VIDEO GAMES: ATARI CHANGES DISTRIBUTORS
DEMAND FOR CD SOFTWARE EXCEEDS SUPPLY
DOVE NOMINEES ANNOUNCED
CRAIGO NAMED PRESIDENT OF CHRYSLIS
WYMAN PREDICTS CONTINUED SUCCESS FOR CBS

Kenny Rogers and Sheena Easton
THE CONVENTION CROSSWORD PUZZLE

ACROSS
1. The trade association for marketing music
9. Industry ______ unveiled at NARM
10. “Spotlight” ______
11. Luncheon honoring NARM officers
12. NARM Markets ______
13. Performers at luncheons and dinners
14. NARM Market ______
15. Hosts or luncheons and dinners
16. Inform via broadcast and print media
17. Host of spectacular luncheon show
18. Merchandiser of the Year Award
19. More about this promotion alternative
20. Super industry marketing campaign
21. Convention climax
22. Outstanding new opportunity
23. Mid-day Convention showtime
24. What happens at NARM
25. Convention meeting place
26. In Ireland, “Gift ______”

DOWN
2. NARM ______ Music
3. Convention eye-openers
4. New participants
5. What NARM members do best
6. Honored at NARM Awards Banquet
7. NARM’s newest market expansion program
8. Special interest Convention schedule
9. Tennis, golf and running on Miami Beach
10. Product line getting first-time Convention program
11. Key to retailer’s success
12. Relax here after Convention business day
13. Awarded at Foundation Dinner
14. Hot topic of Convention program
15. “Class” topic for a Convention program
16. Profound packaging opportunity
17. Software and games

“NARM MARKETS MUSIC” CONVENTION THEME

“NARM Markets Music” encompasses a short but very meaningful phrase, the focus of the program for the 1983 NARM Convention.

The Convention gets off to its traditional start with a Welcoming Reception on Sunday evening, April 10. The “Gift of Music” Best Seller Awards Banquet closes the program on Wednesday evening, April 13. In between will be days packed full of programming featuring such “NARM Markets Music” expansion opportuni-ties as “Gift of Music,” “Discover Grammy Music,” promotion alternatives such as MTV; the compact disc; new product lines to increase store traffic (video, video games, home computer software); and the merchandising of specialty product (children’s and classical). An exciting new dimension is added to the Convention programming, as artists’ managers will be involved in a panel session on their role in increasing pre-recorded music sales.

Afternoons will be reserved for the meetings between customers and suppliers, which will take place outdoors in the Fontainebleu’s pool and beach area, where a cabana/exhibit booth set-up will provide the unique environment for inter-company communication.

Luncheon shows will feature outstanding recording artists, as will the Scholarship Foundation Dinner and the Awards Banquet.

You should be there! Register today!

Call or write: NARM, 1008-F Astoria Blvd., P.O. Box 1970, Cherry Hill, N.J., 08034 (609) 424-7404
EDITORIAL

First Sale Stalemate

Video software dealers, as represented by the BSDA Advisory Board, once again strenuously maintained their position against legislation for the repeal of the first sale doctrine last week in Washington, D.C., making clear the inevitability of a Mexican standoff in the long struggle between retailers and studios over the issue. While prices continue to be lowered on select prerecorded videocassette product, it appears increasingly unlikely that the motion picture industry will get the dealer support of an amendment it believes would result in an across-the-board reduction, thereby reversing the long-standing dominance of rentals over sales.

Is it that easy? Is it possible to radically alter the market in such a way, modifying consumer behavior with the passage of a law? The studios obviously think so; just recently, at the ITA Update seminar, Paramount senior vice president Bob Klingensmith presented research findings from a UCLA Business School study showing that a consumer's willingness to buy prerecorded cassettes increased dramatically as price was lowered.

The argument made by retailers against passage of the Fair Marketing Amendment is that the elimination of first sale would end up in higher rental charges to consumers. There is little question that the hard-earned lessons of the rental programs' failure are still very fresh in their minds. After all, the studios couldn't foresee the numerous factors that created such an overwhelming demand for rentals in the first place, why should the dealer believe that the motion picture industry has the answer now?

The two sides have reached a stalemate on the issue, but the door is far from closed to further dialogue. Indeed, the BSDA says it would like to open the lines of communication between itself and the studios.
Alphabetized Top 100 Singles (Including Publishers and Licensees)
Atari Cuts Ties With WEA For Home Vid Game Distribution

by Jeffrey Resnner

LOS ANGELES — In response to increased competition from rival video game/computer manufacturers, Atari Inc. is restructuring its relationship with sister company WEA Corp., which currently routes Atari home video games through record and card store distributors and record stores. Effective April 1, Atari product will be handled by a network of exclusive distributors who pledge not to carry competitors’ lines.

WEA Corp. and Atari, both wholly-owned subsidiaries of Warner Communications Inc., also have differing views on the availability of Atari’s software. Although WEA said it would continue to deal with Atari for the first half of this year, it said it would not extend its exclusive relationship with Atari for the second half. At the end of April, Atari will be moved to a non-exclusive distributor service.

Grant, Patti, Holm, Nelson, Card Lead Dove Nominees

by Tom Roland

NASHVILLE — Amy Grant, Sandi Patti, the NELSON Singers, Dallas Holm and Michael Card lead the list of nominees for the 14th annual Dove Awards, with three nominations each. The awards, presented at the Tennessee Performing Arts Center at 7:00 p.m. April 13, in conjunction with the Dove Awards Beefsteak and Awards Banquet. The award show will be presented on television on Saturday, April 14, on WEA’s TinCan Television Network.

Grant was also nominated for Soul Singer of the Year. Female Vocalist of the Year, Contemporary Recorded Album of the Year, and Gospel Musician of the Year, and she is one of the few nominees to be nominated for an exclusive Dove Award.

Waiting For Software

At Audio Systems in Nashville, Ray Elkins said that when the 10th-generation Apple computer system is announced, the company is likely to be the first to offer some computer software titles offered by CBS in the test market, as well as to follow the momentum of the system’s sales.

CBS’ Wyman Tells Analysts ‘A Sharp Turnaround Is Coming’

by Fred Goodman

NEW YORK — Continued assessment of ongoing ventures and selective investments in new businesses — particularly these that have some relationship to the company’s already established directions — is not likely to change in the near future, according to Thomas H. Wyman, president, CBS Inc. Wyman made his comments at the company’s annual analysts meeting held here last week.

Wyman told the analysts that since last year’s analysis meeting (Cash Box, March 6, 1982), Wyman stressed the strength of the CBS Broadcast Group and its importance in CBS’s expansion plans. However, unlike last year, Wyman was also bullish on the CBS Records Group. “We’re happy with our sense of momentum in both the Broadcast and Records Groups,” he told the nearly 100 assembled analysts.

Chryslis Taps Craigo

NEW YORK — Jack Craigo has been named president of Chrysalis Records, effective Monday, March 21. He will report to Chrysalis co-chairmen Terry Ellis and Chris Wright.

“Craigo is a very important addition to our company. He brings with him a wealth of experience and a proven record of success,” said Ellis in announcing Craigo’s appointment.

Chrysalis has had its share of problems with its record labels in the past, but Craigo is expected to bring to the company a fresh perspective and new ideas.
**BUSINESS NOTES**

**VSDA Reaffirms Stand On First Sale**

LOS ANGELES — The Video Software Dealers Assn. (VSDA) Advisory Board reaffirmed the trade organization’s commitment to efforts to defeat legislation for the repeal of the first sale doctrine during meetings with motion picture industry representatives in Washington, D.C. March 15.

Following a presentation by Motion Picture Assn. of America (MPAA) president Jack Valenti and, at the request of MPAA, Paramount Home Video president Mel Harris restating the film industry’s position against first sale, the VSDA board unanimously voted to continue its 1983 commitment to oppose the repeal of the first sale doctrine. VSDA, which has opposed legislation for the repeal of first sales since its inception, has made clear its feeling that such bills pass, there would be a strong likelihood of an increase in higher rental charges to consumers which would threaten the survival of video specialty stores. At the meeting, the board made clear that it did not feel that repeal of first sale would give the studios any additional options for expanding the home video marketplace.

However, the board did state that it would welcome further dialogue between members of the MPAA and VSDA in order to provide a better understanding of the needs of video software dealers.

**NARM’s Scholarship Dinner Is Scheduled**

NEW YORK — Fifteen scholarships will be presented to National Assn. of Recording Merchandisers (NARM) member company employees and family members at the NARM Scholarship Dinner to be held at the Plaza Hotel May 11 at the 25th annual NARM convention in Miami Beach. A performance by Warner Bros. recording group The Osmonds Brothers will highlight the event.

Scholarship awards are in amounts ranging from $4,000 to $8,000, and have been funded by contributions from both companies and individuals. Among scholarships to be presented that have recently been contributed are: The American Can Co. Scholarship, contributed by American Can Co/Pickwick International; The Capitol Records Scholarship, contributed by Capitol Records; The Kid Stuff Records Scholarship, contributed by J.E. Corp.; the Margaret L. Marmaduke Memorial Scholarship, contributed by Western Merchandisers; and the Neil Bogart Memorial Scholarship, contributed by The Boardwalk Entertainment Company.

In addition, 10 scholarships funded through long-term, established endowments will be presented. They are The Theodore Inzestark Memorial Scholarship, contributed by Surplus Records; The RCA Records Scholarship, contributed by RCA Records; the Joel Friedman Memorial Scholarship, contributed by Warner Communications; the Shelly Siegel Memorial Scholarship, contributed by M.S. Distributing; the Elvis Presley Memorial Scholarship, contributed by RCA Records; the Goddard Lieberson Memorial Scholarship, contributed by Robert Austin and Sid Parnes; the PolyGram Records Scholarship, contributed by Amos and Daniel Hellicher; and the David Kapp Memorial Scholarship, contributed by industry veterans.

Scholarship Dinner graduates were selected at the NARM Scholarship Committee meeting on Feb. 17 and will be announced by each donor at the dinner. The presentation will make a total of 210 NARM grants since the Scholarship Foundation was formed in 1966. These grants have now surpassed the 800,000 mark.

**Sorenson To Dance With NARM Spouses**

NEW YORK — An Aerobic session conducted by Minus Music recording artist and Aerobics originator Jackie Sorenson, to be held at the annual meeting, runs through April 12.

Sorenson will lead her “Aerobic Dancing” session from 2-5 p.m. on Wednesday. At 9:30 a.m. on Tuesday, gemologist Helene Heller will show $1 million in unsets gems during her session, entitled “Precious Stones: For Your Personal Pleasure and Investment Profit.” On Wednesday, there will be a tour of the Metropolitan Museum of Art and the Brooklyn Museum of Art for those desiring to improve their games. A Spouse Poolside Hospitality Center will be open on Monday, Tuesday and Wednesday from 9:30 a.m.-5:30 p.m. and will be staffed with a hostess, refreshments and help to make possible transportation to Bal Harbour shops is also available on those days from 10 a.m.-3 p.m.

When spouses register on Sunday, they will receive a welcoming gift from Shorewood Packaging Corporation. Continental breakfast will be served every morning from 8:30-11 a.m. and an open bar is set after each afternoon from 3:30 p.m.

Spouses and guests of NARM members are also invited to attend all business sessions.

---

**NEWS & REVIEWS**

**REVIEWS**

**ALBUMS OUT OF THE BOX**

**BRANIGAN 2**

Laura Branigan — Atlantic 80052-1 — Producer: Jack White — List: 8.98 — Bar Coded 1982 saw newcomer Laura Branigan capture the #1 spot on the Cash Box Pop Singles chart with a disco-tune called “Gloria,” and this year she’s back with another LP. “Out is a hot single, “Sollitaire,” which climaxes to pop 45 debut honors last week. The sultry chanteuse also scores points here with an insightful version of The Who’s “Squeeze Box” and still another in the “Der Kommissar” series of covers, as Branigan takes Faico’s original hit and spices it up with sexy, paranoid lyrics about things moving “Deep In The Dark.” Gloria in excess Deo

---

**FEATURE PICKS**

**POP**

LEGENDARY HEARTS — Lou Reed — RCA AFL1-4568 — Producer: Corky Stasik — List: 8.98 — Bar Coded

Following last year’s critically acclaimed, if commercially unsuccessful “Blue Mask” album, celebrated New York City street poet/musician Reed emerges in ’83 with a power-packed collection of 14-pennies. On “Legendary Hearts” positions on subjects ranging from the sleazy to the sublime. The Dylanesque “Fatu” (a EMI release) and the lonesome country walker’s tale of romance since “Palo Blue Eyes,” while “Don’t Talk To Me About Work” is a melancholy Reed’sham about the plight of the employed. Look for immediate acceptance at alternative outlets, with new music-minded AOR hopefully taking a serious look.

BEAT SURRENDER — The Jam — Polydor/PolyGram 810 751-1 — Producer: Peter Wilson — List: 5.98 — Bar Coded

In the liner notes for the Jam’s five-song studio swan song, the Brit trio’s Paul Weller, under the aegis of “Buy Wonder,” writes: “It’s only when you have got 24 hours (or coffee, if you’re one of those cappuccino cats), mixed do they both become disillusioned under the banner of the Beat Surrender.” If you had a taste for the Jam’s late funk tangent, exemplified by “A Town Called Malice,” then “The Jam” is a nice (if light) dessert. Stax/Volt-type horn arrangements spice up covers of Curtis Mayfield’s “Make It Move” and Edwin Starr’s “War” (which was also on “Stop, Look, Listen” EP).

**THE KID INSIDE**

John Cougar — Mainline MML 610 — Producer: John Cougar/Manlman — List: 8.98

Before John Mellencamp Cougarmade the bigtime with his “American Fool” album, he was managed by Tony DeFalco of Mainline company, which attempted to mold him into a Bowlie-glitter rock star. Well, that image never really paid off, and now that Cougar has skyrocketed (continued on page 10)
MCA MUSIC APPLAUDS THE MULTI-TALENTED KASHIF

THE ARTIST
KASHIF—his sizzling debut album* featuring "I JUST GOTTA HAVE YOU (LOVER TURN ME ON)"* already burning up the R&B charts.
* On Arista Records.

THE WRITER
THE PRODUCER
"LOVE COME DOWN"
"UNDERLOVE"
"BETCHA SHE DON'T LOVE YOU"
"I'M IN LOVE"
"SO FINE"
"TAKE MY LOVE"

PHOTO: SAM GIBSON
NEWS & REVIEWS

SINGLES OUT OF THE BOX

SPARKS & JANE WEIDLIN (Atlantic 7-89865)

What more is there to know than to take advantage of the present public pension for dance-oriented synths tunes? The greeting of Go-Go Jane Weidlin on vocals gives the record a sound not unlike Berlin’s “Sex (I’m A...).” The band has always scored with unorthodox rockers, and “Cool Places” will introduce them to dance movers.

Naked Eyes — EMI America ST-17089
Producer: Tony Manifold — List: 8.98 Bar Coded

Already making inroads on the American Pop Singles charts with its scintillating rendition of Burt Bacharach and Hal David’s “Always Something There To Remind Me,” British duo Naked Eyes has an inviting, techno-pop sound that should appeal to other synth-dominated teams like Human League and Soft Cell. Expect action not only on prog radio and Top 40, but also in dance clubs. Sugary songs like “Burning Bridges,” “Low Life” and the percolating mid-tempo ballad, “Fortune And Fame.”

New and Newsworthy

DELPHIUM (Mercury 811 215-7)
Photograph (35.5) (Zomba Enterprises Inc. — BM/ML) (Clark/Wills/Savage/Elliot/Langan/Levy/Laurie) Just Delphi’s first single of “Pyromania” smartly holds incendiary melodies, hooks and artwork. The thick, dense beats back from smothering a well-crafted, if typical hard-pop outburst. Bright group harmonies are sure to sound good on AOR and Top 40 formats.

STANGE (A&M 2523)
Promised You A Miracle (3:55) (Colgem EMI Music — ASCAP) (J. Ferrer) (Producer: P. Walsh)

Simple Minds’ first single from its “New Gold Dream” album — destined to make this English outfit to boogie with the best of them. A standance band, synthesizer accompaniment and a possible British No. 1 hit. One of the hottest rock groups of the modern rock and U/C programmers want to hear.

BLAKK CONTEMPORARY
GWEN GUTHRIE (Island 7-99003)

Sly ‘n’ Robbie give Guthrie a tasty morseget, backing her sultry vocal track with an equal number of rhythms. A brief instrumental break gives listeners a chance to fully savor their recipe.

KLAXXON (Solar 7-68937)
Concentration (3:38) (Veilum VII — ASCAP) (L. McPars/L. Hardimon/S. Shockley) (Producers: S. Shockley/L. McPars)

The full-throated power of Klaxxon combines superbly with this strong orchestrated ballad. Superior arrangement and production mark this single. A good hook carries the momentum effortlessly. “Convince Me” certainly convinces us.

MCAFadden & WHITEHEAD (Capitol-P.B. 5056)

Textbook soul complete with telephone conversation intro. Trading vocals, the dub imbues a sense of discovery into a totally predictable format, emerging with a solid soul single. There are no real finishing errors.

NARADA MICHAEL WALEN (Atlantic 7-89588)
Reach Out (3:34) (Jboat Music — EACAP) (H. Docx/W. Doxel/Holland) (Producer: N. Malden)

Jazz-drummer-turned-producer Wal- den was had much production experience with Stacy Lattisaw than he’s ever had in this role. But, the cover of the Four Tops’ “Reach Out” should certainly fit in with the group. The low-key, kalimba part opens the record, which also has a Betty Preston-styled organ part, vocal chorus, pique driving drums and a harmonica vocal. Country folk.

BLUE MAGIC (Mirage 7-99914)

The doo-wop influenced Blue Magic trademark falsetto lead and sweet, harmonious con- sonance harmonies are everywhere in evidence.

(continued on page 6)

REVIEWS

(continued from page 6)

to fame as a working-class hero, Mainman has released this set of early tracks. There’s very little in the way of cohesive melody going on, and at first I was unimpressed by the raw ferocity and power of the tunes. This is a testament to the raw power, and the singer’s soulful delivery, that make this album unique.

The group’s sound is a cross between punk and soul, with a hint of blues and gospel. The songs are mostly in 4/4 time, with a strong backbeat and driving rhythm section. The guitar work is raw and aggressive, with a lot of distortion and feedback. The bass is thick and full, providing a solid foundation for the rhythm section. The drumming is strong and pounding, with a lot of fills and fills.

The vocals are raw and passionate, with a lot of emotion and passion. The singer’s voice is powerful and soulful, with a lot of range and emotion. The lyrics are mostly about love and heartbreak, with a lot of themes of loss and despair. The singer’s delivery is raw and intense, with a lot of passion and emotion.

Overall, this album is a great example of the raw power and emotion of punk and soul music. The group’s sound is unique and powerful, with a lot of raw energy and emotion. The music is both powerful and emotional, with a lot of passion and intensity. The group’s sound is a testament to the raw power and emotion of punk and soul music.
SEGER: "EVEN NOW"

THE SECOND SMASH FROM THE PLATINUM ALBUM

THE DISTANCE

BOB SEGER & THE SILVER BULLET BAND

CURRENTLY ON SOLD-OUT U.S. TOUR
NEWS & REVIEWS

REVIEWS

NEW SINGLES

Backstreet Realigns, Adds Publishing Expands Staff

LOS ANGELES — Backstreet Records, distributed through the MCA Music Distributing Corp., is changing offices and has expanded its staff from five to 10 as part of the formation of Backstreet Entertainment. The company, headed by Danny Bramson, will expand its operations beyond that of a record label and become “more aggressive on its inter, unique talent, making itself in all areas of music and related fields.”

Under the realignment, Bramson will step down as group president to become chief operating officer. Also, Kathleen Carey, formerly with Warner Bros. Music, will serve as president of the newly formed Backstreet Music division, and another former Warner Bros. executive, Ron Vance, will join the publishing arm as a vice president.

The Backstreet operation will operate autonomously from MCA Records, and Bramson, Backstreet Music president, Inc. president and chief operating officer Sid Sheinberg, MCA Records president Bob Siner also reports directly to Sheinberg in the new arrangement. Bramson’s group president Gene Frielich’s departure from corporate duties is expected to announce other key executive team appointments in the ensuing weeks and also to discuss future goals and plans for the company’s direction.

Commenting on the Backstreet announcement, Sheinberg said, “Danny Bramson has done a great job, but the tendency is to make him ideally suited to direct this major new undertaking which will have the full support of both operationally and financially, of MCA.”

Bramson first joined the MCA in 1975 as executive director of the Universal Amphitheatre, later founding Backstreet Records in 1979. Carey recently resigned her post as an executive at Warner Bros. Music Publishing and was previously on staff with Gefen/Kaye Music. Bramson noted that the new Backstreet Music division would be vital in the signing of new acts.

Meanwhile, the appointment of Vance as vice president of the new Backstreet Records division is expected to have a similar background to Carey at Warner Bros. Music and Gefen/Kaye, and also serves as vice president of the 20th Century-Fox Music.

Harman Completes Its Acquisition Of URC Companies

LOS ANGELES — Harman International Industries, Inc. has completed acquisition of the URC Group of companies, including Harman, manufacturers of professional sound products; Teletronix, manufacturers of semi-automatic telephone information systems; and Coast Recorders and United Western, West Coast recording studio facilities.

“With the recent acquisition of Infinity Systems, and the addition of the URC Group to our JBL and Harman-Motive manufacturing companies we are now positioned to truly execute the development to the audio industry,” said Sidney Harman, board chairman of Harman International. “Completion of the URC companies’ acquisition.”

“URC companies will provide JBL with the electronic products necessary to supplement the wide range of JBL professional loudspeakers. The recording studios establish the critical link between our companies with the fine sound reproduction equipment and the musicians and artists whose work they reproduce...” in the same manner that the

NEWS & REVIEWS

EXECUTIVES ON THE MOVE

Fernandez Elected At BMI — Sal G. Fernandez has been elected assistant vice president of national sales at BMI, Broadcast Music Inc. Fernandez has been with BMI for 30 years as assistant credit manager and became director, employee relations in 1976.

Harlan Named At MCA — Lawrence F. Harlan has been appointed vice president of national sales for MCA Music Distributing Corporation. He joined MCA in 1980 as assistant national credit manager.

Thomas Named At Chappell/Intersongs — Mill Thomas has been named vice president of operations for the Chappell/Intersongs Music Group U.S.A. Most recently, he was vice president of sales and marketing for The Woman of Donna Agency.

Changes At Radio City — Scott Sanders has been elected vice president of Radio City Music Hall Productions. He joined Radio City Music Hall Productions in 1979 as concert promoter. Also Mark Folton, who joined the production company last fall, has been appointed director of the concert/talent booking division. Immediately prior to his association with Radio City Music Hall Productions, he was tour manager for the Kenny Loggins tour.

RCA Names Trippett — The appointment of Joyce Trippett as director, Nashville operations has been announced by RCA Records. She joined RCA Records as a secretary of the artists and repertoire department, Nashville, in February of 1972 and has been manager, contact and financial services since 1976.

Zutaut Promoted — Tom Zutaut has been promoted from sales to the A&R department at Elektra/Asylum Records where he has been since 1980.

Harris Appointed At CBS — CBS Songs has named Judy Harris as director, Nashville operations, CBS Songs. In 1977 she joined April/Blackwood Music as coordinator and within a year she was promoted to professional manager—a position later upgraded to creative director, the position she has held for her latest promotion.

Arista Names Two — Arista Records has announced the promotions of Linda Ruoff and Jensi Auerbach. Both have been named co-managers of Arista’s production department. Prior to these promotions, Ruoff was manager, singles production, and Auerbach was manager, contact and financial services since 1976.

RCA VideoDiscs Expands — The new directors and regional managers for RCA VideoDiscs are: Richard Ehrens and Ir Icker, eastern region; Chuck Terry and Terry Boyer, central region; Jack Patterson and John Balls, southeastern region; Larry Alderman and Mark Seidell, Midwestern region; and Rockfield, southern region; and Eric Doctorow and Susan Headfield, western region.

Deutsch Appointed — WEA International has announced the appointment of Christian Deutsch as regional head. Most recently, he was manager of pop publicity at RCA Records and prior to that held similar positions at CTI Records and Tappan Zee Records.

CBS/Fox Video Promotes Holt — Nadine Holt has been promoted to director of production services for CBS/Fox Video International. She was formerly manager of production services at CBS/Fox Video International. Prior to that she was involved in the film industry in production and business affairs.

Changes At M/GM/UA — MGM/UA Home Video has announced the promotion of Harry Satter, formerly regional sales manager, northeastern region, to field sales manager. Steven J. Brecker has joined the firm as regional sales manager, northeastern region. Prior to that, he was a national sales representative for CBS Records. Also named was Mark Teuber as video rights coordinator. He comes to MGM/UA from Warner Home Video, where he was manager of business affairs.

Novak Promoted — Derrick Novak has announced the appointment of Kay Black to sales promotion coordinator for its recorder care division. She enters the recorder care division with over 3 1/2 years of experience as human resources representative with communications coordinator for the company.

Stollman Named VP Of CBS Int’l

NEW YORK — Norman Stollman has been appointed senior vice president, CBS electronics, CBS Records International. He will be in charge of all areas of manufacturing, warehousing, distribution, licensing and servicing of video game systems, cartridges and accessories, and personal computer software. In addition, he will be responsible for all video activities, and will also continue to assist CBS Records International in its business affairs.

Stollman has served as president, administration, CBS Records International. He joined CBS in 1970 and went to CBS Records International in 1975 to head a division that serves various functions for CBS Records and CBS Law, including senior director, CBS Records, U.K.

WCI Pays Dividend

NEW YORK — Warner Communications Inc.’s (WCI) board of directors has declared the regular quarterly dividend of a quarter per share on WCI Common Stock. The dividends are payable on May 15 to shareholders of record at the close of business on April 15.

PolyGram Promotion Dept. Realigns

people who will specialize in specific areas of promotion — one person promoting MTV, one covering the club outlets and another on the college level, along with our usual radio promotion arm. This way our people in the field across the country have one person who can tell them everything about promotion in their given category.”

Meanwhile, the label’s new rock division has been given an international flair with the appointments of John Stainze as vice president, A&R, and Derek Shulman, director, A&R.

Stainze moves to New York after three years heading the label’s West Coast, A&R, staff. He previously worked for Polygram there before joining Mercury in the U.S. Shulman is former vocal coach with Gentle Giant and has been a national AOR promotion manager at PolyGram.

The other members of the division are Jim Lewis, vice president, marketing; Harry Palmer, director of marketing, and Bill Levenson, marketing manager. Lewis moves the rock division from marketing, although he will continue to oversee the marketing and licensing of domestic and foreign rock acts. Palmer, formerly with sales as national album director, will coordinate marketing and artist development of rock acts. Levenson, who has been a product manager, will now focus on development of international repertoire and new music, and will assist both marketing and A&R.

Main Event Bows

NEW YORK — Stephen J. Bonanno has formed Main Event Merchandising Corp. The firm will distribute retail store and merchandising services, including wholesale distribution, mail order, concert tours, and hotel promotions, television and radio promotions, and production services and tour publishing.

The company can be contacted at 611 Broadway, New York, N.Y. 10012. The telephone number is (212) 505-7100.
Impressions, Budweiser Join For 'Silver' Tour Despite PUSH Boycott

by Jim Bessman

NEW YORK — An impromptu, a cappella mini-concert by the original Impressions, and Budweiser will sponsor the Group B Silver Aniversary Concert Tour. The tour is set to begin at the 2001 Club in Raleigh, N.C., on March 9, and will end up the way from the East Coast to the West Coast, where it will conclude in August. The group will play in more than 30 major cities.

Department store chairman Ernie Busch is amid a boycott campaign being waged by Rev. Jesse Jackson and Operation PUSH against major beer companies, Anheuser-Busch, based in St. Louis. Present at the Copa were the group’s two founders, together with other original members Fred Cash and Sam Gooden, and two new members, Nate Evans and Vandy Hampton. The tuxedoed group gave press and media attendants a delicious taste of the tour with Mayfield leading the way on “It’s All Right” and “I’m So Proud,” while inciting the audience to encourage listeners to show up for the entire concert.

The tour will mark Mayfield’s first concert outing in over three years. He and Butler, who left the group in 1958, have not worked together in over 15 years.

RwP Cultural Award Goes To Rep. Sidney Yates

by Earl B. Abrams


Mr. Yates has been re-elected to the House in 1964 and has been re-elected two years since. Yates was hired by the record industry for his contributions to the arts as chairman of the Interim subcommittee of the House Appropriations Committee. This subcommittee also handles appropriations for the Smithsonian Institution and the National Foundation on the Arts and Humanities.

Yates was said to have been instrumental in persuading Congress to appropriate $143 million for the Endowment, despite an administration proposal to limit this funding in fiscal 1983 to $100 million.

Stanley Gorkov, RIAA president, made the presentation at the annual RIAA cultural awards banquet March 15 in Washington. Addressing 1,400 guests, including members of the nation’s top record labels,峡谷 government bigwigs, Gorkov said: "Congressman Sidney Yates has enriched our nation’s artistic tradition. He has demanded a balance that would ensure that our nation’s defenses also include protection of talent and intellectual property.

The RIAA cultural awards were presented by flutist Jean-Pierre Rampal of Columbia Records and pop star Kenny Rogers of RCA Records.

WTBS To Name L.A. Producer For Its New Video Music Program

NEW YORK — Turner Broadcasting Systems this week will name an outside production company based in Los Angeles to produce the new weekend late-night video music program. "The producer is more in touch with trends and technologies of operating a station," said Scott Sassa, executive in charge of production of the show, whose working title is "The Over-the-Top Network."

The producer will also create the animations that will link the video clips and commercials together, eliminating the "stitching on" of commercials.

ONE SMILES, THE OTHER DOESN’T — After returning to the U.S. of A. from his historic "Around the World in 80 Days" tour, George Thorogood popped in to share a smile and a story with Cash Box’s Jim Cashman at the Saddlerock Ranch. Thorogood is currently scouting around for a studio whiz to produce his next EMI America album. (Cash Box photo by Randy Beamann)

Billy Ray Cyrus is a multi-talented musician whose music has touched hearts and souls around the world. His music career has been marked by a strong commitment to using his platform to raise awareness for important causes and to inspire others to pursue their passions. With his unique blend of country, rock, and pop music, Billy Ray Cyrus has forged a successful career that continues to grow in popularity. His dedication to his craft and his ability to connect with audiences have made him a beloved figure in the music industry. (Cash Box photo)
THIS TIME IT'S TIME FOR

CHANGE

CHANGE has emerged as a dazzling live act fronted by the sensual and diverse vocals of James Robinson and Deborah Cooper. With a slew of R&B, pop and dance hits to their credit, CHANGE returns stronger than ever with more hit material on their newest album, "THIS IS YOUR TIME." Radio, retail and the streets will confirm without question that this time it's time for CHANGE!

Featuring the exploding single, "THIS IS YOUR TIME," the beautiful ballad, "ANGEL," and uptempo tune, "DON'T WAIT ANOTHER NIGHT."

On Atlantic/RFC Records and Cassettes. OUR STRENGTH IS OUR MUSIC.
TOP 15 VIDEO GAMES

Weeks On
3/19 Chart

1. MS. PAC-MAN Atari CX2675
   1 4
2. FROGGER Parker Brothers 5300
   2 17
3. PITFALL! Activision AX016
   4 17
4. RIVER RAID Activision AX020
   3 11
5. ZAXXON Coleco 2435
   6 17
6. VANGUARD Atari CX2669
   7 9
7. DONKEY KONG Coleco 2451
   8 17
8. CENTIPEDE Atari CX2676
   — 1
9. SPIDER FIGHTER Activision AX021
   5 7
10. MOUSE TRAP Coleco 2419
    10 7
11. DEMON ATTACK Imagic 3200
    13 17
12. PHOENIX Atari CX2673
    14 2
13. TRON: DEADLY DISCS M Network 5662
    12 3
14. DRAGONFIRE Imagic 3611
    9 6
15. REAL SPORTS: FOOTBALL Atari CX2668
    11 8


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.

TOP 15 MIDLINES

Weeks On
3/19 Chart

1. THE DOORS (Elektra EKS 74007)
   1 36
2. LOOK SHARP! Joe Jackson (A&M SP-6-4907)
   2 27
3. TAPESTRY Carole King (Epic PE 39468)
   3 32
4. SO FAR Crosby, Stills, Nash & Young (Atlantic SD-19119)
   5 27
5. SOUVENIRS Dan Fogelberg (Full Moon/Epic PE 33130)
   7 21
6. FLEETWOOD MAC (Reprise MSK 2281)
   6 10
7. PIANO MAN Billy Joel (Columbia PC 32455)
   12 10
8. THE CARS (Elektra 6E 135)
   4 7
9. WINELIGHT Grover Washington, Jr. (Elektra 6E 305)
   9 5
10. LET THERE BE ROCK AC/DC (Atco SD-38151)
    8 5
11. LED ZEPPELIN IV (Atlantic SD 19129)
    11 4
12. WOMEN AND CHILDREN FIRST Van Halen (Warner Bros. 3415)
    14 2
13. MEATY, BEAUTY, BIG AND BOUNCY The Who (MCA 37001)
    9 8
14. ROCK 'N ROLL, VOLUME I The Beatles (Capitol SN-16020)
    13 7
15. WHO ARE YOU? The Who (MCA 3050)
    15 7


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

REGIONAL ALBUM ANALYSIS

NATIONAL BREAKOUTS

1. ALABAMA
2. KENNY ROGERS
3. WILLIE NELSON
4. U2
5. DEXYS MIDNIGHT RUNNERS
6. GREG KIHN BAND
7. PETE TOWNSHEND
8. THOMAS DOLBY
9. BERLIN
10. OAK RIDGE BOYS
11. JOHN ANDERSON
12. DEBARGE
13. THOMPSON TWINS
14. MELISSA MANCHESTER
15. BRYAN ADAMS

NORTHEAST

1. DEXYS MIDNIGHT RUNNERS
2. U2
3. ALABAMA
4. BERLIN
5. WILLIE NELSON
6. KENNY ROGERS
7. PETE TOWNSHEND
8. GREG KIHN BAND
9. THOMAS DOLBY
10. DEBARGE

SOUTHEAST

1. ALABAMA
2. KENNY ROGERS
3. JOHN ANDERSON
4. MANK WILLIAMS, JR.
5. THOMAS DOLBY
6. BERLIN
7. WILLIE NELSON
8. U2
9. MOLLY HATCHET
10. DEXYS MIDNIGHT RUNNERS

MIDWEST

1. ALABAMA
2. GREG KIHN BAND
3. PETE TOWNSHEND
4. WILLIE NELSON
5. DEXYS MIDNIGHT RUNNERS
6. U2
7. BERLIN
8. THOMPSON TWINS
9. KENNY ROGERS
10. BRYAN ADAMS

NORTH CENTRAL

1. ALABAMA
2. KENNY ROGERS
3. OAK RIDGE BOYS
4. MELISSA MANCHESTER
5. JOHN ANDERSON
6. WILLIE NELSON
7. GREG KIHN BAND
8. NIGHT RANGER
9. DEXYS MIDNIGHT RUNNERS
10. THOMAS DOLBY

BALTIMORE/WASHINGTON

1. ALABAMA
2. DEXYS MIDNIGHT RUNNERS
3. U2
4. DEBARGE
5. KENNY ROGERS
6. JOE SAMPE
7. WILLIE NELSON
8. WEATHER REPORT
9. PETE TOWNSHEND
10. THOMAS DOLBY

SOUTH CENTRAL

1. KENNY ROGERS
2. THOMAS DOLBY
3. GREG KIHN BAND
4. WALTER THE FIRE
5. U2
6. BERLIN
7. OAK RIDGE BOYS
8. PETE TOWNSHEND
9. DEXYS MIDNIGHT RUNNERS
10. JOHN ANDERSON

DENVER/PHOENIX

1. ALABAMA
2. KENNY ROGERS
3. U2
4. GREG KIHN BAND
5. PETE TOWNSHEND
6. OAK RIDGE BOYS
7. DEBARGE
8. WILLIE NELSON
9. DEXYS MIDNIGHT RUNNERS
10. JOHN ANDERSON
WELCOME TO THE WEEK'S MUSIC NEWSLETTER

A DOUBLE FIRST — Polydor recording group Jon Butcher Axis is shown making its very first in-store appearance, also the first to be held at the Shadow's Records & Tapes outlet in the Nashua Mall in Nashua, N.H. The group's appearance coincided with both the grand opening of the chain's 31st store and the chain's annual Washington's Birthday Sale.

SHACK-ING UP WITH DURAN DURAN — The Video Shack outlet at 49th and Broadway in Manhattan has previously hosted in-store interviews featuring Jann Fonda, Don Voreen and Darth Vader, all in support of their home video releases, as well as appearances by local DJs Dennis Elias of WNEW-FM and Pat St. John of WPLJ-FM to help pump out music videos from April Wine, Queen and the Taboo. Last Saturday, the shop was to hold its first in-store by a recording artist in a video store with an hour and a half session by Duran Duran, in town during the week for interviews and a guest spot on Saturday Night Live. The Video Shack's stop was set up by the store, Sony Consumer Products Co., and Capitol Records to promote the new Duran Duran Video 45 just put out by Sony (Cash Box, March 19). The product, available for $15.95 in Beta and $19.95 in VHS, or $29.95 in video clubs, was designated by the artist, "This is the Wolf," the latter showing more skin than MTV, HBO and Showtime could handle. "We want to begin to support sales of Video 45s in retail stores," said Peter Blachley, manager of marketing and production for EMI Music Video in Los Angeles, prior to flying to New York for the event that had the artist wanting to "not be showing our d--- on our sleeves, and that the country that are handling this product that there is a very viable market for the sale of these videos." Stating that the time is right for sales of video music software, Blachley added that EMI and Sony would follow their first video artist in-store with the first "tour" of a full-length video album. "We are looking at touring the Duran Duran video album in clubs in major markets all over the country," he explained. "We hope to tie in retail stores that offer both the Video 45 and the LP, though we are still in the process of licensing the LP to Sony." At Sony Video Software, sales manager Dan Schwarzbaum was also looking at updating the recording artist/video store promotions. "We're planning a tentative six-city tour in April for Jesse Rae which would include press and radio along with video in-store appearances," said Schwarzbaum. Rae and Michael Nesmith are the other artists represented in the initial Video 45 release. "We're considering similar tours with future Video 45 artists, and are bringing up that possibility when we talk with those artists about releasing their video in the future. Schwarzbaum further indicated that the Video 45 had already become an important merchandising tool. "It brings the hybrid type of customer into the video store," he explained, meaning those prerecorded music consumers who might not otherwise have come in. "We are already finding that the crossover is working beautifully." EMI's Blachley also noted the "crossover" potential in his hopes for more video in-stores of the Duran Duran type, and said that future video in-stores should not cause repercussions from record retailers who may be upset over being left out. "I don't think that record retailers will care since music video and video records have a natural tie-in," he claimed. "We want to get consumers used to the idea that software is available, not to promote video over records. Of course we hope that the same consumer will buy both, not that they are competing products." Meanwhile, Video Shack's director of advertising and promotion Marcia Kesselman was readying for a major event, running ads on WPLJ all week and setting up a TV monitor and speakers in the display window. She doubts whether the "Girls On Film," side of the Duran Duran Video 45 will be shown to customers, however. "I had no idea that the version on the tape was different from the one on MTV," admitted Kesselman, adding that she had been wired up in a hurry. "Luckily I gave it to one of the kids that work here to look at first. Do you know what would have happened if I ran that in the window on Saturday?" Incidentally, Video Shack has another in-store set for April 9 with Strawberry Shortcake and hopes to follow it with the one and only Arnold Schwarzenegger.

RCU D&D — RCA says that a flexible discount and dating program effective through March 25 allows 7.41% discount with no additional dating, 5.66% with an added 30 days, or 3.85% with an added 30 days on 10 established and developing contemporary and black titles. "Roll & Hold" and "High Desert" can be discounted at 8.26% without additional dating or 6.54% with an added 30 days. Robert Hazard's mini-LP and an additional $9.98 are being offered at 4.76% discount and no additional dating on an added 30 days. Finally, over 400 RCA, A&M and Associated Labels catalog albums are available at 2.91% discount without additional dating.

K-TEL TELLS OF GAMES — K-Television International expects to have its forthcoming line of video games in the stores this summer. Executive vice president Mickey Elfenbein says only that the line will be "unique and playable on Atari equipment" and that the company will fully utilize the marketing and distribution capabilities it has developed for its prerecorded audio product.

jim bosman
SOUND/VIEW

The Rock That Keeps on Rolling — The ranks of rock programs on videocassettes and disc continue to swell. The Who Rocks America One Last Time, a chronicle of the final concert on the group's "farewell" North American Tour (Dec. 17 at Toronto's Maple Leaf Gardens), is just one example. It includes video portions of the pay-per-view event, running just under two hours, and carries a $39.98 suggested list. After a disappointing short theatrical release, the Rolling Stones' Let's Spend The Night Together will be out in May from Embassy Home Entertainment, following three performances from the Stones late in 1985. The 90-minute program will also retail for just under $40. It was directed by Hal Ashby, who also directed the Stones' previous pay-per-view concert, and produced by Ronald L. Schwary.

And From The New Kids In Town — Embly Worldwide is one of the new music acts from the UK with its hit record "acji," making it their only public release to date. In the US, the band ("O.E.S.R.I.P.E." and Michael Nesmith's "Cruish," b/w "Rio") (not to be missed with an Lutan, whose name can be seen, as well as heard, on MTV). All three list for $15.95 at Beta Hi-Fi. In shelf space, although we recommend it. If you are looking for stereophonic audio and a more complete sound, you may want to consider the following: One On One, an hour-long special that shows King in her first concert in more than five years, interspersed with segments from a candid interview with King in which she talks about her life and career, from the early years writing for Don Karshner to her marriage to composing partner Gerry Goffin and guitarist Charles Larkay to life in Idaho. Carole King: One On One will carry a suggested list price of $59.95 in VHS and Beta videocassettes and $29.95 in stereo CED videodiscs, which will be available in June.

A VideoDisc Of The Blues — The next installment in the production deal between the video wing of New Jersey concert promoter John Scher's Monarch Entertainment and RCA SelectaVision Video Discs will be a blues program. According to Monarch's Pat Weatherford, Blues Alive, a 90-minute program from Monarch Music Video, BetaHi-Fi's Bluebreakers, Sippie Wallace, Etta James, Buddy Guy and Junior Wells, and Albert King, should be available in CED disc from RCA around June, with a 60-minute version being broadcast on CableVision's classic music channel. Editing it during production, while present among pre-production on Rock Justice, EMI America recording artist Marty Ballin's musical about an artist being put on trial for not having a hit single. Weatherford said Monarch hopes to start shooting Rock Justice in late August or early September. Following Video Software Notes — Sylvester Stallone stars as a former Green Beret survivor of Vietnam who is pressed into a guerrilla war against the police and national guard in Thorn EM's April blockbuster release First Blood. Also on tap next month from Thorn is Summer of Fear, Cheryl Ladd in Fascinated, Captain's Paradise and The Bells of St. Trinian's, the latter two being Collector's Series additions... As we reported last week, Airplane II is being put out by Paramount next month at $29.95, while its pirate clone, Airplane II, along with Grease and Star Trek: The Motion Picture, are being re-released at the same price (Cash Box, March 19). Other April titles from Par include Volume Two in Film Brat Club's Paragon Video System; Paragon Video System's Saturday Night Fever, Howard Hawkes' El Dorado, The Country Girl (the 1954 Clifford Odets drama), Mr. MCCrea's Storybook and Godzilla vs. Mother Japan; Paul Newman's April Month On CMA Videocassette, with the 1966 Hitchcock thriller Torn Curtain, the 1968 comedy The Secret War of Harry Frigg and the 1968 racing drama Winning. Newman, who has trio of Newman flicks on videocassette — sometimes A Great Notion and Slapshot... Embassy Home Entertainment is offering six motion pictures in April, including two older classics, 1954's Romeo and Juliet, starring Laurence Harvey and Susan Shentall, and 1967's The Producers, directed by and starring Mel Brooks' greatest comedies, with Gene Wilder, Zero Mostel and Dick Shawn. Among the others are 1982's drama about cults and deprogramming, Split Image, the psychodrama Blind Ambition; the record industry thriller Enigma, with Martin Sheen, and Deadly Blessing, a horror film with Maren Jensen.

MA'SH: Goodbye Prime Time, Hello Home Video — The final, two-hour episode of what may stand as TV's most beloved series. MA'SH is now available for all of you who didn't have Video Access to "Goodbye, Farewell, Amen," was according to ratings, viewed by some 125 million people in the U.S. when the 4077th's tearful saw song was aired (on CBS-TV, natch) Feb. 28th. The 121-minute videocassette retails for a whopping $79.98 (at that price, you'll have to be a fan to buy it), while the laserdisc version, which runs at a slightly shorter 119 minutes, goes for $34.98 and in CED it's $29.98.

Top 30 Videocassettes

<table>
<thead>
<tr>
<th>Rank</th>
<th>Title</th>
<th>Studio</th>
<th>Release Date</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>AN OFFICER AND A GENTLEMAN</td>
<td>Paramount Home Video</td>
<td>3/19</td>
<td>14.75</td>
</tr>
<tr>
<td>2</td>
<td>BLADE RUNNER</td>
<td>Embassy</td>
<td>3/19</td>
<td>3.95</td>
</tr>
<tr>
<td>3</td>
<td>ROAD WARRIOR</td>
<td>Warner Home Video</td>
<td>3/19</td>
<td>3.95</td>
</tr>
<tr>
<td>4</td>
<td>POLTERGEIST</td>
<td>Embassy</td>
<td>3/19</td>
<td>3.95</td>
</tr>
<tr>
<td>5</td>
<td>THE WORLD AROUND GARP</td>
<td>Columbia Home Video</td>
<td>3/19</td>
<td>7.95</td>
</tr>
<tr>
<td>6</td>
<td>ROCKY III</td>
<td>CBS-Fox</td>
<td>3/19</td>
<td>6.95</td>
</tr>
<tr>
<td>7</td>
<td>THE BEST Little WAREHOUSE IN TEXAS</td>
<td>MCA Distributing Corp.</td>
<td>3/19</td>
<td>8.95</td>
</tr>
<tr>
<td>8</td>
<td>THE BOAT (THE BOAT)</td>
<td>RCA/Columbia Pictures Home Video</td>
<td>3/19</td>
<td>10.95</td>
</tr>
<tr>
<td>9</td>
<td>FAST TIMES AT RIDGEWOOD CREST</td>
<td>MCA Distributing Corp.</td>
<td>3/19</td>
<td>7.95</td>
</tr>
<tr>
<td>10</td>
<td>ANNIE</td>
<td>Columbia Home Video</td>
<td>3/19</td>
<td>10.95</td>
</tr>
<tr>
<td>11</td>
<td>FIREWORX</td>
<td>Warner Home Video</td>
<td>3/19</td>
<td>12.95</td>
</tr>
<tr>
<td>12</td>
<td>NIGHT SHIFT</td>
<td>Warner Home Video</td>
<td>3/19</td>
<td>14.95</td>
</tr>
<tr>
<td>13</td>
<td>STAR TREK II: THE WRATH OF KHAN</td>
<td>Paramount Home Video</td>
<td>3/19</td>
<td>11.95</td>
</tr>
<tr>
<td>14</td>
<td>TRON</td>
<td>Disney</td>
<td>3/19</td>
<td>15.95</td>
</tr>
<tr>
<td>15</td>
<td>MISSING</td>
<td>MCA Distributing Corp.</td>
<td>3/19</td>
<td>13.95</td>
</tr>
</tbody>
</table>

Roberts, Harper Named In PolyGram Video Expansion

NEW YORK — In an expansion of PolyGram videocassette program, the home video department, national singles sales director Randy Roberts' promotion duties will now include the Cablevision, Video-Plus-Chicago, threedata Video Systems and SelectaVision subsidiaries. In addition... However, while Frances Harper has been named manager of press and video communications. Roberts began with PolyGram in local promotion while following a career as a studio drummer. He held a position in regional northeast promotion prior to becoming national singles sales director. Roberts will be assisting PolyGram vice president, press and video communications, Len Eppen in his new responsibilities. In her new post, Harper will be responsible for national video club promotion.

She will continue her previous duties, administering PolyGram's video library and editing EPP in the national coordination, public relations and sales of both video clips and full length programs.

The present Press and Video Communications Department staff will continue to work in the promotion of PolyGram video programming in the various markets. In Los Angeles, West Coast director for JAC Pickman handles national broadcast outlets, while West Coast manager Dan Pine's duties, including all PolyGram clubs, cable, broadcast and national promotion in the Southeast, regional director Martha Haggard works with all clubs, broadcast and cable outlets in the area from her Nashville base. In the Northeast, national director Sherry Ring Ginsberg covers the broadcast market, while Ken Reynolds, PAT manager, black music division, handles black music outlets.

STARK GETS JOYSTICK DEALER AWARD — Stark Record & Tape Service, which included in its line of video products, the PointMaster joystick, will be presented the PointMaster Dealer Of The Year Award for 1982 from Discwasher, which markets the PointMaster video game joystick. Pictured at the award presentation are (r-l): Art Finn, d2i Sales; Dwight Monier, Stark Record & Tape director of video marketing; Dr. Bruce Maier, founder and president, Discwasher; Joe Bresli, Stark Record & Tape vice president and buyer; and Jim Hall, Discwasher national sales manager.
Return To Forever: A Group And Concept Reborn On The Road

by Michael Martinez

LOS ANGELES — The Indelible energy left by seminal fusion group Return To Forever — led by Chick Corea with Stanley Clarke, Al DiMeola and Lenny White — has scarcely diminished since the band's 1976 parting. And the group is back not on vinyl, but in performance.

Long considered the flagship combo of the early '70s jazz/rock scene, Return To Forever's improbable aggregations such as Weather Report and the Mahavishnu Orchestra, Corea (keyboards), Clarke (basses), DiMeola (guitars) and White (percussion) have collectively shaped their creative tools through the years with names that one story could list. From Miles Davis and Stan Getz to George Duke and Paco De Lucia, the scope of Return To Forever's amassom on this comeback was held to the truth, to present it through his work with Keith Jarrett, Old & New Dreams, the Jazz Composer's Orchestra Association, the Charlie Haden Liberation Music Orchestra and his own recordings and bands. But even with this wealth of experience, Redman feels that critics and listeners have found him to the circle of "out" players. "I won't be pigeonholed," he recently told us. "I try to be a complete musician, because to me it's just all music. I recorded Charlie Parker's tune "Dewey Square" for my last album, and now people have said to me that I'm too complex. Or that I'm not able to play the blues. I feel like my influence is in the no-win situation." A native of Fort Worth, Texas, Redman's work has frequently displayed the warm, dusky earth tones one naturally associates with the region. But regardless of this first impression, Redman is a pianist with a但在 his own hand rather than his own stylistic approach. "In 1973 I played with Ornette, Keith and my own group all at the same time," he recalled. That lasted about nine months, and it was tough. But what I tried to do then and what I try to do now is play the music first rather than project my own music. I look at myself first and then adapt it — I think with Keith I had to play one way, with Old & New Dreams another, and with my own group still another. I'm interested in all music, and I feel that the way it comes out has more to do with how it's played than with what is played. And that kind of attitude goes to show how versatile jazz musicians are: if you're a rock musician, rock is all you play. But all my records that try to wear a lot of different hats, and it's difficult to make it come off. I've been working on that a long time, and I think I pull it off." Redman's most recent album, "The Struggle Continued" on ECM/Warner Bros., is a magnificent example of the saxophonist's diversity. Far from a simple post-Colman project, the disc features a slow Texas blues ("Turn Over Baby"), a supple ballad ("Joie De Vivre") and a re-interpretation of a bop standard ("Dewey Square"). Aside from the lead, the suitors an exquisite band with sidemen Mark Helias on bass, Charles Eubanks on piano and Ed Blackwell on drums. "I was lucky to get the musicians I had for that record," said Redman. "I'm not the type to make up groups. And I'm very comfortable with the players on this album. It's amazing, but when I was with Keith and Ornette, everybody at the club would say to me that I should call them up when I wanted to bring in my own group. So when I didn't have any things like "why don't you call me at 4:30 in the morning and ask me to close the club?" or 'get back to me in a couple of weeks.' I don't know what that was about, but right now I just want to do Dewey Redman things, and fortunately we've been getting some support for the new groups that I've been trying to open up. With the WPST and the various clubs, I'm trying to get back to some of the stones."

"Our top priority is to perform and communicate with people," Corea added.

Columbia Records, however, noting that RFT's last LP (which was on that label), "Romantic Warrior," is 50,000 copies away from being certified, "thought that they would use this group's tour with a re-packaged version of the LP and a market-by-market campaign. Essentially, that's what is on the four states about the rebirth of the creative music community, Corea said, "Things are very different in New York, they were 10 years ago. And if we've never needed prompting to be creative. We can't wait for the environment to allow us to create something. Our top priority is to perform and consequently communicate with people." Corea added. "It's part of our philosophy when I was a student and even in dealing with organization, Always communicate."

"Our top priority is to perform and communicate with people," Corea added.
NPR Slashes ’83 Budget; Some Shows Threatened

NEW YORK — National Public Radio (NPR) cut its 1983 fiscal year budget by 10% effective immediately. Across the board cuts in Arts & Performance and News & Information will bring NPR’s 1983 budget to $2,775,000, and the elimination of at least 45 jobs.

A two-fold in May is The Sunday Show, a five-hour arts and performance magazine show that airs on approximately 150 NPR stations around the country. The News & Information department will reduce its coverage of special events and arts news. Roughly $500,000 in cuts will come from reductions in those two departments’ program output.

Undecided is the fate of NPR’s third most popular program, Jazz Alive! An NPR memo sent to network reported only that the show will continue to run until the end of the fiscal year in September. “We can’t say definitely that that’s going to happen,” said NPR spokeswoman Linda Devillier. “The ’84 budget hasn’t been approved by the board, and it won’t be discussed until mid-April. However, if we have to go ahead with the same level of service that we’re now cutting things back to, there’s a chance that Jazz Alive! will not be available. On every other network, something is effective immediately to try and find an outside underwriter or underwriters who can help it along. In addition, a new classical music “strip” will bow in the summer.

The sudden programming changes have stirred some consternation at NPR stations. One station executive who asked that neither he nor his station be identified, termed the changes a result of “serious mismanagement” by NPR’s board and officers. “How could they just wake up in the middle of the fiscal year like this,” he asked.

Stark/Camelot Changes

NEW YORK — The North Canton, Ohio-based Stark Record & Tape Service, Inc., which currently operates 137 Camelot Music and Grapevine Records & Tape stores, along with more than 80 record dealers and in Big Fish Big Wheel and Conley’s department stores, has changed its name to Camelot Enterprises, Inc.

“This is simply a change in name which we felt would more accurately describe our current business patterns,” said executive vice president Jim Bonk. “It has no bearing on our corporate structure or mode of operation.”

Bonk cited two-fold reason for the name change. First, the company has grown immensely since 1956, when president Paul David founded it as a rack jobber servicing stores in Ohio’s Stark County. Camelot Enterprises Inc.’s geographical coverage now spans 27 states in its retail chain and seven states in its rack department, and it was felt that the name “Camelot” was a more accurate reflection of the company’s corporate identity.

In addition, the new name better serves the company’s expanded marketing direction. “Although music continues to be the lifeblood of our company, our new name is indicative of our commitment to broaden our lineup and mix to include a more diversified entity,” said Bonk. “During the past two years, the video phenomenon has played an increasingly large role in the growth of our business. We’re marketing video game software and hardware throughout the chain, and the increased number of home video recorders and videocassette players opened new doors for us in several key markets. We look for that trend to continue, and with the recent home computer boom, we’re equally excited about the opportunities that lie in the marketing of computer software.”

The corporate name change will not affect the names of any of the company’s subsidiaries, which include Camelot Music, Inc.; Grapevine Records & Tapes, Inc.; CMG Advertising, Inc.; and Jet-Mar, Inc.

RIAA Publishes New Small Shipment Index

NEW YORK — The Recording Industry Association of America (RIAA) has published its new Shipment Breakpoint Index, which replaces the UPS Weight Break Shipping idea. The new index is more user-friendly, updated, using averages taken from UPS and motor carrier tariff bureau rates that reflect appropriate zones and geographic regions. It can help users determine cost-effective outbound and inbound shipping of products and commodities subject to motor carrier Class Ratings of Class 100 or lower. This category includes audio discs (continued on page 24).

MUSICAL CHAIRS — The first twist in the continuing drama of the AOR consultant finds that Steve Casey has decided not to continue to run the consulting firm that he and John Sebastian established over two years ago. Casey has, instead, decided to return to Top 40 station WLS/Chicago as operations director. He had been music director at the station under former consultant Mike O’Malley, who is now director at Doubleday Broadcasting, research director at KNJ/Los Angeles and had helped develop the research techniques used by MTV. When he left WLS, he formed an AOR consulting firm, but then WLS went back to their former consultant. Casey had previously announced that he is dissolving his consultancy as of June 1 in favor of developing a “new” format. Casey at the time planned to form his own new company to take over Sebastian’s former clients. Now that he has decided to go back to WLS, the fate of Sebastian’s client stations remains unclear. Stay tuned for the next news item.

NETWORK NEWS — In other AOR news, Mutual has tapped trade journal Airplay for its new show Rock USA. In addition to using some of the techniques he learned as both AOR personality and trade editor, Hard will appear on the show weekly, offering commentary on the music scene and the proverbial ex- fice with rising artists. Mutual has also converted its aforesaid satellites feeds of shows that it has begun to multicast the Dick Clark National Music Survey to some of the show’s 600 affiliates. This format will reach 250 Rock USA affiliates, and expects to have them all on the board by early July. The show is currently simulcasting from New York, Stockton, El Paso, Chicago, San Francisco and KGB/San Diego, WMMS/Cleveland, KBDY/Denver, WLZZ/Detroit, KDKU/Honolulu, KLO/Houston, WFBG/Indianapolis, KOKG/Kansas City, KZUP/Atlanta, KOKH/Oklahoma City, KWK/Tulsa, KSQ/Kansas City, KQV/Des Moines, KST/Salt Lake City, IWMA/Tucson, KZAZ/Kansas City, KONC/Des Moines and WQFM/Milwaukee, WFBQ/Indianapolis, WRKJ/Baltimore, KBPI/Denver, KBKX/Kansas City, KIT/Kansas City, WWUX/Tampa, WOKC/South Carolina, and KGB/San Francisco.

SYNDICATION INDICATIONS — Carol Strauss, the new AOR consultant, public relations and advertising at DIR Broadcasting, and husband Michael are the proud parents of Bryn Victoria born Feb. 15 in New York City. ...Jim Conlee, program director at KHTZ/Los Angeles, has been tapped by Westwood One to host its Star Traks, the rock music and interview show airing on over 300 AC and Rock stations nationwide. Conlee brings to Westwood over 17 years of radio programming, production and on-air experience. ...Beginning the week of March 21, Rock ‘N’ Roll Tonight, a live syndicated concert series on broadcast television, will debut. And so far, the show’s producers have tapped 26 AOR stations to simulcast in stereo the show, which is slated to air in 50 major TV markets following NBC’s Saturday Night. The radio simulcast/television show is scheduled to debut next spring.

STATION/FORMAT: AOR station KZPZ/Tucson has won an injunction preventing air personality Jonathon Brandmeier from moving to Chicago rock station WLUP until April 1, when his contract expires. ...But for the next three months, WLUP air personality Brant Miller will host a special multimedia information show at 10 local high schools about computers. The presentations, designed by Atari, are being offered to the schools at no charge for assembly programs. ...And the crack of the bat is once again heard in the land. WCAU-AM/Philadelphia has won the rights to broadcast Philadelphia Phillies games, with sportscaster personalities Rich Ashburn and Harry Kalas doing the play-by-play and color. Speaking of sports and the disappearance of music from the AM band, Top 40 station WNBC/New York has signed a multi-year contract to broadcast the 82 home and away games of the New York Mets beginning with the ’83-84 season. ...Down in Washington, D.C., B/C station WOL has named Willie Backet evening air personality. Backett comes to WOL experience gained at WEBB/Baltimore, WOKW/Washington and WJB/Los Angeles. He also hosts the syndicated television show Dance Connection. ...American Radio Network has announced a concert March 16 and 17 by A&M recording artist Bryan Adams at New York’s Bottom Line. DJs Tony Pipp, Carol Miller and Pat St John played emcees. ...National Basketball Association radio operators have been busy setting up two-year terms on its radio board of directors. They include Dick Rakovan, WSNE; Providence; Edward T. Giller, WFBG/Altona, Penn.; Walter E. May, WPKE-WGHR/Jeffersonville, Ky.; Charles T. Jones, WZCT/Tuscaloosa, Ala.; David W. Palmer, WATH-WXTO/Athens, Ohio; Kenneth H. MacDonald Sr., WSAM-WKCO/Saginaw, Mich.; Ted L. Smerf, KNR/Little Rock; William Hansen, WJUL-WLJ/Toledo, Ill.; Don Schichtel, WJUR/Chicago; S. D. Bev E. Brown, KGAS/Carthage, Tex.; Thomas L. Young, KVON-KYVN/Napa, Calif., and Gary Capps, Capp Broadcasting, Bend, Ore. The other half of the board will be elected next year.

larry riggs
58 BRYAN ADAMS • CUTS LIKE A KNIFE • A&M
ADDS: KNX, HOTS: KSHE, WMMS, WOUR, KEZY, KBPI, KJJO, MEDIUMS: WBIL, WKLS, WPLR, KLOL, KMET, PREFERRED TRACKS: Strait, Title.
SALES: Moderate to fair in all regions.

181 ART IN AMERICA • PAVILION
7 ADDS: None. HOTS: None. MEDIUMS: WYFE, WBILM, WKLS, WPLR, KEZY, KMET. PREFERRED TRACKS: Title, Land, Line, Shy.
SALES: Fair initial response in Midwest and East.

16 PAT BENATAR • GET GROOVY • CHRYSALIS
ADDs: None. HOTS: WBILM, KBPI, KJJO, MEDIUMS: KSHE, WMMS, WPLR, KMET. PREFERRED TRACKS: Antology, Little.
SALES: Good to moderate in all regions.

41 BERLIN • PLEASURE VICTIM • GEFFEN
ADDs: None. HOTS: KNX, WYFE, RWR, WMMS, WMDD, WKLS, KBPI, MEDIUMS: KNX, WYFE, WKLS, WPLR, KEZY, WNEW. PREFERRED TRACKS: Sex, Metro.
SALES: Good to moderate in all regions.

— MICHAEL BOLTON • COLUMBIA
ADDs: None. HOTS: KNX, KJJO, MEDIUMS: KSHE, WBILM, WKLS, WPLR, KBPI, KMET. PREFERRED TRACKS: Open.
SALES: Fair in East and Midwest.

158 JON BUTCHER AXIS • POLYDOR
ADDs: None. HOTS: None. MEDIUMS: WYFE, WBILM, WKLS, WPLR, KEZY, KBPI. PREFERRED TRACKS: None.
SALES: Fair in East.

185 TONY CAREY • I WON'T BE HOME TONIGHT
ADDs: None. HOTS: WMMS, KBPI, MEDIUMS: KSHE, KNX, WYFE, WNEW, KEZY, WNEW. PREFERRED TRACKS: Title.
SALES: Fair in Midwest.

17 ERIC CLAPTON • MONEY AND CIGARETTES • DUCK/WARNER BROS.
ADDs: None. HOTS: KSHE, WMMS, KNX, WBILM, WOUR, KEZY, KBPI, WNEW, KMET. MEDIUMS: WKLS, WPLR.
PREFERRED TRACKS: Heart.
SALES: Good to moderate in all regions.

18 PHIL COLLINS • HELLO, I MUST BE GOING • ATLANTIC
ADDs: None. HOTS: WBILM, WOUR, KEZY, KJJO, MEDIUMS: KSHE, KNAC, WMMS, KNX, KLOL, KMET.
PREFERRED TRACKS: Hurry, Care.
SALES: Moderate in all regions.

177 CHRIS DE BURGH • THE GETAWAY • A&M
SALES: Fair in East and West.

10 DEF LEPPARD • PYROMANIA • MERCURY
ADDs: None. HOTS: KSHE, WMMS, WYFE, WNEW, WBILM, KBPI, MEDIUMS: WMMS, KNX, WPLR, KEZY, KMET.
PREFERRED TRACKS: Photograph.
SALES: Good in all regions.

30 DEXYS MIDNIGHT RUNNERS • TOO-RYE-AY • MERCURY
ADDs: None. HOTS: KNAC, WMMS, WYFE, WNEW, KBPI, MEDIUMS: WBIL, WPLR, KEZY, KBPI. PREFERRED TRACKS: Eileen.
SALES: Good to moderate in all regions.

58 ROXY MUSIC • MUSIQUE • WARNER BROS.
ADDS: WNEW, KEZY, WHFS, WMMS, WOUR, KBPI, MEDIUMS: WBIL, KEZY, KBPI. PREFERRED TRACKS: Hurricane, Jealous.
SALES: Just shipped.

95 THOMAS DOLBY • BLINDED BY SCIENCE • HARVEST
ADDS: None. HOTS: KNAC, WYFE, WHFS, WKLS, WPLR, KLOL, KBPI, WNEW. MEDIUMS: KNX, WBLM, KBPI. PREFERRED TRACKS: Blinded, Submarines.
SALES: Good to moderate in all regions.

6 DURAN DURAN • RIO • HARVEST
SALES: Good in all regions.

— THE FIXX • SHUTTERED ROOM • MCA
ADDS: None. HOTS: WYFE, KBPI, KJJO, MEDIUMS: KNAC, WMMS, KNX, WYFE, WKLS, WOUR, KLOL, KBPI. PREFERRED TRACKS: Stand.
SALES: Fair in West.

159 INXS • SHADOBB SHOOABAH • ATCO
ADDS: KSHE. HOTS: WMMS, WYFE, WBLM, WKLS, WPLR, KLOL, KBPI, WNEW. PREFERRED TRACKS: Thing, Black.
SALES: Moderate to fair in all regions.

93 GREG KHAN BAND • KINSPIRACY • BEEZERKLEY
ADDS: None. HOTS: WMMS, KNX, WYFE, WBLM, WPLR, KEZY, KBPI, WNEW. PREFERRED TRACKS: Jeopardy.
SALES: Good to moderate in all regions.

159 NICK LOWE • THE ABDOMINABLE SHOWMAN • COLUMBIA
SALES: Moderate breakthroughs in all regions.

2 MEN AT WORK • BUSINESS AS USUAL • COLUMBIA
ADDs: None. HOTS: KNAC, KNX, WYFE, WNEW, WPDR, KEZY, KBPI, MEDIUMS: WMMS, KLOL, KBPI. PREFERRED TRACKS: Down, Johnny, Who.
SALES: Good in all regions.

159 MODERN ENGLISH • AFTER THE SNOW • SIRE
ADDS: None. HOTS: WYFE, WHFS, MEDIUMS: WMMS, KBPI, WNEW, KNX, WYFE, WPLR. MEDIUMS: KBPI, WNEW. PREFERRED TRACKS: Melt, Carry, Gladhouse.
SALES: Good in all regions.

104 MOLLY HATCHET • NO GUTS ... NO GLORY • EPIC
SALES: Good in all regions.

93 RIC OCASEK • BEATTITUDE • GEFFEN
ADDs: None. HOTS: WMMS, WOUR, WPDR, KEZY, KBPI, MEDIUMS: WBIL, KBPI, KJJO. MEDIUMS: WKLS, KLOL, KBPI, WNEW. PREFERRED TRACKS: Open.
SALES: Moderate to fair in Midwest.

66 TOM PETTY & THE HEARTBREAKERS • LONG AFTER DARK • BACKSTREET
ADDS: None. HOTS: KNX, WKLS, WPLR, WPDR, KBPI. MEDIUMS: KSHE, WMMS, KJJO. PREFERRED TRACKS: Change, Lucky.
SALES: Moderate to fair in all regions.

21 TRIUMPH • NEVER SURRENDER • RCA
ADDS: None. HOTS: KSHE, WMMS, WBLM, KLOL, KBPI, MEDIUMS: WKLS, KBPI. PREFERRED TRACKS: Time, Way.
SALES: Moderate to good in all regions.
Top-Selling Females, PolyGram Midline Debut Top Second Quarter Releases

by Tom Roland

NASHVILLE — Following a first quarter that saw the release of many of the major labels’ country divisions’ biggest guns — RCA’s new Atlee album, Midnight; Warner Bros.’s Willie Nelson solo project and MCA’s current Oak Ridge Boys LP — the second quarter of the year should prove a little more low-key, with the labels generally concentrating on developing acts, in addition to a handful of high-volume artists like Waylon Jennings and Levon Helm. Of the acts just released, one of the most promising candidates for volume sales during the quarter is the brand new triple album, "Yellow Jackets," by Rolling Stones vocalist Mick Jagger. The album has been released by MCA, and is expected to be a major hit. The second quarter country release schedule includes "Don’t It Make You Feel Good," by Jerry Reed, and "Almost Home," by Hank Williams, Jr.

Other major projects expected during the second quarter include "What’s Going On," by Al Green, "Blessings," by Don Williams, and "The Price of Freedom," by George Jones.

Major Projects

Two major releases packages have also been slated on artists whose careers continue to build — John Conlee and Randy Bailey — while two interesting concept albums are expected to emerge from Columbia. One, "Nothing But Love," by John Anderson, has been completed for Columbia’s Country Music Division. The album will feature such classic country songs as "Nothing But Love," "I’ve Got a Woman," and "You’re Gonna Miss Me When I’m Gone." The album will be released by Curb Records.

The second quarter country release schedule includes "Don’t It Make You Feel Good," by Jerry Reed, and "Almost Home," by Hank Williams, Jr.

(continued on page 21)

PLAQUES FOR GREENWOOD — Lee Greenwood was recently honored for his album, "The Fabulous Platinums," with an album plaque commemorating Kenny Rogers’ week at #1 with the Greenwood-penned “A Love Song,” and presented an additional wall trophy for his debut album, "Inside Out." Pictured at the presentation are (l-r): Jerry Clutchfield, vice president, MCA Music; Greenwood; Pam Higdon, director, creative services, MCA Music.

Gatlins Provide Theme For New Sportswear Line By ‘Members Only’

NASHVILLE — Members Only, the fashion label that sparked heavy sales for Europe Craft Imports Inc.’s racing-style jackets, has made public plans to embark on a $5 million multi-media marketing campaign featuring Larry Gatlin and the Gatlin Brothers Band. Scheduled to begin in April, the spring and summer promotional venture will introduce "Members Only — Sporting Team," a new clothing collection, and is to be conducted by the advertising agency, a subsidiary of Warren, Muller, Dolobinsky, Inc.

According to Europe Craft president Ed Wachtel, the 30-second television spots showing the Gatlin Brothers — Larry, Steve and Rudy — wearing Members Only apparel in a number of action and lifestyle situations will run this spring in 28 major markets and nationally on several cable networks. One-minute radio spots using the Members Only theme (written and performed by the Gatlins) will be test on six New York City stations for possible future national use. The print segment of the marketing campaign begins with a three-page, four-color ad featuring the Gatlin Brothers in the April 1 edition of the Sports Illustrated magazine and will be followed by regional and national full-page promotions in People magazine. Promotions will also appear on buses in the New York City area.

According to Europe Craft president Ed Wachtel, the 30-second television spots showing the Gatlin Brothers — Larry, Steve and Rudy — wearing Members Only apparel in a number of action and lifestyle situations will run this spring in 28 major markets and nationally on several cable networks. One-minute radio spots using the Members Only theme (written and performed by the Gatlins) will be tested on six New York City stations for possible future national use. The print segment of the marketing campaign begins with a threepage, four-color ad featuring the Gatlin Brothers in the April 1 edition of the Sports Illustrated magazine and will be followed by regional and national full-page promotions in People magazine. Promotions will also appear on buses in the New York City area.

Larry Gatlin and the Gatlin Brothers Band, who appear in a five-minute sales promotion film produced by Harvard & Edrick/WMD advertising agency, a subsidiary of Warren, Muller, Dolobinsky, Inc.

Attention!

All Independent Labels, Producers & Artists:
General Broadcasting Service Offers Your National Record Distribution
Promotion—Marketing Production

We absolutely Guarantee to Give You More Promotion AND save you BIG BUCKS or We’ll do our part for free! You Owe it to Yourself to Stop by the Office and talk it over. If that’s Impossible, Call or Write:

General Broadcasting Service
38 Music Square East, Suite 216
Nashville, Tennessee 37203
(615) 242-5501

Cash Box/March 26, 1983
HUBBARD SHOWCASED AT Track 9— Ray Wylie Hubbard performed March 14 at the Track 9 facility in Nashville to a sold-out press and industry audience consisting of record company executives from Periman Records, who are reportedly negotiating with the artist. Hubbard has an uncanny ability to translate country music in the same straightforward manner that has made Bruce Springsteen a model of success in rock circles, and his repertoire covers a vast amount of turf, from The Boss to Willie Nelson, while much of it is perfectly suited to country dances like the two-step. He’s also accumulated a rather substantial following through a heavy tour schedule, and the Periman deal should provide a major boost to his burgeoning career. During the show, Hubbard was joined on-stage by Periman’s first signee, Lynn Anderson, following her walk across the floor with label president Chuck Robinson. Anderson, who is a Nashville native, said, “You Can’t Take What You Never Had,” was just released, and she was apparently so excited about it that she joined the label in its Dallas headquarters and stuffed envelopes on the floor for four hours the night that the single was scheduled to ship. Her album debut for the Dallas-based label is expected in about three months, and it will include a duet with Gary Morris.

COMMUNICATING— Nashville has been brimming with new label affiliations of late. Roy Stevens recently became the third artist to join the Mer- cury/PolyGram roster and this year’s first major label to sign a country artist. His deal is expected in a month. Stevens follows Tari Honslie and Steve Clark onto the label. Randy War has signed with Columbia Records, and the Austin native’s first single “You’re the Reason,” is due in April... Con Hunley, who is already riding high on Warner MCA.

BLUEGRASS CITED ON GREEN DAY — The newly formed Nashville Bluegrass Music Asn. (NBMBA) used St. Patrick’s Day to dole out honorary memberships in the exclusive non-profit organization. Members were David Embree, founder of bluegrass and music history. A number of bluegrass traditionalists were cited with certificates, including Bill Monroe, Vassar Clements, J.D. Crowe, Doug Dillard, John Hartford, Jim & Jesse, The Osbournes, Earl Scruggs, Ricky Skaggs and The Whites, among others. Two bluegrass concerts have been set by the association in Nashville, the town of the seat of bluegrasses,” with a multi-act lineup at the Statler Inn April 1 and a show by The Osbournes April 11 at the Tennessee Performing Arts Center. JONES SELLS OUT THE FOX — When he appeared for an eight-show, six-day stint at the venue recently, Tom Jones set a house attendance record by attracting 36,000 to the Fox Theatrical In St. Louis in one week, selling out each of the concerts at the half, which seats 4,000. Apparently, Jones was the first to report a sellout on the Fox since it opened last September, and the response has promoted club officials to consider the venue a little more seriously. BENEFIT LINESUP SET — Officials with both the National Kidney Foundation (NKF) and the Arthritis Foundation are hard at work securing artists to appear on their respective April 24 fundraising broadcasts. The NKF’s “Country Music Festival” will air via 250 country radio stations with an eight-hour live segment as well as a 12-hour prerecorded show that includes a fan-voted countdown of the Top 100 country songs of all time. Set to appear on behalf of the Kidney Foundation are Ronnie Milsap, Tom T. Hall, Karen Taylor-Good, Emmylou Harris, Jerry Clower, Earl Thomas Conley, John Anderson, Dottie West, Ronnie Milsap, George Jones, Ray Price, David Frizzell, Randy Travis, and Ralph Emory. The eight-hour program is expected to air in more than 25 markets, emanating live from Opryland, U.S.A.

CONGRATULATIONS — To George Jones, who married Nancy Sepulveda March 4 in Texas at the home of his sister, Helen Scruggs, in Woodville, Tex. Apparently, the Possum is also planning to open a country music park there, tying the proposed investment “Jones Country,” which also happens to be the title of a cable special of a capped Jones concert which is to air this spring.

WELK INKS ANOTHER — Following the acquisition last week of Steve Gibson’s catalog (Cash Box, March 19), Welk Music has signed a co-publishing and administrations deal with Lenzell-Dimotore Music, adding Deimos to the Welk staff of writers, which includes Bob McDill and Don Williams. Delmore co-wrote the current “Swingin’” single, ENOS GETS LUCKY — Sonny Shroyer, who plays Enos on the Dukes Of Hazzard television show, just had a 30-week radio release, a country comedy tune called “Uncleiest Songwriter In Nashville,” on the Memory Machine label. Produced through Denim & Lace Prods., the tune relates the story of a writer who tempts the hands of fate with near-misses and cons--one of his biggest hits is “The Virus,” which the Oak Ridge Boys supposedly passed on.

New Releases
(continued from page 29)


Southwestern Tracks: Bill Anderson’s “Southern Fried” in April.
THE COUNTRY MIKE

NEW REPORTER — Fourth in an ongoing series spotlighting the new Cash Box reporting stations is KFML/Amarillo. The station, purchased from a private investor by Midwest Broadcasting/Wichita, is a part of KOKE's "4-in-a-row" concert series at the Double Eagle. McDowell recently appeared in Austin as a part of KOKE's "4-in-a-row" concert series at the Double Eagle. McDowell was the fourth artist to appear at the series, which has been in existence for many weeks. Pictures are -- Dae Field, KOKE; McDowell; and Alicia Lane, KOKE.

MCDOWELL VISITS KKE — Ronnie McDowell recently appeared in Austin as a part of KKE's "4-in-a-row" concert series at the Double Eagle. McDowell was the fourth artist to appear at the series, which has been in existence for many weeks. Pictures are -- Dae Field, KKE; McDowell; and Alicia Lane, KOKE.

Country Joe Flint KSOP/Salt Lake City Love Affairs — Michael Murphy — Liberty

Dave Wolfe WHOO/Orlando You're Out Doing What I'm Here Doing Without — Gene Watson — RCA

Gary Greenburg KHJ/Los Angeles The Hero — Lee Dresser — Air International

Al Jamison KFH/Wichita You're Out Doing What I'm Here Doing Without — Gene Watson — RCA

Tim Williams KKE/Austin It's A Dirty Job — Bobby Bare & Lacy J. Dalton — Columbia

Bob Cole WPX/Kansas City It Hasn't Happened Yet — Rosanne Cash — RCA

Randy Berry WHNT/Huntsville American Made — Oak Ridge Boys — MCA

Jim Wilson WRJZ/Knoxville Lucille — Waylon — RCA

Doug Brannon KNIX/Phoenix Life — Marty Robbins — RCA

Mike Carta WIL/St. Louis The Ride — David Allan Coe — Columbia

Jack Seckel WIZX/Middletown Life — Marty Robbins — RCA

Jay Phillips WMAQ/Chicago Love Affairs — Michael Murphy — Liberty

Rick Stewart KRAK/Sacramento You're Out Doing What I'm Here Doing Without — Gene Watson — RCA

THE COUNTRY MIKE

NEW REPORTER — Fourth in an ongoing series spotlighting the new Cash Box reporting stations is KFML/Amarillo. The station, purchased from a private investor by Midwest Broadcasting/Wichita, is a part of KKE's "4-in-a-row" concert series at the Double Eagle. McDowell recently appeared in Austin as a part of KKE's "4-in-a-row" concert series at the Double Eagle. McDowell was the fourth artist to appear at the series, which has been in existence for many weeks. Pictures are -- Dae Field, KKE; McDowell; and Alicia Lane, KKE.

MCDOWELL VISITS KKE — Ronnie McDowell recently appeared in Austin as a part of KKE's "4-in-a-row" concert series at the Double Eagle. McDowell was the fourth artist to appear at the series, which has been in existence for many weeks. Pictures are -- Dae Field, KKE; McDowell; and Alicia Lane, KKE.

Country Joe Flint KSOP/Salt Lake City Love Affairs — Michael Murphy — Liberty

Dave Wolfe WHOO/Orlando You're Out Doing What I'm Here Doing Without — Gene Watson — RCA

Gary Greenburg KHJ/Los Angeles The Hero — Lee Dresser — Air International

Al Jamison KFH/Wichita You're Out Doing What I'm Here Doing Without — Gene Watson — RCA

Tim Williams KKE/Austin It's A Dirty Job — Bobby Bare & Lacy J. Dalton — Columbia

Bob Cole WPX/Kansas City It Hasn't Happened Yet — Rosanne Cash — RCA

Randy Berry WHNT/Huntsville American Made — Oak Ridge Boys — MCA

Jim Wilson WRJZ/Knoxville Lucille — Waylon — RCA

Doug Brannon KNIX/Phoenix Life — Marty Robbins — RCA

Mike Carta WIL/St. Louis The Ride — David Allan Coe — Columbia

Jack Seckel WIZX/Middletown Life — Marty Robbins — RCA

Jay Phillips WMAQ/Chicago Love Affairs — Michael Murphy — Liberty

Rick Stewart KRAK/Sacramento You're Out Doing What I'm Here Doing Without — Gene Watson — RCA

THE COUNTRY MIKE

NEW REPORTER — Fourth in an ongoing series spotlighting the new Cash Box reporting stations is KFML/Amarillo. The station, purchased from a private investor by Midwest Broadcasting/Wichita, is a part of KKE's "4-in-a-row" concert series at the Double Eagle. McDowell recently appeared in Austin as a part of KKE's "4-in-a-row" concert series at the Double Eagle. McDowell was the fourth artist to appear at the series, which has been in existence for many weeks. Pictures are -- Dae Field, KKE; McDowell; and Alicia Lane, KKE.

MCDOWELL VISITS KKE — Ronnie McDowell recently appeared in Austin as a part of KKE's "4-in-a-row" concert series at the Double Eagle. McDowell was the fourth artist to appear at the series, which has been in existence for many weeks. Pictures are -- Dae Field, KKE; McDowell; and Alicia Lane, KKE.

Country Joe Flint KSOP/Salt Lake City Love Affairs — Michael Murphy — Liberty

Dave Wolfe WHOO/Orlando You're Out Doing What I'm Here Doing Without — Gene Watson — RCA

Gary Greenburg KHJ/Los Angeles The Hero — Lee Dresser — Air International

Al Jamison KFH/Wichita You're Out Doing What I'm Here Doing Without — Gene Watson — RCA

Tim Williams KKE/Austin It's A Dirty Job — Bobby Bare & Lacy J. Dalton — Columbia

Bob Cole WPX/Kansas City It Hasn't Happened Yet — Rosanne Cash — RCA

Randy Berry WHNT/Huntsville American Made — Oak Ridge Boys — MCA

Jim Wilson WRJZ/Knoxville Lucille — Waylon — RCA

Doug Brannon KNIX/Phoenix Life — Marty Robbins — RCA

Mike Carta WIL/St. Louis The Ride — David Allan Coe — Columbia

Jack Seckel WIZX/Middletown Life — Marty Robbins — RCA

Jay Phillips WMAQ/Chicago Love Affairs — Michael Murphy — Liberty

Rick Stewart KRAK/Sacramento You're Out Doing What I'm Here Doing Without — Gene Watson — RCA

THE COUNTRY MIKE

NEW REPORTER — Fourth in an ongoing series spotlighting the new Cash Box reporting stations is KFML/Amarillo. The station, purchased from a private investor by Midwest Broadcasting/Wichita, is a part of KKE's "4-in-a-row" concert series at the Double Eagle. McDowell recently appeared in Austin as a part of KKE's "4-in-a-row" concert series at the Double Eagle. McDowell was the fourth artist to appear at the series, which has been in existence for many weeks. Pictures are -- Dae Field, KKE; McDowell; and Alicia Lane, KKE.

MCDOWELL VISITS KKE — Ronnie McDowell recently appeared in Austin as a part of KKE's "4-in-a-row" concert series at the Double Eagle. McDowell was the fourth artist to appear at the series, which has been in existence for many weeks. Pictures are -- Dae Field, KKE; McDowell; and Alicia Lane, KKE.

Country Joe Flint KSOP/Salt Lake City Love Affairs — Michael Murphy — Liberty

Dave Wolfe WHOO/Orlando You're Out Doing What I'm Here Doing Without — Gene Watson — RCA

Gary Greenburg KHJ/Los Angeles The Hero — Lee Dresser — Air International

Al Jamison KFH/Wichita You're Out Doing What I'm Here Doing Without — Gene Watson — RCA

Tim Williams KKE/Austin It's A Dirty Job — Bobby Bare & Lacy J. Dalton — Columbia

Bob Cole WPX/Kansas City It Hasn't Happened Yet — Rosanne Cash — RCA

Randy Berry WHNT/Huntsville American Made — Oak Ridge Boys — MCA

Jim Wilson WRJZ/Knoxville Lucille — Waylon — RCA

Doug Brannon KNIX/Phoenix Life — Marty Robbins — RCA

Mike Carta WIL/St. Louis The Ride — David Allan Coe — Columbia

Jack Seckel WIZX/Middletown Life — Marty Robbins — RCA

Jay Phillips WMAQ/Chicago Love Affairs — Michael Murphy — Liberty

Rick Stewart KRAK/Sacramento You're Out Doing What I'm Here Doing Without — Gene Watson — RCA
Grant, Patti, Holm, Nelso, Card Top Nominations For 14th Dove Awards

Gospel Album of the Year: The Rev. Nelson Sings - Presented for Gospel Artist of the Year, Gospel Group of the Year and Traditional Gospel Album of the Year for "Feeling Alive".也成为Gospel Album of the Year, Gospel Group of the Year and Traditional Gospel Album of the Year nominations for Gospel Song of the Year for "El Shaddai". (co-written by John Thomas) "I Have Died," both of which were recorded by Grant on "Age To Age," and an additional nomination for Gospel Song of the Year, Gospel of the Year, Gospel Song of the Year for his "I Saw The Lord." In addition to Grant, Patti and the Nelson clan, The Cathedrals and Deana McClary were nominated as finalists for Gospel Artist of the Year.

Gospel Music Week, April 11-15, will coincide with the nation's annual National Gospel Radio Seminar, and the week's activities will produce a wide array of gospel music workshops, gospel radio shows in beauty Pageant, the Gospel Day wade event, and the annual Gospel Day wade event.

Artists who were nominated twice for a Dove include Scott Wesley Brown, Joel Hemphill, Pat - Joe, and the Imagination, the California Family, Wayne Watson, the Lanny Wolfe Trio, Leon Patillo, Bobby Jones & New Life, and the Seminars. Barbara Mandrell, B.J. Thomas and The Cathedrals. The finalist nod for Gospel Album of the Year by a Female artist went to Thomas for "Miracle" and "Peace In The Valley," and additional nominees include Barbara Mandrell, "He Set My Life To Music," "Miracle Of Christmas," and Maria Muldaur, "There Is A Love." The complete list of Dove nominees follows:

**Gospel Artist of the Year: The Cathedrals, Amy Grant, Deanna McClary, Rex Nelson Singers and Sandi Patty.**


**Gospel Song of the Year: (Writer/ Publisher): Canaan Is Just In (In Praise of Christ).**


**Contemporary Gospel Album of the Year: (Black) - Finally/Andrus - Records - Light Records - Bill Maxwell & Andrae Crouch, Producers, I'll Never Stop Loving You/Leon Patillo - Myrth Records - Skip Kente, Producer, Miracle Man/Myrth Records - Greg Nelson, Producer, I'll Be Ready For My Risen Lord - Soul Fire Records - Bill Crouch, Producer, Dixon and This Is Love/Patrick Henderson, Priority Records - Patrick Henderson, Producer.**


*Continued on page 29*
<table>
<thead>
<tr>
<th>Wk</th>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
<th>Format</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Thriller</td>
<td>Michael Jackson</td>
<td>(PolyGram 31212)</td>
<td>1</td>
</tr>
<tr>
<td></td>
<td>Lion Richie</td>
<td>Lionel Richie</td>
<td>MOTOWN 60712</td>
<td>2</td>
</tr>
<tr>
<td></td>
<td>All Through Love</td>
<td>Debbie Gibson</td>
<td>MOTOWN 60162</td>
<td>3</td>
</tr>
<tr>
<td></td>
<td>Powerlight</td>
<td>Capitol Records</td>
<td>COLUMBIA 30537</td>
<td>4</td>
</tr>
<tr>
<td></td>
<td>Computer Games</td>
<td>George Clinton</td>
<td>Experience/PolyGram</td>
<td>5</td>
</tr>
<tr>
<td></td>
<td>Touch the Sky</td>
<td>Smokey Robinson</td>
<td>Columbia 30537</td>
<td>6</td>
</tr>
<tr>
<td></td>
<td>Forever, Always, For Love</td>
<td>Luther Vandross</td>
<td>(Epic FE 38255)</td>
<td>7</td>
</tr>
<tr>
<td></td>
<td>1989</td>
<td>Prince (Warner Bros. 9)</td>
<td>381</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Total Tittah</td>
<td>Angela Winbush</td>
<td>MOTOWN 60571</td>
<td>9</td>
</tr>
<tr>
<td></td>
<td>Midnight Love</td>
<td>Marvin Gaye</td>
<td>COLUMBIA 38137</td>
<td>9</td>
</tr>
<tr>
<td></td>
<td>On the One</td>
<td>Dazz Band</td>
<td>MOTOWN 30511</td>
<td>12</td>
</tr>
<tr>
<td></td>
<td>The Max</td>
<td>Curly Shaw</td>
<td>Mercury/PolYGRAM SM-1-4067</td>
<td>13</td>
</tr>
<tr>
<td></td>
<td>God Band IV</td>
<td>The Bar-Kays</td>
<td>Mercury/PolYGRAM SM-1-4067</td>
<td>14</td>
</tr>
<tr>
<td></td>
<td>N.O.</td>
<td>Hall &amp; John oatis</td>
<td>R. CALIF. 1-4148</td>
<td>19</td>
</tr>
<tr>
<td></td>
<td>The Best Is Yet To Come</td>
<td>George Washington</td>
<td>(Epic 9 60215-1)</td>
<td>16</td>
</tr>
<tr>
<td></td>
<td>The Rhythm &amp; the Blues</td>
<td>ZZ Hill</td>
<td>Motown MA-7111</td>
<td>18</td>
</tr>
<tr>
<td></td>
<td>The Youth of Today</td>
<td>Musical Youth (RCA-3086)</td>
<td>19</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Chaka Khan</td>
<td>Warner Bros. 9</td>
<td>3.2330-13</td>
<td>17</td>
</tr>
<tr>
<td></td>
<td>Janet Jackson</td>
<td>(A&amp;M SP-6-9097)</td>
<td>21</td>
<td></td>
</tr>
<tr>
<td></td>
<td>The Other Side of the Rainbow</td>
<td>Melba Moore</td>
<td>(Capitol ST 12423)</td>
<td>20</td>
</tr>
<tr>
<td></td>
<td>Don't Play With Fire</td>
<td>Eddy Byrdson</td>
<td>(Capitol ST 121241)</td>
<td>23</td>
</tr>
<tr>
<td></td>
<td>Steve Arrington's Hall of Fame</td>
<td>(Atlantic 7 50113-1)</td>
<td>27</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Just Ain't Good</td>
<td>George Washington</td>
<td>(RCA 78006-1)</td>
<td>29</td>
</tr>
<tr>
<td></td>
<td>Sweet</td>
<td>(Mega Records 80049-1)</td>
<td>39</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Get Loose</td>
<td>Evelyn King</td>
<td>R&amp;B-AFL 1-4337</td>
<td>22</td>
</tr>
<tr>
<td></td>
<td>Heartbeats</td>
<td>Yarbrough &amp; Propers</td>
<td>RCA-AFL 1-4337</td>
<td>22</td>
</tr>
<tr>
<td></td>
<td>Silk Electric</td>
<td>Diana Ross</td>
<td>RCA-AFL 4368</td>
<td>31</td>
</tr>
<tr>
<td></td>
<td>Live and Let Live</td>
<td>Aurora</td>
<td>RCA 8509</td>
<td>25</td>
</tr>
<tr>
<td></td>
<td>You and I</td>
<td>(Columbia Capitol ST-12256)</td>
<td>34</td>
<td></td>
</tr>
<tr>
<td></td>
<td>What Time Is It?</td>
<td>(Warner Bros. 9)</td>
<td>29.2710-1</td>
<td>26</td>
</tr>
<tr>
<td></td>
<td>Tyronne Davis</td>
<td>(Columbia Capitol ST-12256)</td>
<td>34</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Surface Thrills</td>
<td>(Gold/MBF)</td>
<td>46</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Every Home Should Have One</td>
<td>(Warner Bros. WBS 3651)</td>
<td>35</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Sue</td>
<td>(Buddy &amp; Laverne)</td>
<td>29</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Kissing To Be Clever</td>
<td>(Vinyl/Capitol Records)</td>
<td>41</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Donna Summer</td>
<td>(Motown GH 35010)</td>
<td>38</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Weeks</th>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
<th>Format</th>
</tr>
</thead>
<tbody>
<tr>
<td>39</td>
<td>Life in My Bedroom</td>
<td>White</td>
<td>(PolyGram GS 95063)</td>
<td>40</td>
</tr>
<tr>
<td>39</td>
<td>All the Great Hits</td>
<td>Bruce</td>
<td>Motown 60283</td>
<td>39</td>
</tr>
<tr>
<td>39</td>
<td>Knockout</td>
<td>Mavis Staples</td>
<td>M.G.H.M. HP-LP-30097</td>
<td>50</td>
</tr>
<tr>
<td>40</td>
<td>Vanities</td>
<td>Slipknot</td>
<td>RCA AA-5658</td>
<td>41</td>
</tr>
<tr>
<td>40</td>
<td>Seal in Red</td>
<td>The Monitors</td>
<td>Motown 60771-3</td>
<td>43</td>
</tr>
<tr>
<td>41</td>
<td>Instant Funk V</td>
<td>Funk</td>
<td>Motown 60771-3</td>
<td>42</td>
</tr>
<tr>
<td>41</td>
<td>Stay</td>
<td>MC5</td>
<td>Motown 60176-1</td>
<td>43</td>
</tr>
<tr>
<td>42</td>
<td>One</td>
<td>The Jacksons</td>
<td>Motown 60771-3</td>
<td>44</td>
</tr>
<tr>
<td>42</td>
<td>That's My Life</td>
<td>Van Morrison</td>
<td>Atlantic 80049-1</td>
<td>45</td>
</tr>
<tr>
<td>43</td>
<td>Life Experience/You</td>
<td>Ruby Turner</td>
<td>Atlantic 80049-1</td>
<td>46</td>
</tr>
<tr>
<td>43</td>
<td>Michael's Girl</td>
<td>Motown 60771-3</td>
<td>47</td>
<td></td>
</tr>
<tr>
<td>44</td>
<td>Too Hot</td>
<td>(Capitol ST 12560)</td>
<td>48</td>
<td></td>
</tr>
<tr>
<td>44</td>
<td>Wild Night</td>
<td>(Columbia 8509)</td>
<td>49</td>
<td></td>
</tr>
<tr>
<td>45</td>
<td>Love's On Our Side</td>
<td>(A&amp;M SP-57-2237)</td>
<td>50</td>
<td></td>
</tr>
<tr>
<td>45</td>
<td>Blues In My Bedroom</td>
<td>Blue</td>
<td>(RCA GS 95063)</td>
<td>51</td>
</tr>
<tr>
<td>46</td>
<td>Modern Heart</td>
<td>(Capitol 80049-1)</td>
<td>52</td>
<td></td>
</tr>
<tr>
<td>47</td>
<td>Let Me Be Your Woman</td>
<td>Marlena Shaw</td>
<td>RPM 60771-3</td>
<td>53</td>
</tr>
<tr>
<td>48</td>
<td>Too Hot</td>
<td>(Capitol ST 12560)</td>
<td>54</td>
<td></td>
</tr>
<tr>
<td>48</td>
<td>Live A Little</td>
<td>(Columbia 8509)</td>
<td>55</td>
<td></td>
</tr>
<tr>
<td>49</td>
<td>Give Everybody Some</td>
<td>(Columbia 8509)</td>
<td>56</td>
<td></td>
</tr>
<tr>
<td>49</td>
<td>Casino Lights</td>
<td>(Capitol 80049-1)</td>
<td>57</td>
<td></td>
</tr>
<tr>
<td>50</td>
<td>The Four Tops</td>
<td>(Columbia Capitol 1243)</td>
<td>58</td>
<td></td>
</tr>
<tr>
<td>50</td>
<td>Second to Nunn</td>
<td>(Warner Bros. 9)</td>
<td>59</td>
<td></td>
</tr>
<tr>
<td>50</td>
<td>Livin' In The New Wave</td>
<td>(Capitol 80049-1)</td>
<td>60</td>
<td></td>
</tr>
<tr>
<td>51</td>
<td>Headroom</td>
<td>(Columbia 8509)</td>
<td>61</td>
<td></td>
</tr>
<tr>
<td>51</td>
<td>One More Mountain</td>
<td>(A&amp;M 9069)</td>
<td>62</td>
<td></td>
</tr>
<tr>
<td>52</td>
<td>Jump to It</td>
<td>(Warner Bros. 9)</td>
<td>63</td>
<td></td>
</tr>
<tr>
<td>52</td>
<td>Tantalizing Hot</td>
<td>(Warner Bros. 9)</td>
<td>64</td>
<td></td>
</tr>
<tr>
<td>52</td>
<td>Zapp II</td>
<td>(Warner Bros. 9)</td>
<td>65</td>
<td></td>
</tr>
<tr>
<td>53</td>
<td>New Directions</td>
<td>(Warner Bros. 9)</td>
<td>66</td>
<td></td>
</tr>
<tr>
<td>53</td>
<td>Right Back at Cha</td>
<td>(Motown 80049-1)</td>
<td>67</td>
<td></td>
</tr>
<tr>
<td>53</td>
<td>Windsong</td>
<td>(Warner Bros. 9)</td>
<td>68</td>
<td></td>
</tr>
<tr>
<td>53</td>
<td>Alcazar</td>
<td>(Warner Bros. 9)</td>
<td>69</td>
<td></td>
</tr>
<tr>
<td>54</td>
<td>A Whole New You</td>
<td>(Warner Bros. 9)</td>
<td>70</td>
<td></td>
</tr>
</tbody>
</table>

**SIX WEEKS FOREVER** — Preparing for their upcoming reunion tour, members of pioneering funk group Return To Forever spent two weeks in rehearsals for the six-week tour. Pictured during a session are (l-r): Chick Corea (Keyboards); Lenny White (drums); Al DiMeola (guitar); and Stanley Clarke (bass).
Lack Of Software Slows Consumer Demand For CDs

(continued from page 5)

ing on the product early, he added con-
ditions that would hold until more titles are available.

Ekina also suggested that once a car
line is introduced, there will be en-
ough software for the market, adding that the
product will not drive portable music
systems, thus customers will have a

New Brunswick, N.J.-based Audio Lab's
Peter Borchard remarked that although
last week he received three of the four
new majors with Macintosh software
on the shipment, "not even 10
minutes of Japanese singing." Later in
the year he plans to add another 10
pieces each of about a dozen titles. "The
first buyer took eight, the second six
and the third five," said Borchard, "but I'm
talking everyone up front that you don't want
to spend a lot of money on them since they're
not the best.

New Line, which has a variety of
product in the CD format, has
implemented its own audiophile, Borchard
openly criticized the sound quality of the
Sonic/CD disc titles, currently the only
lines available.

"You get the same character on
everything; a super hard-edged brassy
quality that is sometimes very
unusual," he said. Borchard said
"These qualities get filtered
Rich & Bows

(continued from page 25)

Get the Buzz

Sparrow, MCA Pact

LOS ANGELES — The U.S. cross-
distribution agreement concluded between
American Recordings, its distribution system and MCA
Records and distribution has been
renewed to provide for Sparrow
president Steve Street.

Sparrow will continue to market MCA's gospel
product (mainly on the Songbird label) to Christian
outlets, and MCA will distribute Sparrow
releases to the secular stores.

"This is an area of growth," Street
"We have to keep aware of Sparrow's goals and
in place to help us achieve the widest circula-
tion of Sparrow artists and their ministries," said
Hearn.

The Rhythm Section

(continued from page 25)

America's blues legends in a 21-hour film
showing of performers such as Buddy
Smith, B.B. King, Sonny Terry, Muddy Waters,
 rural bluesmen..."The world's greatest
bands. The March 20 event, held at West L.A.'s
Music Machine, also featured a post-
screening show by Blind Joe Hill.

SHOUTING HEAVEN

For Little Red Corvette and Michael
Jackson's "Billie Jean" video for Epic are
encroaching on the MTV rock fraternity with
some new "influences," said EMI's
VP of Consumer Relations. A new
Saturday morning favorite of the music channel's jocks... On
Jackson, Epic Records reports that since its Dec. 1
release, Jackson's "Thriller" LP has sold more than
two million copies, "putting it ahead of the sales pace of the five-million-selling "Of The Wall"
LP of three years ago. Michael Martine

PRO AUDIO

A COUNTRY EXILE WORKING AT TREE — Exile, the Southern-based group best known
for its '70s pop hit “Kiss You All Over,” has recently been in Nashville's Tree International Studio with producer Buddy Kilian working on a country single for Epic Records. Pictures standing in the studio are (l-r): Exile members Les Taylor, J.P. Pennington, Martin Hargis, Steve Goetzmann and Sonny Lemaire. Shown seated are (l-r): engineer Pat McLachin and Buddy Kilian.

SESSION MIX

The Complex in West Los Angeles has been playing host to Linda Ronstadt and Dreamboat Jennifer Holliday of late, as Ronstadt finishes up her LP of '30s and '40s torch songs with producer Peter Asher and engineer George Massenburg, while Holl-
day continues work on her debut solo album with producer Maurice White of Earth, Wind & Fire fame and engineer Rick
Guzvazki, while Murray Ovokins assists. Other projects at The Complex include PolyGram recording group Level 42's new album, co-produced by E, W & J's Vordell White and Larry Dunn, with Chris Brun engineering.

Not too far away, at Village Recorder, Natalie Cole has been working in Studio B on her Epic debut with producer Stanley Korak. Eric Zobler is behind the boards, with Robin Lane's assistant engineer. In Studio D, Rufus & Chaka Khan are also working on a new LP for Warner Bros., with producer Russ Titelman. Elliot Schoton is engineering, with Cliff Jones assisting.

Lots of activity at Soundstage in L.A., including a diverse group of acts, from Juice Newton to Oingo Boingo, Rick Springfield, Yarbrough & Peoples, Jaco Pastorius, Sparta and Sugar Free. Newton has been laying down tracks for his new Capitol album with producer Richard Landis, while Joe Chiccarelli engineered and Mitch Gibson assisted. Chiccarelli has been co-producing and engineering Oingo Boingo material for the Surf 'n Soundtrack

TUG OF GOLD — Paul McCartney recently received his first Ampex Golden Reel Award for his twelfth solo album, "Tug of War," which was mixed and mastered on Ampex tape at Air Studios in London and Montserrat. McCartney donated the $1,000 Ampex charity award to the Amswhen Boys Home, a foster care facility in Montserrat.

down by the normal disc production process. But with the digital discs you get back exactly what you put in; it's like having essentially a clone of the master in your hand.

"Now you have the edits that are beyond belief and other production mistakes, even the budgetary mistakes," he continued.

Borchard, like other dealers contacted, said, "I wish we had demos from Philips, PolyGram and the others so that it wouldn't be long before more discs from other companies were issued in this country or imported from abroad. Some dealers have already bought demonstration
titles from overseas outlets and smaller disc manufacturers, such as the audiophile specialists, who are developing researching the CD product for the market.

Talerc might release 10 to 14 "more
cartoonish" titles this June with PolyGram is also expected to introduce its titles.

"We're not really in the software
business," said Borchard, "I'll be very happy when you can go to Sam Goody for your CDs, but I don't expect that to happen until at least summer time.

Creates Excitement

Acknowledged problems aside, dealers contacted said that any arrival of the CD system
has created consumer excitement, provided greater store traffic in many cases and prompted audio stores to develop in-
store and advertising to highlight the product's availability. A combination of in-store display of the unit in prominent positions, special advertising, without price information, was being placed in local papers.

Chrysler is displaying the machine in the middle of three soundrooms, a prime location
where traffic is heaviest, and Sony is cross-promoting its new software hardware ads. Starkman at Charis said that the outlet would advertise the software itself in local papers.

Many dealers have also expressed objections, said that they hoped to receive follow-up orders of the CD units and that ti-
cies from other labels are imminent.

"This is a very good direction for the
industry," Starkman stated. "It's our selling product instead of boxes, and customers have a better chance to come in and learn about the machines.

A similar strategy is being followed by Jim Bassman in New York and Tom Roland in Nashville.

Sparrow, MCA Pact

LOS ANGELES — The U.S. cross-
distribution agreement concluded between
American Recordings, its distribution system and MCA
Records and distribution has been
renewed to provide for Sparrow
president Steve Street.

Sparrow will continue to market MCA's gospel product (mainly on the Songbird label) to Christian
outlets, and MCA will distribute Sparrow
releases to the secular stores.

"This is an area of growth," Street
"We have to keep aware of Sparrow's goals and
in place to help us achieve the widest circula-
tion of Sparrow artists and their ministries," said
Hearn.

America's blues legends in a 21-hour film
showing of performers such as Buddy
Smith, B.B. King, Sonny Terry, Muddy Waters,
 rural bluesmen..."The world's greatest
bands. The March 20 event, held at West L.A.'s
Music Machine, also featured a post-
screening show by Blind Joe Hill.

SHOUTING HEAVEN

For Little Red Corvette and Michael
Jackson's "Billie Jean" video for Epic are
encroaching on the MTV rock fraternity with
some new "influences," said EMI's
VP of Consumer Relations. A new
Saturday morning favorite of the music channel's jocks... On
Jackson, Epic Records reports that since its Dec. 1
release, Jackson's "Thriller" LP has sold more than
two million copies, "putting it ahead of the sales pace of the five-million-selling "Of The Wall"
LP of three years ago. Michael Martine

Cash Box/March 26, 198
Wyman Bullish On Prospects For CBS During '83

(thrown over page 5)

than ever before, that a dearth of mega-platinum releases appears to have been reversed by Men At Work and Michael Jackson and that the group's sales people are reporting a more promising feel from the marketplace. "We seem to be connecting," he said. "When you have fewer factories cranking at full capacity, you have more leverage."

Aside from projecting record sales in the first quarter, Yetnikoff and Wyman revealed that CBS Songs would be selling a portion of the recently acquired MGM/UA Music catalog. Although the buyer wasn't named at the meeting, Columbia Pictures announced later in the week that it had bought the Big 3 catalog — containing 40,000 compositions — from CBS. Wyman suggested that the decision to sell a portion of the new catalog had been made prior to its purchase by CBS. "In terms of returns, we decided from the start that we would lay off a piece of the action without sacrificing leverage," said Wyman.

Compact Disc Questions

During questions on CBS' pact with Sony for compact disc production, Wyman revealed that the building of a disc manufacturing facility in Terre Haute has also served as a means for CBS to collect unattributed earnings owed to the company by Sony. While allowing that the building project "helps return funds to this market," Wyman would not elaborate on how much money Sony owed CBS, or for what it was owed.

Following the question and answer period, Yetnikoff also revealed that the Records Group is considering packaging some of its promotional videos together for sale to both syndicators and home sale. "We're looking for a nice creative way to put it together," he said, adding that CBS/Fox has "first crack" at home sale of video.

Aside from discussions on the Records and Broadcast Groups, Wyman outlined developments within the Columbia, and Publishing Groups. Aside from the sale of the Pacific Stereo chain, the Columbia Group completed a re-organization of its musical instruments division, while its toy division has been concentrating on its new deals with Bally and Coleco, as well as the acquisition of Ideal Toys. The Publishing Group acquired the Casswell, Ballire Tim- dahl and Geoffrey Chapman imprints, and plans to become a major supplier of telecassettes.

In total, Wyman said that CBS has felt the recession, but added that "we haven't suffered any undue hardships. I see our basic business as in good health." He added, saying that "our new businesses are taking shape, and we are comfortable as a consequence — particularly with '83. I think our turnaround won't be isolated, but of major proportions."

Grant, Patti, Holm, Nelson, Card Lead Dove Nominees

(continued from page 24)


CHEVY, Nathan Split; NVC Tapped To Handle U.S.

LOS ANGELES — Effective June 1, 1983, Overseas Music Inc., headed by John Nathan, will cease U.S. representation of Bernard Chevy who is the organizer of the MICEM, MID-TP and VIDCOM International markets held in Cannes, France each year. In a related development, National Video Clearinghouse, a subsidiary of Standard Communications Corp., has been appointed to handle sales and marketing functions for MIDEM and other related events, starting with MIDEM '83.

INTERNATIONAL LABEL PROFILE

Thats Entertainment, Succeeding By Sticking With What One Knows Best
by Nick Underwood

LONDON — Amongst the plethora of flowering small independent record companies today, one label — called Thats Entertainment — has grown from a private record collection of 4,000 titles five years ago into a thriving company that has cornered the consistent specialist market for film and show soundtrack albums. Thats Entertainment managing director John Yap stumbled upon this market five years ago when he decided to sell his own private collection of film and musical show soundtrack LPs.

Then a graphic designer, whose record collection was merely a hobby, Yap decided to sell his records because of the lack of space in his London flat. He placed two ads in a record magazine and was overwhelmed by the response he received from all over the world. Realizing that this specialist market for show music was as huge as ever, he immediately gave up his design job and rented a shop opposite Drury Lane to sell and buy the music that was once his hobby.

"We realized that other record companies and shops don't see that sales for film and musical soundtracks are always consistent. Cast LPs sell as well as they did in the 1950s. Other forms of popular music come and go, but this market stays steady," comments Yap, debut LP, for sales of record store did so well after two years that Yap moved premises to London's lucrative Covent Garden market and also cautiously moved into record production. His first recording was an obscure musical, titled Nashville, New York, which he recorded live with an outside unit at London's Kings Head (a pub theatre equivalent to New York's off-Broadway).

Thats Entertainment Records was then formed, and a limited edition of Nashville, New York sold through the record shop. The album sold so rapidly that Yap immediately went on to another recording, this time with a show called, Beliamina. Again the same thing happened. But the biggest break in the development of Thats Entertainment came with its third recording of an unsuccessful musical, titled Biograph Girl.

"HI HO SILVER FOR RICHIE IN THE U.K. — Molton recording artist and recent Grammy winner Earl Richie, during the course of a recording session, was recently named as performing solo artist for the U.K. head of regional promotion, Peter Prince, Motown vice president, international. Richie, Judd Lander, RCA divisional manager for Motown, and Alan Williamson, Motown international manager."

PRS Bows Film To Bolster Its Copyright Fight
by Nick Underwood

LONDON — In an effort to increase the public's awareness of the long-term dangers of music piracy, the Phonographic Performance Society of Great Britain (PRS) recently launched a promotional advertising campaign to educate the community and the role of the Performing Rights Society (PRS) in the protection of music rights. The promotion, a 20-minute documentary film, especially commissioned by the society, called What Price Music?

The film aims to increase greater public awareness of the value of music and the mechanics involved in protecting the writers, producers and recording artists who create and disseminate it. Ironically, the film has been launched during a week when it was announced that many U.K. independent local radio stations are attempting to consolidate strategies to fight what they see as oppressive music royalty schemes. The stations are in motion to try and reduce music copyright levies paid to the record industry by independent local radio.
INTERNATIONAL DATINGLINE

United Kingdom

LONDON — Another boost for the independent label and retail scene comes this week with the release of a survey of the members of the Super Jocks Mailin Service. According to the survey 85% of disco club DJs use independent record shops for their regular purchases. The survey asked DJs to name the local record shops that they shop at most. Of the 470 shops named in the survey — 85% were independent or small local chains. The Top 5 independent multiple was MM with CV, Virgin and Our Price both scoring 3% and MJ 1%.

WORLDWIDE BOOMING — DMI Music’s Christian de Wardenberg, told I recently attended with the PolyGram organization for distribution of Tuka Boom product in Benin, Japan, Australia, South Africa, Brazil and in the Southeast Asia. First product from the deal, set for worldwide release soon, is the single “I’ll Be With Him.” Pictured scanned among the artists are Rigo de Walden and Hartungs, vice president, international, A&P, Phonogram International. Pictured standing are (l-r) Tom de Bressen, Terje Bendixsen, Jim McManus, and Mike Spence.

Argentina

Top TEN LPs
1. Primavera — Pimpendra — CBS
2. Die Axt — Pimpendra — MFN
3. El Drag — Pimpendra — EMI
4. Los Sastres — Pimpendra — MFN
5. La Nena — Pimpendra — EMI
6. Los Locos de Amor — Pimpendra — EMI
7. Los Locos — Pimpendra — MFN
8. Los Locos — Pimpendra — MFN
9. Los Locos — Pimpendra — MFN
10. Los Locos — Pimpendra — MFN

Top TEN 45s
1. Olvidame — Pimpendra — CBS
2. Al Wash — Pimpendra — MFN
3. El Drag — Pimpendra — EMI
4. Los Sastres — Pimpendra — MFN
5. La Nena — Pimpendra — MFN
6. Los Locos de Amor — Pimpendra — MFN
7. Los Locos — Pimpendra — MFN
8. Los Locos — Pimpendra — MFN
9. Los Locos — Pimpendra — MFN
10. Los Locos — Pimpendra — MFN

Germany

Top TEN 45s
1. Major Tom — Peter Schilling — WEA
2. 99 Luftballons — Nena — CBS
3. You Can’t Hurry Love — Phil Collins — WEA
4. Heatwave — Captain Sensible — A&M
5. The Beautiful South — PolyGram
6. Keine Liebe — Nick, Nack, Batterie — Telefunken
7. Nah — Nick, Nack, Batterie — Telefunken
8. Nacht — The Flirts — Rams Horn
9. Drive to America — Eddie Grant — Ice
10. Albacetera — Steve Miller — CBS

Top TEN LPs
1. Nena — CBS
2. Yazz & The Fat Boys — Horitz/Hansa
3. Musik aus Zelt und Raum — Jean-Michel Jarre — PolyGram
4. Public Image — PolyGram
5. Last Famous Words — Supertramp — A&M
6. 17 Top Hits 1983 — various artists — PolyGram
7. Hells Nation — various artists — ABC
8. Micronet — Julio Iglesias — CBS
9. Roberto Carlos — Roberto Carlos — CBS
10. Sandra Mihanovich — Sandra Mihanovich — Micronet

United Kingdom

Top TEN 45s
1. Total Eclipse Of The Heart — Bonnie Tyler — CBS
2. Sweet Dreams — Eurythmics — RCA
3. Forest — Fleetwood Mac — CBS
4. Billie Jean — Michael Jackson — Epic
5. Na Na Hey Hey Kiss Him Goodbye — Bad Manners — CBS
7. Been Around The World — Spandau Ballet — Virgin
8. Back To The Future — Pat Benatar — CBS
9. Don’t Stop — Aretha Franklin — Epic
10. Hello, I Must Be Going! — Phil Collins — Virgin

Top TEN LPs
1. 31 Candles — Peter Gabriel — CBS
2. Thriller — Michael Jackson — Epic
3. Back to the Future — Spandau Ballet — Virgin
4. Sweet Dreams — Eurythmics — RCA
5. Don’t Stop — Aretha Franklin — Epic
6. Dazzle Ships — Orchestra Manoeuvres — PolyGram
7. Liverpool — The Coral — Virgin
8. I Told You So — Lou Rawls — CBS
9. Please — Spandau Ballet — Virgin
10. True — Spandau Ballet — Virgin

Argentine

Top TEN LPs
1. Pimpendra — Pimpendra — CBS
2. Primavera — Pimpendra — CBS
3. El Drag — Pimpendra — EMI
4. Los Sastres — Pimpendra — MFN
5. La Nena — Pimpendra — MFN
6. Los Locos de Amor — Pimpendra — MFN
7. Los Locos — Pimpendra — MFN
8. Los Locos — Pimpendra — MFN
9. Los Locos — Pimpendra — MFN
10. Los Locos — Pimpendra — MFN

Top TEN 45s
1. Olvidame — Pimpendra — CBS
2. Al Wash — Pimpendra — MFN
3. El Drag — Pimpendra — EMI
4. Los Sastres — Pimpendra — MFN
5. La Nena — Pimpendra — MFN
6. Los Locos de Amor — Pimpendra — MFN
7. Los Locos — Pimpendra — MFN
8. Los Locos — Pimpendra — MFN
9. Los Locos — Pimpendra — MFN
10. Los Locos — Pimpendra — MFN

Woog Named Promotion Mgr. At A&M Europe

NEW YORK — Gerard Woog has been named promotion manager, Europe, A&M Records Europe. Working out of the label’s independent European office in Paris, he will be responsible for coordination of concert tours, promotion visits, and radio, press and television activities of A&M artists in Europe and the Middle East.

INTERNATIONAL BESTSELLERS

Thats Entertainment: Succeeding By Sticking With What One Knows Best

Sonet Grammoff Opens In Oslo.

LOS ANGELES — Sonet Grammoff of Stockholm, Sweden, recently established offices in Los Angeles, illustrating the company’s intentions to expand in the Scandinavian territories. The 27-year-old Swedish firm, already has long-established Danish and U.S. operations. Sonet’s previous Norwegian representation was associated with Arne Bergersen A.S. The new company, which began operations recently, is called Sonet USA. It is expected to be supervised by Terje Engen, managing director. Successful licensed product from Sweden, Denmark and Norway, “The Rock Garden,” was released in that country.

Physical distribution will be by PolyGram. Telephone number for the new company is (02) 792 0065, ext. 18521.

Kitt Taupin, Uschi Kaiser

Cash Box/March 26, 1983
<table>
<thead>
<tr>
<th>Title, Artist, Label, Number, Distributor</th>
<th>Weeks On Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>THRELLER</strong></td>
<td>1/14</td>
</tr>
<tr>
<td><strong>2 BUSINESS AS USUAL</strong></td>
<td>238</td>
</tr>
<tr>
<td><strong>3 FRONTIERS</strong></td>
<td>36</td>
</tr>
<tr>
<td><strong>4 H2O</strong></td>
<td>23</td>
</tr>
<tr>
<td><strong>5 LIONEL RICHIE</strong></td>
<td>23</td>
</tr>
<tr>
<td><strong>6 RIO</strong></td>
<td>165</td>
</tr>
<tr>
<td><strong>7 KILROY WAS HERE</strong></td>
<td>122</td>
</tr>
<tr>
<td><strong>8 IV</strong></td>
<td>850</td>
</tr>
<tr>
<td><strong>9 ANOTHER PAGE</strong></td>
<td>96</td>
</tr>
<tr>
<td><strong>10 PYROMANIA</strong></td>
<td>17</td>
</tr>
<tr>
<td><strong>11 THE DISTANCE</strong></td>
<td>711</td>
</tr>
<tr>
<td><strong>12 KISSING TO BE CLEVER</strong></td>
<td>1417</td>
</tr>
<tr>
<td><strong>13 JANE FONDA'S WORKOUT RECORD</strong></td>
<td>1344</td>
</tr>
<tr>
<td><strong>14 POWERLIGHT</strong></td>
<td>174</td>
</tr>
<tr>
<td><strong>15 BUILT FOR SPEED</strong></td>
<td>1040</td>
</tr>
<tr>
<td><strong>16 GET NEVERS</strong></td>
<td>1519</td>
</tr>
<tr>
<td><strong>17 MONEY AND CIGARETTES</strong></td>
<td>196</td>
</tr>
<tr>
<td><strong>18 NIGHT AND DAY</strong></td>
<td>1827</td>
</tr>
<tr>
<td><strong>19 HELLO, I MUST BE GOING</strong></td>
<td>1618</td>
</tr>
<tr>
<td><strong>20 SPRING SESSION M</strong></td>
<td>2022</td>
</tr>
<tr>
<td><strong>21 NEVER SURRENDER</strong></td>
<td>2292</td>
</tr>
<tr>
<td><strong>22 CUT</strong></td>
<td>2417</td>
</tr>
<tr>
<td><strong>23 FRIEND OF Foe</strong></td>
<td>2323</td>
</tr>
<tr>
<td><strong>24 THE NYLON CURTAIN</strong></td>
<td>2320</td>
</tr>
<tr>
<td><strong>25 THREE LOCK BOX</strong></td>
<td>2614</td>
</tr>
<tr>
<td><strong>26 THE CLOSER YOU GET.</strong></td>
<td>8832</td>
</tr>
<tr>
<td><strong>27 MIDNIGHT LOVE</strong></td>
<td>2819</td>
</tr>
<tr>
<td><strong>28 BREATHE</strong></td>
<td>3019</td>
</tr>
<tr>
<td><strong>29 1999</strong></td>
<td>3119</td>
</tr>
<tr>
<td><strong>30 ROY-EE-AH</strong></td>
<td>497</td>
</tr>
<tr>
<td><strong>31 AMERICAN FOOL</strong></td>
<td>3247</td>
</tr>
<tr>
<td><strong>32 THE YOUTH OF TODAY</strong></td>
<td>2511</td>
</tr>
<tr>
<td><strong>33 KINHINSKI</strong></td>
<td>504</td>
</tr>
<tr>
<td><strong>34 AEROBIC SHAPE-UP II</strong></td>
<td>3814</td>
</tr>
<tr>
<td><strong>35 MOUNTAIN MUSIC</strong></td>
<td>2534</td>
</tr>
<tr>
<td><strong>36 DAWN PATROL</strong></td>
<td>3910</td>
</tr>
<tr>
<td><strong>37 TRANS</strong></td>
<td>2510</td>
</tr>
<tr>
<td><strong>38 WAR</strong></td>
<td>772</td>
</tr>
<tr>
<td><strong>39 FOREVER, FOR ALWAYS, FOR LOVE</strong></td>
<td>4024</td>
</tr>
<tr>
<td><strong>40 RECORDS</strong></td>
<td>2714</td>
</tr>
<tr>
<td><strong>41 PLEASURE VICTIM</strong></td>
<td>527</td>
</tr>
<tr>
<td><strong>42 OLIVIA'S GREATEST HITS VOLUME 2</strong></td>
<td>3426</td>
</tr>
<tr>
<td><strong>43 PONCHO &amp; LEFTY</strong></td>
<td>499</td>
</tr>
<tr>
<td><strong>44 SPECIAL BEAT SERVICE</strong></td>
<td>4623</td>
</tr>
<tr>
<td><strong>45 WE'VE GOT TONIGHT</strong></td>
<td>603</td>
</tr>
<tr>
<td><strong>46 BLINDED BY SCIENCE</strong></td>
<td>588</td>
</tr>
<tr>
<td><strong>47 TOO TIGHT</strong></td>
<td>5110</td>
</tr>
<tr>
<td><strong>48 LEXICON OF LOVE</strong></td>
<td>4730</td>
</tr>
<tr>
<td><strong>49 TOUGHER THAN LEATHER</strong></td>
<td>921</td>
</tr>
<tr>
<td><strong>50 EMOTIONS IN MOTION</strong></td>
<td>3534</td>
</tr>
<tr>
<td><strong>51 AMERICAN MADE</strong></td>
<td>5656</td>
</tr>
<tr>
<td><strong>52 SOMETHING'S GONNA GO ON</strong></td>
<td>5720</td>
</tr>
<tr>
<td><strong>53 ON THE ONE</strong></td>
<td>538</td>
</tr>
<tr>
<td><strong>54 ALWAYS ON MY MIND</strong></td>
<td>4852</td>
</tr>
<tr>
<td><strong>55 GREATEST HITS</strong></td>
<td>4520</td>
</tr>
<tr>
<td><strong>56 CUTS LIKE A KNIFE</strong></td>
<td>626</td>
</tr>
<tr>
<td><strong>57 COMBAT ROCK</strong></td>
<td>3342</td>
</tr>
<tr>
<td><strong>58 TOUCH THE SKY</strong></td>
<td>559</td>
</tr>
<tr>
<td><strong>59 SIDE KICKS</strong></td>
<td>856</td>
</tr>
<tr>
<td><strong>60 GREATEST HITS</strong></td>
<td>856</td>
</tr>
<tr>
<td><strong>61 GET LUCKY</strong></td>
<td>4117</td>
</tr>
<tr>
<td><strong>62 WORLDS APART</strong></td>
<td>6372</td>
</tr>
<tr>
<td><strong>63 NERUDA</strong></td>
<td>666</td>
</tr>
<tr>
<td><strong>64 ALL THIS LOVE</strong></td>
<td>729</td>
</tr>
<tr>
<td><strong>65 QUARTET</strong></td>
<td>774</td>
</tr>
<tr>
<td><strong>66 BEAUTIFUL</strong></td>
<td>4310</td>
</tr>
<tr>
<td><strong>67 MEMORIES</strong></td>
<td>7310</td>
</tr>
<tr>
<td><strong>68 GREATEST HITS</strong></td>
<td>816</td>
</tr>
<tr>
<td><strong>69 MIRAGE</strong></td>
<td>88374</td>
</tr>
<tr>
<td><strong>70 HEAVEN 17</strong></td>
<td>877</td>
</tr>
<tr>
<td><strong>71 TWISTING BY THE POOL</strong></td>
<td>825</td>
</tr>
<tr>
<td><strong>72 VANDENBERG</strong></td>
<td>7514</td>
</tr>
<tr>
<td><strong>73 TROUBLE IN PARADISE</strong></td>
<td>548</td>
</tr>
<tr>
<td><strong>74 SCANDAL</strong></td>
<td>8508</td>
</tr>
<tr>
<td><strong>75 HIGH ADVENTURE</strong></td>
<td>4228</td>
</tr>
<tr>
<td><strong>76 THE BEST IS YET TO COME</strong></td>
<td>6116</td>
</tr>
<tr>
<td><strong>77 FAMOUS LAST WORDS</strong></td>
<td>5920</td>
</tr>
<tr>
<td><strong>78 HEARTLIGHT</strong></td>
<td>6424</td>
</tr>
<tr>
<td><strong>79 GAP BAND IV</strong></td>
<td>794</td>
</tr>
<tr>
<td><strong>80 HERE COMES THE NIGHT</strong></td>
<td>6516</td>
</tr>
<tr>
<td><strong>81 SCOOP</strong></td>
<td>1</td>
</tr>
<tr>
<td><strong>82 EVERY HOME SHOULD HAVE ONE</strong></td>
<td>6868</td>
</tr>
<tr>
<td><strong>83 GREATEST HITS</strong></td>
<td>7417</td>
</tr>
<tr>
<td><strong>84 ALL THE GREAT HITS</strong></td>
<td>7517</td>
</tr>
<tr>
<td><strong>85 DAYLIGHT AGAIN</strong></td>
<td>7137</td>
</tr>
<tr>
<td><strong>86 FOREVER NOW</strong></td>
<td>9499</td>
</tr>
<tr>
<td><strong>87 WINDS OF CHANGE</strong></td>
<td>8828</td>
</tr>
<tr>
<td><strong>88 DECEMBER</strong></td>
<td>9499</td>
</tr>
<tr>
<td><strong>89 WILD &amp; BLUE</strong></td>
<td>111</td>
</tr>
<tr>
<td><strong>90 AEROBIC SHAPE-UP I</strong></td>
<td>9249</td>
</tr>
<tr>
<td><strong>91 STRONG STUFF</strong></td>
<td>1025</td>
</tr>
<tr>
<td><strong>92 LIVE EVIL</strong></td>
<td>678</td>
</tr>
<tr>
<td><strong>93 MORE JAZZ CERCISE</strong></td>
<td>8420</td>
</tr>
<tr>
<td><strong>94 THE EVER POPULAR TORTURED ARTIST EFFECT</strong></td>
<td>699</td>
</tr>
<tr>
<td><strong>95 HOOKED ON SWING 2</strong></td>
<td>959</td>
</tr>
<tr>
<td><strong>96 PROPOSITIONS</strong></td>
<td>958</td>
</tr>
<tr>
<td><strong>97 ASIA</strong></td>
<td>9752</td>
</tr>
<tr>
<td><strong>98 CAROL HENSHEL'S EXERCISE &amp; DANCE PROGRAM — VOL 3</strong></td>
<td>10115</td>
</tr>
<tr>
<td><strong>99 NEW GOLD DREAM (81-82-83-84)</strong></td>
<td>1075</td>
</tr>
<tr>
<td><strong>100 CALL OF THE WEST</strong></td>
<td>7110</td>
</tr>
</tbody>
</table>
COAST TO COAST (continued from page 19)

light on the why and wherefore of the recent explosion of Australian acts in the U.S. It’s more of an invasion of foreign A&R men coming down to Australia to discover bands down under. My guess is there are a lot of good acts down there, and with the exchange rate, musi-cially, the bands have been marketing themselves with the thought in mind that they have to come here.”

Add Huchinson: “It’s a cornered situation. You have to get out of Australia in a hurry. That’s why the picture becomes undone.” Although Australia has long contributed artists to the international scene, the state of acts arriving now has something to do with changes that took place five years ago: “There was a sudden explosion in the number of clubs in ’78, recalled Kennedy, “although since then the police in Sydney, Melbourne and other major centers have been confiscating fridges, fridges, fridges, FOR CABLE; communications;白糖;.”

Worowitz gets things rolling, and Hutchinson offered that Australia has now settled down to dealing with “internal influences” rather than borrowing from the U.K. and the U.S. “It’s sort of a family thing, really,” he added, “and that other countries don’t have. Because of that, groups like Mental As Anything have a particular charm.” Although the country is isolated, all agreed that Australia has its regional identity, and that, like other regions, is similar to the West Coast of the U.S. and although there’s a camaraderie between bands. Hutchinson reported a generation gap. “The oldest generation of musicians that only fit in Australia are really different from the younger bands,” he said. “It’s just not the old style. But we really should clear up all this Australian invasion stuff I keep hearing.”

Michael Glynn

SOUNDWAVES (continued from page 15)

You can bet that M*A*S*H will be in syndication for some time to come, so M*A*S*H addicts will still be able to get their daily fix. As a point of information for novice and advance fans alike, the owner of Direct TV, an American subsidiary of CBS, has been given exclusive rights to the show. For more than 10 episodes that “as landmarks in the show’s development, are especially collectible.” On a final note, for the hype surrounding M*A*S*H in the last few weeks has been enough to sour even the most ardent fan on TV sitcoms, RCA videogames has had a couple of M*A*S*H compilation discs available for a while.

EROTIC WORLD OF ANGEL CASH AT $39.95: XXX FOR LESS — “I think this is the first time that the X ( prerecorded video cassette) business is taking a lesson from the video business,” said president of Direct TV, Video Sales Representative, Inco. and N.Y.’s Video Shack retail chain. Morowitz was referring to the $39.95 price tag for the “Uncut, XXX version of The Erotic World of Angel Cash, a Video (FX) presentation co-starring Juliet Anderson (a.k.a. Aunt Peg) to the adult film cognoscenti) and Bunny Nanton, along with ‘aspiring soloist’ Cash.” We were going to release the film for $80.95, but we looked at the success of pricing experiments with films like Star Trek, It, The Wrath of Khan and, now, An Officer And A Gentlemen and decided to give it a try for an adult picture,” he explained, adding, “if we trepo your sales orders, that will prove it can work.” Morowitz has had some experience with the selling of adult video cassettes, having successfully marketed The Story of O through his A&H Sales. Pre-order sheets are presently going out to dealers, so that interested customers can sign-up in advance. There will also be a counter card with pre-order pad attached, along with Erotic World of Angel Cash posters. By Morowitz’s estima-tion, “anyone who makes a $100,000 in sales of these tapes, to a 12-layer of the home video business new quarterly drop from what some industry watchers claimed was as much as a 60% or more share of the biz for far just three years ago. Even then, I don’t think those figures were representative. “The group is the RCA videocassette,” he pointed out. “Now, they’re expanding, and Sydneysiders, Inc. are the N.Y.’s Video Shack retail chain. Morowitz was referring to the $39.95 price tag for the “Uncut, XXX version of The Erotic World of Angel Cash, a Video (FX) presentation co-starring Juliet Anderson (a.k.a. Aunt Peg) to the adult film cognoscenti) and Bunny Nanton, along with ‘aspiring soloist’ Cash.” We were going to release the film for $80.95, but we looked at the success of pricing experiments with films like Star Trek, It, The Wrath of Khan and, now, An Officer And A Gentlemen and decided to give it a try for an adult picture,” he explained, adding, “if we trepo your sales orders, that will prove it can work.” Morowitz has had some experience with the selling of adult video cassettes, having successfully marketed The Story of O through his A&H Sales. Pre-order sheets are presently going out to dealers, so that interested customers can sign-up in advance. There will also be a counter card with pre-order pad attached, along with Erotic World of Angel Cash posters. By Morowitz’s estima-tion, “anyone who makes a $100,000 in sales of these tapes, to a 12-layer of the home video business new quarterly drop from what some industry watchers claimed was as much as a 60% or more share of the biz for far just three years ago. Even then, I don’t think those figures were representative. “The group is the RCA videocassette,” he pointed out. “Now, they’re expanding, and Sydneysiders, Inc. are the N.Y.’s Video Shack retail chain. Morowitz was referring to the $39.95 price tag for the “Uncut, XXX version of The Erotic World of Angel Cash, a Video (FX) presentation co-starring Juliet Anderson (a.k.a. Aunt Peg) to the adult film cognoscenti) and Bunny Nanton, along with ‘aspiring soloist’ Cash.” We were going to release the film for $80.95, but we looked at the success of pricing experiments with films like Star Trek, It, The Wrath of Khan and, now, An Officer And A Gentlemen and decided to give it a try for an adult picture,” he explained, adding, “if we trepo your sales orders, that will prove it can work.” Morowitz has had some experience with the selling of adult video cassettes, having successfully marketed The Story of O through his A&H Sales. Pre-order sheets are presently going out to dealers, so that interested customers can sign-up in advance. There will also be a counter card with pre-order pad attached, along with Erotic World of Angel Cash posters. By Morowitz’s estima-tion, “anyone who makes a $100,000 in sales of these tapes, to a 12-layer of the home video business new quarterly drop from what some industry watchers claimed was as much as a 60% or more share of the biz for far just three years ago. Even then, I don’t think those figures were representative. “The group is the RCA videocassette,” he pointed out. “Now, they’re expanding, and Sydneysiders, Inc. are the N.Y.”


directly based on a contract between the company and the artist.

Currently, the Atari sales group is in the process of signing up exclusive distributors for respective territories. A “reasonable time frame” will be granted these distributors to off-load competitor’s product, and Atari will back the licenses if the distributors no longer dealing with the Sunnyvale concern. Moone said that the terms of existing contracts between distributors and Atari expired at the end of 1983, so in essence the game/computer company isn’t cancelling non-exclusive contracts, it’s just not renewing them.

WTBS Names Host (continued from page 12)

host as an other video music program-ming. According to Saswa, this process will maintain the “flow” from the high production level of the music clips to the “tremen-dous” production levels of commercials, rather than breaking it up by the “$30-$40 minutes” division value of a station. Saswa suggests this contrast with his $25,000-$100,000 conservative” estimate of music clip production value and a “$100,000 easy” production cost of a 30-second commercial.

An added benefit of using animation, said Saswa, is that “it doesn’t turn off anyone like one person can.”

The new program starts up June 4 and will show music clips from midnight to 6 a.m. (EST) on Friday and Saturdays. While Saswa said that offerings would be “a little more conservative” than those shown on other video music services, he suggested that they would have a broader appeal by including other types of music besides the more usual new music fare. He said that programming would be open to include available block video from acts like Michael Jackson, Dionne Warwick and Earth, Wind & Fire, as well as acts like Randy Newman which may not be heard of on video music services. Saswa said he’s looking for a “Top 40” label, he said that the major-ity of programming will be “familiar” but that the “rest of the 40,” the music clips would be selected on a purely “viral” basis. “It’s not necessary to be a radio hit to be played,” he said. He added that the show would be “a video service, not a radio service,” and would show clips by unsigned artists.

Atari Cuts Ties With WEA For Home Vid Game Distribution (continued from page 5)

Though the revamped agreement will signal the end of WEA Corp.’s short dis-cussion with Atari, the new agreement does not forsee any further difficulty for record retailers to obtain game and computer software titles as long as the deals are not handled by the exclusive distributor within the territory,” he stressed. “We think record retailers are a very important element of our business, and certainly the dis-tributors operating within a territory have the responsibility to service record stores and retailers as they would any top priority account.

“Clearly, Stark and Musicland and Sam Goody are very important customers of Atari’s that we’ve developed a relationship with,” he concluded, “and we’re not about to lose that.”

RIAA Shipment Index Published (continued from page 10)

Index, which contains eight charts for finding shipment weight breakpoints, was designed by Behns Assoc., the con-sultant to the RIAA and RIAA/VIDEO Traf-fic Committee. It is available to RIAA members, as well as their suppliers and customers. In addition, it will be updated quarterly to show changing rates of both UPS and various motor carriers.

Harmon Acquisition (continued from page 10)

recently acquired Infinity Systems, Inc. will be operated as an autonomous subsidiary. Each of the URC companies will operate as a self-contained organization.”

Jerry Kalov, formerly president of JBL Communications, Inc., was serving as president of Harmon International.

Seven Are Arrested In Fla. Bootleg Raid (continued from page 18)

recently acquired Infinity Systems, Inc. will be operated as an autonomous subsidiary. Each of the URC companies will operate as a self-contained organization.”

Jerry Kalov, formerly president of JBL Communications, Inc., was serving as president of Harmon International.

Seven Are Arrested In Fla. Bootleg Raid (continued from page 18)

recently acquired Infinity Systems, Inc. will be operated as an autonomous subsidiary. Each of the URC companies will operate as a self-contained organization.”

Jerry Kalov, formerly president of JBL Communications, Inc., was serving as president of Harmon International.
AROUND THE ROUTE
by Camille Compasio
A very timely event, and quite probably an industry first, "Conversion '83," was sponsored by Circle International of San Diego on March 10 for some 150 or more area operators. The theme, of course, focused on the entire conversion process with various industry luminaries on hand to explain and demonstrate their respective products — among them Gary Stern (Stern Electronics), Bill Cravens (Universal U.S.A.), Mark McCliskey (Data East), Alan Rhodes (Tago) and Bob Rosenbaum (Sega). Circle president Dean McMurdie, along with Brad King and other members of the staff, played hosts and proudly showed off the distib's recently initiated department that deals exclusively with conversions and is fully equipped to provide fast, efficient service. "A customer will call and request that one of his pieces be converted and Circle will do it," said Brad King, "even to the extent of picking it up from the operator's place of business if he is not equipped to haul it himself." Circle has become more involved with conversions, as he noted further, stressing their advantages from an economic standpoint and in terms of cementing good operator/location relations. The

(continued on page 36)

John Dee

Dee Appointed At Bally Distributing
CHICAGO — Charles H. Farmer, president of Bally Distributing Corporation, announced the appointment of John C. Dee to the position of vice president, vending sales, of Bally Distributing Corporation. Dee most recently served as national/direct accounts sales manager of the Litton Commercial Microwave Cooking Division, a subsidiary of Litton Industries. In this capacity he was responsible for developing, implementing and monitoring all marketing/sales strategies for vending.

In making the announcement Farmer stated, "John brings to the Bally Distributing Corporation a highly extensive background of vending sales and is warmly welcomed."

Nationwide Study
By Atari Profiles
Video Game Player

LOS ANGELES — The average video game player is a well adjusted teenager who's active socially, enjoys sports and maintains a grade average of "B" or better. "Fast action" is the key feature he looks for in a machine. These are among the findings of a recent national player study commissioned by Atari. The survey, conducted by Custom Research, Inc. of Minneapolis, consisted of 2,000 telephone interviews male and female participants between the ages of 10 and 45. Quota sampling by age was used to assist in obtaining a representative sample.

The purpose of the survey was to gain marketing information which will help shape future product development for the Coin Video Games Division.

The amount of time and money players devote to video game play appears to be minor — over 70% of all players spend 30 minutes or less per visit and over half spend $1 or less per visit to a video game location, according to the survey.

Good Student

If the player is a student, he is probably a good one. Thirty-seven percent of the adolescent players said math is their favorite school subject, and 76% have an overall grade average of "B" or above. The study confirms substantial lifestyle and attitude differences between video game players and non-players. The players were more likely to be involved in group activities

(continued on page 36)
INDUSTRY NEWS

AROUND THE ROUTE (continued from page 25)

operator cannot always provide new games to every location that requests them, so a converted game at a lower cost is then necessary to satisfy the location, according to Brad. "As a distributor we must do everything we can to make operators healthy again... we want to give them the best shot at maintaining profitability." There's a national promotional tie-in currently underway involving the new Chrysler Corp. Dodge Shelby Charger and Bally Midway's "Jump N' Jump" video game. Campaign will be climaxed in Daytona Beach with a road rally for participating students and the winner will receive a car valued at $15,000. A $2,000 scholarship. In order to qualify for the rally, players at some 30 college campuses across the country must compete by scoring high on games, with the winner receiving an all-expense-paid trip to Daytona Beach to participate in the big road rally. Proceeds from the video game tournament will be donated to charity.

Datieline Sunnyvale, Calif., home of Exidy, Inc. where we spoke with Lila Zinter and learned that Exidy will indeed premiere a new game at the March 25-27 AOE show in Chicago. The name of the game is "Fax" and it offers a "completely innovative cabinet style... designed for a specialty market." to quote Lila. She was eager to explain any further details, suggesting that conventioners stop in at the Exidy exhibit and see for themselves... "If you recently added three new members to its sales staff, namely, Dave Greise, John Barone and Annette Archild."

Another Expo? The 1983 WL PX Amusement Expo will be held March 30-31 at the Milwaukee exposition and Convention Center. Radio station WLXP, billed as "Wisconsin's best album rocker," is sponsoring the show, the goal being to "present an all-encompassing view of the vast amusement industry to the public with displays, demonstrations, consumer information..." The show will be open to the public, and there will be an assortment of arcade video games on display for visitors to play and rate via a "rater-reaction card" which will be distributed to attendees.

State Association News: The Ohio Music & Amusement Assn. board of directors held its second bi-annual seminar recently at the Hyatt Regency Convention Center in Cleveland. John B. "Blimp" Tampke, who "presides over the largest show in the Coin Machine Industry Survive." Guest speakers included attorney James M. Friedman, who reviewed various pieces of industry-related legislation and stressed the urgency of organized planning; and Glenn E. Braseill, executive director of AGMA (Amusement Game Manufacturers Assn.), who discussed the subject of unique financing for amusement games on location in which the industry seems to be heading. Ohio's Governor Richard F. Celeste and Attorney General Anthony J. Celeste Sr., along with the state legislators and state representatives invited by association members were present at a special "get acquainted" reception.

March 25-27: Amusement Operators Expo, O'Harre Expo Center; Chicago.
April 7-10: Florida Amusement Vending Assn., state convention; Curtis Hixon 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 Expo; trade show; Disneyland Hotel; Anaheim, Calif.
April 30-May 1: Pennsylvania Amusement & Music Assn.; annual convention; Greater Pittsburgh Merchandise Mart/Expo Center; Monroeville.
May 20-22: Music and Amusement Assn.; annual convention; McCormick Place; Chicago.

Pacific Amusement Show Focus: ROI

CHICAGO — The focus of the first annual Pacific Amusement Operators Show is "Return On Investment" and this theme will be characteristic of the entire content of the convention, including exhibits, seminars and workshops. PAO will address the current buyers’ interest in the coin machine industry and the "Squiggles of... video game market," which has prompted operators to seek alternatives, such as conversion kits, in order to realize a greater return on their investments.

Show dates are April 22-24 at the Disneyland Hotel in Anaheim, Calif.

Convenient Scheduling

Response thus far has been "terrific, both domestically and internationally," reports Terence Cunningham, director of the convention. “Everyone has heard of Disneyland and it’s a great setting for an amusement trade show next door to the most famous theme amusement park in the world. Also, having the show at the same time as the NAMA Western Convention has made it very convenient and cost effective for operators who want to attend both shows," he continued. "Many attendees of past NAMA shows have shown up at the Disneyland Hotel. I am highly recommended that participants who desire to stay at the Disneyland Hotel make reservations early." In addition to complete video games and conversion kits, the exhibition will reflect the increased demand for non-video amusement products such as kiddie rides, electro-mechanical games and ball roll-up, which offer the potential of long life on location and continuous earning capability, according to Cunningham. The show’s seminar program will encompass game operation (covering the various categories of equipment), location analysis, technical troubleshooting, legislation, tokens, management and other pertinent topics.

Further information may be obtained by contacting Terence Cunningham, Westco Amusement, 2137 Middle Court, Suite 300, Palo Alto, Calif. 94303 or phoning (415) 325-6691.

Atari Study Profiles Video Game Player

And team sports while non-players were interested in individual activities such as reading or sewing. In general, players can be characterized as "doers" or participants while non-players might be characterized as "observers." The study defines three categories of game players: heavy, medium and light. In the heavy player group, players play at least once a week. The group was dominated by teenage males. The medium group, who play one to three times a month, represent both sexes. The light group, playing less than once a month, consisted mostly of women. The players consider coin video games to be one of many leisure time activities they participate in and not the primary focus of their interest.

Aside from playing video games, the groups have another thing in common: they’re socially active, and participate in a number of diverse activities. They simply have fun with others," was cited widely. Forty-four percent of all players of video games usually play with a friend and an additional 22% play with a family member, the study found. When a player puts a quarter into a video game and thinks about the result, is it purely on the busines.

When asked what interests them in a video game, most people said that fast action is a big factor, with color and detailed graphics necessary to maintain their interest. Other play incentives included improving reflexes and enjoying the competition the game offers. Finally, when players were asked to identify themselves inside the world of playing video games, spending spare time with friends, "working hard" and exploring their "computer interests" were among the responses.

President Reagan Likes Video Game Amusements

LOS ANGELES — At an address given to math and science honor students at Walt Disney’s Expo Center last week, President Reagan praised video games for promotion of coordination and potential training of electronic warriors. “Many young people have developed incredible hand, eye and brain coordination in playing these games,” said the president. “The Air Force believes these kids will be outstanding pilots should they fly our jets.” But Reagan also told the pupils who shouldn’t “run home and tell their parents that the president of the United States says it’s all right for them to go out and play video games all the time.”

According to Reagan, “work, sports and friends will still come first.”

CALENDAR

March 25-27: Amusement Operators Expo, O’Hare Expo Center; Chicago.
April 7-10: Florida Amusement Vending Assn., state convention; Curtis Hixon 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 Expo; trade show; Disneyland Hotel; Anaheim, Calif.
April 30-May 1: Pennsylvania Amusement & Music Assn.; annual convention; Greater Pittsburgh Merchandise Mart/Expo Center; Monroeville.
May 20-22: Music and Amusement Assn.; annual convention; McCormick Place; Chicago.

Kamelesha Lake, N.Y.
June 9-12: Amusement & Music Operators of Tennessee; state convention; The Peabody, Memphis.
June 16-18: Ohio Music & Amusement Assn.; annual exposition; Hyatt Regency Columbus; Columbus.
Oct. 13-16: NAMA National Convention; annual convention; McCormick Place; Chicago.

Terra Firma Issues New Operator Book

CHICAGO — The publication of a book entitled Making Money Is Fun And Games has been announced by Terra Firma Marketing Corporation of Westlake Village, Calif. It is aimed primarily at newcomers to the operator business but also contains useful tips and data for established operators as well.

Referring to the book’s content, Mary Ottinger of Terra Firma said, “We have been operating a successful amusement game company ourselves but were unable to find any good books covering this business. Over the years we have developed techniques, tax plans and useful business forms that have increased our profits significantly. We thought other operators could benefit from our experience, so we wrote Making Money Is Fun And Games.


The language and format of the book are straightforward and easy to follow, according to Ottinger, and there are handy forms included which can be helpful in analyzing a company’s profitability. Location agreement contracts, collection receipt forms, machine income analysis forms and new location search sheets are also included.

The book sells for $7.95 per copy, including postage. Further information may be obtained by contacting Terra Firma Marketing Corp., 31129 Via Colinas, Bldg. 702, Westlake Village, Calif. 91362.

CASH BOX

VIDEO ANYONE — Wizard’s Castle, which is among Canada’s most noted chains of video game arcades, fulfilled requests from participating athletes in the 1983 Montreal’s Tennis Challenge Games by playing their favorite games "backstage" at Maple Leaf Gardens in Toronto during a recent tournament there. World class tennis stars Jimmy Connorrs, Peter MacNamara, Gene Mayer and others relaxed between matches by playing such favorites as "Donkey Kong Jr., Tempsett, "Ms. Pac-Man" and "Astroida," Jimmy Con- norrs (r) is pictured in the accompanying photo partaking of some liquid refreshment prior to play. Also pictured is Michael Cohl, president of Concert Productions International.
MANUFACTURERS EQUIPMENT

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

PINBALL MACHINES

BALLY
Flash Gordon (2/81)
Eight Ball Deluxe (4/81)
Fireball II (5/81)
Embryon, w.b. (7/81)
Fathom (11/81)
Medusa (10/81)
Centaur (10/81)
Electra (12/81)
Vector (2/82)
Mr. & Mrs. Poo-Man (5/82)
Rapid Fire (5/82)
Spectrum (8/82)
Speakeasy, Zen (9/82)

GAME PLAN
Coney Island (3/80)
Super Nova (4/80)
Lizard (6/80)

GOTTIEB
Force II (1/81)
Pink Panther (3/81)
Marx (6/81)
Volcano (8/81)
Black Hole (10/81)
Haunted House (2/82)
Devil's Dare (4/82)
Caveman Pin/Video (5/82)
Rocky (8/82)
Sprint (8/82)
Punk (11/82)
Qbert's Quest (2/83)

STERN
Nine Ball (1/81)
Free Fall (2/81)
Lightening (4/81)
Split Second (7/81)
Catacomb (9/81)
Viper (11/81)
Orbitor I (4/82)

WILLIAMS
Jungle Lord (4/81)
Pharaoh's Quest (7/81)
Solar Fire (9/81)
Barracora (10/81)
Hyperball Pin/Video (2/82)
Cosmic Gunfighter (7/82)
Defender (2/83)
Warlock (2/83)

VIDEO GAMES (upright)

AMSTAR
Laser Base (7/81)

ATARI
Astroboids Deluxe (4/81)
Astroboids Deluxe Cabaret (4/81)
Centipede (6/81)
Centipede Cabaret (6/81)
Red Baron (3/81)
Red Baron, sit-down (8/81)
Tempest (10/81)
Tempest Cabaret (10/81)
Dig Dug (4/82)
Dig Dug II (4/82)
Kid Kangaroo (6/82)
Gravitar (9/82)
Pole Position (12/82)
Millipede (12/82)
Liberator (12/82)
Quantum (12/82)
Xevious (2/83)

BALLY/MIDWAY
Deluxe Space Invaders (1/80)
Galaxian (4/80)
Extra Bases (5/80)
Space Encounters (8/80)
Space Encounters Mini-Myte (9/80)
Space Zap (10/80)
Space Zap Mini-Myte (10/80)
Pack-Man (11/80)
Pac-Man Mini-Myte (11/80)
Roll-X (2/81)
Roll-X Mini-Myte (2/81)
Gorf (4/81)
Gorf Mini-Myte (4/81)
Wizard of Wor (6/81)
Wizard of Wor Mini-Myte (6/81)
Omega Race (6/81)
Omega Race Mini-Myte (8/81)
Omega Race sit-in capsule (8/81)
Galaga (11/81)
Galaga Mini-Myte (11/81)
Kick-Man (1/82)
Kick-Man Mini-Myte (11/82)
Ms. Pac-Man (2/82)

MANUFACTURERS EQUIPMENT

Elminator (12/81)
Turbo (1/82)
OSS (1/55)
Eliminator 4-player (2/85)
Zaxxon (4/82)
Turbo Mini-Upright (5/82)
Zektor (8/82)
Subroc-3-D (8/82)
Pengo (10/82)
Taz/Scan (10/82)
Buck Rogers (12/82)
Super Zaxxon (12/82)
Monster Bash (12/82)
Star Trek II (2/83)
Star Trek, cockpit (2/83)

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

STERN
Berkley (1/81)
The End (3/81)
Scramble (4/81)
Super Cobi (7/81)
Moon War (10/81)
Turtles (11/81)
Strategy X (11/81)
Jet Star (2/82)
Frenzy (5/82)
Ta-ta-mania (5/82)
Tutankham (7/82)
Dark Planet (11/82)
Lost Tomb (2/83)
Bagman (2/83)

TAITO AMERICA
Sprite Invaders Trimline (2/81)
Crazy Climber (3/81)
Crazy Climber Trimline (3/81)
Zarzon (5/81)
Zarzon Trimline (5/81)
Colony 7 (7/81)
Colony, Y Trimline (7/81)
Moon Shuttle (8/81)
Moon Shuttle Trimline (8/81)
Qix (10/81)
Qix Trimline (10/81)
Lock 'N Chase (10/81)
Grand Champion (12/81)
Alpine Ski (3/82)
Wild Western (5/82)
Electric Yo-Yo (5/82)
Kram (5/82)
Space Dungeon (7/82)
King Kong (9/82)
Jungle Hunt (11/82)
Front Line (12/82)

THOMAS AUTOMATIONS
Tri-Pool (6/82)
Oil Boo Chu (7/82)
Holey Moley (9/82)

UNIVERSAL USA
ZeroHour (1/81)
Space Panic (1/81)
Cosmic Avenger (8/81)
Lady Bug (12/81)

U.S. BILLIARDS
Quasar (4/81)

WILLIAMS
Star Wars (10/81)
Make Trax (10/81)
Rotten Tomatoes (3/82)
Moon Patrol (8/82)
Joust (10/82)

POOL & FOOSBALL

Irving Kaye Silver Shadow
Irving Kaye Lion's Head

PHONOGRAPHS

Centurion 2001
Lowen-NSM Consul Classic
Lowen-NSM Prestige ES-2
Lowen-NSM Festivale
Lowen-NSM 250-1
Rock-Ola Grand Salon II Console (9/80)
Rock-Ola 481 Max II (1/81)
Rock-Ola Deluxe (10/82)
Rock-Ola 484 (10/82)
Rock-Ola 476, furniture model
Rowe R-85 (10/80)
Rowe Jewel
Rowe R-87 (10-82)
Seeburg Tri-Pool (12/80)
Seeburg DaVinci (7/81)
Seeburg/Seeburg VM-11 (1/82)
VM-11 Cartridge Voice Jukebox
Wurlitzer Cabebera
Wurlitzer Tarock
Wurlitzer Atlanta
Wurlitzer Silhouette

CONVERSION KITS

(Inferring Interchangeable games & enhancement kits)
Bally Midway, Pac-Man Plus (12/82)
Intrepid Marketing, Encore Retro-Kit (3/82)
Data East, BurgerTime
Data East, Bump 'N Jump (2/83)
Sega, Taz/Scan (9/82)
Segment, Monster Bash (11/82)
Sega, Space Invaders (9/82)
Stern, Lost Tomb (2/83)
Universal, Lady Bug
Universal, Mr. Do

37
Airline Tickets
Hotel Reservations
Ad in Cash Box

Your advertising message in the 1983 Cash Box NARM issue is the best way to reach the entire retail sector. The high-volume record/tape/video/accessory merchandisers will be on hand for the convention and tuned into Cash Box's timely coverage. Advertising, Bar Coding, Home Video, Merchandising, Rack Jobbing, Retailing and more will be covered in-depth in our 1983 NARM issue.

To reserve ad space contact:

<table>
<thead>
<tr>
<th>Hollywood</th>
<th>New York</th>
<th>Nashville</th>
<th>Chicago</th>
</tr>
</thead>
<tbody>
<tr>
<td>Joe Fleischman</td>
<td>J.B. Carmicle</td>
<td>Jim Sharp</td>
<td>Camille Compassio</td>
</tr>
<tr>
<td>(213) 464-8241</td>
<td>(212) 586-2640</td>
<td>(615) 244-2898</td>
<td>(312) 863-2440</td>
</tr>
</tbody>
</table>

AD DEADLINE:
April 4, 1983

ISSUE DATE:
April 16, 1983

Bonus distribution at NARM April 10-14 Miami Beach, Florida
ALBUM FOR ALBUM, 
There is nobody to compare with the Whispers when it comes down to man's purest emotion.

LOVE FOR LOVE, the new album.

Featuring the hit single "Tonight."

Executive Producers: Whisper for Whispers, Inc.

© 1983 Solar Records, Distributed by Elektra/Asylum Records A Division of Warner Communications, Inc.