AND THE MOVIE HASN’T EVEN OPENED YET!


The fever is rising again.

Produced by Barry Gibb, Robin Gibb, Maurice Gibb, Alby Galuten and Karl Richardson.
Thank You

It somehow seems appropriate that we enter Black Music Month just as the industry seems to be showing the first really positive (and concrete) signs of a recovery. We are still in on what we hope is the tail end of this disastrous recession, but there is more and more every day to suggest that the worst is over.

And if we may be permitted an observation, it seems that black music is intimately involved in the recovery. For example — Michael Jackson's more-than-we-could-have-hoped-for success with the "Thriller" LP is the best-selling album in years and has brought back a sense of excitement to the music; Motown, without a doubt the cornerstone of black music in the world today, is busy celebrating its 25th Anniversary with a joie de vivre that brings back memories of past years; Prince, once confined to an audience of cultists, is beginning to expand the horizons of everyone who loves rock 'n' roll; and this doesn't even address the boost provided by the synthesis of Black American urban dance music and English synthesizer-driven rock.

The litany goes on and on (we couldn't possibly have mentioned everyone who has had a hand in this), but the point remains that black music is more than deserving of at least a month. The black music industry survived the recession on its own terms, and now it is showing us the way out.

This year, the Black Music Assn. (BMA) has adopted as its theme, "Black Music Is Universal." When he first proclaimed it five years ago, President Jimmy Carter sought to recognize the contributions of all involved, past and present, when he made Black Music Month an official national observance. We at Cash Box couldn't agree more.
## Song Listing

<table>
<thead>
<tr>
<th>No.</th>
<th>Title</th>
<th>Artist &amp; Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td><strong>Flash Dance</strong></td>
<td><strong>What a Feeling</strong> - Irene Cara</td>
</tr>
<tr>
<td>2</td>
<td><strong>Let's Dance</strong></td>
<td><strong>David Bowie (East America)</strong></td>
</tr>
<tr>
<td>3</td>
<td><strong>Beat It</strong></td>
<td><strong>Michael Jackson (Epic)</strong></td>
</tr>
<tr>
<td>4</td>
<td><strong>She Blinded Me With Science</strong></td>
<td>Thomas Dolby (Capitol)</td>
</tr>
<tr>
<td>5</td>
<td><strong>Overkill</strong></td>
<td><strong>Men At Work</strong> (Columbia AEU-1633)</td>
</tr>
<tr>
<td>6</td>
<td><strong>Little Red Corvette</strong></td>
<td><strong>Janis Joplin</strong> (Capitol 7-28746)</td>
</tr>
<tr>
<td>7</td>
<td><strong>Time (Clock of the Heart)</strong></td>
<td><strong>Rick Springfield (RPB-13349)</strong></td>
</tr>
<tr>
<td>8</td>
<td><strong>Solitaire</strong></td>
<td><strong>Laura Branigan (Atlantic 7-86986)</strong></td>
</tr>
<tr>
<td>9</td>
<td><strong>Der Komplex</strong></td>
<td><strong>The Fire (Epic 36-03559)</strong></td>
</tr>
<tr>
<td>10</td>
<td><strong>Come On Everybody</strong></td>
<td><strong>Two Bright Eyes</strong> (Mercury/Program 19180)</td>
</tr>
<tr>
<td>11</td>
<td><strong>My Love</strong></td>
<td><strong>Rod Stewart</strong> (Motown 7-29693)</td>
</tr>
<tr>
<td>12</td>
<td><strong>Affair of the Heart</strong></td>
<td><strong>Richard Lynn &amp; Leigh (Capitol)</strong></td>
</tr>
<tr>
<td>13</td>
<td><strong>Photograph</strong></td>
<td><strong>Def Leppard</strong> (Mercury/Polish 11-217-7)</td>
</tr>
<tr>
<td>14</td>
<td><strong>Always Something To Remind Me</strong></td>
<td><strong>Terence Trent D'Arby (EMI America 6156)</strong></td>
</tr>
<tr>
<td>15</td>
<td><strong>She's a Beauty</strong></td>
<td><strong>The Tubes (Capitol 2219)</strong></td>
</tr>
<tr>
<td>16</td>
<td><strong>Faithful</strong></td>
<td><strong>Joni Mitchell</strong> (Columbia 38-03640)</td>
</tr>
<tr>
<td>17</td>
<td><strong>Don't Let It End</strong></td>
<td><strong>Styx (A&amp;M 2543)</strong></td>
</tr>
<tr>
<td>18</td>
<td><strong>Straight From the Heart</strong></td>
<td>** Styx (Arista 2506)**</td>
</tr>
<tr>
<td>19</td>
<td><strong>Family Man</strong></td>
<td><strong>Daryl Hall &amp; John Oates (RCA PB-13097)</strong></td>
</tr>
<tr>
<td>20</td>
<td><strong>Try Again</strong></td>
<td><strong>Bob Seger &amp; The Silver Bullet Band (Capitol B-3235)</strong></td>
</tr>
<tr>
<td>21</td>
<td><strong>All This Love</strong></td>
<td><strong>Def Leppard</strong> (Mercury/Polish 11-217-7)</td>
</tr>
<tr>
<td>22</td>
<td><strong>I'm Still Standing</strong></td>
<td><strong>The Three Degrees</strong> (Motown M-3093)</td>
</tr>
<tr>
<td>23</td>
<td><strong>Never Let You Go</strong></td>
<td><strong>Jermaine Jackson (Motown M-2548)</strong></td>
</tr>
<tr>
<td>24</td>
<td><strong>Stranger in My House</strong></td>
<td><strong>Ronnie Milsap (RCA PB-13470)</strong></td>
</tr>
<tr>
<td>25</td>
<td><strong>Too Much Raajagouda</strong></td>
<td><strong>EMI America B-2896</strong></td>
</tr>
<tr>
<td>26</td>
<td><strong>Electric Avenue</strong></td>
<td><strong>Chic (CBS STS 37-0395)</strong></td>
</tr>
<tr>
<td>27</td>
<td><strong>Our House</strong></td>
<td><strong>Goodnight (Columbia 26966)</strong></td>
</tr>
<tr>
<td>28</td>
<td><strong>Jeopardy</strong></td>
<td><strong>Four Tops (Motown 7-29654)</strong></td>
</tr>
<tr>
<td>29</td>
<td><strong>Rio</strong></td>
<td><strong>Duran Duran (Capitol R-5215)</strong></td>
</tr>
<tr>
<td>30</td>
<td><strong>The One Thing</strong></td>
<td><strong>NEX (ATC 7-9905)</strong></td>
</tr>
<tr>
<td>31</td>
<td><strong>Mr. Robotto</strong></td>
<td><strong>STYX (A&amp;M 2525)</strong></td>
</tr>
<tr>
<td>32</td>
<td><strong>Every Breath You Take</strong></td>
<td><strong>The Police (A&amp;M 2524)</strong></td>
</tr>
<tr>
<td>33</td>
<td><strong>The Woman in Orange</strong></td>
<td><strong>Michael Jackson (Epic 36-03314)</strong></td>
</tr>
</tbody>
</table>

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**Additional Information**

- **Airdate of the Heart**
- **Coast to Coast Top 10**
- **June 4, 1983**
- **100 Wind Him Up**
- **SAGA (Forbes/CBS 37-0791)**
- **20:37**
- **13**
- **12**
- **11**
- **10**
- **9**
- **8**
- **7**
- **6**
- **5**
- **4**
- **3**
- **2**
- **1**

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**Exceptionally heavy radio activity this week**

**Exceptionally heavy sales activity this week**

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**June 4, 1983**

**Keep Feeling**

**Savory by Zero**

**Even Now**

**Bob Seeger and the Silver Bullet Band (Capitol)**

**Theme From Doctor Detroit**

**Slipping Away**

**David Evans (Columbia 38-0897)**

**THE MAN WITH THE GOLDEN TRENCHES**

**Joan Anderson (Warner Bros. 7-29788)**

**JOL**

**One On**

**New Year's Day**

**Why Me?**

**Do You Really Want To Hurt Me?**

**The Art of Miracle Club (Columbia 38-03761)**

**Love Never Fails**

**China Girl**

**Welcome To Heartlight**

**Sail On**

**Maniac**

**I Could Say No**

**Stop In The Name Of Love**

**The Walls Came Down**

**We've Got Tonight**

**This Thing Is Mine**

**That's Love**

**If I Could Only Win (Warner Bros. 38-03801)**

**Smiling Island**

**I Cannot Believe It's True**

**Back On The Chain Gang**

**Wind Him Up**
If just one out of every 162 people who see the movie also buy the soundtrack album, we're platinum.

Over 325 million people saw the movies Star Wars and The Empire Strikes Back. These movie fans were so thrilled with the soundtracks, they bought over two million copies! Now all the Star Wars' fans can complete the trilogy. And with those kinds of numbers in force, you know the force is with you!
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ADVERTISING DEADLINE: JUNE 22, 1983

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MARTELL HONORS MUNI — Scott Muni of New York radio station WNEW-FM was honored recently by the T.J. Martell Foundation for Leukemia and Cancer with its 1983 Humanitarian Award. The event raised nearly one million dollars for research. "Picture at the reception are (I-r): Floyd Gineri, chairman, Martell Foundation; Chris Wright, chairman, Chrysalis Group, and 1982 co-honoree; Joyce Bogart, West Coast dinner chairperson; Muni; Dr. James F. Holland, chairman, Neoplastic Diseases at Mount Sinai hospital, and research director, T.J. Martell Foundation Laboratories, Terry Ellis, co-chairman, Chrysalis Group, and 1982 co-honoree; and Tony Martell, president, Martell Foundation.

Marketing Agreement’ Inked By Pickwick, Largo Music

by Michael Martinez

LOS ANGELES — The "marketing agreement of the new parental-advisory era carved out by Largo Music, another major rack jobber, will officially begin June 2, when all in-puts for slang of ucb accounts were inked by the Pickwick name, according to Jim Moran, president of Pickwick racks.

The accompanying reorganization makes Largo Music founder Lawrence M. Goldberg senior vice president at Pickwick, joining the company's William A. Hall in a similar position. Goldberg will remain in the Columbus, Md. base that served as headquarters when the company opened 10 years ago, while Hall will be based in the Burlingame, Calif., Pickwick office.

While Moran would not reveal dollar prospects for the improvement of Pickwick's business as result of the merger, he noted that Largo Music's $33 million in annual sales would help the American Can subsidiary derive greater benefits in the sale of records and tapes.

Largo, considered the fourth largest U.S. rack — behind Pickwick, Lieberman and Handleman — maintains a strong sales record in overseas markets, particularly through U.S. Marine shops and other U.S. military stores.

Largo's accounts will join the Pickwick stable, which includes Zody's, Sears, Gemco, Penny's, Montgomery Ward's and Payless. Hall is slated to handle Pickwick and the new Largo account in the area, while Goldberg will handle the East Coast, European markets and activity in Chicago, Des Moines and Minneapolis.

"We're looking for added sales all the time," said Moran, "and this seems to represent that opportunity.

The new arrangement also represented an opportunity to reorganize the Pickwick rack management structure.

Schwartz Bros. Settles With Arista And RCA

NEW YORK — Schwartz Bros. has settled its disputes with Arista Records and RCA Records out of court, according to a statement delivered by Schwartz Bros. attorney Doug Carter of the Washington D.C. law firm Korn, Fox, Kline, Piotkin & Kass. The settlement was reached on May 26, the date that a hearing on Schwartz Bros.' motion for a preliminary injunction to enjoin RCA from distributing Arista product in Schwartz Bros. territories had been scheduled (Cash Box, May 21).

"We felt that the settlement supplies to (continued page 34)

Twelve-Inch Discs Show Sales Gain Beyond Urban Markets

by Jim Bessman

NEW YORK — Sales of 12-inch disc product are starting to increase significantly outside the configuration's traditional urban market strongholds. A Cash Box retailer survey shows 12-inches, primarily of the new music variety, have picked up heavily as a sales item in smaller markets, particularly in the last six months. Dealers credited new music programming in stimulating new demand for the 12-inch product in their areas, as well as club and air play of the discs in some cases. They further expect to see continued sales action now that the major labels seem to be jumping in with both feet.

Most retailers cited the growing strength of new music 12-inch disc product, as opposed to the disco/R&B product that dominated the configuration in the disco heyday. At the Durum, N.C. headquarters of the Record Bar chain, buyer and product manager Betsy Heady said that sales of R&B and new music 12-inches were currently running 50-50, but that new music product showed greater potential. She said that new music 12-inch titles had increased in sales, especially in the chain's "non-urban" markets.

"We're seeing these sales increase in markets like LaGrange, Ga., Terre Haute, Ind.; and Killean, Texas, and the increase is largely due to customer awareness of the product through cable music programming such as MTV, the Atlanta video channel, HBO's Video Jukebox, Nightflight and Radio 1990," said Heady. "Rural markets now have access to rock videos and stores (continued page 23)
BUSINESS NOTES

NARM Indie Dists Meeting Set

NEW YORK — The newly appointed advisory committee for the National Assn. of Recording Merchandisers (NARM) independent distributors will meet this June at the Motif hotel in Denver, Colorado. The committee, whose Market Director for Independent Distributors Conference, scheduled for Sept. 30-Oct. 2 in West Palm Beach, Fla. Further definition for the soon-to-be-appointed independents’ lobby; and how to enlist support for the independents from ancillary businesses such as pressing plants, tape duplication houses, mixers, etc.

According to Dan Davis, vice president, NARM, there “have been commitments” already from some of those outfits, but they will not be finalized until after the Dallas meeting. Davis added that the committee will also seek to finalize funding for the independents’ proposed public relations campaign, aimed at luring labels away from their distribution deals with the majors (Cash Box, April 23).

The new committee, appointed by Lou Fogel, president, NARM, is chaired by Billy Emery,宁波市, N.J., and consists of: David D'Amato, Other committee members include: John Cassetta, Alpha, New York; Tony Delesandro, M.S., Illinois and Georgia; Warren Hildebrand, All South, Louisiana; George Hucott, California Record Dist.; Steve Mar- maci, Western-Nevada Handle and Singer; T. T. Hall, Pikes, Ohio; James Schwartz, Schwartz Bros., Maryland; Leonard Silver, Action Music, Ohio; and Jerry Winston, Malverne, New York.

NARAS Reveals President Awards

LOS ANGELES — The National Assn. of Recording Merchandisers (NARM) was among organizations and individuals in music related fields that were honored with the Presi- dent’s Merit Award by the National Academy of Recording Arts and Sciences (NARAS).

NARM received its award for its 25th anniversary, and in appreciation of its integration of the artistic value of music with retail and wholesale distribution. Other organizations which included Producers: of America (RIAA) for its 25 years of service as a liaison between the industry and various levels of government; Berry Gordy, chairman of Motown Records, for having guided the company through 25 years and developing some of the business’ most noted talent; Phonogram, for its 35 years of dedication to the world of music; and the Country Music Assn. (CMA), for its 25 years of supporting, promoting and expanding country music worldwide.

President Merit Awards earlier this year were also given to Pierre Cossette of Pierre Cossette Enterprises, for creating and executing the Grammy Awards telecast since they commenced in 1971; and to Christine Farnon, national executive director of NARAS since the Academy’s inception 25 years ago.

Two RIAA Shipping Guides Are Updated

NEW YORK — Both the Recording Industry Assn. of America’s (RIAA) Motor Carrier Freight Shipping Guide and Small Shipment Breakpoint Index publications have been up- dated for the year 1980. The guides can be obtained from The RIAA.

The 1983 edition of the Motor Carrier Freight Shipping Guide has been completely revised. Its shipping rules and freight claim sections have been expanded, as has the new freight claim procedures section. In addition, a detailed table of contents and cross-reference index have been included.

The updated Small Shipment Breakpoint Index contains charts of weightbreaks indicating the most economical shipping procedure. It further shows all pertinent rate ad- justments effective through May 1. Both publications have been developed by Behme Assc., the consultant to the RIAA VIDEO Traffic Committee. The subscription to either one includes any updates or revisions published for a one-year period. Further information and extra copies can be obtained through Stephen Tralman, vice president and executive director, RIAA, 887 Seventh Ave., New York, N.Y. 10016, phone (212) 765-4330.

A $20 charge for each publication to non-RIAA members.

Country Benefit Concert Set For June 2

NASVILLE — A number of country entertainers, including George Jones and Tom T. Hall, will perform at the Country Music Assn.’s (CMA) first annual benefit for the sophomoric four-year-old Nashville Country Humane Society on June 27 at last year’s event. The concert will take place at the Hollenden House from 10:30 a.m. to 4:30 p.m. and will include four workshops.

The workshops are “What Every Songwriter Should Know,” covering vital business topics such as contacts to be cultivated, money management and other business aspects of songwriting, as well as “Willie Nelson’s Workshop,” which will look at current songwriting styles and available markets; “Ask-A-Pro,” which will be in the form of a question-and-answer discussion, and “Song Critique,” which will allow participants to have their songs judged by panelists.

The benefit is set for June 27 at the Jackson Hotel, experts report. It will be held in conjunction with the convention and will feature performances by Lou Fogel, president George David Weiss, Guild executive director Lewis Bachman, Guild national projects coordinator Bob Leone, and songwriters Sandy Wilbur.

The cost of the session is $25. Reservations may be made by calling (212) 621-8161, and should be made as soon as possible, according to the first 200 people.

AGAC Sets Songwriters Seminar For June 16

NEW YORK — The American Guild of Authors and Composers (AGAC) Foundation is holding its annual songwriters seminar on June 16 at the Crowne Plaza Hotel. The session will take place at the Hollenden House from 10:30 a.m. to 4:30 p.m. and will include four workshops.

The workshops are “What Every Songwriter Should Know,” covering vital business topics such as contacts to be cultivated, money management and other business aspects of songwriting, as well as “Willie Nelson’s Workshop,” which will look at current songwriting styles and available markets; “Ask-A-Pro,” which will be in the form of a question-and-answer discussion, and “Song Critique,” which will allow participants to have their songs judged by panelists.

The seminar, which is open to songwriters and sponsored by RIAA, will feature a panel of top songwriters and industry experts, as well as a Q&A session.

The seminar will be held in the Crowne Plaza Hotel, located at 701 West 42nd Street, New York, New York. The seminar will take place from 10:30 a.m. to 4:30 p.m. and is open to all songwriters.

NEWS & REVIEWS

Motown’s ‘25 #1’s’ Package Spurred By TV Special

by Michael Martinez

LOS ANGELES — The Motown 25th Anniversary Special will be telecast on the NBC-TV network, has apparently spurred sales of one of the label’s anniver- sary anthologies, ‘25 #1 Hits From 25 #1 Hits,’ which hit shelves in 200,000 unit quantity since its May 6 shipping date, ac- cording to Miller London, vice president of sales and marketing.

The TV special, which earned a top Nielsen slot with a 22.8 rating and a 35 audience share, featured a deluge of Motown tunes performed by various artists, including Martha Reeves, The Four Tops, Mar- vin Gaye, The Supremes, Temptations and Four Tops To The Jacksons, DeBarges, Hi Energy and Stevie Wonder.

Many of the songs performed during the program, either during the taping or through clips, are included on the “25” package, which, London said, ran out of the stores following the show’s airing.

(continued on page 30)

WEA Corp. Hikes LP, Cassette Base Prices By 1½%

LOS ANGELES — Warner/Elektra/Atlantic (WEA) Corp. is “moderately” increasing prices on its “most important” LPs and cassettes, effective May 30. The in- crease affects all LPs and cassettes with a suggested retail price of $5.98 or more and all invoicing of new return authorizations will be in accordance with the new schedule.

The 1½% hike, LPs and cassettes carrying $5.98 suggested list now have a base price of $6.38, while $9.98 list product up to $8.13. The $19.98 list and LPs and cassettes now bear a base price of $20.48. The $19.98 product up to $5.53 and $9.98 titles move to $6.13.

For wholesalers, a 9% discount will be applied to Pro Rata Sale of all purchases. The list price increase also includes an ex- pand ed volume discount structure appli cation to all retailers and wholesalers “to the extent of their retail involvement” through December of this year, accounts with annual volume of $40,000 to $87,499 are allowed a 1% discount; $87,500 to $164- 999 get 3%; $165,000 to $324,999 is given 5%; $325,000 to $999,999 is granted 7%; and $1,000,000 is permitted 8%.

In a letter to customers dated May 28, WEA states that despite “vigorous efforts to avoid price increases on our recorded product,” the “1½% raise in base prices was now necessary.”

Jett Inked To MCA

LOS ANGELES — Following two top- selling albums and the smash single “I Love Rock ’n Roll,” Joan Jett & The Blackhearts have signed an exclusive contract with MCA Records.

Jett’s first LP for MCA, entitled “Album,” was slated for release June 22.

“Album,” produced by Kenny Laguna, will be under the MCA/Blackheart logo. Jett, a former member of all-girl rock group The Runaways, and the Blackhearts’ have earned critical and commercial success in excess of 8 million units worldwide. “I Love Rock ’n Roll,” the single, topped the charts for nearly two months last year, while the LP of the same name is double platinum.


Produced by former Deep Purple mate Martin “Black Night” Birch — the George Martin of heavy metal — Iron Maiden’s latest LP is in the same league as Del Lago. “Piece of Mind” continues to state-of-the-art brainbashing rock. Showing extremely active sales in its first week of release, “Piece of Mind” features “Edie,” the traditional girls-only creation on the cover, the obligatory quote from Revelations on the back and a major company of proto-gothics and full-bodied boulders. “Quest For Fire” and “Die With Your Boots On.” Just two of the AOR cuts destined for teen acceptance.

FEATURE PICKS

POP

MOTOWN SUPERSTARS SING MOTOWN SUPERSTARS — Various Artists — MOTOWN — List: 6.98 — Bar Coded

Out of all the albums Motown is releasing in celebration of the label’s 25th anniver- sary, this collection is undoubtedly the most intriguing — never-before-released, well-known Motown hits sung by the label’s famous artists from the Motown era. Listeners should grove on The Spinners’ updated version of “Smoky,” Robinson & The Miracles “Shop Around,” Diana Ross 1977 treatment of Stevie Wonder’s “For Once In My Life” and The Jackson Five’s rendition of The Four Tops’ “Ask Me Why.” Among other covers on this historically valuable, made-with-love plate. About the only gripe most Motown fans can make is that there are only nine selections here and not 90.

25 #1 HITS FROM 25 YEARS — Various Artists — MOTOWN/3MOLB — 2xLP — Various — List: 9.98

One of the greatest “greatest hits” packages ever released, this two-record set includes Motown chart-topping classics from The Marvelettes “Please Mr. Postman,” Smokey Robinson & The Miracles “Shop Around” and Lionel Richie’s monster single 1981 single “Endless Love.” Two Supremes blockbusters, three Jackson 5 killer cuts and four Marvin Gaye soulstirrers and other memorable singles from Stevie Wonder The Temptations, The Commodores and Rick James make this collection one that shouldn’t be missed by fans of American R&B/pop. This is an exciting and extremely potent anthology.

(continued on page 19)
CASH BOX PROUDLY PRESENTS ITS FIFTH ANNUAL

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Wall of Voodoo

An aggregation of self-styled "Art Monsters" that also doubles as a rock 'n' roll quintet producing music described as "unforgettable, hilarious, challenging and obsessed". Wall of Voodoo had a colorful, if checkered, career before its first appearance. The group's chart with the inimitable south-of-the-border ode, "Mexican Radio."

The group originated back in early 1973. Ed Sullivan and manager Joel Moreland met at L.A.'s legendary Masque punk club, located beneath an X-rated movie theater, and agreed to form a soundtrack firm to write scores for low-budget movies. The company, called "Wall of Voodoo" after the duo's recording experiments with a Philips phonograph and toreadure "Wall of Sound" aural approach went awry, proved unsuccessful. In the mid-1970s, the group made ends meet another way: by selling giant teapots and "amazing sea monkeys in a hair nit on nail board scheme."

The next year the band Wall of Voodoo debuted on stage, playing its rejected soundtrack at Hollywood's Immortal Heart Girls School, but it wasn't until mid-1979 that the group became a full-fledged quartet with the addition of new members "claw method" synthesizer tinkerer Chas. T. Gray and percussionist Oliver "Joe" Nanni, who plays anvils, pots, pans and whatever happens to be handy. An Index/1.R.S. EP was issued in 1980, earning the band a solid local rep as up-and-comers to watch on the basis of an electronic cover of Johnny Cash's classic "Ring of Fire." A full-length album, "Dark Continent," followed a year later and received much airplay on progressive and new music stations, but it wasn't until summer of 1980 that the group's original song, "Smoke (4:18)" LP emerged, along with the "Mexican Radio" single. Even then, the group wasn't fully appreciated, but however, a skillfully-crafted video clip of the single received massive airplay on Music Television: MTV cable network and created a national groundswell of interest in the group.

Hideway seems thrilled about the way his combo assaulted the airwaves. "Our whole idea from the beginning was to subversively change people's perceptions about what a popular song could sound like," he said. "Actually having a song like 'Mexican Radio' popping out of the radio is exciting ... it's a pretty odd song, and we have to go as far as it did was always our goal. We always wanted to make, exude the term, Top 40 said music and bridge the gap: pushing the music forward in an innovative manner, but at the same time having something that breaks the mold of rock or pop."

When asked to describe the band's schizo-rock music, Ridgeway paused for a moment before replying, "Challenging, but at the same time catchy. There's a lot of things that are popular-sounding or work in pop forums, but still challenging. Singer Brian Wilson and The Beach Boys challenging, so maybe I'm twisted, I don't know."
Tribute to Irving Azoff
Sponsored by the Music Industry in association with the City of Hope

Thursday evening, June 30th, 1983
Century Plaza Hotel • Los Angeles, California

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the message of jazz accessible to a far-reaching pop/MOR audience, and on his most recent Columbia effort he serves up another fine sampling of frothy free-flight music. "Love Bug Boogie" and "Chalila's Theme" percolate with short, bubbly horn lines, while other selections including "Song For A Latin Lady," cruise along at a much smoother speed. Able support is provided by flautist/saxman Chris Vadala.

CITY OF GLASS — Allegiance SA10 — Producers: Matt Hyde with Bob Casale — List: 5.98

Once known around Southern California as The Naughy Sweeties, this four-man aggregation from Los Angeles was playing late-'70s rock clubs with groups like The Go-Go's, The Motels and The Plimsouls when new music was called new wave. Now, with a new name and an assist on synthesizer and production from Devo's Bob Casale, the group makes an auspicious label debut on this four-song mini-album. Best showing here is the combo's signature song, "Amanda (City of Glass)," which alternates between being a low-key romantic and a high-voltage axe attacker.

BLACK CONTEMPORARY

MAMA AFIRCA — Peter Tosh — EMI America SO-17095 — Producer: Peter Tosh — List: 8.98 — Bar Coded

On his second album for EMI America, Jamaican superstar Peter Tosh reggaefies perhaps the best-known rock and roll anthem of all time, Chuck Berry's "Johnny B. Goode," and in doing so may wind up accruing more airplay than ever before. As one of the original Wailers and a strong solo artist in his own right — with such hits as "Legalize It" and "I Am The Toughest" to his credit — Tosh is currently among reggae's most powerful and inspired artists, right alongside Jimmy Cliff and Eddy Grant. Studio session stars Robbie Shakespeare and Sly Dunbar help out on several songs here, including "Stop That Train."

COME ON OVER — Freddie McGregor — RAS Records 3002 — Producer: Freddie McGregor — List: 8.98

The latest chapter in a career that began at age eight, McGregor's "Come On Over" finds the smooth-as-silk vocalist working over an insistent, rock-steady rhythm. Standouts are "Rhythm So Nice," "Shortman," "Shirley Come On Over" and "Natty Dread." Particularly impressive as the first disc produced, arranged and written entirely by McGregor.

White Feathers — Kajagoogo — EMI America ST-17094 — Producers: Collin Thurston and Nick Rhodes — List: 8.98 — Bar Coded

As proteges of explosive U.K. techno-pop act Duran Duran, Kajagoogo made waves overseas with a #1 smash called "Too Shy" and a Top Five hit entitled "Ooh To Be Ah" during the last few months. Both of these British chart monsters are included on the group's American debut album, along with other trendy, new music-oriented love songs such as "Magician Man" and "White Feathers." Cynical but sly, look for Kajagoogo to claim its initial U.S. following through KROQ-type radio outlets and MTV cable play.
**REVIEWS**

**EXECUTIVES ON THE MOVE**

**WILL POWERS** (Island DDM 638) (Available in seven-inch, Island 7-99669, Adventures In Success (8:05) (Adrenalinynn/Acker/Magnetic - BMI/ASCAP) (L. Goldsmith, R. Palmer, Sterling Producer L. Goldsmith)

Will Powers is the nom de guerre for photographer Lynn Goldsmith and a cast of talented friends, including Sting, Steve Winwood, Nile Rodgers, Ellen Foley and Gwen Guthrie. Although the end result is somewhat less than the sum of its parts, this tongue-in-cheek EST on vinyl outing is sure to attract a good deal of attention.

**NEW AND DEVELOPING**


This 30-year-old veteran of the pop music scene, now residing in his hometown of Washington, D.C., has released a seven-inch single on his own label, Gill, and despite the lack of any major backing, made an impressive debut with this uptempo pop tune. His smooth, soulful tenor evoking the virtues of a special woman, soars over a signature Perren production.

**Music Arrangers Fete Green And Arnaud**

**NEW YORK** — Five-time Academy Award winner John Green left last week became the first recipient of the American Society of Music Arrangers’ President’s Award at a presentation in the Castaway Restaurant in Burbank, Calif. The award was made in recognition of his career as music director, composer, conductor, arranger and arranger for films, television, theater and symphony.

Leo Arnaud, a founder of the society and music director for MGM Studios from 1936-1944, was also honored at the function.

**Vanguard Bows Flip**

**NEW YORK** — Vanguard Records has formed the Flip label as a subsidiary for dance-oriented rock. First releases, for early June, include an EP by the Scottish group Endgames and a 12-inch single by New York’s Lex.

John Hammond, former assistant promotions director for Vanguard’s O Records, has been named director of promotion for Flip. Hammond will coordinate both radio promotion and publicity for the label. Club promotion will be handled by Chris Spiegel, manager of dance promotion for Vanguard.

Flip Records will be headquartered at Vanguard’s offices at 71 West 23rd Street, New York, N.Y. 10010. The telephone number is (212) 255-7732.

**Sondag Forms Cactus**

**NEW YORK** — Cactus Records has been formed in Chicago by Tom Sondag. The label will be independently distributed and slanted towards Mid-west acts. First signing is B.B. Spin, a Chicago-based quintet.

**CPM Taps Holmes**

**NEW YORK** — Bob Holmes has been appointed senior vice president and general manager of the Columbia Pictures Music (CPM) Group. He was formerly vice president of Business Affairs for Music for the studio.

Jonathan Dolgen, senior executive vice president of Columbia Pictures, said in making the announcement: "The ever-increasing importance of music in our product and the expanding manner in which it can be published throughout the world in various media requires that we have someone with vision and foresight guiding the publishing activities. We are fortunate in having an individual of Holmes’ legal background and broad entertainment experience since he represented us in defending our business acumen and creative talent."

Holmes, who will continue his responsibilities for A&R, is also managing a variety of business affairs, also heads Columbia’s music publishing companies, Golden Torch Music Corp. (ASCAP) and Gold Horizon Music Corp. (BMI). He will continue to report directly to Dolgen.

**Roperry Pacts Visar, For Int'l Distribution**

**NEW YORK** — Roperry, the New York-based recording/publishing/production/management company, has inked with Visan Records of Canada for distribution of Roperry Records in Canada, France, Mexico and Italy. The first release is expected to be the single “Joggin’” by Patry, in both English and French versions.

**JAMPOL RESIGNS FROM POLYMEDIA**

Polymedia reportedly announced Monday that Neil Jampol, formerly its Executive Producer, is no longer with the company. While Mr. Jampol’s current plans are not known at this time, his functions have been temporarily assumed by Alan R. Jampol, Senior Vice President.
LANDSLIDE COVERS HEARTFXERS — Landslide Records recently hosted a party in Atlanta to celebrate the signing of local act The HeartFXers. Pictured at the fete (l-r): Tim Cox and Michael Rothschild, Landslide; and Tinsley Ellis, Mike McCauley, Jim Buillard and “Chicago” Bob Nelson of the group.

Second Midwest Music Exchange Set For June 24-26 In Chicago

NEW YORK — The Midwest Music Exchange (MME) will convene its second annual music industry conference June 24-26 at the Bismarck Hotel in Chicago. The three-day schedule is a day longer than last year’s symposium and will allow more extensive coverage of all aspects of the industry, as well as individual consultation with vendors and panels.

The Exchange gets under way with registration at 9 a.m. on Friday, June 24. Following a general session from 10:30 a.m.-11:30 a.m., seminars are scheduled from 1-2:30 p.m. Running concurrently from 2:30-4:45 p.m. are various trade ex-

hibit stalls, clinics and workshops. A VIP cocktail reception runs from 4:30-6:45 p.m., and at 7:30 p.m. the Chicago Fest competition returns, featuring six Midwest acts chosen from submitted tapes, who are also set to play at this summer’s annual Chicago Fest.

The morning schedule for Saturday and Sunday, June 25 and 26, calls for a general session from 9-10:30 a.m. and seminars from 10:30 a.m.-11:45 a.m. Clinics, workshops and exhibits will take place on Saturday, from noon-8 p.m., as will an “Ask-A-Pro” session. Following dinner on Saturday, Jermaine Jackson Leaves Motown

LOS ANGELES — Jermaine Jackson, the only member of the original Jackson 5 that remained with Motown, was recently re-

leased from his contract with the label to explore further career potential as a solo artist, it was announced in a statement from the company.

Commenting on the development, Berry Gordy, chairman of Motown Industries, said, “The parting is not only amicable, but wrapped in love and best wishes for Jer-

maine’s future. After all, Jermaine is married to my daughter, and we love each other very much.”

Cougars Nixes ‘US’

LOS ANGELES — Riva/PolyGram recording star John Cougar cancelled his appearance at the Memorial Day Weekend "US" music bash, which was reported-

edly in a dispute over video rights and royalties. Taking Cougar’s place on May 30 was Joe Walsh, a performer who originally was pegged to appear on the second day of the rock/C&W fest, May 29, as part of the heavy metal program. Slated to take over Walsh’s May 29 spot was hard rock act Quiet Riot. Coincidentally, Cougar was one of the first acts signed to appear at this year’s “US” event.

MUSEXPO ’83 Set For Nov. In Acapulco

NEW YORK — This year’s MUSEXPO ’83, the 9th annual International Record and Music Industry Market, will be held in Acapulco, Mexico, Nov. 1-4.

EAST COASTINGS — Diana Ross will perform in Central Park this July... Summer touring get-togethers are said to include The Band for a quick spin around Europe and Paul McCartney and Wings for a European tour. Others: The New York Dolls and Wall Of Sound’s Spinning Wheels are headed by Alan Vega and John Cooper Clarke; Goldmine, has been purchased by Krause Publications of Iola, Wis. Gotham-based Jeff Tamarkin stays on as editor.... Spring Cleaning: A seemingly unending stream of artists flows past the door of our Coasstings command post. Recent visitors have in-

cluded Patrick Simmonds, The Bangles, Narrowbacks, John Capaldi, Steve Winwood, and others...

Herewith, an amalgam of remarks, run-

ning from the off-hand to the contrived and the contrived to the contrived and then some... Capaldi's recently issued album, "Tell Me It's Over," recently went gold, so Capaldi recently was interviewed on "Kojo" radio. When recently asked why he is a rock singer, Capaldi replied, "I'm a rock singer because I was born one." The interviewer then added: "And you're a singer because you can sing?" To which Capaldi replied: "No, I'm a singer because I don't want to be a rock singer. I'm a singer because I sing."

DOUBLE TROUBLE — Guitarist Steve Ray Vaughan (r) was recently doing backstage at New York’s Bottom Line by Cheap Trick star Rick Nelson. Vaughan’s first album, “Texas Flood,” will be released by Epic in June. Competitive. He was checking me out, and then he had ‘Arc Of A Diver’... I had worked with him on his first solo record, and I remember there wasn’t the openness to get much out of him... he didn’t want to be led, and Blackwell was in there saying they were all great... Having been at the helm of The Doobie Brothers for a decade, guitarist Patrick Simmons recently released his first solo album, “Arcade,” on Elektra Records. As with the Doobie Brothers, Simmons first single featured a bandmate, and again the group was the focus of interest, with "So Wrong" mangling the band’s onto its way onto dance club playlists: “I just like exploring different avenues,” said Sim-

mons. “I’ve been fooling around with some new things, and I think maybe I’d like to get a little bit further out with something else... Peter Gabriel or Pink Floyd. The idea is that my only barely has been scratched with things like drum machines. You can sequence pat-

terns and run through other boards and get new sounds. I think all of it is going to be happening... The next thing is that ‘So Wrong’ didn’t really didn’t think in those terms, of trying to get a club hit. It was the same thing with the Chi-Lites track ‘Have You Seen Her?’ I listened to it winging up and wasn’t really sure how it would turn out if I did it. But I eventually decided to drop the rap, get rid of the horns sound, and they couldn’t believe it..."

POINTS WEST — McCabe’s concert room in Santa Monica welcomed John Hiatt on May 20, performing an all-acoustic set of material from his past five LPs and new songs from his upcoming “The Irony of the Ecstasy” album, due out August. The Hiatt sound — just piano and harmonica — engaged the West Side folk club’s crowd with intense ballads like “Death by Misadventure” and rockers such as the Bo Diddleyesque “Falling Up,” both of which the singer played from his next record with a full band. Held in McCabe’s first year, McCabe is also known for some of his tunes made famous by other artists, i.e., “Heavy Rain,” a folk country hit for Conway Twitty a few years back. Opening the show was Jonathan Richman’s favorite group, the Modern Lovers. Other upcoming dates of note at the small guitar shop/concert spot are June 11, when Texan Ossian T. Borden and the Texas Band will be on hand, and 4-5, when R&B-funk-gospel-soul-jukebox howler Dr. John appears... Although many of the songs on the new Plimsouls LP have been featured in the group’s live act for the last year or more — pop-rockers like “How Long Will I Take,” “Inch by Inch” and “Oldest Story in the World” — leader singer Peter Case credits producer Jeff Eyrich’s magic for making the new album exceptionally accessible. "I’m really happy with this one,” said band founder Case, who’s usually hypercritical of his own material's recorded works and put in overtime to get the sound down right for this major label bow. “We thought it might sound odd to some people by now, but Jeff got the sound that made the songs sound fresh even to the people who’ve heard most of them before,” he added. Case & Co. jammed at the Roxy recently to celebrate the release of the “Everywhere At Once” album, and opening for the L.A. pop-rockers were the New York Dolls and Wall Of Sound’s Spinning Wheels... The Los Angeles police department have taken a special "Close Up" edition, check full of prose by honcho Bruce Babcock and draw-

ings by Lane Smith and Luna Ticks. Interviews and snapshots covering such local folks as Tex & The Horseheads, Boris & Delores, Tracy Lea of Red Kross and Louis Lane & The Flame Laches, among others, are spotlighted in this issue. The Strobrod Threap director/president Yuri Zabran, adds Columbia Pictures recently deceased a 90-

(continued on page 38)
Line-Up Set For Telluride Country, Bluegrass Festival

NASHVILLE — The 10th Anniversary Telluride, Colo., Bluegrass and Country Music Festival runs this weekend from June 23-26, and will feature performances by a number of leading figures in the crafting of contemporary acoustic music.

Veteran Bill Monroe and his Bluegrass Boys will headline the Telluride, and with the upcoming release of the album "Tellus," the band will be joined by fellow festival newcomers Chris Hillman, remembered for his tenure as the Byrds' bassist, and Pedal Steel Guitarist David Bromberg. Among those returning to the venue from previous years will be Doc Watson, Russell Smith, John Hartford, and Peter Rowan.

NASHVILLE/Fukuoka;

Onetime and last May and June Band performance in a Nice;

in a globe Nice; June

Touring and of areas ranging from instrumental instruction to song promotion will be conducted throughout the weekend, preceded by a two-day competition for high school bands and guitar flat-pickers June 23-24. Contestants are required to submit demo tapes to the festival office. Admission is $10, and tickets are available by calling Telluride Festival Corp., P.O. Box 608, Telluride, Colo. (27) 449-6197 or (303) 449-6007 for out-of-state inquiries and (303) 449-6007 for Colorado residents.

VSOP Tour Set

LOS ANGELES — Herbie Hancock, Wyn- ton Malo, N.Y.; (10) Saratoga, N.Y.; (10) Toronto and Tony Williams are performing around the globe on their V.S.O.P (Very Special Orchestral Project) tour, which began in Sapporo, Japan, May 14. The tour by the premier jazzmen spans three months and includes dates in Paris, London and Hong Kong. In addition to a performance with the current Miles Davis Band at New York's Avery Fisher Hall on June 18.

May dates for the V.S.O.P. tour include: May 14, Sapporo, Japan; (16) Mito; (17) Tokyo; (19) Osaka; (20) Tokyo; (23) Akita; (24-25)-Tokyo; (26) Nagoya; (27) Fukuoka; and (28) Kobe. Following the Japanese gigs, the quintet will appear May 30 at the Tokyo Grand Hall. During June, the group will appear on the following dates: (4) Baltimore; (5) Washington, D.C.; (7) St. Louis, Mo.; (10) Milwaukee; (11) Philadelphia; (12) Cleveland; (13) Pittsburgh; (14) Toronto, Ontario; (15) Chicago; (18) Los Angeles; (19) Napa, Calif.; (22) Denver; (24) Miami; (25) Hampton, Va.; and (26) New York, N.Y. In July, the V.S.O.P. gigs include: (1) Buffalo, N.Y.; (3) Montreal, Canada; (8) Paris, France; (9) Holland; (10) Nice; (11) Nimes; (12) Versailles; (13-14) Nice; (16) Paris; (17) Wiesbaden; (18) Salon; (19) London; (20) Brest; (22) San Sebastian; (23) Montreux; (27) Tel Aviv; (28) Jerusalem; and (31) Cincinnati.

The last month of the tour has four dates planned, Aug. 4, the band will be in Seattle; on Aug. 5 in Portland, Ore. in Canada; Aug. 9 sees the band in Portland, Ore., and the final gig is set for Atlanta on Aug. 9.

Williams Gets 'Star'

LOS ANGELES — Blues/jazz vocalist Joe Williams will be presented with a "star" on the Hollywood Walk of Fame in front of the popular 6508 Hollywood Boulevard. The installation ceremony for Williams' star, #1763, is expected to be attended by local government officials, as well as luminaries from the music world.

STEVEY OR EDDIE? — Stevey Wonder (1), making a rare television appearance, joined Eddie Murphy on Channel TV's "Saturday Night Live" program as a guest host on May 7. In the skit depicted above, Murphy played a producer and Wonder portrayed a bad Stevey Wonder imitator singing "My Cherie Amour."

Styx, Hagar To Headline Sixth Texass Jam

HOUSTON — A&M recording group Styx and Geffen recording artist Sammy Hagar have been scheduled to co-headline the sixth annual Texass Jam, June 18 at the Dallas Cotton Bowl and June 19 at the Houston Astrodome. The festival is being presented again by Budweiser and produced by Pace Concerts.

The 1983 Texass Jam marks the first time in two years that Styx has appeared in the Lone Star State, while Hagar returns after previous performances at the Dallas-Houston fest. As the lineup this year is Canadian hard rock trio Triumph and gonzo rockero Ted Nugent, the latter is billed in more.

Tickets for the jam, priced at $18.50 for both general admission and reserved seating, went on sale May 21 at all Rain- bow Records and Ticketmaster offices in Dallas. Ticketmaster is also offering tickets at its downtown Dallas Ticketmaster office and at various other locations throughout the Gulf Coast region. Included are Hastings Bookshops and ticket offices in Abilene, Amarillo, Corpusica, Greenville, Longview, Lubbock, Palestine, Waco, Lason and Tulsa, Okla., for the Dallas show. For the Houston concert, Hastings Books and Records in College Station, Rainbow Records in Conroe and Edaple, Dillard's and Harbat Playhouse in Corpus Christi are just some of the outlets where tickets are available.

For further information, contact Dick Adamson at Pace Concerts. 1124 Lovett Ave., Houston, Tex. 77006. The phone number is (713) 526-7666.

Coors To Back Bruce

NASHVILLE — Ed Bruce, MCA recording artist and co-star of the NBC television series Brett Maverick, has signed with Coors and Co. (27) Moscow, Colo., for a promotional package consisting of personal appearances and broadcast commercials throughout the brewery's 26 state domestic market.

Bruce and his Tennessee Cowboy Band will perform at a number of major concerts sponsored by Coors under the terms of the agreement. Additionally, the tour bus used by the performer will bear specially painted displays of the Coors logo and product.

The brewery has further agreed to support each concert with in-store merchandising.

The Palace, HOLLYWOOD — A small but appreciative crowd of pompadour'd and poppin'-n-rockin' gal's gal's came out on a quiet Sunday evening recently to hear the Anglo-American Rockets, a band that was into rockabilly when rockabilly wasn't cool. In existence since 1978, the Rockets — a spirited quintet that fuses strains of R&B, country, rock and soul with a "hard boppin'" rockabilly base — have had to watch while upstarts like the Strait Cats whizted past them to become pop darlings ... and wealthy in the process.

It'd be enough to frustrate any band. While the Strait Cats play mammoth festivals, the Rockets played to a quarter full house in a trendy high tech dance club on the slowest night of the week. Yet, if the Rockets are disappointed they sure don't let it show onstage. This high decibel act is exuberant and if its songs, mostly from the RCA LP "Make That Move," didn't grab the crowd right off, their sheer energy did.

English frontman Dibbs Preston, with his boizey good looks, was particularly engaging, while Smitty Smith's big old white standup bass, combined amusing showmanship with solid playing.

Rather than a "shock value" product, this is a band that could be classified as hyperactive kid brother.

The rest of the band was rock solid ... and they solidly rocked. For this band is louder, harder than nearly any other band in the area, and it shows.

Before the show, Manchester's "Ritts Patent" took their seats and that evening's big act.

Anecdotally, we heard someone whispering "the Rockets don't sound anything like the Strait Cats." If the Straight Cats are the "Shoaboo Shoobah" of its U.S. album's derive from an emphasis on myth. A cringing synthesizer figure supplied by Andrew Farriss made for a spooky instrumental mix, and Hutchence's vocal intonations made it even more so.

Other "oldies," as drummer Farriss put it, were quite impressive as were the more familiar offerings from "Shoaboo Shoobah." Foremost here was "Spy Of Love," on which guitarist/saxophonist Kirk Pengilly elegantly animal cries from his instrument. The rhythm section, "The One Thing," in which keyboardist Farriss plucked out harp-like chords during the choruses. Of course, they do both of these techniques on the record, and it might have been better had they deviated from the they. But it was still fun to see how it was done live.

The set ended appropriately with an extremely powerful version of the U.S. album's closer, "Don't Change," which was lifted out of this world by drummer Farriss. Hutchence was apparently caught up in the music a bit more, but it was still fun to see how it was done live. The set ended appropriately with an extremely powerful version of the U.S. album's closer, "Don't Change," which was lifted out of this world by drummer Farriss. Hutchence was apparently caught up in the music a bit more, but it was still fun to see how it was done live.

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A&M Bows ‘Alternative Marketing’ Unit For Colleges, Small Retail
by Michael Giynn

LOS ANGELES — In an effort to more fully develop markets and marketing techniques, college radio, additional and established radio and retail channels, A&M Records has begun an Alternative Marketing department. Directed by Mark Williams, a former Atlantic college rep for the label, the Alternative Marketing department is presently comprised of a staff of 12 retail and promotion personnel. The new department was formed to try hired “from the ranks of retail, colleges and clubs,” according to Harold Chilson, senior vice president of promotions.

“We thought it was necessary to augment our promotion staff at this point,” Chilson explained as the reason for the department’s formation. “Over the last two or three years, the alternative markets have become a lot more important. There have been a number of labels that have sprung up in the past few years, playing new music, that may or may not have been covered elsewhere in our national promotion. The same goes for small, specialty retailers who haven’t received the attention of our sales and marketing staffs.”

While A&M’s Alternative Marketing staff will concentrate on colleges and, especially, college radio, additional and established functions, both Williams and Chilson stress that it is not the only or even the central focus of the department.

“College radio is a main focus of my department but not the only focus,” said Williams. “We’ll be involved with small retail stores and dance clubs. A lot of people on the staff, in fact, come from clubs and some have never even worked in the college market. We have a strong knowledge of this type of market and that’s what they’ll be working on.

Added Chilson, ‘We’ve had college reps over the years but we’re really taking it beyond the college level.’

Williams, while coming from a college radio background as music director for 20,000 watt station WRAS in Atlanta (“We were there for a good four years”), he continued, “I’ve done quite some time … RAS even had a regular rotation, it wasn’t free form like most college radio, and audiences would tune in to the clubs. He was a DJ for three years at the 688, a dance music club. As such, he became familiar with many import records and some of the more obscure new music through recording, both domestic and international. He points out that Alternative Marketing will be working on these acts, even though they are now on a major label.

“We’ll be working acts like Bauhaus, UB40 and L.R.S.’s Suburban Lawns,” he stated. “We’ll also be working closely with A&M’s 12-inch dance single department in New York, promoting acts like Color Box.”

Although the Alternative Marketing department is starting off with 12 people, Williams sees it eventually swelling to 16. Presently, staffs are based in such major metropolitan centers as Atlanta, Boston, New York, Los Angeles, Washington, D.C., San Francisco, Orlando, Philadelphia, Dallas, St. Louis, Seattle and Chicago.

Most importantly, because of the uniqueness of the market that Williams’s staff is catering to and the fact that it has largely been left untripped by the major labels, the department head believes that the marketing possibilities may only be limited by he and his personnel’s own creativity.

After all, Williams points out that Alternative Marketing ‘suggests’ alternative ways of marketing as much as alternative marketing.

PolyGram Issues Jedi Booklets With Cassettes

NEW YORK — PolyGram Records is including a full-color 13-page picture booklet in cassette packages of its Return Of The Jedi soundtrack. The 2¾ x 14 inch booklet is basically a miniature version of the four-page 11 x 11 inch photo supplement included in the title’s album version, which contains stills from the movie.

According to Bill Levy, vice president of creative services, PolyGram Records, the booklets satisfy the established “collectible nature” of Star Wars-related product. He said that the idea was presented to the film’s director George Lucas, who agreed that it was a “great innovation” that would help spur sales of the cassette.

“We had originally thought of trying a spaghetti box or an oversized blister package, but were straining that there would still be nothing that would be kept,” continued Levy. “The booklet is really a natural for this type of product. And it’s a good choice for the vinyl buyer, who shouldn’t be shut out of the visual material available on the album.”

Levy said that similar booklets may be included in future cassette releases “where warranted, depending on how this is received and if there is a demand.” He added that PolyGram will be considering booklets stickered with “Includes 12-page mini photo album” in the same manner as the “Includes full-color collector’s photo supplement” stickers on the albums.

SURRENDER IN NASSAU — RCA recording group Triumph was recently greeted by label executives following a performance at the Nassau Coliseum in Long Island. Pictured (l-r): chute ‘Marc Mountain’ Schaffner, Tour Director; Pat Miller, Tour Manager; John Colas, Tour Account Manager; Miss Mark, Tour Rider; Paul McCurley, Tour Rider; Mike Levine, label manager; Tracy Cohen, Tour Manager; and John Levy, RCA Records executive vice president, contemporary music, RCA; Pat Kellarker, manager, artist relations; RCA; Gil Moore of the group; and Jack Maher, director, merchandising, East Coast, RCA.

PROAUDIO
POLYGRAM'S SUMMER ASSAULTS — By now you should be hip to the new pact between PolyGram and Gramavision and the first three titles under the deal (Cash Box, May 21). But as mentioned in that earlier column, the Gramavision recordings are just the tip of the PolyGram jazz iceberg. Two other release programs — Black Saint/Soul Note through PolyGram Special Imports (PSI) and Japanese Verve's through the JVC/Concord Classics — have just been launched with a slew of titles. Now from the Italian Black Saint and Soul Note labels are five titles that extend Black Saint's commitment to experimental artists while enhancing Soul Note's position as a home for accomplished mainstream and modern musicians. Out on Black Saint are two chamber-flavored dates: "Mixed Quartet" by violinist Leroy Jenkins with James Newton, Marty Ehrlich, John Clark and J.D. Parran; and "Daubia" by The John Carter Octet, also featuring James Newton as well as Bobby Bradford, Red Callender, Charles Owens, Roberto Miranda, William Jeffrey and Luis Peralta. Emphasizing group improvisation and individual space within the group context, the Jenkins-led unit manages to attain a clarity of mind and direction despite (or perhaps because of) the absence of any rhythm or time-keeping instruments. Although the line-up is completely different, one is constantly reminded of the violinist's earlier work with the Creative Construction Company. Clarinetist Carter and company have created a music that honors both melodic and rhythmic structures while challenging the listener with tonal excursions and a broad sophisticated approach to meter... Three releases from Soul Note are somewhat more predictable, although no less rewarding. "In The Light" by drummer/bandleader Max Roach spotlights the longstanding quartet with tenorman Odean Pope, bassist Calvin Hill and trumpeter Cecil Bridgewater, and the date finds the foursome re-examining modern jazz history with covers of Odd Downer, Thelonious Monk and Oscar Pettiford compositions. Also included are two new tunes by Roach, "Mirage," by the Art Farmer Quintet, in a relaxed post-bop session featuring the flugelhornist with saxophonist Clifford Jordan, bassist Ray Drummond, drummer Akira Take and pianist Fred Hirsch, who also contributed the Tyrone-like title track. The quintet is a strong, communicative band that plays with a great deal of warmth, and it's particularly nice to hear tenorman Jordan's seamless work throughout. Finally, the label continues its romance with pianist Kenny Drew via a solo outing, "Our Night/As We Be Spring..." The latest batch from Japan includes one 1983 re-issue and MGM Metrojazz label, "Keepin' Up With The Joneses," while not up to the small group recordings done by Thad Jones for Blue Note, is a welcome re-issue and the only disc we know of that features the trumpeter with both musical brothers, Elvin and Hank. "Gigi Crayce-Donal Byrd & Cecil Taylor At Newport" is a magnificent collection, although all three tracks by the early Cecil Taylor Quartet are still available on the Verve Two-fer "Masters of the Modern Piano." Bantone sax champ Gerry Mulligan Meets Ben Webster," it's the tenor giant who steals the show here. The rhythm section of pianist Jimmy Rowles, bassist Leroy Vinnegar and drummer Lewis is, of course, impeccable.
### Top 15 Videogames

<table>
<thead>
<tr>
<th>Rank</th>
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<th>Score</th>
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<td>1</td>
<td>CENTIPEDE</td>
<td>Atari</td>
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<td>AX025</td>
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<td>4</td>
<td>FROGGER</td>
<td>Parker Bros.</td>
<td>5300</td>
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<td>PITFALL</td>
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<td>6</td>
<td>DONKEY KONG JR.</td>
<td>Coleco</td>
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<td>OINK</td>
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<td>PHOENIX</td>
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<td>11</td>
<td>STRAWBERRY SHORTCAKE</td>
<td>MUSICAL MATCHUPS</td>
<td>Parker Bros. 5910</td>
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<td>12</td>
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<td>13</td>
<td>DEMON ATTACK</td>
<td>Imagic 3200</td>
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<td>14</td>
<td>VANGUARD</td>
<td>Atari CX2699</td>
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<td>15</td>
<td>VENTURE</td>
<td>Coleco 2457</td>
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**Compiler:** Chicago, Illinois

### Top 15 Midlines

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<td>1</td>
<td>THE RISE AND FALL OF ZIGGY STAUD</td>
<td>AND THE SPIDERS FROM MARS David Bowie (RCA AYL1-3843)</td>
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<td>Joe Jackson (A&amp;M SP-4919)</td>
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<td>Grover Washington, Jr. (Elektra 6E 305)</td>
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<td>PRETENDERS</td>
<td>Sire SRK 6063</td>
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<td>7</td>
<td>LET THERE BE ROCK Acid/DC</td>
<td>(Atco SD-26151)</td>
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<td>8</td>
<td>FLEETWOOD MAC</td>
<td>(Reprise MSK 2281)</td>
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<td>TAPESTRY</td>
<td>Carol King (Epic PE 39446)</td>
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<td>The Who (MCA 37001)</td>
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<td>THE CURS</td>
<td>(Elektra 6E 135)</td>
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<td>12</td>
<td>PIANO MAN Billy Joel</td>
<td>(Columbia PC 32455)</td>
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<td>13</td>
<td>SOUVENIRS</td>
<td>Dan Fogelberg (Full Moon/Epic PE 33137)</td>
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<td>14</td>
<td>LIVE AT LEEDS</td>
<td>The Who (MCA 3023)</td>
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<tr>
<td>15</td>
<td>SO FAR Crosby, Still, Nash, &amp; Young</td>
<td>(Atlantic SD-19119)</td>
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**Compiler:** Los Angeles, California

### Regional Album Analysis

### National Breakouts

**1. EDDY GRANT**  
**2. ISLEY BROS.**  
**3. A FLOCK OF SEAGULLS**  
**4. GLADYS KNIGHT & THE PIPS**  
**5. IRON MAIDEN**  
**6. DEBARGE**  
**7. JOAN RIVERS**  
**8. LAKESIDE**

**9. B-52’s**  
**10. MAZE**

### Southeast

**1. EDDY GRANT**  
**2. B-52’s**  
**3. MOTOWN’S #1 HITS**  
**4. DEBARGE**  
**5. SERGIO MENDES**  
**6. A FLOCK OF SEAGULLS**  
**7. GLADYS KNIGHT & THE PIPS**  
**8. EARL KLUGH**  
**9. ISLEY BROS.**  
**10. LAKESIDE**

### Northeast

**1. ISLEY BROS.**  
**2. EDDY GRANT**  
**3. DEBARGE**  
**4. JOAN RIVERS**  
**5. GLADYS KNIGHT & THE PIPS**  
**6. B-52’s**  
**7. SERGIO MENDES**  
**8. MTUME**  
**9. SCANDAL**  
**10. DENNIE WILLIAMS**

### Midwest

**1. A FLOCK OF SEAGULLS**  
**2. EDDY GRANT**  
**3. IRON MAIDEN**  
**4. DAVE EDWARDS**  
**5. DEBARGE**  
**6. ISLEY BROS.**  
**7. JOAN RIVERS**  
**8. THE FIXX**  
**9. THE HANDS**  
**10. MAZE**

### North Central

**1. RONNIE MILSAP**  
**2. WILLIE NELSON & WAYLON JENNINGS**  
**3. LAURA BRANIGAN**  
**4. CHRIS DE BURGH**  
**5. EDDY GRANT**  
**6. SERGIO MENDES**  
**7. MADNESS**  
**8. A FLOCK OF SEAGULLS**  
**9. GLADYS KNIGHT & THE PIPS**  
**10. EARL KLUGH**

### Baltimore/Washington

**1. EDDY GRANT**  
**2. ISLEY BROS.**  
**3. GLADYS KNIGHT & THE PIPS**  
**4. IRON MAIDEN**  
**5. MTUME**  
**6. A FLOCK OF SEAGULLS**  
**7. DENNIE WILLIAMS**  
**8. MAZE**  
**9. DEBARGE**  
**10. LAKESIDE**

### West

**1. A FLOCK OF SEAGULLS**  
**2. B-52’s**  
**3. GLADYS KNIGHT & THE PIPS**  
**4. ISLEY BROS.**  
**5. IRON MAIDEN**  
**6. MADNESS**  
**7. EARL KLUGH**  
**8. JOAN RIVERS**  
**9. EDDY GRANT**  
**10. CAMEO**

### Denver/Phoenix

**1. IRON MAIDEN**  
**2. LAKESIDE**  
**3. EDDY GRANT**  
**4. DAVE EDWARDS**  
**5. A FLOCK OF SEAGULLS**  
**6. ISLEY BROS.**  
**7. B-52’s**  
**8. MAZE**  
**9. GLADYS KNIGHT & THE PIPS**  
**10. RONNIE MILSAP**

### South Central

**1. MAZE**  
**2. GLADYS KNIGHT & THE PIPS**  
**3. ISLEY BROS.**  
**4. IRON MAIDEN**  
**5. LAKESIDE**  
**6. MTUME**  
**7. RONNIE MILSAP**  
**8. DEBARGE**  
**9. A FLOCK OF SEAGULLS**  
**10. SCANDAL**
## IN-STORE RIOT — Columbia Recording group Quiet Riot recently visited the Upland Licorice Pizza outlet. More than 500 fans attended the promotion, held in support of the group's "Mental Health." LP. Picture is (l-r): Frankie Banali, Rudy Sarzo, Carlo Cavazo, and Kevin Du Bovd of the band.

**RCA & HBO CO-PROMO** — RCA Records is tying in with Home Box Office (HBO) for the pay channel's current unique package called "Dolly Parton," special, set to premiere on June 19. Parton's new "Burlap And Satin" album is stickered with "Miss Dolly in Concert" on HBO tags, which also plug her current angle, "Potential New Boyfriend," and two other album cuts, "Appalachian Memories" and "Jealous Heart." RCA's director of national country sales, Dave Wheeler, reports that a "June is Dolly Parton Month" promotion is expected to compete with 30 other lines, "even in markets where we don't have salesmen." The contest includes the merchandisers to make the best use of the display materials available, which include the label's "Burlap & Satin," and "Dolly Parton's Greatest Hits," "Burlap & Satin 1st &" and HBO's posters promoting the special, 10,000 of which have been sent out to its cable affiliates. Prizes include a trip to Nashville for Country Music Week in October and various cash awards. Wheeler notes that the promotion is possible because of perfect timing, "since we've been able to close to playdates are so close to those already in progress. In fact, Parton was able to spotlight three songs from the new album when she taped the special in London, timing, however prevented Atlantic Records from heavily cross-promoting a Nash product during that show. RCA has shocked a CBS show. That was the unfortunate problem," admitted Perry Cooper, vice president of artist relations and media development for Atlantic. "The new Crosby, Stills & Nash album, 'Allies,' is not out until June, and the old album, 'Daylight,' we believe, we can still make the move, because when it does come out the show will be over." Cooper did say that Atlantic provided Showtime with plenty of "Daylight" posters and die-cut logo streamers for distribution to its cable affiliates, as well as ad mats for Showtime program booklets. Some 75 videocassettes of the show were sent out to reviewers, and preview screenings were set up in New York and Los Angeles for the radio, retail and press community. As a result, copies of "Daylight" were given to Showtime and Atlantic branch sales and promotion staff were in contact with their Showtime counterparts. "If everything was done right, retailers would have had our own catalog in corner displays or set up by signs and posters showing the cable playdates and times," said Cooper. "If we had all been coming to all Atlantic would plug "Allies" into future programming crosspromotions if the CBS special is repeated following the album's release.

### MERCH REPORT — Amarillo, Texas-based Western Merchandisers, parent to the legendary book returners, has this week concluded its third annual 14th annual sales seminar. Highlight of the meet, which was attended by a record 1,000-plus, included performances by Dave Edmunds, Cameo, George Strait and Rory Block, and speeches by video game and gambling author Ken Ustel and game writer Peter Straub. The concluding awards banquet bestowed five-year awards to 32 recipients, 10-year awards to three people and 15-year awards to two Amarillo employees. Edgar Sellers and Ed Perry both received 25-year awards. Retail sales awards to retail store managers with over 31 million in sales went to Don Taylor, Bobby Harper, Greg Butler, Jill Robillard and Larry McMillan; rack salesmen with like figures and awards were David Lemon, Andy Wagner, Kurt Potter, Bob Davis and Steve Pflittman. Special achievement awards for excellence were presented, also, including the Support Division Award to Kira Florita of Amarillo, the Rack Division Award to Wayne Ranee of Dallas, and the Retail Division Award to Holly Keenan of Austin. In addition, Western Merchandisers' president, Frank Marmaduke presented awards to outstanding vendors, including Jack Chase, branch manager, CBS Records; Rick Cox, sales representative; Random House, Inc; Michael Golacinski, marketing coordinator manager, Maxell Corp.; and Rob Ziff, owner. Paradise Creations, ... Another highlight of the show was a presentation by Pat Bennett's "Gift of the Month" LP. Emlie showing of a CBS show. That was the unfortunate problem," admitted Perry Cooper, vice president of artist relations and media development for Atlantic. "The new Crosby, Stills & Nash album, 'Allies,' is not out until June, and the old album, 'Daylight,' we believe, we can still make the move, because when it does come out the show will be over." Cooper did say that Atlantic provided Showtime with plenty of "Daylight" posters and die-cut logo streamers for distribution to its cable affiliates, as well as ad mats for Showtime program booklets. Some 75 videocassettes of the show were sent out to reviewers, and preview screenings were set up in New York and Los Angeles for the radio, retail and press community. As a result, copies of "Daylight" were given to Showtime and Atlantic branch sales and promotion staff were in contact with their Showtime counterparts. "If everything was done right, retailers would have had our own catalog in corner displays or set up by signs and posters showing the cable playdates and times," said Cooper. "If we had all been coming to all Atlantic would plug "Allies" into future programming crosspromotions if the CBS special is repeated following the album's release.

### MEDIUM

**HEAVY**

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<td>Capitol</td>
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<tr>
<td>Men At Work</td>
<td>Should Know</td>
<td>Columbia</td>
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<tr>
<td>Chris DeBurgh</td>
<td>It's A Mistake</td>
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<td>Rock Of Ages</td>
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<td>ZZ Top</td>
<td>She's A Beauty</td>
<td>Warnor Bros</td>
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<td>Gimme All Lovin'</td>
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<td>The Call</td>
<td>Always Somethin' To RemindMe</td>
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<td>Dave Edmunds</td>
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<td>Michael Jackson</td>
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<td>Huey Lewis &amp; The News</td>
<td>Why Me?</td>
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<td>Martin Briley</td>
<td>The Salt In My Tears</td>
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### ADDS

**Krook**  | Screaming In The Night | Arista |
**The Human League**  | (Keep Feeling) Fascination | Arista |
**Marillion**  | He Knows What He Knows | Capstix |
**Planet P**  | Static                   | Geffen   |
**Triumph**  | When The Lights Go Down  | RCA      |
**Blasters**  | Bare Food Rock            | Slash/Warner |
**DNA**       | Doctor's Of The Universe  | Slash/Warner |
**Meat Loaf** | The Razer                 | Cleveland |
**Mental As Anything** | If You Leave Me, Can I Come To? | A&M |
**Police**    | Every Breath You Take     | A&M      |
**NEW VIDEO SOFTWARE RELEASES**

This 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 separated into Cassette and Disc columns. Please add $0.01 per catalog number and price at postmark.

### ONE FROM THE HEART
- Cassette: RCA-Columbia 1046357$9.95
- SENSUAL MAN
- Cassette: RCA-Columbia 1015357$9.95
- PETE'S DRAGON
- Cassette: RCA-Columbia 1054309$9.95
- THE TROUBLE WITH ANGELS
- Cassette: RCA-Columbia 1054115$9.95
- NEA
- Cassette: RCA-Columbia 2400$9.95
- SENSUAL MAN
- Cassette: RCA-Columbia 8700$9.95
- MR. MAGOG, Volume 7
- Cassette: RCA-Columbia 1056039$9.95
- FONA
- Cassette: USA Video 1$9.95
- MS. 45, ANGEL OF VENGEANCE
- Cassette: USA Video 2$9.95
- THIN THINGS IN 30 DAYS
- Cassette: USA Video 3$9.95
- BASIC SPANISH BY VIDEO
- Cassette: Mastervision 2311$9.95
- BASIC ITALIAN BY VIDEO
- Cassette: Mastervision 2312$9.95
- BASIC GERMAN BY VIDEO
- Cassette: Mastervision 2313$9.95
- LOVE BUTCHER
- Cassette: Monterey 22$9.95
- HIGH HEELS
- Cassette: Monterey 23$9.95
- DANCE WITH THE STARS
- Cassette: Monterey 24$9.95
- SUNDANCE AND THE KID
- Cassette: Monterey 25$9.95

### PLAYBOY PLAYMATES
- Cassette: Fox Video 6255$9.98
- THE COMMITTEE
- Cassette: Paramount 6354$9.98
- DOGGERY CITY
- Cassette: CBS/Fox 4652$4.98
- THE KENTUCKIAN
- Cassette: CBS/Fox 4649$9.98
- RUN WILD
- Cassette: CBS/Fox 4657$9.98
- SEPARATE TABLES
- Cassette: CBS/Fox 4659$9.98
- TRAPEZE
- Cassette: CBS/Fox 4702$9.98

### THE FICTION MAKERS
- Cassette: CBS/Fox 9055$9.98

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**SNAPSHOT**

**KARL VIDEO: APPLYING KNOW HOW TO HOW TO MARKET**

Jane Fonda's Workout is a phenomenon in the home video business, the single largest selling non-movie title ever and the top selling title overall of last year at such chains as New York's Video Shack. According to Stuart Karl, owner and president of Karl Video Corp., the small Newport Beach, Calif.-based major for 1981's Workout, the cassette is presently nearing the 150,000 mark in units sold. Flush with the "triple platinum" success of Workout, you would expect Karl to speak in glowing terms of the vast opportunities he has to be had. However, over a recent lunch at Hollywood, the blonde, 29-year-old entrepreneur stated that when he decided to get into what he calls "alternative marketing" 2¾ years ago, his "picture of the market was much more rosy than the reality. We were going totally upsteam," recalled Karl, who was owner of Video Store magazine, among other publications, before he launched Karl Video. In fact, when Karl was released, we acquired Jane Fonda's Workout, people told me it would never sell ... We Call You Sexy, a program which is second only to Retail, initially. That's how blind the market was ... We had to educate ourselves, to use our biggest assets in our distribution and marketing, the fact that we were at work every day selling Jane like it was a new title."

Presently, Karl is applying the expertise stuff of 15 has developed to selling Everyday With Richard Simmons. "We're positioning it differently than Jane," he noted. Richard (Simmons) has a little broader audience. Richard's exercises are a little easier."

On tap now is Meet Your VCR, a program on the "ins & outs" of the home video recorder with Good Morning America's Joan Lunden, and Why Do I Call You Sexy, a program on personal grooming, both aimed at the 19- to 30-year-old age group. "We think of Why Do I Call You Sexy as a follow-up to Workout in a way," Karl interjects. "Jose instructs you on how to take care of your hair after Jane has gotten done with your body." There will be a sequel by Fonda, however, a pregnancy, birth & recovery workout regimen to accompany her just released album. Karl is also "tapping" with the idea of starting a music video label. But, he says, he remains cautious because the market is still relatively small. "There is a tremendous number of misconceptions about how much the market is growing. The fact that one cassette can sell for $200,000 in gold mine, but it's not ... We've only made money within the last six months." Yet, he is still optimistic about the future. "I can hardly wait for the day when there is a 20-million dollar selling video cassette release."

**TOP 30 VIDEOTAPE RENTAL RENTALS**

<table>
<thead>
<tr>
<th>#1</th>
<th>FIRST BLOOD</th>
<th>$59.98</th>
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<tbody>
<tr>
<td>#2</td>
<td>AN OFFER AND A GENIUS</td>
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<tr>
<td>#3</td>
<td>ROADARMS</td>
<td>$59.98</td>
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<td>#5</td>
<td>CREEP SHOW</td>
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<td>#6</td>
<td>BLADE RUNNER</td>
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</tr>
<tr>
<td>#7</td>
<td>BEST FRIENDS</td>
<td>$59.98</td>
</tr>
<tr>
<td>#8</td>
<td>THE BOAT (DAS BOOT)</td>
<td>$59.98</td>
</tr>
<tr>
<td>#9</td>
<td>LOVEVICKS</td>
<td>$59.98</td>
</tr>
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<td>#10</td>
<td>MONSIGNOR</td>
<td>$59.98</td>
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<tr>
<td>#11</td>
<td>POLGERESTE/MVA/0018</td>
<td>$59.98</td>
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<tr>
<td>#12</td>
<td>STILL OF THE NIGHT</td>
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<td>#13</td>
<td>TAX</td>
<td>$59.98</td>
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<tr>
<td>#14</td>
<td>THE WORLD ACCORDING TO GARP</td>
<td>$59.98</td>
</tr>
<tr>
<td>#15</td>
<td>THE SECRET OF NIMH</td>
<td>$59.98</td>
</tr>
</tbody>
</table>

**Top 10 Rental Videos**

1. First Blood
2. An Offer and a Genius
3. Roadarms
4. Plane
5. Creep Show
6. Blade Runner
7. Best Friends
8. The Boat (Das Boot)
9. Lovevicks
10. Monsignor
STATION STUFF — Rock 'n' roll clubs in New York are notorious for annoyng patrons with loud nighttime listening times for use. Some clubs are sold to use it, but some of us have to go to work in the morning. well, WPLJ, in conjunction with The Ritz club, is promoting a series of low-priced Saturday afternoon matinees featuring bands also appearing at the club during the same evening at midnight. The regulars may be used to all of this, but we, as a group, have to go to work in the morning. Debra Stein, reports that the shows are often more exciting than the nighttime appearances, saying, “With more young kids coming in during the day, it's something else, something to see. It's almost like watching American Bandstand.” New York's AOR competitor NEWFM-NEW-AM recently returned the afternoon microphone over to Elton John. “The E.J. DJ's sessions are becoming a station tradition.”

BACK TOGETHER AGAIN — The Hollies' original lineup is reuniting again. Members Allan Clarke and Graham Nash stopped by the ABC Rock Radio Network to talk to Rocknote host Pat St. John. Picture at the studio (l-r): Clarke, Nash, St. John, and Knapp says that in addition to the large crew, the station was over-run by translators. "Knightly" and "Midnight Special" devoted by the public in Europe... Jerry Ryan has been named sales manager at WLS-AM/FM-Chicago. Ryan, with the station since 1979, moves up from account executive. Across town, WBMN-FM is introducing its new logo. BSM. The station is on a new drive to break away from its ties with its sister AM station, an all-news outlet. BSM is experiencing a year-long growth with a CHR format... Local NAACP chapters will be conducting mobile health fairs in the coming months, and CBS Records is lending its support through public service announcements for radio, with acts like Luther Vandross, George Duke and Deniece Williams contributing their voices and/or music... Steve Goldstein at WFTC-FM in Hartford reports Dave Lebow has joined the station as promotion director. John Wills has joined the station in the same capacity... San Francisco's KOME-FM has a new morning man in Scott McConnell... Sergio Dean, a.k.a. Sturgis Griffin when he was at WABG, most recently assistant announcer at Frankie Crocker at WBLS-FM, leaves the latter for PD position at WLBQ in Detroit. Keep your eyes open for that... Adult contemporary station KFMB/San Diego begins broadcasting in stereo next month, and there are plans to air selected Padres baseball games in stereo. so who knows? you can look forward to hearing your favorite stations hopping again, and for a lot of us, that's good news. don't knock it 'til you've tried it... NPR affiliate WBOG-FM/Newark, currently the only 24-hour jazz outlet for the New York area, will be conducting its third annual Jazzathon this Sunday, June 5, at New York's famed Jazz Forum. Last year's event attracted many stars, including Wynton Marsalis, and this year's lineup is the same.

NETWORK NEWS — Rona Elliot, NBC's source reporter for Rock Report, goes on vacation next week and lined up Kevin Cronin and Gary Richrath of REO Speedwagon to fill in for her. What, a deal? Mutual's Rock U.S.A. feature is adjusting its music mix for the summer... Los Angeles' KUSC radio is featuring music and less "classic" rock. This weekend's show features U2, DEXYS Midnight Runners and Modern English... June is the month for The Best of The Silver Eagle from ABC Entertainment Network... This weekend will feature a tribute to Lefty Frizzell, recorded live in Nashville with Dottie West, Merle Haggard, Moe Bandy, John Anderson, David Allan Coe, and many others... The following week will feature a concert from T.G. Sheppard... Watermark/ABC Radio Enterprises' joint venture, Soundtrack of the 90s profiles Gary Lewis and the Playboys in the month of June, and just when everyone had forgotten Jerry's kid.

SYNDICATION INDICATIONS — Rolling Stone Magazine Prods. noted for its radio features, offers a new telephone information service featuring artist news, new release dockets, and short interviews. the two-minute messages can be heard by dialing 1 (900) 410-ROCK... Westwood One and ABO join forces for the sixth time as Westwood will provide the audio portion of a Billy Joel taped concert broadcast to interested simulcasts. the simulcast is set to air July 24... Creative Force of Hollywood has signed Daily News columnist Rick Taylor as host for the 1983-84 edition of its Countdown To Kickoff series... The weekly pro game prediction show and separate college feature can be customized for a station's particular geographic region.

NEWS 'N' NOTES — Trudi Cowlain joins Birch Radio as national advertiser/agency sales manager next Monday, June 6. She'll be vacating her position as vice-president/agency account executive with c.a.o. nelson company... National Public Radio's tribute to Kurt Adler, former general manager of the San Francisco Opera for more than 30 years, recently won a 1983 Ohio State Award... Houston-based broadcasting consultant Ed Shane is offering an instructional video program designed for radio management professionals. The one-hour program features discussions on cable radio, radio-cable simulcasts, and new radio ventures in video. The Broadcast Information Bureau has just released the second edition of its valuable Radio Programs Source Book. Use it like the yellow pages for info on syndicators, producers, networks and trade associations.

Distant Thunder — KZOK/Seattle recently flew two listeners to Portland. ore to see Bob Seger in concert as part of a contest called "The Distance" after Seger's platinum LP of the same name. Pictureed backstage after the show are (l-r) Stan Foreman, Northwest promotion manager, Capitoll, Connie Cole, DJ, KZOL, the two contest winners, and Seger.

Blues Makes Big Comeback In Southern Radio Markets

(continued from page 5)

Stewart Madison, president of Malaco Records, is witnessing a snowball effect. "Radio is open to these records right now," he says. "We have had tremendous demand for our product."

Stations are taking note of the renewed vigor at the box office for performing blues artists. E. Rodney Jones, long-time black radio maven at Chicago's WGVW and now programming WYLD-AM in New Orleans, sees direct results from his station's success with playing blues. A recent show with King, Bobby Blue Bland, and Milie Jackson sold out way ahead of expectations. King and KAAV helped sell out a B.B. King and Z.Z. Top bill, then promoted a free show with local Arkansas blues artists, including Albert Collins and Son Seals, that same weekend. "Ten thousand people showed up," he reports.

With the wealth of available material and the maturing black audience, programmers see continued strength in the format. Blackwell concluded simply: "Without the blues, I'm dead."

TOO MUCH MONKEY BUSINESS — L.A. scenemaker/producer Gexa Z. recently dressed up in a monkey costume to promote a new record by artist Gazi Stewart on the XES indie record label called "The Monkey's You." Pictureed here standing around KNAC/Los Angeles are the 25-plus demog's favorite new, intermetalside blues. They haven't heard it in so long.

Stations once fearful of turning off the younger segment of their audience by playing the blues are finding the opposite to be true. Programmers pointed to the universal acceptance of blues-oriented records like Z.Z. Hill's "Down Home" LP as the leverage to maintain youthful listenship. "When we started playing blues and blues-oriented records I didn't lose, I gained," said Blackwell. "The younger kids went for Z.Z. Hill, while our older audience responded to Muddy Waters. They're opening each other up.

Marshall offered an explanation: "Times are hard, and young and old alike have to deal with it. The blues talk about hard times."

Besides the ratings boost that the resurgence has elicited, studio 369 said the resurgence has been a shot in the arm for blues labels and clubs. Bruce Iglauer of Alligator Records echoed Marshall's conviction when he added: "There is a need out there for emotionally mature music with a message. As the station's immediate collateral, sales have been very active in the past year."
### MOST ADDED

<table>
<thead>
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<th>Position</th>
<th>Artist/Title</th>
<th>Chart Position</th>
<th>Sales</th>
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<td>Bryan Adams - Cuts Like A Knife</td>
<td>192</td>
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<tr>
<td>15</td>
<td>Arcangel - Portrait</td>
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<td>Joan Armatrading - The Key - A&amp;M</td>
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<td>192</td>
<td>Jim Capaldi - Fierce Heart - Atlantic</td>
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<td>Chris DeBurgh - The Getaway - A&amp;M</td>
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<td>Def Leppard - Pyromania - Mercury</td>
<td>15</td>
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<td>13</td>
<td>Thomas Dolby - The Golden Age Of Wireless</td>
<td>22</td>
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<tr>
<td>22</td>
<td>Duran Duran - Rio - Harvest</td>
<td>78</td>
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<tr>
<td>78</td>
<td>Dave Edmunds - Information - Columbia</td>
<td>76</td>
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<td>76</td>
<td>Eurythmics - Sweet Dreams - RCA</td>
<td>4</td>
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<td>4</td>
<td>Fastway - Columbia</td>
<td>169</td>
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<td>169</td>
<td>The Fixx - Reach The Beach - MCA</td>
<td>119</td>
<td>36</td>
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<td>119</td>
<td>A flock Of Seagulls - Listen / Jive Arista</td>
<td>59</td>
<td>36</td>
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<tr>
<td>59</td>
<td>Goanna Band - Spirit Of Place - Atco</td>
<td>27</td>
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<td>27</td>
<td>Eddy Grant - Killer On The Rampage</td>
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<td>Inxs - Shabooh Shaboah - Atco</td>
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<td>Journey - Frontiers - Columbia</td>
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<td>Kajagoogoo - White Feathers / EMI America</td>
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<td>115</td>
<td>Krokus + Headhunter - Arista</td>
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<td>Madness - Geffen</td>
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### MOST ACTIVE

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<td>Men At Work - Cargo - Columbia</td>
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<td>15</td>
<td>Pink Floyd - The Final Cut - Columbia</td>
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</tr>
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<td>65</td>
<td>Planet P - Geffen</td>
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<td>16</td>
<td>The Plimsouls - Everywhere At Once</td>
<td>160</td>
<td>36</td>
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<td>160</td>
<td>Red Rockers - Good As Gold</td>
<td>20</td>
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<tr>
<td>20</td>
<td>The Tubes - Outside Inside - Capitol</td>
<td>18</td>
<td>36</td>
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<tr>
<td>18</td>
<td>U2 - War - Island</td>
<td>19</td>
<td>36</td>
</tr>
<tr>
<td>19</td>
<td>ZZ Top - Eliminator - Warner Bros.</td>
<td>149</td>
<td>36</td>
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</tbody>
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**Note:** The table above lists the most added and active songs on the Cash Box Rock & Album Radio Report.

**Columns:**
- **Position:** Chart position.
- **Artist/Title:** Song title.
- **Chart Position:** Chart position.
- **Sales:** Sales information.

**Artists/Songs:**
Twelve-Inch Discs Show Sales Gain Beyond Urban Markets

According to Heady, sales of 12-inch product at the chain had picked up almost a full percentage point from last year in the 12-inch market. The overall 12-inch market is now at between 2 and 2.5 percent. She also noted that the warehouse was stocking twice as many 12-inch discs as before.

At the Camelot Music chain based in Canton, Ohio, single buyer Pat Tidwell explained that the product now makes up between two and three percent of the total business. She also stated that sales of the configuration were increasing in the chain's stores in Michigan, Ohio, and Florida, naturally, with all the clubs and the international market there.

Sony To Bow Professional CD Player Model

LOS ANGELES — Sony Professional Audio Products is coming out with a professional Compact Disc (CD) player model targeted at home and TV stations as well as recording studios.

According to Sony, the pro CD model, CDP-3020, is a "Swiss Army Knife," by adding the Drive Player feature allowing it to address signal "frames" of 13.3 milliseconds anywhere on the 4:3/4-inch Compact Disc. Any music or video signal found within the frame is played back in seconds or less via a 10-key input device where recording track number, minute, second, frame, and performance number can be accessed.

The CDP-5000 also includes a Search Dial function for accurate manual cueing. Among the features of the CDP-5000 are a Remaining Time indicator, which monitors the track being reproduced and displays remaining time; a line level adjustment to monitor output levels and initiate playback; dual channel output meters and built in monitor speaker with ground loop isolation.

The unit has a Player Section, Control Section, Output Indicator Section and Control Panel with MIDI interface. The CDP-5000's special mechanical block was designed for long life and low maintenance. The blank CD and easy enables maintenance and inspection while maximizing reliability and durability.

ASCAP Explains Slow Negotiations To Establish Cable Performance Fees

by Tom Roland

NASHVILLE — Faced with the growth of cable television as a viable communication network, music publishers are looking with increasing concern at the development of new formats, as a source for increased performance revenues. Because of the complexities involved in TV-through-subscription, agreements as to the value of a performance on cable have been difficult to obtain, so, while an article in the May 14 issue of Billboard reported that Will Hersh, ASCAP's executive VP, held a meeting with Cable TV representatives to discuss performance fees, we are still waiting for the outcome of the "pay TV" negotiations to establish some sort of standard, especially in the cable networks. Thus, although ASCAP and non-pay TV stations — operations such as HBO and Showtime for which there is a specific charge to the subscriber for that specific show — are able to negotiate a "pay TV" operation, ASCAP is working specifically with that company to reach some agreements as to just compensation.

Non-pay TV stations, such as MTV, the Cable News Network and the Cable Health Network, which are included in some sort of basic package, must be dealt with in the same manner, but Korman indicates that both ASCAP and non-pay TV outlets are waiting for the outcome of the "pay TV" negotiations to establish some sort of standard, especially in the cable networks. Thus, although ASCAP and non-pay TV stations — operations such as HBO and Showtime for which there is a specific charge to the subscriber for that specific show — are able to negotiate a "pay TV" operation, ASCAP is working specifically with that company to reach some agreements as to just compensation.

RFC Signs New Acts; Adds More Staff Members

LOS ANGELES — The mutual agreement between Los Angeles-based RFC and Atlantic signed six months ago has been quite profitable and should continue its steady upward stream with a number of new signings, according to Ray Cavanaugh, RFC president and executive director of the Atlantic New Music Department. Among the label's most recent additions are performers Jeanie Stevens, Jerri Bokemo, The Jeannie Smith Band and John Jarrett & The Weekend Warriors.

In addition, current and upcoming releases for the RFC/Atlantic label include the just-issued Change album; Tomorrow's Edition second I.P. debut; long-players from Prestige, Attitude, and Jean Stevens, and an EP from label veteran Gino Soccio.

Besides the multitude of new product, Cavanaugh also said that two additions have been made to the RFC staff. Just on board at the office is Chuck Grisanti, who's been appointed national promotion assistant in RFC's New Music Department, and David Goldin is set to serve as media consultant to the label.

"I am extremely happy with the tools and support that Atlantic has given me in my operations," Cavanaugh said, "and I have supplied him with the proper support systems to enhance and solidity RFC as a truly comprehensive and bona fide artist development label."
BMI Honors ’Million-Air’ Publishers, Songwriters At Awards Luncheon

NASHVILLE — Broadcast Music, Inc. (BMI) held a special awards luncheon here May 25 honoring its “million-airs” — a select group of affiliated songwriters and publishers in the Southern region whose songs have been aired in excess of one million times, based on logged reports submitted to the performance rights organization by radio and television broad- casters.

The Southern writers who are included in the BMI Nashville family represent the very best, as witnessed here by honoring these songs, which have been heard millions of times by the public.

said BMI vice president Frances W. Preston in her remarks at the ceremony. “It’s a pleasure to gather them all together and recognize them...”

Joining Preston in distributing certificates of recognition to the award winners at the gathering were BMI office manager Debbie Del Bryan, Phil Graham, Joe Moschito and Harry Warner.

Along with the award certificates, writers and publishers of songs reaching the one million performance plateau reap the additional benefit of bonus performance credit for continuing usage of their material. Particularly prominent among publishers whose songs had attained this level of activity were multiple-award winners Acuff-Rose with six citations; Debra- dave/Briarpatch and Unichappell with five; Dick James with four; Ushar with three; and Arc Music; Duchess Music; House of Bryant, Low-Sal, Tree and Warner-Tamerlane with two each.

A complete list of BMI “million-airs” recipients is as follows:

Ain’t That A Shame — Dave Bartholomew
Alligator’s Skin — Preston
Always On My Mind — Emmylou Harris
Are You Making Love Without Me — A.J. Croce
As Time Goes By — Composer unknown
Blueberry Hill — Ken Darby
Blue Suede Shoes — Jack McElroy
Blue Suede Shoes — Jerry Leiber
Blue Suede Shoes — Mike Stoller
California Gurls — Al Jardine
Crazy Love — Wally Johnson
Down Home Blues — Robert Boyers
Easy Lovin’ — Billy Hayes
Fats Domino Theme — Fats Domino
Hound Dog — Memphis Minnie
It’s Five O’Clock Somewhere — Hank Williams
I’ll Take You Home — Andy Kim
Jailhouse Rock — Elvis Presley
Juke Box — Elvis Presley
King Creole — Elvis Presley
Love Me Tender — Elvis Presley
Mr./Mrs. Jones — Doc Pomus
Moon River — Henry Mancini
Ooh La La — The Rolling Stones
People Like You — Bob Crewe
Please Don’t Let Me Be Misunderstood — Nina Simone
Put Your Record on the jukebox — Debra- dave
Reefer Man — Willard Brock
Ride It Like You Stole It — Al Jardine
Rock & Roll Music — John Lennon
Rock Around the Clock — Bill Haley & His Comets
S Chocolate Box — Al Green
Shake, Rattle & Roll — Al Jardine
Shake, Rattle & Roll — Bill Haley & His Comets
Sweet Georgia Brown — Conley
Take Me Home, Country Roads — John Denver
Texas Flood — B.B. King
Three Coins in the Fountain — Slade
This Ole House — Ray Allen
Underwater World — Paul McCartney
We Can’t Help It —- Jennings
With a Little Help From My Friends — The Beatles
Without You — Ace Frehley
You’re No Good — Linda Ronstadt
You’re So Vain — Paul Simon

COUNTRY

STARTING OFF RIGHT — Newly signed Leona Williams recently visited Mer- cury/PolysGram’s Nashville offices to discuss her upcoming LP project, a duet with Merle Haggard. A solo LP is also scheduled for later in the year. Pictured are (l-r): Joe Paldor, country marketing director, PolysGram; Frank Jones, senior vice president, country divi- sion, PolysGram; Williams; and Tex Whitson, Williams’ manager.

Big Al Downing: Making It In Country Today With An Independent Label

by Tom Roland

NASHVILLE — With an unpredictable economy and the tightening of playlists at the radio level, country artists on indepen- dent labels are facing tougher times than ever before. Only a handful have been able to consistently place records in the Top 40 of the Country Singles chart, and Big Al Downing, with his pure country voice and affinity for strong story songs, is certainly among them.

Downing, currently signed to Philadelphia-based Team Records, has been re-released since the late ’50s, but the push and pull of those guiding his career made his entry into an album more difficult: “I was stereotyped as a R&B singer. Thus, he is now only enjoying the fruits of his first album, a self-titled effort that contains a few Top 20 records from several years back, “Mr. Jones” and “Touch Me,” as well as recent releases such as “It Takes Love” and “I’ll Be Loving You.” In addition to his abilities as a performer, Downing also has strong writing skills, as demonstrated by his “Touch Me,” recently covered by Tom Jones, which rose to #10 on the Cash Box Country Singles chart, and “Mr. Jones,” soon to be re-recorded as a movie with Downing in the leading role.

Country, Blues Roots

Downing was reared in a largecropping family in Oklahoma along with nine other brothers and sisters, where he picked up an affinity for the blues from strong- signalled WLAC/Nashville and country from WSM’s Grand Ole Opry. “You can’t be a farmer in Oklahoma without liking country and blues,” Downing recalls.

Because of those varied influences, Downing caught inspiration from a wide variety of artists, learning to play piano by imitating Fats Domino, Little Richard and Ray Charles, while copying the emphasis of such artists as Porter Wagoner, Elvis Presley and Hank Williams placed on the song itself. His strongest influence, however, was Domino, and when he played “Blueberry Hill” in a talent contest at a local radio station, he was given a job playing with Bobby Poe at halls all over the Midwest. When the band went on tour with country singer Wanda Jackson, who scored in 1960 with a song called “Let’s Have A Party,” he had his first professional gig.

Eventually, he headed east to Boston and began playing in the Combat Zone, Boston’s sleazy prostitution district.

CONLEY WORKS FOR KIDNEYS — Earl Thomas Conley was one of many artists who appeared on the National Kidney Foundation’s (NKF) record Country Music Festival, a radiothon that raised more than $1 million nationwide for the organization. Others who appeared on the broadcast included Ronnie Milsap, John Anderson, Dobie Grey and Jerry Clower. Pictured on the Opry stage during the show are (l-r): NKF chairman E. Bruce McLeod; Country Music Assn. (CMA) director Jo Walker-Meador; Conley; festival producer Gayle Hill; and festival director Jim Warren.

Wayne Carson

WAYNE CARSON

WRITER OF

ONE OF OUR “4 ACES”

Jack Greene • Ronnie Reno

DON RENO

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(615) 255-3889

Coe ‘Rides’ 45 Chart At #1

NASHVILLE — For the first time in his career, David Allan Coe is at #1 this week on the Cash Box Country Singles chart with “The Ride,” his tribute to the ghost of Hank Williams. The single signals a change in Coe’s attitudes about his own support of his musical projects, since, for the first time, he backed the record with a promotional tour of radio stations.

Coe has long been known for his support of his musical projects, valuing his musical integrity and his past disinter- est at involving himself with radio had made programmers reluctant to play his material. His only commercially successful single was a Steve Goodman tune, “You Never Even Called Me By My Name,” which reached the Top 10 in the late ’70s. Coe also wrote Johnny Paycheck’s “Take This Job And Show It,” which later became the title of a major motion picture. “The Ride” was written by Chuck Dixon and Gary Gentry.

CONLEY WORKS FOR KIDNEYS — Earl Thomas Conley was one of many artists who appeared on the National Kidney Foundation’s (NKF) record Country Music Festival, a radiothon that raised more than $1 million nationwide for the organization. Others who appeared on the broadcast included Ronnie Milsap, John Anderson, Dobie Grey and Jerry Clower. Pictured on the Opry stage during the show are (l-r): NKF chairman E. Bruce McLeod; Country Music Assn. (CMA) director Jo Walker-Meador; Conley; festival producer Gayle Hill; and festival director Jim Warren.

Big Al Downing

Big Al Downing working seven days a week (Including a 12-hour session on Saturdays) for a mere $90. “We walked into one club in Boston, he relates of the earlier period, "and the whole band was just leaving. We were going to go ahead and set up, and the bandleader took over the club manager and asked to get paid. The club owner said, 'Okay, put your hand down,' When he put out his handshake, he hit it with a baseball bat, and said, 'I didn’t like you, now you’ve been paid.' Here we are from Oklahoma watching this in a club we’re going to work, but the guy happened to like us, so we were all right!" Later, while playing solo at Ren’s in Washington, D.C., Downing was visited by Domino, who enjoyed Big Al’s playing so much he asked him to play Floyd Cramer’s “Last Date” three times consecutively. Eventually, Domino wound up recording a duet of Downing’s compositions, “Mary, Oh, Mary” and “Heartbreak Hill,” for ABC Records.

After bouncing around the East Coast and touring some foreign countries, Downing connected with producers Lance Quinn and Tony Bongiovani, who cut a disco record, “I’ll Be Holdin’ On,” in 1975. Released on the now-defunct Janus label, the platter brought Downing an appearance on American Bandstand, as well as a date at Madison Square Garden. However, when he went back into the studio to cut a follow-up, nothing seemed to click.

“We were looking for a way to do another disco hit or a blues record,” recalls Downing. “We went into the studio and tried to pick out some other songs that I had written for rhythm & blues and disco, and it didn’t work. It upset me, and when they went out of the room, I sat down at the piano and...”
The Only Trade To Devote A Full Page Every Week To Country Radio!
COUNTRY SINGERS

The ride 37
Lucille 38
You're out doing what I'm here doing 39
Our love is on the fault line 40
I'm movin' out 41
You can't run from love 42
Fool for you love 43
Stranger in my arms 44
Love is 45
Highway blues 46
You take me for granted 47
My lady loves me (just as I am) 48
Love affairs 49
I.O.U. 50
In times like these 51
Without you 52
Fly into love 53
Singing the blues 54
Poncho and Lefty 55
Always get lucky with you 56
All my life 57
Your love's on the line 58
Common man 59
Old man 60
After the depression 61
It's you 62
Potential new boyfriend 63
Foolin' 64
You're not leaving her tonight 65
Once you get the feel of it 66

Newly Country Singles

46
3
12
5-28
On 3878

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17
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Scott James/Rowe (RCA PB-13035)
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SUNOY

MARVIN

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"A Fire I Can't Put Out"

GEORGE STRAIT'S NEW SINGLE

FROM THE SMASH ALBUM...

FEATURING THE #1 HITS:

"AMARILLO BY MORNING," "MARINA DEL REY," "FOOL HEARTED MEMORY"

DEALERS:
CHECK YOUR STOCK ON GEORGE STRAIT'S FIRST ALBUM...

STRAIT COUNTRY

FEATURING:
THE HITS:
"UNWOUND," "DOWN AND OUT," "IF YOU'RE THINKIN' YOU WANT A STRANGER"

©1983 MCA Records, Inc.
COUNTRY RADIO HIGHLIGHTS

KEBC — OKLAHOMA CITY — AL HAMILTON — #1 — D.A. Coe
ADDs: Oak Ridge Boys, L. Lynn, B. Swain, E. Humprheir, B. Williams, J., M. Gray, B. Hender
son, T. Riley
WDLW — BOSTON — DUNCAN STEWART — #1 — D.A. Coe
ADDs: G. Campbell, H. Williams, Jr., J. Lee, J. and M. Younger, K. Carradine, Oak Ridge Boys
WAMZ — LOUISVILLE — COYOTE CALHOUN — #1 — D.A. Coe
ADDs: R. Charles, J. Reed, J. Fricke, H. Williams, Jr.
WCMX — NORFOLK — LEE MANNING — #1 — D.A. Coe
ADDs: T. Riley, B. Clark, J. and M. Younger, J. Greene
WPLO — ATLANTA — JIM CLEMENS — #1 — D.A. Coe
ADDs: B. Bell, B. Frezzie, G. Herdin

SINGLES REVIEWS

OUT OF THE BOX

RAY STEVENS (Mercury 812 496-7)
Mary Lou Nights (3:26) (Ray Stevens Music — BMI) (R. Stevens) (Producers: J. Kennedy, R. Stevens)
Known for his diverse range of songs, from "Abah The Arab" to "Everything Is Beautiful," Stevens relies on the Grammy winning style of the latter for this tune. The first song of his forthcoming LP. "Me," is a slow ballad about life after breaking up. The slow and tempos lyrics combine nicely to get Stevens off to a good start with his new record company.

RUSTY WIER (Complete CP-107)
TOM WOPAT (Columbia 38-03947)
Sha-Marie (3:14) (Central Songs — BMI) (B. Darnell, B. Hall) (Producers: H. Pedersen, M. Post)
RICH LANDERS (A.M.I. 1313)
SAM NEELY (MCA-52025)
When You Leave That Way You Can Never Go Back (3:50) (Music City Music, Inc. — ASCAP) (S. Clark, J. MacRae) (Producer: R. Chancey)
JESSEY HIGDON (Charts CH 179)
You've Got To Move Two Mountains (2:05) (Jobete Music — ASCAP) (B. Gordy) (Producer: C. Fields)
WONNIE C. JOHNSON (Mountain Music MMR Inc. 003)
BILL ANDERSON (Southern Tracks ST 1021)
Son Of The South (3:24) (Stallion Music Inc./Lowery Music Co. Inc. — BMI) (B. Anderson) (Producer: B. Anderson, N. Johnson)
HANK THOMPSON (Churchill 94026)
Once In A Blue Moon (2:46) (Gongmaker Music, Inc. — ASCAP) (M. Rossi) (Producer: H. Thompson)

NEW AND DEVELOPING

DAVID WILLS (RCA PB-13541)
The Eyes Of A Stranger (3:42) (Dick James Music, Inc. — BMI) (D. Davis) (Producer: B. Miser)
Wills second RCA single finds him riding atop a churning production that holds a little energy back in reserve. Another tune utilizing a single bar setting, the nighttime lyrical images are enhanced by slight guitar lines and crisp drum work. Wills' performance itself is convincing, increasing in intensity as the Mavis-produced record mounts to its final fade.

The follow-up to her gold "Just Sylvia," "Snapshot" finds the young songstress in an even more progressive mode than her last LP with shades of rockabilly and even Motown interspersed with her pop/country textures. Sylvia seems more poised and confident than ever with flawless readings of the tunes, while Tom Collins succeeds in taking a few daring chances in the production of the country disc. Best cuts include "Bobby's In Vicksburg" and "Who's Kidding Who." Expect plenty of pop and A/C airplay.
Gospel

Top 15

Spiritual

1. THE JOY OF THE LORD IS MY STRENGTH
   DOUGLAS MILLER AND THE TRUE KING CHOIR
   (Gospel Records PL-16008)
   5/28, Open
   1
   2

2. JESUS I LOVE CALLING YOUR NAME
   SHIRLEY CAESAR
   (Gospel Records MSB-6721)
   5/28, Open
   3
   3

3. YOU BROUGHT THE SUNSHINE
   THE CLARK SISTERS
   (Word Gospel MSB-132)
   5/28, Open
   5
   3

4. I'LL NEVER BE DONE WITH THE TROUBLES OF THIS WORLD
   JAMES CLEVELAND AND THE NEW JERSEY MASS CHOIR
   (Covers 5L-1479)
   5/28, Open
   6
   5

5. IT'S GONNA RAIN
   MILTON BRADLEY
   (Gospel Records MSB-685)
   5/28, Title Cut
   4
   6

6. PRECIOUS LORD
   AL GREEN
   (Gospel Records MSB-4702)
   5/28, Title Cut
   5
   4

7. LORD, YOU KEEP ON PROVING YOURSELF TO ME
   FLORIDA MASS CHOIR
   (Soul STG 707)
   "Bye Stoppa"
   5/28, Open
   1
   4

8. F.E. JACOBSON PLEDGE OF LOVE
   KEITH PRINGLE
   (Word 5001)
   5/28, Open
   3
   1

9. THE RICHARD SMALLWOOD SINGERS
   "I Love This Lord"
   (Gospel Records 10-53)
   5/28, Title Cut
   2
   2

10. ROUGH SIDE OF THE MOUNTAIN
    F.C. BARNES
    "Rev. Janie Brown"
    (International Records 1005)
    5/28, Open
    1
    2

11. NEVER GIVE UP
    NEW JERSEY BAPTIST CHURCH CHOIR
    (Gospel Records MSB-6702)
    5/28, Open
    1
    2

12. SACRAMENTO COMMUNITY CHOIR LIVE
    "Gospel Music Workshop of America Mass Choir"
    (Gospel Records MSB-6703)
    5/28, Open
    1
    2

13. I'LL NEVER LET YOU DOWN
    "Great Is The Lord"
    (Gospel Records RAR002)
    5/28, Open
    1
    2

14. AGE TO AGE
   A. MILLIKIN
   (Word Gospel MSB-687)
   5/28, Open
   1
   2

15. PEACE IN THE VALLEY
   B.J. THOMAS
   (Gospel Records MSB-6710)
   5/28, Open
   1
   2

16. MORE POWER TO YA
   JOE BUCKWALD
   (Star Songs SBP146)
   5/28, Open
   1
   2

17. STAND BY THE POWER
   ROGER MILLER
   (Imperial 1410)
   5/28, Open
   1
   2

18. STEP OUT OF THE NIGHT
   ANDRUS BLACKWOOD AND CO. (Greenview RS942)
   5/28, Title Cut
   1
   2

19. HE SET ME TO MUSIC
   BARBARA MANDELL
   (MCA/Songbirds MCA 3330)
   5/28, Title Cut
   1
   2

20. RIGHT FROM THE START
   JAY MILLER
   (Warner Bros. 1016)
   "You Call Me A Dreamer"
   5/28, Open
   1
   2

Gospel A
d

GOSPEL

1. "I GIVE YOU MY ALL" DISCONE.
   (Barnes Records DST 4109)
   "Day Of The Lord"
   5/28, Open
   1
   2

2. "LIFT UP THE LORD"
   SAND PATTI
   (Hollywood 3799)
   "How Majestic Is Thy Name"
   5/28, Open
   1
   2

3. "EQUATOR"
   MCCALL AND MILLICENT
   (MCA/Songbirds MCA 3327)
   "Having Trouble"
   5/28, Open
   1
   2

4. "SPIRIT WINGS"
   JOHN GOSPEL (Word WSB-8867)
   "Hosanna"
   5/28, Open
   1
   2

5. "THE LIVE CONCERT"
   RECON FRANCISCO
   (Seaweed NSP 3318)
   "Love Is Not A Feeling"
   5/28, Open
   1
   2

6. "LEGACY"
   CALLAHAN (MCA/Songbirds MCA 3021)
   "Love"
   5/28, Open
   1
   2

7. "AMAZING GRACE"
   "New Messiah"
   (Coral R3942)
   "Don't You Know"
   5/28, Open
   1
   2

8. "MICHAEL W. SMITH PROJECT"
   "Save Me"
   (Word Records RAR002)
   "Great Is The Lord"
   5/28, Open
   1
   2

Last note 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.

Ready To Roll — Sparrow recording artist Michelle Pillar recently visited label representatives in Nashville, Missouri, while discussing her current configured as The Pillar, the set for a mid-August release, was recorded in Muscle Shoals. Pictured are (l-r): Bill Hearn, vice president, marketing, Sparrow Records; Pillar; Billy Ray Hearn, president, Sparrow; Jerry Wallace, co-producer of "Reign On Me"; Lenny LeBlanc, co-writer and backup singer to "Reign On Me"; and Lonnie "Butch" Ledford, co-producer of "Reign On Me".

From Cash Box cover, June 4, 1983.
Twelve-Inch Discs Show Sales
Gain Beyond Urban Markets

(continued from page 23)

are rock or dance-oriented, and it's mostly because of club play without airplay action or album Maiden, and it's a great way to kick off both airplay and album sales.

Increased airplay of 12-inch product was noted by Wilma Nealy, singles and 12-inch buyer of the Music Plus chain based in Los Angeles. She reported that sales of 12-inch titles have been increasing for the last three months, and that the number of titles being stocked in that period has grown from 1,000 to 1,700.

The 25-store Co-op Records & Tapes chain based in Peoria, Ill., has also expanded its 12-inch selection in the last three months. Sue Anderson, manager of Co-op's wholesaler Sound Investment, said that she now carries everything on the dance/disco charts.

Consumer Feedback

"A few of our stores started requesting 12-inch titles, and the feedback was so good that I was encouraged to carry it all and do it right," explained Anderson.

The Co-op chain is located mostly in college towns in Illinois, Indiana and Wisconsin. At the Beloit, Wis. outlet, manager John McCallum reported getting requests for some 12-inch titles, and he said he was pronouncing a new 12-inch category and that new music titles were now "going over like hot cakes." He said that sales of the configuration had "really booted up" since the first of the year to where they now account for a whopping 25% of his business. "Customers are so hungry here that they need something immediately," explained McCallum. "No way are they going to wait for a 12-inch title to be released on an album." In response to the enormous demand for 12-inches at his store, McCallum is displaying the product in 10 rows taking up half of a wall, which it further divided in half to separate R&B and new music titles. Similarly, two full racks of 12-inch merchandise are evenly divided by genre.

Most of the other dealers queried also showed special merchandising methods for the 12-inch product. Record Bar keeps the discs in a separate area usually adjacent to the singles and broken down into soul and rock categories. Camelot's Tidwell said stores that do particularly well with the configuration mix some titles on the hot walls, "especially the ones with the nice picture covers like 'White Wedding' or black titles with cross over potential."

Both Camelot and Spec's include 12-inch singles in their new music sections, while Record Town and Music Plus stores have special dance music sections. At Everybody's Record Co., based in Portland, Ore., chain head Ken Keenan stood alone in offering "nothing extraordinary" in terms of 12-inch singles. Since noting that the configuration was showing sales increases in such smaller Oregon markets as Corvallis, Albany, and Eugene, Keenan said that the 12-inch field was being dominated by artist in the regular album bins. "That way we don't have to carry double inventory," explained Keenan.

All of the retailers predicted further growth in 12-inch sales. Camelot's Tidwell noted the expanding 12-inch record schedules of the major labels. "They realize the potential of the configuration, and since it won't go away, they might as well join in," she said.

Record Bar's Headly pointed to the increased use of picture sleeves by major labels, such as in the recent Prince 12-inch singles. She also noted a greater willingness on the part of both independent and major labels to offer deals "varying anywhere from 5% to 10% and extra detaling," even on a "guaranteed hit" like Michael Jackson's new "Wanna Be Startin' Somethin.'"

Headly further noted that domestic labels were catching up on the head starts usually given to importers of foreign 12-inch releases. "It used to be a month or two before a domestic company came out with 12-inch singles that were available on import," she explained. "Now the domestic labels are coming out with their own versions two or three weeks later. In fact, I just got word from Capitol is coming out with a 12-inch of Duran Duran's 'I'm Scared of Something I Should Know' on June 3."

'1999' Goes Platinum

LOS ANGELES — Controversial funk-rocker Prince recently picked up a gold award for his specially priced double-disc '1999' set, which the Recording Industry Assn. of America (RIAA) deemed has sold more than one million units. The two-record collection contains the hit singles '1999' and 'Little Red Corvette.'

These Little Piggys Sign With Variety

— Nashville-based rock act The Piggys recently signed an exclusive booking agreement with Shinoda International. The quartet, signed with Almo/IRving Music, is scheduled to appear on the WKDF/Nashville-sponsored "One For The Sun" concert event, which will also star such groups as Krooks, featured on a tape of the live act's (l-r): HOwie Toog, the group; David Conrad, publisher and producer of the group; Ronnie Brooks of the group; Rod Essig, Variety; Tom DelUca and Richard Watson of the group; and Ted Hacker, Piggys manager.

Motown's '25 #1 Hits' LP Spurred
By Success Of Anniversary Special

(continued from page 9)

Motown featured the '25' package along with its "25 Years of Grammy Greats" and "Motown Superstars Sing The Superstars," which ran six times throughout the two-hour telecast.

London said that dealers in Atlanta, Nashville, Miami, Charleston, Chats- tanooga, Augusta, Savannah, Jackson, Jack and mayor Orlando and Tampa, which tagged during the airing of the commercials in those markets.

"The very next day," said London, "People in the stores looking for the show soundtrack. There wasn't one, but stores encouraged consumers to buy the '25 #1 hit' package."

Attractively priced at $9.98, the double album set's sales began to "snowball in other markets like Chicago and in the Northeast."

Good Price

Aiding the spread of the package's sales in the ensuing weeks were radio features on Motown music, including 20/20 Music World's three-hour syndicated special on the company, which was distributed by the Creative Factor. Stations nationwide have anything from a one-hour to a seven-album set programmed for radio, titled "The Motown Story: The First 25 Years," which is being condensed to a five-EP consumer set and priced at $17.98 suggested.

Dealers, who have been preparing in-store display for the Motown anniversary product for the last month, that got men- tioned in the market commercialized included Musicland, Be Bops, Camelot Music, Peachees, Record Bar, Turtles, Franklin Music, Port O' Call, Mother's Spec's, Oz, Odyssey, Recordland, Grapevine, Starship, Vibrations, Shop and others.

"We spent a lot of money to mount this campaign," said London, "but it has paid off." He noted that a Turtle's records staff- er in Atlanta had said that the '25' package outgained the top-selling Fashon Sounds the first week after the TV special aired.

London said that label plans to continue with a selective TV advertising to a K-tel style commercial, but also targeting local dealers in each market.

"We've also heard that some dealers have been asked by certain accounts and are using it in store to help sell the product," London said, adding, "One guy in New York even put up a sign in the Motown show to sell his giant screen TVs."

THE GRAMMY WINNER AND THE GODFATHER — Churchill recording artist Roy Clark was recently presented with the Grammy Award that he won in February for Best Country Instrumental Performance from his "Live From Ole Town." James Brown, who records for Churchill/Augusta, attended the event. Pictured at the presentation are (l-r): David Webb, vice president, Churchill Records; Clark; Brown; Jim Hill, 12-inch merchandise, president, Churchill Records; and Terry Cline, assistant to the chairman, Halsey International.

Covered for sure that some of the stations in major markets couldn't run the advertising during the show, which is when we wanted to run it. But markets in Florida, Georgia, the Carolinas, Tennessee and Mississippi were allowed to run the ads."

The quartet is signed with Almo/1rving Music and will be part of the "One For The Sun" concert event which will also star other groups including Krooks.

The group also includes, "A Dream Come True," "Have a Little Faith," "Ridin' High," and "Sugar Pie, Honey Bunch." (Four Tops).

Aside from the attraction created by the music, there's a TV miniseries in the works, according to London, bought advertising time on NBC-affiliated stations throughout the Southeast. The sales executive explained, "We checked with NBC affiliates and distributors of Songwriters’ Coop

Formed In Atlanta

NASHVILLE — In response to the increased difficulty of successfully pitching outside songs to recording artists, a number of Atlanta-based writers have formed Songwriters’ Co-op, an organization that will record, publish and promote their songs.

The new enterprise will seek to reverse the pattern normally followed by record labels. Instead of signing artists and then selecting songs for them to record, Songwriters’ Co-op will choose the best material available from its roster of writers and then pick the artist to interpret it.

According to former Motown Songwriters’ Association president Don Bryant, co-op investor/writers contribute $300-$600 initially, followed by monthly payments of $50-$100, in exchange for which they receive votes in the selection of the songs to be recorded and the artists to perform them.

Bryant will produce the songs chosen for recording by the label's investor/writers at Bill Lowery's Snapfinger Music Studio. Interested parties may contact Bryant at (404) 981-0865.

Tuccar Label Bow With Johnson 45

LOS ANGELES — Tuccar Records, formed by Walter Tucker III and Lolita Carter, has released a double-disc set for him specially priced double-disc '1999' set, which the Recording Industry Assn. of America (RIAA) deemed has sold more than one million units. The two-record collection contains the hit singles '1999' and 'Little Red Corvette.'

The single, a dance track, is sung by Gary Johnson with Tucker and is backed with an instrumental track. According to its creators, the sound of the record has "the essence of a rising, erupting volcano of love which has been bottled up much too long."

For more information about the disc — available at the Warehouse, VIP Stores and Musicland — the record company can be reached at (213) 859-0323.

Motown's '25 #1 Hits' LP Spurred
By Success Of Anniversary Special

The Grammy Winner and the Godfather — Churchill recording artist Roy Clark was recently presented with the Grammy Award that he won in February for Best Country Instrumental Performance from his ‘Live From Ole Town.’ James Brown, who records for Churchill/Augusta, attended the event. Pictured at the presentation are (l-r): David Webb, vice president, Churchill Records; Clark; Brown; Jim Hill, 12-inch merchandise, president, Churchill Records; and Terry Cline, assistant to the chairman, Halsey International.
1. **Thriller**  
MICHAEL JACKSON (Epic OE 38113)  
5/8

2. **Hey Jude**  
THE BEATLES (Epic 60216-1)  
5/8

3. **All This Love**  
DeBARGE (Motown 60193)  
5/8

4. **I Want to Be a Man**  
Walter Davis  
9/5

5. **Lionel Richie**  
(Lion Records)  
6/3

6. **Computer Games**  
GEORGE CLINTON (Curtis 127-12368)  
4/27

7. **Conversations**  
KENNETH MASON (Malaco 412)  
37/8

8. **Bet Cha Say That To All The Girls**  
SHERI ESTHER HANNON (Columbia/AE 70089-9)  
43/4

9. **Kissing To Be Clever**  
CRESCENT BLUES (Virgin/Epic ARI 32599)  
36/14

10. **Midnight Love**  
MARY GAYE (Columbia CF 18917)  
31/29

11. **Fickle**  
MICHAEL HENDERSON  
(Buddah/Arista BS 8004)  
55/2

12. **Spectrum Thrills**  
THE TEMPTATIONS  
25/12

13. **Forever, For Always, For Love**  
GUY HENDRIX (EPIC FE 26383)  
40/34

14. **On the One**  
DANCE BANG (Motown 6021 ML)  
38/18

15. **Wright Back at You**  
(Motown 60256)  
23/7

16. **Janet Jackson**  
(Atlantic K 14577)  
41/32

17. **Kiddo**  
(ASH SP-4924)  
28/1

18. **Guardian of the Light Winner**  
(EMI WIND 1370)  
45/7

19. **Band Gap IV**  
THE BAND (ARCHIVE/PolyGram TE-1-3001)  
53/62

20. **Loneliness**  
LENNY WHITE (Elektra 9 0023-1)  
56/2

21. **Gentle Fire**  
THE ISLEY BROTHERS (Columbia AF 44406)  
54/5

22. **Don't Play With Fire**  
PEARL BRYANT (Capitol ST-12241)  
49/27

23. **Instant Funk**  
INSTANT FUNK  
47/17

24. **This is Your Time**  
HFR/Atlantic (ST-12271)  
42/11

25. **Dream of Tomorrow**  
LOUISE LAMONT (Haircut)  
39/4

26. **Heartbeats**  
YARNIGHT & THE PEOPLE  
(Contemporary/PolyGram TE-1-3001)  
48/13

27. **Dirty Situation**  
TYRONE BRUNSON  
(Origin/45 Promotions CBS 81416)  
50/12

28. **The Golden Age of Wireless**  
TOMMY DOBY (Capitol SD-12271)  
68/2

29. **The Other Side of the Rainbow**  
MELINDA MOORE (Capitol ST-12243)  
67/32

30. **Asphalt Gardens**  
THE PIPS (T-12271)  
59/6

31. **The Hunter**  
Joe SAMPLE (JACL-397)  
85/6

32. **Just Ain't Good Enough**  
JOHNNIE TAYLOR (A&M 2507)  
51/32

33. **All the Great Hits**  
RUFFREPORTED (Motown 62428ML)  
61/27

34. **Everybody Loves A Winner**  
GLENN JONES (RC ARI 38209)  
56/8

35. **Back From 25 Years**  
VARIOUS ARTISTS (ABC 12300)  
—

36. **Every Home Should Have One**  
PAUL WINTER  
(Outlook/Warner Bros. QWS 30391)  
62/35

37. **Let Me Get This Come**  
GROOVER WASHINGTON JR.  
57/26

38. **The Youth of Today**  
MUSICAL YOUTH (CIA 3389)  
72/21

39. **The S.O.S. Band**  
THE S.O.S. BAND (Janelph 63356)  
70/28

40. **Chaka Khan**  
(Warner Bros. 9 23767-1)  
74/5

41. **What Time Is It?**  
THE TEMPTATIONS (Warner Bros. 8 22701-1)  
71/38

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**Kliqueing in the Studio**  
— Long-time Commodores member Thomas McClary was recently in the studio with MCA Records trio Klique producing their debut LP due later this year. Pictured at the studio are (l-r): Isiah Suthers of the group; McClary; and Deborah Suthers and Howard Hunstberrry of the group.

WWFM — BALTIMORE — CURTIS ANDERSON, PD — #1 — TMUE

WNN — CHICAGO — RICHARD PEQUE, PD — #1 — MICHAEL JACKSON


WOMT — CLEVELAND — EBBOY MAGIC, PD — #1 — D. BOWIE


WAMU — WASHINGTON, D.C. — DONNIE SIMPSON, PD — #1 — MICHAEL JACKSON


‘Marketing Agreement’ Inked  
By Pickwick, Largo Music  
(continued from page 7)  

cover story. Francis Arno, strong 34,  
Des Moines, Dallas, Chicago, Hawaii  
and Somersett, Mass. Largo’s facilities  
in Maryland, where he serves as vice  
vice president of purchasing for the  
company, will remain in a buying role  
under the Pickwick umbrella.  

Product purchasing will be of utmost  
importance under the new management  
structure, according to Moran, who  
said that a lot of other accounts have  
different buying needs from the marketing and sales  

Schwartz Bros. Settles  
With Arista and RCA  
(continued from page 7)  

all litigation between the parties,  
including Schwartz Bros.’ $3 million  
action for breach of contract suit against  
the two companies, which resulted  
from Arista’s move to RCA branch  
operation and divestiture of the  
company.  

Robbin Arnold, division vice  
president, said that a company  
statement regarding its relationship  
with Schwartz Bros. could be  
expected next week. He also said that  
the settlement would have no effect on  
RCA’s current distribution of Arista product.  

The Schwartz Bros. settlement suggests  
the possibility that other independent  
distributors of Arista product might find it  
worthwhile to pursue similar legal  
remedies.  

stand point. Moran explained that he  
uses a comprehensive product — for  
different reasons, including attracting  
store traffic, acquiring gross dollar sales  
and creating a certain image in the  
marketplace.  

From the sales standpoint, Pickwick  
plans to refine its computer inventory  
system, which gets on the spot store  
reports on what items are selling what  
product needs. The company plans not just  
to be used in the stocking of new product.  

Computers are key to so much of the  
information we need; it’s a lot to process  
without them,” Moran said.  

Pickwick’s computer tickets, which  
allow the product shipped from its  
main distribution warehouse, are  
used in conjunction with Honeywell  
computer hardware. The system will  
now serve as the Largo facilities  

Another area of particular interest  
for Moran is advertising and promotion,  
where Mary Pietromonaco has been named  
vice president. He said that alignment of  
advertising and promotion campaigns  
with each of the company’s division  
is a prime goal for the company in its  

structured form, especially in regards  
to guiding promo resources to the  
proper market.  

Moran pointed out that Pickwick currently  
stocks more than 6,000 titles which  
are very low line inventory. “We want  
to be able to ship the bulk of our business  
for the Top 20 titles  

because they are normally used in  
promotions; we have a strong business  
in commanding.”  

The Pickwick executive added that  
the company’s inventory system allows  
company to meet the specific title by title  
needs of a given market, also noting  
that each region had its particular  

There are 32- and 12-inch singles  
and 10-inch albums, which are  
announced to be released with a  

HATLESS AT BACKSTREET  
— Backstreet Records recently signed the group Men  
Without Hats to a long term recording contract.  
First product from the band is a 12-inch  
mix of “Rhythm Of Youth” from the group’s  

The group has a debut album, “Rhythm Of  
Youth,” is due in June. Pictured standing  
are (l-r): Alan McCarthy, keyboards, Men Without Hats; Tom Aherne, director of product  
development/creative affairs, Backstreet; Colin Doroschuk, keyboards, Men Without Hats.  

SOUND/NEWS  
(continued from page 9)  

Pito, New live action follow-ups, of a sort, to March’s animated release, Disney’s  
American Heroes, are Johnny Tremain and The Sons of Liberty and The Great  
Locomotive Chase. In July, the recent theatrical release Trenchcoat, starring Margot  
Kidder and Robert Hays, will be made available to the home video market.  

In June, CBS/Fox issues Eiller Grantry, starring Burt Lancaster; Charge Of The Light  
Brigade, Dodge City, The Kentuckian, Run Silent, Run Deep, Separate Tables, Trazpeze,  
and The Fichton Makers. Francis Ford Coppola’s One From The Heart will be available  
June from RCA/Columbia Pictures Home Video, and vid industry insiders are predicting  
that the film which failed so spectacularly at the box office just could be a home video hit.  
The only obstacle, though, might be its price, a hefty $79.95. Also out from  
from RCA/Columbia will be a two cassette version of the Oscar-winning Lawrence Of  
Arabia; Alone In The Dark; Nightwing: Golden Boy, The Trouble With Angels, starring  
Hayley Mills, and two adult themed features Nuts and The Sensual Man . . . Monterey  
comes in a trio of grade B violence and exploitation flicks, High Heels, The Mean  
Machine and Love Butcher, as well as Sundance And The Kid . . . Who needs Bertil  
when there’s MasterVision? The tiny indie is teaching Basic Spanish, Italian and  
German in video three times a week.  

VIDEODITIES — in our journeys through the home video underworld, we  

sometimes stumble across those programs that don’t neatly fit into any particular  
category, and yet can’t quite be ignored. Like, some videos seem so non-commercial  
them videodities, exotic or perhaps esoteric little tapes that, in most cases, are  
available only through mail order. For example, Broadway Costumes, Inc. of Chicago  

inform us that the professional costume rental company has put out The Video  
Encyclopedia of Makeup, Volumes 1-3. A six-hour, three-cassette demonstration  
program, the Encyclopedia details the “application of stage, children’s theatre,  

fantasy, casualty and masquerade makeup,” with professional makeup artist  
Jeffery Segal as instructor. The encyclopedia is available in either VHS or Beta formats, with  
each volume going for $124.95, plus $2.50 per tape for shipping and handling (schools  
and libraries are entitled to a 10% discount. Broadway Costumes also has made up a  
29-week series of mail order video tapes that record a talk between an ad in a Los Angeles  

magazine censored was How To Test Cocaine For Quality from a company called Newsplash  
in Montchanin. According to the ad, this videotaped “Consumer’s Guide To Cocaine”  

instructs viewers (or abusers, as the case may be) “how to spot and identify adulterants  
and avoid the injection of unknown substances.” It also provides an “enteraining  

documentary” on the derivative of the coca leaf.  

SOUND/NEWS  
(continued from page 10)  

1995 Steam hit “Na Na Hey Hey Kiss Her Goodbye” is the first product from the label,  
which will cater to the dance craze on 12-inch singles. Existing staff at Quicksilver  

will deliver the product to the market place through its extensive indie network  

operates Marrakech. Serving as West Coast promotion rep for the new indie label is  

promoter Chris Jones, while the East Coast, meaning New York, is being worked by  
independent promoter Jerry Lembow. According to Metz, Ransom’s “is doing well  
on both coasts, with club play feeding New York sales and rotation on black radio  

selling in L.A. Handling marketing and sales for Quicksilver and Marrakech is  

Howard Silvera. Other acts slated for Marrakech vinyl in coming months are former  

Vendetta artists Sandra Veva and an import from Holland by the act L-O-V-E, led by  
Tony Sherman . . . Pilot Records is a new label led by industry veteran Wally Roker  

with partners Susan Joseph and Henry Marx . . . Blue Records has bowed under the  

guidance of The Manhattan’s stalwart Blue Lovett, who wrote the debut single from  

the New Jersey-based label, “D.R.” by Wish.  

IT’S SHOWTIME! — Show Industries’ City One Stop will be holding its now annual  
Salute to Black Music, Friday, June 10 from 11 a.m.-2 p.m. at the company’s facility in  
Los Angeles. Eats and entertainment are on the activity menu as the affair was lavishly  
catered last year and, like last year, this year’s fete will feature some top name artists.  
Included thus far are Michael Wycott, Kiddo, Brenda Russell, Joanie Sledge, the  
Bus Boys, and sports spectroscopy SportsHAUS. According to Alan Schwartz, vice president at Show Industries, the one stop sponsors the event to allow accounts to share some fun with the artists whose products they sell year- 
round.  

MARTINZ.  

--- End of story --
Addison Lagos: Developing Artists, Unlocking Creativity

by Nick Underwood

LONDON — An independent artist development company has been set up by an experienced psychologist who is applying his practised psychoanalytic tools to help bands and musicians to unlock their full creative potential.

Addison Lagos has gained considerable success in the past, working and applying psychotherapy, psycho-drama and general psycho-dynamics into the business world. This work has reapplied results with artists who have been able to escape from their day to day business and unlock their true talent.

A big campaign for the introduction in Italy of the Compact Disc (CD) has been started by Philips and Sony (the Sony players will be sold with a free CD record, imported from CBS). The results, according to Phonogram (which was the first company to distribute compact discs on the Italian market, from May 1), are very encouraging.

marlo de ltdug

United Kingdom

LONDON — WEA is set to release some of its biggest-selling artists for its European launch of the Compact Disc this summer. The company will launch nine titles initially, ranging from house hits LPS by Fleetwood Mac, Rod Stewart, George Benson, Al Jarreau and Christopher Cross to harder rock bands legal wrangles are still simmering between Rod Stewart and his co-manager, Billy Gait, despite their recent settlement. Gait is threatening legal action against a recent press release from Stewart that he claims contains several incorrect facts and a misrepresentation of the truth.

ELO is set to release its 10th LP worldwide, June 24, titled "Secret Messages." It's the first LP from the group in two years and has been single released from the platter, "Rock 'n Roll Is King," for release June 3. "The Boomtown Rats are back to road through the U.K. for a month's tour next month before leaving for France to record a new LP. The band has been on and off the road since Christmas...A&M Records hosted a press party this week for The Police to discuss the release of their new single, "Don't Stand So Close to Me," which is a hit on the pop charts. The band is a favorite of the "Synchronization," which is due out June 17...while WEA is doing the same for Rod Stewart, whose new single on Warner Bros., "Baby Jane," is out May 27. It is his forthcoming LP, "Body Wishes," Stewart recently announced his intention to live in the U.K. permanently after several years residing in Hollywood.

nick underwood

Pinto Named Managing Director, CBS Portugal

NEW YORK — Carlos Pinto has been named managing director, CBS Records Portugal. In his new position he will oversee daily operations for the company as well as obtain local artists for use in exploiting both the Portuguese market and the Bodlendian market.

Prior to joining CBS Records, Pinto was managing director at PolyGram Records Portugal. He has also served as deputy managing director/Arb director, PolyGram Records Spain.

Nick Underwood, who runs the company, said, "We are very pleased to have Carlos on board. He brings a wealth of experience and knowledge to our company. We are confident that he will be able to help us achieve our goals in Portugal."
<table>
<thead>
<tr>
<th>Title</th>
<th>Artist Label / Number</th>
<th>Week On Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>34 WE'VE GOT TONIGHT</td>
<td>KENNY ROGERS (Liberty LO-51143)</td>
<td>26 13</td>
</tr>
<tr>
<td>35 HAVANA MOON</td>
<td>CARLOS SANTANA (Columbia FC 36841)</td>
<td>32 7</td>
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<td>36 THE KEY</td>
<td>JOAN ARMATRADING (A&amp;M SP-4912) RCA</td>
<td>38 6</td>
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<td>37 KHINISPAR</td>
<td>GREG JOHNS (Beverley/Elephant 9 02244-1)</td>
<td>35 14</td>
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<td>38 ATF</td>
<td>AFTER THE FIRE (Epic FE 36823)</td>
<td>37 14</td>
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<tr>
<td>39 PLEASURE VICTIM</td>
<td>BERLIN (Geffen GHS 2016)</td>
<td>40 17</td>
</tr>
<tr>
<td>40 POWERLIGHT</td>
<td>EARTH, WIND &amp; FIRE (Columbia FC 36836)</td>
<td>30 14</td>
</tr>
<tr>
<td>41 HELLO, I'M NOT GOING</td>
<td>FREE (Columbia Atlantic 90063-1)</td>
<td>42 28</td>
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<tr>
<td>42 GET NEVOURS</td>
<td>PAT BENATAR (Chrysalis FV 41369) CSB</td>
<td>41 29</td>
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<td>43 BUILT FOR SPEED</td>
<td>STRAY CATS (EMI America ST-71707) CAP</td>
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<td>44 LOW RIDE</td>
<td>EARL KLUH (Capitol ST-12258)</td>
<td>53 6</td>
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<td>45 SHABBO SHOOB</td>
<td>HTOS (Atco 90072-1) WE A</td>
<td>46 12</td>
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<td>46 BLINDENED BY SCIENCE</td>
<td>THOMAS DOLBY (Capitol-LPL-15057)</td>
<td>44 18</td>
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<td>47 DAWN PATROL</td>
<td>NIGHT RANGER (Boardwalk 9B-32959-1) IND</td>
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<td>48 QUARTET</td>
<td>ULTRAVOX (Chrysalis 867 41369) CSB</td>
<td>45 14</td>
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<td>49 VISIONS</td>
<td>GLADYS KNIGHT &amp; THE PISS (Columbia FC 36805) CSB</td>
<td>71 3</td>
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<td>50 SPECIAL BEAT SERVICE</td>
<td>THE ENGLISH BEAT (ISLAND/ASTM SP 10033) RCA</td>
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<td>51 COMPUTER GAMES</td>
<td>GEORGE CLINTON (Capitol ST-12246)</td>
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<tr>
<td>52 OLIVIA'S GREATEST HITS VOL. 2</td>
<td>ALFRED ANDERSON (MCA 5347) MCA</td>
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<td>53 WE ARE ONE</td>
<td>MAIZE FEATURING FRANKIE BERRY (Capitol ST-12261) CAP</td>
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<td>54 MADNESS</td>
<td>(Geffen GHS 4003) WE A</td>
<td>67 7</td>
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<tr>
<td>55 NEVER SURRENDER</td>
<td>TRUMP (RCA AFL-14383) RACA</td>
<td>51 19</td>
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<td>56 WHAMMY!</td>
<td>THE B-52's (Warner Bros 9 23819-1) WEA</td>
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<td>57 THE HIGH ROAD</td>
<td>ROCKY MUSIC (Warner Bros 9 23804-1B) WEA</td>
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<td>58 TOUGHER THAN LEATHER</td>
<td>WILLIE NELSON (Columbia FC 36841) CSB</td>
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<td>59 LISTEN</td>
<td>(Geffen GHS 4003) WE A</td>
<td>68 7</td>
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<td>60 SPRING SESSION M</td>
<td>MISSING PERSONS (Capitol ST-12229) CAP</td>
<td>48 32</td>
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<td>61 MOUNTAIN MUSIC</td>
<td>ALABAMA (RCA AFl-14229) RACA</td>
<td>83 64</td>
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<td>62 DEEP SEA SEPIA</td>
<td>BANANARAMA (London 801 102-1-1) POL</td>
<td>64 8</td>
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<td>63 TOO TOUGH</td>
<td>ANGELA BOWLE (Arista AL 91616) IND</td>
<td>61 20</td>
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<td>64 SIDE KICKS</td>
<td>THOMPSON TWINS (Arista AL 6607) IND</td>
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<td>65 PLANET P</td>
<td>(Geffen GHS 4003) WE A</td>
<td>66 9</td>
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<td>66 STYLE</td>
<td>CAMEO (Atlantic Artists 811 072-1M-1) POL</td>
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<td>67 MODERN HARDY</td>
<td>CHAMPION (Columbia FC 36824) CSB</td>
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<td>68 AEROBIC SHAPE-UP II</td>
<td>JOAN GREGGINS (Paradise/Peter Pan PA. 1064) IND</td>
<td>65 24</td>
</tr>
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<td>69 BETWEEN THE SHEETS</td>
<td>THE ISLEY BROTHERS (T-Neck FZ 16741) CBS</td>
<td>164 2</td>
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<td>70 UNTOUCHABLES</td>
<td>LAKESIDE (Solar/Elephant 9 02244-1) WEA</td>
<td>78 4</td>
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<td>71 KEYED UP</td>
<td>RONNIE MILSAP (RCA AFl-4670) RCA</td>
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<tr>
<td>72 NAKED EYES</td>
<td>(EMI America ST-71708) CAP</td>
<td>82 8</td>
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<td>73 NIGHT AND DAY</td>
<td>JOE JACKSON (A&amp;M SP-4906) RCA</td>
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<td>74 WILD &amp; BLUE</td>
<td>JOHN ANDERSON (Warner Bros 9 23721-1) WEA</td>
<td>58 14</td>
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<tr>
<td>75 CUT</td>
<td>GOLDEN EARRING (21 T-T-1-9004) POL</td>
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<tr>
<td>76 ARCADE</td>
<td>PATRICK SIMMONS (Elephant 9 0225-1) WEA</td>
<td>70 7</td>
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<tr>
<td>77 PONCHO &amp; LEFTY</td>
<td>MERLE HAGGARD &amp; WILLY NELSON (Capitol FE 36829) CSB</td>
<td>80 19</td>
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<td>78 PIECE OF MIND</td>
<td>O'BRYAN ST-12261) CAP</td>
<td>73 14</td>
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<td>79 INFORMATION</td>
<td>DAVE EDMUNDS (Columbia FC 36815) CSB</td>
<td>99 3</td>
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<td>80 SCOOP</td>
<td>PETE TOWEN/HEND (Arista 90063-1) CAP</td>
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<td>81 YOU AND I</td>
<td>O'BRYAN ST-12261) CAP</td>
<td>73 14</td>
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<td>82 FRIEND OR FOE</td>
<td>ADAM ANT (Capitol AFl-38270) CSB</td>
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<td>83 KASHIF</td>
<td>(Arista AL 9620) IND</td>
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<td>84 HOOKED ON CLASSICS III — JOURNEY THROUGH THE CLASSES</td>
<td>LOUIS CLARK conducting the ROYAL PHILHARMONIC ORCHESTRA (RCA AFl-15488) RCA</td>
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<td>85 ALWAYS ON MY MIND</td>
<td>WILLIE NELSON (Columbia FC 37651) CSB</td>
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<td>86 EINZELHAFT</td>
<td>FALCO (A&amp;M SP-5-4951) RCA</td>
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<td>87 THE HUNTER</td>
<td>JOE SAMPLE (MCA-5397) MCA</td>
<td>76 11</td>
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<td>88 NO GUTS ... NO GLORY — MOLLY HATCHET (Capitol FE 36829) CSB</td>
<td>77 12</td>
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<td>89 MEMORIES</td>
<td>MARIE TRESSAND (Columbia FC 37676) CSB</td>
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<td>90 WHO'S GREATEST HITS</td>
<td>(MCA-5408) MCA</td>
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<td>91 STEVE ARLINGTON'S HALL OF FAME</td>
<td>(Atlantic 7 80449-1) WEA</td>
<td>89 13</td>
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<td>92 JUICY FRUIT</td>
<td>MTUME (Epic FE 36843) CSB</td>
<td>118 3</td>
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<td>93 TAKE IT TO THE LIMIT</td>
<td>WILLIE NELSON WITH WYLTON JENNINGS (Columbia FC 36825) CSB</td>
<td>106 4</td>
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<td>94 SERGIO MENDES</td>
<td>(A&amp;M SP-4927) RACA</td>
<td>121 4</td>
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<td>95 THREE LOCK BOX</td>
<td>SAMMY HAGAR (Geffen GHS 2021) WE A</td>
<td>84 24</td>
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<td>96 MONEY AND CIGARETTES</td>
<td>ERIC CLAPTON (Atlantic 90039) MLP</td>
<td>79 16</td>
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<td>97 MURMUR</td>
<td>(Duck/Warner Bros 9 23737-1) WEA</td>
<td>79 16</td>
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<td>99 ANOTHER PAGE</td>
<td>TOM PETTY AND THE HEARTBREAKERS (Backstreet/SR 3620) RCA</td>
<td>81 25</td>
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<td>100 GREATEST HITS</td>
<td>MELISSEA MANCHESTER (Arista AL 9811) IND</td>
<td>92 16</td>
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<td>Track</td>
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<td>101</td>
<td>HIGH ADVENTURE</td>
<td>Kenny Loggins</td>
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<td>102</td>
<td>IN OUTER SPACE</td>
<td>Sparks</td>
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<tr>
<td>103</td>
<td>THE GETAWAY</td>
<td>Lush</td>
</tr>
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<td>104</td>
<td>THE NYLON CURTAIN</td>
<td>Falco</td>
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<td>105</td>
<td>WHEN THE GOING GETS TOUGH</td>
<td>Falco</td>
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<td>106</td>
<td>MIDNIGHT LULLABY</td>
<td>Falco</td>
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<tr>
<td>107</td>
<td>RECORDS</td>
<td>Falco</td>
</tr>
<tr>
<td>108</td>
<td>GREATEST HITS</td>
<td>Falco</td>
</tr>
<tr>
<td>109</td>
<td>AFTER THE SNOW</td>
<td>Falco</td>
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<tr>
<td>110</td>
<td>GET LUCKY</td>
<td>Falco</td>
</tr>
<tr>
<td>111</td>
<td>SWEAT</td>
<td>Falco</td>
</tr>
<tr>
<td>112</td>
<td>I'M SO PROUD</td>
<td>Falco</td>
</tr>
<tr>
<td>113</td>
<td>DENICE WILLIAMS</td>
<td>Falco</td>
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<td>114</td>
<td>AMERICAN FOOL</td>
<td>Falco</td>
</tr>
<tr>
<td>115</td>
<td>LIVELIEST BAND</td>
<td>Falco</td>
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<tr>
<td>116</td>
<td>STAR PEOPLE</td>
<td>Falco</td>
</tr>
<tr>
<td>117</td>
<td>TWISTING BY THE POOL</td>
<td>Falco</td>
</tr>
</tbody>
</table>

**Alpha Beat Top 250 Albums (By Artist)**

<table>
<thead>
<tr>
<th>Artist</th>
<th>Albums</th>
<th>Weeks on Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>Peter Frampton</td>
<td>65</td>
<td>1977</td>
</tr>
<tr>
<td>Elvis Presley</td>
<td>60</td>
<td>1977</td>
</tr>
<tr>
<td>The Beatles</td>
<td>60</td>
<td>1969</td>
</tr>
<tr>
<td>The Rolling Stones</td>
<td>60</td>
<td>1969</td>
</tr>
<tr>
<td>Bob Dylan</td>
<td>60</td>
<td>1968</td>
</tr>
<tr>
<td>The Beach Boys</td>
<td>60</td>
<td>1967</td>
</tr>
<tr>
<td>The Who</td>
<td>60</td>
<td>1967</td>
</tr>
<tr>
<td>The Doors</td>
<td>60</td>
<td>1967</td>
</tr>
<tr>
<td>Led Zeppelin</td>
<td>60</td>
<td>1969</td>
</tr>
<tr>
<td>Jimi Hendrix</td>
<td>60</td>
<td>1969</td>
</tr>
<tr>
<td>The Beach Boys</td>
<td>60</td>
<td>1967</td>
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<td>The Who</td>
<td>60</td>
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<td>The Doors</td>
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<td>Bob Dylan</td>
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<td>The Beach Boys</td>
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<td>1967</td>
</tr>
<tr>
<td>Bob Dylan</td>
<td>60</td>
<td>1968</td>
</tr>
</tbody>
</table>
House copyright subcontractee staffer for not taking up the proposed copyright revision in dealing with rental practices of both audio and video programs. The House bills H.R. 1027 for audio and H.R. 1029 for video; both were introduced by Rep. Don Edwards (D-Calif.).

Both Sen. Mathias and Rep. Edwards have also introduced similar bills dealing with the rental practices under license and tape programs. These bills would hold blame less, as far as copyright infringement is concerned, on rental program suppliers as on the program suppliers for non-commercial use. The proposed legislation also would allow suppliers to impose a copyright royalty fee on the sale of both domestic and imported taping equipment — including blank audio and video tapes.

**Compensation For All**

Sen. Hatch's interest, it was explained, came from his earlier representation as a private lawyer of entertainment clients and his interest, as a member of the subcommittee, in ensuring that both the copyright owner of the basic work as well as the first-time supplier of the work under license be compensated fairly in rental practices. This is similar, it was noted, to the copyright protection of the performance right where the existence under the copyright owner is paid a fee by the record company for the use of their record album.

Commenting on the subcommittee's action, Stanley Gortkov, president of the Recording Industry Assn. of America (RIAA), and a strong supporter of the bill, said: "S-32 places the control of audio record rentals just where it belongs — in the hands of the copyright owners. Continuing positive action in Congress will curtail a budding practice ominous to creators and the entire music community."

**Euro Tec Records Bows**

LOS ANGELES — Record producer Bruce Hines has formed a new label with main headquarters in North Lake Tahoe, Nevada and offices in Hollywood. The company's first release, slated for the summer, is an album by Michael Bruce, the original guitarist/keyboadist with the Alice Cooper band. The LP was produced by Cherry and Brezner at L.A.'s Record Plant and Phoenix, Ariz.'s Pantheon Studios. Later this year, Caplin will release an album by San Francisco's The Limits.

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**SERVICES COIN MACHINE**

AC REWARDS LOCKED AHEAD. Send lock and the key word you use to mail. As long as they reply at 3000, c/o Batteries, No. 3 Machine, 100 East St., Chicago, Ill. 60610.

**Bar-B-Q Bunch** — Billy's Bar-B-Q, a restaurant specializing in ribs, chicken and other down-home delicacies, has been frequented by a number of record company and entertainment industry people recently. Seen here at a Billy's bash (left) are Cherry Minkin, vice president, promotion; A&M Records, ex-Mamas & The Papas vocalist Michelle Phillips; Billy Bass, owner of Billy's Bar-B-Q and former Chrysalis and Motown executive; and Linda Gray.

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**East Coastings**

(continued from page 14)

and instead use strings and an acoustic guitar. It turned out that we really liked the track and it was a real kick." Navada Michael Walden became a force in the music scene in the '70s when he replaced Billy Cobham as the drummer for John McLaughlin's Mahavishnu Orchestra. Since then, Walden has moved from the fusion sphere to the world of R&B and built a reputation as a producer through his own recordings and projects with Stacy Lattisaw, Sister Sledge, Angelo Bobill and Phyllis Hyman. Queried on the shift of direction, Walden offered a hard-tacks explanation: "I have been hammering at communicating through music and have found that it's given me a lot of clout to make things people want to buy," he said. "My first music wasn't supported, and you have to make hit records or get off. I love all music, and maybe that's why I haven't really had a hit. I like to try a lot of new things, like on 'Reach Out' I consciously put the African thing in (a synthesizer program that sounds like a Kalimba) just try to use my own musical feelings and the modern technology to update it..." On the eye of their label folding. Faustly foursome The Bangles discussed their future: "We're planning on expanding our vocal situation," said guitarist Susananna Hoffs. "We're looking to work with and against each other a bit more, and we're always looking for different instruments. We'll probably use dulcimer on the next record, which will be a full LP, and we wanted to use bagpipes on the first EP, but it was such a low budget project."

**Points West**

(continued from page 13)

minute videotape of a concert starring Earth, Wind & Fire, Rod Stewart, Genesis and Refrigerator's legendary's $350 grand as a result... Robblie Fields' ebullient, if evasive, Posh Boy Records label has put out a new series of discs, including Channel 3's second album, "After the Lights Go Out," the sophomore LP by Sparks sidemen Glimmer Spiney entitled "Walk on Well Lighted Streets" and a compilation platters dubbed "Posh Hits Vol. 1," with contributions from the Circle Jers ("Wild in The Streets") Black Flag ("Louie Louie") and Agent Orange ("Everything Turns Grey.") Island Records' third album, "Adventures in Success" with "Will Powers," taken from the LP "Dancing For Mental Health." With fortune cookie music messages by Stili and Robert Palmer, the album also boasts guest appearances by Steve Winwood, Tom Baly of Thompson Twins, Nile Rodgers, Shakespeare Brothers, Todd Rundgren, Mary Beth Hart, Karen Alaina, Sven Hunter, Carly Simon, Gwen Guthrie and Ellen Foley, with production by Rundgren. Billed as "mental aerobics," the Adventures single — co-written and produced by Steve Stili and Robert Palmer — has been a no. 1 hit when accompanied by its dazzling, animated video clips... Notorious exotica vocalist Candy Barr is the cover girl of the new Surf Raiders LP released last week, "Surf Bound," distributed by Enigma.

jaffrey resner
AROUND THE ROUTE
by Camille Compassio
Amusement & Music Operators of Tennessee (AMOT) is to be commended for securing a sizeable reduction in the state's newly passed video tax bill, and a very significant amendment, as well, that will relieve operators of what could have been a very burdensome assessment. The bill, as passed, calls for an annual $100 per machine tax — period! In its proposed form (Cash Box, Feb. 26), the bill had required a $1,000 annual license fee, plus an annual $200 per machine tax. Thanks to the efforts of AMOT and the full support of its membership, with letters, phone calls, personal contact with legislators and numerous meetings with officials, as well as the leadership in both houses, operators have a bill they can live with — and an amendment that provides further relief in its specification that the new bill is in lieu of all other local and state taxes. This means, among other things, that under the terms of the new bill, ops in the various municipalities requiring a tax on collections will no longer have to pay this tax. Here's further evidence of your state association in action!
State Sales & Service Corp. of Baltimore, Md., hosted a gala celebration in Virginia on Thursday, May 12, to
(continued on page 40)

FUNDED BY ATARI
Harvard Symposium Explores Benefits Of Video Game Play

LOS ANGELES — A conference at Harvard University called "Video Games and Human Development" drew over 100 participants to the Ivy League campus in Cambridge, Mass., on May 22-24. Funded by Atari's Institute for Educational Action Research to the tune of $40,000, the three-day symposium featured a variety of educators speaking on the benefits of games, as well as a hands-on exhibit area.
In addition to the familiar statement that video games improve hand-eye coordination, the game proponents also said playing the electronic diversions can help further develop inductive reasoning, spatial perceptions, motivation, attention span and handling multiple variables interacting simultaneously. Among the orators present at the conference were William Lynch, a psychologist who deals with brain-injured adults in Palo Alto, Calif.; B. David Brooks, a consultant and teacher at the University of Southern California; Edna Mitchell, chairman of the education department at Mills College in Oakland, Calif.; and Patricia Greenfield, a psychology professor at the University of California at Los Angeles, specializing in children's language and cognitive skills.
Sponsored by the Harvard Graduate School of Education, the conference was officially started with a keynote address by psychologist Robert Kegan, entitled "Donkey Kong, Pac-Man and the Meaning of Life: Casual Reflections in River City."
Brooks, who's appeared as a witness in several legal cases as well as on television talk shows discussing how video games affect the behavior of youth, described his study of 973
(continued on page 41)

AGMA To Sponsor Trade Show In '84
CHICAGO — The Amusement Game Manufacturers Assn (AGMA), at its recently held general membership meeting, May 19-20, in Alexandria, Va., voted to sponsor an annual trade show, commencing in late winter or early spring of 1984. The event is tentatively referred to as a "Spring" trade show, however, further details as to the exact date and location will be determined by AGMA at a future time.
A highlight of the annual meeting was the presentation of the first annual AGMA Award, known as the Joseph Robbins Coin-Op Award (named for the association's president). It is a "traveling" plaque, presented for an annual term in recognition of an individual's "outstanding participation, contribution and
(continued on page 40)
**INDUSTRY NEWS**

**AROUND THE ROUTE**
(continued from page 39)

**WICO NAMES WALTER VP, MARKETING, SALES**

**CHICAGO** — Alan R. Walter has been appointed vice president-marketing and sales for Wico Corporation of Nilex, Illinois. Walter comes to Wico from Dresser Industries of Franklin Park, Illinois, where he was director of product management for S-K Handtools. In his new position, he will be responsible for management of sales and distribution through Wico manufacturing representatives. His additional areas of responsibility include marketing and product development in both the distribution and consumer divisions.

Walter is a veteran national commercial and consumer product marketer. He was formerly associated with Gulf & Western Industries, New York City, as general sales and marketing manager for a home furnishings division and with General Electric Co., where he served in consumer product marketing and sales.

Walter, who holds a M.B.A. degree from Michigan State University, resides with his wife in Barrington Hills, Illinois.

**GONZALEZ JOINS CIRCLE INTERNATIONAL SALES STAFF**

**CHICAGO** — Dan Gonzalez has joined Circle International as a sales representative in Circle's Los Angeles office, according to an announcement from Dean McMurdie, chief executive officer.

Gonzalez, former director of purchasing for Sega Centers, has been involved in the coin machine industry for over 20 years. In commenting on his new affiliation, he said, "I am pleased to be a part of Circle International's team. Where my expertise in game purchasing and sales can be best utilized. The position at Circle will offer me many challenges and continued professional growth."

The Los Angeles office of Circle International is located at 2225 W. Pico Blvd.

**CALENDAR**

May 13-15: Wisconsin Amusement Music & Mercantile Show; Sheridan Hotel Madison, Wis.
May 20-22: Music and Amusement Assn.; annual convention; Concord Hotel; Keansha Lake, N.Y.
June 9-12: Amusement & Music Operators of Tennessee; state convention; The Peabody; Memphis, Tenn.
June 16-18: Ohio Music & Amusement Assn.; state convention; Hyatt Regency Columbus; Columbus, Ohio.
Sept. 8-11: No. Carolina Coin Operators Assn.; state convention & trade show; Hyatt House; Winston-Salem, N.C.
Oct. 13-16: NAMA National Convention; McCormick Place; Chicago, Ill.
Nov. 3-8: National Home Electronics Show; Arlington Park Exhibition Hall; Arlington Heights, Ill. (Chicago Suburb).

**MUCHO CONGO BONGO — SEGA ELECTRONICS RECENTLY REVELED UP PRODUCTION ON ITS NEW CARTOON ADVENTURE GAME, "CONGO BONGO," WHICH INVOLVES A FEARLESS HUNTER CHASING A MISCHIEVOUS GIRAFFE THROUGH A DENSE JUNGLE ENVIRONMENT. "OPERATORS HAVE BEEN HOLDING BACK ON THEIR PURCHASES, LOOKING FOR THAT HOT GAME," SAID SEGA VICE PRESIDENT OF MARKETING AND SALES, BOB ROTHENBAUM, AND CONGO BONGO APPEARS TO BE IT." PICTURED ABOVE ARE PRODUCTION WORKERS CHURNING OUT DOZENS OF THE ARCADE UPRIGHT COIN-OP MACHINE.

**1983 NAT'L HOME ELECTRONICS SHOW SET FOR NOV. 3-6 IN SUBURBAN CHICAGO**

**CHICAGO** — The 1983 National Home Electronics Show, focusing on the latest in electronics technology for the home, will be held Nov. 3-6, at the Arlington Park Race Track Exhibition Hall in Arlington Heights, Ill., a Chicago suburb.

In announcing the premiere exposition, Richard Arsfeld, vice president of the Trade Show Division of Lincoln Merchandising, the show's organizer, said, "Americans have long seen electronics reshape the business sector. Electronic products and personal computers have made their way into the homes of people who never dreamed of owning such equipment."

**BUSINESS BUILDERS OFFERS PLASTIC 'CLUB CARDS'**

**CHICAGO** — Plastic "Club Cards" can be provided by Business Builders, members of the Chicago-based organization, for promotional and merchandising purposes, are currently being offered by Business Builders members. Cards in bulk orders at rush-one-week production time, if required.

Some operators had requested smaller quantities or were trying to meet a special date to start their player clubs, so I found a supplier who could meet their demand," explained Carol Kanter, president of Business Builders. Business Builders.

The cards, measuring 2 1/8" x 3 1/8", are good quality 30 gauge plastic, printed in the silk screen process. They come in many colors of plastic, can be printed in any standard color and can be embossed with consecutive numbers or individualized with special prepaid embossing service.

"Player Clubs are one of the most effective ways to build customer loyalty," noted Kanter. "There are so many different ways to run a club, but all of them require some type of special identification for members. Plastic cards are practical, efficient and give the membership a higher perceived value. Cards designed around free play pacts are the most popular type," she added. "However, more and more organizations are starting daily privilege clubs and special contest clubs.

Operators desiring a sample card may send their logo and a rough sketch of what they would like the card to look like to Business Builders, 10381 S. De Anza Blvd., Suite 209, Cupertino, Calif., 95014 or they may call the firm at (408) 446-4400 for further information.

**SERVICE TIPS**

This week's service tips, from SMS Manufacturing Corp. (Point Pleasant Beach, N.J.), pertains to adjusting coin mechanisms to reject Canadian quarters and is applicable to all SMS games. The procedure for making the adjustment is as follows:

**Step 1** Remove coin mechanism.
**Step 2** Locate lever on top of coin mechanism, which, when depressed, reject coins.
**Step 3** With pliers, bend the tip of that lever upwards 1/4 inch. This allows for more room internally when lever is depressed.
**Step 4** Replace coin mechanism.

No parts are needed for this adjustment, and the only tool required is a pair of pliers. Any questions regarding this procedure may be directed to the SMS service department at (201) 295-2777 (in New Jersey) or (800) 221-0138 (outside of New Jersey).
ITLL FIT — Sega’s recently debuted “Star Trek” sit-down game, with its unique design and size, has dispelled the notion that cockpits are limited to arcades only. Boldly styled in gleaming white plastic and smocked plexiglass for hi-tech appearance, the Star Trek cockpit has opened a new universe of opportunities. Locations that until now were deemed “off limits,” to sit-down games, as noted by Bob Rosenbaum, Sega’s vice president-marketing and sales. “Taking up about as much floor space as a player standing at an upright game, the cockpit model fits comfortably into locations such as convenience stores where floor space is at a premium, and grocery store operations as well.” Additional sites that have been untapped for cockpits are taverns and bowling alleys, according to Rosenbaum.

The Attraction.

“Tremendous player popularity and earnings strength, consistency of earnings and the longevity of Star Trek have already made the upright model a winner,” he said. “And now, as a result of a major commitment to our suppliers, Sega is able to offer its outstanding Star Trek cockpit in the price range of an upright game. This is a super opportunity for any location operator.” As a further illustration, Sega supplied the accompanying photos of the Star Trek cockpit in (1+) a bowling alley; a grocery store; a convenience store; and a tavern. The model is available through factory distributors.

ICMOA Annual Meeting Set For June 10-12

CHICAGO — A Full agenda of business meetings and social activities has been planned by ICMOA for the Illinois state group’s annual meeting, which will be held June 10-12.

Coinco Names Shepard

CHICAGO — Mark Shepard has been named branch manager of the Baltimore, Maryland branch of Coin Acceptors, Inc. (COINCO), as announced by Jim Douglass, vice president-marketing, of the St. Louis-based company.

In his new position, Shepard will be responsible for the sales and service management of the Baltimore branch covering the Maryland and eastern Virginia territories. He was previously a sales and service representative for Coinco’s Pittsburgh, Pa., branch, where he covered the western New York and western Pennsylvania region.

Prior to joining Coinco, Shepard worked as a restaurant administrator for the Sheraton Corp. in State College, Pa. He received a B.A. degree in English from Penn State University and makes his home in Baltimore, Md.

at the Springfield East Holiday Inn (Holodiem) in Springfield, Ill.

Guest speakers for the general membership meeting on Saturday afternoon will be AMOA president Wesley Lawson and AMOA executive vice president Leo Drost. Charles Ross, president of Innovative Management Consultants, will conduct a seminar covering “Depreciation, R.O.I. and Computer Application for the Amusement Operator,” commencing at 9 a.m., Saturday morning. An afternoon seminar, titled “What’s Going On With Conversions?”, will be conducted by Floyd Babbit of Bally Midtown Ding (Chicago).

Other activities will include the annual ICMOA “Guys & Gals Golf Tournament,” June 10, a banquet and floor show, June 11, and the “Men’s Golf Tournament,” June 12.

An early-bird cocktail party will take place on Thursday evening, June 9, preceding the official opening of the annual meeting, and a board meeting and president’s reception have been scheduled for Friday afternoon.

New Equipment

Space Gyration

Centuri, Inc., began shipping its initial sample orders of “Gyrrus,” a new multi-station, interactive adventure game, the week of May 16, as announced by company president Arnold Kaminkov, who indicated that this is one of the largest sample orders ever produced in Centuri’s history. Gyrrus is being manufactured under license from Konami Industries of Japan.

“Clearly one of the smash hits of the recent Amusement Operators Expo [AOE] in Chicago, Gyrrus has the potential to become one of the all-time great coin-operated video games ever produced,” said Kaminkov.

“Distributors and operators who saw the game in Chicago will be extremely pleased with the final product,” he added. “We’ve improved on what many felt was an absolutely perfect game.”

At the start of the game, the player begins a 23-stage adventure to the distant dark planet Neptune, almost 3 billion miles from Earth. His progression through these stages brings him closer to home.

“The extraordinary game theme and graphics are further enhanced by a remarkable original musical score,” Kaminkov noted. A computer-generated version of a classic musical theme has been programmed into Gyrrus and is synchronized with the game play.

“This innovative feature of mixing music and sound with the game play is an industry first, and one we expect will be imitated,” he added.

Gyrrus will be produced in upright and cocktail table models. “Both models will feature new cabinet designs,” according to Kaminkov. “The upright model places the monitor in greater proximity to the player, while the cocktail table version features a complete new design that includes a full-size, 18-inch monitor.

The new game will be available through factory distributors. Further information may be obtained by contacting Centuri, Inc., 245 W. 74th Place, Hialeah, Florida 33014.

Harvard Meet Probes Games Issues

(probed from page 39)

young people from 10-18 years old who frequented arcades. According to Brooks, the vast majority of kids who go to game rooms don’t cut school or use drugs while playing and spend roughly eight hours a week in family amusement centers. “The arcades themselves do not present the danger we read about in the media,” he concluded from his comprehensive analysis.

Another survey, by Edna Mitchell, was conducted with 20 families who purchased home video game sets and who felt the machines didn’t harm their kids’ schoolwork. Mitchell added that 40% of the parents queried said the same electronic game systems actually improved their children’s grades. In addition, she claimed families seemed to spend more time together when playing the games and hailed the entertainment medium as a means of promoting family stability.

Professor Greenfield remarked that children seem to be picking up keener powers of observation through the games, as well as an understanding of how different variables can act simultaneously and react with each other. As a result, more children are participating and controlling the action of the television screen instead of just watching TV programs with drone-like attention, becoming active, rather than passive, viewers.

AMOA EXPOSITION 1983... "Reflecting A Proud Industry" ...

INTERNATIONAL EXPOSITION AMUSEMENT & MUSIC OPERATORS ASSOCIATION OF GAMES AND MUSIC

THE RIVERGATE, NEW ORLEANS, LOUISIANA HILTON HOTEL HEADQUARTERS OCTOBER 27-30, AMOA EDUCATION PROGRAMS OCTOBER 28-29-30, INTERNATIONAL EXPOSITION AMOA's International Trade Show for Coin-Operated Games, Music and Allied Products
MANUFACTURERS' EQUIPMENT

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

CENTUR
Route 16 (5/81)
Route 16 Elite (4/81)
Pleasades (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)
Gyruss (5/83)

CINEMATRONICS
Armor Attack (5/81)
 solicit 'Em Poker (31)
Jack The Glankiller (4/82)
Noggy Boy (5/82)
Cosmic Chasm (4/83)

DATA EAST
Explorer (9/82)
Bump 'N Jump (10/82)

DYNAMO
Lil Hustler (12/81)

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

GAME PLAN
Invader (2/81)
Tank Battation (3/81)
Killer Comet (4/81)
Megattack (9/81)
King And Balloon (10/81)
Enigma II (10/81)
Kaos (11/81)
Pot Of Gold (2/82)
Hole In Pon (3/83)

GAMETECTORS
Tri-Pool (1/82)

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

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

INTREPID MARKETING
Beester (1/83)

NAMCO AMERICA
Speed Licks (4/83)

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

NINTENDO
Donkey Kong Jr. (8/82)
Popeye (12/82)

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

SEGA/GREMLIN
Astro Blaster (3/81)
Pulsar (4/81)
Space Odyssey (7/81)
Space Fury (7/81)
Frogger (9/81)
Eliminator (12/81)
Turbo II (1/82)
005 (1/82)
Eliminator 4-player (2/82)
Zaxxon (4/82)
Turbo Mini-Uprising (5/82)
Zoktor (8/82)
Subroc 3-D (8/82)
Pengo (10/82)
Tie Scram (10/82)
Buck Rogers (12/82)
Super Zaxxon (12/82)

Total

MONSTER BASH (12/82)
Star Trek (2/83)
Star Trek, cockpit (2/83)

SIGMA
LauncheZ (12/81)
Rolling Star Fire (12/81)

STER.
The End (3/81)
Scramble (4/81)
Super Cobra (7/81)
Moon War (10/81)
Turtles (11/81)
Strategy X (11/81)
Jungle (2/82)
Frenzy (5/82)
Tazz-mania (5/82)
Tempest (7/82)
Dark Planet (11/82)
Lost Tomb (12/82)
Bagman (2/83)
Mazer Blazer (3/83)

TAITO AMERICA
Space Invaders Trimline (2/81)
Crazy Climber (3/81)
Crazy Climber Trimline (3/81)
Zarzon (5/81)
Zarzon Trimline (5/81)
Colony 7 (7/81)
Colony 7 Trimline (7/81)
Moon Shuttle (8/81)
Moon Shuttle Trimline (8/81)
Qix (10/81)
Qix Trimline (10/81)
Lock 'N Chase (10/81)
Grand Champion (12/81)
Alpine Ski (3/82)
Wild Western (5/82)
Electric Yo-Yo (5/82)
Kram (5/82)
Space Dungeon (7/82)
Jungle King (9/82)
Jungle Hunt (11/82)
Front Line (12/82)
Zoo Keeper (4/83)

THOMAS BILLIARDS
Quasar (4/81)

U.S. BILLIARDS
Wastage (10/81)
Make Trax (10/81)
Robotron 2084 (3/82)
Moon Patrol (8/82)
Joust (10/82)
Sinistar (3/82)
Sinistar-cockpit (3/83)
Bubbles (3/83)
Bubbles-mini upright (3/83)

COCKTAIL TABLES

POOL, FOOSBALL, SHUFFLE
Irving Kaye Silver Shadow
Irving Kaye Lion's Head
Dynamo Model 3
Dynamo-The Tournament Foosball (5/82)
TS Tournament Eight Ball
U.S. Bronco
Valley Cougar
Valley Cat Bumper Pool (6/82)
Valley Cougar Cheyenne (8/82)
Williams Big Strike shuffle alley

CONVERSION KITS
(including interchangeable games & enhancement kits)
Bally Midway, Pac-Man Plus (12/82)
Centuri, Gussster
Cinematronics, Brix (1/83)
Intrepid Marketing, Encore Retro-Kit (1/83)
Data East, Burger Time
Data East, Bump 'N Jump (2/83)
Data East, Multi Conversion Kit
Exidy, Hardhat (2/83)
Exidy, Pepper II (6/82)
Exidy, Retrofi
Gottlieb, Royal Flush Deluxe (5/83
Rock-Ola, Lazers (6/83)
Rock-Ola, Nibbler
Rock-Ola, Eyes
Rock-Ola, Survival
Rock-Ola, Mermaid
Sega, Tactician II (8/82)
Sega, Monster Bash (11/82)
Sega, Super Zaxxon (1/83)
Sierra, Lost Labyrinth (3/82)
Stern, Pop Flamers (3/83)
Universal, Lady Bug
Universal, Mr. Do

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

ELCON
Diversions booth size (9/81)

GAMETECHNIKS
Tri-Pool (1/82)

ODI
The Thief (4/82)
Sithier (8/82)

GOTTIEB
New York, New York (3/81)

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

STER.
Bezerker (2/81)
Scramble (5/81)

TAITO AMERICA
Zarzon (5/81)
Qix (10/81)

THOMAS AUTOMATICS
Pac-Man Deluxe (6/82)
Ollie Boo Choo (7/82)

WILLIAMS
Defender (10/82)
Joust (10/82)
Bubbles (3/83)

PHONOGRAPH

Centuri 2001
Lowen-N-Som Cons Classic
Lowen-N-Som Prestige ES-2
Lowen-N-Som Festival
Lowen-N-Som 250-1
Rock-Ola Grand Salon II Console (9/80)
Rock-Ola 448 (11/80)
Rock-Ola 481 Max 2 (8/81)
Rock-Ola Deluxe (10/82)
Rock-Ola 488 (10/82)
Rock-Ola 475, furniture model
Rowe H-5 (10/80)
Rowe Jewel
Rowe H-7 (10-82)
Seeburg Phoenix (12/80)
Seeburg/Seeburg Deluxe (7/81)
Seeburg/Seeburg VMC (11/81)
VMI Startime Video Jukebox
Wurlitzer Gabarina
Wurlitzer Tarock
Wurlitzer Atlanta
Wurlitzer Silhouette

POOL, FOOSBALL, SHUFFLE
Irving Kaye Silver Shadow
Irving Kaye Lion's Head
Dynamo Model 3
Dynamo-The Tournament Foosball (5/82)
TS Tournament Eight Ball
U.S. Bronco
Valley Cougar
Valley Cat Bumper Pool (6/82)
Valley Cougar Cheyenne (8/82)
Williams Big Strike shuffle alley

CONVERSION KITS
(including interchangeable games & enhancement kits)
Bally Midway, Pac-Man Plus (12/82)
Centuri, Gussster
Cinematronics, Brix (1/83)
Intrepid Marketing, Encore Retro-Kit (1/83)
Data East, Burger Time
Data East, Bump 'N Jump (2/83)
Data East, Multi Conversion Kit
Exidy, Hardhat (2/83)
Exidy, Pepper II (6/82)
Exidy, Retrofi
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Cash Box/June 4, 1983

42
RAY CAVIANO and RFC RECORDS continuing commitment to BLACK MUSIC. Always was. Always will be.

CHANGE — Their 4th LP for RFC, “This Is Your Time” keeps Change at the forefront in Black Music. Change, the group that has brought you such hits as “Lover’s Holiday,” “Searching,” “Paradise,” “Hold Tight,” “This Is Your Time” and their just-released single “Don’t Wait Another Night.” Currently preparing for a summer tour. Change continues to grow and mature. Clearly, it’s time for Change.

— Produced by Jacques Fred Petrus & Mauro Malauasi
— For Little Macho Music.
— Artist Representative: Andre’ Perry (201) 836-2387
— Agency: Norby Walters (212) 245-3939

ATTITUDE — The blockbuster debut single “We Got The Juice” has all America turned on to Attitude. Now, Attitude is ready to turn on America with their debut LP “Pump The Nation” and the single “Love Me Tonight.” Attitude, a major new group from RFC, ready to tour for summer with a brand new LP and already established identity. Aren’t You Juiced Yet?

— Produced by Mic Murphy & David Frank for Science Lab Productions.
— Executive Producer: Ray Caviano for RFC Records Inc.

TOMORROW’S EDITION — The group from Jersey City that are proteges of Kool & the Gang. A young band, already with two RGB chart singles under their belt, “(J Turn Me On” and “In The Grooves” set the pace for their debut LP for RFC. Now completing their 2nd LP, Tomorrow’s Edition are a major artist development project for RFC Records. Tomorrow’s Edition, all the music that’s fit to print.

— Produced by Mel Odom for Mel-O Productions.

PRESTIGE — The new debut LP from Prestige is about to be released, the single “Cheating” will hit the streets shortly. Producer/artist Ed Terry is the creative source of Prestige: a multi-format sound that is certain to make a definite impact on Urban, Black and Pop formats. A total crossover package.

— Produced by Ed Terry for Kiss Off Productions. Executive Producer: Ray Caviano
— “Cheating” — A Ray Caviano/Ed Terry Mix.

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