SPRING TOURING SEASON BLOSSOMS
SECOND QUARTER RELEASE SCHEDULE PACKED
RETAIL SHELF, SALE PRICES STABLE
DONNA SUMMER, POLYGRAM RESOLVE CONTRACT DISPUTE
US FESTIVAL EXPANSION IN '83
"Sparks In Outer Space" is the brilliant new album from the always original Mael brothers, featuring the first single, "Cool Places," a sensational duet with Jane Wiedlin of the Go-Go's and Sparks.
EDITORIAL

On The Mend

This week's news brings a hopeful note in the midst of what has surely been the most challenging period in the history of the music industry. We are still mired in the worst recession this industry has known, but there are signs that things have begun to turn around.

This week, the front page of Cash Box is filled with signs of recovery — there's the second quarter release schedule, packed with exciting new product from a host of top musicians and singers; plus the news that the spring touring season is picking up dramatically over the past months; then there are photos depicting the increasingly positive impact of video and television with Capitol Records honoring MTV for its help and an unbelievable in-store where Duran Duran showed up to help promote their new "Video 45" (a surprising new market); and finally, the word that prices at retail have held steady over the last quarter.

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REVIEWS

CASH BOX
THE INTERNATIONAL MUSIC / COIN MACHINE / HOME ENTERTAINMENT WEEKLY
VOLUME XLIV — NUMBER 44 — April 2, 1983

TOP POP DEBUTS
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Glover Washington,Jr.
Elektra

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Abundance Of Major Titles Set For Second Quarter

by Michael Martinez

LOS ANGELES — As competition for retail presence and radio and video airplay increases during the second quarter of 1983, the list of label releases also thickens, with a diverse abundance of major pop, rock, R&B and country titles by star artists and some new and developing rising stars slated for albums during April, May and June.

New product from Grammy-winning Men At Work (Columbia) and Miles Davis (Columbia), The Gap Band (Total Experience/Polymag-Rama), David Bowie (EMI), The Isley Brothers (TNeck/Epic), The Charlie Daniels Band (Epic), Aretha Franklin (Arista), Cameo (Atlantic Artist/Polymag-Rama), Rick Springfield (RCA), Stevie Nicks (Modern), The Talking Heads (Sire/Warner Bros) The Police (A&M), Zapp (Warner Bros.) and Joan Armatrading (A&M) are but a few of the major names that will appear on retail shelves as labels prepare for spring break and summer vacations.

While established acts such as Carlos Santana (Columbia), Pete Townshend with Ronnie Lane (Atco), Moody Blues (Threshold/Polymag-Rama) and Chris Squire and Alan White of Yes fame (Atlantic), Elton John (Geffen), Joe Cocker (Atco), Carpenters (A&M), Billy Cobham (Elektra Music) and others will offer familiar talent in new settings, there is also a plethora of young talent in the offing for the second quarter.

Following up on critically successful, if not strong selling, debut, sophomore or third LPs are artists such as Jeffrey Osborne (A&M), Janet Jackson (A&M), A Flok Of Seagulls (Jive/Arista), The Young Lions (Elektra Musician), Kim Wilde (EMI), Mute (Epic), The Waitresses (Polydor/Polymag-Rama), Central Line (Mercury/Polymag-Rama), Alfre Silas (RCA) and Yellowjackets (Warner Bros.).

Each genre is nearly equally represented in the second quarter, with a healthy mixture of known commodities and fresh artists involving all bases.

In the pop/rock arena, artists such as Herb Alpert (A&M), Bette Midler (Atlantic), Sherbs (Atco), Vanilla Fudge (Atco).

Spring Concert Season Up As Top Draws Hit The Road

by Michael Glynn

LOS ANGELES — Following a winter which several concert promoters around the country described as "soft," the spring concert season is seeing business at the gate blooming once again, as a number of top pop & rock draws — including Journey, Styx, Bob Seger, Tom Petty, Hall & Oates, Billy Squier, Sammy Haggar and The Kinks — are hitting, or are already on, the road. In fact, with the abundance of talent, the only potential problem that some promoters see arising from now until summer could stem from the heavy competition for the consumer's-concert-going dollar.

"August through December of last year were soft months, but it all started to turn around in January," Roger Shepherd of Cinco, Calif.-based Avalon Attractions noted. "Now, in the last week of April alone, Billy Squier, Bob Seger, Sammy Haggar, Tom Petty and The Kinks are all doing multiple dates (in the L.A. area), all drawing money out of the same market."

The result, Shepherd went on to say, is that certain dates will inevitably suffer somewhat in terms of attendance. While he felt that most of the aforementioned shows would "do alright" in spite of the situation, he pointed out that most acts will rarely monitor the market to see who will be out in each area when planning their own tours. Concern over the march of the market's schedules accordingly, as Triumph did, and it worked out just fine, he said, referring to the Canadian hard rock trio's current national tour. "Instead of heading for the brick wall, they just steered around it."

However, most major market promoters surveyed by Cash Box were simply happy to have such a strong array of talent on the road. "Usually we have a good spring, but this is exceptional," enthused Barry Fey of Denver's Feyline Presents. "We have two Journey dates, two Styx dates, two Seger dates, Benatar, Petty, Squier, Def Leppard and The Kinks. 10 shows in two months: at Mokohica Stadium (18,000 seat facility). And Triumph and Foghat have just been added. It would be hard to ask for much more."

Fey, who is also serving as director of promotion and talent acquisition for the US Festival '83 (see accompanying story), also noted that smaller area venues have also been prosperous in recent months. "The Rainbow (Rainbow Music Hall, a 1,400 seat showcase club) is busier than ever been, thanks to a lot of new music acts, like The English Beat," he stated.

Indeed, John Hain of Frontier Booking, inc. (FBI), which books The English Beat in addition to a number of other leading new music acts, indicated that most of their acts were drawing "The police start on July 24, with the first leg of the group's national tour going through Sept. 10. The big playing areas and stadiums wherever they make sense. Joan Jett is ready to start another tour on April 22, and A Fool of Seagulls is starting their tour at the Grand Ole Oprey, ending in Toronto Aug. 10, with The Fixx as special guest. Simple Minds is also starting a tour, March 28-30, the next Saturday (June 4) by a country extravagance."

The first day of the rock festival features The Clash, Stray Cats, Men At Work, The English Beat. A Fool of Seagulls, Oringo, Bong, Wall of Visions, Johnny & The Disciples of Soul, INXS and The Divinyls: Day two, a "heavy metal" program, stars Van Halen, Triumph, Judas Priest, Ozzy Osbourne, and Motley Crue. The third and final day of the rock festivities includes David Bowie (making his first U.S. musical appearance in five years), Stevie Nicks, The Pretenders, John Cougar, Mios-

US Festival To Offer Expanded Program In '83

by Jeffrey Resnner

LOS ANGELES — Thirty-three musical acts booked to appear at the 1983 US Festival, which kicks off at the fairgrounds of the Hollywood Park on May 28-30, have been announced by Festival President, Bob Kinko.

One of the major changes being made for the 1983 festival is a more expanded format which will include three stages, in addition to the main stadium. The format was the result of a study conducted by the Festival's management and consultants. Of the 33 acts confirmed so far, 27 are domestic acts and 6 are international acts.

"This is our second year," Kinko explained, "and we have learned a great deal about what works and what doesn't work at the Festival. We have made an effort to improve the overall experience for both the fans and the promotional community. We also felt it was necessary to add the third stage because we have a lot of local acts with whom we want to work with."

The 1983 US Festival will feature three major stages with the main stage area at the fairgrounds, a separate stage near the grandstands, and a third stage near the concert area. The main stage will be set for an audience of 20,000 fans and will have a capacity of 50,000 fans. The other stages will have a capacity of 5,000 fans each.

The Festival will begin at 3:00 p.m. on May 28 and continue through Sunday, May 30. The Festival will feature a variety of musical acts, including rock, pop, country, and world music.

The Festival will also feature a variety of food concessions, including Mexican, Italian, and Chinese food. There will also be a variety of drinks available, including beer, soda, and wine.

The Festival will be open to the public for $10 per day or $25 for a three-day pass. Children under 12 will be admitted free of charge. Parking will be available for $5 per day or $10 for a three-day pass.

The Festival will also feature a variety of attractions, including a carnival, a petting zoo, and a variety of games and activities.

The Festival will be held in conjunction with a variety of other events, including a charity auction, a concert, and a variety of other activities.

The Festival will be open from 10:00 a.m. to 11:00 p.m. each day.

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BUSINESS NOTES

Vogel Is Elected RIAA Board Chairman

NEW YORK — The Recording Industry Assn. of America (RIAA) elected Atlantic Records vice chairman Sheldon Vogel to a two-year term as chairman of the board at its board meeting last week in Washington, D.C. In addition, Chrysalis Records' new president, Jack Craigio, was elected a director, and RIAA executive director Stephen Traiman was given the newly created, additional title of vice president. Vogel succeeds Terry Ellis, co-chairman of the Chrysalis Group of Companies. He has been with Atlantic for over 20 years, joining in 1992 as controller. He has subsequently held positions of financial vice president, senior vice president of finance, executive vice president and vice chairman, which he has been since June 1, 1980. Sheldon's election reflects the respect of his peers for his executive abilities and unique contributions, commented RIAA president Stanley M. Gortikov. "His leadership of RIAA's board will provide benefits for the entire industry.

Music Sales

MSMA Seminar Set For May 11-13

NASHVILLE — The Muscle Shoals Music Assn. (MSMA) will conduct its sixth annual Records and Producers Seminar May 11-13 at the Joe Wheeler State Resort near Rogersville, Ala. According to MSMA president David Johnson, the theme of this year's version of the three day event will be "Music Business Alternatives: Recovering With The Economy." The seminar gets under way Wednesday, May 11, with the panel discussion "Christian Music: What It Can Mean To The Record Business." followed that evening with performances by a variety of Muscle Shoals' contemporary Christian artists.

Thursday's panel discussion will be "Can Producers Be Effective Producers (The Pros And Cons)," which will precede a night of entertainment with a Muscle Shoals country flavor.

Finance Alternatives For Independent Production And Publishing Ventures" will be the focal point of Friday's panel. A banquet with a featured guest speaker is scheduled for that evening.

Interspersed with the panel discussions will be a number of recreational activities including cruises, golf, tennis and water sports.

Registration fees will run $75 for current MSMA members and $100 for non-members with a May 1 deadline, For further information, write: MSMA, P.O. Box 2009, Muscle Shoals, Ala. 35562 or telephone (205) 381-1442.

Hillford Elected Chairman Of RIAA/VIDEO

NEW YORK — President and chief executive officer of CBS/Fox Video Lawrence Hillford has been elected the new chairman of the Recording Industry Assn. of America, Inc.'s (RIAA) RIAA/VIDEO council. He succeeds outgoing Warner Home Video president Mort Pink as Chairman of the council, which directs the RIAA's autonomous video division.

As chairman, Hillford also joins MGM/US Home Entertainment's Cy Leslie and RCA VideoDiscs, Gordon Bricker as the three RIAA/VIDEO representatives on the RIAA board of directors.

Hillford was a management consultant specializing in new media before joining CBS/Fox Video, which he has headed since January. He has also served in senior management positions with Columbia Pictures Industries, Viacom International, Cartridge Rental Network, Screen Gems International and CBS Enterprises.

Vinyl Costs To Increase April 1

LOS ANGELES — At press time, Cash Box learned that the price of vinyl compounds for the manufacturing of records will increase 6 cents per pound, effective April 1. It is not known how this will affect the pressing cost of records, although past experience has shown that higher prices normally follow.

Alarms

HOTTEST PRIZE OF THE YEAR — Capitol recording artist Anne Murray recently hosted winners of a "Hottest Night Of The Year" contest sponsored by Audio Environments, Inc. (AEI) and named after her current LP. The winners, Tim Hoag and his guest, Martha Huhlik, were treated to a vacation in Los Angeles and Las Vegas. Pictured after Murray's show at the Riviera Hotel in Las Vegas are (l-r): Hoag; Murray; Huhlik; and Ellen Neithch, marketing director, AEI.

Summer, PolyGram Dispute Resolved, LP Due in May

by Michael Martinez

LOS ANGELES — Although details of the status of suits filed in the dispute between Donna Summer and PolyGram Records remained unclear at press time, the record company has announced that the singer, currently signed to Geffen Records, would be releasing in May an LP to be produced by Michael Omartian.

In a joint statement by Aart Dalhuisen, president of Phonogram International; George Massenburg, executive vice president, and operating officer of PolyGram Records; and Summer's manager, Susan Munao, it was announced that Phonogram International would release the record worldwide, while Mercury/PolyGram would distribute it in the U.S.

The statement said that the more than three year old legal fight between Summer and PolyGram, which arose from a multi-million dollar suit brought by the singer against Phonogram Records (distributed by PolyGram), the late Neil Bogart and his widow Joyce (Cash Box, Feb. 9, 1980), had been settled. However, it did not mention the extent to which Summer would still be responsible to the label for product.

But Mel Iberman, executive vice president of PolyGram U.S.A. and in Cash Box that the label only has plans for one new album from Summer, but expects to work with her in the future to compile a "best of." "We hope to attract her as soon as she finishes the obligations with the record label with which she is still signed," Iberman said, adding that Summer was still under contract with Geffen and that her delivery of the new LP and "best of" package will complete her obligation to the company and will end the legal dispute. He did note that there was no significant cash exchange involved.

Spokesmen at Geffen Records or attorney for Summer in this dispute were unavailable for comment at press time.

Monument Files For Reorganization Under Chapter XI

by Tom Roland

NASHVILLE — Barely six months after reaching a new distribution agreement with CBS, Monument Records filed voluntary petitions last week to reorganize under Chapter XI of the federal bankruptcy laws. However, Monument officials insist that creditors will be paid in full and that the label's doors will remain open.

The petition, which includes the Monument Entertainment Corp. as well as the record company itself, was filed by Roy Orbison, Combie Music and Charlie McCoy among its creditors, as well as several album packaging companies, graphics firms and other production entities connected with record manufacturing.

"Due to the present economy, conditions prevailing in the country, we have filed voluntary positions to reorganize under Chapter XI," said Fred Foster, founder and chairman of the board. "The holders of Monument Records are open, and it's business as usual. We currently have some 25 albums ready for the charts and will continue to release product in the coming months. We have a good asset base and feel we can weather the storm in the current and our recent start-up. There is no doubt in management's mind that everyone will be paid in full in a reasonable amount of time. This measure takes the pressure off Monument Records' OF THE YEAR — Capitol recording artist Anne Murray recently hosted winners of a "Hottest Night Of The Year" contest sponsored by Audio Environments, Inc. (AEI) and named after her current LP. The winners, Tim Hoag and his guest, Martha Huhlik, were treated to a vacation in Los Angeles and Las Vegas. Pictured after Murray's show at the Riviera Hotel in Las Vegas are (l-r): Hoag; Murray; Huhlik; and Ellen Neithch, marketing director, AEI.

The FINAL CUT Pink Floyd Columbia DC:12243 — Producers: Roger Waters, James Guthrie and Michael Kamen — List: None — Bar Coded

Sub-titled "a requiem for a post-war dream," Pink Floyd's fifth Columbia venture is an imaginative concept piece about a man trying to stay out over the economic, social and political crises his generation has faced since the end of World War II. Besides the originality of the album's theme, its music is dramatically enhanced through the use of a Holophonic microphone technique resulting in a type of three-dimensional "surround sound" effect along with a clean and healthy chart action for this disc of 12 all-new songs, with immediate response from both radio and retail sectors. Most affecting cuts here are "The Gunner's Dream" and "Not Now John."

POPP SPARKS IN OUT SPACE — Sparks - Atlantic 80695-1 — Producers: Ron and Russell Mael — List: 8:59 — Bar Coded

On what may be the group's most accessible recording since 1981's out-rageous "Who's Ever Heard of Detroit," the Mael Brothers turn their pop-rock sensibilities chiefly towards the Insecured surrounding sexual relationships. "I Wish I Looked A Little Better," "Please Baby Please" and "All You Ever Think About Is Sex" are just three of the cuts in which the maladjusted Mael's offer teens some valuable tips about life in the lusty lane. New music-oriented radio has already reacted positively to the album's opener, a brisk duet between vocalist Russell Mael and Go-Go's rhythm guitarist/vocalist Jane Wiedlin, entitled "Cool Places."

DANSEPARC — Martha and the Muffins — Current RCA AFL-4664 — Producers: Dan Leilani Mark and Gane and Martha Johnson — List: 8:59 — Bar Coded

Influenced by mainstream music like The Beatles and early Motown as much as by experimental artists such as Sun Ra and Brian Eno, Martha and the Muffins' fourth excursion on vinyl sees the Toronto, Canada-based quartet widen its dance music in a Talking Heads-type mode covering synth-pop, funk, avant-garde surrealism and even a dash of heavy tribal chants. Martha Johnson & Co.'s "music from the urban jungle" uses a variety of techniques, including "inverse chordless melodies, sound clouds" and snippets of actual soap opera dialogue to amurly illustrate its dreamy, hallucinogenic composition; and pop PDs will find much to their liking.
ASCAP WELCOMES JOHN DENVER—ASCAP member John Denver is welcomed to the New York area by (left to right): ASCAP Eastern Regional Director of Business Affairs William Velez, ASCAP Director of Public Relations Karen Sherry and ASCAP Controller John LaFrumenta, after Denver's concert at the Byrne Arena in New Jersey.

ASCAP COUNTRY AWARDS TO LIONEL RICHIE—ASCAP Director of Membership Paul S. Adler (left) and ASCAP Director of Public Relations Karen Sherry present ASCAP member Lionel Richie with a special award for "Lady" which was among ASCAP's most performed country songs of 1981.

ASCAP AND ELTON—PRS member Elton John, who licenses his music in the U.S. through ASCAP, is pictured with ASCAP Communications Coordinator Ken Sunshine, backstage at Madison Square Garden following the last performance on Elton's 1982 American tour.

ASCAP COUGAR—ASCAP member John Cougar and ASCAP Membership Representative Mary Jo Mennella are pictured at the L.A. Forum.

ASCAP GREETS KENNY LOGGINS—ASCAP member Kenny Loggins speaks to ASCAP Eastern Regional Director of Repertory Lisa Schmidt backstage at Radio City Music Hall following his recent performance.

ASCAP AND MARVIN GAYE—ASCAP chose a recent Columbia Records reception in Los Angeles for its member Marvin Gaye in order to present a special neon sign to the singer writer which proclaimed that "ASCAP LOVES MARVIN." Pictured are (I to r): Todd Brabec, ASCAP West Coast Regional Director; Marvin Gaye; and ASCAP Board member, Michael Stewart, President of CBS Songs.

ASCAP GREETS DIAMOND—ASCAP President Hal David (right) congratulates member Neil Diamond backstage following one of Diamond's concerts at the Byrne Arena in New Jersey.

BACKSTAGE WITH KENNY ROGERS—ASCAP execs visit with ASCAP member Kenny Rogers backstage before a recent concert in New Jersey. Pictured from left are: ASCAP Associate Director of Nashville Operations Merlin Littlefield, Rogers; ASCAP Managing Director Gloria Messinger, ASCAP Southern Regional Executive Director Connie Bradley.

ASCAP MEET & GREET
including the tracks "Several Styles of Blonde Girls Dancing," "Obdession" and the title track. "The Great Escape." Long before the Strat Cats made rockabilly a trendy style of modern music, the group had a following of C&W-tinged boop-boop audiences across the U.S. and in various incar- nations. On the band's first release, "The Great Escape," the group's claris quintet gives listeners a collection of five new shakers, in addition to a cover of Marvin Gaye's hit, "One More Heartache." In contrast, Amps producer Mike Thorne creates an interesting fusion of twangy-rock that should do well considering the current mass appeal of the genre.

BLACK CONTEMPORARY

DON'T LOSE YOUR COOL — Albert Collins and the Ice Breakers. Alligator AL 4730 — Producers: Albert Collins, Billy Ingram and Dick Shurman — List: 8.98

Intense blues guitar/vocalist Collins teams up with his guitarist to deliver this high-performance of emotional songs including "Guitar Slim's" "Quicksand," "Betty Dreed," "Groove With Us," and "The Crow." With seven minutes to spare, Picnic Mayfield opus "Mind I'm Trying To Leave Me," along with his self-penned walters "Ego Trip" and "The Texas Shuffle-Driven. "Don't Lose Your Cool." Like Collins' last three Alligator records, this LP is a must for serious fans of the Guitar. The THC, LEADER — Fonzi Thornton — RCA AFL-4433 — Producers: Robert Wright and Fonzi Thornton — List: 8.98 — Bar Code: 328

For all other fans, the stellar line-up of supporting musicians makes Benz Thornton's RCA premiere album one that merits a close listen. Rhythm arrange- ments by Chico's Nile Rodgers and Bernard Edwards add a solid font of funk to two key cuts ("Gone 4 Love" and the title track), Evelyn King's mentor Kashif adds his rhythm and keyboard touch to a romantic, soulful ballad "Shine On My Heart," and background vocal work by such disparate forces as The Bronx, N.Y., Walter Washington "Heart of a Lion." The endearing of Harlem, Inc. and Luther Vandross make this first-time showing an ecclectic and satisfying discussion. Thornton's sweet, hiccup vocals on the poppish dance floor mover "Beverly," and the funkified cover of the Ronettes' "Be My Baby" are almost cer- tain to elicit enthusiastic B/G airplay.

BACK AT YOU — Betty Wright — Epic FE 38559 — Producer: Marion Jackson — List: None — Bar Code: 3407

Best known perhaps for her infectious 1972 million-selling funk-feast "Clean Up Woman" single, Wright has a string of singles and a few misses during the mid-70s but bounces back to her former glory with this Jamaican-influenced LP of romantic ballads and soulful serenades. Wright excels when she performs soft reggae, and her recent successes may have temporarily clouded the bulb at #41 on the Black Contem- porary charts — is proof positive she's made her way back into the fold. THE UNCLE FLOYD CLOWN ALBUM — Mercury/Mercury 811 149-1 M1 — Producer: Jimmy Vivino — List: 8.98 — Bar Code: 328

New York's most bizzare television program spoofs the Garden State's turnpike system, pizzerias and native son John Lennon. Vocalist and keyboardist Floyd the album loaded with hits, sound gags and Roaring Twenties-style ditties. Newark's answer to Soupy Sales has am- plified a loyal following through local television, as well as national syndication, and with this platter he should be able to enjoy even greater prominence. DJS on rock and alternative outlets will crack up over Floyd's Springsteen send-up, as he revisits a real Hal Archived Board. The LP indulges in "over-eating, getting sick on the rides and trying to go brok winning a cheap stuffed creature at the spin wheels."

GOSPEL

WHITE HEART MYTH/Word MSB 6735 — Producers: Dan Huff, Billy Smiley — List: 8.98

Propelled by a handful of studio players

Amusement Park

Nearly everyone can recall with some fondness a trip to the local theme park, complete with the opening ceremony and spontaneous excitement etched memories on the gray matter, often to be savored as a rare fresh experience exposed to a particular color, sound or music.

Such is the character of Our Gang Environment/Musix Music recording group Amusement Park, which blends sparkling energy and studied craft for an offering of black contemporary music with a distinguished identity and lingering recollections.

The group's self-titled debut LP con- tains the single "Do You Still Love Me," currently #80 on the Cash Box Black Contemporary charts. The LP marks the beginning of a new era of joy. "We're a group of people who can express all kinds of emotions, different moods and emotions," says Amusement Park ring master and head songwriter Paul Richmond. "It's the same with an amusement park; everybody has fun at the same scene doing different things."

The seven-man aggregation has developed its attitudes and music in a variety of settings, from the R&B balladering of The Manhattan and The Impressions to the slick pop black specialties that made Donny Osmond and Leroy Hutson renowned artists. In each instance, as much as their ability to perform kept them employed, they still skill at writing and arranging a song, the building blocks of pop music, kept them

MUSICALLY YOUTHFUL (YCA 52203)

Never Gonna Give You Up (3:12)

(Phoenix, AZ) (APC) (P. W. Baker, Sr., Brother Goodman, Simmons) Are we the first time this bubblegum-reigning? A bouncy spirit infects Musical Youth's vocals, but the pastures is pure. "Pac Man, Playing With My Futie," no less effective, this youth movement looks to be taking hold. DURAN DURAN (EGM 2125)

Rlo (3:57) (Teclav Music Ltd.) (Durham Thurston)

Thurston: Presents: Another Duran Duran's current hit, "Rio." Is a perfect follow-up to "Hungry Like the Wolf" and should be a shoe-in based on already extended MTV play. The boy band's image is reenforced, and the LP treats effectively with the menace in "Wolf" and is equally catchy.

NANTUCKET (EGM 384)


First RCA release for these New Englanders is a tuneful mix of folk rock on this laid-back sound with electronic drums and rapid keyboard chording to make for a more contemporary feel. Larry Uzzel's raspy lead vocals aren't quite as effective, however.

JIM CAPALDI (Atlantic 7-89849)

That's Love (3:36) (Warner Bros. Music — ASCAP) (J. Capaldis) (Producers: S. Winwood, John Ambrose) Ex-Trafficers Capalidi and Winwood's first major collaboration since 1974 is a light affair, developed in Winwood's home in Capalidi's second home, Brazil. Winwood's synthesizer contributions give the right background feel, similar to a rock of a diver and similarly point the way to Capalidi's equal solo success.

KIX (Atlantic 7-88587)


This "Physical"-themed single is the first from the Washington, D.C.-based Kix's second album. Vocals, melody and production update the Yardbirds' and Zombies' classic British '60s sound, and such is most welcome.

JO KENNEDY (A&M 2528)

Born Too Soft (3:40) (Gudin Music — BMI) (T. Finn) (Producer: M. Moflafi)

First single from the vivacious, Austin-based band, a medium-tempo rocker penned by Tim Finn, of Split Enz. Vocalist Jo Kennedy demonstrates that her tenure with Aussie gang the Rubettes was misleading, hitting the lyrics with grace and style.

BLACK CONTemporary

IRENE CARA (Capitol/EMI 440-7 D-7) Flashdance... What A Feeling (3:55) (Chappell/Famous/GMC/Carub/Alcor Music — ASCAP) (G. Moroder, K. Forsey, L. Cara) (Producer: G. Moroder)

Irene Cara gets the Donna Summer treatment on this long-awaited release, a single track from the soon-to-be-released Flashdance film. This should be the vehicle Cara has been searching for since her first major hit with "What A Feeling." Power also powers the arrangement well sculpted.

STRATUS (Sound O! New York 604)


Irene Cara gets the Donna Summer treatment on this long-awaited release, a single track from the soon-to-be-released Flashdance film. This should be the vehicle Cara has been searching for since her first major hit with "What A Feeling." Power also powers the arrangement well sculpted.

JAZZ

GROVER WASHINGTON, JR. (Elektra 7- 69834) Brazilian Memories (3:45) (Antilla Music — ASCAP) (W. Eaton) (Producers: G. Carlin, S. Negrassi)
**NEW AND DEVELOPING**

**INXS** (Asco 7-999905) The Thing (2:33) (Browning Music — BM) | (A). Farriss, M. Hutchence | Producer: M. Opitz

Just another Australian band with just another most impressive debut single. Singer Michael Hutchence has a cutting edge. Jackson edge just softens abruptly with the break, heightening a powerful, other-worldly composition and production.

**Beaumont Music Bows**

NEW YORK — Lyman D. Underwood has formed the Beaumont Music, Ltd., independent record and video production and publishing company. Its first release is the singles “Cash Play” by Yvette Cason, “Got This Feeling” by Hyptotenten and “I Can Get Next To You” by Haykkeway. Beaumont Music can be contacted through Erik Nuri, vice president/general manager, at 100 Massachusetts Avenue, Boston, Mass. 02115. The telephone number is (617) 262-5660.

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**Jazz**

**Abundance Of Major Titles Set For Second Quarter**

(continued from page 6)

Kinks (Arista), Graham Parker (Arista), John McLaughlin (Epic), Nina Simone (Columbia), Tommy Tutone (Columbia), Peter Tosh (EMI), Meat Loaf (Epic), Steve Miller Band (Epic), Heart (Capitol), Poco (Capitol), Nicki Welsh (RCA), Mick Fleetwood (RCA), Kraftwerk (Warner Bros.), Rod Stewart (Warner Bros.) and the Little River Band (Capitol) will fill the second quarter. New music, rock/dance groups will have a solid presence during April, May and June with products by The Cutthroats (I.R.S.), Oingo Boingo (A&M), Split Enz (A&M), Heaven 17 (Arista), Tears For Fears (Mercury/Polygram), The Kinks, Three Eric, Adam & The Ants (Epic) and B-52’s (Warner Bros.) providing a wide ranging variety in genre.

Black product looks promising for the second quarter, as albums by George Benson (Warner Bros.), Chaka Khan (Warner Bros.), Tavvon (RCA), Atlantic Starr (A&M), Michael Henderson (Arista), Phyllis Hyman (Arista), Sister Sledge (Cotillion), Disco-Disco Lattisaw (Cotillion), Deniece Williams (Columbia), Lakeside (Solar), Lenny White (Elektra), Natalie Cole (Epic), Ingrid (Motown), Mary Jane Girls (Motown), Fatback Band (Spring/PolyGram), Junior (Mercury/PolyGram), and the Bar-Kays (Mercury/Polygram) offer a multi-faceted approach for the varied tastes of black music buffs.

Product from Kris Kristofferson (Monument), Willie Nelson & Waylon Jennings (Columbia), Lacy J. Dalton (Columbia), David West (Liberty), Tammy Wynette (Epic) Stattor Brothers (Mercury/Polygram), Dolly Parton (RCA), Sylvia (RCA), Jerry Reed (RCA), Ray Price (Viva/Warner Bros.) and David Frizzell (Viva/Warner Bros.) will pace the country releases for the second quarter.

Jazz is well represented during the planned second quarter release derby, with Bruce Lundvall’s Musician label and Manfred Eicher’s ECM company offering some of the most innovative records from Europe. From Musician will be produced by Mose Allison, David Amram, Billy Cobham, Bill Laswell, Stanley Clarke, Larry Coryell, Ornette Coleman. Elektra’s John Klemmer is also slated to release product in the second quarter. ECM is a product by Lester Bowie, Barry Towler, Pat Metheny and Jack DeJohnette, while Warner Bros. plans to come out with a new album by Buddy Carlaon. Columbia Records’ Arthur Blythe and Wynton Marsalis will be featured on new vinyl, while Atlantic plans releases by Henry Manne and Mel Torme.

The following is a complete list of major labels released for the second quarter.

**A&M**

April: Joan Armatrading, REM (J.R.S.), Rita Coolidge, Johnny Kocence, 8th Day, Espionage, John Kocence (soundtrack Mike’s Suburban Laws (I.R.S.), Grant Alliance, Los Illegals.


**Arista**

May: Shor Patrol, A Flock Of Seagulls (Arista), Bill Withers (Arista), Police, PETER D’ANGELO, UB-40 (Virgin), Y&T.

May: Aretha Franklin, Heaven 17, Peter Gabriel, Santana.

June: Real To Real, Phyllis Hyman, George Benson, George Michael, Earl Thomas, Al Jarreau, Tal Farlow, Richard Perry.

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**NEW AND DEVELOPING**

**EINZELHAFT — Falco — A&M SP-6-4951**

Producers: Robert Ponger & Falco

List: 8.98 — Bar Coded

Falco’s main claim to fame is his composition “Der Kommissar” which has already been covered by at least three English-speaking artists, as well as several foreign performers. On his U.S. debut long-player, the Austrian rapper’s own version of the hit tune is included along with nine other tunes delivered in his native tongue. Though the language barrier may deter some from enjoying this set of Euro-pop/funk songs, those with an open mind (and open ears) should be quite taken with the effort.

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**ON JAZZ**

**GABBIN’ WITH GRUSIN — GPR**

recording artist Dave Grusin (I) discussed his new album, “Dave Grusin and the NY/LA Dream Band,” with WVVU Jazz show host Les Davis (Jr.), while Sherry Winter, national promotion director for GPR, talked with listeners. The interview was broadcast live from the Green Street Cafe in New York.

**WILSON WAILS — Although many jazz fans — this one included — will tell you that nearly every jazz musician is a player in some other form, some have obviously gotten a lot less attention than others. Lack of recording, personal quirks and truncated careers have kept some of the most brilliant musicians from being properly documented and appreciated. Familiar only to the small, hardcore audience that seeks out recordings by regional artists, it’s a rare and welcome occurrence when a musician of the stature of Markland (New Jersey) (Arista) (Capitol) (Columbia) (Epic) (Liberty) (Warner Bros.), Horace Tapscott and Ed Kelly get to display their considerable talents for a larger audience. Such an accomplishment — and to these ears, brilliant — is redefining Bert Wilson. A former resident of the Oakland area, we met Wilson several years ago when he was living in Carmel, N.Y. Although Wilson had been quite active in the Bay Area, recording with Sonny Stitt, Smiley Winter, Ed Kelly, Zito, Barbara Donah and (check this out) Ezra Mohawk, he had never had his national breakthrough. Although the writer had never heard his recordings before meeting him, Wilson’s tremendous abilities became apparent immediately. Assessed crudely, Wilson’s style could be said to be post-Coltrane, although his tonal approach had more in common with Albert Ayler and Pharaoh Sanders, and his incredible command of harmonics for melodic purposes more on the level of a Sonny Rolins. It’s not difficult to recall the amazement one felt hearing Wilson play an ascending line with descending harmonic lines simultaneously. And as a teacher, Wilson has imparted some of his considerable musical knowledge to such students as Frank Lowe and Dave Liebman. So how come most jazz listeners have never heard of him? Aside from the everyday problems faced by jazz musicians, Wilson has been involved with his band of sound since he was stricken with polio as a child. Although his condition has had some obvious and detrimental effects on his career, Wilson credits the physical exertion of playing his instrument with helping to strengthen his diaphragm. Throughout his wanderings, Wilson has always tried to maintain a steady working band, first with the group Listen and later with a unit he dubbed Rebirth. Happily, he not only has an entry in the Wilson & Rebin album, “Kaleidoscope Visions,” on the Seattle, Wash.-based AuRoar label, distributed by New Music Distribution Service at 500 Broadway in New York. Of chief interest on the disc is a version of Wilson’s tour de force, “Forward Motion,” based on a reversal of the harmonic cycle of “Giant Steps.” We doubt that any casual listener would ever decipher the tune’s origin, but it clearly demonstrates Wilson’s commitment to integrating harmonic
EXECUTIVES ON THE MOVE

Marshall Promoted — Basil Marshall has been promoted to director, product management, black music at RCA Records. He joined RCA Records in 1973 as a sales representative and was named manager, black music product management in 1980 and held that position until his current promotion.

Griffith To Capitol — Jim Griffith has been appointed corporate director of personnel, Capital Records Inc. He comes to Capitol from TRW, Inc. in Cleveland, Ohio, where he was employed as director, human relations for 11 years.

Brand Named — Capitol Records Group has announced the appointment of Harriet Brand as director, international promotion, Capitol/EMI America/Liberty. She joined EMI Records in 1976 in London, and in 1979, she joined Capitol as manager, international promotion, the position she held until recently.

Wolton Appointed — Golden Crest Records, Inc., Crest Records, Inc., and Shelley Products, Ltd. has announced the appointment of Mack Wolton as executive vice president in charge of total operations. He has been vice president in charge of sales with this organization since 1983.

Indigo Adds Two — Indigo Music Corporation has named Lawrence C. Broderick as director of international sales and distribution and Robert J. Cottis as director of special projects. Broderick operated his own booking agency in Toronto before moving to Nashville in 1976 where he bought Nuggett Studios and established his own production company. For the last two years he has operated his own business of consulting in areas of TV direct response and TV direct mail.

Hopkins Named — Mike Hopkins has been named vice president of promotions for Scott Sales Co., Inc. Hopkins was formerly general manager of the Jamiboree, USA, Inc. and will be responsible for all promotional activities for the company. He joined the Wheeler complex in July 1978 as tour service director.

Slagle Named — G. Stephen Slagle has been employed as executive director of the National Association for Campus Activities. He first joined the NACA national office staff in 1977 as director of information services and left NACA in 1981 to join The Sullivan Agency until he returned to NACA. Slagle previously worked as program director in the department of University of Tennessee-Knoxville. In 1976-77, he also worked as a publications specialist and assistant representative for the Dalmar Printing Company in Knoxville and from 1972 to 1975 was director of student publications at the University of Tennessee-Knoxville.

Yablon Promoted — Hammond Music Enterprises, Inc. has announced the promotion of Nina E. Yablon as treasurer of the corporation. She joined Hammond at its inception in 1981 as assistant to the president and became assistant treasurer and general manager in 1982.

D&D Records Bows In L.A. — LOS ANGELES — The formation of a new record company, D&D Records, Inc., was announced by Shigeaki Hazama, president of Canyon Records, Inc., Japan, and Bud Dillard of D&D of Dain & Debov at a cocktail reception at the Century Plaza Hotel here recently. D&D Records, Inc. will be Scott Sales Co., Inc.'s first independent companies or channels in the United States, with Canada and overseas ties still under negotiation.

The first album offering from the firm is slated to come from an L.A.-based pop act called "Dial M" on April 1. D&D Records is located at 6336 Sunset Boulevard, Suite 811, Hollywood, California 90028, and can be reached by phone at (213) 485-1108.

Rounder Moves — LOS ANGELES — Rounder Records has relocated its offices. Effective March 28, Rounder will be located at: One Camp St., Cambridge, Mass. 02140. The telephone number remains (617) 354-0700.

ASCAP Elects Board

NEW YORK — The American Society of Composers, Authors and Publishers (ASCAP) has elected a new board of directors.

Commencing new two-year terms on April 1 are: Hal David, Stanley Adams, Sammy Cahn, Cy Coleman, George Duning, Sammy Fain, John Green, Arthur Hamilton, Arthur Schwartz, Morton Gould, Hal David and Jacob Druckman, all writer members; and Leon Brottier, Salvatore Chiantia, Sidney Herman, Chuck Kaye, Buddy Killen, Irwin Robinson, Wesley Rose, Lester Sill, Michael Stewart, Arnold Brotto, Ernest Farmer and Edward Murph, all publisher members.

NMPA Meeting Set

NEW YORK — The National Music Publishers’ Assn. (NMPA) will hold its annual meeting and convention, April 1-3, in New York at the Plaza Hotel at 3:00 p.m., Tuesday, June 21. The meeting’s agenda includes reports from NMPA chairman Salvatore T. Chiantia, NMPA president Leonard Feist and Harry Fox Agency president Albert Berman.

SONGS CITED AT NMPA AWARDS — The National Music Publishers’ Assn. (NMPA) held its fourth annual song awards in Nashville on March 9, where honors were given in several different categories. Pictured here are (l-r): NMPA vice president and director Wesley H. Rose presenting the Easy Listening award to Warner Bros. Music’s Johnny Wright for "Angel’s Charriot’s Of Fire theme. ASCAP Southern regional director Connie Bradley also helped in the presentation; "Always On My Mind" won NMPA Song of the Year kudos, and

seen accepting the trophy are Scott Siman, representing RoseBridge Music, Mark James, who co-composed the hit, vocalist Patti Page, publisher Charlie Feldman of Screen Gems-EMI Music and Nashville’s mayor Richard Fulton; Gary Lynn of CBS Songs accepts the R&B award from BMI vice president Frances Preston. Lynn, who accepted on behalf of his publishing company and writers Marvin Gaye and Odetta Brown, picked up the honor for the hit tune “Sexual Healing.”
Abundance Of Major Titles Set For Second Quarter

Graham Parker, Air Supply, Kirk Whalum

April: Narada Michael Walden, Tony Banks, Modern Romance, Backsota Sally, Chris Mancini, Sister Sledge (Cotillion), Robert Palmer

May: Bette Midler, Herbie Mann, Mel Torme, Altitude (Atlantic/RFC), Twisted Sister, The Hollies, Chris Squire/Alan White, Spissky Spacecat, Johnny Gill (Cotillion), AXE (Atco), Jim Carroll (Atco), Pete Townshend/Ronnie Lane (Atco), Janis Joplin (Atco), New York City Peewee Boys (Atco), Bob Marley (Island/Atco), Joe Cockrill (Island/Atco), Malcolm McLaren, Island/Atco, Charlie (Miracle), Stevie Nicks (Modoren)

June: Do Wop Compilation, Tin Angel, Gino Soccio (Atlantic), Eddie Schwartz (Atco), Sherbs (Atco) / Vanilla Fudge (Stace), Lattisaw (Cotillion)

Chicago, Burgess Los

Burlington, Peter Dau

River

April: Chicago, Burgess Los

May: Little River Band, Amy Holland, Pink Floyd (compilation), Ronnie Laws, Rene & Angela Prima

April: Carlos Santana, Larry Gowan, Boomtown Rats, Red Rockers, Man At Work, Blue Oyster Cult, The Box (Atco), The Cole, Moe Bandy, Willie & Waylon

May: Fastway, Dave Edmunds, Miles Davis, James Taylor, Tom Petty, John Hiatt, Janie Fonda, Birth & Rep./Workout, Cher, Atkins, Tom Wopat, Ian Hunter, Bonnie Tyler, Deneic Williams, Arthur Blythe, Al Di Meola, Bobby Bare


Elektra/Asylum

April: Lakeside (Solar), Patrick Simmons, Mono Men (Creative Artists), Allman Brothers Band (Musician), Billy Cobham (Musician), Bill Laswell (Musician), Steps Ahead (Musician), The Young Lions (Musician), John Klemmer, Linda Tillery

EMI

April: Jules Sheer, David Bowie

May: Moby, Brian Setzer, Coconuts, Peeper Toosh, Tough Enough Soundtrack (Liberty)

June: Kim Wilde, Spys, Dottie West (Liberty), Christy Lane (Liberty)

Epic


May: Big Maybelle, Carriere Carter, XTC, Kevin Johnson & The Ants, Stevie Ray Vaughn, Revenge A Permanent Wave.

Leland Inks With MCA

LOS ANGELES — Leland Prods., based at 603 South Saginaw Ave. in Flint, Mich., recently announced a new affiliation with MCA Records. Leland Prods. has already released a number of projects during Miller's "Age Ain't Nothin' But A Number" and Vee Allen's "Crazy About You" — and future plans call for an R&B/ROF instrumental single by Burgess Gardner and an up-tempo tune by Butch Cheatham entitled "Saturday Night."
First-ever In-Store At Video Outlet Draws Thousands Of Teenage Fans

by Jim Bessman

NEW YORK—One hundred and fifty midtown Manhattan police were needed at the first-ever music artist in-store appearance at a video store when a youthful mob crashed against Video Shack's 49th Street & Broadway outlet in a most fullest attempt to see Duran Duran. But despite the Attalari Hints At Stolon Sentence Reduction

NEW YORK—In the first hearing on former Sanchez Music Group head Sam Stolon's sentence reduction motion to be heard outside of sentencing Judge Thomas C. Platt's Brooklyn courtroom. Frank X. Attalari, U.S. District Count Judge for the Eastern District of New York in Uniondale, N.Y., indicated that he would reduce Stolon's one-year prison sentence. Stolon was originally sentenced by Platt immediately following his plea of nolo contenter to 499 counts of perjury in return for the dismissal in the Sam Goody counterfeiting tapes case on Nov. 3. He remains free pending the outcome of his sentence appeal.

At the hearing, Stolon's attorney Martin Gold restated his position prior to the original sentencing that Stolon was a "model citizen" with an "impeccable" background. He said that the prison sentence was "irrational, unwarranted and grossly excessive given the nature of the crime and nature of the person," and that Stolon had been the only one of the figures in the case to be sentenced to prison as well as the only one not to have benefited personally. He requested Judge Attalari to consider reducing the sentence to probation with community service.

Judge Attalari remarked that Stolon should have known of the possibility of being sentenced at the time he plea-bargained in return for his nolo contendere plea arrangement with the government. Gold, however, had stated that the defense team felt that the risks of a prison sentence were "virtually nil.

Stolon reiterated Gold's statements and charged that his plea was "no admission of guilt on my part" but rather an effort to "save my family," Joel Cohen, assistant atty.-general in charge of the U.S. Organized Crime Strike Force, Brooklyn, and the prosecuting attorney for the case, declined comment, stating that it was inappropriate to take on a case in question.

Saying that "enough is enough," Attalari then stated he would reduce the sentence based on Stolon's background and "anguish of his family." He asked for an updating of the original presentence report to include Stolon's background and "anguish of his family." He added that an updating of the presentence report to include Stolon's background and "anguish of his family." He added that it was his intention to be seen with future purchases of the Video 45s, though Kesselman said that the shirts would be given to the police. "Stollart did not get in, whose parents had called to complain. "We're also trying to get pictures of me, but nothing for the kids," he added Kesselman.

Despite the potentially dangerous situation, Kesselman and other planners were delighted with the in-store appearance, which helped bring out camera crews from New York's three network affiliates in an attempt to draw interest in the upcoming launch of the Video 45s. The one-hour, forty-minute session was tremendously successful," said EMI Music Video's manager of marketing and sales.

Adem Records Bows

NEW YORK—Adem Records, headed by Richard de Marigny, has bowed here with its first release, "American Metal" by the group Americadece.

sometimes scary scene, the parties involved—Video Shack, Capitol Records, EMI, and Sony—were "extremely pleased" with the event and looked forward to more in the future so long as lessons were learned from the first that had been scheduled for 2 p.m. on Saturday, March 19, to promote Sony's new Duran Duran Video 45 (Cash Box, April 1). Stolon's store was receiving airplay on MVT and similar outlets. Heavily plugged on radio station WPLJ, kids began lining up outside the store at 6 a.m. Head counts ran from 1,500 to 5,000 in the vicinity during the in-store, as the group walked through the sidewalks into Broadway and 49th, extending down to 48th St. Smaller crowds, mostly onlookers, also formed across both streets.

According to Marcia Kesselman, Video Shack's director of advertising and promotion, the mostly teenage-and-young females, many armed with lavish bouquets, were well-behaved until a Sony video crew came out to take footage while Duran Duran mingled with a small group of teens who store a rear entrance and was spotted through the windows.

"I would wish to correct the paper in this regard," according to Recordare's Maureen O'Connor, senior manager, East Coast presenting the album to the media was voided from the inside store.

"Kids began crawling up the iron gates covering the store windows and were being picked up by the crowd," recalled Kesselman, who was afraid that the gates might have not proved strong enough. It was real scary, but the police did what they had to do to prevent the incident from taking place and preventing further damage.

Closed Down Kesselman stated that about two-thirds to the "riot," the store closed down for the first time in its history. Policemen eventually managed to clear the store, a pair of mounted police on two obviously nervous horses caused a brief period of panic when they tried to clear the entire crowd to the store's entrance. Old grandparents smiled rather sheepishly as they beat back wave after wave of girls clearing the sidewalks. When the sidewalks were finally clear, the store began allowing approximately 20 young fans into the store where "a raised iron grating protecting the doorway.

Kesselman estimated that nearly 200 of the Duran Duran Video 45s were sold during the one-hour, forty-minute session. She also reported that there may have been three injuries suffered by fans outside, including one with a broken foot, for whom a phone call from the band is being planned. In addition, 1,000 "I Was Duran Duran-At Video Shack" T-shirts are being given away to be purchased with future purchases of the Video 45s, though Kesselman said that the shirts would be given to the police. "Stollart did not get in, whose parents had called to complain. "We're also trying to get pictures of me, but nothing for the kids," he added Kesselman.

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## Video Software Releases

The listing of new videocassettes and videodisc software releases is designed to keep home video retailers and dealers abreast of the latest product available and can be used as an ordering aid. Product is supplied into Cassettes and Discs group, followed by manufacturer, catalog number and price, if available.

### The Great Scout and Cathouse Thursday
- Cassette: Viacom/Vestron 4039 $69.95

### A Small Town in Texas
- Cassette: Viacom/Vestron 4038 $69.95

### Rolling Thunder
- Cassette: Viacom/Vestron 4036 $69.95

### The Norsemans
- Cassette: Viacom/Vestron 4037 $69.95

### Defiance
- Cassette: Viacom/Vestron 4038 $69.95

### Arsenic and Old Lace
- Cassette: CBS/Fox 40603 $49.98

### Chinese New Year
- Cassette: CBS/Fox 40616 $49.98

### Inn of the Sixth Happiness
- Cassette: CBS/Fox 40617 $69.98

### Still of the Night
- Cassette: CBS/Fox 41171 $59.98

### Thunderblast
- Cassette: CBS/Fox 41181 $59.98

### My Favorite Year
- Cassette: MGM/UA 800188 $79.95

### Jinxed!
- Cassette: MGM/UA 800216 $79.95
- Cassette: MGM/UA 800220 $59.95

### Carole King: One to One
- Cassette: MGM/UA 800219 $59.95

### Villiage of the Damned
- Cassette: MGM/UA 800174 $59.95

### Ziegfeld Follies
- Cassette: MGM/UA 800173 $59.95

### Endangered Species
- Cassette: MGM/UA 702177 $69.95
- Cassette: MGM/UA 500218 $49.95

### The Beast Within
- Cassette: MGM/UA 500219 $49.95

### That's Not a Time
- Cassette: Pacific Arts $59.95

### The Tempest
- Cassette: RCA/Columbia 10544 $79.95

### The Professional
- Cassette: RCA/Columbia 10471 $59.95

### They Came to Cordura
- Cassette: RCA/Columbia $59.95

### The Amsterdam Kill
- Cassette: RCA/Columbia 10012 $59.95

### Buck and the Preacher
- Cassette: RCA/Columbia 10112 $59.95

### You Never Get Rich
- Cassette: RCA/Columbia 10574 $59.95

### Think of Me
- Cassette: RCA/Columbia 8640 $59.95

### Robert E. Robert
- Cassette: RCA/Columbia 8720 $59.95

### The Three Stooges, Vol. 6
- Cassette: RCA/Columbia $49.95

### Jack and the Beanstalk
- Cassette: RCA/Columbia $39.95

### May Releases
- Cassette: RCA/Columbia $39.95

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### NEW VIDEO SOFTWARE RELEASSEs

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### First-Ever In-Store At Video Outlet Draws Thousands Of Teenage Fans

(continued from page 12)

To aid in this endeavor, the Clearing House will set up a schedule of fees for each type of license required, so that producers can budget these expenses into overall cost projections for the clips. The Clearing House is located at 119 West 57th Street, Suite 620, New York, N.Y. 10019. The telephone number is (212) 582-6262.

underway to further Duran Duran’s “video careers” by taking them on a 10-12 city tour of either record or video stores this month. But Janeczek, like the others involved, said that changes are inevitable and that they needed to be made to create a more orderly and safer procedure. *We more or less learned our lesson,* he said. *We’ll need more control through better security, in-store layout, and notifying the police in advance. And instead of 10 copies of every clip, we’d like to have an S-shaped line-up within police barricades to funnel people in, instead of mass hysteria.* To further maximize sales, he suggested greater use of point-of-purchase materials and giveaway items.

Kieselman admitted that Video Shack’s plans for handling sales and fan flow “fell apart” and would have to be improved at future in-stores. She also suggested that autographed pictures might be signed by the band beforehand and then personalized on the spot in order to eliminate the “slow and tedious” practice by which many fans obtained as many as five sets of autographs.

Kieselman’s most interesting suggestion, however, was the future use of “calming room” area in-store to keep fans from hysterically “jumping and screaming” when they finally do get in. That such a calming area might prove useful was apparent to many observers in the Video Shack stores, who noted that the music, while friendly, was no substitute for the utlimate of the lucky 300 or so kids who did manage to squeeze under the iron entrance grating.

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### PLAYBOY VID VOL 1 IRS CERTIFIED GOLD

- **Playboy Enterprises, producers of** Playboy Video and, Cassettes, private label and distribution rights for Playboy Video, and approved gold award certification by Recording Industry Assn. of America (RIAA) Gold Award Videos upon the certification of Playboy Video Vol. 1. The Video Gold Award signifies an audited minimum sale and/or rental of 75,000 units with a retail list or rental income value of at least $1 million. Pictured between two Playboy bunnies are (l-r): Lawrence Phillips, C/O Video president; Stephen Tralman, RIAA executive director; and Christie Helmer, Playboy Enterprises, Inc. president.

Volume Two In Playboy Video Series Released

LOS ANGELES — Following the recent Recording Industry Assn. of America (RIAA) gold award certification of Playboy Video Vol. 1, CBS/Fox Video is releasing the second installment in the home video version of the popular men’s magazine. Playboy Video Vol. 2 features an interview with comedian Dudley Moore, an “intimate video portrait” of the star of *Ermacuelli,* Sylvia Kristel, and the “Playmate of the Year,” in which “16 bikini-clad (and sometimes not) Playmates exhibit their athletic prowess” in a series of games at the Playboy Mansion West. Also featured is Video Playmate of the Month Lynda Wiesmeier, formerly Miss July 1982 in Playboy magazine, and Playboy’s 25th anniversary edition cover girl, Candy Lovin, in a pictorial entitled “Playmate Fact,” detailing the story of Loving’s win over more than 4,000 candidates for the prestigious cover spot.

As in Video Play Vol. 1, Vol. 2 will present another “Raided Classic,” this one based on Giovanni Doccia’s 1969 Italian *La Conchiglia.* Written in 1930, it’s the story of “a man, a maid and a hot-blooded lover (adding up to) an intriguing triangle.” Other segments include Capitol recording act Duran Duran in one of the popular band’s video singles, a video montage of “California Girls” and Kliban cartoons.

Hugh M. Hefner is the executive producer; Eddie Rissien is senior consultant; Jack Kaufman is supervising producer, and Karl Epstein is producer.

Playboy Video Vol. 2 has a running time of 81 minutes in both videocassette and videodisc. VHS and Beta format cassettes carry a suggested list price of $19.95, while laser and CED discs retail for $29.98.

Playboy Video, a quarterly release, is distributed by CBS/Fox Video through an exclusive licensing agreement with Playboy Enterprises, Inc.
### Regional Album Analysis

#### National Breakouts

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<tr>
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<td>2</td>
<td>GREG KIHN BAND</td>
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<td>THOMAS DOLBY (EP)</td>
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#### Top 15 Video Games

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<td>PITFALL!</td>
<td>3/26/1983</td>
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<td>FROGGER</td>
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<tr>
<td>10</td>
<td>MOUSE TRAP</td>
<td>3/26/1983</td>
</tr>
<tr>
<td>11</td>
<td>DEMON ATTACK</td>
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</tr>
<tr>
<td>12</td>
<td>SPIDER FIGHTER</td>
<td>3/26/1983</td>
</tr>
<tr>
<td>13</td>
<td>DONKEY KONG JR.</td>
<td>3/26/1983</td>
</tr>
<tr>
<td>15</td>
<td>SEA QUEST</td>
<td>3/26/1983</td>
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#### Top 15 Midlines

<table>
<thead>
<tr>
<th>Rank</th>
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<tr>
<td>1</td>
<td>THE DOORS</td>
<td>3/26/1983</td>
</tr>
<tr>
<td>2</td>
<td>LOOK SHARP!</td>
<td>3/26/1983</td>
</tr>
<tr>
<td>3</td>
<td>SO FAR</td>
<td>3/26/1983</td>
</tr>
<tr>
<td>4</td>
<td>FLEETWOOD MAC</td>
<td>3/26/1983</td>
</tr>
<tr>
<td>5</td>
<td>TAPESTRY</td>
<td>3/26/1983</td>
</tr>
<tr>
<td>6</td>
<td>LED ZEPPELLEN</td>
<td>3/26/1983</td>
</tr>
<tr>
<td>7</td>
<td>WINELIGHT</td>
<td>3/26/1983</td>
</tr>
<tr>
<td>8</td>
<td>LET THERE BE ROCK</td>
<td>3/26/1983</td>
</tr>
<tr>
<td>9</td>
<td>THE CARS</td>
<td>3/26/1983</td>
</tr>
<tr>
<td>10</td>
<td>SOUVENIRS</td>
<td>3/26/1983</td>
</tr>
<tr>
<td>11</td>
<td>WOMEN AND CHILDREN FIRST</td>
<td>3/26/1983</td>
</tr>
<tr>
<td>12</td>
<td>PIANO MAN</td>
<td>3/26/1983</td>
</tr>
<tr>
<td>13</td>
<td>WHO ARE YOU?</td>
<td>3/26/1983</td>
</tr>
<tr>
<td>14</td>
<td>ROCK 'N ROLL, VOLUME I</td>
<td>3/26/1983</td>
</tr>
<tr>
<td>15</td>
<td>MEATY, BEAUTY, BIG AND BOUNCY</td>
<td>3/26/1983</td>
</tr>
</tbody>
</table>

**COMPARED FROM:**

**COMPARED FROM:**

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

WHAT'S IN-STORE

RECORD PIZZAS AND LICORICE BARS — The Durham, N.C.-based Record Pizzas & Tapes, in conjunction with RCA Records and WIKS-FM, held a fashion show at the Saugus, Mass., night club to promote Diana Ross' "Silly Electric." The heavily merchandised promotion awarded best-dressed contestants Diana Ross T-shirts, LPs and concert tickets. Contestants pictured at the show were (l-r): Sandra Morton, Kim McMahon and Mary Joyce. Center mall Record Bar in Knoxville, Tenn., which will go to Sandy Nemeck Oaks Licorice Pizza, and Paul Jones, manager of the Myrtle Beach, S.C. Record Bar, who will attend Joanie Petrovic's L. Hollywood Licorice Pizza. "We'll be winning and dining them and showing them the L.A. market," promises Mosley, "and we expect them to make their own store plans the same as you've been sending us or using a great rapport with them, as our companies are very similar even though they're so much bigger." Mosley adds that Licorice Pizza is putting together a questionnaire for its managers, along with a store information-gathering purposes, and that they will report to company executives as well as the next chainwide managers meeting in May. Stagg says that the three Record Bar managers will soon attend a two-day planning session at the chain's Durham headquarters. "I think that this is a real turning point for this business," concludes Mosley. "We can learn a lot from each other and teach each other at the same time."

MORE ON MORE FOR TWELVE-INCHERS — Island Records isn't alone in aggressively promoting 12-inch product (Cash Box, March 19). Ken Baumanstcin, manager of merchandising for RCA Records, reports that 15-inch titles by the label's "new music" acts are now getting a new generic "Special Extended Single" sleeve along with special disc labels which picture the act. The jacket's black-and-white graphics are framed off-center and give the package a "kinds of import look," says Baumanstcin, particularly in comparison with the label's "dancing feet" generic sleeve for 12-inch dance product. "We felt that for newer acts, a disco-looking jacket was not appropriate," he continues, listing Still Life, The Mood, Haysi Fantayzee, Redway, Eurhythmics, Martin & Martin & The Rodger acting acts that either have or shortly will have 12-inch discs in the new packages. Since the special labels bear the artist's picture on one side and song titles and copy on the reverse, the question arises: Which side should be displayed in the racks? "We're trying to get something on the jacket's plant on the show I want facing," answers Baumanstcin, adding that the specification is generally the same as Stagg says. "Millennium Records apparently agrees with Baumanstcin in mentioning that for "jacket purposes," acts are now getting 12-inch singles. After discovering that Rodway's rush-released "Don't Knock It"/"Try You Try It" 12-inch was being mistakenly fitted into the generic dance sleeves, the label frantically intervened and succeeded in getting the discs switched into the new music sleeves before they hit the market.

HELP SAVE REDNECKS — Viva Records has a big problem on its hands in trying to break Roddy Howard's debut single, "All-American Redneck." According to Viva's marketing coordinator Jan Rhoda, the "party-type" country record has required an unheard-of three editings to clean up the "crush words" getting in the way of radio acceptance. Nevertheless, Rhodes reports great reaction from jukebox operators, and adds that Lieberman Enterprises in Minneapolis "popped for 4,500 singles out of the box on an unknown artist with an album" to help push the plant, which has sent out "All-American Redneck Survival Kits" to major record distributors as well as major radio and press people. The kits include a pair of white socks, a beer-can-sized brown paper bag ("since it's illegal to send beer through the mail"), a combination knife-beer opener and yodeling, a toasting redneck puzzle, a "Mall chilli recipe, a bumper sticker and a button. All of these necessary items and the canvas tote bag carrying them are imprinted with the "All-American Redneck" logo. According to Rhodes, if the budget allows, the next Viva "Moral Stages" device will be a Porter Wagner hat!

INSTANT REPLAY — At the recent International Tape/Disc Assn. (ITA) update in Florida (Cash Box, March 19), Instant Replay Video Magazine, which videotaped the entire seminars for the association. Introduced in the first its Cheaper Than Blank Tape series of taped sister vid publications, Chuck Amsden, publisher of the publisher of the Coconut Grove, Fla.-based video cassette publication, said that the new issues "will cost $1 less than blank tape sold at the video and record dealerships which carry the regular Instant Replay, which retains for $20. The debut Cheaper Than Blank Tape is entitled "Searching For Truth In Las Vegas," and contains an interview at the Winter CES, separate panoramas of Costa Rica as photographed on various CES-shown state-of-the-art equipment, and a "best of" compilation of Instant Replay's "Song And Dance" features featuring musical compositions illustrated by mood-corresponding visual displays."

jim bessman
Rock 'n' Roll Tonite Simulcasting Nationwide On FM AOR Stations

LOS ANGELES — Rock 'n' Roll Tonite, the syndicated late night rock music show, is currently being stereo simulcast over FM AOR stations in most major markets. According to associate producer Pat Griffin, the 90-minute program — which debuted last year on the West Coast in 23 stations in New York (WNBC), Los Angeles (KNBC), Chicago (WMAQ) and Washington, D.C. (WRC) — has cleared 79% of the country to date — stereo simulcast stations are presently being lined up for remaining major markets.

Among the stations presently simulcasting Rock 'n' Roll Tonite in stereo are: WKLZ, Atlanta; WIYY, Baltimore; WQAM and WCTE, Columbus; KDRC, Denver; WVTM, Cleveland; KBPI, Denver; WLZL, Detroit; DKUD, Honolulu; KLOL, Houston; WFBQ, Indianapolis; KKCI, Kansas City; KLOS, Los Angeles; Y100, Miami; WQFM, Milwaukee; ROC 103, Memphis; KDWB, Minneapolis-St. Paul; WAPP, New York; KYW, Philadelphia; Q101, Chicago; KQAC, San Antonio; KGB, San Diego; KMEI, San Francisco; WYFN, Tampa-St.

B. Mitchell Reed Dies

LOS ANGELES — B. Mitchell Reed, the legendary Top 40 DJ who made a smooth transition from radio into the world of high tech, has died at the age of 59. Reed, who had a long career in radio, died in Los Angeles, where he had been living, according to a family friend. Reed had been a host on the morning show on KLOS in Los Angeles, where he had worked for more than 15 years. He was known for his wit, humor, and energetic style.

The show is set to debut in September, according to a source familiar with the project. The show will feature a mix of music and interviews with top artists, as well as a variety of other segments.

As a testament to the growing popularity and drawing power of new music acts, Hule said she’s seen more than 50 major artists perform at the festival this year, a notable increase from last year’s 23 acts. She credited the festival’s success to its diverse lineup and the strong support of local businesses.

A series of concerts and events, including a three-day festival, is planned for the summer, with performances by top acts from around the world. The festival will also feature a variety of other activities, such as a food court, a carnival, and a petting zoo.

The festival will be held on the city’s main drag, with performances taking place on two stages. Attendees can expect a fun and memorable experience, with plenty of food, music, and entertainment for all ages.

The festival is expected to draw thousands of visitors, with a projected attendance of more than 20,000 people. The event will be held from Friday, July 1, to Sunday, July 3, with performances starting at 5 p.m. each day.

Tickets for the festival will go on sale soon, with prices starting at $20 for adults and $10 for children. VIP packages, which include front-row access and food and drink options, will also be available for an additional $50.

The festival is being organized by the city’s tourism board, with support from local businesses and organizations.

Spring Concert Season Sells As Top Draws Hit The Road

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### MOST ADDED

<table>
<thead>
<tr>
<th>Position</th>
<th>LP Chart Position</th>
<th>Label</th>
<th>Title</th>
<th>Tracks</th>
<th>Add</th>
<th>Sales</th>
<th>Mediums</th>
<th>Notes</th>
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<tr>
<td>50</td>
<td>50</td>
<td>Bryan Adams</td>
<td>Cuts Like a Knife + A&amp;M</td>
<td>12 Tracks (50-52)</td>
<td>None</td>
<td>Fair in Midwest</td>
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<td>None.</td>
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<td>51</td>
<td>51</td>
<td>Berlin</td>
<td>Pleasure Victim + Jeffrey</td>
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<td>Beta</td>
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<td>None.</td>
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<td>Jon Buthcher Axis</td>
<td>Polydor</td>
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<td>A&amp;M</td>
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<td>Pyromania</td>
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<td>Too Rye Ay</td>
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<td>Journey</td>
<td>Frontiers</td>
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<td>U2</td>
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<td>Ultravox</td>
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</table>

**Legend:**
- **LP Chart Position:** The position of the song on the LP chart.
- **Label:** The record label of the song.
- **Title:** The title of the song.
- **Tracks:** The number of tracks associated with the song.
- **Add:** The add date of the song.
- **Sales:** The sales information of the song.
- **Mediums:** The mediums on which the song is listed.
- **Notes:** Additional notes about the song.
MANDRELL’S CAREER BLOSSOMS — During her recent promotional swing through Atlanta in support of her new single, “Save Me,” RCA artist Louise Mandrell stopped in at Tara Records and Tapes and was greeted by manager/co-owner Betty Bates, who presented her with a bouquet. Pictured (l-r): James Waters, singles buyer, Tara; Mandrell; Gwen Keeler, owner, Tara; Bates; and Ron Howard, branch sales manager, RCA/Atlanta.

Nelson, Skaggs, Alabama, Rogers
Top Nominees In 18th ‘Hat’ Awards
by Tom Roland

NASHVILLE — Willie Nelson and Ricky Skaggs received nominations in four categories, and Alabama and Kenny Rogers were tapped in three in the final round of nominations for the 18th annual Academy of Country Music (ACM) “Hat” Awards, scheduled for live national telecast via NBC-TV May 9 at Knott’s Berry Farm in Buena Park, Calif. Final ballots for the program, produced by the Dick Clark Company, will be mailed April 1 to the voting members of the organization.

Nelson was nominated for Entertainer of the Year; Top Male Vocalist; Single Record of the Year, for “Always On My Mind”; and Album of the Year, also for “Always On My Mind.” Somewhat surprisingly, the song was not nominated for Song of the Year after virtually sweeping the other award programs, securing similar honors from the Country Music Assn. (CMA), the Nashville Songwriters Assn. International (NSAI), the National Music Publishers Assn. (NMPA) and NARAS with two Grammys. Nelson was also named a finalist with Waylon Jennings for Top Vocal Duet.

Skaggs, who last year was cited by the academy as Top New Male Vocalist, received nominations for Entertainer of the Year; Male Vocalist of the Year; Single Record of the Year, for “Crying My Heart Out Over You”; and Album of the Year, for “Waitin’ For The Sun To Shine.”

Alabama garnered nominations for Entertainer of the Year; Top Vocal Group; and Album of the Year, for “Mountain Music.” The foursome from Ft. Payne took home the most Hats at last year’s ceremony, receiving the nod for Entertainer of the Year; Top Vocal Group; and Album of the Year, for “Feels So Right.”

Rogers placed among the finalists for Entertainer of the Year; Single Record of the Year, for “Love Will Turn You Around”; and Album of the Year, also for “Love Will Turn You Around.”

Barbara Mandrell was the other finalist for Entertainer of the Year. Mandrell, Sylvia and Merle Haggard were the only other artists to receive multiple nominations in the final ballot. The entire list of nominees for the ACM’s 11 categories includes:

Entertainer of the Year — Alabama; Barbara Mandrell; Willie Nelson; Kenny Rogers; and Ricky Skaggs.

Top Female Vocalist — Rosanne Cash; Janie Fricke; Barbara Mandrell; Sylvia; and Dottie West.

Top Male Vocalist — Merle Haggard; Ronnie Milsap; Willie Nelson; Ricky Skaggs; and Hank Williams, Jr.

Top Vocal Group — Alabama; Larry Gatlin & The Gatlin Brothers Band; the Oak Ridge Boys; the Statler Brothers; and The Whites.

Top Vocal Duet — The Bellamy Brothers; Gary Stewart & Dean Dillon; David Frizzell & Shelly West; Merle Haggard — George Jones; Waylon Jennings & Willie Nelson; and Eddie Rabbitt & Crystal Gayle.


NATIONAL MUSIC As the CASH BOX Country Albums charts: “The Winning Hand,” featuring Kris Kristofferson, Dolly Parton & Willie Nelson, is at #4 bullet; “The All-Time Greatest Hits Of Roy Orbison” is bullet at #2.

Foster emphasized that Monument will continue to remain in business, noting that he expects the record industry to experience an increase in sales in the near future and that Monument will be a part of it.

Foster, who also filed with his wife, Lisa, under the Chapter XI provisions on a personal basis, added that much of the label’s present problems were compounded by late shipment of its new product when it incurred the largest start-up costs. Records that were initially slated for October release were not shipped until last November, cutting the firm’s revenues during the last quarter of 1982.

MONUMENT TO REORGANIZE COMPANY UNDER CHAPTER XI BANKRUPTCY LAWS

(Continued from page 6)

everyone at the company and gives everyone an opportunity to do what we do best — make and market phonograph records.

Following a two-year period in which the label didn’t have United States distribution arrangements, Monument finalized a two-year pact with CBS late last summer (Cash Box, Sept. 11, 1982), and Foster attributes some of the label’s cash flow difficulties to that period of time in which the label was not distributed in the U.S. and “to pressure from banks.”

Currently, the label has two albums on the Cash Box Country Albums charts: “The Winning Hand,” featuring Kris Kristofferson, Dolly Parton & Willie Nelson, and Brenda Lee, is at #4 bullet; “The All-Time Greatest Hits Of Roy Orbison” is bullet at #2.

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NASHVILLE — Union Station Records has released a 12-inch version of the new single by artist Bruce Henderson, “Lovers Again,” on Quix vinyl, a high quality pressing compound.

Scott Tutt, producer of the single and label president, assert that the combined effect of the 12-inch disc and Quix vinyl provides the proven versatility and fidelity. “Occasionally this type of pressing has been offered to pop stations,” noted Tutt, “but no other country label is presently doing it.”

The 12-inch disc is being shipped to those stations that accorded airplay previously to Henderson. Other stations will receive standard 7-inch recordings pressed on Quix.

Quix is produced by Vitec, Inc. of Santa Ana, California.

CMA CELEBRATES 25TH IN WASHINGTON, D.C.

NASHVILLE — Numerous artists and executives from the country music industry travelled to Washington, D.C. during the week of March 14 to take part in the official celebration of the 25th anniversary of the Country Music Assn. Many attendees met with legislators to lobby for legislation that would minimize the effects of home taping on the industry, and the week’s activities culminated with a concert that was taped for network airing in April, with President Ronald Reagan in attendance.

GBS LABEL BOWS

NASHVILLE — General Broadcasting Service and GBS Records, under the direction of president Ernie Bivens, have opened an office on Music Row. The address is: 38 Music Square East, Suite 216, Nashville, Tenn. 37203. The telephone number is (615) 242-5091.

ALABAMA LP JUMPS TO #1 IN THIRD WEEK

NASHVILLE — In only its third week in the chart, Alabama moved from #18 to #1 on the Cash Box Country Albums chart this week with its latest album, “The Closer You Get,” unseating its previous album, “Mountain Music.” The latter album has spent a total of 26 weeks in the #1 position since it first reached the top spot May 1, 1982. The ascent of the LP to #1 coincides with the album’s debut in the Country Singles chart for the project’s first single, “Dixieland Delight,” which debuted at an unprecedented #18 just eight weeks ago (Cash Box, Feb. 12).

The group currently has four albums in the Top 20 on the Country Albums chart, with three of them bolstered. With “The Closer You Get” at #1, “Mountain Music” at #3, and “Feels So Right” at #17 and “My Home’s In Alabama” at #19 bullet.
COUNTRY

TOP 75 ALBUMS

GAMBLER SEQUEL — Following a successful venture in his acting debut in The Gambler, Kenny Rogers has been tabbed for a two-part follow-up the 1978 project, tentatively titled Gambler II. Rogers and his manager, Ken Kragen, will serve as executive producers, and Dick Lowry will handle the director's role. Bruce Boxleitner has been summoned to the project, which will commence filming in late fall in Los Angeles and in California. The original Gambler first aired on CBS in April of 1980, commanding a 31.2 Nielsen rating, enough that the network aired the program a second time. Last year, November, the 10-episode series to the piece and televised it a third time for the network. The County, his other music-for-TV movie, also captured a 31.2 share when it aired in October of 1981. With a budget around $5 million, Gambler II will air in late 1983 or early 1984.

EUROPE, HERE WE COME — Look for Don Williams, Ed Bruce and Jerry Lee Lewis to all venture to Europe during the month of April on separate concert tours. The Gentle Giant will play the United Kingdom from April 15-28, with support from Alabama Flowers & The Scratch Band, Debbie Campbell and British act Pocahot. Of his 10 dates, three have already sold out, and the London appearance is three-quarters sold with the only advance advertising to date consisting of flyers sent through the Kruger marketing list. Bruce kicks off a 10-day European tour April 15, with dates in France, England, Holland, Ireland, Germany and Switzerland, while the Killer will sell three weeks in the U.K. and Germany.

THEY NEVER FORGET — While most of us know him as the executive vice president for the Weik Music Group, Dean Kay apparently had a prior life as part of Hank & Dean, a two-man team that appeared on NBC-TV's Tennessee Ernie Ford Show in the '60s. Kay still has at least one fan left — Sue Mathis, press assistant to White House press secretary James Brady, who spotted him during the festivities in Washington, D.C. surrounding the Country Music Assn. (CMA) Celebrity Golf Classic. Mathis had sent him fan letters 15 years ago, and still recognized him, and she gave Kay and his wife, Michelle, a personal tour of the private sectors of the White House, along with Country Song Roundup publisher Ed Konick.

AIN'T GONNA BE EASY — The Oak Ridge Boys will headline at their first concert appearance at the MGM Grand Hotel in Las Vegas March 25-31, with special guests Bob London, Sacramento, San Juan, Seattle, Spokane, El Paso, Albuquerque, Denver, Phoenix, San Antonio and Houston from April 21-May 15. Epic will be supporting his dates with print advertising, radio time buys, added merchandising efforts and an ad campaign on Country Report, a syndicated radio show.

A DRAWER FULL — Tom Jones must have an entire cabinet devoted to paraphernalia he's received while on stage. He could have one drawer filled with pinbacks, another for now-wilted roses and yet another for holograms, which seem to be the norm. A few weeks ago the Welsh native played Caesar's Palace in Las Vegas March 16, he received his 5000th hotel room key from a rather forward young female fan. Jones sang his current single, "Touch Me," on the National Easter Seal Telethon March 26. The show will air on NBC April 11.

ALABAMA BECOMES A CITIZENS BAND — The Alabama Broadcasters Assn. (ABA) has named Alabama the state's Citizens of the Year based on the group's contributions to the southern stronghold. The group has held annual charity events and a fall contest for charitable contributions last year, and the second and third brand is slated for June 11. Other previous winners of the citizens award include the late football coach Paul "Bear" Bryant, actor George Lindsey and governor George C. Wallace.

SOUND REASONS TO LIVE — Barbara Mandrell has been at work on the taping of a syndicated 60-minute television program dealing with teenage crises. Give Me A Reason To Live. A part of the "Youth For Christ" outreach and ministry, the show goes beyond surface problems like acne to probe such topics as suicide, drug addiction and teenage pregnancy. Other guests include Bob Hope, Michael Landon, Johnny Cash, Dionne Warwick, Billy Graham, Dr. C. Everett Coop and Nancy Reagan.

GAMBLER SEQUEL — Charlie Daniels Band's last album, "Windshield," has received three honors recently for its cover artwork from separate organizations. The Society of Illustrators has chosen the jacket for inclusion in its 25th annual exhibition at its Museum of American Galleries in New York City in April. In beginning in March. Art Direction magazine gave CBS Records art director Paul Schifer the Newspaper Association of America Certificate of Distinction for the album cover, and the Nashville Advertising Federation added a Distinguished Award in "excellent use of graphics."

GAMBLER SEQUEL — Dallas & The Gamblers Brothers Band will sing the National Anthem for the St. Louis Cardinals/Toronto Blue Jays exhibition game at Nashville's Greer Stadium April 3. The game is the first major league contest hosted in Music City in 53 years.

PANIC SC, VATION — "It sounds a little bit like high school — "I have a paper here with no name on it."

OPEN FOR BUSINESS — Statesboro Records has opened a Nashville branch to augment the operations of its home office in Orlando Park, Ill. The label expects a summer release on the T.C. Walker Band's album, as the Nashville branch is located at 39 Music Square East, Suite 111, Nashville, Tenn. 37203.
1. Dixieland Delight
2. When I'm Away From You
3. I've Got a Love
4. Love You Don't Know Why
5. Shinee
6. Reasons to Quit
7. My First Taste of Ed Gebe (Columbia 38-03488)
8. Goona Goona Huntin' Tonight
9. Reason to Quit
10. American Made
11. Sounds Like Love
12. You're the First I've Ever Loved
13. Down on the Corner
14. Swingin'
15. Amarillo By Morning
16. Joe Cuervo
17. Personelly
18. Hangin' Around
19. Common Man
20. Almost Called Her Baby
21. I Love You Love Me
22. Whatever Happened
23. Old-Fashioned Love
24. Save Me
25. If You're Gonna Do Me Wrong
26. Foolin'
27. Kamen Brooks
28. Find You
29. Lucille
30. Touch Me
31. More and More
32. You Take Me For Granted
33. It Hasn't Happened Yet

ALPHABETICAL TOP 100 COUNTRY SINGLES (INCLUDING PUBLISHERS AND LICENSEES)
THE COUNTRY MIKE
KZ COUNTRY NEWS — Effective Monday, March 21, Bob Sterling will be joining WNKS/Lubbock and KLAC/Los Angeles, a move the station's program director, Don Keith, said will mark the station's move to a more national format. Sterling and Keith will be joining a new management team which will bring the station to a competitive position with other radio stations in the market. The move will also mark the station's first appearance on the Arbitron ratings list. The station has been on the air since 1960 and has been known for its strong local programming. The station's new format will feature country music, with an emphasis on the latest hits from the top country artists. The station will also continue to feature local news and sports coverage, as well as local events and community programming. Sterling has been with the station since 1975 and has been a familiar face on the airwaves for many years. He is a well-respected member of the community and has been involved in many local events and charities. Keith is excited about the new format and believes it will bring new energy and growth to the station. The station's new format will be a welcomed change for the community and is sure to be a hit with listeners. The station's new format will be a welcomed change for the community and is sure to be a hit with listeners.

NELSON FAN — Prior to his appearance at New York's Nassau Coliseum in support of his "Tougher Than Leather" LP, Willie Nelson (r), met with WNYW/New York air personality Leo Arnold. Nelson will appear on the cover of Life magazine this summer and Alabama.

COOK TO HOSE — Charlie Cook, country radio air personality and program director at KLAC/Los Angeles, is scheduled to host three country music specials on the Mutual Broadcasting System in 1983. Cook will host Winfield, the first in a series of six holiday specials (Cash Box, March 5), to be broadcast on Memorial Day weekend. The show will feature Alabama, Janie Fricke and Ricky Skaggs. He will also host the Fourth of July special with Lorrie Lynn and Conway Twitty, and the Labor Day special with Dolly Parton and Don Williams. Cook served as program director at KJLH/Los Angeles for two years before joining KLAC. He is currently the host of two nationally distributed country radio shows, "Country News and Talkin' Country." Cook is chairman of the board of the Academy of Country Music and agenda chairman for the 1984 Country Radio Seminar.

HOLLANDER HONORED — Dan Hollander, program director for WDVE/Lawrenceburg, was recently given the "School Bell Award" by the Tennessee Education Assn. The award was given for his program, Accents, a five-minute public affairs show produced live. The program was the best of its kind or series produced by a local station covering local and state issues in education. The award was presented to Hollander Friday, March 25, at the Tennessee Education Assn. Awards Banquet in Nashville. This was the 15th "School Bell Award" that the station has received.

BYERS AT KFYO — When profiling Cash Box's new reporting station KFYO/Lubbock, I failed to mention that as well as being an air personality, Larry Byers also serves as music director for the station.

PROGRAMMERS PICKS
Nick Upton
KSON/San Diego
The Ride — David Allan Coe — Columbia

Lee Manning
WCMS/Norfolk
Stranger In My House — Ronnie Milsap — RCA

J.D. Cannon
WFMS/Indianapolis
Stranger In My House — Ronnie Milsap — RCA

Mike McBride
KPLX/Arlington
The Ride — David Allan Coe — Columbia

Chris Taylor
KYNN/Omaha
Fool For Your Love — Mickey Gilley — Epic

Chris Adams
KEGM/Boise
Stranger In My House — Ronnie Milsap — RCA

Walt Barcus
WSDS/Dover
Train Medley — Boxcar Willie — Main Street

Larry Byers
KFYO/Lubbock
Fool For Your Love — Mickey Gilley — Epic

Stan Davis
WVAM/Altoona
I Bought The Shoes — Super Grit Cowboy Band — Hoodwamp

Tim Wilson
WAXX/Eau Claire
You're Gonna Love Yourself — Willie Nelson & Brenda Lee — Monument

Ken Donovan
KVIX/Orange City
You Get Me Running — Jim Glaser — Noble Vision

Dan Williams
KEED/Eugene
Stranger In My House — Ronnie Milsap — RCA

Rick Turner
KFKP/Kansas City
You Can't Run From Love — Eddie Rabbitt — Warner Bros.

Cathy Hahn
KLAC/Los Angeles
Fool For Your Love — Mickey Gilley — Epic

COUNTRY RADIO HIGHLIGHTS
WSOK — YPSILANTI — TONY PETTA — 81 — G. JONES

KMMF — AMARILLO — RICK COLLINS — 81 — R. SKAGGS

KMPX — SEATTLE — RANDY NORTWOOD — 81 — M. HAGGARD & W. NELSON
ADDS: M. Gilley, G. Goodin (Complexx), L. Henry, A. Lord, K. Sanborn, M. Clark.

SINGLES REVIEWS OUT OF THE BOX
LEE GREENWOOD (MCA 52199)
I.O.U. (3:05) (Vogue Music/Columbia)

CHALY McLORAN (Epic 34-03808)

NEW AND DEVELOPING
MEL McDannel (Capitol P-3218)

OWN BROTHERS (Audigraph AG 45-456)

BRICE HENDENSON (Union Station ST-1001)

DIFFERENT STROKES (Midnight Gold MG-211)
Love You Just Right (2:42) (Midnight Gold — BMI) (C. Bassa) (Producer: V. Guzzetta)

NIBLING REVIEWS
IT'S ONLY ROCK & ROLL — Waylon Jennings — RCA AHL 1-4673 — Producers: Randy Scruggs and Waylon Jennings — Price 6.98 — Bar Coded
Waylon's classic rough and tumble approach is once again dominant in his latest effort, combining his distinctive vocals and familiar marching bass with his patented outlaw spirit. The cover graphics, depicting a Waylon poster amidst the graffiti and grime of a sinister-looking alley, fit the raw, dirty feel of Jennings' material. The driving rhythm and cut and "Living Legends," a humorous profile of several prominent country artists, paint stinging though truthful pictures of road life and the political hierarchy of the industry.

COUNTRY RADIO OUTLOOK
NATIONAL ASSOCIATION OF MUSIC MERCHANDISERS (NARM)
CONVENTION DIRECTORY

DIRECTORY OF GOSPEL RECORD COMPANIES

INSPIRATIONAL AND SPIRITUAL GOSPEL AWARDS

BONUS DISTRIBUTION AT THE GOSPEL MUSIC ASSOCIATIONS (GMA) WEEKLY ACTIVITIES IN NASHVILLE APRIL 10-13, 1983.

BONUS DISTRIBUTION AT THE NATIONAL ASSOCIATION OF RECORD MERCHANTS (NARM) CONVENTION INサン Francisco APRIL 10-13, 1983.

ISSUE DATE: APRIL 16, 1983

ADVERTISING DEADLINE: APRIL 1, 1983

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TOP 15 ALBUMS

Spiritual

1. "THE JOY OF THE LORD IS MY STRENGTH"
2. "LORD, YOU KEEP ON PROVING YOURSELF TO ME"
3. "THE RICHARD SMALLWOOD SINGERS"
4. "YOU BROUGHT THE SUNSHINE"
5. "PRECIOUS LORD"

Inspirational

1. "AGE TO AGE"
2. "STAND BY THE POWER"
3. "MORE POWER TO YA"
4. "THE LIVING CONCERT"
5. "PEACE IN THE VALLEY"

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

CLAWSON PRIORITY LISTENING — Priority Records recently held a listening party in Nashville in honor of their artist Cynthia Clawson and her forthcoming album "Forever," Pictured at the reception were (l-r): Tom Roland, Cash Box; Clawson, Buddy Huey, vice president and general manager; Priority, John Rosasco, producer of the album and Priority Music/ASCAP songwriter, and Jim Sharp, Cash Box.
MOST ADDED SINGLES

1. SAVY THE OVERTIME FOR ME — GLADYS KNIGHT & THE PIPS — COLUMBIA
2. I LOVE THE WAY YOU DO — ROBERTA FLACK — DINAMIC
3. YES MAN — THE DIZZARDS — WORLDCRAFT
4. THE MAN WITH THE GOLDEN ARM — THE BEATLES — APPLE
5. CHEROKEE — CHET BAKER — Verve
6. IT NEVER RAINS BUT IT POURS — THE BRONX KNOCKERS — ATCO
7. HUMIDITY — THE ISLEY BROTHERS — SUGAR
8. iQUR BREAKS — THE NEW GROOVE — THRILLER
9. I CAN'T HELP IT — THE ISLEY BROTHERS — SUGAR
10. SHOTGUN BLUES — THE FUNKY JESTERS — SINGLE

BLACK RADIO HIGHLIGHTS

1. MOST ADDED SINGLES:
   - K.C. & THE SUNSHINE BAND — THAT'S THE WAY (I LIKE IT)
   - THE ISLEY BROTHERS — ELAIRE
   - TINA TURNER — WHAT'S LOVE GOT TO DO WITH IT
   - THE JESTERS — JERRY'S COMIN'

2. UP AND COMING:
   - STRUT MY THANG — OZONI — MOTOWN
   - HUG ME, SQUEEZE ME — DEBRA HUDO — GEFFEN
   - PEANUT BUTTER — GWEN GUTHRIE — ISLAND/ATCO
   - WORKING GIRL — THELMA HUSTON — MCA

3. MOST ADDED SINGLES:
   - 1. KASHIF — ARISTA
   - 2. WAMO, WRKD, WPGP, WWLN, WTLC, WGVU, WILD, WJLB, WRBD, WEDR, KPRK, KUKU
   - 3. LOVE FOR LOVE — WHISPERERS — SOLAR/ELEKTRA

4. UP AND COMING:
   - STRUT MY THANG — OZONI — MOTOWN
   - HUG ME, SQUEEZE ME — DEBRA HUDO — GEFFEN
   - PEANUT BUTTER — GWEN GUTHRIE — ISLAND/ATCO
   - WORKING GIRL — THELMA HUSTON — MCA

5. MOST ADDED SINGLES:
   - 1. KASHIF — ARISTA
   - 2. WAMO, WRKD, WPGP, WWLN, WTLC, WGVU, WILD, WJLB, WRBD, WEDR, KPRK, KUKU
   - 3. LOVE FOR LOVE — WHISPERERS — SOLAR/ELEKTRA

6. UP AND COMING:
   - STRUT MY THANG — OZONI — MOTOWN
   - HUG ME, SQUEEZE ME — DEBRA HUDO — GEFFEN
   - PEANUT BUTTER — GWEN GUTHRIE — ISLAND/ATCO
   - WORKING GIRL — THELMA HUSTON — MCA

7. MOST ADDED SINGLES:
   - 1. KASHIF — ARISTA
   - 2. WAMO, WRKD, WPGP, WWLN, WTLC, WGVU, WILD, WJLB, WRBD, WEDR, KPRK, KUKU
   - 3. LOVE FOR LOVE — WHISPERERS — SOLAR/ELEKTRA

8. UP AND COMING:
   - STRUT MY THANG — OZONI — MOTOWN
   - HUG ME, SQUEEZE ME — DEBRA HUDO — GEFFEN
   - PEANUT BUTTER — GWEN GUTHRIE — ISLAND/ATCO
   - WORKING GIRL — THELMA HUSTON — MCA

9. MOST ADDED SINGLES:
   - 1. KASHIF — ARISTA
   - 2. WAMO, WRKD, WPGP, WWLN, WTLC, WGVU, WILD, WJLB, WRBD, WEDR, KPRK, KUKU
   - 3. LOVE FOR LOVE — WHISPERERS — SOLAR/ELEKTRA

10. UP AND COMING:
    - STRUT MY THANG — OZONI — MOTOWN
    - HUG ME, SQUEEZE ME — DEBRA HUDO — GEFFEN
    - PEANUT BUTTER — GWEN GUTHRIE — ISLAND/ATCO
    - WORKING GIRL — THELMA HUSTON — MCA

11. MOST ADDED SINGLES:
    - 1. KASHIF — ARISTA
    - 2. WAMO, WRKD, WPGP, WWLN, WTLC, WGVU, WILD, WJLB, WRBD, WEDR, KPRK, KUKU
    - 3. LOVE FOR LOVE — WHISPERERS — SOLAR/ELEKTRA

12. UP AND COMING:
    - STRUT MY THANG — OZONI — MOTOWN
    - HUG ME, SQUEEZE ME — DEBRA HUDO — GEFFEN
    - PEANUT BUTTER — GWEN GUTHRIE — ISLAND/ATCO
    - WORKING GIRL — THELMA HUSTON — MCA

13. MOST ADDED SINGLES:
    - 1. KASHIF — ARISTA
    - 2. WAMO, WRKD, WPGP, WWLN, WTLC, WGVU, WILD, WJLB, WRBD, WEDR, KPRK, KUKU
    - 3. LOVE FOR LOVE — WHISPERERS — SOLAR/ELEKTRA

14. UP AND COMING:
    - STRUT MY THANG — OZONI — MOTOWN
    - HUG ME, SQUEEZE ME — DEBRA HUDO — GEFFEN
    - PEANUT BUTTER — GWEN GUTHRIE — ISLAND/ATCO
    - WORKING GIRL — THELMA HUSTON — MCA

15. MOST ADDED SINGLES:
    - 1. KASHIF — ARISTA
    - 2. WAMO, WRKD, WPGP, WWLN, WTLC, WGVU, WILD, WJLB, WRBD, WEDR, KPRK, KUKU
    - 3. LOVE FOR LOVE — WHISPERERS — SOLAR/ELEKTRA

16. UP AND COMING:
    - STRUT MY THANG — OZONI — MOTOWN
    - HUG ME, SQUEEZE ME — DEBRA HUDO — GEFFEN
    - PEANUT BUTTER — GWEN GUTHRIE — ISLAND/ATCO
    - WORKING GIRL — THELMA HUSTON — MCA

17. MOST ADDED SINGLES:
    - 1. KASHIF — ARISTA
    - 2. WAMO, WRKD, WPGP, WWLN, WTLC, WGVU, WILD, WJLB, WRBD, WEDR, KPRK, KUKU
    - 3. LOVE FOR LOVE — WHISPERERS — SOLAR/ELEKTRA

18. UP AND COMING:
    - STRUT MY THANG — OZONI — MOTOWN
    - HUG ME, SQUEEZE ME — DEBRA HUDO — GEFFEN
    - PEANUT BUTTER — GWEN GUTHRIE — ISLAND/ATCO
    - WORKING GIRL — THELMA HUSTON — MCA

19. MOST ADDED SINGLES:
    - 1. KASHIF — ARISTA
    - 2. WAMO, WRKD, WPGP, WWLN, WTLC, WGVU, WILD, WJLB, WRBD, WEDR, KPRK, KUKU
    - 3. LOVE FOR LOVE — WHISPERERS — SOLAR/ELEKTRA

20. UP AND COMING:
    - STRUT MY THANG — OZONI — MOTOWN
    - HUG ME, SQUEEZE ME — DEBRA HUDO — GEFFEN
    - PEANUT BUTTER — GWEN GUTHRIE — ISLAND/ATCO
    - WORKING GIRL — THELMA HUSTON — MCA

21. MOST ADDED SINGLES:
    - 1. KASHIF — ARISTA
    - 2. WAMO, WRKD, WPGP, WWLN, WTLC, WGVU, WILD, WJLB, WRBD, WEDR, KPRK, KUKU
    - 3. LOVE FOR LOVE — WHISPERERS — SOLAR/ELEKTRA

22. UP AND COMING:
    - STRUT MY THANG — OZONI — MOTOWN
    - HUG ME, SQUEEZE ME — DEBRA HUDO — GEFFEN
    - PEANUT BUTTER — GWEN GUTHRIE — ISLAND/ATCO
    - WORKING GIRL — THELMA HUSTON — MCA

23. MOST ADDED SINGLES:
    - 1. KASHIF — ARISTA
    - 2. WAMO, WRKD, WPGP, WWLN, WTLC, WGVU, WILD, WJLB, WRBD, WEDR, KPRK, KUKU
    - 3. LOVE FOR LOVE — WHISPERERS — SOLAR/ELEKTRA

24. UP AND COMING:
    - STRUT MY THANG — OZONI — MOTOWN
    - HUG ME, SQUEEZE ME — DEBRA HUDO — GEFFEN
    - PEANUT BUTTER — GWEN GUTHRIE — ISLAND/ATCO
    - WORKING GIRL — THELMA HUSTON — MCA
Porter Wagoner

LONE STAR CAFE, NYC — The dearth of real country music in this town was illustrated by the fact that this was Porter Wagoner's first New York appearance in maybe a dozen years since he played a big country show at the Garden when he was with Dolly Parton. Then again, the little Lone Star was only half-full when one of country's landmarks hopped on stage to the farm strains of Howdy. Neighbor Howdy.

Wagoner may be enjoying a much-welcomed comeback of sorts, with his "This Cowboy's Hat" recital building its way up the Cash Box Country charts and his recent hit in Clay Eastwood's Honkytonk Man. So, he is a good vocal shape to take advantage of. His soft-spoken, weathered-sounding baritone still conveys simple, straightforward honest emotion — exactly what real country music is supposed to be, and he does it better than almost anyone. And he comes armed with some of the finest country songs in the last couple decades, many of which were

He also comes full of the corny jokes and song intros that have endeared him to so many of his long-time fans. His New York show, and did pretty much the same for the Lone Star listeners. His long-time fiddle/sidekick Mack Magaha added instantly recognizable moments, from his shuffling and sized as an instrumentalist. Meanwhile, long-time pal Billie Jo Shackleford kept everything moving, and in the end he got his cowboy hat in humble appreciation.

The Eurythmics' "Sweet Dreams" is a rather mawkish redneck version of "Blue Suede Shoes" intoned in classic Red Sovine fashion, was given the appropriate "lay off of my hat" by Cash Box. Can't see Cash Box ever taking "Love Is A Stranger," almost had the house at this one, and the number would surely be hit if we had one record now and that the group is

Their current LP was performed in its entirety as "Jennifer" as a well-appreciated encore.

nick underwood

sylvia / Lee Greenwood

THE RITZ THEATRE, ELIZABETH, N.J. — RCA recording artist Sylvia, who recently played to an almost full house Ritz Theatre crowd on February 2nd, showed vocal and vocal skill in an entertaining hour-long set. Although she began performing country music in the early 70s with a group called "Sweet Dreams," her first big hit, she certainly portrays the polished style of a veteran entertainer.

Dressed in a silver, sequined dress, she began her show with "Rainbow Rider," as requests were presented to her by fans standing at the edge of the stage. Sylvia's smooth vocal delivery followed in order, on the typical "Miss America" style "Sweet Yesterdays" and "Nothing Ever Happened" and "The Matador." Her show was well paced, allowing time for the audience to feel as comfortable about seeing her perform as she does performing. She is a common country artist was inspired by certain country stars as she grew up. She has more than once been quoted as saying that Sylvia could easily be one of Cline's most ardent and loyal fans.

"Snapshot," her new single, was the upbeat change of pace that permitted picture takers the obvious opportunity. If the stage as well as the house lights had been dimmed, the performance would have been even more effective since everyone was asked to flash simultaneously as Sylvia sang the song "Snapshot," closing the show with "Nobody." Sylvia clearly gave her usual entertaining show, but somehow the audience felt as much more than it was hoped for. The ever versatile and consistent Sylvia will continue to make the up-and-coming fans of the winter droves and let us know how much trouble she has been having with. She was just one of the many

Lee Greenwood opened the show with a rousing rendition of "If You Want Me To." With three musicians, he was given the opportunity to show off his vocal skills, as well as his guitar playing abilities on "Yaky Sax" backed up by his band. His strongest moments are saved for his hits, "Ring Of Your Finger," and "It Takes Me Outside Out," as he plays the one of the most powerful and smooth vocal deliveries of any country performer.

J.B. carmicle

EMOTIONAL METAL — Capitol recording artist Billy Squier was awarded platinum and double platinum LPs for his "Emotions In Motion," marking the second time the rocker has received multi-platinum honors. Pictured at a party hosted by Capitol's board are the Queen band; Squier; and Alan Levi and Doug Lahm of Squier's band. Pictured in the background is Don Zimmermann, chief operating officer, Capitol/EMI Recorded Music Group.

Spring Concert Season Up, As Top Draws Hit The Road

(midpage)

Midwest and parts of the South. In areas such as Indiana, where the concert business was seriously affected by the economy, Contemporary Pros now inching toward a full year, a turnaround has been taking place.

"The winter was slow but steady, and we have a very active spring calendar, although it was busy last year at this time, too," noted a Contemporary representative.

"Willy Nelson at the Cheekerdome and the group should do as last year. Also set is a solo appearance by Jimmy Buffett April 5, and George Clinton will be at the Kiel Opera House April 10. April 11 we've got Journey at the Checkerdome, and Adam Ant is set for May 3 at Kiel."

One obvious reason for so many acts on the road now, as compared with the winter months, is the weather, according to bookers, who have been

Summer, PolyGram Dispute Resolved; LP Due In May

Commenting on the upcoming LP and association with Summer, Dalhaus said, "I am personally excited about the opportunity to work with Donna, and our company is extremely enthusiastic to be involved with her again."

"I recently spent some time with Donna and Michael (Omartian) in the studio, and I feel confident that our renewed relationship, and the new music she's making for us, will bring even more success to the major performer."

Hensler added, "We're honored that we will have the next Donna Summer album, and we intend to do everything possible to make this project a success.

"Donna and I are pleased that we have resolved our differences with PolyGram, and we look forward to working with the company as it is today," said Summer's manager, Munro. "We have the utmost respect in the company's president, Andie Arnt, his understanding, and their respective executive staff."

Sitting Pretty at Radio City

Ahmet Ertegun, chairman of Atlantic Records, congratulates Bela Miklo on her seven sold-out shows at New York's Radio City Music Hall. The box office gross for the Classic Rockers to commemorate the 50-year history of Radio City.

SITTIN' PRETTY AT RADIO CITY

Cash Box/April 2, 1985

26
Argentina

BUENOS AIRES — RCA hosted a party at its recording studios to introduce the new album by lark Silvana de Lorenzo, who has returned to recording after a year of absence. Label toppers Jorge Schutt and Horacio Bulnes were at hand to explain that the LP, "Shocking," is a timely reissue of a record that is "relevant," and that the country is starting a series of promotions that will dominate the country and afterwards will travel to Mexico, Colombia, Venezuela and other markets.

EMI has started a strong campaign in behalf of Rita Lee, Dyango and Luis Miguel, the latter of whom has been named by the "reliable" at the recent gathering held in Mexico, along with local rock star Juan Carlos Baglietto. The album by Rita Lee, with songs in Spanish, is being released this month, and good sales are expected. Dyango, who comes from Spain, has already backed last year with two albums and good results, while Luis Miguel came from Mexico and performed in the city of Tucuman, in the Northern part of the country.

CBS' A&R topper Beatriz Luo has returned from the international convention where she introduced the recordings recently filed for Japan by Eskenazis and Los Cinco Latinos and doubt Pimpinella.

Alfredo Stattono, promotion manager of the company's subsidiary, added that Horacio Noberto Tejero, who until recently has been associated with EMI, has entered the company.

Rock group Orions has started the recording of its second LP, distributed by EMI. The album will be unveiled with a concert at the Obras Stadium, in May. The group recently suffered the loss of its drummer at an auto crash and has been reformed with a new member.

miguel smirnoff

Japan

TOKYO — Noboru Takamata, currently chairman of Toshiba EMI, was recently appointed president of the Japan Phonograph Record Assn. (JPR), a job he began March 18, 1982, for a two-year term. Takamata succeeds Nippon Columbia Chairman Takami Shoboichi, who resigned last year as chairman of the JPR to pursue a new career.

The announcement came at the general meeting of the JPR held recently in Tokyo, and it is said that Shoboichi has been named advisor of the association.

The sales of Warner-Pioneer for the 13th fiscal term (Nov. 21, 1981 to Nov. 20, 1982) shows a 6.5% increase over the previous year, a jump to 13.4 billion yen (53.6 million) from 12.6 billion yen (55 million) over the previous year. In terms of configuration, records accounted for 10.9 billion yen ($46.3 million), or 79% of total sales, while pre-recorded tape music reached 2.6 billion yen (51.6 million), or 21% of the total sales. Vinyl sales were up 4.2% over the previous year and tapes jumped 15.9% over the previous year.

According to the JPR, sales of prerecorded music during January, 1983 totalled 18.9 billion yen (71.6 million), down 21% from the previous month. But that figure represented a 10% increase over the same period of the previous year. Records accounted for 11.5 million units, down 16% from the previous month and nearly double the comparable period of the previous year.

The dollar loss on sales during the period was more than offset by a $2.7 million profit. Revenues for January were 11.1 billion yen (48 million), 27% down from the prior month and two percent off the same period of a year ago. Pre-tax earnings for January, 1983 were 6.8 million yen, nine percent down from the previous month but 30% up over January, 1982. The dollar figures, however, showed that 11 billion yen ($48 million) in tapes were sold during January, 1983, down 14% from the previous year and up 25% over 1982.

United Kingdom

LONDON — The delightful Dolly Parton flew into London this week to perform at one-off concert at London's Dominion Theatre which will be filmed by the U.S. cable TV channel as part of its first international screening. Parton's London concert will mark the star's first solo television special.

Virgin group chairman Richard Branson, who years ago called his first venture "Virgin" because he now nothing about the music industry, has unveiled plans for a national 24 hour music channel on UK cable similar to America's MTV, Branson said the first year's programming — which he calls the music industry's channel — in the Liverpool/Merseyside area at the end of this year. Although nothing is signed yet, Branson is involved in what is likely to become the first consortium to be involved in a new cable TV franchise next month.

Virgin's latest venture Culture Group released a new single — "Church Of The Poison Mind" — April 1st. The band is due to record a new LP later in the year followed by a world tour kicking off in the Far East, Middle East and Europe.

Lou Reed is currently in the UK promoting his recently released RCA LP "Legend," which is scheduled to perform some live work in the near future here... EMI Records have implemented a hefty promotion program for the recently released Pink Floyd LP "The Final Cut A Requiem For The Post War Dream." Consumer press reviews haven't taken too kindly to what is perhaps the most overly political Floyd LP to date, which contains many angry political references by Floyd's Roger Waters, including three songs which each refer to UK Prime Minister Margaret Thatcher in an unfavorable light.

dick underwood

A&M Sees '83 As Greater Opportunity To Break Acts In New Int'l Markets

by Michael Martinez

LOS ANGELES — Prospects for expanding A&M's international presence in 1983 looks more "appetizing" for A&M Records, which maintained a positive approach to international promotion and tours, according to Jack Lossman, vice president of international for the company.

"While the international marketplace began an economic recovery mirroring a similar financial recovery in the U.S., Lossmann said that there is likely to be more opportunity for U.S. artists to gain wider acceptance in world markets and that A&M's overseas companies and affiliates will probably be more bullish in development and promotion of local artists for global marketing.

"It [1983] is on a viable upstairs compared to '82," the A&M executive said. "The economy in major territories (Germany, U.K., France, Italy, Japan, Australia) is getting stronger. All those places went through the same economic lull, like inflation, high pricing and the same full that this country experienced; but only now are they beginning to recover.

"There is strong music product available to us but there are selling records again," Lossmann continued.

A&M's penchant for foreign artists can be clearly traced back to the arrival of Sergio Mendes' Brazil '66, an album, which contains a piece of history being celebrated by recent release of Mendes' self-lifted solo LP.

The tradition of international development was instilled most recently with the U.S. platinum success of British artist Joe Jackson's "Night And Day" album, and A&M is pushing similar energies into development of U.S. artists for sale to skeillion's famous "New Gold Dreams."

Across The Ocean

The TransAtlantic infusion of product from A&M in recent months has met with mixed reaction, such as the unique but undeniable acceptance of German-based Falco's Euro-rap hit "Der Kommissar," which has been covered in the U.S. by at least three acts. A&M just released Falco's LP "Einzelhaft," in North America.

On the other end of the spectrum, the U.K.'s Captain Sensible managed a huge hit in England with the cockney-tinged "Three Little Words" along with the tune "Happy Time." The latter climbed into the British Top 10 the mid
disc of 1982, and "Three Little Words" failed to catch at radio in the U.S. No album by the former member of The Damned is forthcoming, but with Falco's potential success in the U.S. with the "Der Kommissar"-powered "Einzelhaft" album, and the persistent buzz at AOR of Chris DeBurgh's "The Getaway.

The label's commitment to develop newer artists from the U.S. in territories abroad for long range success goals is underscored by the triumph of Styx's 'Mk Roboto' single, '87 bullet this week on the Cash Box Pop Singles Chart, which made its bow based on the LP 'Cuts,' which was recently released.

Another key area to watch in 1983 with regard to world sales is the U.S. release of Armaan Dacchan's album, "Tun Graces," which is being promoted in Japan where the group traditionally enjoys huge success in conjunction with its other world-wide sales.

Lossmann pointed out that press, radio and television interviews, video presentations and conference and convention appearances by a major part of the A&M sales force, are designed to enhance an artist's sales and name value in new markets.

Performance touring is also an invaluable tool in developing an artist's sales base and exposure. One current example on A&M is John Armatrading, whose "The Key" album is already showing strong legs among European consumers, primarily due to her active tour schedule, which is a key part of the artist's sales base and exposure.

U.S. release of Armatrading's album is imminent, and 30 dates are already ten-

tation. The artist is currently on tour in The Central American markets. The British artist's last tour, in support of her "Waik Under Ladders" album, was also a total sell-out.

The international artist gains from world-wide promotion, Lossmann suggested, often justifies continued label efforts to develop sales base and identity.

"When we sign an act," Lossmann said, "we think of how we will work it in the world market."
Second Quarter Shelf, Sale Prices Holding Steady

(from page 5)
category showing the mostly variable pricing is twelve-inch singles, which usually vary according to past sales.

Variable pricing policies are described below on a chain-by-chain basis:

Bad Records — $9.98 shelf price is $6.99 when current catalog appears.

Budget Tapes & Records — $9.98 shelf prices range from $3.50-$5.99. Twelve-inch singles are $4.99.

Camelot Music — Camelot's prices are the same as in the previous survey. At $9.98 list, new releases are shelved at $7.99 and deep catalogs at $6.99. Sale price is usually $4.99, but sometimes $6.99, with promotions getting $5.99. At $9.98 list, new releases are shelved at $7.99, and deep catalogs at $6.99. Price is either $7.49 or $7.99. $15.98 list sale price also varies, as does 12-inch singles, which are $4.99 at shelf and $3.99 at sale.

Cavagio — Twelve-inch singles are either $4.99 or $3.99.

Circles — Midshelf at $4.99 except RCA and A&M product, which is at $5.98. Twelve-inch singles are $4.99 at $5.98 list and $3.99 at sale.

Everybody's Record Co. — Everybody's shelves midsize at $4.99 except in two "competition" stores, which are at $5.98. $4.99. Other categories show a similar variation. Thus, $9.98 list prices at $7.99 or $8.89. 9.98 list at $8.99 or $9.98.

U.S. Retail Chains’ LP & Single Prices

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<tr>
<th>Chain</th>
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Averages:

- **$4.99/9.98**
- **$4.99/8.98**
- **$7.33/9.98**

The average shelf price for $9.98 list, though independently distributed goods are at $8.48. Twelve-inch singles vary per cost and are $1.99 list.

Hastings Books, Records And Video — Twelve-inch singles are sold at list price. Licorice Pizza — $8.98 sale price depends on the sale and the product is either $5.99 or $6.99. Twelve-inch singles are $4.99, except for sale and new releases, which are $3.99.

Music Plus — Midshelf at shelf at either $3.99 or $4.99 depending on type of product and manufacturer. Twelve-inch singles are 99 cents less than list price.


Record Bar — Record Bar reports little change from the last survey and continues its multi-tiered pricing based on market conditions. Ninety percent of the stores sell $5.98 product at full list with a low, "advertised" price of $4.99 and a "mid-sale" price of $5.49. At $9.98 list, most stores sell either $8.49 or $7.99, though some are at $6.99 and a few at $5.99. Sale prices in this category are $4.99-$5.99. One high-priced item visible was a "low sale," $6.99 low sale, $6.99 mid sale, and $7.49 upper-mid sale. $9.98 list shows most at $9.98, with some at $7.98 or $8.99 or $7.99. Low sale is $7.49 and mid-sale is $7.99. Most $15.98 product shows at $13.98, with some stores at $13.49 or $12.99. Twelve-inch singles are usually sold at $12.99. Singles are $1.99 in 85% of the stores, the rest show $1.86. Twelve-inch singles are a penny above list price due to deteriorating margins from one-stop shopping.

Record World/TS — Singles remain at $1.69 current list, $1.99 old.

Tower — Tower has "Top 100" sale prices in some categories at $1 more than regular sale prices, which are sold at $9.98 list, regularly sales for $5.99; $9.98 list, which regularly sales for $6.99, and $15.98 list, which regularly sales for $11.99. Twelve-inch singles vary according to list, and $4.98 list, which regularly sells at $3.99, can be saler-priced at $3.44.

Waxie Maxie — Shelf prices at $6.98 and $19.98 list, which are $8.39 and $14.39 respectively for LPs, are 30 cents higher in San Francisco configuration to account for breadth of cassette catalog.

The survey discovered that more retailers are resorting to multiple pricing, usually in the $3-5 format. Among stores now using or about to introduce this system too are Bad Records, Cavagio, Camelot, Great American, Musicland.

As the chart shows, only eight chains reported on sales at list price for seven-inch singles. Spokesmen for the rest said that they were either not carrying them due to their non-returnable nature, or they couldn't be cared for due to lack of new product in that configuration, as well as lack of manufacturer promotion. Bill Bryant, marketing manager at Record Bar, said that his company had worked out a deal with its distributor whereby it paid more than the 25% cost of the singles in exchange for a full return policy. Bad Records' president Calvin Simpson was non-commital, he neither confirmed nor denied the rumor that he was still experimenting with the product.

One word that best describes the market is "selling."
President Reagan Extolls The Virtues Of Video Games

CHICAGO — President Ronald Reagan addressed an assemblage of teenage math and science scholars March 8 at the Walt Disney Epcot Center in Orlando, Fla. In the course of his speech, he addressed himself to the "technological revolution" and the tremendous popularity of video games.

The president's remarks received widespread mass media publicity. An article in the March 9 edition of the Chicago Sun-Times, headlined "Video games good for you," Reagan tells teen audience." quoted the president as saying, "I recently learned something quite interesting about video games. Many young people have developed incredible hand, eye and brain coordination in playing these games. The Air Force believes these kids will be outstanding pilots."

However, the president later qualified his statement by advising parents that his remarks should not be construed to mean that young people should devote all of their time to video games. "Homework, sports and friends still come first," he added.

This kind of publicity was well received by all levels of the coin machine industry as a heartening departure from the widespread criticism that has been targeted at video games.

While coinbiz welcomed this positive exposure, Glenn Braswell, executive director of The Amusement Game Manufacturers Assn. (AGMA), went a step further with a "thank you" letter to the president. He said:

"Thank you for your enlightened recognition of the positive effects of video games as expressed in your recent Orlando speech. "In a world in search of positive alternatives for the time occupation of youth, video games have created a social revolution in entertainment, particularly among young adults. But games also serve as playful introduction to the high technology that will dominate our lives of tomorrow. Your reference to the benefits of eye, hand, and brain coordination are but a few of the cognitive skills developed by video games."

State Association Focus

OMAA Holds 2nd Bi-Annual Planning Seminar

By Camille Compasio

CHICAGO — "If we do not plan effectively, the only way we can survive is by accident," stated Richard E. George, president of the Ohio Music & Amusement Assn. (OMAA), in laying the groundwork for the state group's second bi-annual planning seminar, which was held in Columbus, Feb. 22-23. The entire program was coordinated by George, executive director Judith A. Martin and executive vice president Paul A. Corey.

All members of the board (with the exception of C.B. Neargarder, who was recuperating from a recent illness) submitted

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AROUND THE ROUTE

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and manufacturer representatives coming in for the festivities, along with area operators and guests. Service technicians from the various factories will be present at the booths to answer questions and provide assistance.

Congratulations to Bally’s Steve Blattspieler and his missus on the arrival of their first child, Jason Steven, who made his debut on March 9, weighing in at 6 pounds, 8 ounces.

As Cash Box went to press, the AOE ’83 was in full progress at O’Hare Expo Center in Chicago. Spoke with Cinematronics’ marketing director Tom Campbell just prior to his departure for AOE and learned that he and company prez, Jim Pierce would be manning the factory’s exhibit, which would be spotlighting three new products — “Cosmic Chasm,” “Hovercraft” (the firm’s first 3-D video game); and “Dragon’s Lair,” Cinematronics’ laser disc tape.

Question: What is the video game capital of the world? Answer — By official proclamation on Saturday, March 19, City Councilman Franciscus — the name came about through the efforts of Walter Day of Twin Galaxies Arcade in Ottumwa and the cooperation of Atari, AGMA, Iowa’s Governor Branstad and Ottumwa’s Mayor Jerry Parker. Walter Day held the video “olympics” at the Twin Galaxies, which was widely publicized, including a beautiful spread in Life magazine. The project began gathering momentum. Glenn Braswell, AGMA’s executive director, then picked up the ball by contacting the White House in the hope that the president might possibly participate in the proclamation ceremony. (President Reagan reportedly got his first radio job in Iowa.) The response from the White House was very enthusiastic, the only deterring factor being the time element involved: but Glenn was assured there would be some kind of back-up from Capitol Hill. Atari arranged to have representatives in Ottumwa to present a plaque in the schools to Day and Mayor Parker, officially proclaiming Ottumwa as the “video game capital of the world.” Remember, this is not metropolitan New York or downtown Los Angeles, but Ottumwa, Iowa — Main St. U.S.A. is the site of Twin Galaxies. This entire series of events can do nothing but enhance the industry’s image, which would be helpful as Day and all of the good people who contributed their energies to the project. The proclamation ceremonies were highlighted by a festive parade (co-honoring St. Patrick’s Day and the video games industry), with government officials, along with Atari’s Don Osbourne, AGMA’s Braswell (both of whom officiated at the presentation) and lots of happy paraders joining in.

State Association News. An urgent meeting was called by the Amusement & Music Operators of Tennessee, March 21, to discuss a number of bills currently pending in the General Assembly and to give an update on their legislation. The agenda was the proposed video tax bill (affecting all coin-operated music and games equipment).

PROMO TREK — Members of the U.S.S. Enterprise mingled with enthusiastic video game players during a recent promotion tour for Sega Electronics, Inc.’s latest video game, a space adventure amusement based on the popular Star Trek TV and movie series. Pictured here at different locations along the four route are (l-r): George Takai, who portrays Commander Sulu in the Star Trek saga, giving the Vulcan salute with fellow space cadets; youths lining up for a chance to blow the evil Klingons away at a Yonkers, N.Y. Nathan’s eatery; Nichelle Nichols, who stars as the stunning Lt. Commander Uhura in the series, signing autographs for fans in Chicago. The game depicts the technology and effects used in the series.

Operators Enthusiastic Over Sega ‘Star Trek’ Push

by Jeffrey Resnner

LOS ANGELES — For many operators and location owners, video game promotions are the final frontier, the best way to launch a game in the hopes that it will live long and prosper, and a method to take players on a trip seeking out new electronic civilizations where no arcade has ever gone before. This attitude was displayed in all its glory during Sega Electronics, Inc.’s promo tour for its newest coin-op amusement, the “Star Trek” Strategic Operations Simulator. Exciting events, including appearances by many of the science fiction saga’s characters like Sulu and Uhura, helped create a good buzz about the game and built up a lot of location traffic.

Available in both upright and cockpit models, Sega’s Star Trek Strategic Operations Simulator puts players in the role of Captain James T. Kirk, the leader of the Starship Enterprise, who must take his Federation vehicle around the universe on a mission to discover new life forms, explore uncharted regions of outer space, and battle the forces of evil, such as the dreaded Klingon Empire.

Reaction to the nationwide promotion from distributors and location owners was ecstatic. “The promotion was great!” exclaimed Grant Pfifer, marketing director of Forum Inc., which runs a 120-game arcade in Arlington, Texas. “The manufacturers should promote all games like this. The market is so saturated with game titles that the public is not aware of what they are. This type of thing sure helps.”

George Tecci, owner and manager of Boston, Mass.’s Teddy Bear Arcade, concurred with Pfifer’s feelings. “It was a good idea,” said the Beantown game merchant, adding the promotion was “very well organized” and “highly successful.” While the arcade was filled during the promo itself, Tecci reported that customers kept filling in after the promotion ended to play the new amusement. “We got a lot of new customers and response to the Star Trek game was great,” he concluded.

Distributor Lou Larson of Banner Specialty in Pittsburgh, Penn. lauded the event. “It was very beneficial,” he enthused. “It was beneficial for manufacturer and distributor alike in that it gave them the opportunity to do something for the operators. The response was very good, and we’re definitely going to get involved in another promotion of this type.”

In addition to the in-store-type appearances by members of the Enterprise’s crew and other special events, Sega also produced a theatrical commercial shown in 4,000 movie theatres across the U.S. during a four-week period, playing to an estimated 20 million viewers. The commercial, which featured some of the most dazzling special effects from the two Star Trek motion pictures, highlighted the dynamic play of the coin-op and invited the audience to “get into” the simulation device.

New Technical Services Dept. Formed By Atari

CHICAGO — The Coin Video Games Division of Atari, Inc. announced the formation of a Technical Services Department, combining the Customer Service and Field Service departments. Customer Service provides spare parts for coin video games, and the Field Service department offers maintenance for the games.

Darl Davidson, 38, has been appointed director of the newly created department. A 12-year veteran at Atari, he was formerly a customer service manager for the division. He will be reporting to Jerry Marcas, the division’s executive vice president.

“The move to combine the two departments is part of an ongoing effort to increase Atari’s responsiveness to distributors and operators,” commented Don Osbourne, vice president of marketing for the division. “Davidson has built the most responsive customer service organization in the industry today, and we feel that by combining the two departments under his leadership, Atari will continue to lead the field.”

In a related move, Elaine Shirley, 27, another long-time Atari employee, has been promoted to customer service manager. She will report to Davidson.

Mittel Resigns At Taito, Morality Takes Over

CHICAGO — Jack Mittel, president and chief executive officer of Taito America Corp., for the past three years, has resigned to pursue other opportunities (Cash Box, Feb. 19). The resignation was regretfully accepted by the company.

Paul Morality, vice president of administration, has been named as Mittel’s successor. “I’ve known Jack as both a friend and an associate for almost ten years,” said Morality. “I’ve had the pleasure and benefit of working closely with him for the past three years. I respect and admire him and share with everyone at Taito in wishing him well in his new endeavors.

SUPER SCORER — A “Super Pac-Man” Tournament, which was recently held in Denver, Colo., pitted all comers against NBA Denver Nuggets guard Billy McKinney (r). Fourteen arcades participated in the event, challenging players to beat McKinney’s score of 197,460. Tickets to the Feb. 9 Denver vs. Seattle game were given away to 500 participants in the contest, enabling them to watch the top Super Pac-Man players compete at half time for the grand prize of a Super Pac-Man machine. The winner was Tom Spear, with a super score of 256,650, pictured here posing with his prize and McKinney.
INDUSTRY NEWS

OMAA HIGHLIGHTS — The recent OMAA Leadership Seminar attracted a number of notables from the Ohio area. The seminar, held twice annually, focused on several topics of interest to operators. Pictured are: OMAA vice president William Levine, OMAA executive vice president Paul A. Corry, Ohio Governor Richard F. Celeste and OMAA Richard E. George prior to Celeste's address to the industries at the seminar; Steve Shaffer, president of Shafter Distributing; Joseph Wiczer, Jr., president of Royal Distributing, OMAA's George; Ronald Gold, president of Cleveland Coin Intl, and Norman Goldstein, president of Monroe Distributing, at one of the panel discussions; Dennis R. Hilligan of Pioneer Service (Cincinnati), Maynard G. Hopkins of Hopkins Music (Galion), William A. Beckham of Red Baron of Ohio (Toledo), Jerry Burger of Funshine USA (Columbus), Paul and David R. George of Belle Music (Akron) in a committee session; and Jack Silverman of Hilltop Amusement (Cincinnati), Del Duhamel of Del Duhamel & Co. (Cincinnati), William Walton of AAA Vending (Cincinnati), OMAA executive director Judith A. Martin, Ohio Attorney General Anthony J. Celebrezze, Jr. and George Kress, president of Tenn-CO (Columbus). The seminar and meetings were held in Columbus, coordinated by OMAA president Richard E. George and staff.

OMAA Holds 2nd Bi-Annual Planning Seminar in Columbus (continued from page 31)

Baksh Named Engineering Head At Wico Corp.

CHICAGO — Wico Corp., of Niles, Ill., designer, manufacturer and distributor of accessories and parts for the coin machine industry, announced the recent appointment of Philip Baksh as director of engineering. Baksh, who most recently served as director of engineering at Siemens Electronics Inc., is responsible for the research, design and development of all products manufactured and sold through Wico's O.E.M., distribution and consumer divisions.

A graduate of the University of Illinois with a Masters Degree in mechanical engineering from the Illinois Institute of Technology, Baksh holds multiple product patents. He has been a Registered Professional Engineer since 1984.

Baksh resides with his family in suburban Skokie, Ill.

Founded in 1949 by chairman Max Wiczer, Wico Corp. operates sales and distribution centers in California, New Jersey, Georgia, Nevada and Texas, and international offices in Japan and Taiwan.

In addition to its O.E.M. and distribution sales, the company's recently formed consumer division designs and manufacturers an arcade-quality line of "Command Control" video game systems and personal computers.

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CHICAGO — Wico Corp., of Niles, Ill., designer, manufacturer and distributor of accessories and parts for the coin machine industry, announced the recent appointment of Philip Baksh as director of engineering. Baksh, who most recently served as director of engineering at Siemens Electronics Inc., is responsible for the research, design and development of all products manufactured and sold through Wico's O.E.M., distribution and consumer divisions.

A graduate of the University of Illinois with a Masters Degree in mechanical engineering from the Illinois Institute of Technology, Baksh holds multiple product patents. He has been a Registered Professional Engineer since 1984.

Baksh resides with his family in suburban Skokie, Ill.

Founded in 1949 by chairman Max Wiczer, Wico Corp. operates sales and distribution centers in California, New Jersey, Georgia, Nevada and Texas, and international offices in Japan and Taiwan.

In addition to its O.E.M. and distribution sales, the company's recently formed consumer division designs and manufacturers an arcade-quality line of "Command Control" video game systems and personal computers.
MANUFACTURERS
EQUIPMENT

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

Bosconian (2/82)
Bosconian Mini-Myte (2/82)
Tron (8/82)
Tron Mini-Myte (8/82)
Solar Fox (8/82)
Solar Fox Mini-Myte (8/82)
Saturn's Hollow (10/82)
Blueprint (11/82)
Blueprint Mini-Myte (11/82)
Solar Pac-Man (11/82)
Burger Time (11/82)
Domino Man (12/82)
Baby Pac-Man, pin vid (12/82)
Bump 'N' Jump (2/83)

CENTURIA
Phoenix (1/81)
Route 16 (4/81)
Route 16 Elite (4/81)
Pieheades (7/81)
Vanguard (9/81)
Challenger (11/81)
The Pit (3/82)
Loco-Motion (3/82)
D-Day (3/82)
Tunnel Hunt (7/82)
Swimmer (10/82)
Time Pilot (12/82)

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

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

DYNAMO
Lil Hustler (12/81)

EXIDY
Spectar (1/81)
Vulture (8/81)
Mousetrap (12/81)
Victory (2/82)
Pepper II (6/82)
Whirly Bucket non-video game (11/82)
Hardhat (12/82)

GAME PLAN
Intruder (2/81)
Tank Battle (3/81)
Killer Comet (4/81)
Megatank (9/81)
King And Balloon (10/81)
Enigma II (10/81)
Kaos (11/81)

GAME TECHNICS
Tri-Pool (1/82)

GDI
Red Alert (10/81)
Sithfire (8/82)

GOTTLEIB
New York, New York (2/81)
Reactor (7/82)
O'bert (12/82)
Boxer (1/83)

NAMCO AMERICA
Sweet Licks (4/82)

NINTENDO
Donkey Kong (9/81)
Donkey Kong Jr. (6/82)
Popeye (12/82)

ROCK-OLA
Warp-Warp (9/81)
Eyes (7/82)
Nibbler (11/82)

SEGA/GREMLIN
Astro Blaster (3/81)
Pulsar (4/81)
Space Odyssey (17/81)
Space Fury (7/81)
Frogger (9/81)
Eliminator (12/81)
Turbo (1/82)
005 (11/82)
Eliminator-4 player (2/82)
Zaxxon (4/82)

Turbo Mini-Myte (5/82)
Zaktor (8/82)
Subroc 2D (8/82)
Pengo (10/82)
Tac/Scan (10/82)
Buck Rogers (12/82)
Super Zaxxon (12/82)
Monster Bash (12/82)
Star Trek (2/83)
Star Trek, cockpit (2/83)

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

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

TAITO AMERICA
Space Invaders Trimline (2/81)
Crazy Climber (3/81)
Crazy Climber Trimline (3/81)
Zarcon (5/81)
Zarcon Trimline (5/81)
Colonel 7 (7/81)
Colon Y Trimline (7/81)
Moon Shuttle (8/81)
Moon Shuttle Trimline (8/81)
Qix (10/81)
QX 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 Dungon (7/82)
Jungle King (5/82)
Jungle Hunt (11/82)
Front Line (12/82)

THOMAS AUTOMATICS
Triple Punch (6/82)
Oppo Chu (7/82)
Holey Moley (9/82)

UNIVERSAL USA
Zero Hour (1/81)
Space Penc (9/81)
Cosmic Avenger (8/81)
Lady Bug (12/81)
U.S. BILLARDS
Quasar (4/81)

WILLIAMS
Stargate (10/81)
Make Trax (10/81)
Robotron 2084 (3/82)
Moon Patrol (8/82)
Joust (10/82)
Sinistar (3/83)
Sinistar-cockpit (3/83)
Bubbles (3/83)
Bubbles-mini myte (1/83)

COCKTAIL TABLES

AMSTAR
Phoenix

ATARI
Centronics Deluxe (4/81)
Centronics Jr. (6/81)
Memor Thirty (10/81)
Dig Out (4/82)

BALLY/MIDWAY
Rally-X (1982)
Gorf (4/82)
Wizard of Wor (6/81)
Omega Race (8/81)

CENTRAL
Route 16 (4/81)
Pieheades (7/81)
Swimmer (10/82)

ELCON
Diversions booth size (5/81)

GAME PLAN
March Attack (5/81)

GAME TECNIKS
Tri-Pool (1/82)

GDI
Middle Of The Night (4/82)
Shifter (8/82)

GOTTLEIB
New York, New York (3/81)

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

STERN
The End (1/81)
Berkzerk (2/81)
Scramble (5/81)

TAITO AMERICA
Graffiti (5/81)
Zarcon (5/81)
Qix (10/81)

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

PHONOGRAPH

Centuri 2001
Lowen-NSM Consul Classic
Lowen-NSM Prestige ES-2
Lowen-NSM Festival
Lowen-NSM 250-1
Rock-Ola Grand Salon II Console (8/80)
Rock-Ola 488 (1/80)
Rock-Ola 481 Max 2 (1/81)
Rock-Ola Deluxe 10/82
Rock-Ola 488 (10/82)
Rock-Ola 476, furniture model
Rowe R-850 (10/80)
Rowe Jewel
Rowe R-87 (10-82)
Seeburg P.M. (12/80)
Street/Seeburg DaVinci (7/81)
Street/Seeburg VMG (11/81)
V.MT Startime Video Jukebox
Wurlitzer Gabarina
Wurlitzer Pacer
Wurlitzer Atlanta
Wurlitzer Silhouette

POOL & FOOSBALL

Irving Kaye Silver Shadow
Irving Kaye Lion's Head
Dynamo Model 37
Dynamo The Tournament Foosball (5/82)
TS Tournament Eight Ball
U.S. Billiards
Valley Cougar
Valley Tiger Cat Bumper Pool (6/82)
Valley Cougar Cheyenne (8/82)

CONVERSION KITS

(Blogging interchangeable games & enhancement kits)
Bally Midway, Pac-Man Plus (12/82)
Centronics, Brix (1/83)
Interpid Marking, Encore Retro-Kit (1/83)
Data East, Burger Time
Data East, Bump 'N' Jump (2/83)
Sega, TAC/Scan (9/82)
Sega, Monster Bash (11/82)
Skee-Ball (2/82)
Skee-Ball, Vincit (1/83)
Stern, Lost Tomb (2/83)
Universal, Lady Bug
Universal, Mr. Do
### POP

<table>
<thead>
<tr>
<th>Rank</th>
<th>Title</th>
<th>Artist</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>ONE ON ONE</td>
<td>Daryl Hall &amp; John Oates</td>
</tr>
<tr>
<td>2</td>
<td>HUNGRY LIKE THE WOLF</td>
<td>Duran Duran</td>
</tr>
<tr>
<td>3</td>
<td>WE'VE GOTTEN TONIGHT</td>
<td>Kenny Rogers &amp; Sheena Easton</td>
</tr>
<tr>
<td>4</td>
<td>BILLIE JEAN</td>
<td>Michael Jackson</td>
</tr>
<tr>
<td>5</td>
<td>BACK ON THE CHAIN GANG</td>
<td>Pretenders</td>
</tr>
<tr>
<td>6</td>
<td>JEOPARDY</td>
<td>Greg Kihn Band</td>
</tr>
<tr>
<td>7</td>
<td>BEAT IT</td>
<td>Michael Jackson</td>
</tr>
<tr>
<td>8</td>
<td>I'VE GOTTEN A ROCK 'N ROLL HEART</td>
<td>Eric Clapton (Warner Bros.)</td>
</tr>
<tr>
<td>9</td>
<td>SEPARATE WAYS (WORLDSPAIRA)</td>
<td>Journey</td>
</tr>
<tr>
<td>10</td>
<td>MR. ROBOTTO</td>
<td>Styx</td>
</tr>
</tbody>
</table>

### COUNTRY

<table>
<thead>
<tr>
<th>Rank</th>
<th>Title</th>
<th>Artist</th>
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</thead>
<tbody>
<tr>
<td>1</td>
<td>DIXIELAND DELIGHT</td>
<td>Alabama (RCA PB-13446)</td>
</tr>
<tr>
<td>2</td>
<td>WE'VE GOTTEN TONIGHT</td>
<td>Kenny Rogers &amp; Sheena Easton</td>
</tr>
<tr>
<td>3</td>
<td>WHEN I'M AWAY FROM YOU</td>
<td>The Bellamy Brothers (Elektro/Curb 7-60550)</td>
</tr>
<tr>
<td>4</td>
<td>YOU DON'T KNOW LOVE</td>
<td>Jane Fricke (Columbia 35-03498)</td>
</tr>
<tr>
<td>5</td>
<td>AMERICAN MADE</td>
<td>Oak Ridge Boys (MCA 52179)</td>
</tr>
<tr>
<td>6</td>
<td>SWINGIN'</td>
<td>John Anderson (Warner Bros. 7-29708)</td>
</tr>
<tr>
<td>7</td>
<td>YOU'RE THE FIRST TIME I'VE THOUGHT ABOUT LEAVING</td>
<td>REBA McEntire (Mercury/PolyGram 810-338-7)</td>
</tr>
<tr>
<td>8</td>
<td>REASONS TO QUIT</td>
<td>Merle Haggard/Willi Nelson (Epic 34-03494)</td>
</tr>
<tr>
<td>9</td>
<td>DOWN ON THE CORNER</td>
<td>Jerry Reed (RCA PB-13432)</td>
</tr>
<tr>
<td>10</td>
<td>DONNA GO HUNTING' TONIGHT</td>
<td>Hank Williams, Jr. (Epic/Curb 7-68164)</td>
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</tbody>
</table>

### BLACK CONTEMPORARY

<table>
<thead>
<tr>
<th>Rank</th>
<th>Title</th>
<th>Artist</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>BILLIE JEAN</td>
<td>Michael Jackson (Epic 34-03508)</td>
</tr>
<tr>
<td>2</td>
<td>ON THE ONE FOR FUN</td>
<td>Dazz Band (Motown 16591FM)</td>
</tr>
<tr>
<td>3</td>
<td>I LIKE IT</td>
<td>DeBarge (Motown 1645)</td>
</tr>
<tr>
<td>4</td>
<td>ATOMIC DOG</td>
<td>George Clinton (Capitol 82021)</td>
</tr>
<tr>
<td>5</td>
<td>TOO TIGHT</td>
<td>Angela Bofill (Artisto 1031)</td>
</tr>
<tr>
<td>6</td>
<td>I'VE MADE LOVE TO YOU A THOUSAND TIMES</td>
<td>Smokey Robinson (Tamla/Motown 1655 TF)</td>
</tr>
<tr>
<td>7</td>
<td>MS. GOT-THE-BODY</td>
<td>CON Funk Shun (Mercury/PolyGram 76198)</td>
</tr>
<tr>
<td>8</td>
<td>TONIGHT</td>
<td>Whispers (Eolar/Elektra 7-69840)</td>
</tr>
<tr>
<td>9</td>
<td>YOU ARE</td>
<td>Lionel Richie (Motown 1567 MF)</td>
</tr>
<tr>
<td>10</td>
<td>LAST NIGHT A D.J., SAVE MY LIFE</td>
<td>I.D.E.P. (Sound Of New York, S.N.Y. 5102)</td>
</tr>
<tr>
<td>11</td>
<td>COME GIVE YOUR LOVE TO ME</td>
<td>Janet Jackson (A&amp;M 2552)</td>
</tr>
<tr>
<td>12</td>
<td>I'VE FREAKY</td>
<td>O'Ryan (Capitol B-5210)</td>
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</tbody>
</table>

### OPERATORS PICKS

<table>
<thead>
<tr>
<th>Artist</th>
<th>Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>Patty Burns</td>
<td>Black Hills Novelty, Rapid City</td>
</tr>
<tr>
<td>Lucille — Weylon — RCA</td>
<td></td>
</tr>
<tr>
<td>Dan Torrance (Modern Specialty, Madison)</td>
<td>She Blinded Me With Science — Thomas Dolby — Capitol</td>
</tr>
<tr>
<td>Brad Hamme (A.H. Entertainers, Inc., Rolling Meadows)</td>
<td>I Won't Be Home Tonight — Tony Carey — Rokshire</td>
</tr>
</tbody>
</table>

### RECORDS TO WATCH

- Touch Me (I'll Be Your Fool Once More) — Tom Jones — Mercury/PolyGram
- If You're Gonna Do Me Wrong (Do It Right) — Vern Gosdin — Compleat
- We've Got the Juice — Attitude — RFC/Atlantic
- Stranger in My House — Ronnie Milsap — RCA
- Try My Loving (Gimme Just Enough) — Kiddo — A&M
- Sex (I'm A . . .) — Berlin — Geffen

### Operators & Records

- Touch Me (I'll Be Your Fool Once More) — Tom Jones — Mercury/PolyGram
- If You're Gonna Do Me Wrong (Do It Right) — Vern Gosdin — Compleat
- We've Got the Juice — Attitude — RFC/Atlantic
- Stranger in My House — Ronnie Milsap — RCA
- Try My Loving (Gimme Just Enough) — Kiddo — A&M
- Sex (I'm A . . .) — Berlin — Geffen

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- Touch Me (I'll Be Your Fool Once More) — Tom Jones — Mercury/PolyGram
- If You're Gonna Do Me Wrong (Do It Right) — Vern Gosdin — Compleat
- We've Got the Juice — Attitude — RFC/Atlantic
- Stranger in My House — Ronnie Milsap — RCA
- Try My Loving (Gimme Just Enough) — Kiddo — A&M
- Sex (I'm A . . .) — Berlin — Geffen

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It is the rare artist indeed who has ascended the ladder of success with the speed, style and savvy of Laura Branigan. Less than a year ago she was an unknown singer celebrating the release of her debut album. Today her track record includes a hit album, a number one record, a RIAA gold single, "GLORIA," and a Grammy nomination. It is with great pride we present her newest triumph, "BRANIGAN 2."

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