NARM LEADS GRAMMY PUSH
CONCERTS: CORPORATIONS BACK TOURS
COMPACT DISC CAUSES MIDEM EXCITEMENT
HOME TAPEING: THREE BILLS IN CONGRESS
VIDEO CLIP PRODUCTION UP
WE’RE PROUD TO OFFER OUR BEST TO NARAS.

OUR GRAMMY NOMINEES FOR YOUR CONSIDERATION.

ALBUM OF THE YEAR
AMERICAN FOOL / JOHN COUGAR
john Cougar Mellencamp and Don Gehman, Producers

BEST ROCK VOCAL PERFORMANCE, MALE
HURTS SO GOOD / JOHN COUGAR

BEST ENGINEERED RECORDING
AMERICAN FOOL / JOHN COUGAR
George Tutko, Don Gehman, Mark Stebeds, Engineers

PRODUCER OF THE YEAR
(john cougar mellencamp)
and DON GEHMAN

RECORD OF THE YEAR
CHARIOTS OF FIRE / VANGELIS
Vangelis, Producer

BEST COMEDY RECORDING
GREAT WHITE NORTH
Bob & Doug McKenzie

BEST ALBUM OF ORIGINAL SCORE WRITTEN FOR A MOTION PICTURE OR A TELEVISION SPECIAL
VICTOR / VICTORIA
Ọriginal SOUNDTRACK RECORDING
Henry Mancini, Composer / Leslie Bricusse, Lyricist
EDITORIAL

High Noon

In the same way that Gary Cooper approached his final showdown with the outlaws in High Noon, the music industry stands before its adversaries on that fundamental copyright issue before the Supreme Court known as the "Betamax" case. With the opening shots fired Jan. 18, in proceedings before the Supreme Court, the major television and film industries asked the Highest Law in The Land to decide, once and for all, just how far the power of copyright extends.

The issue is fundamental — is it or is it not a violation of copyright to videotape a television program off the air? — and the ruling on the case will forever define the parameters of the copyright. While the current issue may be videotaping "TV shows," the impact of this case — which will carve in the granite of a Supreme Court decision the point at which a copyright ends and becomes free to the public — will affect all industries and crafts that rely on video, audio print or any other medium that can be easily duplicated with a copier, tape recorder, VCR or whatever.

In this technological age, when it is a virtual certainty that someday somewhere will come up with an even more efficient "whatever" not long after we've all just become adjusted to the last scientific wonder, it is vital that everyone in this industry understand the specific circumstances and point at which a record, prerecorded videocassette or movie becomes something like public domain — for that is what they must do if people are going to be allowed to duplicate without the copyright holder's consent. Betamax will specifically define for us the line at which a Rolling Stones L.P., for example, ceases to be a commercial item with $5-6-8 retail price and becomes instead something free for the taking to anyone with a tape recorder and a radio or a friend with the record.

Once we understand the rules of the game as defined by the Supreme Court, it will be our responsibility to recognize the reality and work with it. If the ruling comes down in favor of those opposing home taping (but who equally oppose the consumer by outlawing tape recorders and VCRs altogether), some system of raising compensatory royalties should be established. If the record companies, film studios, TV firms and the artists themselves must foot the bill through lost sales, then maybe higher prices up front will be necessary.

But the main point is that a decision one way or the other is inevitable, and therefore, it would be wise for us to prepare for any eventualities. Whatever way the decision goes, we must quickly understand that this is the way it will be. Even if we lose on this one, we will still have to make our living by selling records, so let's just make sure that we're ready for whatever happens.

ON THE COVER

Following last year's successful debut LP, "All of the Above" — which spawned a Top 40 single called "Crazy (Keep On Falling)" — EMI America recording group The John Hall Band has started off 1983 with the release of their second album, entitled "Searchparty." Albums are a far cry from the days of those sultry, sexy vocals on "Love Me Again," but do also have a number of other moments, particularly the tunes "Jeff "I Was the One" and "Open Up the Door." Possibly known best as the chief of the mid-70's pop rock act Orleans, singer songwriter/axeman/producer Hall has had a varied career in music going back to the late-60's when he was a teenage guitarist with the acid era combo Kangaroo. Stints off-Broadway and work with such illustrious artists as Janis Joplin, Lou Christie, John Lennon and John Sebastian followed around the same era as his participation with Orleans and, after the split of that group, he became a solo performer deeply involved with the anti-nuclear movement, eventually becoming head of MUSE (Musicians United for Safe Energy.)

SINGLES

58 SEPARATE WAYS (WORLDS APART) — Journey — Columbia

83 LIVE EVIL — Black Sabbath — Warner Bros.

POP SINGLE

DOWN UNDER
Men At Work Columbia

NUMBER ONES

B/C SINGLE

OUTSTANDING
The Gap Band Total Experience/Poligram

COUNTRY SINGLE

INSIDE
Ronnie Milsap RCA

JAZZ

وبر נא לה come to the Gap Band Elektra

GOSPEL

PRECIOUS LORD
Al Green Hi/Myrrh
NARM Leads The Way In Promoting Grammys In-Store
by Jim Bessman
NEW YORK — Last year at this time, retailers were highly critical of the lack of an industrywide promotional campaign and uncoordinated label support backing the Grammy Awards presentation and its associated media exposure. This year, however, the national Association of Recording Merchandisers (NARM) through its charitable arm the NARM Foundation, which is funding the campaign, has no doubt that it will succeed. The group believes the marketing campaign is designed to have a high impact on retailers.

"We're doing it for them," acknowledged Joseph Cohen, NARM's executive vice president. At least, NARM had sent out two million Grammy nomi
natee stickers to retailers and labels, and Cohen predicted that another million would be needed to satisfy later dates. In addition, some 60,000 "Album of the Year" and "Best Pop Vocal Performance" posters had been sent out.

"It makes sense to do it this way instead of having seven companies put out seven different posters," claimed Jim Wagner, national merchandising manager for Warner Bros. Records. "With the NARM Foundation, we have no other Grammy promotional plans other than to distribute the NARM Foundation's campaign through its broad coverage. The other major labels are also relying primarily on the NARM campaign this year, though Columbia is sending out nominated albums to the 'top 40' radio stations to try and win the Grammy awards for preview purposes and is also putting up other promotional plans.

Whether NARM is succeeding in getting out the NARM materials. Both Flying Fish and Alligator have notified their distributors of their in-store promotion. "We're out in force with our distributors' sales managers to inform our accounts in attempting to get us display space," said Alligator's president Bruce Iglauer referring to his Johnny Otis and Hound Dog Taylor nominations. Churchill Records' vice president, a direct sales and marketing David Webb said that he was sending out stickers along with letters defining the 100 key retail accounts of the label's Roy Clark nomination.

Retailers Happy
With retailers being hit this year by the NARM Foundation's campaign and other acts' campaigns, no other place to look for sales all the retailers contacted by Cash Box report ample supplies on hand and complete satisfaction with the promotions.

A Multi-Media Push
All major labels have a multi-media push. Some, such as Arista, have given an equal push to all of their artists, while others such as Virgin, Columbia and RCA have targeted specific artists. In addition to a record, a cassette, and a video, Arista released a magazine focusing on the aims of its 20th anniversary.

A Bigger Push
"This is a bigger push for us," said Arista's Kari Lamplugh, "because we have been working for years to make Arista records the best "flying fish." This is the first time we've seen this kind of support from the labels and we're really glad to see this.

The proposed legislation was introduced in the Senate Jan. 27 by Sen. Charles Mathias (R.-Md.) and in the House by Rep. Don Edwards (D.-Calif.).

Last year, all of the elements of the sought-after amendment were included in a single omnibus bill. This year, however, the issues have been separated, and in one respect are different: last year, the bills proposed to give the power to fix fees to the Copyright Royalty Tribunal. The new bills call for direct negotiation between copyright owners and the recording equipment industry as to fees. Failing agreement, the bills propose binding arbitration. The bills also provide for judicial review. They call on the Register of Copyrights to coordinate the negotiating process and to collect the fees agreed upon. Distribution of these fees, the bills say, shall be through the Copyright Royalty Tribunal.

Rep. Edwards noted that estimates are that there will be 30-40 million VCRs operating in the U.S. by the end of the decade (there are now an estimated five million in use) and that producers of movies and TV programs won't be able to rely on existing markets to recoup their investment when their products can be taken off the airwaves for free.

Continue reading (on page 11)

Compact Disc Launch Highlights Opening Of 17th Annual MIDEM
by Nick Underwood
CANNES, France — The international debut of the long-awaited, laser-read audio compact disc (CD) provided one of the highlights as the 17th annual MIDEM got off to a rousing start here Jan. 24 at the Palais des Festival amidst a high tech ambience. With the Japanese introduction of the CD system already underway and the European and U.S. debuts set for later this year, such companies as Philips, PolyGram, Toshiba, Sony and Denon Nippon Columbia all made good use of the expanded exhibit space this year with full-scale booths trumpeting the much-heralded technological advance.

"For the first time in audio, there is the opportunity for tight coordination between the launch of the hardware and software," said PolyGram CD director Richard Torchin at an official press conference here. "They're so closely linked that the whole operation will succeed together or fail together." (PolyGram plans to introduce the CD March 1 in the U.K., France, Germany and The Netherlands and to the U.S. in the third or fourth quarter. PolyGram will initially release 200 titles. CBS will follow with titles, Arato 11, RCA 10 and Chrysalis and Virgin of the U.K. a few titles apiece.)

And aside from the heightened business pace involving those companies with the resources to enter the CD hardware and software markets, a number of smaller, independent firms added to the excitement with their active searching for licensing deals for their talent.

The landmark CD introduction and general perception that the worst may be over as far as the worldwide recession in the industry is concerned also had a positive effect on the attendance at this

Continue reading (on page 11)

Cash Box/February 5, 1983
News & Reviews

Buisness Notes

Labels, Retailers Mull CD Packaging

Los Angeles - Should the digital audio compact disc (CD) be merchandised in the U.S. in a hinged, clear plastic 6" x 6" x 1/4" box as it presently is in Japan and will be in Europe later this year? Or should that box be supplemented by a larger carrier pack to fit into domestic CD players and retail displays? Retailers have been the most vocal in calling for a move away from slim CD packaging milled by manufacturer and retail representatives at meetings in New York Jan. 21 and Jan. 25 addressing the subject of CD packaging.

Retailers and the Independent Assn. of America (RIAA) and the National Assn. of Recording Merchandiser (NARM), the discussion sessions were called in response to the need for "industry-wide uniformity of packaging" for the CD, as RIAA president Bill Current had stated, "to optimize the sales potential and consumer acceptance of this medium."

Although a number of questions were left unanswered, the general consensus among attendees was that the current slim CDs are not practical for retail displays and that a new configuration is needed.

Retailers urged that packaging should, above all, help prefer white label, which, at the same time, permit browsing and handling and should also feature graphics prominently. It was recommended that, like the LP, packaging allow the CD to be displayed in a vertical mode, with dimensions of 6" x 6" x 1/4"; the general feeling being that this would give greater opportunity for a side positioned security feature and for end display of title identification, in the event of flat stacking.

Label and retail executives took a flexible position on the issue of utilizing current fixtures, agreeing that while it would be more "comfortable" to use those already installed, innovative ideas shouldn't be discounted.

The majority of participants supported 6" x 12" exterior dimensions for packaging (should a 12" by 12" format be ruled impractical) and among the ideas tossed out were: a "slip sticker" consisting of common parts interchangeable for CDs or audio cassette, lockable reusable album-type display, and repetitive repeatable record. It was stressed that any design that could easily be folded or stolen must be avoided.

Perhaps most important, while excessive or double packaging was viewed negatively, participants agreed that even if the clear plastic 6" x 6" x 1/4" box currently used in Japan and Europe is improved and made more secure it should be sought at a later date (especially if the box is supplemented by a larger carrier pack).

This must be at least somewhat hearkening to PolyGram representatives, who presented the view that the ISN and Sony are supporting their view that the CD should remain original packaging. Gianfranco Reubila and Harry Lost in New York, and PolyGram vice president marketing, CD coordinator U.S.A., Emiel Petreman in L.A., insisted that any packaging changes must augment, not supplement, the original design, rather than replace, or substitute for it.

"It must remain in its original package for technical reasons," PolyGram's Petreman related. However, from a selling viewpoint, we're very much on top of the problem and we want to accommodate the industry. There has to be some creative resolution.

Subsequent meetings may be called to clarify any technical restrictions that could impact packaging and industry packaging suppliers may be encouraged to present their different approaches.

Riaa Revamps Certification Requirements

New York - Following a recommendation from its board of directors, the Recording Industry Assn. of America (RIAA) has adopted new criteria for its gold and platinum awards certifications of multi-record/ tape sets, albums, with different LP/tape content and several singles.

For three-or-more-record or tape equivalent sets to qualify for a gold certification, a minimum of 250,000 net sets must be shipped at a minimum value of $2 million, based on an average discount of the original cost of the product plus applicable taxes.

For four-or-more-record or tape equivalent sets a minimum of 200,000 net sets must be shipped at a minimum value of $2.4 million. Minimum. Sets cannot be combined with sales of individual LPs or EPs or tapes within those sets for certification.

Two or more multi-record/ tape sets, albums, with different program content from their tape equivalent, tape sales may be combined within the LP or EP sales if the tape equivalent includes a minimum of all the musical content of the LP.

On singles with different "A" and "B" side combinations, sales may be combined but only at half price.

For compact discs or any work that is licensed at wholesale, minimums are the same.

For example, the sale of 500,000 one-sided singles would count as 250,000 units. The sale of 750,000 "A" side plus "B" side units would total one million units to qualify that record for gold certification.

All other criteria, such as the 60-day post-release delay, shall apply to all the new certifications for certification.

All changes stem from requests for review by member companies and on current industry practices.

Rca Debuts Double Play Cassette Series

New York - Beethoven's nine symphonies highlight last week's debut of Rca Records $6.98 1st Victoria Double Play Cassette Series. The budget series is the initial release, all of which were taken from the label's Red Seal catalog. In addition, RCA released 25 new titles in the $3.98 Victoria Cassette series, introduced last fall. The series now numbers 75 albums in the Red Seal catalog.

The Beethoven symphonies are performed by the Boston Symphony Orchestra conducted by Erich Leinsdorf, and are on five of the cassettes, which also include Beethoven overtures by conductor Charles Munch. Two cassettes contain four Brahms symphonies performed by Leinsdorf and the orchestra. The three other Double Play cassettes hold four gull concerts by Julian Bream, Strauss waltzes and polkas by various artists and a new collection with Arthur Fiedler and the Boston Pops. All of the recordings are in stereo with Dolby sound.

The new Victoria Cassette series releases includes performances by artists who have not appeared in the series previously, such as Vladimir Horowitz, Andre Previn, Misha Dichter, John Williams, George Prêtre and Seiji Ozawa. Charles Munch, Arthur Fiedler, and Morton Gould are among artists in the new release who were also in the initial release.

Two mono Victoria Cassettes featuring Arturo Toscanini and the NBC Symphony Orchestra have been added to the 1st Victoria series. Nos. 1 and 2 Symphonies have been added to the five mono Toscanini cassette releases from the series' initial release. These previously released cassettes are among the 10 best sellers in that $5.98 title release.

Profit Squeezes as Major Obstacle To One-Stop Survival

by Michael Martinez

Los Angeles - Already operating on a razor-thin margin, one-stop operators called yesterday for CBS Records a blow to their prospects for survival.

"A one-stop can't effectively operate on the 20 cents that CBS is essentially charging to do one-stop business," said John Maried, head of Western Merchandisers, the Amarillo, Tex.-based firm that operates the 54-stored Southern Book, Records and Video chain. And "one-stop sales number another 300 accounts as a one-stop.

Cutback On Catalog Many one-stops contacted said that un- currently wrapping up CBS pricing structure, their base price for CBS product bought in box lot volume will go up on an average of two percent, a cost they feel must now be passed on to customers. A severe cutback on stock catalog (considered a staple by many) and fewer in-store promotions in new and developing artists and a slow down in sales will be the unfortunate long-term impacts of the CBS price and returns policy, the operators said.

"We've been absorbing price increases for some time now," noted John Jackson, one-stop owner of the Los Angeles Central Los Angeles, a company servicing more than 40 accounts, "It becomes a total cost of doing business." (on page 13)

David Bowie Signs With EMI America

Los Angeles - David Bowie has signed an exclusive long-term worldwide recording agreement with EMI America Records, and the first product to emerge from the deal - a studio album Bowie is currently wrapping up in Manhattan - is slated for international release during early summer.

Rehearsal Menon, chairman and chief executive of EMI Music Worldwide and Capitol Industries-EMI, Inc. made the announcement of the Bowie signing, saying, "Everyone in the world of EMI Music is simply ecstatic about our forthcoming relationship with David Bowie, who repre- sentative the first opportunity for EMI Industrials to introduce a creative excellence in so many exciting facets of the performing arts. We feel deeply privileged to have the opportunity of bringing David's consummate musical genius to his admirers throughout the world.

Before signing with EMI America, Bowie had been under contract with RCA Records since October 1971.

Stolon Motion Goes To Different Judge

New York - Federal Judge Thomas C. Platt has agreed to send Sam Stolon's motion for reduction of his one-year prison sentence in the Sam Stolon counterfeit casette tape case to another judge, Cash Box has learned. However, Platt denied Stolon's motion that Judge O'Sullivan had dismissed his indictment and conviction. No further information was available at press time.

Stolon continues to appeal his sentence for his colleague pleads of last Nov. 5 (Cash Box, Dec. 25, 1982). As part of a plea bargain with the government, Stolon agreed to waive his right to a sentencing panel and was immediately sentenced by Judge O'Sullivan to three years imprisonment. The government agreed to drop all other remaining charges.

Frontiers - Journey - Columbia QC 35504 - Producers: Mike Stone and Kevin Eison - List: None - Bar Coded

We can say about an album from a group whose last waxing garnered quintuple-platinum status, which "Dawn of the Red" swept from coast to coast and whose image has spawned a current home video game cartridge ("Egal FWV"). Though the band's commercial potential for this LP is gargantuan with immediate radio accep- tance anticipated this week and consumer acceptance virtually guaranteed for many weeks to come. A winter concert schedule and syndicated FM specials, among other programs, should reinforce initial LP sales greatly. The music, as always, is ultra-glossy and loaded with heavy rock hooks.

Feature Picks

Pop

Thin Man - Jim Photoglo - Casablanca/PolyGram 810305-1 M-1 - Producer: Brian Neary - List: 8.98 - Bar Coded

The L.A. South Bay crooner/songwriter applies a harder edge to his folksy ballads here. Pop accessibility has never been a problem for this artist, who stretches his muscles on this outing with the help of writer Ed Coupee and long-time writing partner Brian Francis Neary. Songs such as "Back Two Times," "It's Time to Turn," and "The Shonells Top 10 hit I Think We're Alone Now" and the title track, "Thin Man," are sure to put Photoglo's horizons on vinyl. His best yet.

On My Own Two Feet - Paul Barrere - Mirage/Atlantic 500705-1 - Producers: Paul Barrere and Jeff Gilman - List: 8.98 - Bar Coded

Former Little Feat axemaster Barrere, no longer in the shadow of late band foun- der/keyboardist Lowell George, is joined by the brassy Heart Attack Horns and folk- rockker Nicolette Larson on his Mirage debut, which covers a wide variety of musical genres ranging from country ('Love Sweet Love') to bluesy ballads ("Along This Lane") to quirky new pop ("She Lays Down The Beat") to honky tonk rock ("Fool For You"). Though his singing isn't nearly as strong as his instrumental prowess, this solo bow captures much of Little Feat's earliness while showcasing Barrere's composing talents.

Tony Carey - Rockshire RSR 0001 - Producer: Peter Hauke - List: 8.98

Carey is a new face on the AOR scene, and his initial vinyl sojourn contains a fairly even mix of upbeat pop tunes, contemplative ballads and no-nonsense rock ruminations. Formerly keyboardist with Ritchie Blackmore's heavy metal band

Cash Box, February 5, 1983
Optical Programming

Optical Programming Associates and MCA would like to thank the National Academy of Recording Arts and Sciences for nominating "Olivia: Physical" and "Fun & Games" for the coveted Video of the Year Award.

"Physical," available on videocassette and laser disc, is a high energy concert specially designed to offer the home audience the ultimate in musical involvement. "Fun & Games," on laser disc, is participative programming at its best, engaging children in everything from tap dancing and tongue twisters to palmistry and puppets.

We're proud that both of these unique productions are appreciated by the public and recognized by our peers.

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Optical Programming Associates is a joint venture of MCA VIDEODISC, INC., Pioneer Video, Inc., and Magnavox Productions, Inc.; formed to create, develop or produce programming that makes the best use of the unique features of the Laser Vision videodisc system.
Rainbow, Carey cuts loose from that group for mocha male singing and comes across more as a laid-back lover than a barbie hun. "West Coast Summer Nights," off its best-selling album, "Something For Nothing" has a smooth, Funky tone that could appeal to MOR or AC listeners and to teen girls. "'n' Her" has a bouncy hook that may just collar top 40 attention.

PRODUCTIONS — Liberty LT-51136 — Producer: Tom Levin — List: 8:98 — Bar Coded

With the exception of five new tracks, the material on this Canadian-based R&B revival septet's album has previously been released in the U.S., but the fresh tunes are hot numbers, particularly the big band jazz ditty "Swami Swing" and an early Motown-type song called "Sooner Or Later." — meaning domestic success is possibly in the offering. A solid bar-band sound, aided by a three-man horn section, is backed up by vocal accompaniment by Bonnie Bramlett on several selections, gives the album a joyful glow reminiscent of such white soul men as Artie K and Roomful of Blues.


Unipop — Married couples that write and sing their own material are something of a rarity in the music business. But if Mann and Phyllis Lolioso have anything to say about it, the Unipop proprietors, the team of McFadden & Whitehead, didn't cut an album of their own until 1978, when they put out the international super-smash dance club anthem "Ain't No Stoppin' Us Now." Now the Philly brothers have returned with a more sophisticated, long player that alternates between the raucous aspects of R&B and a soulfully emotive torch song. B/C ballad picks are "Are You Longing," "I'm Trying to Get Back (To The Love I Lost)."

JAZZ

AGAIN AND AGAIN — Chick Corea — Elektra/Elektra 60164-1 — Producer: Chick Corea — List: 8:98 — Bar Coded

On his first solo outing for Elektra/Musica, Corea decided to go back to his bop roots (with echoes of an Era and other aggregations), Corea culls six sides taken from a live performance in Copenhagen, Denmark, March 1978. Joined by reedman Steve Kujala, bassist Carlos Benavent, percussionist Don Alias and drummer Tom Brechial, the set is split between more straight-ahead jazz and a burnous avant-garde excursions. Fans of Corea's eclectic keyboard work get a chance to hear two very different sides of the artist's psyche on these compositions, all self-assured, none of his most recent recordings. Recommended cuts: the straight-ahead "Again and Again" and the glo "Tawang."

THE PARIS CONCERT, EDITION ONE — Bill Evans — Elektra/Musica 60164-1 — Producer: Helen Keane — List: 8:98 — Bar Coded

Hailed as one of the truly original jazz pianists of this century and renowned for his romantic, resonant chord arrangement, the late Bill Evans is captured here giving one of his final performances with his last trio, including bassist Marc Johnson and drummer Joe LaBarbera. Taped at 'Espace Cardin in Paris during late 1978, this LP is the first time the tracks were recorded during the same show, and serves as a fine tribute to the million Grammy-winning musical genius.

NEW AND DEVELOPING

HAPPY FAMILIES — Blanchance — Blue Note V0005-1 — Producer: Mike Howlett — List: 8:98 — Bar Coded

Blanchance derives its name from a sweet-sounding milk pudding thickened with cornstarch, and accordingly the music it plays is a heavy, but succulent, pop- and dance-oriented synth pop flaxen with such exotic instruments as sitar and tabla. Having shot to the top spot on Britain's pop singles charts during mid-'82 and still receiving club play in European discos, "Living on the Ceiling" emerges as a certain contender for radio action.

ABBA (Atlantic 7-98891)

One Of Us (3:55) (Artwork Music — ABBA/Real People/Melody Andersson, B. Ulvaeus) (Producers: B. Andersson, B. Ulvaeus)

Finely crafted pop fare has always been the stock-in-trade of Swedish supergroup ABBA, and this tale of love gone awry is no exception. A strong but subtle orchestration provides the backdrop for Agnetha Fältskog's vocals, with a cadre of mandolins adding a romantic flourish.

FEATURE PICKS

DIANA ROSS (JAH-13442)


Following her success with the cover of "Why Do Fools Fall In Love," Diana Ross has logically come out with a daw-dope-wop tune in "So Close." The only differences are Ross' sultry pipes and Luther Vandross' contemporary rhythm-and-vocal arrangements. Good for urban contemporaries with A/C crossover.

REMY RANDALL & MR. ROBOTO (4:44) (Byrgian Songs/Almo Irving Music — ASCAP) (D. DevYoung) (Producers: Stylus)

"Mr. Roboto" is a luminous, silky laces pop power with social commentary. This time, the group sings of the struggles of a creature with a hidden power that is used to communicate their message through such devices as a voice box intro and high-tech synthesizer effects. "Mr. Roboto" is programmed for AOR.

HELEN REEDY (MCA-52170)

This Time Tonight (3:37) (Rube Blue Music, Inc. — ASCAP) (G. Benson, F. Wildhorn, A. Armatol) (Producer: J. Wisser)

Helen Reddy steps out to a brisk dance beat on this first single from her new "imagination" album. While the contemporary tempo — there's even use of electronic drumloops — is a change from her earlier work, the self-assured vocal style remains.

THE FIXX (MCA-52167)


The second single from "Shuttered Room" is a sailor's and dancer's delight. A clever arrangement with a dreamy synthesizer effects and a steady boad spearheaded by Cy Curtain's powerful vocals. A strong dance or urban contemporary hit.

ROBERT JOHN (Motown 16648)

Blue Notes (Charity Music — BMI) (M. Piccirillo, G. Goetzmann) (Producer: George Tobin In association with Mike Piccirillo)

This motown release for the Newbeaus 1966 falsetto smash what he did for the Tokers "The Lion Sleeps Tonight" in 1971. A dreamy synth and&amp; soul sar part are the only discernable differences between the original and this fine remake.

JOEY ESPI (RJR-45-1)


Joey Spain's "We Don't Need Nothin' But A Good Time," a fresh cover of the Motown classic by 17-year-old Espy captures much of the beauty of the original. The strength of the tune and Espy's fresh voice add up to something tasty for Pop, A/C and B/C radio.

PHIL'S SYMPHONY ORCHESTRA — Who's Gonna Keep Me Warm (3:05) (Money Honey/April Morning/Glen Rock BMI) (K. McNelley, D. Striling) (Producers: L. Ramey)

It's A/C all the way for this, Phil Everly's debut single for Capitol. The gentle lament over a departing lover finds the legendary singer's immediately recognizable reddening counterbalanced by his rhythmic fills and a band arranged in an otherwise easy-going, easy listening melody.

BLACK CONTEMPORARY

JAMES BROWN & GENE CHANDLER (N.Y. International/NYNO)


A love pledge duet, cut from the same mold as the Stylistics. "You Are Everything," "Together," "When Will I See You Again?" and Chandler's well placed contributions priming what could have easily been a goopy and sentimental album. Instead, James Brown's bass lines and Gene Chandler's melodies finds meid nicely for a soothingly romantic excursion.

WAR (RCA JAH-13446)

Baby, We Outside (4:08) (Far Out Music/ASCAP) Milwaukee Music/BMI) (S. (continued on page 10)

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Music Awards Show on TV!

Winners are selected by the record-buying public.
The record-buying public WATCHED our 10th Anniversary Show!

RATING: 24.4 (average)  SHARE: 36 (average)

APPROXIMATELY 60 MILLION TV VIEWERS

Beat competition on CBS and NBC every 1/2 hour. Aired on ABC-TV, January 17, 1983

OUR THANKS TO abc

and to the artists involved in the 10th Annual “American Music Awards”

...and our hosts Mac Davis, Aretha Franklin and Melissa Manchester
...and this year’s “Award of Merit” recipient, KENNY ROGERS

Executive Producer: Dick Clark / Producer: Al Schwartz / Director: Jeff Margolis
dick clark teleshows inc.
**NEWS & REVIEWS**

**EXECUTIVES ON THE MOVE**

Arganbright To RCA — The appointment of David M. Arganbright as staff vice president, business management and control, VideoDisc Project, for RCA Corporation, has been announced. He returns to RCA from the N.A. P. Consumer Electronic Corp. (NAP-CEC) where he had been director of the VideoDisc Project. Jerry Shulman, appointed at CBS, has been appointed director, market development for CBS Records. Since joining CBS Records in 1972 he has been director, business management and development. Ted Cohen, named at Warner Bros., has been named the appointment of Ted Cohen as director of artist development. Since 1975 he has been at the company's New York-based in-house artist development department.

Bystrum named at CBS/Fox — Margaretha Bystrum has been named advertising manager for CBS/Fox Video. Before joining CBS/Fox Video, she was the advertising manager of magnetic tape division at Fuji Photo Film U.S.A., Inc.

Tahir named at WEA International — Has announced the promotion of Ahmed Tahir to director, video division. He was formerly manager, video operations/east coast. Changes at Buellt — Bullet Records has appointed two company promotions. Pier Shakal was named vice-president and director of audio operations. He had been Bullet's studio manager since the facility's inception in June, 1981. Ted Riggs has been promoted to vice president and director of video operations. He has been with Bullet Records since 1981.

Swirsly named at Chappell — Seth Swirsky has been appointed to Chappell professional manager. He joined the New York office in September, 1982 after his graduation from Dartmouth College.

**PolyGram Drops A&R Department, Forms Independent Music Divisions**

NEW YORK — In a major restructuring move, PolyGram Records has disbanded its A&R department and created in its place two independent music divisions, each responsible for its own independent A&R and development, and its own sales force. The new divisions include rock, country, pop, black and classical, headed respectively by Jerry Janowitz and Steve Cohen. Each division will be headed by a new senior vice president, rock division: Bill Haywood, senior vice president, black music division; Russ Regan, newly appointed senior vice president, pop division; and Gianfranco Rebuffa, president, PolyGram Classics. Each will report directly to Gunter Hen- sler, senior vice president, PolyGram Records. Also reporting to Hensler will be an executive vice president in charge of executive vice presidents Jack Kiernan and Mel liberman and newly appointed senior vice president of finance Richard Morris (see separate story). Kiernan assumes responsibility for PolyGram's distribution operations, in addition to his marketing, sales, and promotion duties. The three executives will assist Hensler in providing strategies, policies and overall direction for the music division.

NEW YORK — in major restructuring move, PolyGram in 1982 from CBS Songs, where he had been vice president and general manager. He began his career as director of trade promotion at RCA Records' New York pressing plant and rose to top executive posts in the finance division.

Before coming to PolyGram, Morris most recently served as senior vice president, operations, at Teleprompter's cable television division. He moved up to the post from corporate controller, Teleprompter. Prior to that, he was audit manager at Arthur Young & Co.

Kiernan joined PolyGram as vice president of sales at Phonodiscs, then the label's distribution arm. Before that, he had been division vice president, marketing, at RCA Records; after having been vice president of sales and director of the firm's custom labels. He began his career at Decca Records, where he was New York music sales manager.

Regan is a former vice president, rock department, PolyGram, a position he held since early in 1980. He came to the company as special project manager in the promotion department of Polydor Records. He later served as director of artist and national A&R promotion and director of artist development.

Haywood has been a former vice president at PolyGram's black music division since early 1981. He joined Mercury in 1975 as national R&B promotion director, based in Chicago. Three years later, he was named vice president, R&B promotion. In 1980, when Mercury joined PolyGram, Haywood came to New York as vice president, black music marketing, a position he held until early 1981.

Regan was formerly vice president and general manager, West Coast at PolyGram. He previously served as president, 20th Century Records, and prior to that, was president and general manager of...
Delegates long-term LEARNING Experience could MIDEM QUARTET All," THE commercial records, (continued for venue, instigate company without simply," Nigerian "these result: taping. Nestor Eulogies said JEM records will have access to “all of our foreign repertoire, which is not released by the Warner Bros..... Aluminum or Electro/Anta/Asylum labels. Now... A very... from around the world.”... “All new agreement with WEA International breaks ground in many directions and further cements our company’s... will have opportunities to hear a greater variety of our product from around the world.”... "We are pleased to announce that Jan van Dijk, a bassist for K2B2, who has performed with the... Chris Swartz. "I feel that we could use the cell in a new way," Swartz told us recently. "I wanted a situation where the cell would act as a horn might, playing melody, counterline and solos. Additionally, I wanted the instrument to be able to play special effects on free sections and to act as a bass. I felt I found a place to use the cellos more than one thing."... Enraged cellist Erik Martin Darp, pianist John McEuen, and electric cellist John D’earth and drummer Peter Grant, Swartz realized his concept. "It really let me function as a bassist," said Swartz. "I was able to use the cello as an alter-ego."... The well-known cellist’s first soloing venture on its last — but he’s been disabled due to coordination difficulties — Swartz feels good about both the results, and the newer playing situations that now confront him. "I was forced to abandon the group, but I feel that when we record the second album, it right," reflected Swartz. Although new to the public, the recordings of Underneath It All are nearly three years old, and since that time Swartz has continued to explore new avenues, through his work with both vocalist Shelia Jordan and pianist Steve Kuhn, and by leading his own unique string trio, which features Swartz and Friedlander with violinist Terry King. (continued on page 39)
NARM Leads The Way For Promoting Grammy Awards (continued from page 5)

Both Bad Records in Detroit and the L.A. based Angeleno Records are also supplementing the NARM Grammy display material with their own. "We have a permanent display in our front steps and the steps in the browser sections, as well as Grammy nominee signs in the front of the stores," said Harmony Hut general manager Lance Clyde McElvene. "I've got 5,000 sq. ft. stores, so I've got to give it more punch."

Bad Records C/O Sisler & Co. which besides using in-house display materials together with the NARM merchandise, his stores also offer "marketing co-op promotions" with manufacturers on particular artists being displayed. He is also sponsoring an in-house manager incentive contest to further spark sales of Grammy product.

Chicago's Flip Side chain will put all Grammy-nominated product on sale for 10 days, before the awards show and winning product for another week after it. $3.98 list will be moved to $2.98. During the period prior to the show, Grammy product will be given away hourly via Chicago's FM.

Not to be outdone, Crazy Eddie's in New York is giving one dollar off on Grammy product to any buyer who brings along his Grammy (unless it's a cluster). "I'm not trying to give it away," said advertising director Lance Jones. The streamers are being used to detail a sale on all Grammy product that has been in the store since the nominations were announced and will continue up through the night of the awards presentation on Feb. 23. All stores outside of Pittsburgh, Grammy-nominated product is one dollar off. In Pittsburgh, a lie-in with station WYF shows the Grammy product is free of charge. The station is airing spot announcements providing two weeks of promotional spots. In addition, a Grammy print ad will appear in nine markets on Feb. 3, picturing 18-20 albums along with NARM slogans.

Posner To Head Elektra/Asylum West Coast Office

LOS ANGELES — Although Elektra/Asylum Records vice chairman Michael Posner will remain here in that role and associated with Elektra Records manager, E.A.'s management team, three key executives at the label will not be with the company when it shifts headquarters to L.A.

Victor Faraci, executive vice president/director of marketing; Jerry Sharrell, senior vice president of promotion; and George Steele, international vice president have reportedly decided not to make the switch to New York when Elektra/Asylum makes its move there later in the year.

Posner, however, will maintain his role on the team. The company's management team and personnel duties of senior executive in charge of international operations. He will additionally oversee the growing Records & Mail Order label's L.A. office where Tom Werman, newly appointed senior vice president of A&R will also be based.

Commenting on Posner's move, Bob Krasnow, recently appointed to succeed Joe Smith as E.A.'s chairman, said, "Mike Posner's management abilities have been a key factor to the success of Elektra since he joined the label in 1985, and I am pleased that he has chosen to continue to contribute to E.A.'s future success as well."

Posner joined E.A. when the company was a small independent, based in the company's mailroom, he has held a number of executive positions in marketing and sales.

**Continued on page 30**

**NEWS & REVIEWS**

**EAST COASTINGS — Spin-offs. Look for "It's A Wonderful Life" by DBG's guitarist Charlie Calef to show up on the East Coast and possibly other territories this spring. Additionally, "The Lonesome Cowboy" by Trish Milken of Elektra/RCA's Rodeo Drive roster is set for a similar release."

**RODEO DRIVEY — Trish Milken of Elektra recording group Rubber Rodeo posts at the John Wayne, N.J. trailer park during a video shoot of the group's song "How The West Was Won".**

**MISSING THE WINDOW — Capitol recording group Missing Persons recently performed a sold-out show at the Long Beach Arena. But not on the road in the east support of their "Spring Session M" LP and the current single, "Wild Thing". The group's lead singer Dale Bozzio is the lead singer Dale Bozzio.**

**Jeffrey ressner**
One-Stop Face Profit Crunch

question of "how long can we continue to chill on an eight to nine percent profit structure?"

And the higher prices that small dealers will have to pay for consumer goods, as a result of the price passed to them by one-stops, and the potential loss in sales that could follow, may make it difficult for them to make a profit over time. But mom & pop dealers will buy CBS product directly.

We are delighted to know that the retailers they service will be able to purchase the goods, as well as the products they want to promote in their stores, at better prices than the current system allows. But there are some who have not been able to accept the proposal or have the desire to service each small retailer individually.

CBS has modified its account structure to two classifications: Group A, which is comprised of record retailers, rack jobbers, and mom & pop stores; and Group B, which includes all other accounts — discount and department stores, etc. When purchasing a minimum box lot of 120 copies of a CBS catalog, Group A retailers will receive 10% off the price of their lot and their orders are handled on a first in, first out basis. Retailers who buy CBS product selling at the market equivalent of $8.98 list, will have to pay the prices for which they buy at the higher price brackets. For the same amount of money, retailers may pay $5.29 for a unit as a loose item, it can only be returned at the box lot credit of $4.99.

Returns Changes

The return policy was of particular concern among dealers contacted, who felt the CBS plan seems to penalize them for buying less. But CBS demonstrates, said Ed Silberman, director of National Sales for CBS, that even though they are charged more for buying in loose quantities, returns are credited at the box lot price. Retailers who order lots may pay $5.29 for a unit as a loose item, they can return it for full credit under the deal, but not anymore.

The loss of mom & pop accounts to manufacturer-direct buying in this instance has not yet been reflected in the new catalog. But, what is certain is that mom & pop stores will be able to buy products at a cost which they couldn't buy for a better price, which is the only way to survive in the high-priced world of retailing.

Fogelman, head of Show Industries in Los Angeles, which operates the City One Stop and the 27-store Music Plus chain, said that the one-stop will have to pass on the price increase to his accounts, adding, "we won't be able to effectively discount products for our customers." One plan devised to protect small dealers from increased costs passed on to them by the one-stop, was to have the one-stop purchase all their products directly from the manufacturer. "If CBS gets ready to ship the new Earth, Wind & Fire album, for example, to one of our retail outlets, it can be delivered direct to us, we would arrange for direct shipping to the 20 or so accounts we know could move quantities of the record," ex- plained Fogelman. "And we would make sure we got more for CBS to ship that way, but it seems like what they want to do. He said that the one-stop could, at a loss, take it in as it would in turn bill the accounts, adding in the price increase, but not the cost of shipping. "CBS appears to be leaning to the chain stores with this new plan," said Jackson, "but they can't deliver or break product, especially black product, even though they can service a demand created for it by smaller stores."

The whole thing that CBS is doing is essentially a price increase as far as I'm concerned, and I don't really like it," commented John Vesey of Chicago's Soundvision in Denver, which supplies the 75-store Budget Records & Tapes chain spread throughout the Midwest. "The change is focused on the credit system instituted by CBS as being unfair, noting that although accounts must pay more for loose unit sales that the one-stop's box lot price, they are not compensated for the box lot price. "What they've done is make it so we have to kill off our catalog — that one-stop has been called," he said.

Higher Catalog Prices

But Lasky noted that smaller dealers, especially to new hot mixes that do substantial business in catalog, so one-stops will have to carry some catalog titles; but such product more often as not items that are immediately under the price of other items.

"If small dealers want catalog product, they will have to buy from someone else or special order it," said Strafft-Silverman, adding that in addition to CBS catalog, the company's new artist development program might also be a victim of the change in credit terms. "If we drop all our new artists' releases since most of them don't sell well, at that level, in the past, I was willing to give them the same credit terms as the dating and discounting programs that went with them. I used to be able to return their product, get it back, and pass it on at full credit under the deal, but not anymore."

The loss of mom & pop accounts to manufacturer-direct buying in this instance has not yet been reflected in the new catalog. But, what is certain is that mom & pop stores will be able to buy products at a cost which they couldn't buy for a better price, which is the only way to survive in the high-priced world of retailing.

A number of the new catalog items were noted to have a substantial increase, while some, but the potentially higher prices squeezing small stores does. "Some accounts might go directly to the manufacturer, but I don't think many will," said Jason Blain, vice president at the Oakland-based Music People one-stop, who is purchasing the CBS catalog for the first time. "Small companies don't want to deal with smaller accounts."

"If you could service mom & pop stores the way we do, one-stops would have been out of business a long time ago," said John's Music One Stop's Jackson, adding that many small dealers will have difficulty dealing with the higher prices, driving many out of business and severely under- pricing some of the product. Jackson added that small dealers go, in many cases, one-stops will have to go."

Fogelman, head of Show Industries in Los Angeles, which operates the City One Stop and the 27-store Music Plus chain, said that the one-stop will have to pass on the price increase to his accounts, adding, "we won't be able to effectively discount products for our customers." One plan devised to protect small dealers from increased costs passed on to them by the one-stop, was to have the one-stop purchase all their products directly from the manufacturer. "If CBS gets ready to ship the new Earth, Wind & Fire album, for example, to one of our retail outlets, it can be delivered direct to us, we would arrange for direct shipping to the 20 or so accounts we know could move quantities of the record," explained Fogelman. "And we would make sure we got more for CBS to ship that way, but it seems like what they want to do. He said that the one-stop could, at a loss, take it in as it would in turn bill the accounts, adding in the price increase, but not the cost of shipping. "CBS appears to be leaning to the chain stores with this new plan," said Jackson, "but they can't deliver or break product, especially black product, even though they can service a demand created for it by smaller stores."

L.A. Record Plant Beefs Up Remote Recording Wing

by Michael Glenn

LOS ANGELES — The Los Angeles Record Plant is presently in the process of revamping its remote recording division, with an eye towards "putting together a network" of recording facilities that could do business in the Los Angeles area and in the entire West Coast. The Los Angeles Record Plant is the country's top recording centers, according to president Chris Stone. With the "bulk of the most prominent recording artists" turning to the Plant for their work, it's seen as the key facility for many. The Plant does not want to be "left out in the cold," stated Stone, the L.S. Record Plant will also be outfitting one of its four trucks for audio recording, and "we'll be putting our small truck, #4, in Houston, where it will be accessible for remote dealers, mostly in Nashville, or on other parts of the country, where we want to make sure we'll be in touch with the major recording artists."

"But we're going to try to remain extremely flexible, in terms of giving the network offer for our record labels, which is why all the equipment is removable," said the L.A. Recording Plant. "We want to be able to move to a town like this. And there's a lot of history behind the board in [truck] #1; it was used for all of the early live recording sessions, and albums, which is why we're putting it into [truck] #2 and making that exclusively for remote work."

However, the L.A. Plant's Stone emphasizes that the decision to upgrade and modify the remote trucks for the company's network division is not a change in the nature of the business. "Our record recording business has been increasing by 10% a year since 1980, which is also the last time we raised our rates," said Stone. "But we've been able to survive where many other companies have not, and we've stuck to the dictum, diversity of die." Our scoring division is now doing as much business as records now, with M & M Studios, the Paramount Studios lot, which Record Plant operates as a motion picture scoring stage (the new studio has been named Sound). The studio has a substantial presence in the area."

But what does it cost to build a scoring studio today? $2 million. Who's got that kind of money today? So we're expansion with regard to remote recording, is basically going to be in the visual area."

Soundstream Expands Staff, Services

In San Francisco, the venerable Jerry Wester, along with Muscle Shakes' Berry Beckett, has begun producing a new San Francisco album at the Automat. The group is booked through the second week of February at Dave Rubinson's facility. "I think we're on the project are The Fabulous Thunderbirds."

Across town at Hyde Street Studios, singer/songwriter Jimmy Thoreson has been laying down tracks on his latest album, which will be coming in November. Upcoming LP in Studio C, with drummer Larry Lynch and bassist Steve Wright of the noted San Francisco guitar band, the Portland steel player Bobby Black, John Cuniberti and Richard Van Dorn are engineering. Also at Hyde Street, the group of the Psychotic Pineapple mixing a demo for Warner Bros. Records; singer/songwriter Phil Adams and singer/songwriter Mark Groth recording. RCA recording group Trumpich, which recently held a listening party in Studio D to promote a new collection, "Never Surrender."

(Hyde Street has also recently added a new group, including an Eventide 2016 digital reverber; an Otari model-50S-2R-2 track recorder; and installed a transformerless MTR 90-24-24-track in Studio D.) And in Pompano Beach, Fla., has been involved in a diverse series of projects, according to operations manager Ray Monzor. The studio provided production and post-production services for the latest Florida Mass Choir album, entitled "You Can Be Saved." The choir's recent appearance in Cleveland and a concert and orchestra live at the Emmanuel Missionary Baptist Church in Jacksonville, with studio music director and arranger Yanni used in the recent live music feed for a Nazareth concert, broadcast over station WZID-FM, also with the Florida Mass Choir and Yanni was recently at neighboring Triad Studios in Fort Lauderdale with bassist Jack S. and Yanni to miked tracks material recorded during the latter's recent tour. (Yanni is co-producing Pastorius's latest studio effort, "Holiday For Pants," as well).
### Top 15 Video Games

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<td>PITFALL Activision AX018</td>
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<td>RAIDERS OF THE LOST ARK Atari CX2659</td>
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**Compiled From:**

### Regional Album Analysis

#### National Breakouts
- 1. DURAN DURAN
- 2. TOTO
- 3. TRIO
- 4. RIC OCASEK
- 5. CULTURE CLUB
- 6. MUSICAL YOUTH
- 7. BLACK SABBATH

#### Baltimore/Washington
- 1. CULTURE CLUB
- 2. TOTO
- 3. SQUEEZE
- 4. DURAN DURAN
- 5. TRIO
- 6. RIC OCASEK
- 7. MUSICAL YOUTH
- 8. DEBARGE
- 9. SAGA
- 10. CHAKA KHAN

#### Dallas/Fort Worth
- 1. RIC OCASEK
- 2. SAMMY HAGAR
- 3. RED RIDER
- 4. TOTO
- 5. MUSICAL YOUTH
- 6. BLACK SABBATH
- 7. CULTURE CLUB
- 8. DURAN DURAN
- 9. RANDY NEWMAN
- 10. TRIPMILL

#### Denver/Phoenix
- 1. RIC OCASEK
- 2. SAMMY HAGAR
- 3. BLACK SABBATH
- 4. SAMMY HAGAR
- 5. MERLE HAGGARD/WILLIE NELSON
- 6. MUSICAL YOUTH
- 7. ROBINSON
- 8. TRIO
- 9. RIC OCASEK
- 10. SMOKY ROBINSON

**Compiled From:**

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.
Merchandising

What's In Store

National News — The Pittsburgh-based National Record Mart chain recently held a two-day summit at the North Pittsburgh Marriott to outline company plans for 1983. Among the 16 participants attending were all key office personnel and regional and district field managers. "We need to have real good communication in order to deal with the economy," said the chain's advertising director, Lance Jones, adding that the meeting went well and that it would be an annual or semi-annual event... New to the Mart is a unique Pittsburgh Oasis outlets are special "New Music Shop" merchandising areas for featuring specially priced new and local artist product played on station WYDD. The album or albums promoted in the specially signed, waterfall-risked sections will rotate weekly and sell at $1.04 off to match WYDD's frequency. The Mart has presented a $15,000 check to Pittsburgh CBS-TV affiliate KDKA's food bank fund for unemployed steel workers. The amount represents the full proceeds from the sale of some 7,500 copies of "Steel Mill Blues," a topical tune written and performed by Mike Pickering for Aircraft Records. After the feature Pickering on its Evening Magazine program, it re-corded its original demo of the tune and packaged it in a sleeve bearing its logo together with the Mart's logo. To merchandise WEA's recent price reduction, the chain took out "manufacturer's rollback" ads in five markets, which were preceded on the day before by 12 60-second spots directing attention to them. In addition, "Rollback '83" posters were created listing many of the artists and titles involved, with different sections of the poster highlighting greatest hits collections, soundtrack and show albums, and other specific product categories.

Beating Out a Confession — To support The English Beat's "I Confess" single, Manhattan's Record Factory outlets and A&M Records are holding a contest asking entrants to write down their life by handwriting down their confessions in 100 words or less. According to Michael Tannen, manager of the 253rd St. store, the entries will be judged according to "interest, creativity and outrageousness," and that a contest ad in the Village Voice should bring in a lot of "juicy stuff." Thus, Tannen is glad that A&M will do the judging. The winner will get 25 free albums, and A&M will also provide buttons and postcards as first, first-service giveaways.

Warehouse Wares — New Orleans Warehouse Records & Tapes store is selling Bob Seger's "The Distance" album as a means of attracting people into the store to sign up for a dance marathon benefiting the Lions Club Eye Foundation... An Ozzy Osbourne lookalike contest was aided immensely when the Blizzard of Ozzy himself phoned over from L.A. to tape a promo spot. Over an airwolf wire, what's possible — showed up, with the winner getting a specially made Ozzy jacket and wallet, Schwartz Shortz — Schwartz Brothers, Inc. is running a Maxell blanket tape sales and display contest at the Pongol Feather Records & Tapes, Album Dem, Kemp Mill Records and Record & Tape Collector chains, as well as C&M On Step in Hyattsville.

Anticipating a Triumph — As part of a major marketing blitz designed to achieve platinum sales of Triumph's new "Never Surrender" LP, the group is producing a special video for retailers. The tape will include a clip of the first single, "A World of Fantasy," together with thanks for past retailer support and a sales pitch for continued support, and will be shown to retailers via RCA's branch sales staff. A full line of merchandising will also be available and will include posters, decals of the band's eagle logo, buttons, tours signs for use during Triumph's two-and-a-half-month tour commencing Feb. 15, album cover flats, flats of the logo album and title, and商务 cards.

Insane Eddie's — An advertised "invitation only" WNEW-sponsored party that will present the entire Complete Beatles MGM/UA videocassette at the Manhattan's Red Parrot nightclub is also a reason for stopping in at any of the five Crazy Eddie's outlets, where free invites are available... Coming up this month is the chain's annual two-week "Great Record & Tape Sale Ever." All regular priced product will drop to $5.99 during the promotion.

Wax Fax — To honor the memory of Dr. Martin Luther King, the Washington, D.C.- based WAMU Mixtape chain saturation-pushed three of King's speech albums, all on the Gorda label, we notice $4.99 each for the week prior to the march commemorating his death. "Every advertisement," noted advertising manager for the chain, "will have a 45-second pre-recorded spot featuring excerpts from some of the most famous speeches together with tributes from artists like Stevie Wonder.

Phil King — King's In-Store was saddened to learn of the death of Phil King on Jan. 18, 16, King, along with Ben Karol, owned New York's King Karol retail chain, one-stop and export service. King Karol Records was established by the two partners in 1952.
New Outlets Spur Video Production

(continued from page 5)

New York - Touchstone Pictures, the company that produced "Star Wars," has reported that its sales of video cassettes have jumped 94% over the same period last year. As a result, Touchstone is one of the leading distributors in the field.

Critical acclaim also has contributed to the video sales. In fact, according to Touchstone, the company's sales of video cassettes have doubled since the release of "Star Wars Episode IV: A New Hope." The company estimates that it has sold over 50,000 copies of the video cassette in the United States alone.

Other studios that have reported strong sales of video cassettes include Columbia Pictures, Warner Bros., and Universal Pictures.

New sales figures have also been reported by the major television networks. ABC, NBC, and CBS have all reported record sales of video cassettes for their TV programs.

In addition to the traditional movie and TV show videos, there has also been a surge in the popularity of music videos. The release of "Thriller" by Michael Jackson has been a major success, with over 10 million copies sold worldwide.

The success of these videos has prompted many studios to release more original movies and TV shows on video. This has led to a competition between studios to acquire the rights to the most popular programs and movies.

Despite this competition, the video industry continues to grow. With the popularity of cable and satellite TV, and the growth of video rental stores, the demand for video cassettes is expected to continue to increase.

English Expertise

Not surprisingly, a number of these new directors are also consultants for the industry. In early England, primarily due to the fact that, as Keefco’s Neil Gower put it, “In London, there’s been no question about the power of promotional video and, as a result, there’s been more work in the past.” English video consultant Mike Totty, who has offices here in the late 70s and has been importing British directors here regularly ever since, most recently bringing over Philip Bloom, the director of the UK San Francisco videos by The Clash, and now has done productions for Michael Jackson, Paul McCartney, and the Who’s Roger Daltrey, Dudley Moore and Quincy Jones, among others. Gowers, Fields, Flat- tery’s Fields noted that among his firm’s new directors are Chris Grabon, whose previous credits are as a U.K. actor, such as Madness, The Undertones and Captain Sensible, and Don Letts, who has directed Rockers for his band The Clash.

Fields added that, in the U.S., his firm also represents Lime light, an English outfit that does various large corporate events for corporations such as AT&T, General Mills, and Julian Temple, both of whom have achieved some notoriety in the medium (Barron for his clips of the Human League, Orchestral Manoeuvres In The Dark and Joe Jackson, among others, and Temple for his direction of The Sex Pistols’ Great Rock ’n Roll Swindle.) Due to that reputation, they, like some other well known English directors (Russell Mulcahy, Brian Grant and David Mallett), have been able to find production work here as the British "look" has become popular.

A number of our videos come to us from international (CRI), and multi-reserved video Psychadelic Furs or Men At Work, they have a look that’s decidedly different than our domestic productions," pointed out Columbia Records, Debbie Newell.

Still, not everyone is in favor of that "look." Steve Khan, who until recently had served as a staff departmenet manager for RCA Records for many years and is now opening up his own independent production company, stresses content over concept. "When getting up on concepts," said the outspoken Khan in an interview during his last shoot for the label, a marathon session between the label and the artist. "Most of the concept videos tend to promote the song rather than the artist, and we’re selling the article to shoot in the direct interest of the record company."

A prime "interest" of the label was keeping to the budget, stressed Khan, for his department averages approximately $15,000 to $20,000 per song ("The most expensive one even with every cent of video shoot of the Village People for $65,000," he related). However, this is also in keeping with Khan’s attitude, sharing many of another’s in a similar position, that “higher-priced videos don’t necessarily get more play.”

Jarrar Kenny, an independent producer, agreed, and, taking the thought a step further, offered, "You don’t need $80,000 to go a good video. You need $800 to do a lavg video."

Tighter budgets, Kenny feels, have forced the producer to "be more resourceful and creative. There’s no amount of money that can substitute for a good idea."

Indeed, money is a key issue now for all of the directors and agencies. As Kenny Weaver put it, "Although the budgets haven’t gotten any bigger (for promotional videos), the expectations for what we can deliver have. And, with inflation eroding the purchasing power of those budgets, it’s a challenging situation, to say the least."

For Kenny, "we’ve gone from the medium from less creative but more monetarily rewarding areas such as television commercials for fast food to music videos can be troubling, considering," to Tim Newman, who recently shot his first clip, Randy Newman’s “I love L.A.,” for Warner Bros. "In an overall sense, it cost me money," Newman, partner in the firm of Jenkins, Covington, Newman, said of the experience, "In terms of lost work that’s much more profitable. In order to continue doing this, we have to substitute with corporate work."

And there are labels like Motown, whose budgets are being cut, according to Motown Prods. Nancy Lekakis-Wild, "we just can’t justify a lot of the expense, when we can’t get our acts on (outlets like) MTV because our music doesn’t fit their format...we’re in a video dilemma." (RCA’s Khan also noted that "we’re on a more AC end," and that "because our black artists won’t get the same amount of exposure for the money.")

In the end, though, there are "lots of reasons the industry is being targeted by the coverage that it that the MTV and similar outlets have had thus far and are confident that, as a result, there will be an increase in the number of letters that make it to the studio."

It’s about as adventurous an audio-visual medium as exists now," said director Newman.

Initial Officer Orders

Surpass Star Trek II

LOS ANGELES — Paramount Home Video reported last week that initial orders of 79,793 prerecorded video cassettes for its February release of An Officer And A Gentleman has been received, exceeding the record order for Star Trek II: The Wrath of Khan by 16%. As officially announced at the 1985 International Winter Consumer Electronics Show, Star Trek II: The Wrath of Khan was directed by Leonard Nimoy, and stars William Shatner as James T. Kirk, and is the fourth film in the Star Trek series. The film has a budget of $15 million and is expected to gross over $25 million in its opening weekend.

Delivery of An Officer And A Gentleman from distributors to video operators will occur on the 10th of February, 1985. The film grossed $25 million at the box office and was nominated for an Academy Award for Best Picture. The film stars Richard Gere as LT. Commander Alex V. Malloy, a fighter pilot who becomes a naval officer and is assigned to a ship in the Pacific. The film is directed by Tony Scott, and is produced by Jerry Bruckheimer.

NEW VIDEO SOFTWARE RELEASES

This listing of new video cassettes and video disc software releases is designed to keep home video retailers and distributors abreast of the latest product availability and can be used as an ordering guide. Product is separated into Categories and by release date. Each entry includes a catalog number and price. Some product listed may not have been assigned either a catalog number or price at press time.

NEW VIDEO SOFTWARE RELEASES

VIDEO

NEW VIDEO SOFTWARE RELEASES

LITTLE MISS MARKER
Cassette — MCA 55082 — $9.95
ODYSSEY OF THE PACIFIC
Cassette — MCA 55099 — $9.95
UTOPIA GROUP NONGRIEVEN LIVES
Cassette — MCA 55123 — $9.95
DAY OF THE JACKAL
Cassette — CBS/Fox 10040 — $9.95
HALLOWEEN III: SEASON OF THE WITCH
Cassette — MCA 71011 — $7.95
THE GUYANA TRAGEDY: THE STORY OF JIM JONES
Cassette — VICL 116 — $9.95
A GUN IN THE HOUSE
Cassette — VICL 199 — $9.95
THE HIDEAWAYS
Cassette — VICL 115 — $9.95
MARDI GRAS MASSECRACE
Cassette — VICL 114 — $9.95
A PLEASURE DOING BUSINESS
Cassette — MCA 55130 — $9.95
TALK OF THE TOWN — SHOWN
Cassette — VICL 117 — $9.95
MEMBERS OF A FAIRY GODMOTHER
Cassette — Video Gems 4110 — $9.95
EGGEPITO’S MUSIC SHOP
Cassette — Video Gems 4115 — $9.95
THE INCREDIBLE MASTER BEGGARS
Cassette — Video Gems 1070 — $9.95
SCOOBY DOO GOES HOLLYWOOD
Cassette — WorldVision 1001 — $9.95
CASPAR AND THE ANGELS
Cassette — WorldVision 1004 — $9.95
ATOMIC BEARS
Cassette — WorldVision 1007 — $9.95
JACK AND THE BEANSTALK
Cassette — WorldVision 1009 — $9.95
THE FUGITIVE
Cassette — WorldVision 5001 — $9.95
RULERS OF THE CITY
Cassette — VidCrest 102 — $9.95
BAD NEWS BEARS
Cassette — VidCrest 103 — $9.95
MEN AT WORK: FOR WOMEN ONLY
Cassette — VidCrest 104 — $9.95
SIZZLE: FOR MEN ONLY
Cassette — JLT 102 — $9.95
FOUR TOPS LIVE (Stereo)
Cassette — JLT 201 — $9.95
RICHARD SIMMONS FAMILY FITNESS
Cassette — Karl Video Corp. KA 43 — $9.95
THINGS AND WHISPERS: A LOOK AT LINGERIE
Cassette — Karl Video Corp. KA 44 — $9.95
ONE PASS AT MISSING PERSONS
Cassette — Karl Video Corp. KA 45 — $9.95
Pass Film and Video directly recently taped Capitol recording group Missing Persons live in concert at the Fox Warfield Theater in S.F. The feature film shoot was produced by John Weaver of Keefco Pros, and directed by Keith Mac-Millan.

Cash Box/Febuary 5, 1985

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WKTI IS THE PLACE — Michael Jonzun (r) of Tommy Boy recording group The Jonzun Crew recently visited urban contemporary station WKTI/New York to support his group’s forthcoming album “Lost in This World.” Jonzun, who coined the phrase “Space Is The Place.” Pictured with Jonzun is Carlos DeJesus, program director at p.m. weeknights. WBNY/New York Broadcasting is featuring WKTI in an interview feature ‘The Hot Ones.’ It will air Sunday nights between 8:00 and 9:00 p.m. Up the street, AOR station WPLJ plans to send some of its listeners to a private screening of ‘Space Is The Place.”

Savoy Personality WCXY/San Antonio has made the rounds of the newly created station to position Ray WGDW/Washington, D.C., where he was promotion director. Skipping across the Potomac, Ray finds that WABX, which recently changed its format from AOR to Top 40, has named Grant A. Santimore vice president and general manager of the 10-year veteran of Liggett Broadcasting. Santimore most recently served in a comparable post at WMFK/East Lansing, Mich. In Chicago, A/C outlet WCFL has adjusted its format to ‘ Chicago’s Ultimate Hit Music’ and recently added the WLS-TV sportscaster, to a similar post at the station. His sportscasts at air 5:20 on Monday mornings. His move is the result of an overhaul in management. Tom Morrera, overnight man at AOR station WNEW-FM/New York, has exited his post and is currently available. At present, no permanent replacement has been named, although the station recently hired WAPP/New York overnight man Ken Dachau to the air staff. Together with air personality Pete Law, whom the overnight shift is being filled. Frankie Crocker, PD at urban contemporary powerhouse WBLS/New York, staged his first annual Urban Contemporary awards show at the Savoy Theatre in Harlem. Among the guests were top urban acts, including Vanity 6 to gospel/soulstress Laura Branigan, who performed well, at $50 a ticket, the patrons could have expected more. Instead of awarding one winner in each category, AOR station WKFD/Frankford, Pa., actually gave multiple awards to artists. Atlanta and James Ingram and Paul McCartney and Stevie Wonder (for “Ebony and Ivory”). The Kicker was that the entire show — being taped for television — was being more or less rehearsed live before the audience. Frequent technical glitches, miscues and poor sound quality were but a few of the problems that marred this event, which, it is hoped, ‘will fix the mix,’ quipped Crocker on stage. A little planning may also be in order next time.

SYNDICATION INDICATORS — Outlook, the series of 90-second spots highlighting program industry news, is being presented by American Radio Networks, Inc. and the National Association of City Broadcasters, will focus all of its February shows to Black History Month. This year, spots will feature stories about such figures as York (a member of the Lewis & Clark expedition), frontiersman James Beckworth and inventor Lewis H. Latimer (who helped Alexander Graham Bell and Thomas Edison). The four black frontiers that fought in the Spanish-American War will also be profiled. Outlook is produced by Harwood Prods. . A two hour concert by Columbia recording artist Carlos Santana will be featured on DIR Broadcasting’s King Biscuit Flower Hour Feb. 6. The next week, portrait recording group Saga takes the stage as do Kansas and Capitol’s Missing Persons the following two Sundays . KMET/Los Angeles air personality Mary Murphy, who also hosts Off The Record, will host each week on its special for Excellence in Radio in The United States, 1976-1982, broadcast-market guide to the medium in those years. It contains overall trends, 170 separate market histories and station trading activities in these markets since 1970. For more information, call the CRC at (213) 494-1241, or write to CRC/ Duncan Media Enterprises, P.O. Box 2966, Kalamaazoo, Mich. 49003.

NETWORK NEWS — NBC’s Source is rebroadcasting its 90-minute concert of Grammy nominees John Cougar’s weekend concert at Denver’s Red Rocks Music Hall last August, features the Riva recording artist, who, along with his LP “American Fool,” has been nominated for Best Male Rock Vocal Performance, Album of the Year, Producer of the Year and Best Non-Classical Album Grammys by the National Assn. of Recording Arts and Sciences (NARAS) by Larry Rigsby.

Superstars Format Altered To Include More New Music

by Larry Rigsby

NEW YORK — In a radical departure from his past philosophy, AOR consultant Lee Abrams has recommended that his clients abandon their reliance on well-established AOR records in favor of lending the majority of airtime to newer records. He has also called for program directors to abolish light rotations.

In your typical AOR station, the top portion is played by eight old songs and four new ones,” said Abrams. “Now, we’d like it to see the other way around, and have the stations play the new stuff.

At the same time, Abrams wants his stations to maintain their identities as rock outlets. “The stations can play the New Styx and Triumph albums as well as the Psychedelic Furs, Duran Duran, Thomas Dolby, Missing Persons, U2 and the Fixx,” he said. “But we’re not going to be like KROQ because their sound is a little too extreme.”

Abrams suggested that there are two types of AOR stations, “We’ve got a non-committal group and a wave top 40 station.” Additionally, Abrams was non-committal about giving airplay to black artists. “If it’s a good record, we’ll go on it,” he added.

The Atlanta-based consultant expects that the recommendations will be a turning point for AOR stations, and some have already changed their playlists to conform to his recommendations.

Abrams’ policy change, announced to his clients at recent conventions in Orlando, Fla., applies only to his original Superstars stations, and not to such stations as WMMS in Cleveland and WMET in Chicago, which have research-only agreements with him. Nor does it apply to the one independent station, Superstars II station, nor WNEW-FM, which has a similar arrangement with him. Those two stations have strong oldies formats.

Return To The Sixties

Abrams, who consults approximately 100 stations nationwide, likened this year to the late 1960s, when rock was the underground movement that became widespread,” said Abrams. “It’s been the same thing for new artists.

A spot check of Superstars program managers throughout the country revealed different reactions to the new format. At WIEV in Chicago, a rocker with a strong bent for heavy metal, music director Ron Nenni looks forward to a fresher approach at his station, although he will by no means abandon his commitment to AOR.

Sebastian Plans To Bow New Radio Consultancy

NEW YORK — AOR consultant John Sebastian plans to close his firm, Sebastian, Casebolt & Co., to focus on a new consultancy. “It’s going to be a brand new company with a brand new format, unlike anything currently in the marketplace,” said Sebastian. “It goes into effect July 1, and I can’t really say anything about it until then.”

Nonetheless, the new format is expected to be aimed at older demographics than AOR, and to use both old and new music, he adds, except for a completely new staff. “I’m going to have to start this from scratch,” he said.

Sebastian plans to close down his current offices, liquidate his assets and lay off his employees, Steve Casey, his partner, plans to form a new company to fill the void left by the dissolution of their joint venture. “Until then, it will be status quo for our clients,” said Sebastian.

Canadian Gov’t Urges On-Air AM Stereo Tests

by Kirk LaPointe

OTTAWA — Experiments on-air to develop a single standard over the next year by the Canadian Radio Telecommunications Commission (CRTC), the federal broadcast regulator, says it agrees in principle with aims of the Canadian Association of Broadcasters that field trials over the airwaves should begin “as quickly as possible” to develop a standard for AM stereo transmission.

The CRTC said short-term experiments are the best possible solution to bringing about uniform development of a standard and encouraged broadcasters to apply to the Department of Communications for field-trial approval.

The Department recently, however, issues technical guidelines that enforces technical viability of broadcast, while the CRTC licenses and sets content regulations.

Last September, the Department said it wanted to get experiments under way as soon as possible so it could develop a “standard” over the next year. It invited the CRTC to comment on its decision, and in a little-published ruling Jan. 21, the CRTC gave its conditional go-ahead for the trials.
1 FLOCK OF SEAGULLS - JIVE/ARISTA
SALES: Fair in all regions.

6 PAT BENATAR - GET NERVOUS - CHRYSALIS
ADDS: None. HOTS: WMMS, WKSO, KSJO, WPLR, WYFE, WBLM, KMET, KBPI, KEZY, MEDIUMS: WKLS, WBAB, PREFERRED TRACKS: Little, Shadows.
SALES: Good to moderate in all regions.

9 THE CLASH - COMBAT ROCK - EPIC
ADDS: None. HOTS: KNAC, WHFS, WLIR, MEDIUMS: WOUR, WHGM, WBLM, KSHE, PREFERRED TRACKS: Cathay, Should.
SALES: Good to moderate in all regions.

10 PHIL COLLINS - HELLO, I MUST BE GOING! - ATLANTIC
ADDS: None. HOTS: KEZY, KBPI, KNX, KLLO, WMMS, WOUR, WKSO, KNAC, WHFS, WPLR, WBAB, KMET, MEDIUMS: WKLS, KNAC, KSJO, KEZY, PREFERRED TRACKS: Hurry, Wall.
SALES: Good to moderate in all regions.

93 CULTURE CLUB - KISSING TO BE CLEVER - VIRGIN/EPIC
SALES: Good to moderate in all regions.

126 RED RIDER - NERUDA - CAPITOL
ADDS: None. HOTS: WMMS, WOUR, WSKE, WYFE, MEDIUMS: WMMS, WKSO, WPLR, WBAB, WBLM, KMET, PREFERRED TRACKS: Open.
SALES: Good to moderate in all regions.

188 NEIL SCHON/JAN HAMMER - HERE TO STAY - COLUMBIA
ADDS: WBLM, HOTS: WOUR, KSJO, MEDIUMS: WLIR, WMMS, WSKS, KBPI, WBAB, KMET, PREFERRED TRACKS: Open.
SALES: Moderate to fair in all regions.

2 STRAY CATS - BUILT FOR SPEED - EMI AMERICA
ADDS: None. HOTS: KLLO, WKLS, KNAC, WHFS, WYFE, WBAB, KEZY, MEDIUMS: WMMS, WOUR, WSKE, KMGN, WBLM, PREFERRED TRACKS: Rock, Roll.
SALES: Good in all regions.

15 SUPERTRAMP - FAMOUS LAST WORDS - A&M
ADDS: None. HOTS: WMMS, WSKS, KSJO, WBAB, KMET, MEDIUMS: WLIR, WPLR, WYFE, WBABM, PREFERRED TRACKS: Calling, Led.
SALES: Good to moderate in all regions.

19 TRUMP - NEVER SURRENDER - RCA
ADDS: None. HOTS: WMMS, WSKS, KSJO, WBAB, KMET, MEDIUMS: WLIR, WPLR, WYFE, WBAB, PREFERRED TRACKS: Title, Way.
SALES: Good to moderate in all regions.

194 VANDENBERG - ATCO
ADDS: KMET, WMMS, WSKS, WBAB, MEDIUMS: WPLR, KLLO, KSJO, WBLM, WBAB, WLIR, PREFERRED TRACKS: Little, Mr. Soul.
SALES: Moderate to fair in all regions.
Canadians Agency Government Urges On-Air Test Of AM Stereo Systems

OTTAWA — The federal government’s stereo broadcasting strategy appears to have been split up and faced delays of several months as pieces of it will be introduced in up to three stages, Communications Department sources say.

Although the strategy — a green paper listing government’s intention to proceed with legislation and tax incentives to revise current regulations — has been expected as early as last October, officials within the department now say the strategy has been divided.

It is expected Communications Minister Francine Fox will outline the broad elements of the strategy in a speech this week and that other details will be issued through the throne speech at the beginning of the new session of Parliament. In Finance Minister Marc Lalonde’s next budget.

The rest of the latter two events are expected before March.

The broadcasting strategy, widely leaked in draft form last fall, will now be considered by a high-powered cabinet committee formed in the wake of the Appleby-Herbart arts inquiry report last November.

Drafts of the strategy paper sent to cabinet last fall indicated the government was considering wider powers to control the Canadian radio-television and Communications Commission (CRTC), the federal broadcasting regulatory agency. There were also measures to tax the private broadcasting sector to funnel those revenues into programming productions.

CBS Intl' Certifications

NEW YORK — Several CBS Records International labels have been certified with gold and platinum records abroad recently. Leading the list is CBS recording artist Billy Joel, whose “Nylon” album has been certified platinum in Australia, Japan, and Canada.

In addition, the “Nebraska,” by CBS recording artist Bruce Springsteen, was certified gold in both the U.K. and Australia. “Midnight Love,” by CBS recording artist Marvin Gaye, was also certified gold in the U.K.

The new lineup has been split up as gold and platinum examples are also available in France, Japan, and Australia.

The strategy, which was announced by an Italian group of sound engineers, who created a special microphone, has been recorded in three dimensions. The undertaking is called “Holophonic System,” and the company set to follow the development of Ohiphone International, managed by Umberto Maggi presented the new microphone at MIDEM.

Canadian Broadcasting Strategy Paper Delayed

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Argentina

Argentina

INTERNATIONAL BESTSELLERS

ITALY

TOP TEN 45s

1. Words — F.R. David — CBS/Carrere
2. London Calling — The Clash — CBS
3. Hard To Say I’m Sorry — Chicago — WEA/Full Moon
4. Non Siamo in Perta — Paolo Baccili — RCA
5. Ballo Ballo — Raffaella Carrá — CBS/Ghispa
6. I Fumi — Ennio Morricone — RCA/Verve
7. Your Eyes — Cock Da Basset — CBS
8. Basta un Pugno di Fiori — Cristina Branco — RCA
9. Gomma Gomma — Luca e Manuela — Cinetone
10. Piccolo Amore — Roberto Benigni — EMI

TOP TEN LPs

1. L’Arca Di Noe — Franco Battiato — EMI
2. Alex O — Vasco Rossi — CBS
3. Momenti — Julio Iglesias — CBS
4. We Are The World Zero — RCA/Zerolendia
5. Love Over Gold — Dire Straits — PolyGram/Vergo
6. Fatti Prima — Beppe Grillo — CBS
7. John Lennon Collection — John Lennon — EMI
8. Uh... U... — Adriano Celentano — CBS/Clarin
9. Amarcord — Francoforte Fortis — PolyGram/Philips
10. Italia — Mina — PDI

Musica Edischi

UNITED KINGDOM

TOP TEN 45s

1. Down Under — Men At Work — Epic
2. You Can’t Hurry Love — Phil Collins — Virgin
3. The Story Of The Blues — Wahl — Eternal
4. Electric Avenue — Eddy Grant — CBS
5. Stepping Out — Joe Jackson — A&M
6. Dance To The Music — The Grenadines — Virgin
7. Heartache Avenue — The Melodines — Ready, Steady, Go
8. Sign Of The Times — Bon Jovi — Polygram
9. Can’t Stand Being In Love — Saxon — Virgin
10. The Cutter — Echo & The Bunnymen — Korova

Melody Maker

TOP TEN LPs

1. Business As Usual — Men At Work — Epic
2. The Best Of... — Rod Stewart — Virgin
3. The Art Of Falling Apart — Small Cell — Some Bizarre
4. From the Beginning... — Brotherhood Of Man — Island
5. The John Lennon Collection — John Lennon — EMI
6. The Chicago仔细 — The Chicago仔细 — EMI
7. Riders Of The Pink Cadillac — Various Artists — Ronco
8. The War Zun — Various Artists — Capri
9. Friends — Shalamar — Solar
10. Live Evil — Black Sabbath — Vertigo

Melody Maker

ARGENTINA

TOP TEN 45s

1. Olvidame — Pimpinela — CBS
2. Nathaniel — Nathaniel — CBS
3. Da Da Da — Trio — PolyGram
4. Solis — Marlusa — CBS
5. Una Mensa — Los Barbaros — RCA
7. Ojo De Tiger — Survivor — CBS
8. Vos, Yo, Uno Mas Uno — Sandra Mihanovich — Mironon
9. Uno Mas Uno — Luis Miguel — EMI

TOP TEN LPs

1. Pimphela — Pimphela — CBS
2. Los Tres Hermanos — Los Tres Hermanos — CBS
3. 17 Top Hits — various artists — PolyGram
4. Hum — Humberto — PolyGram
5. Como Un Pajarito Libre — Mercedes Soza — PolyGram
6. Actriz — Actriz — PolyGram
7. Alegría — Alegría — Quinteto Imperial — RCA
8. Celeste Carballo — Celeste Carballo/S/S-interdisc
9. Winner — Winner — PolyGram
10. Alegría — Gian Franco Pagliuca — EMI

PREMIEROS

INTERNATIONAL DATELINE

Canada

TOP TEN 45s

1. Olvidame — Pimpinela — CBS
2. Nathaniel — Nathaniel — CBS
3. Da Da Da — Trio — PolyGram
4. Solis — Marlusa — CBS
5. Una Mensa — Los Barbaros — RCA
7. Ojo De Tiger — Survivor — CBS
8. Vos, Yo, Uno Mas Uno — Sandra Mihanovich — Mironon
9. Uno Mas Uno — Luis Miguel — EMI

TOP TEN LPs

1. Pimphela — Pimphela — CBS
2. Los Tres Hermanos — Los Tres Hermanos — CBS
3. 17 Top Hits — various artists — PolyGram
4. Hum — Humberto — PolyGram
5. Como Un Pajarito Libre — Mercedes Soza — PolyGram
6. Actriz — Actriz — PolyGram
7. Alegría — Alegría — Quinteto Imperial — RCA
8. Celeste Carballo — Celeste Carballo/S/S-interdisc
9. Winner — Winner — PolyGram
10. Alegría — Gian Franco Pagliuca — EMI
ANY VOLUNTEERS — Epic recording artist Chaste Daniels hosted Volunteer Jam XI at MerleFest on April 22, pulling another sell-out for the event, which annually presents a host of unannounced name entertainers from a variety of musical genres. Among the acts on hand for the 1983 Jam were R&B innovator James Brown, country music stars Waylon Jennings, Woody Newman, and Mike Hartfield, all of whom helped produce the album. Among the acts on hand for the 1983 Jam were R&B innovator James Brown, country music stars Waylon Jennings, Woody Newman, and Mike Hartfield, all of whom helped produce the album. Among the acts on hand for the 1983 Jam were R&B innovator James Brown, country music stars Waylon Jennings, Woody Newman, and Mike Hartfield, all of whom helped produce the album. Among the acts on hand for the 1983 Jam were R&B innovator James Brown, country music stars Waylon Jennings, Woody Newman, and Mike Hartfield, all of whom helped produce the album.
COUNTRY

TOP 75 ALBUMS

1 MOUNTAIN MUSIC
   ALABAMA (RCA APL 1-4229) 148
2 ALWAYS ON MY MIND
   WILLIE NELSON (Columbia FC 37681) 247
3 HIGHWAYS & HEARTBREAKS
   RICKY SKEAGS ( Epic FE 37996) 319
4 GOING WHERE THE LONELY GO
   MERLE HAGGARD (Epic FC 36059) 412
5 JUST SYLVIA
   SYLVIA (RCA APL 1-4313) 744
6 HANK WILLIAMS, JR.'S GREATEST HITS
   (Fonitized APL 60193-1) 617
7 WYNYRD BRYANT
   WYNYRD BRYANT (RCA APL 1-4305) 516
8 RADIO ROMANCE
   EDDIE RABBITT (Epic 51060) 1615
9 THE WINNING HAND
   KRIS KRISTOFFERSON, WILLIE NELSON, DOLLY PARTON AND BRENDA LEE (Monument JWG 38289) 1211
10 ANNIVERSARY - TEN YEARS OF HITS
   GEORGE JONES (Epic KTZ 36236) 1013
11 IT AIN'T EASY
   JANE FRIEDEL (Columbia FC 38214) 1117
12 LAST DATE
   EMILY HARRIS (Elektra/Curb 02091-1) 1413
13 A TASTE OF YESTERDAY'S WINE
   MERLE HAGGARD & GEORGE JONES (Epic FC 38020) 43123
14 THE BELLAMY BROTHERS GREATEST HITS
   (Warner Bros./Viva 91246) 1724
15 SOMEWHERE BETWEEN RIGHT AND WRONG
   EARL THOMAS CONLEY (RCA APL 1-4340) 1521
16 TRUE LOVE
   CRYSTAL GAYLE (E Masters 60209-1) 1810
17 GREATEST HITS
   DOLLY PARTON (RCA APL 1-4422) 918
18 QUIET LIES
   JUICE MELLON (Columbia ST-12019) 1937
19 SURE FEELS LIKE LOVE
   LARRY GATLIN & THE GATLIN BROTHERS (RCA APL 1-4450) 1616
20 WILD & BLUE
   JOHN ANDERSON (Warner Bros. 23731-1) 2116
21 PONCHO & LEFTY
   PONCHO WILLIAMS & LEFTY WILSON (Epic 47958) 512
22 WAITIN' FOR THE SUN TO SHINE
   RICKY SKEAGS (Epic FE 37933) 2280
23 THE BIRD
   JERRY REED (RCA APL 1-4520) 2311
24 INSIDE AND OUT
   LEE GREENWOOD (MCA-5305) 2541
25 BUSTED
   JOHN CONLEE (MCA 5310) 3943
26 WILLIE NELSON'S GREATEST HITS (AND SOME THAT WILL BE)
   WILLIE NELSON (Elektra/Curb 75452) 2662
27 STRAIT FROM THE HEART
   GEORGE STRAIT (MCA-930) 2752
28 FEELS SO RIGHT
   ALABAMA (RCA APL 1-2930) 2488
29 MY HOMES IN ALABAMA
   ALABAMA (RCA APL 1-2644) 29135
30 COME TRUST ME
   MARTY ROBBINS (Elektra/Curb 663) 3029
31 PUT YOUR DREAMS AWAY
   MICKEY GILLEY (Epic FE 38282) 3125
32 BIGGEST HITS
   MARTY ROBBINS (Columbia FC 3309) 337
33 STRONG WEAKNESS
   THE BELLAMY BROTHERS (Elektra/Curb 9 26101-1) 347
34 DREAM MAKER
   CONWAY TWITTY (Epic 61012-1) 3218
35 SOMEWHERE IN THE STARS
   ROSANNE CASH (Columbia TC 37570) 3033
36 GET CLOSER
   LINDA POPPENSTICHT (Asylum 9 90165) 3612
37 HONKYTONK MAN
   ORIGINAL SOUNbTTRACK
   (Warner Bros./Viva 8 25729-1) 384
38 THE FAMILY'S FINE, BUT THIS ONE'S ALL MINE!
   DAVID FRIEZELL (RCA APL 1-44458-1) 2831
39 OUR BEST TO YOU
   FRIZZELL & WEST
   (Warner Bros./Viva 9 27574-1) 403
40 MICHAEL MARTIN MURPHY
   (Liberty LT 511290) 4422
41 PERFECT STRANGER
   T.G. SHEPPARD
   (Warner/Curb 37376-1) 4116
42 LOVE WILL TURN YOU AROUND
   KENNY ROGERS (Liberty LO 51124) 4230
43 SOUNDS LIKE LOVE
   JOHNNY LEE
   (Full Moon/A&M 60147-1) 4316
44 BIG CITY
   MERLE HAGGARD (Epic FE 37585) 3766
45 BIG AL DOWNING
   BIG AL DOWNING
   (RCA TRS-2091) 1
46 KENNY ROGERS
   GREATEST HITS
   KENNY ROGERS (Liberty LO 10179) 4965
47 CONWAY'S #1 CLASSICS
   VOL. II
   CONWAY TWITTY
   (Epic 82089) 483
48 GREATEST HITS
   OAK RIDGE BOYS
   (MCA-6150) 5102
49 THE DAVID FRIZZELLE AND SHELLY WEST ALBUM
   (Warner Bros./Viva 8 25764) 5053
50 MERLE HAGGARD'S GREATEST HITS
   MERLE HAGGARD (MCA-5386) 582
51 INSIDE
   KENNY NELSON
   (RCA APL 1-4311) 7033
52 16TH AVENUE
   JACKET DOLTON (Columbia FC 37975) 5528
53 THE BEST LITTLE WHOREHOUSE IN TEXAS
   ORIGINAL SOUNDTRACK
   (MCA-6112) 642
54 THE LEGEND GOES ON
   SHOES
   (MCA-5301) 6422
55 THE BEST OF BOXCAR, VOL.
   ONE
   BOXCAR WILLIE
   (Main Street SY-7203) 5512
56 HE SET MY LIFE TO MUSIC
   BARBARA MANDRELL
   (Charley 73002) 5616
57 TOO GOOD TO HURRY
   CHARLIE MCCOY (Capitol FE 36804) 5716
58 TOM JONES COUNTRY
   (Mercury/PolyGram SMH-4049) 5216
59 GREATEST HITS
   ANNE MURRAY (Columbia SOO-12110) 594
60 THE BEST OF JERRY LEE
   LEWIS
   (MCA-60518-1) 6012
61 THE ELVIS MEDLEY
   ELVIS PRESLEY
   (RCA APL 1-4530) 537
62 STEVE WARDINER
   (RCA APL 1-4154) 6212
63 UNLIMITED
   REBA MCENTIRE
   (Mercury/PolyGram SMH-1047) 6730
64 GREATEST HITS
   JANE FRIEDEL
   (Columbia FC 38 301) 4512
65 CONWAY'S #1 CLASSICS
   CONWAY TWITTY
   (Mercury/PolyGram SMH-3795) 6521
66 BOBBIE SUE
   BOBBIE SUE (MCA-5294) 6951
67 THE MAN WITH THE GOLDEN THUMB
   JERRY REED (RCA APL 1-4215) 7236
68 LISTEN TO THE RADIO
   DON WILLIAMS (MCA-5308) 6643
69 BIGGEST HITS
   MICKY GILLEY
   (Buck FE 38330) 477
70 GREATEST HITS
   MOE BANFI
   (Columbia FC 3501) 1
71 THE PRESSURE IS ON
   HANK WILLIAMS, JR.
   (Epic/Curb FC 60018) 6114
72 A LITTLE MORE RAZZ
   RAZZ BALEY
   (RCA APL 1-4423) 638
73 HIGH NOTES
   HANK WILLIAMS, JR.
   (Epic/Curb FC 60010) 6472
74 JUST HOOKED ON COUNTRY
   THE ALANNA BOPS ORCHESTRA
   (Liberty LCP 40089-1) 6625
75 THIS DREAM'S ON ME
   GENE WATSON (MCA 5329) 7126

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AD DEADLINE: FEBRUARY 4, 1983

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COUNTRY
COUNTRY RADIO

THE COUNTRY MIKE

GREENWOOD/ROGERS CHALLENGE — Bobby Mackey, WSAL/Cincinnati and MCA Records are inviting listeners to take the "Lee Greenwood Challenge." Participants will be asked to listen to "A Love Song," written and also to Greenwood's version of the same song (which he also wrote), and pick their personal favorite. The contest began Jan. 24, and everyone who takes the challenge receives one dollar off the purchase of Greenwood's "Inside Out" album and an "I Took the Lee Greenwood Challenge" button. Contestants will also be registered to win two Walkman cassette players to be given away by MCA Records. The drawing will be held Feb. 5 during an in-store promotion, and the first 50 winners can purchase two-for-one tickets to see Greenwood live at Bobby Mackey's Country Bar on Feb. 14.

COUNTRY ROAD PROMISES — Newly syndicated Lee Arnold On A Country Road (CJW, Jan. 22) premiered the weekend of Jan. 15-16 on 175 stations nationwide. John Rivers, morning air personality at KYU/Dallas, has been named producer of the program by Broadcast International, the radio production arm of the Osmond Entertainment Centre, which produces the program for Mutual. Rivers is currently the host/producer of Powerline, a syndicated weekly program, and has worked both on and off the air at KNUS/Dallas, KLUV and KFJZ/Fort Worth. A native of Mississippi, his career began at WEKE/Stark, where he was a disc jockey.

SNO-BALL BONANZA — WHK/Cleveland sponsored its second annual Sno-Ball Tournament Jan. 22-23. The annual event was to benefit the March Of Dimes and placed on softball fields throughout Cuyahoga County. Over 150 area residents registered to play in the tournament, a double elimination, no-run gutter event.

NEW FORMAT — Country station WAIM/Anderson has made a major change in format, adopting a Solid Gold Adult Contemporary sound. The change was made by station manager Bob Nations and was effective Jan. 21.

STATION CHANGES — Ray Coffman has been appointed operations director for KYNN-AM/OFM-Omaha. Coffman previously served as KYNN's program director and has 18 years experience in the field of programming and management... Mayse Stewart has been named national sales director for WPXK-FM/AM/Atlanta, D.C. Stewart has been with KXK-FM since September 1982 as an account executive. In July of 1982, she was promoted to sales manager for WRAM-AM. Stewart has 15 years of broadcast experience, as she has worked for WMAL, D.C. and KOII/Seattle... Anya Kaufman has been named account executive on the WPXK sales staff. Kaufman replaces Patricia Nolan, who is leaving to become a media director at Earl Palmer Brown, one of Washington's largest advertisers of radio and television.

KLR/Little Rock has a new after-midnight disk jockey. Program/music director Jeff Davies welcomes Barbara Condrt as his partner on the 6:00-10:00 a.m. morning show. Ward was formerly at KARD/Little Rock where she was a talk show hostess. Sonny Victory remains on the air on his fourth year at the station. His show is from 10:00 a.m. to 3:00 p.m. Michael York entertains during the afternoon drive from 3:00 to 7:00 p.m. York also serves as promotions director... Steve Edwards is the youngest member of the lineup, filling in the 7:00 p.m.-midnight slot. Edwards is also in charge of sports programming.

FAITHFUL FANS LINE UP — KXXY-FM/Oklahoma City held an autograph party for vocal duo David Frizzell & Shelly West at a local department store. An estimated 800 to 1,000 fans stood in line to meet the artists and get their autographs. The two were in town performing at the Red and Custom Show. Jannia butler

SINGLES REVIEWS

MOST ADDED COUNTRY SINGLES

1. SOUNDS LIKE LOVE — JOHNNY LEE — ELEKTRA/ASYLUM — 40 ADDS
2. YOU'RE THE FIRST TIME I'VE THOUGHT ABOUT LEAVING — REBA McENTIRE — MERCURY/POLYGRAM — 30 ADDS
3. DOWN ON THE CORNER — JERRY REED — RCA — 24 ADDS
4. WE'VE GOT TONIGHT — KENNY ROGERS & SHEENA EASTON — LIBERTY — 21 ADDS
5. ALMOST CALLED HER BABY BY MISTAKE — LARRY GATLIN and the GATLIN BROTHERS BAND — COLUMBIA — 20 ADDS

MOST ACTIVE COUNTRY SINGLES

1. WHEN I'M AWAY FROM YOU — THE BELLAMY BROTHERS — ELEKTRA/CURB — 63 ADDS
2. THE ROSE — OWAY TWINT — ELEKTRA — 62 ADDS
3. SHINE ON — GEORGE JONES — EPIC — 61 ADDS
4. I WOULDN'T CHANGE YOU IF I COULD — RICKY SKAGGS — EPIC — 57 ADDS
5. YOU DON'T KNOW LOVE — JANIE FRICKE — COLUMBIA — 52 ADDS


The boys from Ft. Payne have tightened up their production, using their trademark harmonies and favored tempo change (i.e. "Mountain Music," "Tennessee River"), while adding new twigs to an already distinctive style. They seem to have added a touch of Gatlin to their combined voices, and a brushing of a capella chorus brings all into a flying finale. The out is the first single from their forthcoming LP, "The Closer You Get," and has an outside shot at crossover status.

GEORGE STRAIT (MCA-52162) Amariello By Morning (2:52) (Cotillion Music, Inc./Terry Stafford Music — BMI) (T. Stafford, P. Fraser) (Producer: B. Mavis)

Producer Blake Mavis has commendably transformed Strait from a western bar singer to a poised and penetrating crooner without sacrificing the Texan fiddle sensibilities that are so much a part of his heritage. "Amariello" builds from its gentle melodic base into a commanding yet understated setting for Strait's husky vocal work, closing with a stark fiddle passage provided by Statesider Rob Hajas.

FEATURE PICKS


NEW AND DEVELOPING


Wolf sounds at times like Con Hunley in this rendition of a dying ember kept alive by habit. With a twinking — almost bell-like — introduction, the string-laden production weaves a well-played contrast to Wolf's deep-throated fabric, embalming the plaintive lyrical quality with an effective air of remorse.

WISH YOU WERE HERE TONIGHT — Ray Charles — Columbia FC 38293 — Producer: Ray Charles — List: None — Bar Coded

In his return to the genre, Charles delivers an LP oozing with solid country textures such as a predominant steel guitar with occasional mandolin and drums. Occasional R&B horn inflections make their way into the platter, but their entry is kept to a minimum while maximum use is made of Charles' gritty, emotional approach and earthy stylings. He swaggers through the entire set with one of the most emotionally captivating collections to emerge from Nashville in some time.

STILL I LOVE YOU IN THE SAME OL' WAY — Moe Bandy — Columbia FC 38199 — Producer: Ray Baker — List: None — Bar Coded

Predictably, Bandy remains true to the perennial honky tonk sounds that brought him into national prominence. While the melodies are often quite unadventurous, the lyrics and soothing backbeat are the focal point here, and Bandy interweaves interesting images of chestin', football, Texas and furniture with a number of cleverly written pieces.

SINGLE REVIEW

PROGRAMMERS PICKS

Jay Richards WPTR/Albany
Bob Cole WPXK-FM/Atlanta
Jim Strickland KRBQ/Denver
Wait Barcus WDSD/Dover
Jim Williams KOKO-FM/Austin
Henry Jay WGTQ/Cypress Gardens
Marvin Paul KNAL/Victoria
Rick Turner KFKF/Kansas City
Bill Berg WWVA/Wheeling
PRIORITY STARTS OUT 83 WITH SALES CONFERENCE — Priority Records recently held a First Quarter Sales Conference to coordinate plans for the ensuing year and unify the sales force into a cohesive unit. Pictures in the conference (l-r): Jimmy Bass, Lee Marinello, Tommy Daniels, telephone sales manager Jeff Law and Carl Bradley. In the back row are (l-r) sales director Steve Bock, Jim Howland, Rusty Matz, Mark Schmitz, Bob Gurich and Bob Windoffer.
TOO COLD
Cash

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GET IN IT — Sound of New York recording group Indep recently performed at a party at New York's 20th Century/21st Century hotel.据一位正在参观的客人称，该酒店的气氛相当热烈。

Cash
congratulates Louis McCall of Mercury/Polymag group Can Funk Shun and his wife, Linda Loo, on the birth of their first child, Dana. A birthday party was held there as well. New York records act Roundtree will be in Philadelphia Jan. 31 to perform at the opening of the program. 

Cash
to perform its single, "Hit On You," and to celebrate the opening of the New York-bred and headquartered tour in an American suburb. An added surprise was the sneak preview of "Angel Woman," the latest offering by singer Rhonda Hughes.

EUROPA EXCURSION — The 17th annual EUROPA gathering in Cannes, France last week (Jan. 24-Feb. 3) attracted a wide range of entertainment industries. In terms of the recording industry, black music was represented by two of its greatest assets, Motown act The Commodores and The Gap Band, joined by fellow Top Executive acts Yarbrough & Peoples and The Whispers. The group also participated in the taping of the first global television special to occur in connection with MIDEM. The group is set for a performance at Monte Carlo, Milan, Munich and Amsterdam, followed by the Band Gap Band performed June 27 at the New Palais. The following day, The Gap Band, along with Y&P and Gojo, performed at the Manhattan Club in Leuven, Belgium. During February, Total Experience acts will continue their next European performance tours, beginning in Cannes, the Baden-Baden (Germany), Paris, London and Birmingham (England). While in Baden-Baden, the Total Experience will perform live for the Leido & Leutte television special at the Southwik (set). 

THE RHYTHM SECTION

SHORT CUTS — Despite double album packaging, the economy and the resilience of '90s radio to his music, Warner Bros. act Prince copied his third gold album with "99," "Controversial" and "Prince" are not only from his fortune. Also, Cash box confirms Louis McCall of Mercury/Polymag group Can Funk Shun and his wife, Linda Loo, on the birth of their first child, Dana. A birthday party was held there as well. New York records act Roundtree will be in Philadelphia Jan. 31 to perform its single, "Hit On You," and to celebrate the opening of the New York-bred and headquartered tour in an American suburb. An added surprise was the sneak preview of "Angel Woman," the latest offering by singer Rhonda Hughes.

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<table>
<thead>
<tr>
<th>#</th>
<th>TOP 100 BLACK CONTEMPORARY SINGLES</th>
<th>Artists</th>
<th>Year</th>
<th>Label</th>
<th>Peak Position</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>&quot;Outstanding&quot;</td>
<td>The Gap Band</td>
<td>1983</td>
<td>The Gap Band</td>
<td>15</td>
</tr>
<tr>
<td>2</td>
<td>&quot;Heartbeats&quot;</td>
<td>Yarbrough &amp; Peoples</td>
<td>1983</td>
<td>Epic</td>
<td>5</td>
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<tr>
<td>3</td>
<td>&quot;Betcha She Don't Love You&quot;</td>
<td>Kashif</td>
<td>1983</td>
<td>Atlantic</td>
<td>1</td>
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<tr>
<td>4</td>
<td>&quot;Are You Serious?&quot;</td>
<td>Toots &amp; The Maytals</td>
<td>1983</td>
<td>Virgin</td>
<td>13</td>
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<tr>
<td>5</td>
<td>&quot;The Girls I Used To Know&quot;</td>
<td>Michael Jackson</td>
<td>1983</td>
<td>Epic</td>
<td>13</td>
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<tr>
<td>6</td>
<td>&quot;Sexual Healing&quot;</td>
<td>Marvin Gaye</td>
<td>1983</td>
<td>Motown</td>
<td>2</td>
</tr>
<tr>
<td>7</td>
<td>&quot;Put It in a Magazine&quot;</td>
<td>Sonny Charles</td>
<td>1983</td>
<td>Golden</td>
<td>19</td>
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<td>8</td>
<td>&quot;Billie Jean&quot;</td>
<td>Michael Jackson</td>
<td>1983</td>
<td>Epic</td>
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<td>9</td>
<td>&quot;Bad Boy&quot;</td>
<td>Ray Parker Jr.</td>
<td>1983</td>
<td>Motown</td>
<td>10</td>
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<td>10</td>
<td>&quot;Fall In Love With Me&quot;</td>
<td>After the Fire</td>
<td>1983</td>
<td>CBS</td>
<td>30</td>
</tr>
</tbody>
</table>

**Alphabetized Top 100 B/C (Including Publishers and Licenses):**

**January 1983:**
- "I Can't Make You Love Me" - Aretha Franklin
- "You Are My Sunshine" - Al Green
- "You're All I Need For Christmas" - Barbra Streisand

**February 1983:**
- "The Game" - Wham!
- "The Power of Love" - Huey Lewis & The News
- "I Will Survive" - Gloria Gaynor

**March 1983:**
- "Rock With You" - Michael Jackson
- "Like a Virgin" - Madonna
- "Shake" - MC Hammer

**April 1983:**
- "The Message" - Grandmaster Flash & The Furious Five
- "Walking in Memphis" - Chris Isaak
- "Ikarians" - The Isley Brothers

**May 1983:**
- "The Final Countdown" - Europe
- "The Power of Love" - Huey Lewis & The News
- "I Can't Make You Love Me" - Aretha Franklin

**June 1983:**
- "Born to Run" - Bruce Springsteen
- "If You Don't Know Me By Now" - Righteous Brothers
- "The Power of Love" - Huey Lewis & The News

**July 1983:**
- "Can't Help Myself (Sugar Pie, Honey B)" - Four Tops
- "The Power of Love" - Huey Lewis & The News
- "I Can't Make You Love Me" - Aretha Franklin

**August 1983:**
- "The Power of Love" - Huey Lewis & The News
- "I Can't Make You Love Me" - Aretha Franklin
- "The Power of Love" - Huey Lewis & The News

**September 1983:**
- "The Power of Love" - Huey Lewis & The News
- "I Can't Make You Love Me" - Aretha Franklin
- "The Power of Love" - Huey Lewis & The News

**October 1983:**
- "The Power of Love" - Huey Lewis & The News
- "I Can't Make You Love Me" - Aretha Franklin
- "The Power of Love" - Huey Lewis & The News

**November 1983:**
- "The Power of Love" - Huey Lewis & The News
- "I Can't Make You Love Me" - Aretha Franklin
- "The Power of Love" - Huey Lewis & The News

**December 1983:**
- "The Power of Love" - Huey Lewis & The News
- "I Can't Make You Love Me" - Aretha Franklin
- "The Power of Love" - Huey Lewis & The News

Spinners, KPRS Mercury/R.

Ex R. Janet Q.

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Mahogany,

Mercury/R.

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WAMO,

Bar-Kays,

Work,

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MOTOWN BAND

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<th>Artist</th>
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<tr>
<td>35 THREE LOCK BOX</td>
<td>Sammy Hagar (Geffen GHS 2021)</td>
<td>WEA</td>
<td>41 7</td>
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<tr>
<td>36 MOUNTAIN MUSIC</td>
<td>STRAY CATTLE (RCA APL 1-4290)</td>
<td>RCA</td>
<td>37 47</td>
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<tr>
<td>37 FOREVER, FOR ALWAYS, FOR LOVE</td>
<td>LUTHER VANDROSS (Epic FE 38238)</td>
<td>CBS</td>
<td>36 17</td>
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<tr>
<td>38 SCREAMING FOR VENGEANCE</td>
<td>JUDY BRIGHT (Columbia FC 38180)</td>
<td>CBS</td>
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<td>39 WORD OF MOUTH</td>
<td>TONI BASIL (Chrysalis CHR 1410)</td>
<td>IND</td>
<td>29 18</td>
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<td>40 HERE COMES THE NIGHT</td>
<td>BARRY MANILOW (Arista AL 9610)</td>
<td>IND</td>
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<td>41 ALL THE GREAT HITS</td>
<td>COMMODORES (Motown 6028 M/L)</td>
<td>IND</td>
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<td>42 WINDS OF CHANGE</td>
<td>JEFFERSON STARSHIP (Gurt BLK-1472)</td>
<td>RCA</td>
<td>44 15</td>
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<tr>
<td>43 CHAKA KHAN</td>
<td>(Warner Bros. S 23726-1)</td>
<td>WEA</td>
<td>48 9</td>
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<tr>
<td>44 MIRAGE</td>
<td>FLEETWOOD MAC (Warner Bros. S 23667-7)</td>
<td>WEA</td>
<td>45 30</td>
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<tr>
<td>45 THE BEST IS YET TO COME</td>
<td>GINGER WASHINGTON, JR. (EPI 60215-1)</td>
<td>WEA</td>
<td>50 9</td>
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<td>46 ALWAYS ON MY MIND</td>
<td>WILLIE NELSON (Columbia FC 39515)</td>
<td>CBS</td>
<td>47 45</td>
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<td>47 THE JOHN LENNON COLLECTION</td>
<td>(Geffen GSP 2032)</td>
<td>WEA</td>
<td>43 11</td>
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<td>48 THE SINGLES</td>
<td>ABBA (Atlantic 80036-1-02)</td>
<td>WEA</td>
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<td>49 BEAUTITUDE</td>
<td>RIC OCASEK (Geffen GHS 2022)</td>
<td>WEA</td>
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<td>50 SHOWTIME</td>
<td>THE J. GEILS BAND (EMI America ED 17075)</td>
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<td>51 HIGH ADVENTURE</td>
<td>KENNY LOGGINS (Columbia TC 32725)</td>
<td>CBS</td>
<td>56 21</td>
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<td>52 SIGNALS</td>
<td>RUSH (Mercury SIM-1-4050)</td>
<td>RCA</td>
<td>46 19</td>
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<td>53 SPECIAL BEAT SERVICE</td>
<td>THE SINGLE BEAT (U.S./AM SP 0032)</td>
<td>RCA</td>
<td>55 18</td>
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<td>54 GREATEST HITS</td>
<td>RAY PARKER, JR. (Arista AL 9810)</td>
<td>IND</td>
<td>59 10</td>
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<td>55 KISSING TO BE CLEVER</td>
<td>CULTURE CLUB (Virgin/Epic ARE 38835)</td>
<td>CBS</td>
<td>54 10</td>
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<td>56 LOVE OVER GOLD</td>
<td>DIRE STRAITS (Warner Bros. S 23726-1)</td>
<td>WEA</td>
<td>57 18</td>
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<td>57 THE YOUTH OF TODAY</td>
<td>MUSICAL YOUTH (MCA-3389)</td>
<td>RCA</td>
<td>67 4</td>
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<td>58 IT’S HARD</td>
<td>THE WHO (Warner Bros. S 23723-1)</td>
<td>WEA</td>
<td>51 21</td>
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<td>59 NEVER SURRENDER</td>
<td>TRUMPA (RCA AFL1-4082)</td>
<td>RCA</td>
<td>88 2</td>
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<td>60 GET YOUR GROOVE ON</td>
<td>GERG/COLBY (Columbia FC 37786)</td>
<td>CBS</td>
<td>60 85</td>
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<td>61 GET CLOSER</td>
<td>LINDA RONSTADT (Asylum 9 80185-1)</td>
<td>RCA</td>
<td>81 17</td>
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<td>62 WILD THINGS RUN FAST</td>
<td>JONI MITCHELL (Geffen GHS 2019)</td>
<td>WEA</td>
<td>38 12</td>
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<td>63 CHICAGO 16</td>
<td>CHICAGO (Full Moon/Warner Bros. S 23786-1)</td>
<td>WEA</td>
<td>53 34</td>
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<td>64 THE NIGHTFLY</td>
<td>DONALD FAGAN (Warner Bros. 9 23895)</td>
<td>RCA</td>
<td>62 15</td>
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<td>65 HOOKED ON CLASSICS II: CAN’T STOP THE MUSIC</td>
<td>LOUIS CLARK conducts THE ROYAL PHILHARMONIC ORCHESTRA (RCA AFI-14237)</td>
<td>RCA</td>
<td>66 28</td>
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<td>66 PETER GABRIEL</td>
<td>(Geffen GHS 2011)</td>
<td>WEA</td>
<td>54 19</td>
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<td>67 ASIA</td>
<td>(Geffen GHS 2008)</td>
<td>WEA</td>
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**February 5, 1983**

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<tr>
<td>68 PROPOSITIONS</td>
<td>BARR-RAYS (Mercury SIM-1-4285)</td>
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<td>69 CUT</td>
<td>GOLDEN EARRING (21 TLL-1-0044)</td>
<td>POL</td>
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<td>70 LIVING MY LIFE</td>
<td>GRACE JONES &amp; (Warner Bros. 7 90016-1)</td>
<td>WEA</td>
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<td>71 A FLOCK OF SEAGULLS</td>
<td>(Live/Arista VA 66503)</td>
<td>IND</td>
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<td>72 HEARTBREAKER</td>
<td>DIONNE WARWICK (Arista AL 9089)</td>
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<td>73 EVERY HOME SHOULD HAVE ONE</td>
<td>PATI SUTIN (Quest/Warner Bros. GWS 3891)</td>
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<td>74 ANNIE</td>
<td>ORIGINAL SOUNDTRACK (Columbia KC 38000)</td>
<td>CBS</td>
<td>76 38</td>
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<td>75 BRANIGAN</td>
<td>LAURA BRANIGAN (Atlantic SD 18086)</td>
<td>WEA</td>
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<td>76 THE EVER POPULAR TORTURED ARTIST EFFECT</td>
<td>TEDA DUNDIE (Warner Bros. 9 23723-1)</td>
<td>IND</td>
<td>89 3</td>
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<td>77 TWO OF A KIND</td>
<td>EARL KLUIG/BOB JAMES (Capitol ST-1224)</td>
<td>CAP</td>
<td>73 14</td>
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<td>78 AS ONE</td>
<td>KOOL &amp; THE GANG (De-Lite/ISR 8050)</td>
<td>WEA</td>
<td>74 19</td>
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<td>79 CREATURES OF THE NIGHT</td>
<td>KISS (Casablanca MLP 7720)</td>
<td>WEA</td>
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<td>80 OH, NO! IT’S DEVO</td>
<td>DEVO (Warner Bros. 9 23741-1)</td>
<td>WEA</td>
<td>77 12</td>
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<td>81 REACH</td>
<td>RICHARD SIMMONS (Elektra E-1-601227)</td>
<td>WEA</td>
<td>84 38</td>
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<td>82 AEROBIC SHAPE-UP II</td>
<td>JOANIE GREGGAINS (Paradise/Peter Peter PA 10)</td>
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<td>97 7</td>
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<td>83 LIVE EVIL</td>
<td>BLACK SABBATH (Warner Bros. S 92472-1)</td>
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<td>84 AEROBIC SHAPE-UP II</td>
<td>JOANIE GREGGAINS (Paradise/Peter Peter PA 104)</td>
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<td>85 TOUCH THE SKY</td>
<td>SNEAKY ROBINSON (Telmat/Warner 60237L)</td>
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<td>86 SINGLES — 45’s AND UNDER</td>
<td>SQUEEZE (A&amp;M SP-4-4922)</td>
<td>RCA</td>
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<td>87 DON’T PLAY WITH FIRE</td>
<td>PEASO PROFESSIONAL (Columbia ST-12341)</td>
<td>CAP</td>
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<td>88 MORE JAZZERCISE</td>
<td>JUD SHEPPARD MISSET (MCA-3335)</td>
<td>MCA</td>
<td>90 13</td>
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<td>89 IF THAT’S WHAT IT TAKES</td>
<td>MICHAEL McDONALD (Warner Bros. S 23703-1)</td>
<td>WEA</td>
<td>78 24</td>
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<td>90 NEBRASKA</td>
<td>BRUCE SPRINGSTEEN (Columbia TC 38568)</td>
<td>CBS</td>
<td>75 18</td>
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<td>91 JANET JACKSON</td>
<td>(A&amp;M SP-8-4007)</td>
<td>RCA</td>
<td>92 15</td>
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<td>92 HIMSELF</td>
<td>BILL CODY (Motown 6028 M/L)</td>
<td>IND</td>
<td>94 9</td>
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<td>93 IT’S ALRIGHT</td>
<td>YOKO ONO (Polydor Poly LP-1-0354)</td>
<td>RCA</td>
<td>95 7</td>
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<td>94 DECEMBER</td>
<td>GEORGE WINSTON (Windham Hill (JIve/Ind)</td>
<td>IRC</td>
<td>103 7</td>
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<td>95 QUIET LIES</td>
<td>JUCE NOEL (Columbia ST-12130)</td>
<td>CAP</td>
<td>96 37</td>
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<td>96 VANITY 6</td>
<td>(Warner Bros. 923716-1)</td>
<td>WEA</td>
<td>99 10</td>
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<tr>
<td>97 LOVE WILL TURN YOU AROUND</td>
<td>KENNY ROGERS (Liberty/0-51124)</td>
<td>IRC</td>
<td>79 29</td>
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<td>98 EYE IN THE SKY</td>
<td>THE ALAN PARGORS PROJECT (Arista AL 9599)</td>
<td>IND</td>
<td>72 34</td>
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<td>99 GET LOOSE</td>
<td>EYEYIN (RCA AFI-1-4337)</td>
<td>RCA</td>
<td>102 22</td>
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<td>100 FOREVER NOW</td>
<td>THE PYTHON OF ERIE FURL (Columbia KC 3826)</td>
<td>CBS</td>
<td>107 17</td>
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Classified Ads Close WEDNESDAY

COIN MACHINES

FOR SALE: Stacks Markers, Token Takers, and Hi Flyer. Sheilds also available. We are also distributors for Allreds Hard and Drew plug game suppliers. Contact Jim 802-308-3134. Mar-Max, Baltimore, Maryland.

SET UP your own Little Canino in Arcades, Stadium Video Games, free play, take play or cash play where legal. Arcade Parts, Chuck-A-Luck, Poker, Hand, Roulette, Twenty-One. Our games will live and earn after ones. Call Phone 804-638-0144. Mar-Max, Baltimore, Md.


MARIO HARI-5959, Even Knivel-5495, Spyros & Spores- 5000, Mr. T-Bot-5895, Can Coolers, 6-7.5 mil. 3.50 each. Contact Phone 804-638-0144. Mar-Max, Baltimore, Maryland.

WE WANT: Used Stacks Jukeboxes, Free S/rt W/Lo De-Up Plug, brand new, Mini Markers, Bally, Bally-Century, Triumph, Aristocrat, Inter electric, Jennings, NVLs, Wurlitzer, West, Seats, Mystic Gates. Junkyard Jams, Slot Machines, Donkey Kong Jr. Pac-Man, etc. Antique Collection. 12914 Midland Blvd, Odessa, FL 33556.

DYNAGY DOLLAR TABLES $41.00 each, 1/3 deposit. In stock 1-800-799-1900. Want add 20% shipping. Dynagy Machines in good condition. Henry Adams Amusement Co. 114 South St. P.O. Box 3244, Temple, TX 76504.

CONVERSION CARTRIDGES -- Play stereo records on Electronic Jukeboxes. Make conversions complete by upgrading -- just plug in -- eliminate soundstage, needless setup of records. Over 100 Genres, 1 cartridge = 1,000 selections, Satisfaction guaranteed. Quality discounts. C.A. THORP ENTERPRISES, 1230 Mosswood, Oakland, CA 94601.

Superstars Format: (continued from page 17)
statement was KISW/Seattle's Beau Phillips. "Personally, I feel this is probably the most overreached to statement in the industry," he said. "But with 80% of new music on our playlist, people are going to get really excited, and it seemed like a really good move." As with WLKS, Phillips was quick to point that he helped break certain AOR acts on the format, including the first stations to play Men At Work, the Fixx and the Clash, but we were also early on AC/DC and the Scorpions," he said. Despite the presence of new music stations KYX and KJET in the market, Phillips does not see changing his sound to position himself against them. "Together, they don't have a third of the share I've got and KJET is up at 1600 on the AM dial and I'm down to 103.7. They're in the '90s. I'm not, too worried," he said.

Several small independent new music labels applauded Abrams' decision, but none of them plan to drastically alter their promotion strategies because of it. "It's great for our company," said Keith Samuelson of Restructures.

For more information on KISW's new format, contact Beau Phillips at KISW, 206-722-3750.

New Music Is In

Altmare, assistant director of promotion at the International Record Syndicate (IRS), "It's just one more step in making new music visible in the marketplace and it's going to make the Abram's program directors a lot more open to listening to our records."

In short, Altmare does not foresee changing his promotion strategies. "We'll still break our records at college radio, and I've got an ad for my new format at TV, which has opened up a whole new market for our sounds."

JAZZ


New RCA Earnings

large part to sharply higher revenues and earnings of RCA Corporation's domestic operations in the first quarter, 1987. RCA said it has found taped music with the same sound as "classic" music, recalled Swartz. The units present repertoire includes titles by Pet- tford, Thelonious Monk, Joe Venuti and Charlie Parker.

BETTER THINGS: RCA, which owns Hollywood Records, also said it has found taped music with the same sound as "classic" music, recalled Swartz. The units present repertoire includes titles by Pett ford, Thelonious Monk, Joe Venuti and Charlie Parker.

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AROUND THE ROUTE
by Camille Compasio

The first few weeks of 1983 brought some surprise moves on the part of a number of prominent industry figures. Jerry Gordon, former senior vice president of Bally Enterprises in monthachie, N.J., departed his longtime post with the Betti organization to join Rowe International in Whippany, N.J. Jerry Marcus, president of Bally Midwest Dist. has joined Atari as executive vice president of the firm's coin-op division, which means he will be leaving frigid Chicago to establish residence in sunny California. Bob LeBlanc, former vice president-sales of Bally Northeast in Norwood, Mass., departed his post to become general manager of the Rowe Dist. branch in Dedham, Mass. Bill Cravens, formerly sales manager at Pacific Novelty Mfg. Co. in Marina del Rey, Calif., has joined the executive staff of Universal USA in Santa Clara, Calif. Good luck in your new posts, gentlemen!

D. Gottlieb & Co. is celebrating the success of its "Q*bert" video game which, since its introduction at last November's AMOA Expo, has developed into the factory's first hit seller in this product category. According to vice president Gil Pollack, the game con-

(continued on page 32)

WICO SCORES AT CES — Wico Corporation of Niles, Ill., a designer, manufacturer and distributor of parts and accessories for coin-operated games, unveiled 11 new additions to its popular "Command Control" line of arcade game controls for consumer home video and personal computer systems at the recent Winter CES show in Las Vegas. "Show-goer response to the product line expansion was excellent," according to Gordon A. Goranson (center), president of Wico. Goranson said the company's Consumer Products Division wrote a record number of orders for its broad line of home video joysticks and trackball controls. Pictured with Goranson are (l-r): Craig Horwitz (manager-Consumer Products Division) and Romie Sidabras (national sales manager for Wico).

Most American Participants Feel European Shows Are Worthwhile
by Jeffrey Ressner

LOS ANGELES — Despite the depressed state of the European (especially British) coin-machine industry and a dearth of new equipment on display, a contingent of American distributors and manufacturers of entertainment equipment showed up to participate in this year's U.K. Amusement Trade Exhibition (ATE) and the Frankfurt, Germany International Amusement and Vending Trade Fair (IMA). However, even with the quiet state of the overseas coin-op biz, U.S. attendees felt the shows were extremely informative and served to improve ties between domestic and foreign game companies.

Atari, Inc. was the sole American manufacturer at the ATE debuting a new product, an

(continued on page 32)
Atari Names Marcus Executive VP Of Coin-Op Division

LOS ANGELES — Jerry Marcus, formerly president of Bally Midwest Distributing Company, has been named to the newly created position of executive vice president of sales for Atari, Inc.’s Coin Video Games Division. In his new position, Marcus will undertake responsibility for all of the unit’s sales functions, which were previously handled by Don Osborne.

Osborne recently was given full responsibility for the division’s marketing department, focusing on product research, public affairs and issues such as video game legislation. Both Osborne and Marcus will report directly to division president John S. Farrand. Before his employment as president of Chicago-based Bally Midwest, Marcus served as executive vice president at the music vending machine manufacturer Seeburg, and coin-video machine distributor Rowe International. He received a Bachelor of Science and a Master of Business Administration degree from New York University, Marcus, 52, and his wife, Denise, plan to reside in Santa Clara County, California.

Jerry Marcus comes to Atari with impeccable credentials and achievements,” said Farrand. “We think it’s essential that Atari has a broad understanding of both the hardware and software sides. His background, coupled with the outstanding 1983 product lineup will thrust Atari into the next dimension of coin-video innovation.”

INDUSTRY NEWS

AROUND THE ROUTE

(continued from page 31)

...continues to earn exceedingly well at all reporting locations and there’s been no let-up in demand — so, production remains at full speed, said Belam. G&L told us that Gottlieb is currently fine-tuning several video games and plans to officially unveil its new video product at the A&E show in Chicago (March 25-27). He noted that several noteworthy innovations of the firm’s latest pinball are in progress — and the name of the new model is “Qbert’s Quest” — of course.

Dateine Springfield, N.J., where we spoke with Tony Yula of Mondal, the firm enjoyed a very good 1982, wrapping up the year on a happy note, according to Tonnot. The early months of 1983 look promising. He singled out some of the current products on Mondal’s best seller list which includes Gottlieb’s “Qbert,” Nintendo’s “Popeye” and Centuri’s “-PAC.”

Reporting on the recently held ATE convention in London, World Wide Dist. president Fred Skor said attendance appeared to be down some and there were not as many Americans participating this year. He said he observed renewed interest in the English market in pinball machines and a decided downturn in video games (“rumors of the video decrepitude are incorrect,” according to Fred). On the positive side, “ATE was much better than I thought it would be in terms of business World Wide did at the show.”

March had back quite a nice bundle of orders.

A new legal action group, SHIELD Legal Action Committee, Ltd., has been formed in Washington to “promote the interests of small businessmen operating within the video game industry.” Full information about the group’s activities may be obtained by contacting SHIELD at 2525 M Street, N.W., Washington, D.C. 20037 or by phoning its Los Angeles office at (213) 828-3617.

State Association News: Exhibit space applications have been mailed by FAVA in conjunction with the Florida group’s annual convention and trade show, which is scheduled for April 7-10 at the Hyatt Regency/Curits Nixon Convention Center in Tampa. Exhibit hours will be held from 1 p.m. to 5:30 p.m. April 8, 9 and 9, a.m. to noon on April 10. This is among the industry’s foremost annual state conventions. Last year’s event housed 140 exhibit booths and attracted over 4,000 people...PAMMA of Pennsylvania is one of our industry’s newest formed state groups and one of its most actively involved in matters affecting operators. In a very short period of time PAMMA has established a network of viable programs to help operators, particularly in the areas of legal defense, government relations, public relations, etc. The association is currently in the process of developing a “statistical data base” that will provide facts about the operations business to local authorities, helping operators serve as a defense against unwarranted fees. Forms have been distributed to operators (both members and non-members).

CALENDAR

February

Feb. 20-22: So. Carolina Coin Operators Assn.; state convention; Holiday Inn/-City Center; Columbia.
Feb. 21-23: Pacific Amusement Operators Show; annual trade show; Fairmont Hotel; San Francisco.
March

March 25-27: Amusement Operators Expo, O’Hare Expo Center; Chicago.
April

April 7-10: Florida Amusement Vending Assn., state convention; Curtis Nixon Hall; Tampa.
April 8-10: North Dakota Coin Machine Operators Assn.; state convention; Kirkwood Motor Inn; Bismarck.
April 22-24: NAMA Western Convention Assn.; annual convention; Anaheim, Calif.
April 22-24: Pacific Amusement Operators Show; trade show; Disneyland Hotel; Anaheim, Calif.

April 30-May 1: Pennsylvania Amusement & Music Machine Assn.; state convention; Greater Pittsburgh Merchandise Mart/Expo Center; Monroeville.
May 20-22: Music and Amusement Assn.; annual convention; Concord Hotel; Keanshake Lake, N.Y.
October

November

Nov. 13-16: NAMA National Convention; state convention; McCormick Place; Chicago.
June 16-18; Ohio Music & Amusement Assn.; annual convention; Hyatt Regency Columbus; Columbus.
Most American Participants Feel European Shows Are Worthwhile

(continued from page 31)

intense space battle vid game (licensed from Namco), called “Zeavus,” due to begin production in February for U.S. and overseas distribution. In addition to Zeavus, Atari showed five other games at its exhibit, including a follow-up to “Centipede,” “Millepede,” and games licensed for Europe from different companies such as Nintendo’s “Popeye” and Centuri’s “Time Pilot.”

According to Don Osborne, Atari’s vice president, sales and marketing, one of the company’s hottest pieces at the show was “Pole Position,” the state-of-the-art driving game bowed at last November’s AMOA Exposition in Chicago. “It’s just doing outstanding everywhere in the world,” exclaimed Osborne, who stated the Formula 1 simulation sold out in Europe as a result of its exposure at ATE.

In addition to Atari’s new upright module, Bally Northeast Distributing Co.’s president Chuck Bettleman said he said he saw the four different makes of “tiny coin counters,” some “amusement-park sport games and a few Spanish and Italian games that looked interesting.” Before the exposition, Arnold noted that the main reason he attended ATE this year was to meet his European customers, many of whom he received used equipment from his distributing outlet.

“Surprisingly, pinball machines are coming back on the continent, though that business is still dead in England,” he remarked.

“France, for example, has a lot of operators looking for ‘four-player pin games.” The Bally distribution sales manager said he saw the trend in Europe this year is similar in many ways to the United States. “The distributors and operators are not buying new machines this year, especially over the summer months. In 1983 the world will be, ‘watch your buying’ for distributors the world over.”

In Bettelman’s executive vice president of Los Angeles distributor C.A. Robinson Co., a concerned with Arnold’s view of the European market. In Europe the pinball market position was so “bleak” that it’s hit rock bottom and is “ready to turn around.” Bettelman believes today’s low point in Europe indicates that the downward trend in the European coin-op community: “Time and technical advancements. Not the Rutted Market.”

At Bally’s Pinball Division, marketing vice president Tom Neiman named game pirates for destroying the European video market, calling the field “very volatile” due to the cheap chip sets and circuit boards circulating around the continent and British Isles. “The copy proliferation is becoming more and more,” said Neiman, claiming the situation is “not as bad or as blatant as it is used to be.”

Even with knock-off machines taking a heavy toll on new games away from legitimate manufacturers and operators, Nieman said his company was surviving in Europe due to the “stability” in the pinball market there. As well as showcasing its “8 Ball Deluxe Limited Edition” pin machine at the ATE show, Bally Midway also displayed a number of its video products, including, “Tron, “Saturn’s Hollow” and the pin-viD hybrid “Bucky Pac-Man,” which Nieman termed “a major event in Europe.”

Among the other products receiving widespread attention at the overseas event was a football/skee hockey ice hockey game manufactured by Chexx and Excidy’s “Whirly bucket” skee-ball variation, both of which, “generated tremendous interest at both the ATE and IMA shows,” according to Marc Haim, vice president of the Lake Success, N.Y.-based company. In addition, its distribution firm, Haim believes the United Kingdom show this year reflected the “slack state of the British market,” while the German market “seemed to be more interesting with each passing year.”

One participant at the two shows who felt a continuing down trend was Bally’s vice president of international sales, Anthony A. Neiman, vice president of the Micanopy, Fla.-based firm. “Our sales are down in Europe,” said Zin- ter, “while the British show represents in our view the best of the entire European continent.” Even though he refused to make comparisons, saying such a judgement was “unfair,” she did note that both exhibitions displayed large numbers of gambling machines and other non-video units. Zin- ter pointed to conversion kits and copy games as primarily responsible for video games in Europe become “dying, dead and gone.”

Although the sour state of the vid game market was acknowledged by some manufacturers feeling the pinch, a ma- jority of American showgoers had positive views about the future of the ATE event this year regarding its locale and a special “trade only” exhibit day held prior to the official opening of the meet. Whereas last year’s ATE was held in Bir- mingham, England, 1983’s gathering was situated closer to London, a move which drew plaudits from most registrants. “This year, there was no ungodly train trip for three hours (to attend the exhibition),” sighed Bally’s Nieman, while R.H. Belam Co., Inc.’s Haim echoed the sentiment, calling Birmingham “a terrible place to hold the show” and this year’s show held at the Olympia “a pleasure” to attend.

This year, the organizers of ATE also had the foresight to designate the day before the show’s grand opening as a “television day” with the display floor open solely to members of the industry who paid a high 20 pound TV admission (approving this year $15 family mem- ber fee, with no one under 18 admitted. Bettel- man called the preview day “a beautiful opportunity to see all the equipment in one place else on the floor except for a homogeneous group of people with the same interests” and recommended the same thing be instituted for shows in the future. Although Bally Northeast Distributing Co.’s Arnold also wished that the AMOA would “wake up to the nice idea of a previewing our showing this year’s ATE: truly one of the class shows” of the coin machine business.
IN REVIEW: Following is a photographic lineup of some of the amusement machines introduced by the various music and games manufacturers and dated according to their exposure in Cash Box.

ROCK-OLA 'DELUXE' phonograph. Rock-Ola's '82-'83 model phono offers outstanding sound as well as the factory's potent service, merchandising and technology features plus 3-D effect graphics. (10/30/82).

SEGA 'PENGO'. A light-hearted cartoon game, with 'Pengo', a colorful penguin, on an antarctic adventure through a series of ice block fields. Objective is to line-up 3 diamond ice blocks. (10/30/82).

STERN 'DARK PLANET'. This game theme involves a 3-dimensional battle on and above the planet's surface. The player's starship engages in heavy artillery combat portrayed in bold high-tech design. (11/13/82).

EXIDY 'WHIRLY BUCKET'. A game that attracts players and spectators alike. Not much larger than a pinball machine in size, players toss a ball at moving targets for points. Lots of fun. (11/13/82).

DATA EAST 'BURGER TIME'. A game of fun and challenge with the player controlling Chef Peter Pepper whose goal is to complete all of the hamburgers (with full ingredients) appearing on the screen. (11/20/82).

THE ALPHAGROUP LTD. 'THE EXCUSE BOOTH'. A unique product, housed in a fully carpeted telephone booth, complete with a telephone and a choice of 15 different sound effects for excuse' use. (11/20/82).

BALLY MIDWAY 'BLUEPRINT'. The object of play is to follow the maze and complete the blueprint for putting a machine together in time to save the damsel in distress. Lots of obstacles. (11/27/82).

BALLY MIDWAY 'SUPER PAC-MAN'. This is the third generation of Pac-Man videos. There's the challenge and fun of the original version plus an abundance of new twists to add excitement. (11/27/82).

VALLEY 'COUGAR CHEYENNE'. Distinctively designed in a 'Cheyenne leather' western look, this Valley pool table contains numerous exclusive features for reliability and play appeal. (10/2/82).

CENTURI 'SWIMMER'. Game theme involves a 4-phase aquatic adventure with the player using an 8-way joystick to guide the 'swimmer' (amidst challenging obstacles) to 'Treasure Island.' (10/16/82).

BALLY MIDWAY 'SATAN'S HOLLOW'. Player battles the devil in an intense, challenging confrontation. Plusses include an illuminated joystick and consistently changing patterns for added appeal. (11/16/82).

BALLY MIDWAY 'HOLLOW'. Player battles the devil in an intense, challenging confrontation. Plusses include an illuminated joystick and consistently changing patterns for added appeal. (11/16/82).

TAITO AMERICA 'JUNGLE HUNT'. In this game the hero must rescue his lady fair from her savage captors, amidst death-defying obstacles which increase in severity as play progresses. (11/20/82).
COUNTRY

1 INSIDE - RONNIE MILSAP (RCA PB-13382)
2 FAKE LOVE - T.G. SHEPARD and KAREN BROOKS (Warner/Curb 7-26854)
3 TALK TO ME - MICKY GILLEY (Epic 34-03206)
4 TILL I GAIN CONTROL AGAIN - CRYSTAL GAYLE (Epic 7-69885)
5 LIKE NOTHING EVER HAPPENED - SYLVIA (RCA PB-13300)
6 SOMEBODY'S ALWAYS SAYING GOOD-BYE - ANNE MURRAY (Capitol B-5183)
7 LAST THING I NEED - FIRST THING THIS MORNING - WILLIE NELSON (Capitol 38-30385)
8 DANCING IN THE DARK WITH THE LONELY GO - HERMIE HAGGARD (Epic 34-03482)
9 C.C. WATERBACK - GEORGE JONES/HERMIE HAGGARD (Epic 34-03405)
10 EVERYTHING'S BEAUTIFUL - DOLLY PARTON/WILLIE NELSON (Monument WSA 03408)
11 IF HOLLIDAY DON'T NEED YOU - DON WILLIAMS (MCA-52152)
12 I WOULDN'T CHANGE YOU IF I COULD - RICKY SKAGGS (Epic 34-03482)
13 WE'VE GOT THE WRONGduto - HERMIE HAGGARD/WILLIE NELSON (MCA-52145)
14 WHY BABY WHY - CHARLEY PRIDE (RCA PB-13397)
15 REASONS TO QUIT - HERMIE HAGGARD/WILLIE NELSON (Epic 34-03494)
16 THE ROSE - CONWAY TWITTY (Elektra 7-69654)
17 HONYKTONK MAN - MARTY ROBBINS (Warner/1-Vive 7-26847)
18 I DON'T REMEMBER LOVING YOU - JOHN CONLEE (MCA-52118)
19 SHINE ON - GEORGE JONES (Epic 34-03489)
20 STILL TOOK CHANCES - MICHAEL MURPHY (Liberty B-1486)
21 YOU DON'T KNOW LOVE - JANIE FRIECE (Columbia 34-03498)
22 THANK GOD FOR KIDS - THE OAK RIDGE BOYS (MCA-52145)
23 SWINGIN' - JOHN ANDERSON (Warner Bros. 7-26788)
24 WE'VE GOT TONIGHT - KENNY ROGERS and SHEENA EASTON (Liberty B-1492)
25 A LOVE SONG - KENNY ROGERS (Liberty B-1485)
26 GONNA GO HUNTING TONIGHT* - HANK WILLIAMS, JR. (Elektra/Curb 7-69646)
27 SHADOWS OF MY MIND* - LEON EVERETTE (RCA PB-13331)
28 ASPIN'T NO TRICK* - LEE GREENWOOD (MCA-51250)
29 WITH YOU - CHARLY MCLAIN (Epic 34-03409)
30 I HAVE LOVED YOU, GIRL - EARL THOMAS CONLEY (RCA PB-13414)

BLACK CONTEMPORARY

1 OUTSTANDING - THE GAP BAND (Total Experience/PolyGram TE 82009)
2 BAD BOY - RAY PARKER, JR. (Arista AS 1090)
3 BETCHA SHE DON'T LOVE YOU - EVELYN KING (RCA PB-13380)
4 YOU ARE SERIOUS - TYRONE DAVIS (HighRise SHR-2005)
5 HEARTBEATS - ARLEIGH & BOBBY (Total Experience/PolyGram TE 8204)
6 YOU ARE - LIONEL RICHIE (Motown 1657 MFP)
7 THE BEST IS YET TO COME - GROVER WASHINGTON, JR. with PATI LABELLE (Epic 7-69687)
8 FALL IN LOVE WITH THE EARTH - WIND & FIRE (Columbia 38-30375)
9 GON'T BE THERE - CHARLA KIM (Warner Bros. 7-26881)
10 BILLIE JEAN - MICHAEL JACKSON (Epic 34-03509)
12 PASS THE DUTCHIE* - THE COMMERDONES (Motown 1651 MTF)
13 MIND UP TONIGHT - MELBA MOORE (Capitol B-5180)
14 SINCE I LOST MY BABY - LUTHER Vandross (Epic 34-03487)
15 TRULY - LIONEL RICHIE (Motown 1644 MF)
17 WE DON'T HAVE TO TALK ABOUT (TALK ABOUT!) - PEACE SHYGEN (Capitol B-5185)
18 I'VE MADE LOVE TO YOU A THOUSAND TIMES - SMECKY Robinson (Tamla/Motown 1655 MTF)
19 LET'S DO CANDID (OOL LA LA) - KOOL & THE GANG (De-Lite/PolyGram DE 8204)
20 THE GIRL IS MINE - MICHAEL JACKSON/Paul MCCARTNEY (Epic 34-03208)
21 BABY COME TO ME* - PATI LABELLE (Warner Bros. WDE 05008)
22 PUT IT IN A MAGAZINE - SONNY CHERRY (HighRise SHR-2001)
23 WELCOME TO THE CLUB - THE BROTHERS JONSON (A&M 2506)
24 SWING THAT SEXY THANJ - CARL CARLSON (RCA PB-13406)
25 IT'S RAINING MEN - WEATHER GIRLS (Columbia 38-30345)
26 YOU AND I - GOODIE (Total Experience/PolyGram TE 8200)
27 THE BEAT GOES ON* - ORBIT (Quality/FRC 720)
28 SEXUAL HEATING - MARVIN GAYE (Capitol 38-30332)
29 ON THE ONE FOR FUN - DAZZ BAND (Motown 1655 MF)
30 DO IT (LET ME SEE YOU SHAKE) - THE BAKIERS (Motown/PolyGram 76187)

POP

1 SHAME ON THE MOON - BOB SEGER & THE SILVER BULLET BAND (Capitol B-5187)
2 AFRICA - TOTO (Capitol 38-30320)
3 STRAY CAT STRUT - STRAY CATS (EMI America B-8122)
4 DOWN UNDER - MEN AT WORK (Capitol 38-30300)
5 THE OTHER GUY - LITTLE RIVER BAND (Capitol B-5185)
6 BABY, COME TO ME - PATI LABELLE (Motown/Warner Bros. WDE 05008)
7 YOU CAN'T HURRY LOVE - PHIL COLLINS (Atlantic 7-89253)
8 HEART TO HEART - KENNY LOGGINS (Atlantic 38-30377)
9 GOODBYE TWO SHOES - ADAM ANT (Epic 34-03387)
10 DIRTY LAUNDRY - DON HENLEY (Asylum 7-68964)
11 DO YOU REALLY WANT TO HURT ME - CULTURE CLUB (Epic 34-03386)
12 YOU GOT LUCKY - TOM PETTY AND THE HEARTBREAKERS (Backstreet/MCA BSR-52144)
13 MANEATER - DARYL HALL & JOHN OATES (RCA PB-13254)
14 BACK ON THE CHAIN GANG - PRETENDERS (Sire 7-029840)
15 ALLTOWN - BILLY JOEL (Capitol 38-30413)
16 THE GIRL IS MSE - MICHAEL JACKSON/Paul McCARTNEY (Epic 34-03208)
17 BAD BOY - RAY PARKER, JR. (Arista AS 1030)
18 ALL RIGHT - CHRISTOPHER CROSS (Warner Bros. 7-29643)
19 I DO - THE J. GEILS BAND (EMI America B-8148)
20 HUNGRY LIKE THE WOLF - DURAN DURAN (Capitol B-5195)
21 YOU ARE* - LIONEL RICHIE (Motown 1651 MTF)
22 MICKEY - TONI BASIL (Chrysalis CHS 2638)
23 WE'VE GOTTEN TONIGHT* - KENNY ROGERS and SHEENA EASTON (Liberty B-1482)
24 TIED UP - OLIVIA NEWTON-John (MCA-52155)
25 BILLIE JEAN - MICHAEL JACKSON (Epic 34-03509)
26 I'M ALIVE - NEIL DIAMOND - Columbia
27 ROCK THIS TOWN - STRAY CATS - EMI America B-8132
28 YOUR LOVE IS DRIVING ME CRAZY* - SATYR MIGNON (Geffen 7-2976)
29 TRULY - LIONEL RICHIE (Motown 1644 MF)
30 PASS THE DUTCHIE* - MUSICAL YOUTH (MCA-52149)

OPERATORS PICKS

Dan Tortorice (Modern Specialty, Madison)
BILLY JEAN - MICHAEL JACKSON - Epic
Margot Green (Jones Music, Burbank)
I'M ALIVE - NEIL DIAMOND - Columbia
Brad Hamma (A.H. Entertainers, Inc, Rolling Meadows)
DON'T TELL ME YOU LOVE ME - Night Ranger - Boardwalk

CASHBOX Subscription Blank

Please Check Classification

DEALER
ONE-STOP
DISTRIBUTOR
RACK JOBBER
PUBLISHER
RECORD COMPANY
DISC JOCKEY
JUKEBOXES
AMUSEMENT GAMES
VENDING MACHINES
OTHER
**MANUFACTURERS**

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

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<th>MANUFACTURERS</th>
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| **BALLY MIDWAY** | Rally-X (2/81) |
| **ATALA**       | Gorf (4/81) |
| **CENTURU**     | Wizard of Wor (6/81) |
| **GOTTLIEB**    | Omega Race (8/81) |
| **WILLIAMS**    | Galaga (11/81) |
| **WILLIAMS**    | Kick-Man (1/82) |
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| **WILLIAMS**    | Punk (11/82) |
| **WILLIAMS**    | \[ \text{Centur} \] Route 16 (4/81) |
| **WILLIAMS**    | Pleiades (7/81) |
| **WILLIAMS**    | Swimmer (10/82) |
| **WILLIAMS**    | Scarab (5/81) |
| **WILLIAMS**    |家用 (家用) |
Amy Grant’s “Age To Age” debuted on the Billboard charts at number one and remains there 26 weeks later. The album has also held the number one position in Cash Box since July 10.

At this rate, it may become the bestselling Christian album of all time.

Critics and record buyers alike from the very beginning have been calling it a “classic.”

Word gets around.

And stays Around.

Amy Grant’s “Age To Age.” Timeless.