is Universal."

According to BMA executive director George Ware, the BMA campaign would point out, through use of artist testimony in label supported public service announcements (PSA) on radio and through a print campaign planned for later in the year, that black music holds a universal appeal for the listener and has had a major impact on contemporary music.

"We're having black and white artists doing the PSAs because we want to demonstrate what we mean when we say 'Black Music Is Universal,'" Ware said. "It may seem like philosophical stand on the surface, but we think that we can give the idea substance."

Ware noted that the growing success of Urban Contemporary (U/C) radio formats, which utilize predominantly

black-oriented music in programming, has shown that the music can be successful to mass audiences.

"When people think of black music, they think that it's music made for and by black people," Ware explained, "but the Urban Contemporary format has proven that the music has wide appeal. Although many of the urban stations program a lot of music by black artists, or artists who have a sound based in the music, the stations don't present it as black music; the ethnic aspect is taken out of the programming, but the feeling in the music is still black."

Artists such as Michael McDonald, Kenny Loggins, Boz Scaggs and Hall & Oates, all of whom have made greater penetration into the black marketplace in recent years, have benefitted from their application of black music elements and Ware feels that such artists could effectively convey the BMA message along with artists like Stevie Wonder, Michael Jackson and Earth, Wind and Fire.

— michael martinez

BLACK CONTEMPORARY

TOP 75 ALBUMS

	Weeks On Chart	5/21		Weeks On Chart	5/21
1 THRILLER MICHAEL JACKSON (Epic QE 38112)	1	23	40 FOREVER, FOR ALWAYS, FOR LOVE LUTHER VANDROSS (Epic FE 38235)	35	33
2 LOVE FOR LOVE THE WHISPERS (Solar/Elektra 9 60216-1)	2	9	41 JANET JACKSON (A&M SP 6-4907)	44	31
3 ALL THIS LOVE DeBARGE (Motown 6012G)	4	31	42 THIS IS YOUR TIME CHANGE (RFC/Atlantic 7 80053-1)	27	10
4 COMPUTER GAMES GEORGE CLINTON (Capitol ST-12246)	5	26	43 BET CHA SAY THAT TO ALL THE GIRLS SISTER SLEDGE (Cotillion/Atco 7 90069-1)	49	3
5 JARREAU (Warner Bros. 9 23801-1)	6	7	44 CONVERSATIONS BRASS CONSTRUCTION (Capitol ST-12268)	53	2
6 LIONEL RICHIE (Motown 6007ML)	3	33	45 GUARDIAN OF THE LIGHT GEORGE DUKE (Epic FE 38513)	34	6
7 POWERLIGHT EARTH, WIND & FIRE (Columbia TC 38367)	7	13	46 INSTANT FUNK V INSTANT FUNK (Salsoul/RCA SA 8558)	47	16
8 MODERN HEART CHAMPAIGN (Columbia FC 38284)	8	10	47 LET'S DANCE DAVID BOWIE (EMI America SO-17093)	59	2
9 STYLE CAMEO (Atlanta Artists/PolyGram 811 072-1 M-1)	11	4	48 HEARTBEATS YARBROUGH & PEOPLES (Total Experience/PolyGram TE-1-3003)	43	12
10 KASHIF (Arista AL 9620)	10	9	49 DON'T PLAY WITH FIRE PEABO BRYSON (Capitol ST-12241)	52	26
11 1999 PRINCE (Warner Bros. 9 23720-1F)	9	28	50 STICKY SITUATION TYRONE BRUNSON (Believe In A Dream/CBS FZ 38140)	46	11
12 VISIONS GLADYS KNIGHT & THE PIPS (Columbia FC 38205)	29	2	51 JUST AIN'T GOOD ENOUGH JOHNNIE TAYLOR (Beverly Glen BG 1001)	48	31
13 WE ARE ONE MAZE featuring FRANKIE BEVERLY (Capitol ST-12262)	17	3	52 KIDDO (A&M SP-6-4924)	40	9
14 TOO TOUGH ANGELA BOFILL (Arista AL 9616)	13	19	53 GAP BAND IV THE GAP BAND (Total Experience/PolyGram TE-1-3001)	51	51
15 TO THE MAX CON FUNK SHUN (Mercury/PolyGram SRM-1-4067)	12	28	54 GENTLE FIRE WILTON FELDER (MCA-5406)	58	4
16 FLASHDANCE ORIGINAL SOUNDTRACK (Casablanca/PolyGram 811 492-1 M-1)	20	4	55 FICKLE MICHAEL HENDERSON (Buddah/Arista BDS 6004)	—	1
17 PROPOSITIONS THE BAR-KAYS (Mercury/PolyGram SRM-1-4065)	16	29	56 EVERYBODY LOVES A WINNER GLENN JONES (RCA MFL1-8508)	57	7
18 IS THIS THE FUTURE? FATBACK (Spring/PolyGram SP-1-6738)	18	8	57 THE BEST IS YET TO COME GROVER WASHINGTON, JR. (Elektra 9 60215-1)	54	25
19 UNTOUCHABLES LAKESIDE (Solar/Elektra 9 60204-1)	30	3	58 ATTITUDE LENNY WHITE (Elektra 9 60232-1)	—	1
20 STEVE ARRINGTON'S HALL OF FAME (Atlantic 7 80049-1)	15	13	59 DREAM OF TOMORROW LONNIE LISTON SMITH (Doctor Jazz/CBS FW 38447)	62	3
21 YOU AND I O'BRYAN (Capitol ST-12256)	14	13	60 SERGIO MENDES (A&M SP-4937)	—	1
22 BOTTOM'S UP THE CHI-LITES (LARC LR-8103)	26	3	61 ALL THE GREAT HITS THE COMMODORES (Motown 6028ML)	61	26
23 WRIGHT BACK AT YOU BETTY WRIGHT (Epic FE 38558)	23	6	62 EVERY HOME SHOULD HAVE ONE PATTI AUSTIN (Owest/Warner Bros. QWS 3691)	64	34
24 JUICY FRUIT MTUME (Epic FE 38588)	38	2	63 SUDDENLY MARCUS MILLER (Warner Bros. 9 23806-1)	63	5
25 NONA NONA HENDRYX (RCA AFL1-4565)	25	8	64 TYRONE DAVIS (Highrise HR 103)	55	23
26 THE RHYTHM & THE BLUES ZZ HILL (Malaco MAL 7411)	21	25	65 THE HUNTER JOE SAMPLE (MCA-5397)	50	5
27 SWEAT THE SYSTEM (Mirage/Atlantic 7 90062-1)	19	14	66 ASPHALT GARDENS GEORGE HOWARD (Palio Alto PA 8035)	66	5
28 SURFACE THRILLS THE TEMPTATIONS (Gordy/Motown 6032GL)	24	11	67 THE OTHER SIDE OF THE RAINBOW MELBA MOORE (Capitol ST 12243)	56	31
29 LOW RIDE EARL KLUGH (Capitol ST-12253)	33	4	68 THE GOLDEN AGE OF WIRELESS THOMAS DOLBY (Capitol ST-12271)	—	1
30 GLASSES OZONE (Motown 6037ML)	31	7	69 SUE BOBBY RUSH (Lajam LJ 0001)	70	18
31 MIDNIGHT LOVE MARVIN GAYE (Columbia FC 38197)	32	28	70 S.O.S. III THE S.O.S. BAND (Tabu/CBS FZ 38352)	69	27
32 MARY JANE GIRLS (Gordy/Motown 6040GL)	42	3	71 WHAT TIME IS IT? THE TIME (Warner Bros. 9 23701-1)	67	37
33 TOUCH THE SKY SMOKEY ROBINSON (Taml/Motown 6030TL)	22	18	72 THE YOUTH OF TODAY MUSICAL YOUTH (MCA-5389)	72	20
34 KILLER ON THE RAMPAGE EDDY GRANT (Ice/Portrait B6R 38554)	39	5	73 MAGIC # BLUE MAGIC (Mirage/Atlantic 7 90074-1)	65	7
35 H2O DARYL HALL & JOHN OATES (RCA AFL 1-4348)	37	23	74 CHAKA KHAN (Warner Bros. 9 23729-1)	60	25
36 KISSING TO BE CLEVER CULTURE CLUB (Virgin/Epic ARE 38398)	36	13	75 GET LOOSE EVELYN KING (RCA AFL 1-4337)	68	38
37 A LADY IN THE STREET DENISE LaSALLE (Malaco 7412)	41	7			
38 ON THE ONE DAZZ BAND (Motown 6031 ML)	28	17			
39 LOST IN SPACE JONZUN CREW (Tommy Boy TBLP 1001)	45	4			



L.A. GREEK'S '83 SEASON STARTS OFF WITH A WHISPER — Representatives of Solar and Elektra/Asylum Records greeted Solar act the Whispers following the group's recent concert at the Greek Theatre in Los Angeles. The Whispers' show kicked off the Greek's '83 season. Pictured are (l-r): Marcus Hutson, Whispers; Howard Hewitt, Shalamar; Leaveil Degreee and Walter Scott, Whispers; Dick Griffey, chairman of the Griffey Group; Wallace "Scotty" Scott and Nicholas Caldwell, Whispers; Mel Posner, vice chairman and general manager, Elektra/Asylum; Virgil Roberts, president, Solar; and Mike Bone vice president, national promotion, Elektra/Asylum.

THE RHYTHM SECTION

HOT VINYL — The top four spots on this week's **Cash Box** Top 100 Singles chart belong to dance-oriented music. Irene Cara's movie theme, *Flashdance*. . . What A Feeling," #1 bullet from Paramount's *Flashdance* starring Jennifer Beals; David Bowie's Nile Rogers-produced "Let's Dance" (#2), Michael Jackson's third single from the Epic Records "Thriller" LP "Beat It," (#3), and Thomas Dolby's "She Blinded Me With Science" (#4) are on the top of the pop chart this week. For Jackson, the #3 spot is especially sweet, since his "Wanna Be Startin' Somethin'," the fourth single from his current LP, was the top debut on the Pop Singles chart at #44 bullet. "Wanna. . ." joins "Beat It" (former #1) and "Billie Jean" (#32 and a former #1 bullet item) in the top 50 of the **Cash Box** Pop Singles chart this week.

BMA NOTES — Look for some announcements soon from the Black Music Assn. (BMA) regarding its black retailer improvement program, an effort to mount international promotion of the black music genre, and a fourth quarter date and site for the BMA conference.

DIAL I FOR INFERENCE — Sometimes just the way a person says something can carry the entire meaning of what they say. Sometimes, it's just what is said. And for someone who wears the badge of journalism, what is stated, documented by report, should be thoroughly researched before it receives the credibility of the author's name. Nobody knows that better at this particular time than KACE/Los Angeles news director **Ralph Sutton**. It was on KACE May 16 that Sutton reported that an "industry source," which he thought to be reliable, had intimated that **Alicia Meyers**, once a lead vocalist with **Al Perkins**-managed **One Way**, had confessed to the manager's murder on Feb. 13 (**Cash Box**, Feb. 26). The KACE report said that Meyers was in police custody in connection with the Perkins murder. But such was apparently not true, as the industry source who prompted the KACE story misrepresented a Detroit *News* report that Meyers had won legal action against the Perkins estate over a contract dispute. This report was used as leverage in fomenting a story that Meyers was actually the trigger lady in the Perkins shooting death. MCA Records, for whom Meyers records inquired about the news report with the Detroit police, who said that the Al Perkins case was still open. MCA staffers allege that Meyers was not in Detroit on the day the murder was reported to have occurred. KACE, in a retraction on its 5:50 p.m. newscast May 17, admitted to having erred in its report on Meyers, but, according to Sutton, felt partially exonerated when Meyers' Detroit-based attorney **Greg Reed** said that there had indeed been some "malicious rumors" spread that implicated the songstress in the Perkins murder. Sutton, however, is not satisfied. He said that he and the KACE news staff were chagrined by the event and felt that it is an error that will be avoided in the future by adherence to a basic tenant of journalism — to follow up.

BLUES STYLEE — Various styles of the blues will be presented during the Brass Monkey Blues Festival set for May 29 at the Carter Barron Outdoor Theater in Washington D.C. Headlining the set will be Chicago-bluesman **J.B. Hutto** with the **New Hawks** and Washington D.C.-based group **The Nighthawks**. It would appear that comparison and contrast will center on the relative origins and merits of Chicago blues and what is being dubbed as Washington D.C. blues. Chicago slide guitarist Hutto will obviously represent the Chicago contingent, bringing with him a recording career that has graced the vinyl of labels such as Vanguard, Delmark and Baron. The Nighthawks, described as blues/rock band, will represent the D.C. connection. In describing the difference between the regional interpretations of the blues, folks at the Brass Monkey Festival, named after the infamous Heublin mixed drink, said that Chicago blues was primarily derived from the Mississippi Delta blues heritage, when many immigrants from the Deep South made an exodus to northern urban homelands. Chicago blues was described as music that was "rural, simple, single string, needing accompaniment to get a full sound." Conversely, D.C. blues is touted as being "fuller, more mellow" and more citified. It is claimed that second and third generation emigres from the Piedmont region of the country gave rise to this melodic version of the blues. Joining Hutto and the Nighthawks on the bill will be Chicago bluesmaker **Luther "Guitar Jr." Johnson**, who appeared with the late **Muddy Waters** as a lead guitarist, one of the few white women involved in roots blues; and "**Harmonica Phil**" **Wiggins**; Rory Block and "**Bowling Green John**" **Cephas**, a harmonica/guitar team that hails from the blues saloon and bar circuit around the Washington, D.C. area.

SHORT CUTS — During the recent presentation of "Hat" awards of the Academy of Country Music (ACM) which was telecast live from Buena Park, Calif. on NBC-TV, that network's *A Team* star, **Mr. T.** of *Rocky III* fame, delivered an explanation of the voting rules. He opened his presentation by saying, "You hillbillies shut up and listen!" . . . **Larry Carlton**, the former **Crusaders** guitarist who just released his third solo LP on Warner Bros. Records, titled "Friends," recalled an adolescent experience while growing up in Torrance, Calif. Having gotten into the Lighthouse jazz club one night to see **Chico Hamilton**, and being such a jazz enthusiast Carlton said, "I went to the rest room and Chico Hamilton was in the stall next to me. I couldn't wait to tell my friends at school the next day."

michael martinez

TOP 100 BLACK CONTEMPORARY SINGLES

May 28, 1983

	Weeks On Chart	5/21		Weeks On Chart	5/21		Weeks On Chart	5/21
1 BETWEEN THE SHEETS THE ISLEY BROTHERS (T-Neck/CBS ZS4 03797)	4	8	35 WALKIN' THE LINE BRASS CONSTRUCTION (Capitol 5219)	40	7	68 YOU AND I O'BRYAN (Capitol B-5224)	75	3
2 SAVE THE OVERTIME (FOR ME) GLADYS KNIGHT & THE PIPS (Columbia 38-03761)	5	9	36 ELECTRIC AVENUE EDDY GRANT (Ice/Portrait CBS 37-03793)	43	9	69 RIDING THE TIGER PHYLLIS HYMAN (Arista ASI-9023)	—	1
3 CANDY GIRL NEW EDITION (Streetwise SWRL 2208)	3	10	37 KEEP ON LOVIN' ME WHISPERS (Solar/Elektra 7-69827)	45	3	70 STAY ART WILSON (Tabu/CBS 754 03850)	79	2
4 BEAT IT MICHAEL JACKSON (Epic 34-03759)	6	10	38 REACH OUT NARADA MICHAEL WALDEN (Atlantic 7-89858)	33	9	71 HERE COMES MY LOVE ROCKET (Quality QUS 033)	82	3
5 TRY AGAIN CHAMPAIGN (Columbia 38-03563)	1	16	39 LISTEN TO YOUR HEART DIANE RICHARDS (Zoo York WS4 03535)	30	14	72 KEEP ON DOIN' GLENN JONES (RCA PB-13519)	—	1
6 JUICY FRUIT MTUME (Epic 34-03578)	11	8	40 FEELS SO GOOD YARBROUGH & PEOPLES (Total Experience/PolyGram TE208)	24	8	73 WORKING GIRL THELMA HOUSTON (MCA-52196)	54	8
7 BOTTOM'S UP THE CHI-LITES (LARC LR-81015)	8	10	41 BANGING THE BOOGIE RENE & ANGELA (Capitol 5220)	46	5	74 I WANT LOVE TO FIND ME BRENDA RUSSELL (Warner Bros. 7-29690)	74	4
8 MY LOVE LIONEL RICHIE (Motown 1677)	10	7	42 HOW DO YOU KEEP THE MUSIC PLAYING JAMES INGRAM AND PATTI AUSTIN (Qwest/Warner Bros. 7-29618)	48	3	75 HEARTBREAKER MUSICAL YOUTH (MCA-52216)	84	2
9 RAID LAKESIDE (Solar/Elektra 7-69836)	13	10	43 FICKLE MICHAEL HENDERSON (Buddah/Arista BDA-800)	47	6	76 SWEAT THE SYSTEM (Mirage/Atco 7-99891)	83	2
10 DO WHAT YOU FEEL DENIECE WILLIAMS (Columbia 38-03807)	12	6	44 DON'T BE SO SERIOUS STARPOINT (Boardwalk NB 12-178-7)	50	3	77 GET DOWN SATURDAY NIGHT OLIVER CHEATHAM (MCA-52198)	86	2
11 ALL THIS LOVE DeBARGE (Gordy/Motown 1660)	15	6	45 BEVERLY FONZI THORNTON (RCA PB-13454)	49	7	78 PEANUT BUTTER GWEN GUTHRIE (Island/Atco 7-99903)	55	8
12 LOVE IS THE KEY MAZE FEATURING FRANKIE BEVERLY (Capitol B-5221)	14	6	46 YOU ARE LIONEL RICHIE (Motown 1657)	26	19	79 LOOK BEFORE YOU LEAP MIKKI (Emerald International EIR-104)	72	5
13 STYLE CAMEO (Atlanta Artists/PolyGram 812 054-7)	16	5	47 TOO TOUGH ANGELA BOFILL (Arista AS 1031)	31	18	80 MS. GOT-THE-BODY CON FUNK SHUN (Mercury/PolyGram 76198)	51	15
14 ATOMIC DOG GEORGE CLINTON (Capitol B-5201)	2	18	48 WE'VE GOT THE JUICE ATTITUDE (RFC/Atlantic 7-89879)	29	15	81 NEVER SAY I DO CLIFF DAWSON & RENEE DIGGS (Boardwalk NB-12-173-1)	61	15
15 MORNIN' JARREAU (Warner Bros. 7-29720)	7	12	49 YOU ARE IN MY SYSTEM THE SYSTEM (Mirage/Atco 799937)	44	18	82 HE'S A PRETENDER HIGH INERGY (Gordy/Motown 1662)	77	14
16 SIDE BY SIDE EARTH, WIND & FIRE (Columbia 38-03814)	17	7	50 NEVER GONNA LET YOU GO SERGIO MENDES (A&M 2540)	56	6	83 WORKING GIRL CHERI (21/PolyGram T1 107)	52	14
17 TONIGHT WHISPERS (Solar/Elektra 7-69842)	9	14	51 STRUTT MY THANG OZONE (Motown 1668)	57	6	84 PROMISE ME LUTHER VANDROSS (Epic 34-03804)	73	5
18 I JUST GOTTA HAVE YOU (LOVER TURN ME ON) KASHIF (Arista AS 1042)	18	16	52 WHEN BOYS TALK INDEEP (Sound Of New York 604)	60	6	85 READY FOR SOME ACTION JUNE POINTER (Planet/RCAYB-13522)	—	1
19 SHE TALKS TO ME WITH HER BODY BAR-KAYS (Mercury/PolyGram 810 435-7)	19	11	53 LOVETOWN BOOKER NEWBERRY III (Boardwalk NB 99905-9)	58	6	86 MAKIN' LOVE IN THE FAST LANE MELLAA (LARC LR-81014)	80	6
20 FLASHDANCE... WHAT A FEELING IRENE CARA (Casablanca/PolyGram 811 440-7)	35	3	54 TONIGHT I GIVE IN ANGELA BOFILL (Arista AS 1060)	59	4	87 NOT A DAY TOO SOON THUNDERFLASH (Jampower JP-45-7)	—	1
21 KEEP IT CONFIDENTIAL NONA HENDRYX (RCA PB-13437)	22	12	55 NEW YORK, NEW YORK GRAND MASTER FLASH & THE FURIOUS FIVE (Sugar Hill SH-457)	62	2	88 HUG ME, SQUEEZE ME DEBRA HURD (Geffen 7-29710)	81	7
22 LITTLE RED CORVETTE PRINCE (Warner Bros. 7-29746)	20	12	56 TEARIN' IT UP CHAKA KHAN (Warner Bros. 7-29745)	42	9	89 ON THE DANCE FLOOR NEW GUYS ON THE BLOCK (Sugar Hill SH-797)	—	1
23 INSIDE LOVE (SO PERSONAL) GEORGE BENSON (Warner Bros. 7-29649)	32	2	57 REMEMBER PEACHES & HERB (Columbia 38-03872)	64	2	90 YOUR THING IS YOUR THING New Horizons (Columbia 38-03887)	—	1
24 THE GIRL IS FINE (SO FINE) FATBACK (Spring/PolyGram P 3030)	21	11	58 MOVIN' ON UP R.J.'s LATEST ARRIVAL (LARC LB-81020)	63	5	91 A LITTLE BIT OF LOVING TYRONE DAVIS (Highrise SHR 2009)	66	5
25 B.Y.O.B. (BRING YOUR OWN BABY) SISTER SLEDGE (Cotillion/Atco 7-99885)	28	4	59 TIME (CLOCK OF THE HEART) CULTURE CLUB (Epic 34-03796)	65	4	92 NOBODY CAN BE YOU STEVE ARRINGTON'S HALL OF FAME (Atlantic 7-89876)	78	15
26 LOVE ON MY MIND TONIGHT TEMPTATIONS (Gordy/Motown 1666)	25	12	60 WEAK AT THE KNEES STEVE ARRINGTON'S HALL OF FAME (Atlantic 7-89831)	—	1	93 ONE ON ONE DARYL HALL & JOHN OATES (RCA PB-13421)	53	16
27 BILLIE JEAN MICHAEL JACKSON (Epic 34-03509)	23	18	61 YOU CAN'T HIDE DAVID JOSEPH (Mango PRO 7804)	67	5	94 TRY MY LOVING (GIMME JUST ENOUGH) KIDDO (A&M 2529)	87	14
28 MUSIC "D" TRAIN (Prelude PRL 8068)	34	6	62 LIGHT YEARS AWAY WARP 9 (Prism PDS 460)	69	4	95 UNDERLOVE MELBA MOORE (Capitol B-5208)	85	12
29 I LIKE IT DeBARGE (Motown 1645)	27	25	63 SHE BLINDED ME WITH SCIENCE THOMAS DOLBY (Capitol B-5204)	70	4	96 STICKY SITUATION TYRONE BRUNSON (Belleve In A Dream/CBS ZS4 03511)	88	13
30 LET'S DANCE DAVID BOWIE (EMI America B-8158)	36	6	64 YOU ARE THE ONE CON FUNK SHUN (Mercury/PolyGram 812 177-7)	—	1	97 MAGIC # BLUE MAGIC (Mirage/Atco 7-99914)	91	9
31 CANDY MAN MARY JANE GIRLS (Gordy/Motown 1670)	39	8	65 TOUCH THE SKY SMOKEY ROBINSON (Tamla/Motown 1678)	68	4	98 SHE'S OLDER NOW BETTY WRIGHT (Epic 34-03523)	90	16
32 SPACE COWBOY JONZUN CREW (Tommy Boy TB-833)	38	7	66 I'M OUT TO CATCH LEON HAYWOOD (Casablanca/PolyGram 812 164-7)	76	3	99 I'VE MADE LOVE TO YOU A THOU- SAND TIMES SMOKEY ROBINSON (Tamla/Motown 1655)	92	19
33 DIDN'T KNOW ABOUT LOVE (TILL I FOUND YOU) LENNY WHITE (Elektra 7-69832)	37	6	67 CHEEK TO CHEEK DAZZ BAND (Motown 1676)	71	5	100 REMEMBER WHEN PEABO BRYSON (Capitol B-5210)	89	10
34 SAY YOU DO JANET JACKSON (A&M 2545)	41	3						

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

A Little Bit Of (Unichappell/Vanhoy/Duchess/Posey — BMI)	91	How Do You Keep (WB — ASCAP)	42	Music (Trumar/Huemar/Diesel — BMI)	28	Sticky Situation (Band Of Angels — BMI)	96
Hug Me, Squeeze Me (Creative Source — BMI)	88	I'm Out To Catch (Jim-Edd/Child Care — BMI)	66	My Love (Brockman — ASCAP)	8	Strutt My Thang (Old Brompton Road — ASCAP)	51
All This Love (Jobete — ASCAP)	11	I've Made Love (Bertam — ASCAP)	99	Never Gonna (ATV/Mann & Weil — BMI)	50	Style (All Seeing Eye/Cameo Five — ASCAP/BMI)	13
Atomic Dog (Malbizi — BMI)	14	I Just Gotta Have You (Music Corp. of America/Kashif — BMI)	18	New York New York (Sugar Hill — BMI)	55	Sweat (Green Star/Science Lab — ASCAP)	76
B.Y.O.B. (O'Lyric/Tree — BMI)	25	I Like It (Jobete — ASCAP)	29	New York New York (Sugar Hill — BMI)	55	Tearin' It Up (Blackwood/Mured — BMI)	56
Banging The Boogie (A la Mode Adm. by Arista — ASCAP)	41	I Want Love To (WB/Rutland Road — ASCAP/Captain Crystal — BMI)	74	Nobody Can Be You (Konglather — BMI)	92	The Girl Is Fine (Clita/Sign of the Twins — BMI/ASCAP)	24
Beat It (Mijac — BMI)	4	Inside Love (Music Corp./Kashif — BMI)	23	Not A Day Too (Father Thunder — BMI)	97	Time (Virgin Adm. by Chappell — ASCAP)	59
Between The Sheets (April/Bovina — ASCAP)	1	Juicy Fruit (Mtume — BMI)	6	On The Dance (Sugar Hill — BMI)	89	Tonight (Almo/Crimco — ASCAP)	17
Beverly (Fonzworth/IPM/Almo — ASCAP)	45	Keep It Confidential (My Own/Jent — BMI/Urban Noise — ASCAP)	21	One On One (Hot-Cha/Unichappell — BMI)	93	Tonight I Give In (Blue Harbor/Christel Glen/Koppelman-Bandler/Nurk Twins — BMI)	54
Billie Jean (Mijac — BMI)	27	Keep On Lovin' (Steelchest/Sinoda — ASCAP)	72	Raid (Circle L — ASCAP)	9	Too Tough (Gratitude Sky/Pologrounds — BMI)	47
Bottom's Up (Larry Lou/Ronald Perry — BMI)	7	Keep On Dooin' (L.F.S. III/Spectrum VII — ASCAP)	37	Reach Out (Jobete — ASCAP)	38	Touch The Sky (Bertam — ASCAP)	65
Candy Girl (Boston Int. — ASCAP/Streetsounds — BMI)	3	Let's Dance (Jones — ASCAP)	30	Ready For Some (Warner-Tamerlane/May Twelve — BMI)	85	Try Again (Walkin — BMI)	5
Candy Man (Stone City — ASCAP)	31	Light Years Away (Flake/RC Songs — BMI)	62	Remember (Songs Of Manhattan Island/Sandy Linzer — BMI)	57	Try My Loving (Kidido/J. Regg/Almo/Southern — ASCAP/Hey Skimo — BMI)	94
Cheek To Cheek (Jobete/Ujima/Three Go — ASCAP)	67	Listen To Your (Chappell/Pendulum — ASCAP)	39	Remember When (WB Music/Peabo — ASCAP)	100	Underlove (Music Corp. of America/Kashif — BMI)	95
Didn't Know About (Capritarus/Spazmo — ASCAP)	33	Little Red Corvette (Controversy — ASCAP)	22	Riding The Tiger (Gratitude Sky — ASCAP/Pologrounds — BMI)	69	Walkin' The Line (One To One — ASCAP)	35
Do What You (Black-Eye/Mycenae — ASCAP)	10	Look Before You Leap (Ensign/Timberlake/Sixstrings — BMI)	79	Save The Overtime (Richer/Chappell/Bub's — ASCAP/Jin-Ken/Irving/Lijesrika — BMI)	2	We've Got The Juice (Science/Lab — ASCAP)	48
Don't Be So (Harrindur/Licydiana/Adm. by Ensign)	44	Love Is The Key (Amazement — BMI)	12	Say You Do (A la Mode/Arista — ASCAP)	34	Weak At The Knees (Konglather — BMI)	60
Electric Avenue (Greenheart — ASCAP)	36	Love On (Tuneworks/Big Stick/Careers — BMI)	26	She Talked (Warner-Tamerlane/Bar-Kays — BMI)	19	When Boys Talk (Fools Prayer/Young Lions/Cal-Gene — BMI)	52
Feels So Good (Total Experience — BMI)	40	Lovetown (On The Boardwalk/Ocean To Ocean/Friday's Child — BMI)	53	She's Older (Danbet — ASCAP/Native Songs — BMI)	98	Working Girl (Aller & Esty — BMI)	73
Flashdance (Chappell/Famous/GMPC/Carub/Alcor — ASCAP)	23	Magic # (April/BG/Darnell Jordangreen Mirage — BMI)	97	Side By Side (Saggifire/Youngoulei/Wenkewa — ASCAP)	16	Working Girl (Hygroton/LoPressor/Gerapete — (PRO) Canada)	83
Get Down (Perk's/Duchess/MCA — BMI)	77	Makin' Love (Lindee/Bay Breeze/Mellaa — ASCAP)	86	Space Cowboy (T-Boy/Boston — ASCAP)	32	You And I (Jobete/Black Bull — ASCAP)	68
He's A Pretender (Chardax — BMI)	82	Mornin' (Al Jarreau/Garden Rake/Foster Frees — BMI)	15	Stay (Artwll/Zaponkl/Avant Garde/Adm. by Almo — ASCAP)	70	You Are (Brockman — ASCAP)	46
Heartbreaker (Virgin/Adm. by Chappell — ASCAP)	75	Movin' On Up (Larry-Lou/Arrival — BMI)	58			You Are In My (Science Lab/Green Star — ASCAP)	49
Here Comes My Love (S.T.M. — BMI/Plateau — ASCAP)	71	Ms. Got (Val-je Joe/Bee Germaine/Felstar — BMI)	80			You Are The One (Val-je Joe/Felstar — BMI)	64

MOST ADDED SINGLES

- RIDING THE TIGER — PHYLLIS HYMAN — ARISTA**
WRAP, WDAO, WKYS, KDAY, KPRS, WILD, WATV, WPLZ, WGPR, WPAL, KUKQ, WWIN, WRBD
- KEEP ON DOIN' — GLENN JONES — RCA**
WRAP, WBMX, KDAY, KPRS, WILD, WGPR, WLLE, WNHC, WDAS
- READY FOR SOME ACTION — JUNE POINTER — PLANET/RCA**
WYLD, KPRS, KOKA, WEDR, WGPR, KSOL, WTLG, OK100, WNHC
- WEAK AT THE KNEES — STEVE ARRINGTON'S HALL OF FAME — ATLANTIC**
WDAO, V103, WGIV, WJMO, WWDM, WGPR, KSOL
- ON THE DANCE FLOOR — NEW GUYS ON THE BLOCK — SUGAR HILL**
WAIL, WBMX, WLOU, V103, WEDR, WPAL, WOKB
- YOUR THING IS YOUR THING — NEW HORIZONS — COLUMBIA**
WAIL, WDAO, WBMX, KMJQ, WSOK, WNHC
- HERE COMES MY LOVE — ROCKET — QUALITY**
WAWA, WJMO, KGFJ, WGCI, WLUM

MOST ADDED ALBUMS

- CONVERSATIONS — BRASS CONSTRUCTION — CAPITOL**
WYLD, WATV, WEDR, WWDM, WGPR, WLLE, KUKQ
- WE ARE ONE — MAZE FEATURING FRANKIE BEVERLY — CAPITOL**
WKYS, WATV, WPLZ, WWDM, WGPR, WLLE, KUKQ
- BETWEEN THE SHEETS — THE ISLEY BROTHERS — T-NECK/CBS**
WKYS, WILD, WATV, KGFJ, WSOK, WNHC, WDAS

UP AND COMING

- BOOGIE DOWN — JARREAU — WARNER BROS.**
I NEVER FORGOT YOUR EYES — LARRY GRAHAM — WARNER BROS.
COMMUNICATION BREAKDOWN — JUNIOR — MERCURY/POLYGRAM
BAD GIRLS — JUNIOR TUCKER — GEFEN

BLACK RADIO HIGHLIGHTS

V103 — ATLANTA — SCOTTY ANDREWS, PD
HOTS: G. Knight & The Pips, 1-2-3, S. Robinson, Jonzun Crew, Michael Jackson, DeBarge, Whispers, New Edition, D. Williams, T. Dolby, E. Grant, Rocket, P. Austin/J. Ingram, G. Benson, N. Hendryx, Jarreau, ADDS: Junior, Kashif, Starpoint, S. Arrington, New Guys On The Block, Run D-M-C. C. Cross, Human League, Hall & Oates. LP ADDS: B. James.

WIGO — ATLANTA — MIKE ROBERTS, PD — #1 — MICHAEL JACKSON
HOTS: Champaign, DeBarge, G. Knight & The Pips, Lakeside, Michael Jackson, L. Richie, Jonzun Crew, O'Bryan, T. Dolby, ADDS: D. Bowie, I. Cara, Whispers, Sister Sledge, N. Hendryx, Indep. LP ADDS: G. Knight & The Pips.

WWIN — BALTIMORE — CURTIS ANDERSON, PD — #1 — MTUME
HOTS: Dawson & Diggs, G. Benson, Champaign, Isley Brothers, I. Cara, M. McLaren, C. Anderson, Cameo, Indep, Thunderflash, G. Washington, Jr., D Train, Maze, Kashif, Instant Funk, DeBarge, G. Knight & The Pips, Earth, Wind & Fire, N. Hendryx, New Edition, ADDS: The Snow Sisters, Splashband, T. Wells, Whodini, P. Hyman, Memories, M. Tyson, Transit Authority, Juicy, M. Covington. LP ADDS: Vizzutti, M. Henderson, L.T.D., D Train.

WATV — BIRMINGHAM — RON JANUARY, MD — #1 — G. KNIGHT & THE PIPS
HOTS: New Edition, Isley Brothers, Michael Jackson, Ozone, Bar-Kays, D. Williams, DeBarge, Champaign, L. Richie, Lakeside, Prince, F. Thornton, Temptations, L. Haywood, Blue Magic, A. Bofill, Chi-Lites, M. Henderson, Dawson & Diggs, D. Bowie, ADDS: L. Graham, E. Phillips, Mandrell, P. Hyman, Run D-M-C, O. Cheatham, Transit Authority, J. Tucker. LP ADDS: Maze, Brass Construction, M. Henderson, Isley Brothers.

WILD — BOSTON — CHARLES CLEMONS, MD — #1 — G. KNIGHT & THE PIPS
JUMPS: 9 To 6 — Indep, 13 To 8 — Mtume, 15 To 11 — S. Mendes, 19 To 12 — Culture Club, 20 To 13 — DeBarge, 17 To 14 — F. Thornton, 23 To 15 — E. Grant, 28 To 16 — I. Cara, 22 To 17 — B. Newberry III, 26 To 18 — Chi-Lites, Ex To 19 — E. Hope, Ex To 20 — G. Benson, Ex To 21 — D Train, Ex To 24 — E. Power, 30 To 26 — I-Level, Ex To 27 — G. Guthrie, Ex To 29 — Peaches & Herb, Ex To 30 — Weeks & Co. ADD: Glenn Jones, F. Henderson, P. Hyman, W. Robinson, Sweet G, Montana Sextette, Tavares, Kashif. LP ADDS: Isley Brothers.

WGIV — CHARLOTTE — HAL HARRILL, PD — #1 — NEW EDITION
HOTS: Bar-Kays, D Train, Yarbrough & Peoples, Cameo, Starpoint, G. Knight & The Pips, Chi-Lites, Lakeside, N. Hendryx, L. Richie, DeBarge, A. Bofill, Janet Jackson, D. Williams, Earth, Wind & Fire, Maze, Austin/J. Ingram, ADDS: G. Benson, Shock, I. Cara, S. Arrington, G. Clinton, Peaches & Herb, Lanier & Co. LP ADDS: D. Williams, B. James.

WBMX — CHICAGO — LEE MICHAELS, PD — #1 — MTUME
HOTS: Champaign, Chi-Lites, G. Knight & The Pips, Lakeside, Dawson & Diggs, Bar-Kays, N.M. Walden, Special Request, Yarbrough & Peoples, P. Bryson, J.H. Miller, Maze, L. Richie, D Train, Brothers Johnson, D. Williams, N. Hendryx, Cameo, Indep, L. White, I. Cara, J. Taylor, ADDS: O'Bryan, New Horizons, G. Benson, Glenn Jones, Weegee, Earth, Wind & Fire, Dazz Band, New Guys On The Block, G. Paige, M. Tyson, Weeks & Co.

WGCI — CHICAGO — RICHARD PEGUE, PD — #1 — CHAMPAIGN
HOTS: Michael Jackson, Isley Brothers, Mtume, B. Wright, G. Knight & The Pips, Indep, N.M. Walden, New Edition, Lakeside, E. Grant, I. Cara, Chill Factor, Maze, Prince, D. Joseph, Whispers, N. Hendryx, Paris, D. Williams, D. Bowie, Bar-Kays, Dawson & Diggs, G. Benson, ADDS: T. Dolby, Peaches & Herb, J. Taylor, Chi-Lites, Jarreau, P. Upchurch, E. Harris, Musical Youth, F. Henderson, D. LaSalle, Sweet G, First Choice, Jonzun Crew, Rocket.

WCIN — CINCINNATI — FRANK BAILEY, MD — #1 — MTUME
HOTS: Jarreau, G. Knight & The Pips, D. Hurd, Mary Jane Girls, Maze, Earth, Wind & Fire, G. Washington, Jr., N. Hendryx, Yarbrough & Peoples, D. Williams, DeBarge, Prince, ADDS: Y. Brown, E. Phillips, G. Clinton, A. Baker, Starpoint, N.G.S., M. Shaw, Weeks & Co., Run D-M-C. LP ADDS: Jarreau.

WDMT — CLEVELAND — BOBBY MAGIC, PD — #1 — D. BOWIE
HOTS: L. Richie, I. Cara, G. Knight & The Pips, Chi-Lites, Lakeside, Jonzun Crew, Michael Jackson, Culture Club, Men At Work, Earth, Wind & Fire, New Edition, Isley Brothers, L. Branigan, P. Simmons, Toto, Cameo, 1-2-3, C. Khan, D. Williams, Whispers, ADDS: Sister Sledge, Jarreau, Naked Eyes, S. Mendes.

WJMO — CLEVELAND — ERIC STONE, PD — #1 — JARREAU
HOTS: G. Knight & The Pips, Chi-Lites, Earth, Wind & Fire, Yarbrough & Peoples, L. Richie, Jonzun Crew, D. Williams, Cameo, Lakeside, ADDS: F. Thornton, Junior Tucker, Rocket, A. Baker, Starpoint, S. Arrington, L. Haywood. LP ADDS: D Train.

WGPR-FM — DETROIT — JOE SPENCER, PD — #1 — MARY JANE GIRLS
HOTS: Mtume, Jarreau, Isley Brothers, G. Knight & The Pips, New Edition, Boone Brothers, Earth, Wind & Fire, Cameo, D. Williams, ADDS: June Pointer, Con Funk Shun, H. Ray, Musical Youth, S. Arrington, B. Marley, Glenn Jones, F. Henderson, P. Hyman, 52nd Street, Uptown, Roundtree. LP ADDS: Brass Construction, Cameo, Sister Sledge, G. Knight & The Pips, Maze, O. Cheatham, W. Bell.

WRBD — FT. LAUDERDALE — JOE FISHER, PD — #1 — LITTLE MILTON
JUMPS: 15 To 10 — Cameo, 16 To 12 — Ozone, 17 To 13 — The System, 18 To 14 — O'Bryan, 19 To 15 — T. Houston, 24 To 16 — Run D-M-C, 25 To 17 — Sister Sledge, 26 To 18 — P. Austin/J. Ingram, 27 To 21 — Yarbrough & Peoples, 28 To 22 — Mary Jane Girls, 29 To 23 — E. Grant, 30 To 25 — Hurt 'Em Bad, 38 To 26 — D Train, 31 To 27 — Thunderflash, 35 To 28 — Derrick, 33 To 29 — Jonzun Crew, 36 To 30 — M. Henderson, 42 To 31 — Janet Jackson, 44 To 32 — A. Bofill, 47 To 33 — T. Davis, 46 To 34 — Glenn Jones, 48 To 35 — DeBarge, 39 To 36 — O. Cheatham, 41 To 37 — Warp 9, 43 To 38 — Grand Master Flash, 49 To 39 — Earth, Wind & Fire, 50 To 40 — G. Benson, 47 To 41 — Musical Youth, Ex To 42 — Uptown, Ex To 43 — Starpoint, Ex To 44 — Instant Funk, Ex To 45 — New Guys On The Block, Ex To 46 — S. Arrington, Ex To 47 — Troublefunk, Ex To 48 — L. Graham, ADDS: Weeks & Co., Mass Production, Jarreau, Dazz Band, Art Wilson, P. Hyman, Sylvester. LP ADDS: L. White, W. Bell, F. Grace & Rhinestone.

KMJQ — HOUSTON — FRED HENDERSON, PD — #1 — ISLEY BROTHERS
JUMPS: 16 To 7 — Mtume, 13 To 10 — Brothers Johnson, 17 To 14 — D. Williams, 19 To 16 — Earth, Wind & Fire, 20 To 17 — N. Hendryx, Ex To 20 — A. Bofill, 24 To 21 — G. Benson, 30 To 22 — Whispers, 29 To 25 — M. Henderson, 33 To 27 — L. White, 37 To 33 — D Train, ADDS: New Horizons, L. Haywood, Mary Jane Girls, LP ADDS: G. Knight & The Pips, Kashif, Mtume.

WTLC-FM — INDIANAPOLIS — KELLY CARSON, PD — #1 — NEW EDITION
HOTS: Jonzun Crew, Chi-Lites, Isley Brothers, G. Knight & The Pips, Brass Construction, Ozone, Treacherous Three, DeBarge, L. Richie, D. Hurd, Cameo, Earth, Wind & Fire, G. Duke, Maze, Mtume, M. Henderson, A. Myers, Ferrari, S. Robinson, Aurra, ADDS: Jarreau, Rene & Angela, J. Pointer,

Starpoint, Thunderflash, I. Cara. LP ADDS: L. White, Weeks & Co., *Flashdance*, F. Grace & Rhinestone, D Train, V. Mason, L.T.D., *Dr. Detroit*.

KDKO — DENVER — BYRON PITTS, PD — #1 — MICHAEL JACKSON
HOTS: New Edition, G. Knight & The Pips, Isley Brothers, Lakeside, Chi-Lites, Mtume, L. Richie, D. Williams, Earth, Wind & Fire, ADDS: L. Graham, Kashif.

KDAY — LOS ANGELES — JACK PATTERSON, PD — #1 — G. KNIGHT & THE PIPS
HOTS: New Edition, Jarreau, A. Baker, Isley Brothers, Lakeside, Earth, Wind & Fire, Chi-Lites, L. Richie, Michael Jackson, ADDS: Grand Master Flash, Jarreau, P. Hyman, F. Henderson, Rene & Angela, Glenn Jones. LP ADDS: S. Mendes, Mtume, Jonzun Crew.

KGFJ — LOS ANGELES — GEORGE MOORE, PD — #1 — MICHAEL JACKSON
HOTS: G. Knight & The Pips, Isley Brothers, Ozone, M. McLaren, E. Grant, G. Duke, A. Baker, Orbit, Earth, Wind & Fire, ADDS: B. Marley, L. Richie, C-Bank, L. Graham, Rocket, Hall & Oates. LP ADDS: D Train, Isley Brothers.

WAWA — MILWAUKEE — JIMMY GOODYME, PD — #1 — TEMPTATIONS
HOTS: Lakeside, Chi-Lites, Mary Jane Girls, N.M. Walden, High Inergy, Cameo, Ozone, Maze, D Train, DeBarge, G. Benson, I. Cara, L. Haywood, New Edition, Fatback, M. Henderson, ADDS: Brass Construction, Junior Tucker, Kashif, Rocket.

WNHC — NEW HAVEN — JAMES JORDAN, PD — #1 — ISLEY BROTHERS
HOTS: Mtume, D. Bowie, G. Knight & The Pips, Sweet G, Champaign, S. Mendes, D Train, Brass Construction, Culture Club, D. Williams, T. Dolby, I Level, Rocket, I. Cara, Earth, Wind & Fire, C.O.D., Jonzun Crew, B. Newberry III, F. Grace & Rhinestone, Warp 9, ADDS: First Choice, Change, Diva, Madonna, 1-2-3, New Horizons, June Pointer, R.J.'s Latest Arrival, Lanier & Co., Junior Tucker, L. Graham, Pretty Boys. LP ADDS: Isley Brothers, D Train.

WAIL — NEW ORLEANS — BARRY RICHARDS, PD — #1 — NEW EDITION
HOTS: Jonzun Crew, G. Knight & The Pips, Mtume, D. Williams, Cameo, Janet Jackson, Maze, Isley Brothers, Indep, Jarreau, DeBarge, Brass Construction, D Train, Men At Work, G. Benson, L. Richie, E. Grant, Earth, Wind & Fire, Champaign, T. Dolby, ADDS: New Guys On The Block, New Horizon, Grant Master Flash, J. Armatrading, Jarreau, Whispers, Human League, Sparks. LP ADDS: D. Williams.

WYLD-FM — NEW ORLEANS — BRUTE BAILEY, PD — #1 — G. KNIGHT & THE PIPS
HOTS: New Edition, D. Williams, Mtume, Maze, Brass Construction, Jonzun Crew, DeBarge, Whispers, Michael Jackson, A. Bofill, Enchantment, Troublefunk, Mary Jane Girls, Janet Jackson, G. Benson, New Horizons, Indep, ADDS: Jarreau, O. Cheatham, Peaches & Herb, Art Wilson, June Pointer, L. Haywood, I. Cara. LP ADDS: Brass Construction.

WRKS — NEW YORK — BARRY MAYO, PD — #1 — MICHAEL JACKSON
JUMPS: 9 To 4 — I. Cara, 13 To 9 — Girls Can't Help It, 24 To 13 — L. Richie, 21 To 16 — Indep, Ex To 23 — Fatback, 29 To 25 — G. Knight & The Pips, Ex To 28 — Whispers, ADDS: Janet Jackson, F. Rae, Men At Work, S. Mendes, Mary Jane Girls.

WRAP — NORFOLK — CHESTER BENTON, PD — #1 — JARREAU
HOTS: Chi-Lites, New Edition, Michael Jackson, Yarbrough & Peoples, Lakeside, N.M. Walden, Isley Brothers, N. Hendryx, Cameo, ADDS: Junior, P. Hyman, L. Haywood, Y. Brown, O. Cheatham, M. Covington, Glenn Jones.

WDAS-FM — PHILADELPHIA — JOE TAMBURRO, PD — #1 — NEW EDITION
HOTS: G. Knight & The Pips, Michael Jackson, Prince, E. Grant, DeBarge, Earth, Wind & Fire, Maze, D. Bowie, Mtume, L. Richie, N.M. Walden, Chi-Lites, Indep, D Train, F. Thornton, Brass Construction, I. Cara, G. Benson, Austin/J. Ingram, D. Williams, ADDS: O'Bryan, Junior Tucker, Junior, Advance, Hall & Oates, P. Simpson Connection, Glenn Jones, A. Wilson, L. Graham, Cookie, Con Funk Shun, AD LP ADDS: Jonzun Crew, D. Williams, Isley Brothers, Con Funk Shun, L.T.D.

WPLZ — RICHMOND — HARDY JAY LANG, MD — #1 — MICHAEL JACKSON
HOTS: New Edition, Chi-Lites, D Train, N.M. Walden, Cameo, D. Williams, Jarreau, Champaign, Isley Brothers, G. Knight & The Pips, Class Action, Earth, Wind & Fire, Maze, DeBarge, L. Richie, S. Robinson, Mtume, D. Bowie, Weeks & Co., G. Benson, E. Grant, ADDS: R. Hughes, Indep, L. Graham, P. Austin/J. Ingram, Muscle Shoals Horns, Warp 9, T. Wells, Janet Jackson, D. Joseph, I. Cara, P. Hyman. LP ADDS: Maze, D. Williams.

KSOL — SAN FRANCISCO — MARVIN ROBINSON, PD — #1 — MICHAEL JACKSON
HOTS: Prince, Yarbrough & Peoples, Chi-Lites, DeBarge, Cameo, Men At Work, Maze, G. Knight & The Pips, L. Richie, ADDS: Con Funk Shun, June Pointer, Jonzun Crew, S. Arrington, L. Haywood, Grand Master Flash, L. Graham, R.J.'s Latest Arrival.

WSOK — SAVANNAH — JAY BRYANT, PD — #1 — MTUME
JUMPS: 7 To 2 — L. Richie, 8 To 4 — New Edition, 10 To 7 — Maze, 14 To 8 — DeBarge, 13 To 9 — D. Williams, 15 To 11 — Cameo, 17 To 13 — O'Bryan, 19 To 14 — L. Haywood, 18 To 15 — G. Guthrie, 24 To 16 — A. Baker, 28 To 17 — Whispers, 25 To 18 — Ozone, 23 To 20 — S. Robinson, 27 To 23 — Sister Sledge, Ex To 22 — G. Benson, Ex To 25 — R.J.'s Latest Arrival, Ex To 24 — M. Joseph, Ex To 29 — P. Austin/J. Ingram, Ex To 30 — P. Hyman, ADDS: A. Wilson, Thunderflash, L. Graham, New Horizons, Reddings, Kashif, B. Marley, The System, Collage. LP ADDS: Isley Brothers, L.V. Johnson.

WWDM — SUMTER — JANICE BACOTE, PD
HOTS: Dawson & Diggs, Michael Jackson, Jarreau, Mtume, G. Knight & The Pips, Lakeside, C. Carter, Indep, E. Grant, D Train, ADDS: A. Bofill, Janet Jackson, Junior, S. Arrington, L. Graham LP ADDS: Mtume, D Train, Brass Construction, Maze, G. Guthrie.

OK100 — WASHINGTON, D.C. — JON TURK, MD — #1 — MICHAEL JACKSON
HOTS: Lakeside, G. Knight & The Pips, N. Hendryx, L. Richie, Earth, Wind & Fire, I. Cara, Whispers, Maze, DeBarge, Culture Club, D. Williams, G. Benson, Sister Sledge, L. White, Trouble Funk, ADDS: B. Marley, Kashif, Hall & Oates, Lanier & Co., Thunderflash, June Pointer, Jarreau, O. Johnson, Terri Wells, Weeks & Co., Junior Tucker.

WKYS — WASHINGTON, D.C. — DONNIE SIMPSON, PD — #1 — NEW EDITION
HOTS: Champaign, Instant Funk, After The Fire, G. Knight & The Pips, Michael Jackson, G. Kihn Band, Isley Brothers, Prince, Jarreau, D. Bowie, Michael Jackson, I. Cara, Mtume, G. Clinton, Whispers, Kashif, The System, Earth, Wind & Fire, N. Hendryx, Whispers, Dawson & Diggs, Temptations, Culture Club, G. Benson, D Train, T. Brunson, Lakeside, D. Williams, L. Richie, Maze, T. Dolby, Fatback, DeBarge, Chi-Lites, ADDS: E. Grant, Janet Jackson, Kashif, Jarreau, L. White, P. Hyman, L. Graham. LP ADDS: Maze, Isley Brothers.

Rock Importers In U.S. Looking To In-House Labels For Future Growth

(continued from page 12)

While Relativity is established, the label is still seeking its opportunities in product being overlooked by the majors rather than through direct competition with them.

"At one point there was all this good music from overseas that no one was touching," said O'Brien. "But the majors can only look one way, and now American

Int'l Consumer Electronics Expo Set For Milan

LONDON — SIM-HI-FI-IVES International Exhibition of Music, Hi Fidelity, Video and Consumer Electronics is set for June 9-14 at the Milan Trade Fair Quarter. The exhibition represents the largest and most significant European exhibition of such products.

The exhibition will follow the course of last year and address musical instruments, P.A. systems, hi-fi equipment, discoteque, recorded music, car stereo, recorded music, broadcasting, OM-CB, video systems, videogames, TV, home computers, consumer electronics and other technical, functional and aesthetic items of interest.

As of April 30, 433 exhibitors had already confirmed attendance at the upcoming techno fair, for a total of 1,094 Italian manufacturing firms and 24 foreign countries, with estimates for increased attendance totalling about 20%. Among the foreign countries who will be present in fact or through Italian representations are: France, West Germany, Japan, Great Britain, Holland, Sweden, Switzerland, the U.S., Austria, Belgium, Canada, Korea, Denmark, Finland, Hong Kong, Ireland, Israel, Liechtenstein, Norway, German Democratic Republic, China People's Republic, South Africa, Spain and Hungary.

The exhibit will be open to the visiting public except on the days June 13-14.

Reggae Sunsplash

(continued from page 11)

this year's Sunsplash. While all the packages differ in design, most include round trip airfare from N.Y.'s Kennedy Airport, per person accommodations, round trip transfers between airport and hotel, hotel taxes and gratuities, reserved seats at all concerts and admission to the Cornwell Beach Party.

Among those travel suppliers already designated for the show are: Sunburst Holidays (212) 567-2900 or (800) 223-1277; Lotus Tours (212) 832-7830 or (800) 221-4566; Leisure Packages, Inc. (201) 935-0220 or (800) 526-7400; Sojourn Tours, (212) 947-9155; and Alken Tours, (212) 856-9222 or (800) 221-6686.

music is out of vogue. So I'm looking the other way."

Kobrin's feeling that importers' in-house labels can function as a farm team for the majors is shared by Greenworld, whose Enigma label introduced the trio Berlin before it went with Geffen. Enigma is now negotiating for a rights-of-first-refusal deal with a major (**Cash Box**, May 14).

But Ed Grossi, vice president of Jem Records, says that neither Passport/Visa nor Jem's other label, PVC, are interested in striking a deal with the majors.

"I feel the future is in developing our own system," he said. Although Passport has at times been distributed by Arista, ABC and Famous Music, Grossi said those deals were undertaken because Jem didn't have its present staff of 20-plus salesmen and distribution facilities. Passport is presently distributed independently, while PVC is sold direct to retail accounts by Jem.

Grossi adds that there is another reason why importers are bowing labels other than the availability of product and the existence of a web.

New Groups

"Initially, Jem was importing the largest number of discs by new groups and we were pretty much the only one," he said. "We were marketing those records as if we owned them and were able to pretend that we had a title under license. Today, when 12 people import the same record from Germany or the U.K., why bust it when 11 other people are going to reap the benefits as well? We also saw some of those bands we helped build go on to deals with the majors, and they reaped the benefits. So since then we've tried to acquire the rights because there's no real future without exclusivity." Aside from their own labels, Jem has exclusive American distribution arrangements with WEA International and Editions EG Records.

Kobrin agrees with Grossi that there are greater potential rewards through exclusivity. "Relativity is about the future survival of the company," he said. "Anybody can bring in an import, and we're usually competing with four other guys."

While Kobrin still sees Relativity as being in its infancy, the label has already signed distribution deals in Europe with Food For Thought Records in Great Britain, CGD Records in Italy and Road Runner in Holland. Additionally, the label is trying to license European indies before they are written up in such trend-setting publications as *New Musical Express* and *Melody Maker*.

"What we can give a label or band at this point is exposure," said Kobrin. "What they're not getting is the intense dollars which only a major can give. But I think in a year or two we'll be at the stage where we can pick a record and go that route."

INTERNATIONAL DATELINE

Argentina

BUENOS AIRES — **Carlos Garbarino** has resigned to his post as promotion and advertising manager at RCA to pursue new objectives in the advertising field. The company has not yet announced who will replace him. A few weeks ago, **Nestor Kohlhuber** resigned from the same post at Microfon, and **Marlo Kaminsky** himself, president of the company, took over the task.

Roberto Lopez, managing director of CBS, and **Beatriz Lupo**, A&R manager of the company, jetted to Miami to attend a series of meetings with the Latin American Organization of CBS. The company is currently enjoying the international acceptance of duet **Pimpinela**, whose second album is being released in several countries. Last week, the artists went also to Miami for a series of promo stints and a guest appearance at the TV Telethon held in that city.

Roberto Play, promotion manager of EMI, traveled to Rio de Janeiro for business talks with the people of the Brazilian affiliate of the group. EMI is currently working hard on the promotion of several Latin American artists, and one of them is Brazilian lark **Rita Lee**.

Puerto Rican group **Menudo** is scheduled to return to Buenos Aires next month for a new visit. In the meantime, CBS plans to release a "greatest hits" album with the songs previously marketed when the group's records were released by Interdisc. The group, aimed at early teenagers, has been very popular in several other Latin American countries, including Uruguay, but really never took off in Argentina. However, the group's representative, **Marcelo Rey**, has been running successful shows of videotapes of the group at the Bauen hotel theatre for several months.

Musidiscopper **Jaime Olszwicki** reports the release of several new albums, including the "Der Kommissar" European hit by **Little Kano**, under the Bang Bang banner and a compilation tagged "Dance Music." There is also a local production by musician **Carlos Cutala**, featuring modern folk-pop melodies.

PolyGram released, with the cooperation of the French Embassy in Argentina, an album with French artists and songs little known in this country. The album was unveiled at a press conference where it was stressed that there are currently 3,500 French language teachers working in Argentina, and that the attainable market of potential students is 2 million people between 12 and 20 years old. The recordings belong to the three French labels represented here by PolyGram.

miguel smirnov

Japan

TOKYO — In efforts to curb renting shops that plague the recording industry here, Japan's top five music associations held a demonstration before the Diet, the country's parliament, asking the group to amend copyright law. The five associations included The Authors Assn. of Japan, The Composer's Assn. of Japan, The Music Business Assn. of Japan, The Music Publisher's Assn. of Japan and The Singer's Assn. of Japan.

According to the Japan Phonograph Record Assn. (JPRA), the sales revenue for records and tapes in March of this year totalled 12.2 billion yen (\$52.8 million), an increase of two percent over the prior month and seven percent over the same month of the previous year. Unit volume, however, declined to 11.7 million copies, a drop of eight percent from the previous month, but one percent up over the same month of the prior year. LP sales rose 14% over the previous month and a nine percent increase over the same month of the prior year. Tapes were up 12% over the prior month and 32% over the same month in 1982. The cassette configuration continued its growth, registering a 13% hike over February and a 40% jump over the same month of the previous year.

Humming Bird and Birdland Music Publishing have been established here by Yukio Sakamoto, ex-managing director of Warner-Pioneer. Humming Bird will deal with the planning of artist promotion and related activity, while Birdland will be involved in the production of songs and publishing.

kozo otsuka

Men At Work, Pink Floyd Are Among CBS Canada Certifications

NEW YORK — Both Men At Work's "Cargo" and Pink Floyd's "The Final Cut" earned Canadian gold and platinum album certifications in April for CBS Records Canada. Michael Jackson's "Thriller" album passed the double platinum level, signifying sales of 200,000 units, as did Survivor's "Eye Of The Tiger" single (150,000 units).

Jackson's "Billie Jean" single from "Thriller" was certified platinum, while Julio Iglesias' album "Sentimental" attained gold status.

Fricout, Granada Pact

LOS ANGELES — Terri Fricout, president of the Fricout Music Company (ASCAP), has entered into a sub-publishing pact with England's Granada TV to represent Fricout's Mercury Music (PRS) in America for a three-year period, beginning April 25, 1983.

INTERNATIONAL BESTSELLERS

Argentina

TOP TEN 45s

- 1 **Olvidame** — Pimpinela — CBS
- 2 **Che Pibe** — Raul Porchetto/Leon Gieco — Music Hall
- 3 **Y Como Es El** — Jose Luis Perales — Music Hall
- 4 **Balla Conmigo** — Rita Lee (EMI)
- 5 **Ojo De Tigre** — Survivor — CBS
- 6 **Para Volver A Ver** — Dyango — EMI
- 7 **Alma, Corazon Y Pan** — Gervasio — RCA
- 8 **La Marcha De La Bronca** — Pedro and Pablo — Music Hall
- 9 **Soles** — Marilina Ross — CBS
- 10 **SI O No** — Cris Manzano — Interdisc

TOP TEN LPs

- 1 **Confidencias** — Jose Velez — Discosa
- 2 **John Lennon Collection** — EMI
- 3 **Pimpinela** — CBS
- 4 **Quiereme** — Valeria Lynch — Polygram
- 5 **En Concierto** — Pedro and Pablo — Music Hall
- 6 **Todo Pastoral** — Pastoral — Interdisc
- 7 **En Castellano** — Roberto Carlos — CBS
- 8 **Bienvenido Al Club** — Dyango — EMI
- 9 **Eurodisc Vol. 2** — various artists — Gapul/DB
- 10 **Balla Conmigo** — Rita Lee and Roberto — EMI

— Prensario

Japan

TOP 45s

- 1 **Yagiri No Watashi** — Takashi Hosokawa — Nippon Columbia
- 2 **Kimini Mune Kyun** — YMO — Alfa
- 3 **Hisame** — Akio Kayama — Nippon Columbia
- 4 **Medaka No Kyodal** — Warabe — For Life
- 5 **1/2 No Shinwa** — Akina Nakamori — Warner Pioneer
- 6 **Sazanka No Yado** — Eisaku Ookawa — Nippon Columbia
- 7 **Chottonara Biyaku** — Yoshie Kashiwabara — Nippon Phonogram
- 8 **Natsuiro No Nancy** — Yu Hayami — Taurus
- 9 **Sing A Song** — Chiharu Matsuyama — News
- 10 **Hisame** — Mika Hino — Teichiku

TOP LPs

- 1 **Vitamin** — EPO/epo — RVC
- 2 **Fantasy** — Akina Nakamori — Warner-Pioneer
- 3 **Yokan** — Miyuki Nakajima — Canyon
- 4 **Momentos** — Julio Iglesias — Epic/Sony
- 5 **Reincarnation** — Yumi Matsutoya — Toshiba/EMI
- 6 **Rising** — Masahiko Kondo — RVC
- 7 **Lionel Richie** — Victor
- 8 **No Damage** — Motoharu Sano — Epic/Sony
- 9 **1982 PM 2 Live** — Eikichi Yazawa — Warner/Pioneer
- 10 **Let's Dance** — David Bowie — Toshiba/EMI

— Cash Box of Japan

United Kingdom

TOP TEN 45s

- 1 **True** — Spandau Ballet — Reformation
- 2 **Temptation** — Heaven 17 — B.E.F./Virgin
- 3 **Fascination** — The Human League — Virgin
- 4 **Dancing Tight** — Galaxy — Ensign
- 5 **Candy Girl** — New Edition — London
- 6 **Pale Shelter** — Tears For Fears — Mercury
- 7 **Our Lips Are Sealed** — Fun Boy Three — Chrysalis
- 8 **Blind Vision** — Blancmange — London
- 9 **Can't Get Used To Losing You** — The Beat — Go Feet
- 10 **We Are Detectives** — Thompson Twins — Arista

TOP TEN LPs

- 1 **True** — Spandau Ballet — Reformation
- 2 **Let's Dance** — David Bowie — EMI America
- 3 **The Luxury Gap** — Heaven 17 — B.E.F./Virgin
- 4 **Thriller** — Michael Jackson — Epic
- 5 **Power, Corruption and Lies** — New Order — Factory
- 6 **The Hurting** — Tears For Fears — Mercury
- 7 **Sweet Dreams** — Eurythmics — RCA
- 8 **Quick Step And Side Kick** — Thompson Twins — Arista
- 9 **Midnight At The Lost And Found** — Meat Loaf — Cleveland Int'l
- 10 **Midnight At The Lost And Found** — Meat Loaf — Cleveland Int'l

— Melody Maker

CASH BOX TOP 100 ALBUMS

May 28, 1983

Title, Artist, Label, Number, Distributor

Rank	Title, Artist, Label, Number, Distributor	Weeks On Chart		Rank	Title, Artist, Label, Number, Distributor	Weeks On Chart	
		5/21	On Chart			5/21	On Chart
1	THRILLER MICHAEL JACKSON (Epic QE 38112) CBS	1	23	69	MODERN HEART CHAMPAIGN (Columbia FC 38284) CBS	70	10
2	CARGO MEN AT WORK (Columbia QC 38660) CBS	2	4	70	ARCADE PATRICIA SIMMONS (Elektra 9 60225-1) WEA	73	6
3	FLASHDANCE ORIGINAL SOUNDTRACK (Casablanca 811 492-1 M-1) POL	5	5	71	VISIONS GLADYS KNIGHT & THE PIPS (Columbia FC 38205) CBS	97	2
4	LET'S DANCE DAVID BOWIE (EMI America SO-17093) CAP	4	5	72	STYLE CAMEO (Atlanta Artists 811 072-1M-1) POL	84	4
5	PYROMANIA DEF LEPPARD (Mercury 810 308-1 M-1) POL	3	16	73	YOU AND I O'BRYAN (Capitol ST-12256) CAP	72	13
6	FRONTIERS JOURNEY (Columbia QC 38504) CBS	7	15	74	FRIEND OR FOE ADAM ANT (Epic ARE 38370) CBS	62	31
7	THE FINAL CUT PINK FLOYD (Columbia QC 38243) CBS	6	8	75	ANOTHER PAGE CHRISTOPHER CROSS (Warner Bros. 9 23757-1) WEA	68	15
8	KILROY WAS HERE STYX (A&M SP-3734) RCA	9	11	76	THE HUNTER JOE SAMPLE (MCA-5397) MCA	76	10
9	BUSINESS AS USUAL MEN AT WORK (Columbia ARC 37987) CBS	8	47	77	NO GUTS . . . NO GLORY MOLLY HATCHET (Epic FE 38429) CBS	61	11
10	JARREAU Warner Bros. 9 23801-1) WEA	10	7	78	UNTOUCHABLES LAKESIDE (Solar/Elektra 9 60204-1) WEA	96	3
11	LIONEL RICHIE (Motown 6007 ML) IND	11	32	79	MONEY AND CIGARETTES ERIC CLAPTON (Duck/Warner Bros. 9 23773-1) WEA	55	15
12	H2O DARYL HALL & JOHN OATES (RCA AFL-4383) RCA	12	31	80	PONCHO & LEFTY MERLE HAGGARD/WILLIE NELSON (Epic FE 37958) CBS	82	18
13	1999 PRINCE (Warner Bros. 9 23720-1F) WEA	14	28	81	LONG AFTER DARK TOM PETTY AND THE HEARTBREAKERS (Backstreet BSR5360) MCA	67	28
14	THE GOLDEN AGE OF WIRELESS THOMAS DOLBY (Capitol ST-12271) CAP	16	9	82	NAKED EYES (EMI America ST-17089) CAP	88	7
15	WAR U2 (Island/Atco 7 90067-1) WEA	13	11	83	MEMORIES BARBRA STREISAND (Columbia TC 37678) CBS	77	19
16	CUTS LIKE A KNIFE BRYAN ADAMS (A&M SP-4919) RCA	18	15	84	THREE LOCK BOX SAMMY HAGAR (Geffen GHS 2021) WEA	56	23
17	LIVING IN OZ RICK SPRINGFIELD (RCA AFL-4660) RCA	19	5	85	HOOKED ON CLASSICS III — JOURNEY THROUGH THE CLASSICS LOUIS CLARK conducting THE ROYAL PHILHARMONIC ORCHESTRA (RCA AFL 1-4588) RCA	91	6
18	KISSING TO BE CLEVER CULTURE CLUB (Virgin/Epic ARE 38398) CBS	15	26	86	ALWAYS ON MY MIND WILLIE NELSON (Columbia FC 37951) CBS	90	61
19	THE CLOSER YOU GET . . . ALABAMA (RCA AHL 14633) RCA	17	11	87	KEYED UP RONNIE MILSAP (RCA AFL-4670) RCA	100	5
20	ELIMINATOR ZZ TOP (Warner Bros. 9 23774-1) WEA	20	7	88	EINZELHAFT FALCO (A&M SP-6-4951) RCA	94	7
21	IV TOTO (Columbia FC 37728) CBS	22	59	89	STEVE ARRINGTON'S HALL OF FAME (Atlantic 7 80049-1) WEA	85	12
22	OUTSIDE INSIDE THE TUBES (Capitol ST-12260) CAP	24	8	90	KASHIF (Arista AL 9620) IND	105	8
23	RIO DURAN DURAN (Harvest ST-12211) CAP	21	23	91	WHO'S GREATEST HITS (MCA-5408) MCA	98	6
24	THE DISTANCE BOB SEGER & THE SILVER BULLET BAND (Capitol ST-12254) CAP	23	20	92	GREATEST HITS MELISSA MANCHESTER (Arista AL 9611) IND	74	15
25	JANE FONDA'S WORKOUT RECORD (Columbia CX2 38054) CBS	26	53	93	LISTEN A FLOCK OF SEAGULLS (Jive/Arista JLB-8013) IND	—	1
26	WHAT BECOMES A SEMI-LEGEND MOST? JOAN RIVERS (Geffen GHS 4007) WEA	33	7	94	HIGH ADVENTURE KENNY LOGGINS (Columbia TC 38127) CBS	87	37
27	JULIO JULIO IGLESIAS (Columbia FC 38640) CBS	28	10	95	WHEN THE GOING GETS TOUGH, THE TOUGH GET GOING BOW WOW WOW (RCA AFL 1-4570) RCA	92	11
28	WE'VE GOT TONIGHT KENNY ROGERS (Liberty LO-51143) CAP	29	12	96	LEXICON OF LOVE ABC (Mercury SRM-4059) POL	83	39
29	TOO-RYE-AY KEVIN ROWLAND & DEXYS MIDNIGHT RUNNERS (Mercury SRM-1-4069) POL	25	16	97	MIDNIGHT LOVE MARVIN GAYE (Columbia FC 38197) CBS	95	28
30	POWERLIGHT EARTH, WIND & FIRE (Columbia TC 38367) CBS	30	13	98	RECORDS FOREIGNER (Atlantic 7 80999-1) WEA	93	23
31	BRANIGAN 2 LAURA BRANIGAN (Atlantic 7 80052-1) WEA	34	8	99	INFORMATION DAVE EDMUNDS (Columbia FC 38651) CBS	117	2
32	HAVANA MOON CARLOS SANTANA (Columbia FC 38642) CBS	32	6	100	SOMETHING'S GOING ON FRIDA (Atlantic 80013-1) WEA	80	29
33	ALL THIS LOVE DeBARGE (Motown 6012G) IND	35	18				
34	LOVE FOR LOVE WHISPERS (Solar/Elektra 9 60216-1) WEA	37	9				
35	KIHNSPIRACY GREG KIHNS BAND (Beserkley/Elektra 9 60224-1) WEA	27	13				
36	SCANDAL (Columbia FC 38194) CBS	42	17				
37	ATF AFTER THE FIRE (Epic FE 38282) CBS	31	13				
38	THE KEY JOAN ARMATRADING (A&M SP-4912) RCA	41	5				
39	KILLER ON THE RAMPAGE EDDY GRANT (Ice/Portrait B6R 38554) CBS	75	6				
40	PLEASURE VICTIM BERLIN (Geffen GHS 2036) WEA	36	16				
41	GET NERVOUS PAT BENATAR (Chrysalis FV 41396) CBS	38	28				
42	HELLO, I MUST BE GOING PHIL COLLINS (Atlantic 80035-1) WEA	43	27				
43	BUILT FOR SPEED STRAY CATS (EMI America ST-17070) CAP	39	49				
44	BLINDED BY SCIENCE THOMAS DOLBY (Capitol MLP-15007) CAP	45	17				
45	QUARTET ULTRAVOX (Chrysalis B6V 41394) CBS	46	13				
46	SHABOOH SHOObAH INXS (Atco 7 90072-1) WEA	50	11				
47	DAWN PATROL NIGHT RANGER (Boardwalk NB-33259-1) IND	49	19				
48	SPRING SESSION M MISSING PERSONS (Capitol ST-12228) CAP	44	31				
49	SPECIAL BEAT SERVICE THE ENGLISH BEAT (I.R.S./A&M SP 70032) RCA	48	32				
50	COMPUTER GAMES GEORGE CLINTON (Capitol ST-12246) CAP	53	26				
51	NEVER SURRENDER TRIUMPH (RCA AFL-4382) RCA	51	18				
52	CUT GOLDEN EARRING (21 T1-1-9004) POL	47	26				
53	LOW RIDE EARL KLUGH (Capitol ST-12253) CAP	63	5				
54	THE HIGH ROAD ROXY MUSIC (Warner Bros. 9 23808-1B) WEA	52	9				
55	SCOOP PETE TOWNSHEND (Atco 90063-1-F) WEA	40	10				
56	OLIVIA'S GREATEST HITS VOL. 2 OLIVIA NEWTON-JOHN (MCA-5347) MCA	60	35				
57	SIDE KICKS THOMPSON TWINS (Arista AL 6607) IND	54	15				
58	WILD & BLUE JOHN ANDERSON (Warner Bros. 9 23721-1) WEA	57	13				
59	TOUGHER THAN LEATHER WILLIE NELSON (Columbia QC 38248) CBS	59	11				
60	NIGHT AND DAY JOE JACKSON (A&M SP-4906) RCA	58	36				
61	TOO TOUGH ANGELA BOFILL (Arista AL 9616) IND	64	19				
62	WE ARE ONE MAZE FEATURING FRANKIE BEVERLY (Capitol ST-12262) CAP	81	3				
63	MOUNTAIN MUSIC ALABAMA (RCA AHL-4229) RCA	65	63				
64	DEEP SEA SKIVING BANANARAMA (London 810 102-1-R-1) POL	71	7				
65	AEROBIC SHAPE-UP II JOANIE GREGGAINS (Parade/Peter Pan PA 106) IND	66	23				
66	PLANET P (Geffen GHS 4000) WEA	69	8				
67	MADNESS (Geffens GHS 4003) WEA	86	6				
68	WHAMMY! THE B-52's (Warner Bros. 9 23819-1) WEA	89	2				

Cash Box Top Albums/101 to 200

May 28, 1983

		Weeks On Chart			Weeks On Chart			Weeks On Chart
		5/21			5/21			5/21
101 HEAVEN 17	6.98	78	134 CALL OF THE WEST	8.98	118	167 NERUDA	8.98	147
(Virgin/Arista AL 6606) IND		16	WALL OF VOODOO		168 GAP BAND IV	8.98	144	
102 THE NYLON CURTAIN	—	33	(I.R.S./A&M SP 70026) RCA		(Total Experience TA-1-3001) POL	8.98	51	
BILLY JOEL (Columbia TC 38200) CBS		103	135 ESCAPE	—	169 LOST IN SPACE	8.98	1	
(Polydor 810 059-1) POL		11	JOURNEY (Columbia TC 34708) CBS	132	JONZUN CREW (Tommy Boy TBLP 1001) IND	—	2	
103 JON BUTCHER AXIS	8.98	106	136 MY LIFE FOR A SONG	—	170 GOOD AS GOLD	8.98	179	
(Polydor 810 059-1) POL		11	PLACIDO DOMINGO (Columbia FM 37799) CBS	119	RED ROCKERS (Columbia BFC 38629) CBS	—	2	
104 THE INARTICULATE SPEECH OF THE HEART	8.98	79	137 REACH THE BEACH	6.98	171 ONE NIGHT WITH A STRANGER	8.98	178	
VAN MORRISON (Warner Bros. 9 238021) WEA		9	THE FIXX (MCA-39001) MCA	159	MARTIN BRILEY	—	3	
105 AFTER THE SNOW	8.98	99	138 METAL HEALTH	—	(Mercury 422 810 322-1 M-1) POL	8.98	165	
MODERN ENGLISH (Sire 9 23821-1) WEA		11	QUIET RIOT (Pasha BFZ 38443) CBS	150	172 GANDHI	8.98	166	
106 TAKE IT TO THE LIMIT	—	123	139 TRUE	—	ORIGINAL SOUNDTRACK (RCA AFL 1-4557) RCA	8.98	167	
WILLIE NELSON WITH WAYLON JENNINGS		3	SPANDAUBALLET (Chrysalis B6V 41403) CBS	149	173 IT'S ONLY ROCK & ROLL	8.98	177	
(Columbia FC 38562) CBS		107	140 OXO	8.98	WAYLON JENNINGS (RCA AHL 1-4673) RCA	—	2	
107 FOREVER NOW	—	101	(Geffen GHS 4001) WEA	142	174 MAKING CONTACT	—	170	
THE PSYCHEDELIC FURS		33	141 WORLDS APART	—	UFO (Chrysalis FV 41402) CBS	8.98	168	
(Columbia ARC 3826) CBS		108	SAGA (Portrait ARR 38246) CBS	146	175 LEGENDARY HEARTS	8.98	151	
108 GET LUCKY	—	81	142 STICKY SITUATION	—	LOU REED (RCA AFL 1-4568) RCA	8.98	31	
LOVERBOY (Columbia FC 37638) CBS		109	TYRONE (TYSTICK) BRUNSON	138	176 WINDS OF CHANGE	8.98	172	
109 GREATEST HITS	—	29	(Believe In A Dream FZ 38140) CBS	10	JEFFERSON STARSHIP (Grunt BXL 1-4372) RCA	8.98	177	
DAN FOGELBERG		110	143 FOREVER, FOR ALWAYS, FOR LOVE	—	TONY CAREY (Rocshire BSR 0001) MCA	8.98	178	
(Full Moon/Epic QE 38303) CBS		6	LUTHER VANDROSS (Epic FE 38235) CBS	121	179 BILLY IDOL	—	180	
110 IN OUTER SPACE	8.98	120	144 BETCHA SAY THAT TO ALL THE GIRLS	8.98	(Chrysalis FV 41402) CBS	8.98	175	
SPARKS (Atlantic 7 80055-1) WEA		14	SISTER SLEDGE	154	180 TIME-LINE	8.98	181	
111 STRONG STUFF	8.98	102	(Cotillion/Atco 7 90069-1) WEA	3	RENAISSANCE (I.R.S./A&M 70033) RCA	8.98	182	
HANK WILLIAMS, JR.		14	145 STAR PEOPLE	—	(Columbia BFC 38537) CBS	8.98	183	
(Elektra/Curb 9 60223-1) WEA		125	MILES DAVIS (Columbia FC 38657) CBS	156	182 COOL KIDS	8.98	184	
112 MURMUR	6.98	5	146 PROPOSITIONS	8.98	KIX (Atlantic 7 80056-1) WEA	8.98	10	
R.E.M. (I.R.S./A&M SP-70604) RCA		113	Bar-Kays (Mercury SRM-1-4065) POL	141	183 THIS IS YOUR TIME	8.98	152	
113 GREATEST HITS	8.98	137	147 BOTTOM'S UP	8.98	GHANGE (RFC/Atlantic 7 80053-1) WEA	8.98	151	
KENNY ROGERS (Liberty LOO-1072) CAP		114	CHI-LITES (LARC LR-8103) IND	161	184 THE MAN FROM UTOPIA	—	188	
114 SWEAT	8.98	112	148 PROCESSION	—	FRANK ZAPPA (Barking Pumpkin FW 38403) CBS	8.98	3	
THE SYSTEM (Mirage/Atlantic 7 90062-1) WEA		12	WEATHER REPORT (Columbia FC 38427) CBS	131	185 CORRIDORS OF POWER	8.98	186	
115 THE GETAWAY	8.98	128	149 SOMEBODY'S GONNA LOVE YOU	8.98	GARY MOORE	8.98	187	
CHRIS DeBURGH (A&M SP-4929) RCA		12	LEE GREENWOOD (MCA 5403) MCA	160	(Mirage/Atlantic 7 90077-1) WEA	8.98	189	
116 TWISTING BY THE POOL	4.98	104	150 ZEBRA	8.98	(A&M SP-6-4924) RCA	8.98	2	
DIRE STRAITS (Warner Bros. 0-29800) WEA		14	(Atlantic 7 80054-1) WEA	158	186 KIDDO	8.98	187	
117 AEROBIC SHAPE-UP	8.98	111	151 MARY JANE GIRLS	8.98	(Gordy/Motown 6040GL) IND	8.98	188	
JOANIE GREGGAINS (Parade/Peter Pan 104) IND		58	(Gordy/Motown 6040GL) IND	162	187 SHINE ON	—	2	
118 JUICY FRUIT	—	137	152 I WAS THE ONE	8.98	GEORGE JONES (Epic FE 38406) CBS	8.98	189	
MTUME (Epic FE 38588) CBS		2	ELVIS PRESLEY (RCA AHL 1-4678) RCA	164	188 HANK WILLIAMS, JR.'S GREATEST HITS	8.98	34	
119 AMERICAN MADE	8.98	108	153 THUNDER AND LIGHTNING	8.98	(Elektra/Curb 9 60193-1) WEA	8.98	185	
OAK RIDGE BOYS (MCA-5390) MCA		15	THIN LIZZY (Warner Bros. 9 23831-1) WEA	163	189 JUJU MUSIC	8.98	13	
120 HEADHUNTER	8.98	124	154 GREATEST HITS	8.98	KING SUNNY ADE (Mango/Island MLPS 9712) IND	8.98	10	
KROKUS (Arista AL 9623) IND		7	LITTLE RIVER BAND (Capitol ST-12247) CAP	143	190 THE ABOMINABLE SHOWMAN	—	155	
121 SERGIO MENDES	8.98	145	155 JANE FONDA'S WORKOUT RECORD — FOR PREGNANCY, BIRTH AND RECOVERY	—	NICK LOWE (Columbia FC 38589) CBS	8.98	10	
(A&M SP 4937) RCA		3	(Columbia CX2 38675) CBS	173	191 SURFACE THRILLS	8.98	10	
122 NON FICTION	8.98	134	156 MIRAGE A TROIS	8.98	THE TEMPTATIONS (Gordy/Motown 6032GL) IND	8.98	192	
THE BLASTERS (Slash/Warner Bros. 9 23818-1) WEA		4	THE YELLOWJACKETS (Warner Bros. 9 23813-1) WEA	167	192 HEARTLIGHT	—	195	
123 HERE COMES THE NIGHT	8.98	126	157 EMOTIONS IN MOTION	8.98	NEIL DIAMOND (Columbia TC 38359) CBS	8.98	33	
BARRY MANILOW (Arista AL 9610) IND		25	Lowerboy	139	193 A CHILD'S ADVENTURE	8.98	157	
124 DECEMBER	8.98	110	158 CONVERSATIONS	8.98	MARIANNE FAITHFULL	8.98	11	
GEORGE WINSTON (Windham Hill C-1025) IND		23	BRASS CONSTRUCTION (Capitol ST-12268) CAP	171	(Island/Atco 7 90066-1) WEA	8.98	29	
125 LIVE!	8.98	127	159 GREATEST HITS	8.98	194 MORE JAZZERCISE	—	180	
STEVE MILLER BAND (Capitol ST-12263) RCA		4	JOHN CONLEE (MCA-5405) MCA	169	JUDI SHEPPARD MISSETT (MCA-5375) MCA	8.98	29	
126 TOUCH THE SKY	8.98	114	160 ON THE ONE	8.98	195 SHUTTERED ROOM	8.98	191	
SMOKEY ROBINSON (Tama/Motown 6030TL) IND		18	DAZZ BAND (Motown 6031 ML) IND	140	THE FIXX (MCA 35345) MCA	8.98	6	
127 MODERN ROMANS	8.98	129	161 SUBTERRANEAN JUNGLE	8.98	196 ANNE MURRAY'S GREATEST HITS	8.98	194	
THE CALL (Mercury 810 307-1 M-1) POL		7	THE RAMONES (Sire 9 23800-1) WEA	135	(Capitol SOO 12110) CAP	8.98	169	
128 AMERICAN FOOL	8.98	122	162 SINGLES — 45's AND UNDER	8.98	197 TOOTSIE	8.98	15	
JOHN COUGAR (Riva RVL 7501) POL		56	SQUEEZE (A&M SP-4922) RCA	153	ORIGINAL SOUNDTRACK	8.98	181	
129 NONA	8.98	130	163 GUARDIAN OF THE LIGHT	—	(Warner Bros. 9 23781-1) WEA	8.98	18	
NONA HENDRYX (RCA AFL 1-4565) RCA		6	GEORGE DUKE (Epic FE 38513) CBS	166	198 THE RHYTHM & THE BLUES	8.98	197	
130 DAZZLE SHIPS	—	115	164 BETWEEN THE SHEETS	—	ZZ HILL (Malaco MAL 7411) IND	8.98	199	
ORCHESTRAL MANOEUVRES IN THE DARK		8	THE ISLEY BROTHERS (T-Neck FZ 18674) CBS	—	199 CAROL HENSEL'S EXERCISE & DANCE PROGRAM — VOLUME 3	8.98	24	
(Virgin/Epic BFE 38543) CBS		8	165 PORCUPINE	8.98	(Vintage/Mirus VN 1 30004) IND	8.98	193	
131 WILLIE NELSON'S GREATEST HITS (AND SOME THAT WILL BE)	—	133	ECHO & THE BUNNYMEN (Sire 9 23770-1) WEA	148	200 THE BEST IS YET TO COME	8.98	196	
WILLIE NELSON (Columbia KC 237542) CBS		89	166 THE HURTING	8.98	GROVER WASHINGTON, JR. (Elektra 9 60215-1) WEA	8.98	25	
132 PRIDE	8.98	136	TEARS FOR FEARS	174				
ROBERT PALMER (Island/Atco 7 90065-1) WEA		4	(Mercury 811 039-1 M-1) POL	3				
133 NEW GOLD DREAM (81-82-83-84)	6.98	113						
SIMPLE MINDS (Virgin/A&M SP-6-4928) RCA		14						

ALPHABETIZED TOP 200 ALBUMS (BY ARTIST)

A Flock of Seagulls	93	Chi-Lites	147	Gap Band	168	Lakeside	78	Planet P	66	Styx	8
ABC	96	Clapton, Eric	79	Gaye, Marvin	97	Little River Band	154	Presley, Elvis	152	System	114
Adams, Bryan	16	Clinton, George	50	Golden Earring	52	Loggins, Kenny	94	Prince	13	Tears For Fears	166
Aerobics (Greggains)	65.117	Collins, Phil	42	Grant, Eddy	39	Lowerboy	108	Psychedellic Furs	107	Temptations	191
Aerobics (Hensel)	199	Conlee, John	159	Greenwood, Lee	149	Low, Nick	190	Quiet Riot	138	Thin Lizzy	153
Aerobics (Misselt)	194	Cougar, John	128	Hagar, Sammy	84	Madness	67	R.E.M.	112	Thompson Twins	57
After The Fire	37	Cross, Christopher	75	Haggard & Nelson	80	Manchester, Melissa	92	Ramones	161	Toto	21
Alabama	19.63	Culture Club	18	Hall & Oates	12	Manilow, Barry	123	Red Rider	167	Townshend, Pete	55
Anderson, John	58	Davis, Miles	145	Heaven 17	101	Mary Jane Girls	151	Red Rockers	170	Triumph	51
Ant, Adam	74	Dazz Band	160	Hendryx, Nona	129	Maze	62	Reed, Lou	175	Tubes	22
Armstrading, Joan	38	de Burgh, Chris	115	Hill, Z Z	198	Men At Work	2.9	Renaissance	180	U2	15
Arrington, Steve	89	DeBarge	33	Idol, Billy	178	Mendes, Sergio	121	Richie, Lionel	11	UFO	174
B-52's	68	Def Leppard	5	Iglesias, Julio	27	Miller, Steve	125	Rivers, Joan	26	Ultravox	45
Bananarama	64	Dexys Midnight Runners	29	INXS	46	Milap, Ronnie	87	Robinson, Smokey	126	Vandross, Luther	143
Bar-Kays	146	Diamond, Neil	192	Isley Brothers	164	Missing Persons	48	Rogers, Kenny	28.113	Wall Of Voodoo	134
Benatar, Pat	41	Dire Straits	116	Jackson, Joe	60	Modern English	105	Roxy Music	54	Washington, Grover	200
Berlin	40	Dolby, Thomas	14.44	Jackson, Michael	1	Molly Hatchet	77	Royal Philharmonic Orch	85	Weather Report	143
Blasters	122	Domingo, Placido	136	Jarreau	10	Moore, Gary	185	Saga	141	Whispers	34
Bofill, Angela	61	Duke, George	163	Jefferson Starship	176	Morrison, Van	104	Sample, Joe	76	Who	91
Bolton, Michael	181	Duran Duran	23	Jennings, Waylon	173	Mtume	118	Santana, Carlos	32	Williams, Hank	111.183
Bow Wow Wow	95	Earth, Wind & Fire	30	Joel, Billy	102	Murray, Anne	196	Scandal	36	Winston, George	124
Bowie, David	4	Echo & The Bunnymen	165	Jones, George	187	Naked Eyes	82	Seeger, Bob	24	Yellowjackets	156
Branigan, Laura	31	Edmunds, Dave	99	Jonzun Crew	169	Nelson, Willie	59.86.106.131	Simmons, Patrick	70	Zappa, Frank	184
Brass Construction	158	English Beat	49	Journey	6.135	Newton-John, Olivia	56	Simple Minds	133	Zebra	150
Briley, Martin	171	Faithful, Marianne	193	Kashif	90	Night Ranger	47	Sister Sledge	144	ZZ Top	20
Brunson, Tyrone	142	Faico	88	Kiddo	186	O'Bryan	73	Spandau Ballet	139		
Butcher, Jon	103	Fastway	178	Kihn, Greg	35	Oak Ridge Boys	119	Sparks	110		
The Call	127	Fixx	137.195	King Sunny Ade	189	Orchestral Manoeuvres	130	Springfield, Rick	17	SOUNDTRACKS	
Cameo	72	Fogelberg, Dan	109	Kix	182	Oxo	140	Squeeze	162	Flashdance	3
Carey, Tony	177	Fonda, Jane	24.155	Klugh, Earl	53	Palmer, Robert	132	Squier, Billy	157	Gandhi	172
Champaign	69	Foreigner	98	Knight, Gladys	71	Petty, Tom	81	Stray Cats	43	Tootsie	197
Change	183	Frida	100	Krokus	120	Pink Floyd	7	Stressand, Barbra	83		

CASH BOX

May 28, 1983

AROUND THE ROUTE

by Camille Compasio

As we were gathering news for this week's column the Wisconsin Amusement & Music Operators state convention and trade show had just concluded at the Sheraton Hotel in Madison, Wisc., (May 13-15) and the annual Music & Amusement Assn. state convention was about to begin (May 20-22) at the Concord Hotel in Keamesha Lake, N.Y.

Next scheduled video game from Gottlieb is called "Krull," and it's due to be sample shipped to distributors very shortly. This is an adventure game based on the medieval fantasy motion picture *Krull*, which is slated for release by Columbia Pictures this summer. Watch for it! As for the immediate present, marketing manager Jack Hubka tells us the factory couldn't be more pleased with the response to its recently debuted "Royal Flush Deluxe" pin, which is Gottlieb's second conversion model pinball machine. It offers the traditional straight pinball play action that appeals to the enthusiasts of longstanding who seem to be returning to the fold and also beckons the newcomers as well. An additional enhancement for ops is the economical price tag. In the video department, "Q*bert," after more than six months on

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NCMI Sets 'Survival Seminar' For Economic, Political Issues

by Jeffrey Ressler

LOS ANGELES — The National Coin Machine Institute (NCMI) is rounding up some of the top executives in the cigarette, music and games vending business to speak at its first annual "Survival Seminar," June 22-24, at the Orlando, Fla., Marriott Hotel. Focusing on restrictive legislation, economic hardships and pressure from local civic groups affecting coin machine operators, the gathering is set to feature over a half dozen different programs, in addition to a June 23 gala banquet/reception, where Bally president Robert Mullane will speak.

The seminar kicks off June 22 with a look at the problems and the future facing various segments of the coin-op trade. Glenn Braswell, executive director of the Amusement Games Manufacturer's Assn. (AGMA), will talk specifically about video games; Jack Kelly of The Tobacco Institute will address the nature of the cigarette vending business; Jerry Cordon of Rowe International, is pegged to orate about jukeboxes; trade analyst Dr. Boris Parl's agreed to give an economic overview of the coin-op business based on results from his census statistics; Leon Durand of Hill and Knolton Public Relations plans to give a discourse on PR techniques; and Boston attorney Barry Rosenthal winds up the evening with a speech about the organizational structure of the industry and its specific problems.

The following day, June 23, centers on solu-

tions to the myriad of problems faced by coin-op route people. The subject of legislative matters, monitored by NCMI counsel Herbert A. Beitel, includes lectures by organizer Allen Weintraub about different forms of political action; Ohio operator's association president Richard George reflecting on PAC funds; and Barry Rosenthal advising on the structuring of court cases.

Later that morning a public relations forum is scheduled, moderated by PR representative Alan R. Mount. Speakers include Atari's Don Osbourne, NCMI PR spokesperson Durand, a rep from Williamson Cigarette Company and The Tobacco Institute's Kelly, all of whom shall explain plans and programs their

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Debut PAMMA Exposition A 'Hit'

by Camille Compasio

CHICAGO — The first annual Exposition of Music & Games, sponsored by the Pennsylvania Amusement and Music Machine Assn. (PAMMA), April 30-May 1 at the Monroeville Expo Center in Pittsburg, Pa., has been acclaimed by veteran industry observers as the largest and finest ever assembled by a fledgling state association (PAMMA is less than one year old). There were 96 operating firms participating and a registration of over 250 people, plus manufacturers'

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COIN MACHINE

INDUSTRY NEWS

AROUND THE ROUTE

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the market, continues to maintain a strong position, answering the call for longevity product. "Mad Planets," Gottlieb's most recent video entry, has started developing a loyal following of players, according to Jack, and is fast surpassing expectations in terms of popularity and earnings in street locations as well as major arcade chains.

Cash Box felicitations to **Claudia Wichinsky** of Coin-O-Matic of Nevada, who recently gave birth to a baby girl, **Robyn Lynn**. With the liquidation of the Las Vegas firm's inventory, Claudia is now devoting full time to the new baby.

Sales of Rock-Ola jukeboxes have been on the rise for the past few months, as we learned from the factory's **Frank Schulz**. Ops who have been neglecting to maintain their phonograph needs are apparently reevaluating and starting to buy — which is music to the ears of the phonograph manufacturer. Additionally, Rock-Ola is doing well in the video department with "Nibbler," which, as Frank pointed out, has been steadily gaining in popularity throughout the country.

Notes from the AMOA office: executive veepee **Leo Droste**, director of communications and research **J.D. Meacham**, et al are enjoying the pleasant aftermath of a highly successful Notre Dame University "Executive Development" seminar, April 24-27. The fall program is scheduled for Nov. 13-16, also at Notre Dame. . . . With regard to the 1983 AMOA international exposition, Oct. 28-30, at the Rivergate in New Orleans, J.D. tells us that, at this point in time, over 80% of the exhibits have been assigned. There's tremendous interest in this year's Expo, among regulars (many of whom are requesting added space) and newcomers who are anxious to participate. "We have revised the floor plan to take in additional space with the deliberate intention of including as many new exhibitors as the new space will accommodate," Meacham said. . . . Incidentally, he had high praise for the recently held PAMMA state convention/trade show in Pittsburgh, which was the first sponsored by the year-old state organization. "Very impressively mounted," said J.D. — and he also enjoyed the opportunity to visit the city of Pittsburgh.

The Circle International branch in San Diego is sponsoring its first annual "baseball show," the purpose of which is "to exhibit the new players in the spring line-up of video games," according to manager **Brad King**. The facility is all decked out for the occasion, with staffers in baseball garb, plus hot dogs, popcorn and cold beer being served, and prize drawings offering such giveaway items as San Diego Padres baseball tickets. Numerous other prizes (including mink coats) are being offered in this buyers incentive promo, which is based on a points system varying according to the items purchased. . . . **Cash Box** congrats to Circle International's King and his new bride, **Erica**, who were married April 23.



TAITO TOURNAMENT — Taito America's "Zoo Keeper" tournament reached a climax with the finals televised locally during Chicago's Easter Seals Telethon. Pictured are (l-r): trophy winners Kiril Kustle of Watertown, Wisc. (2nd place), Mike Scheid of Palatine, Ill. (1st place), Bob Mitchell of Palatine (4th place) and Dino Douros of Elk Grove Village, Ill.; and Taito's Bob Milchuk being interviewed by Telethon co-host Floyd Brown.

Taito Holds Easter Seals Vid Tournament

CHICAGO — Taito America recently kicked off its second annual Easter Seals campaign with a three-week "Zoo Keeper" video game tournament, culminating in playoffs that were held during a 20-hour, Chicago-based telethon. All proceeds went to aid the thousands of physically disabled people who benefit from the Easter Seals Society.

The tournament, Feb. 27-March 19, took place at Games America Stores located in Watertown, Wisc., and Libertyville, Palatine and Elk Grove Village, Ill., drawing intense competitive play on the lively "Zoo Keeper" video game.

Championship playoffs were held during the March 27 Easter Seals Telethon at Chicago's Westin Hotel, and were televised locally on WGN-TV (Channel 9). Three Zoo Keeper games were used during the telethon, and Taito operations manager Bob Milchuk appeared on camera presenting the Easter

Seals Society with a check for all money collected during the tournament. He also awarded trophies and Games America jackets to the winners.

"We have had such a terrific response from the game players for the past two years," said Milchuk, "that we are sure next year's tournament will be even greater."

Taito America is a wholly-owned subsidiary of Japan's Taito Corp., internationally renowned designer, manufacturer, distributor and operator of coin-operated amusement machines. Games America Stores are owned and operated in the U.S. by Taito America Corp.

World Wide To Distribute E-Z Slate Lifter

CHICAGO — World Wide Distributors, Inc. has been appointed exclusive distributor in Illinois, Michigan and Missouri for the E-Z Slate Lifter, as announced by Charles Bentler, president of E-Z Lifter Company in Springfield, Ill.

The lifter is utilized for pool tables in recovering them or making inspection beneath the slate or ball track repair, etc. It can be used for servicing all sizes of coin-operated pool tables and is easily operable by one person who can lift the slate safely and without strain.

Distribution will be handled by World Wide branch offices in Royal Oak, Mich.; Grand Rapids, Mich.; and St. Louis, Mo., as well as the main facility in Chicago.

The E-Z Slate Lifter is manufactured by Bentler Amusement Co.

Lentz Named At Stern

CHICAGO — Robert Lentz has been appointed director of sales for Stern Electronics, Inc. He has served as the company's sales manager since May of 1982. Prior to that, he held a management position at Xcor International for more than eight years.

Lentz has considerable experience in his field and has worked closely with distributors and operators on a national scale. In his new position he will direct sales activities for Stern as well as the firm's Seeburg phonographic division.

Lentz, his wife Janet and their three children reside in Aurora, Ill.



MEET THE CHAMPS — The 19th annual South Dakota Music and Vending Assn.'s 8-ball pool tournament held recently in Pierre, S.D., received widespread local publicity and drew a full turn-out of spectators and players. The competition was between local champions from 128 sponsoring locations throughout the state. Frank Moye, editor of the National Pool Digest of Omaha, Neb., was on hand to officiate at the awards presentation. Pictured are (l-r): Mike McLaughlin (1st place winner), Scott Pasley (2nd place winner), Moye, Neil Doeden (3rd place winner), a representative of the sponsoring Black Hawk Lounge and Allen Duprel (4th place winner).

OMAA '83 Expo Set For June 17-18 In Columbus, Ohio

CHICAGO — The 1983 Ohio Music & Amusement Assn. (OMAA) Exposition of Music and Games will be held on Friday and Saturday, June 17-18, at the Hyatt Regency Columbus in Columbus, Ohio. This event, which is OMAA's ninth annual, is among the coin machine industry's most noted state conventions and has come to attract exceptional attendance, not only from throughout the state of Ohio but from various levels of the industry, nationwide, as well.

This year's format will include a sizeable equipment exhibit, an outstanding seminar agenda, guest speakers and entertainment. Exhibit hours will be from 3-6 p.m. on June 17 and from 1:30-6 p.m. on June 18.

Activities on Friday, June 17, will begin with registration at 10 a.m. and will include a Membership Luncheon during which there will be an election of directors, the annual banquet, highlighted by the installation of officers with Ohio Attorney General Anthony J. Celebrezze, Jr. officiating, entertainment by the Grandview Ensemble and a Grand Prize Drawing.

In addition to the seminar program, there will be an association breakfast on Saturday with Ohio's Tax Commissioner Joanne Limbach as a key speaker. OMAA president Richard E. George, Amusement & Music Operators Assn. (AMOA), president Wesley Lawson and AMOA executive vice president Leo Droste will be among the featured speakers at the President's Luncheon on Saturday.

Other highlights will include the third annual Edward Shaffer Memorial Golf Tourney on Thursday, June 16, for early arrivals, along with numerous door prizes and drawings.

Further information may be obtained by contacting the OMAA headquarters office at 16 E. Broad St., Suite 901, Columbus, Ohio 43215.

New Belam Branch Opens In New Jersey

CHICAGO — R.H. Belam Company, Inc. of Lake Success, N.Y., opened an additional sales and distribution office, May 2, in Kenilworth, N.J. The facilities, located at 500 South 31st Street, contain a spacious showroom, as well as full service and parts departments.

The new office is headed by Jim Kaplan, who joined Belam in September of 1982.

New Jersey operators will shortly receive invitations to the grand opening of the branch.

CALENDAR

June 9-11: Illinois Coin Machine Operators Assn.; state convention; Holidome; Springfield.

June 9-12: Amusement & Music Operators of Tennessee; state convention; The Peabody; Memphis.

June 16-18: Ohio Music & Amusement Assn.; annual exposition; Hyatt Regency Columbus; Columbus.

Sept. 8-11: No. Carolina Coin Operators Assn.; state convention & trade show; Hyatt House; Winston Salem.

Oct. 13-16: NAMA National Convention; annual convention; McCormick Place; Chicago.

INDUSTRY NEWS



PAMMA HIGHLIGHTS — The recent Pennsylvania Amusement and Music Machine Assn. (PAMMA) Exposition in Pittsburgh brought together more than 250 participants from 96 different firms throughout the state. Pictured at the expo are (l-r): the 1983-84 PAMMA board of directors, including (seated) William E. Fannasy, Jr., AMOA president Wesley Lawson, president Domenick Salvatore and 1st vice president Harvey Fischer (standing, second row) Michael Coffee Jr., William Witsen, Samuel Strangis and Russell Warner (standing, third row) Steve Melillo, Philip Eisenberg, Gave Horvath, Arne Taksen

and secretary Randy Romani and (standing, back row) Ronald Weller, board chairman Louis Georges and treasurer Jack Houser; OMAA president Richard E. George, AMOA president Wesley Lawson and PAMMA president Salvatore; PAMMA's 1983-84 membership committee, including (standing) Romain and Salvatore and (seated) David Warner, Ray E. Dequenne, Dale Lazar, Weller, Patricia Taksen and Melillo; and Richard Anderson (r) or Mickey Anderson of Erie chatting with two ops. The two day meet featured 76 booths, and an assortment of door prizes including conversion kits and accessories.

Debut PAMMA Music & Games Exposition In Pittsburgh A Big Success

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representatives and guests from various areas of the country in attendance.

"The enormous response to our first Expo clearly demonstrates PAMMA's phenomenal growth during the past months and the spirit of cooperation that exists between our members and the nation's leading manufacturers, distributors and suppliers of amusement and music equipment," declared exposition chairman Domenick Salvatore.

In addition to the equipment exhibits, a full schedule of seminars were held, dealing with topics of concern, technical data and the future of the coin machine industry.

Seminar speakers included Charles C. Ross (president, Innovative Management), who discussed "Location, Cost and Profit Analysis" (April 30) and "Depreciation, Evaluation and Planning for the Future" (May 1); Andy Ducay (service manager- videos, Bally Midway Mfg. Co.), who reviewed "Current Video Techniques" (April 30), and Warren Kelley (The Valley Co.), who provided attendees with valuable insights into the advantages of forming a pool league with his presentation "What A Pool League Will Do For You" (May 1).

A special feature on the morning of May 1 was the "Operator Feed-Back," an informal

panel comprised of PAMMA president Domenick Salvatore, Amusement & Music Operators Assn. (AMOA) president Wesley Lawson, Banner Specialty chairman Albert M. Rodstein, PAMMA & AMOA director Russell Warner, PAMMA board chairman Louis Georges, PAMMA director Phillip Eisenberg and coordinator Paul Corey (moderator) fielded many questions from the floor and responded to the concerns voiced by operators, suppliers, manufacturers representatives, distributors and spouses present. It was a frank, open and lively 90-minute session which was very well received.

Other Expo highlights were the April 30 luncheon address by AMOA president Lawson, who reviewed the recently held AMOA mid-year board meeting in Biloxi; and an update on the Harrisburg scene by former Lt. Governor Ernest P. Kline, who is now PAMMA's registered legislative agent.

The evening banquet April 30 featured the installation of PAMMA's 1983-1984 officers

by Lawson and Richard E. George, president of the Ohio Music & Amusement Assn. (OMAA). The new officers of PAMMA are: exposition chairman Salvatore (Pittsburgh), president; Harvey Fischer (Philadelphia), 1st vice president; William E. Fannasy, Jr. (Harrisburg), 2nd vice president; Randal Romani (Cresson), secretary; Jack Houser (Bellefonte), treasurer; and Louis Georges (Pittsburgh), board chairman. Newly elected directors (for two-year terms) are: Richard Anderson (Erie), Steve Melillo (Brockport), Ronald Weller (Shamokin), Michael Coffee, Jr. (Nanticoke), Samuel Strangis (McKeesport) and William Witsen (Plymouth).

The exhibit hall at Monroeville Expo Center housed 76 booths, displaying a wide assortment of coin-operated amusement machines, accessories and related products.

Early arrivals to PAMMA were welcomed by the Pittsburgh Area Coin Machine Operators (PACMO), which hosted a recep-

tion April 29 at the Pittsburgh Marriott Hotel. PACMO president Samuel Strangis also invited area state legislators to attend and among those present were Hon. Bryan D. Clark, Hon. Amost K. Hutchinson, Hon. Emil Mrkonic and Hon. Steve Seventy. This particular event is part of PAMMA's ongoing legislative effort. "Getting To Know Your State Legislators." Following PACMO's example, other PAMMA regional chapters plan to schedule similar events in their respective areas of the state.

Throughout the two-day convention, numerous prizes ranging from upright amusement machines to conversion kits, accessories, credits on parts purchases, personal items and other prizes, donated by manufacturers, distributors and suppliers, were given away to operators present.

Exidy Adds To Sales Staff

CHICAGO — Exidy recently added two new members to its marketing and sales staff, John A. Barone and David A. Griese. "Both John and Dave come to us with strong credentials," noted Lila Zinter, director of marketing of the Sunnyvale, Calif.-based firm.

Both are enthusiastic about their new appointments, according to Zinter, and "will do their utmost to service the needs of the operator and distributor whenever and wherever possible."

NCMI Sets 'Survival Seminar' for June

(continued from page 33)

individual companies offer to ops who seek to maintain a better image within their communities.

A luncheon session on June 23 will spotlight Simon Winn, the author of a 1983 Center for Research on Institutions and Social Policy (CRISP) study funded by the U.S. Department of Justice concerning racketeering of street operations.

The afternoon survival meet begins with a discussion of state associations moderated by New York Assn. president Mille McCarthy. Other association leaders like Ohio president Richard George and Pennsylvania executive Sharon Harris are among those scheduled to

Wico Appoints Lameka VP

CHICAGO — Nolan A. Lameka has been elected vice president of finance and treasurer of Wico Corp. In this capacity, he will be responsible for long-range planning and financial forecasting for the company.

Lameka, who has been with the Wico organization since 1975, previously served as vice president and controller. Prior to joining Wico, he was an accounting manager for Ampex Corp. of Elk Grove Village, Ill.

A graduate of the University of Chicago with a M.B.A. in Finance, he resides with his family in Mount Prospect, Ill.

Wico, based in Niles, Ill., is a designer, manufacturer and distributor of parts and accessories for the coin-operated amusement, vending, billiards and gaming industries. The firm also manufactures game controls and hardware accessories for personal computers and home video game systems.

tackle the topics of group programming.

Next, a dynamic combination of speeches about game centers will be sparked by Family Fun Time national arcade operator Tom McAullife and Westport, Conn. arcade op Arnold Kaye. In a highly publicized incident in the annals of amusement history, Kaye once chained himself to Westport's city hall, declaring that the city's X-rated stores and massage parlors got more legal protection than amusement centers.

Publisher's Panel

A publisher's panel follows McAullife's and Kaye's presentations, with three well-known trade journalists offering overviews of the industry.

Concluding the seminar, an economics panel consisting of Arthur Fein of the Rainrite Group, Mel Grossberg of Rowe and Mel-O-Tone's Jack Kerner will offer financial forecasts and perspectives on game, cigarette and music vending, respectively.

Registration fees, which cover all seminar sessions, lunch and the final eve's banquet, are \$100 for operators and \$150 for manufacturers and suppliers. Checks can be sent directly to the National Coin Machine Institute at 2455 East Sunrise Blvd., suite 311, Ft. Lauderdale, Fla. 33304. The seminar does not have any displays, is solely speaker programs, and NCMI Legislative Counsel Herbert Beitel expects between 100-150 registrants. Besides the special agenda, NCMI will hold its annual meeting and elect new members to its board of directors on the day following the meeting, June 24. Those ops who are non-NCMI members will have the day free to visit Orlando's many sights, such as the Walt Disney World EPCOT Center.



PLANETARY FUN — D. Gottlieb & Co. introduced its newest video game, "Mad Planets," at the recent Amusement Operators Expo (AOE) in Chicago. The new game, pictured here in the Gottlieb exhibit, features sensitive dual controls which the player maneuvers to move the spaceship across the screen. The object of the game is to destroy attacking planets after first destroying a guard of moons.

SERVICE TIPS

(Ed. Note: Commencing with this week's edition of Cash Box, we will be inserting "Service Tips," supplied by the various games manufacturers, in the Coin Machine section. We hope to include this feature, on a frequency basis, as an accommodation for our readers.)

This week's service tip from Taito America Corp. pertains to Power Supply +5 Volt Problems and is applicable to the following games: "Alpine Ski," "Wild Western," "Jungle Hunt," "Frontline," "Qix," "Kram," "Space Dungeon" and "Electric Yo Yo" (games with American power supply).

In order to improve Q5's connection on power supply, the following procedure must be applied:

Remove the two nuts and bolts holding down Q5. On the etch side of the board, scrape the green solder resist over the foil around the screw pad for Q5. Wet the pad with solder to make sure that all solder resist material is removed. Replace nuts and bolts for Q5. No parts are needed to complete this procedure.

PINBALL MACHINES**BALLY**

Eight Ball Deluxe (4/81)
 Fireball II (5/81)
 Embryon, w.b. (7/81)
 Fathom (8/81)
 Medusa (10/81)
 Centaur (10/8)
 Elektra (12/81)
 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)

GOTTLIEB

Mars (6/81)
 Volcano (8/81)
 Black Hole (10/81)
 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)

STERN

Free Fall (2/81)
 Lightning (4/81)
 Split Second (7/81)
 Catacomb (9/81)
 Viper (11/81)
 Orbitor I (4/82)

WILLIAMS

Jungle Lord (4/81)
 Pharaoh (7/81)
 Solar Fire (9/81)
 Barracora (10/81)
 Hyperball Pin/Video (2/82)
 Cosmic Gunfighter (7/82)
 Defender (2/83)
 Warlok (2/83)
 Joust, 2-pl. (3/83)
 Time Fantasy (4/83)

VIDEO GAMES (upright)**AMSTAR**

Laser Base (7/81)

ATARI

Asteroids Deluxe (4/81)
 Asteroids Deluxe Cabaret (4/81)
 Centipede (6/81)
 Centipede Cabaret (6/81)
 Red Baron (8/81)
 Red Baron, sit-down (8/81)
 Tempest (10/81)
 Tempest Cabaret (10/81)
 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)

BALLY/MIDWAY

Rally-X (2/81)
 Rally-X Mini-Myte (2/81)
 Gorf (4/81)
 Gorf Mini-Myte (4/81)
 Wizard of Wor (6/81)
 Wizard of Wor Mini-Myte (6/81)
 Omega Race (8/81)
 Omega Race Mini-Myte (8/81)
 Omega Race sit-in capsule (8/81)
 Galaga (11/81)
 Galaga Mini-Myte (11/81)
 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/vid (12/82)
 Bump 'N' Jump (2/83)
 Journey (4/83)

MANUFACTURERS EQUIPMENT

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

CENTURI

Route 16 (4/81)
 Route 16 Elite (4/81)
 Pleiades (7/81)
 Vanguard (9/81)
 Challenger (11/81)
 The Pit (3/82)
 Loco-Motion (3/82)
 D-Day (3/82)
 Tunnel Hunt (7/82)
 Swimmer (10/82)
 Time Pilot (12/82)
 Gyruus (5/83)

CINEMATRONICS

Armor Attack (5/81)
 Solar Quest (10/81)
 Jack The Giantkiller (4/82)
 Naughty Boy (5/82)
 Cosmic Chasm (4/83)

DATA EAST

Explorer (9/82)
 Burger Time (11/82)
 Bump 'N' Jump (2/83)

DYNAMO

Lil Hustler (12/81)

EXIDY

Spectar (1/81)
 Venture (8/81)
 Mousetrap (12/81)
 Victory (2/82)
 Pepper II (6/82)
 Whirly Bucket non-video game (11/82)
 Hardhat (12/82)
 Fax (5/83)

GAME PLAN

Intruder (2/81)
 Tank Battalion (3/81)
 Killer Comet (4/81)
 Megatack (9/81)
 King And Balloon (10/81)
 Enigma II (10/81)
 Kaos (11/81)
 Pot Of Gold (2/82)
 Hold 'Em Poker (3/83)

GAMETECNIKS

Tri-Pool (1/82)

GDI

Red Alert (10/81)
 Slither (8/82)

GOTTLIEB

New York, New York (2/81)
 Reactor (7/82)
 Q*bert (12/82)

INTREPID MARKETING

Beezer (1/83)

NAMCO AMERICA

Sweet Licks (4/82)

NICHIBUTSU USA

Frisky Tom (1/82)
 Rug Rats (3/83)

NINTENDO

Donkey Kong (9/81)
 Donkey Kong Jr. (8/82)
 Popeye (12/82)

ROCK-OLA

Warp-Warp (9/81)
 Eyes (7/82)
 Nibbler (11/82)
 Rocket Racer (3/83)

SEGA/GREMLIN

Astro Blaster (3/81)
 Pulsar (4/81)
 Space Odyssey (7/81)
 Space Fury (7/81)
 Frogger (9/81)
 Eliminator (12/81)
 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)

SIGMA

Launcher Z (12/81)
 Rolling Star Fire (12/81)

STERN

Berzerk (1/81)
 The End (3/81)
 Scramble (4/81)
 Super Cobra (7/81)
 Moon War (10/81)
 Turtles (11/81)
 Strategy X (11/81)
 Jungler (2/82)
 Frenzy (5/82)
 Tazz-mania (5/82)
 Tutankham (7/82)
 Dark Planet (11/82)
 Lost Tomb (2/83)
 Bagman (2/83)

TAITO AMERICA

Space Invaders Trimline (2/81)
 Crazy Climber (3/81)
 Crazy Climber Trimline (3/81)
 Zarzon (5/81)
 Zarzon Trimline (5/81)
 Colony 7 (7/81)
 Colony 7 Trimline (7/81)
 Moon Shuttle (8/81)
 Moon Shuttle Trimline (8/81)
 Qix (10/81)
 Qix Trimline (10/81)
 Lock 'N Chase (10/81)
 Grand Champion (12/81)
 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)

THOMAS AUTOMATICS

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

UNIVERSAL USA

Zero Hour (1/81)
 Space Panic (1/81)
 Cosmic Avenger (8/81)
 Lady Bug (12/81)

U.S. BILLIARDS

Quasar (4/81)

WILLIAMS

Stargate (10/81)
 Make Trax (10/81)
 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)

COCKTAIL TABLES**AMSTAR**

Phoenix

ATARI

Asteroids Deluxe (4/81)
 Centipede (6/81)
 Tempest (10/81)
 Dig Dug (4/82)

BALLY/MIDWAY

Rally-X (2/81)
 Gorf (4/81)
 Wizard of Wor (6/81)
 Omega Race (8/81)
 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

Route 16 (4/81)

Pleiades (7/81)
 Swimmer (10/82)

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

New York, New York (3/81)

SEGA/GREMLIN

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

STERN

The End (1/81)
 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

Defender (4/81)
 Joust (10/82)
 Bubbles (3/83)

PHONOGRAPHS

Centuri 2001
 Lowen-NSM Consul Classic
 Lowen-NSM Prestige ES-2
 Lowen-NSM Festival
 Lowen-NSM 250-1
 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)
 Stern/Seeburg DaVinci (7/81)
 Stern/Seeburg VMC (11/81)
 VMI Startime Video Jukebox
 Wurlitzer Cabarina
 Wurlitzer Tarock
 Wurlitzer Atlanta
 Wurlitzer Silhouette

POOL, FOOSBALL, SHUFFLE

Irving Kaye Silver Shadow
 Irving Kaye Lion's Head
 Dynamo Model 37
 Dynamo-The Tournament Foosball (5/82)
 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)
 Cinematronics, Brix (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
 Exidy Hardhat (2/83)
 Exidy Pepper II (6/82)
 Exidy Retrofit
 Gottlieb Royal Flush Deluxe (5/83)
 Rock-Ola, Levers (3/83)
 Rock-Ola, Nibbler
 Rock-Ola, Eyes
 Rock-Ola, Survival
 Rock-Ola, Mermaid
 Sega, Tac/Scan (9/82)
 Sega, Monster Bash (11/82)
 Sega, Super Zaxxon (1/83)
 Stern, Lost Tomb (2/83)
 Universal, Lady Bug
 Universal, Mr. Do

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THE JUKEBOX PROGRAMMER

* indicates new entry

May 28, 1983

POP

- 1 **FLASHDANCE . . . WHAT A FEELING**
IRENE CARA (Casablanca/PolyGram 811 440-7)
- 2 **LET'S DANCE**
DAVID BOWIE (EMI America B-8158)
- 3 **BEAT IT**
MICHAEL JACKSON (Epic 34-03759)
- 4 **OVERKILL**
MEN AT WORK (Columbia AE7-1633)
- 5 **SHE BLINDED ME WITH SCIENCE**
THOMAS DOLBY (Capitol B-5204)
- 6 **DER KOMMISSAR**
AFTER THE FIRE (Epic 34-03559)
- 7 **PHOTOGRAPH**
DEF LEPPARD (Mercury/PolyGram 811 215-7)
- 8 **RIO**
DURAN DURAN (Capitol B-5215)
- 9 **SOLITAIRE**
LAURA BRANIGAN (Atlantic 7-89868)
- 10 **COME ON EILEEN**
DEXYS MIDNIGHT RUNNERS (Mercury/PolyGram 76189)
- 11 **AFFAIR OF THE HEART**
RICK SPRINGFIELD (RCA PB-13497)
- 12 **LITTLE RED CORVETTE**
PRINCE (Warner Bros. 7-29746)
- 13 **JEOPARDY**
GREG KIHN BAND (Beserkley/Elektra 7-29848)
- 14 **TIME (CLOCK OF THE HEART)**
CULTURE CLUB (Epic 34-03796)
- 15 **STRAIGHT FROM THE HEART**
BRYAN ADAMS (A&M 2536)
- 16 **MY LOVE**
LIONEL RICHIE (Motown 1677)
- 17 **FAMILY MAN**
DARYL HALL & JOHN OATES (RCA PB-13507)
- 18 **FAITHFULLY**
JOURNEY (Columbia 38-03840)
- 19 **I WON'T HOLD YOU BACK**
TOTO (Columbia 38-03597)
- 20 **ALWAYS SOMETHING THERE TO REMIND ME**
NAKED EYES (EMI America 8155)
- 21 **STRANGER IN MY HOUSE**
RONNIE MILSAP (RCA PB-13470)
- 22 **DON'T LET IT END**
STYX (A&M 2543)
- 23 **EVEN NOW**
BOB SEGER (Capitol B-5213)
- 24 **SHE'S A BEAUTY**
THE TUBES (Capitol B-5217)
- 25 **I'M STILL STANDING**
ELTON JOHN (Geffen 7-29639)
- 26 **ELECTRIC AVENUE***
EDDY GRANT (Ice/Portrait/CBS 37-03793)
- 27 **TOO SHY***
KAJAGOOGOO (EMI America B-8161)
- 28 **MR. ROBOTO**
STYX (A&M 2525)
- 29 **LOOKING FOR A STRANGER***
PAT BENATAR (Chrysalis/CBS VS4 42688)
- 30 **NEVER GONNA LET YOU GO***
SERGIO MENDES (A&M 2540)

COUNTRY

- 1 **WHATEVER HAPPENED TO OLD-FASHIONED LOVE**
B.J. THOMAS (Cleveland International/Epic 38-03492)
- 2 **COMMON MAN**
JOHN CONLEE (MCA-52178)
- 3 **LUCILLE**
WAYLON (RCA PB-13465)
- 4 **STRANGER IN MY HOUSE**
RONNIE MILSAP (RCA PB-13470)
- 5 **OUR LOVE IS ON THE FAULTLINE**
CRYSTAL GAYLE (Warner Bros. 7-29719)
- 6 **LITTLE OLD-FASHIONED KARMA**
WILLIE NELSON (Columbia 38-03674)
- 7 **THE RIDE**
DAVID ALLAN COE (Columbia 38-03778)
- 8 **YOU TAKE ME FOR GRANTED**
MERLE HAGGARD (Epic 34-03723)
- 9 **YOU CAN'T RUN FROM LOVE**
EDDIE RABBITT (Warner Bros. 7-29712)
- 10 **YOU'RE OUT DOING WHAT I'M HERE DOING WITHOUT**
GENE WATSON (MCA-52191)
- 11 **FOOL FOR YOUR LOVE**
MICKEY GILLEY (Epic 14-03783)
- 12 **MORE AND MORE**
CHARLEY PRIDE (RCA PB-13451)
- 13 **MY LADY LOVES ME**
LEON EVERETTE (RCA PB-13466)
- 14 **I'M MOVIN' ON**
EMMYLOU HARRIS (Warner Bros. 7-29729)
- 15 **SINGING THE BLUES**
GAIL DAVIES (Warner Bros. 7-29726)
- 16 **LOVE IS ON A ROLL**
DON WILLIAMS (MCA-52205)
- 17 **IN TIMES LIKE THESE**
BARBARA MANDRELL (MCA-52206)
- 18 **OH BABY MINE**
STATLER BROTHERS (Mercury/PolyGram 811488-7)
- 19 **HIGHWAY 40 BLUES**
RICKY SKAGGS (Epic 3403812)
- 20 **FOOLIN'**
JOHNNY RODRIGUEZ (Epic 34-03598)
- 21 **THE CLOSER YOU GET***
ALABAMA (RCA PB-13524)
- 22 **WITHOUT YOU***
T.G. SHEPPARD (Warner Bros. 7-29695)
- 23 **JOSE CUERVO**
SHELLY WEST (Warner/Viva 7-29778)
- 24 **PERSONALLY**
RONNIE McDOWELL (Epic 34-03526)
- 25 **I.O.U.***
LEE GREENWOOD (MCA-52199)
- 26 **ALL MY LIFE***
KENNY ROGERS (Liberty P-B-1495)
- 27 **TOUCH ME**
TOM JONES (Mercury/PolyGram 810 445-7)
- 28 **IF YOU'RE GONNA DO ME WRONG**
VERN GOSDIN (Compleat CP-102)
- 29 **GONNA GO HUNTIN' TONIGHT**
HANK WILLIAMS, JR. (Elektra/Curb 7-69846)
- 30 **SAVE ME**
LOUISE MANDRELL (RCA PB-13450)

BLACK CONTEMPORARY

- 1 **BETWEEN THE SHEETS**
THE ISLEY BROTHERS (T-Neck/CBS ZS4 03797)
- 2 **CANDY GIRL**
NEW EDITION (Streetwise SWRL2208)
- 3 **BEAT IT**
MICHAEL JACKSON (Epic 34-03759)
- 4 **SAVE THE OVERTIME (FOR ME)**
GLADYS KNIGHT & THE PIPS (Columbia 38-03761)
- 5 **JUICY FRUIT**
MTUME (Epic 34-03578)
- 6 **RAID**
LAKESIDE (Solar/Elektra 7-69836)
- 7 **MORNIN'**
JARREAU (Warner Bros. 7-29720)
- 8 **TRY AGAIN**
CHAMPAIGN (Columbia 38-03563)
- 9 **TONIGHT**
WHISPERS (Solar/Elektra 7-69842)
- 10 **LITTLE RED CORVETTE**
PRINCE (Warner Bros. 7-29746)
- 11 **MY LOVE**
LIONEL RICHIE (Motown 1677)
- 12 **ATOMIC DOG**
GEORGE CLINTON (Capitol B-5201)
- 13 **ALL THIS LOVE**
DeBARGE (Gordy/Motown 1660)
- 14 **BOTTOM'S UP**
THE CHI-LITES (LARC LB81015)
- 15 **DO WHAT YOU FEEL**
DENIECE WILLIAMS (Columbia 38-03807)
- 16 **THE GIRL IS FINE (SO FINE)**
FATBACK (Spring/PolyGram SP 3030)
- 17 **SIDE BY SIDE**
EARTH, WIND & FIRE (Columbia 38-03814)
- 18 **LOVE IS THE KEY**
MAZE FEATURING FRANKIE BEVERLY (Capitol B-5221)
- 19 **STYLE**
CAMEO (Atlanta Artists/PolyGram 812 054-7)
- 20 **LOVE ON MY MIND TONIGHT**
TEMPTATIONS (Gordy/Motown 1666)
- 21 **KEEP IT CONFIDENTIAL**
NONA HENDRYX (RCA PB-13437)
- 22 **BILLIE JEAN**
MICHAEL JACKSON (Epic 34-03509)
- 23 **SHE TALKS TO ME WITH HER BODY**
BAR-KAYS (Mercury/PolyGram 810 435-7)
- 24 **YOU ARE IN MY SYSTEM**
THE SYSTEM (Mirage/Atco WTG 799937)
- 25 **FICKLE**
MICHAEL HENDERSON (Buddah/Arista BDA-800)
- 26 **CANDY MAN***
MARY JANE GIRLS (Gordy/Motown 1670)
- 27 **YOU AND I**
O'BRYAN (Capitol B-5224)
- 28 **FLASHDANCE . . . WHAT A FEELING***
IRENE CARA (Casablanca/PolyGram 811 440-7)
- 29 **NEVER SAY I DO**
CLIFF DAWSON & RENEE DIGGS (Boardwalk NB-12-173-1)
- 30 **SPACE COWBOY***
JONZUN CREW (Tommy Boy TB-833)

OPERATORS PICKS

Margo Green (Jones Music, Burbank)
ALL MY LIFE — Kenny Rogers — Liberty
 Brad Hama (A.H. Entertainers, Inc., Rolling Meadows)
THE SHAPE YOU'RE IN — Eric Clapton — Warner Bros.
 Dan Tortorice (Modern Specialty, Madison)
LOOKING FOR A STRANGER — Pat Benatar — Chrysalis

RECORDS TO WATCH

IN THE MIDDLE OF THE NIGHT — Mel Tillis — MCA
B.Y.O.B. (BRING YOUR OWN BABY) — Sister Sledge — Cotillion/Atco
ROLL ME AWAY — Bob Seger And The Silver Bullet Band — Capitol
KEEP ON LOVIN' ME — Whispers — Solar/Elektra
THE WOMAN IN YOU — The Bee Gees — RSO/PolyGram

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B/W

★ **“HELLO, I'M A JUKEBOX”**

(Record Number: NLT-333)

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Rescuing deserted housing in the South Bronx is part of what the Erma Cava Fund is all about. Then they turn it into comfortable, affordable housing for seniors in the area.


Daryl Hall & John Oates found this ongoing project a worthy one indeed. In fact, they contributed two one-thousand dollar awards to the Erma Cava Fund. And the Ampex Golden Reel Award made it possible. It's more than just another award. It's a thousand dollars to a charity named by artists receiving the honor.

For Hall & Oates, *Voices* and *Private Eyes*, were the albums, *Electric Lady* and *Hit Factory* were the recording studios, and the seniors were the winners.

So far, over a quarter of a million dollars in Golden Reel contributions have gone to designated charities. For children's diseases. The arts. Environmental associations. The needy.

Our warmest congratulations to Hall & Oates, *Electric Lady*, *Hit Factory*, and to all of the other outstanding recording professionals who've earned the Golden Reel Award.

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