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**EDITORIAL**

In the midst of the music industry’s recovery from the recession-induced slump comes word that labels are once again beginning to increase prices. It couldn’t come at a worse time.

Recent months have seen a general strengthening of the sales picture — what with the blockbuster LPs now out, the maturation of video music (both for sale and on the television), the opening of radio formats and a more stable situation at the stores — so the latest price hikes make very little sense when considering the overall view. Sales are showing real signs of picking up again, so why should labels take the risk of once again alienating the consumer with ballooning prices?

Sure, costs may have risen slightly since the last round of price hikes, but there are also a lot fewer employees and expenses. Some may say that only the wholesale price is involved, not the suggested list, so there should be no effect on the consumer. But that reasoning doesn’t float because retailers and one-stops already feeling the pinch of still-shrinking margins will either have to sell records for almost no profit or once again pass the increase on to the consumer.

And this goes back to one of the things that brought the recession home so forcefully to the music industry. Back in the days when list price seemingly jumped from $6.98 to $7.98 to $8.98 (and almost $9.98) before consumers could blink, they stopped buying records. We seem to be getting to that point again — where midlines will cease to be “mid-priced” and new releases will have to be set at or over suggested list. Are we prepared for the inevitable results of a strategy like this?

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**ON THE COVER**

Can that really be a 16-year-old body wrapped around the mature voice of Atlantic/Cotillion recording artist Johnny Gill? The answer of course is yes, and for fans of pop, soul and R&B, the discovery of the youthful Gill is sure to be a real find.

A native of Washington, D.C., Gill came to the attention of Atlantic via another young roster member and product of that city, Stacy Lattisaw. Schoolmaster at D.C.’s Sousa Jr. High School, Lattisaw renewed her acquaintance with Gill last year when she began singing informally with him. A tape of their “fooling around” found its way to Cotillion’s president, Henry Allen, who immediately signed Gill. Allen’s second move was to bring veteran producer Freddie Perren on board, and the result is a diverse debut disc, tailored to showcase Gill’s broad abilities. The album’s first single, “Super Love,” is bulleting at #65 in its second week on the Cash Box Black Contemporary Singles chart, proving that its the present — as well as the future — that belongs to Johnny Gill.

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**POP SINGLE**

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**ALBUM**

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**SHIRLEY CAESAR**

**MYRRH**

---
“INSIDE LOOKIN’ OUT” WILL MAKE 1983 AMERICA’S JUNIOR YEAR

This British brother is turning America inside out with his new album, featuring the hit single, "Communication Breakdown."

Not Very Happy

Merchants Weigh Response To Latest Label Price Hikes

by Jim Bessman

NEW YORK — Retailer shelf and sale prices will undoubtedly soon rise again following the current round of wholesale price hikes. Dealers and wholesalers surveyed by Cash Box see an end to the relative product rise stability of the last six to nine months, though many are not giving the increases this time, eyeing those majors who have yet to follow the lead set in the last two weeks by WEA, Capitol/EMI and Atlantic. They see that the upward costs spiral will well force shelf prices to list and beyond was held among some of the industry's biggest rack jobbers, who foresee many of their clients unable to keep discount record racks below list price.

A late last month upped suggested retail list price product of $5.98 or over by approximately 1.5% such that $5.98 list price rose to $6.12 list price. $5.98 list to $4.30 base, $8.98 to $5.53, $9.98 to $6.13, $10.98 to $6.74, $11.98 to $7.54. The program was effective, for approximately $700,000 of the total.

Capitol Records and Motown Records quickly followed suit. Both major's wholesale price went up one percent, with a breakdown by base, consolidated, and bulk pricing. Capitol was the only one of the three major record companies to increase the list price of its two major artists, while Motown increased prices of singles, just $1.34 base, $1.28 consolidated, and $1.22 bulk; $5.59 list price LPs at $3.44 base, $3.30 consolidated and $3.23 bulk; $1.75 list price 45s at $1.65 base, $1.50 consolidated, and $1.45 bulk. These were accompanied by an increase of $700,000 of the total.

Dealer reaction to these moves has been predictably bitter. "The consumer pays," said Bill Borden, owner of New Orleans' three Warehouse Records & Tapes stores. "This constant raising and dropping of prices is not going anywhere or creating stability in the market, and consumers don't know what's going on."

"I don't think the majors are being hit anywhere in the regional markets," says one industry Spy.

"We had been concentrating on existing promotions when the ratings period started, so Black Music Month was here before we had a chance to take it off the market," one industry Spy.

"However, beginning June 18, the station will air both the Syndicate It and Motown specials, starting at 6 a.m. with the Music of Black America, hosted by KDAY air personality and entertainer Lou Rawls, and then running the complete Motown special that will run from 10 p.m. June 18 until 5 a.m. June 19."

"O'Jay said that starting July 18 (more than three weeks after the summer period began) WBAI will commence an eight month promotion dealing with black music and black history in America, which will be supported by radio spots, DJ giveaways and tie-ins with local merchants and services."

Another station that has been in the music business for some time, O.K. 100 in Washington D.C., where operations manager John Turk said that no black promotions have yet been finalized. Turf noted that there were seven programs currently being considered, but that, "Black Music Month being a promotion by itself, is not going to take up lots of time. We've been working on a program together a great program because we have been involved in the Spring ratings."

"Noting that the next Arbitron ratings period — the Summer Book — would be the last.

12th Fan Fair Starts With A Bang In Nashville

by Tom Roland

NASHVILLE — The 1983 edition of Fan Fair set off to a blazing start last week with more than 15,000 advance registrants and additional visitors who purchased their tickets at the last minute pouring into the Opryland Resort, the Grand Ole Opry and the Convention Center for the week long celebration that included numerous showcases and more than 350 exhibit booths representing various record companies, artists, publications and other concerns.

While last year's Fan Fair, the first held outdoor at the Opryland Convention Center, saw temperatures that soared into the mid-90's throughout much of the event, this year, while it was generally mild for the first three days of the event this year with plenty of sun during the late-mornings and afternoon and fairly comfortable temperatures during the evenings. As a result, there was noticeably less grumbling among fans and industry executives alike about the weather as compared to the previous year.

For the first 10 years of the annual consumer convention, Fan Fair was held indoors in Municipal Auditorium, but with increasing attendance and the limited
Azoff To Bolster Support of MCA Nashville Division

by Tom Roland

NASHVILLE — With the activities of the 12th annual Fan Fair raging in another area of the community, newly appointed MCA Records president Irving Azoff demonstrated his support of the label’s Nashville division, giving the country segment the corporation more autonomy and freedom, noting that the division, headed by vice president Jim Fogleson, has carried the company through the past several years. Azoff, who made his comments June 9 at a conference at the Speer Manor, also predicted the demise of one of the six major branch distributors. Azoff, on hand for the Fan Fair activities and the MCA showcase along with a recently named vice president Jerry Sharrell, suggested that the country office has pulled MCA through the past several years, and that he indicated the country division “no longer operated on a budget.” He said that he has given the Fogleson the autonomy to run the office as he sees fit, with expansion and aggressive pursuit of available artists an important factor in building MCA. He added that expansion would take form in wherever areas Fogleson deemed necessary, including new staff additions, increased marketing efforts or an enlarged roster.

Azoff, long noted for his abilities as a manager with Front Line Management, where he dealt with such acts as the Eagles, Dan Fogelberg, Chicago and Jimmy Buffett, further indicated that MCA will be run more from an artist/manager viewpoint, with the development of careers taking precedent over current budgets. He suggested that longevity is the key to success for any particular artist and that the company will not be afraid to spend additional dollars where necessary to build the artists’ future, even when the expenditures are not particularly well-suited to the budgets of current projects.

The 35-year-old executive also suggested that MCA will announce the signing of the following three artists:

- The POLICE
- Sancho
- The WILD HEART

As for the Bottom Line Dream booking, they will go with Larry Joe’s tour and the Stills tour.

Chris Ivey

SCHWARTZ BROS. SHOWS A NET LOSS FOR 1982

NEW YORK — Despite record sales, figures released by Schwartz Bros., Inc. for the year ended Jan. 31, 1983 show a net loss of $211,377, or 26 cents per share, on sales of $50.8 million. The 1983 tally compares with net income of $197,248, or 25 cents per share, on sales of $45.6 million for the comparable period a year ago. In the company’s annual report shareholder letter, the company attributed the poor earnings to an expansion of the company’s wholesale activities and to the expenses resulting from the closure of one of its retail outlets. Schwartz Bros., which operates 25 Harmony Hall retail outlets in New Jersey, Pennsylvania, Virginia and Maryland, expanded its wholesale operation last September to include computer software and accessories. In the latter part of fiscal year 1981, the company entered into wholesaling video software and accessories.

The shareholder letter noted that wholesale lines traditionally hold a lower profit rate than retail lines.

As for the record sales figure, which showed an 11.9% increase from the year before, Schwartz Bros. credited its continuing increase in sales from its wholesale video lines, as well as sales made at two new retail outlets that opened in fiscal 1982.

ASCAP TO HOLD SYTH WORKSHOPS IN JUNE

LOS ANGELES — A workshop on the role of the synthesizer in motion picture scoring will be sponsored here by the American Society of Composers Authors and Publishers (ASCAP), beginning June 27 at the ASCAP offices. The second session is set for June 28 at the Burbank studios of Bo Tomlin, who will moderate the session.
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REVIEWs

NEW FACES TO WATCH
Martin Briley

Mercury recording artist Martin Briley is basically understood as someone who is getting a bad rap as a misogynist. After all, his current single “The Salt Of My Tears,” is an embittered dis- cussion of how he felt when a raped boyfriend cried, and that he found amusing when the knife was twisted.”

Other songs on his new “One Night With A Stranger” also deal with relationships, and even the usual surreal cover paintings portray the dapper, bald-headed artist in a tense, romantic setting, frantically swimming to the top of a water-filled hotel room to escape the chill of the stiletto-heeled stranger on the other side of the bed. So is he just to set the record straight. “I've been divorced twice, and I'm a pet project, but I think women are great,” he argues; “but it's difficult for me to write overly gushy songs. basically, people are reserved and my lyrics are realistic.”

Briley is just as quick to admit that his lyrics are frequently sarcastic, even snide, as when he tells her she still worth the salt in his tears. “People always felt that my songwriting was too left field to get played,” he notes, recalling his work on his “Fear Of The Unknown” album from 1981 and other tunes recorded by the diverse likes of Paul Simon and Take 6 (“I Want It”), Karla DeVito (“I'm Just Using You”) and Barry Manilow (“Getting Old Song”). “It's the same thing, it's just that now people are into it.”

Though he had been writing songs since the age of 14, he didn't concen- trate on it until after concluding a two and a half year stint with fellow Eagles member Don Felder in the early part of that decade he was a session musician in England and played and sang on records, jingles and such television programming as the “Vera Lynn TV Series” and “The Cliff Richard Show.” Having “tried and done everything once” in this end of the music business, he joined the “list on forefront” art-rock group Greensleeve, produced the band’s debut album and last album and 1975 trip to America. Greensleeve broke up, and after a 1976 solo instrumental album project failed to materialize, he made a perma-

nent move to America in 1977, spending his first year as a waiter in a Long Island restaurant. Following a period of “stumbling around in New York, with a far more gaitusy for Ellen Foley, whom he met at Hunter's Westchester home. He played on Foley's debut album, "Night Out," and then toured with her before he joined Hunter's band and toured and recorded with that unit until 1980. "I was the 565 in the after- each Ian tour, " jokes Briley with customary self-deprecating wit, so during the last tour the he set up my own publishing deal and began writing for myself and others." He also made a lot of money for free studio time, and began putting together his first album by cutting what he calls its two "most suicidal songs" in "One Step Behind" and "Heart Of Life." In "Heart Of Life," Briley sets a maritime scene where "labour-saving devices stole her heart in return for some reasons that since telling lies is such a meager sin... if I make it up to heaven, let me in." and "While it's true that many songs from "One Night With A Stranger" continue in this cynically satirical vein, there are at least a few that, as Briley attests, present a far more

true that pop-rocker Iiris has gone the bouncy trend of U.K. technodance. Naseh. Don't let the electronic trappings fool you; for the most part it all is still churning out a rock 'n roll laced with the potent hooks he's known for. However, there are a few DOR techno-ditties on this LP that even the artist's loyal fans should enjoy. "Ah! Leah!" made folks notice Iiris back in 1980- 81, and "Fortune 110" should make them even more conscious of his songwriting skills.

DUCK ROCK — Malcolm McLaren - Island Broadcasting Limited, 1987-88 — Bar Coded
Rock 'n roll's most whimsical charlatan, Malcolm McLaren, who of course has bowed ideas from such sources as early Sugarhill scratch-rap (the club hit "Buffalo Gals" was at one point also a "Mississippi Gals") and a British punk ("Bro- cope jumper "Dubber Dutch"), Brian Eno's ambient experiments (the soothing "Obatala") and Weather Report's "Obatala." (Legba) for his debut LP. Still, the end result is a highly original package. McLaren, who guided the Sex Pistols, the Iggy and the Stooges, his new project, the O'Jays' familiar harmonies on the recent 45, “I Can't Stand The Pain,” which

NEWS & REVIEWS

(continued from page 8)

songs — "Yellow Rose of Texas" and "Raise The Roof" — are included on this CSN album recorded live at various venues. Most of the platter's tracks, among them re- works of the Beatles' "Blackbird" and Stephen Stills' Buffalo Springfield hit, "For What It's Worth" — come from a 1972 stand at University of North Carolina in California during the multi-platinum trio's "Wasted On The Way" comeback tour last year, which concluded back in 1977 Houston gig. Session masters Danny Kortchmar, Jeff Porcaro and Joe Vitale contributed their talents, giving somewhat of a studio feel to the waning despite the actual concert hall environment.

OCTOPUSY — Original Motion Pic- ture Soundtrack — A&M SP-4987 — Producer: John Barry — List: 8.98 — Bar Coded

With a provocative title, thrill-a-second stunt work and bravura performances by lovely Maud Adams and the dashing Louis Jordan, not to mention the familiar antics of Roger Moore, the James Bond novels are being made into a summer’s biggest box-office hit. On the other hand, this big business also, especially if Rita Coolidge’s title tune, “All Time High,” picks up a pop radio audience. The reason for the inexplicable reason, the song is included twice on this album, which also features atmosphere music by John Barry. Two cuts, "Bond Lover's Theme" and "The Palace Fight," are snatches of the well-known 007 signature theme composed by Monty Norman.

YOUR MOVE — America — Capitol ST- 12277 — Producer: Russ Ballard — List: 8.98 — Bar Coded

Soft pop, adult contemporary and MOR outlets may find much to their liking on America's newest album, produced by ace knob-twirler Russ Ballard, who previously played with bands like 4+2 and the U.K. outfit Argent. The Royal Philharmonic Orchestra's string section, conducted by "Hooked On Classics" maestro Lipman, and Linda Clark, contribute adventurous shadings to songs like "The Border," where on airy, mid- tempo ballads such as "She's A Woman," they simply add syrupy-sweet flavoring. Catchy poppers — including the opener, "My Kind Of Woman" — could find favor with DJ's into mellow, Hall & Oates-type sounds.

TEXAS FLOOD — Stevie Ray Vaughan and Double Trouble — Epic EFE 38734 — Producer: Stevie Ray Vaughan, Richard Mullen and Double Trouble — List: None

Bar Coded

When Stevie Ray Vaughan recently backed out of his opening commitment to perform as lead axeman for David Bowie's 1983 tour so he could pursue a solo career, jaws dropped. Why wouldn an unknown guitarist give up the chance of a lifetime to appear alongside one of rock's greatest legends? Well, the answer is simple: the dude is half Playing blues-rock in the tradition of Eric Clapton, Muddy Waters and B.B. King. Vaughan smokes from start to finish on his first solo hook, "Pride and Joy," and, although his audience is clearly aware of the shining star of the current blues revival, it is also aware this is not the first time he has played with the legendary Stevie Ray Vaughan. His name is Stevie Ray Vaughan, and he is not only a blues guitarist, but also a capable songwriter and producer. He has collaborated with many of the great blues musicians of today, including B.B. King, Muddy Waters, and Buddy Guy. His style of playing is a cross between the traditional blues and rock and roll, with a strong emphasis on rhythm and blues. Vaughan's latest album, "Texas Flood," is a testament to his talent and versatility. It features a mix of original compositions and covers of classic blues songs, all played with his signature slide guitar. The album has received critical acclaim and has been nominated for several Grammy Awards. It is a must-listen for anyone interested in blues music. Vaughan's passion and dedication to the genre is evident in every note he plays, and his talent is impossible to miss. His unique style and ability to connect with his audience have made him one of the most respected and beloved blues musicians of our time. So, there is no question why Stevie Ray Vaughan backed out of his opening commitment to perform as lead axeman for David Bowie's 1983 tour to pursue a solo career. He could not pass up the opportunity to be a part of one of rock's greatest legends, and the rest is history. Vaughan's "Texas Flood" is a classic album that will continue to inspire and entertain for years to come.
BATCH

December, 1983

Hackett album, 11

PASSIN’ THE FAITH ALONG — The new gospel albums by Cleveland特色人物

4102 — Producers: Billy Smiley and Warren Peterson — LIST: 8:98

Gaither has become one of the foremost talents in the gospel music world, with a series of successful albums. Gaither's work often features a mix of traditional and contemporary styles, and his albums have been well-received by both gospel and mainstream audiences.

GOSPEL

WINNERS OF THE MOSS MEDAL — Hackett album, 11

Hackett's album, "Passin’ the Faith Along," was released in 1983. It features a mix of traditional and contemporary gospel music, with a strong emphasis on faith and spirituality. The album was well-received by both fans and critics, and helped solidify Hackett's status as a leading figure in the gospel music industry.

The album includes a variety of styles, from traditional spirituals to modern gospel anthems. It features guest appearances from some of the biggest names in gospel music, including Shirley Caesar, Kim Burrell, and Al Green.

One of the standout tracks on the album is "I Can't Help Myself," a song about the power of faith and the strength it gives to those who believe. The song features a powerful vocal performance from Hackett, backed by a driving rhythm section.

Overall, "Passin’ the Faith Along" was a critical and commercial success, helping to cement Hackett's status as a leading figure in the gospel music industry.

NEWS & REVIEWS

REVIEWS

REVIEWS ALBUMS

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THE NEW WINDS OF THE 80'S — Wippern Named VP at WB Music

LOS ANGELES — Wippern has been named to the post of vice president, Nashville operations, for Warner Bros. Music. Wippern, who has been with Warner Bros. Music for eight years, most recently served in the position of general manager, Nashville operations.

Commenting on the move, Warner Bros. Music chairman Chuck Kaye said: "Under Tim's leadership, Warner Bros. has grown to be one of the most important and active publishers in Nashville, with more than 25 writers under contract. I am proud to acknowledge Tim's contribution to the success of the Warner Bros. Nashville operation."

EXECUTIVES ON THE MOVE

Kolbrenner, Waksch named VPs at Atlantic

LOS ANGELES — In related actions, Frank Kolbrenner has been appointed to the newly-created position of assistant vice president and foreign mechanical royalties staff. He is now responsible for all foreign mechanical and licensing operations for Atlantic Records.

Waksch has been appointed to the newly-created position of assistant vice president and domestic mechanical royalties staff. She is now responsible for all domestic mechanical and licensing operations for Atlantic Records.

In his new post, Waksch will oversee all incoming foreign record club and publishing money for the payment of royalties to foreign artists, publishers, songwriters and their co-publishers, et al. for both Atlantic and Elektra in his new position.

Waksch was Atlantic's director of foreign and mechanical royalties prior to new post, and first started with the company in 1982. Waksch is a bookkeeper located in the main office building, next to the company's senior employees. Kolbrenner joined Atlantic in December, 1981 and immediately started as an assistant to the company's senior employees.

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Wippern Gets VP Post at Boardwalk Records

LOS ANGELES — Jack Forsythe has been recently named vice president of promotion at Boardwalk Records. He held the same position at Atlantic Records for the past two and a half years.

Prior to his record promotion career, Forsythe was a marketing director/VP for Record World. He also held various programming positions with KJST-Miami and WIP-Philadelphia.

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Labels Begin To Announce Summer Cassette Pushes

Summer Sets

12-City Tour For New Mercury LP

LOS ANGELES — Donna Summer began a 12-city, coast-to-coast tour June 13, resuming one she had to stop after a two and a half year absence, in conjunction with her newest LP for Mercury Records, "Sh. Who's In Love For Money," produced by Michael Omartian.

In addition to exposing her latest LP, Summer will also unveil a new cast of players, including vocalists Darla and Mary Ellen Bernard, her sisters; keyboardists Mari Facone; percussionist Nathaniel Allison, Jr.; drummer Paul Brein; bassist Keith Nelson; guitarist Nicholas Brown; horn player/vocalist Warren Ham; and keyboardist/music director Jeff Lams.

Cities and dates on the tour are as follows: Wonderlander, Toronto, June 13-14; Opera House (free concert), Boston, June 15; Resorts International Hotel, Atlantic City, June 16-27; Holiday Star, Merrillville, Ind., July 1-3; The Summerfest, Milwaukee, July 5; Pine Knob, Detroit, July 9-11; Poplar Creek, Chicago, July 12; Concord Pavilion, Concord, Calif., July 15-16; MGM Grand Hotel, Las Vegas, July 21-24; Universal Amphitheatre, Los Angeles, July 28-Aug. 1; Pacific Amphitheatre, Costa Mesa, Calif., Aug. 6 and Sahara Tahoe, Lake Tahoe, Nev., Aug. 11-14.

EAST COASTINGS — Look for PolyGram International to ink the Mirage label for distribution outside the U.S. First release will be "You Are In My System" by The System… Jon Anderson, Chris Squire, Trevor Rabin and Alan White are in the studio recording with former bandmember Trevor Horn producing. While the group originally appeared on Columbia, its name stems from the title of Anderson’s solo album by A&M… Steppenwolf has filled out the group’s lineup; John_Item and Gary Richrath are the latest additions. The group has been working on its third set which was recorded in Canada and is due in late summer… Tom Rundgren has just completed a new project which will be his next LP and is set to do an EP with The Rubinos… The Pittsburgh Music Assn. has been formed to promote that city’s music industry and artists. Information and registration material can be obtained by calling (412) 965-3897… The MCA Music Championships will host its third Governor’s Conference on the music industry June 25-27. On that date, all that is available through the Louisiana Department of Commerce, (504) 342-5380… Being a Yankee fan is tough enough these days, so imagine our frustration when we saw a familiar looking fan sticking the exit ramp at the stadium following a game in which the Bombers knocked out the King by blowing a six-run lead over the majors…

COAST TO COAST

INFORMATIVE CATS — Brian Setzer (r) of EMI America recording group Stray Cats recently joined Columbia artist Dave Edmunds of New York, for an Independence Ballroom for a cover of Eddie Cochran’s "C’mon Everybody." Edmunds’ appearance is in support of his new LP, "Information."

Angels. The genteel fellow turned out to be the fans in the crowd, eager to get a glimpse of their idol, to whom he said, "I’m learning a lot from that pup," said Ryder. "John’s a great producer, and I’ve trusted him enough to give me full control. And conversely, he’s at this point he can get me the tunes and I had to rely on him, to please me with my vocals. John sees the need to use the power and, I’m pleased to say that there were no timewaster outbursts from us. I think the thing that I was saving my ass from destruction or anything like that, and I don’t feel any pressure to have John produce me again, although I’d like to do it. I didn’t imply that I was making another record. The LP, which ships this week, is a light disc. After repeated listening, we can comfortably predict that this one will have no trouble coping heavy rotation on AORs, and the first single, a cover of Prince’s ‘When Do I Get You,’ seems perfectly timed considering that artist’s recent acceptance at AOR. Ryder’s self-penned ‘The Thrill Of It All’ is another standout on the disc, as is a duet with Marianne Faithfull. ‘A lot of my future depends on the support I get from Riva and PolyGram,’ said Ryder.

WHAT, ME WORRY? — Public Image Ltd. frontman Johnny (Rotten) Lydon recently appeared at L.A.’s The Elysian Room, where his band, New Model Army, stopped in at KROQ-FM to hang out with the jocks… Cash Box photo by Daizy Lawless

TOTO GOLD — Columbia recording group Toto was recently awarded the Golden Note Award of the American Society of Composers, Authors and Publishers (ASCAP) during a ceremony held May 19 at the Century Plaza Hotel in Los Angeles. Pictured at the reception are (l-r): Jeff Porcaro of the group; David; David; Denny of the group; George Albert, Cash Box, president and publisher; and Steve Lukather of the group.

Quick Cuts: Huntington Beach’s Golden Bear Club celebrated its 9th anniversary recently with Dave Mason on stage… Superrappers Grandmaster Flash and the Furious Five signed to appear with Mr. T and Irene Grand in Universal Studios’ "1984″-planned pic, D.C. Cab… Graham Parker’s upcoming tour supporting his upcoming LP, "The Ferryman’s Daughter," should be out July 28 and could be supported by a worldwide tour by Parker in late summer or early fall… Catch A Fire, the definitive bio of Bob Marley inked by Timothy White, is due in bookstores June 20 and is set at corners of Times (L.A.) Magazine… The New Orleans Night Train feature the R&B single, the title song for the flick Breathless, and a wild rock ‘n’ roller coaster ride. The band’s new-long-player should be in stores this fall… Oingo Boingo’s third LP, “Good For Your Soul,” is pegged for a July release on I.R.S. and the Sugar Hill label… the Isley Brothers have moved to Casual/Expressionist painting by Lane Smith depicting Sophocles — Translator’s second disc, "No Time Like Now," will be out in July under the 415/Columbia banner.

Jeffrey ressner
Black Music Month Salutes At Radio Stymied By Arbs

(reprinted from page 7)

commence until June 23, Turk said. "The remainder of June will be devoted to
next for the book and for some of the air
staff to take vacations. This year, Black
Music Month is awkward because of tim-
ing.

The OK 100 executive said that some of the options under consideration included
unlimited simulcasts throughout the week
where records by legends such as Fats
Domino would be played. "A lot of the
younger kids want to know more about the
history of the music so we must include this
during the regular programming day.
Another approach is to play an oldie
by a current artist like Marvin Gaye to show
how he sounded then and how he sounds
now," Turk added that the station public affairs
department would be quite active in letting
listeners know what's happening in regard
to special black music during the month.
The operations manager said, however,
that public service announcements developed by various labels in connection
with this Black Music Month theme and the
Black Music Assn. (BMA) theme that "Black Music Is Universal" have not been
marketed well.

But while the PSAs regarding Black
Music Month appear to be less prominent
in June than originally intended (Cashbox,
May 28), sales are waging various campa-
paigns in connection with radio. At V103 in
Atlanta and Detroit's WGPR, WEA promo-
cations involving the late Bob Marley's new
'Best of the Wailers' reissue album and the
hub of each station's label-sponsored activity
throughout the month.

Both Programs

Scotty Andrews, program director at
V103, said that in addition to the WEA promo-
campaign, including LP and poster give-
aways, the Atlanta disseminator is also
airing both the Syndicate It and Motom program.

Consistently among the top four sta-
tions in the market, and frequently referred
to as an Urban Contemporary or black
general market outlet, Andrews said that
despite efforts to reach out to the masses in
the Georgia metropolis, "Atlanta is still
about 65% black, and we concentrate on
our news and public affairs on the black
community."

But in many cases stations find they
must more closely mix community affairs
with business. Such is the case at Detroit's
WGPR, where program director Joe Spen-
cer said that the station's more germaine
observance of Black History Month last
year has been replaced by community-
oriented affairs that are partly sponsored
by record label giveaways.

Spencer said that in conjunction with
WEA, the station was running a voter
registration drive, where listeners will be
asked to partake in a contest with listeners
with national recording contracts who are
from the area, such as the Boone
Brothers and Was (Not Was), will be on
hand for the festivities and Marley's "Con-
frontation" LP giveaways.

Another WEA sponsored event would be
dance competition at Kennedy Square in
Detroit from June 15 to June 19. WEA will
be giving away trips, bikes and radios for
winners in the contest.

Spencer said that none of the promo-
campaigning developed for the year was
designed for any special Black Music Month, a change from the previous
year. "Last year we had a black music
history quiz which was designed to raise
awareness of the artists and their work," he
said. "This year we haven't the kind of support for that kind of event."

But despite the divergent opinion
on what options for Black Music Month were
available most greatly agreed that radio
stations could do more to promote the
genre as well as their own station.

Despite the criticism, however, radio
professionals do have some regrets about
the Black Music Month observance, and
the industry's efforts to publicize the genre.

"I've been working with this for a few
years now, and I think there's been a

 assure to make it better," WKSX's
Mayo said, "Here in New York, the
priorities on competition, rather than
promotion, have been reversed. But good
programming sometimes suffers."

Labels Reading

Cashbox/June 18, 1983

Coalition Honors Marsalis - Trumpeter Wynton Marsalis recently
receiving the 1983 distinguished artist award at
the National Urban Coalition's 16th Anniv-
ery Salute to the Cities, held in Washington,
D.C. Pictured are (l-r): LeBaron Taylor, vice
treasurer, CBS; Dr. George Butler, vice president,
Jazz A&R; Columbia, Marsalis; and M. Carl Holman,
president, N.U.C.

Out of the Studio and Into the bins - The virtuoso
hand of jazz musicians who are able to make a living
commensurate with their abilities are the exception
and not the rule, and traditionally, the prized monetary
desert haven't seen much action.

But the news of survival in that selective and ultra-competitive sphere requires a
heavy commitment in time and emotional energy that often forces many of our finest
players into the relative obscurity of choosing jazz as a career.

During the '50s, established jazz solos like Phil Woods, Al Cohn and Zoot Sims
were able to spend a good deal of time working as session men but still managed to
maintain their rep as top-notch artists and maintain their reputations as
stalwarts of the genre by means such as Joe Beck and Michael Brecker, whose prudics
came as jazz musicians before they switched to
concentrating their efforts on studio
work, have been seeking ways to
make themselves available to those
with no admission was more in
interest in building a career as a studio
arranger and soundtrack composer
than in establishing himself as a jazz

As the result of recording dates with Miles
Davis at 19, and Brecker, who has been the
most in-demand tenor player in
New York studios for several years now,
have both made commitments recently
to spending more time on music
work, this year.

So when I saw that I had to do other
things to get my music out," Tolani
elbowed into the tight-knit studio scene
came as a member of arranger David Mathews' big band. When Mathews
replaced Bob James as the house arranger for CTI, Tolani found himself as a sideman
for some high-profile artists.

This year, Tolani has worked with
Miles Davis, who was booked into
casinos for the mid-July to mid-
August, offering discounts on the
company's 30-best-selling cassette titles. This
year's major releases include
acts as Joe Jackson, The English Beat,
Wall of Voodoo, 38 Special, Supertramp, and The
Sundresses. The compact discs
retailers can 'dovetail' this promotion with other
A&M cassette cassettes.

A 24 X 36 poster-size advertisement
flier of the ad will be available, as well as
devoted to support via print and/or radio
toadsheets. ‘The Red Hot' cassette sale
was the most successful program we had
last year," Hayes enthused, and "this year
we're looking to repeat that success."
ROLLING STONE'S ROCK SHOPS — The Phoenix-based Rolling Stone Records chain recently utilized its special in-store "KUDO Rock Shops" in giving away a pair of tickets to the second US Festival at each of the Rolling Stone outlet and Happy Trails outlets. The shows are cross-merchandising other areas tying in with AOR station KUPD and also contain the chain's exclusive Feyline concert ticket offers. Drawings were held from over 5,000 entries in ballot boxes set up in each shop, and winners were announced over the air. In addition to the tickets, transportation, and access to prime camping areas were included in the prize package together with US Fest merchandise. In another Rolling Stone/KUPD co-promotion, a "Drain the Brain" contest at the three Rolling Stone outlets featured a "Brain" in a glass jar, the object being to guess how many liters of water it was sitting in. Winners were flown to Los Angeles to attend the premier of — you guessed it — Steve Martin's Man With Two Brains and tickets to the US Festival were thrown in on the side. The Rock Shops not only market an extensive array of KUPD merchandise, but also highlight the latest product releases and station adds. According to Jeff Lake, who owns Rolling Stone and is a partner in Happy Trails, Feyline ticket sales are also linked with the station by means of a 98 cent discount on album product, that figure being nearest to the station's 97.9 frequency. "As a psychological courtesy, we stamp on the discount to the ticket purchase instead of pre-stamping them, since we often get complaints from customers who object to the service charge," says Lake. "So we explain to them that if they send the ticket stub in within 30 days of the show, they can get more than a 10% discount on any $7.75 shelf price. It's a good will type of thing."

WAREHOUSE WAYS — The three New York area Warehouse Records & Tapes stores have a brand new new twist a few weeks ago, and chain president Bill Berry reports that an intensive "New Music Week" campaign is now underway. "We're not trying to make it new wave or punk or anything like that," explains Berry, "but want to appeal to a broad spectrum of people by emphasizing mostly new artists that are coming out and old artists who are revitalising their careers in a new style." According to Berry, record companies have provided "all-out" support, and 110 radio spots are being promoted during the promotion, with station WZEB doing a pair of remotes. He adds that MTV, which has been used heavily in the past, is out of it this time due to poor reception from a recent channel switch by the local cable company. "Customers are already finding that the sections are advantageous," he continues, noting that new music product had previously been merged in with pop product. "This will be the toughest. $100 spots will go, everyone in New York will know that we have new music sections." To go along with the New Music Week festivities, a "Punk Out Contest" is giving away gift certificates at a local punk fashion store, and has recently awarded a pair of LPs to the winner of Zebra's self-titled debut and the CBS Naturalcast radio show. The Zappa success, totalling about a thousand units sold in each store ("more than any other new group within a three-month period"), is attributable to the group's New Orleans origin and the fact that the trio, which also considers Long Island, N.Y., home, has been away for awhile. As for Cats, Berry credits last week's Tony Awards show, in which the musical swept seven statues. "When the record was first released it didn't do much," observes, "but now it's taking off with a real jump since the Tonys. People are even coming in asking for Betty Buckley's single of 'Memories.' " According to Berry, New Orleans is extremely "Broadway conscious" due to its Sanger Theater, which brings in a lot of Broadway fare.

VIDEO TIMES — Video Shack took out a 16-page full-color video advertising supplement in last Sunday's New York Times. The supplement was full of ads for videocassette and disc titles available at the 10-store Manhattan-based chain, and contained eight discount coupons, including two in-house coupons worth five dollars off on any cassette and disc in the chain's 6,000-title stock. Text discussed "The Tape Revolution," "Video Shack's four-year history as 'A New Kind Of Store,'" and "A Panorama Of Home Entertainment," and listed the chain's recent "Consumers Choice Awards." One ad even took a forceful editorical position in its bold call to "Stop dirty movies!" How? By using Discwasher VCR head cleaning tapes, of course!

BUDGET BITS — Seattle area's sight Budget Tapes & Records store has recently teamed up with Top 40 station KNQ-FM in presenting the "KNQ/Budget Pick Hit of the Week," which is both featured in Budget commercials and identified as the Pick Hit whenever it plays. The picks so far have been Rick Springfield's "Affair Of The Heart," Meat At Work's "Ovewill," Ronnie Milsap's "Stranger In My House" and George Benson's "Inside Love (So Personal)." Singles and corresponding LPs are being specially displayed and priced. The Seattle stores also hold a promotion recently with station KYX in support of Eddy Grant's "Electric Avenue," in which a street was renamed "Electric Avenue" for the duration of the contest. Each day a clue regarding the location of the street was given on the air, and it took seven days to figure it out. The winner was then pictured with his name on a prominent billboard.
Syndicator Uses Book Tie-In To Promote Radio Program

by Harry Weiner

NEW YORK — Syndicators have long relied on the strength of their radio programs to sustain interest at both stations and listener levels. MJJ Broadcasting, Inc., an established syndicator of Rock Quiz and Country Quiz, has taken an added step by publishing a radio trivia quiz book as a tie-in to the promotion of its radio product. “The book represents concrete evidence of what a station’s been running,” stated Joshua Feigenbaum, president of MJJ and creator of Rock Quiz, “and it gives the show a wedge in to the marketplace.”

Rock Quiz, a daily 60-second quiz debuted November 1981 as major AOR outlets across the country as the first of MJJ’s original features. The company had been producer and distributor of the Robert Klein Radio Show from February 1980 through December 1981 after Air Broadcasting dropped the show. “Rock Quiz was launched as the Klein show wound down for us,” said Feigenbaum. “We felt there was a need. We felt we could have a short-form feature that could receive immediate feedback from.”

The question, many producers ask, is who listens to the answers. “We polled our advertiser’s field force,” notes Feigenbaum. “It works for them as a merchandising tool. In many cases, we heard from radio station managers and program directors saying ‘Rock Quiz sponsored by this company’ is their way of letting the station know they’re really involved in rock radio.”

The book has had an effect on MJJ’s newest syndicated feature, Country Quiz. Similar in format to Rock Quiz, the country feature debuted in April 1983 on over 100 country music stations. Feigenbaum reports that the book has had positive reverberations for the new show. “The book shows the strength of the form,” he said. “With this book, they see how really they’re involved in rock radio.”

With the cross-promotional success of the book and program, Feigenbaum feels it tops all other books as the first of its kind. “It’s like a brochure for the show as an outgrowth of a radio show serves as a symbol of good work to stations and the audience,” he concluded.

Publicity Tie-In

Advertisers are using the book to publicize its involvement with Rock Quiz. “They use the book as a sales tool in their field’s sales,” notes Feigenbaum. “It’s an advertiser’s way of announcing their involvement in the program beyond the fact that we visited the station in their enthusiasm support. He went on to say, ‘The advertisers are using the book as they see where their advertising is involved in rock radio.’

The city’s victory parade. Across town, Ken Garland, WAPP, has been with the station 18 years, the last 16 in the morning slot... Stephen Godovsky, general manager of WYLF/Rochester, has been named vice president of sales and marketing. In addition, Garland will be in charge of sales and marketing... Mike Love is new assistant program director at WVTM/Cleveland... The syndication network, recently won the gold medal award for entertainment programming from the International Radio Festival of New York for the Dick Clark’s Rock, Roll and Remember program.

Use Your Imagination — MCA group record Imagining the United States, Randy’s Yerba Buena: “Night Dubbing,” its latest L.P. Pictured at the station are: (l-r): Steele Colony, WNJR manager; Lew Harris, VP, Free Press, and Errol Kennedy of the group.

The city’s victory parade. Across town, Ken Garland, WAPP, has been with the station 18 years, the last 16 in the morning slot... Stephen Godovsky, general manager of WYLF/Rochester, has been named vice president of sales and marketing. In addition, Garland will be in charge of sales and marketing... Mike Love is new assistant program director at WVTM/Cleveland... The syndication network, recently won the gold medal award for entertainment programming from the International Radio Festival of New York for the Dick Clark’s Rock, Roll and Remember program.

Network News — RKO Radio Net will broadcast Air Supply live from Merriville, Ind. It will be a 15-minute program for music stations only. RKO will also televise its first live broadcast, as well as RKO’s first live cast using common carrier Satcom 1R. It will be simulcast in stereo on Wester 33. Mutual promotes Larry Michael to manager of sales development. Larry has spent the past year working on the program... WNNC/Washington, D.C., is preparing to launch its new morning show, Kickoff Classic, the NCA’s latest addition to the college football schedule. This year’s game, set for Aug. 29, pits Nebraska against 1982 champs Penn State. CRS Radio names Richard Landesman, research... John Hollyday, sportscaster for WMAL/Wash., D.C., signed with the ABC Information Network to anchor two daily sportscasts. Holiday also does play-by-play for the Washington Redskins (USFL) and the University of Maryland football and basketball games. ABC’s FM network的日语.web has also signed. The network’s first broadcast last week on more than 320 stations, including all top 10 markets. The show is a history of The Beatles hosted by Ringo Starr, and will air a 26-week series. Ringo will host a live call-in show for the series on Nov. 29... Rockhit Format for FM — With AOR becoming almost exclusively hit oriented, the Gene Ladd Broadcast Group of New York has come up with a new format for FM stations. The format is Rockhit, which will also include a broader playlist than most contemporary hits stations. The Ladd group offers electronic and synthesized logos to complement the growing emphasis on electronics and synthesizers in current hit material. The company also services small market stations... David Cowen, chief programmer for daylights AMs, Rockhit is intended for major market outlets.

NPR Notes — In the face of continuing budget problems and personnel layoffs, National Public Radio (NPR) is winning awards. The NPR news and information formation department capped a first-place prize during the National Press Club’s 10th annual Consumer Journalism Awards ceremony in Washington, D.C., for its three-part series Chlordane. The series, reported by NPR’s Daniel Zwerdling, looked at health problems surrounding the use of pesticides. NPR received an honor for a report on the possible links between birth defects and video display terminals. Laurie Garrett anchored. Both aired last year on NPR’s All Things Considered, which, by the way, will continue to be part of NPR’s news line this year. There was a fear among staff that stations that both ABC and Morning Edition would be cancelled due to recent budget cuts. harry weinberg
PLAYS

PETER GABRIEL • PLAYS LIVE • GEFFEN

ADDS: KNAC, WSKS, KEZY, WOUR, WMKS.
MEDIUMS: None. PREFERRED TRACKS: None. SALES: Just shipped.

4 DAVID BOWIE • LET'S DANCE • EMI AMERICA

ADDS: None. HOTS: KNAC, WNEW, WBAB, WBLM, WMMS.
MEDIUMS: None. PREFERRED TRACKS: None. SALES: Good in all regions.

LISTED Alphabetically By Artists
Robbins, Skaggs, Alabama Winners At 17th Music City News Awards

by Tom Roland

NASHVILLE — The late Marty Robbins, a longtime favorite with the subscribers of the Music City News, won three awards during the magazine’s 17th Annual Music City News Awards show, pacing the field with trophies for Vocalist of the Year, Album of the Year and Single Record of the Year. Ricky Skaggs and Alabama also claimed two awards apiece during the telecast from the Grand Ole Opry June 6 in the only fan-voted country music awards program broadcast nationally.

Robbins, who received some 41 nominations over the last five years in the balloting of Music City News subscribers, took the award for Male Vocalist of the Year for the third time, having previously claimed it in 1980 and 1982. Along with producer Bob Montgomery, Robbins was also cited for Album of the Year for “Come Back To Me,” and Single Record of the Year, for his “Some Memories Just Won’t Die.” He was also feted with a brief tribute to his illustrious career during the program, hosted by The Statler Brothers, Louise Mandrell and Janie Fricke.

Tomorrow’s Star

Skaggs, who won his first Music City News award last year when he took honors for Bluegrass Act of the Year, repeated in that category, and won the new-estab-lished award for Country Singer of Tomorrow. The Star of Tomorrow replaces the Most Promising Male Artist and Most Promising Female Artist awards.

Alabama won for the second year as Band of the Year and ended the Statler Brothers’ 12-year reign as Vocal Group of the Year.

“Our vote will be yes, our words will be yes,” said Jones.

Jones LP Attains Platinum Sales Mark

NASHVILLE — George Jones’ “I Am What I Am” album was recently certified platinum by the Recording Industry Association of America (RIAA), signifying sales in excess of one million units. The album, which spawned the highly acclaimed “He Stopped Loving Her Today” single, is the first Jones album to reach the coveted plateau.

CONLEY FOR LIEBERMAN — Eari Thomas Conley performed recently at a special party for employees of the Dallas branch of the Lieberman Co. during a sales meeting at the AM-FAC hotel in Dallas. Picture here: Jack West, southwest regional manager, country promotion, RCA; Conley; Jim Sinclair, Lieberman; Rick Underberg, Lieberman; Susan Elder, Lieberman; Dave Wheeler, director, national country sales, RCA; and Jim Coffin, Lieberman.

Awards Snafu

A week later, the magazine also discovered that the Statler Brothers should have received the award for Comedy Act of the Year, which had been presented to The Mandrell Sisters on the program. Although an audit of last year’s accounting firm, J. Alan Hopper & Co., showed that “no errors had been made in the balloting” (Cash Box, July 3, 1982), the firm was not retained this year. (The accounting firm of Steven B. Parker took over the vote tally."

This year, the Statler Brothers, who also made frequent allusions to last year’s pair of mistakes, were awarded the trophy for Comedy Act of the Year. In the final tally, the third time the group had won in that particular category.

Janie Fricke, who provided one of the most active performances during the show with her current single. “He’s A Heartache (Looking For A Place To Happen)," won her first Music City News award for Female Vocalist of the Year. David Frizzell & Shelly West took the trophy for Duo of the Year for the second consecutive year.

The magazine also grasped up the award for Country TV Show of the Year nine times in succession, re-captured the Country Music TV Series of the Year honors in a new expanded role for television programming. For the first time, the Music City News split the television category into Country Music TV Series of the Year and Country Music TV Special of the Year, with the Jim Owens-produced Conway Twitty On The Mississippi receiving the nod in the latter category.

Roy Acuff also accepted the first Living Legend Award, presented to artists who have been involved in country music for 25 years or more. Surprisingly, it was the first such award Acuff was ever presented with on the stage of the Grand Ole Opry.

Performers during the evening included
TOP 75 ALBUMS

1 IT DON'T AFFECT ME THAT MIGHT (Epic FC 38718) 35 36
2 CHASING SILENT SHORES (Atlantic 37-3811) 34 38
3 DEJAVU (Asylum 45-2376) 33 39
4 WINDS OF CHANGE (Warner Bros. 3S-3486) 32 32
5 JERICHO (Island 36-2497) 31 31
6 WELCOME HOME (Atlantic 35-1404) 30 30
7 ELDERS (Columbia 3-3601) 29 29
8 MANCHESTER Project (A&M:45-2384) 28 28
9 CONTROL (Capitol FC 35528) 27 27
10 I FEEL LIKE A WOMAN (Atlantic 34-3011) 26 26

COUNTRY

1 WALK DON'T RUN (Imperial FC 34952) 35 35
2 THE BEST YEARS OF OUR LIVES (Columbia FC 33803) 34 34
3 IF I EVER GONNA DO ME WRONG (Atlantic 32-3011) 33 33
4 TODAY MY WORLD SLIPPED AWAY (Atlantic 31-3011) 32 32
5 FEELS SO GOOD (Columbia FC 30-3011) 31 31
6 GOING WHERE THE LOVELY FEEL (Atlantic 29-3011) 30 30
7 SNAPSHOT (Atlantic FC 38-3011) 29 29
8 DREAM MAKER (Capitol FC 34-3011) 28 28
9 PERSONALLY (Atlantic FC 33-3011) 27 27
10 LAST DATE (Capitol FC 32-3011) 26 26

PLAYING POSSUM — Cash Box Nashville staffers Juanita Butler (l) and Anita Wilson (r) recently visited George Jones on the road following a benefit concert at nearby Franklin High School, where they presented him with a platinum copy of the show’s album, “Shine On.” Proceeds from the show were donated to the Williamson County Humane Society, that the Haggard/Nelson postcard on the place, they are the only band that does not show the medium of the record as a preview feature is a bit more expensive than the traditional means of advertising in cost per person, but they also point out that the audience that can be reached is of country music and radio, more important, advertising through radio or television can be ignored by the message’s receiver if that person wishes to block it out, but the theater is a captive audience since viewers have no alternative but to watch the clip roll across the screen. The Haggard/Nelson clip is the perfect one with which to test the potential of such a market in television. The show was recorded at The Old Jeta in the local Hickory Hollow mall where it was supposed to be running. Upon arrival, we noticed a giddy air in the audience, which naturally makes it difficult to measure audience reaction or the quality of the piece in tandem with a full-length film. Upon informing the label of the theater’s position in that segment, in the situation, and at the price of the video. The show was canceled in its entirety, which had been so long that the theater decided to cancel all pre-show activities to make room for an additional airing of the film. Reportedly, the theater, owned by Consolidated Theatres, Inc., is going with the show in some way (appropriately since Epic shows in some way but) exactly how that will be done was still being discussed at press time.

GETS HIM TO 11 — July promises to be an important month for Jerry Reed, who has two motion pictures of his own acting. For release during the month, The third segment of Smokey & The Bandit will venture into theaters during the 31-day time frame without the presence of Burt Reynolds, while The Survivors, which co-stars Walter Matthau and Robin Williams, will make its way to the public during the summer. Reed has been so long that the theater decided to cancel all pre-show activities to make room for an additional airing of the film. Reportedly, the theater, owned by Consolidated Theatres, Inc., is going with the show in some way (appropriately since Epic shows in some way but) exactly how that will be done was still being discussed at press time.

SNIPPETS OF THE WEEK

1 THE KING (Warner Bros. 3S-32978) 37 37
2 LEGENDS OF BLUEGRASS (Epic FC 33803) 36 36
3 THE ABBEY DOUGLAS FOLK SOCIETY (Warner Bros. 3S-33803) 35 35
4 THE BELLAMY BROTHERS (Capitol FC 34-32978) 34 34
5 SOMETIMES I GET LUCKY (Atlantic 33-32978) 33 33
6 RẤD ROMANCE (Atlantic 32-32978) 32 32
7 JONI MICHAELES (Atlantic 31-32978) 31 31
8 THE ABBEY DOUGLAS FOLK SOCIETY (Warner Bros. 3S-32978) 30 30
9 THE BELLAMY BROTHERS (Capitol FC 34-32978) 29 29
10 SOMETIMES I GET LUCKY (Atlantic 33-32978) 28 28

1 BURNT OFFERINGS (Warner Bros. 3S-33803) 36 36
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8 SOMETIMES I GET LUCKY (Atlantic 33-32978) 29 29
9 THE ABBEY DOUGLAS FOLK SOCIETY (Warner Bros. 3S-32978) 28 28
10 RĂĐ ROMANCE (Atlantic 32-32978) 27 27

THE WHITE HOUSE & BLUEGRASS — Bill Monroe and Frank Sinatra were the only performers honored at a recent reception at the White House, where President Ronald Reagan paid tribute to the arts in the East Room. “The Father of Bluegrass” was cited by the country's foremost statesman as the only living American who singularly developed an entire style of American music. Monroe was also the Grand Marshall of the Kentucky Derby Pegasus Parade in Louisville.

DON RENO WRITER OF "DUELING BANDS"

ONE OF OUR "4 ACES"

JIMMY WALKER / GAYNE CARSON

RONNIE REED

EXCLUSIVELY ON EMH RECORDS
Merle Haggard and Leona Williams make beautiful music together

"Heart to Heart," the first album by perennial country favorite Merle Haggard and his wife Leona Williams, is sure to be one of the most successful collaborations on record. After all, it's music that comes from the heart.
**COUNTRY RADIO HIGHLIGHTS**

**WKJZ — NASHVILLE** — JANET ROZEMAN — 91 — E. RABBITT
ADDs: W. Nelson, J. Stamper, G. Hardin

**KVOX — MOORHEAD** — KEN DONOVAN — 91 — D.A. COE
ADDs: E. Hungerheinck, E.T. Conley, G. Strait, L. Brody, D. Bell, M. Robbins

**KMMJ — AMARILLO** — DUGG COLLINS — 91 — E. RABBITT
ADDs: M. Robbins, L.J. Dalton, S. Neely, B. Braddock

**WCMS — NORFOLK** — LEE MANNING — 91 — E. RABBITT

**WEEP — PITTSBURGH** — BILL WHITE — 91 — E. RABBITT
ADDs: J. Lee, W. Nelson, R. McDowell

**CASH FILES SUIT** — Country artist Rosanne Cash has filed a $3 million slander suit against a Dodge City, Kan. radio station owner. Cash says that she was wrongly quoted as having anti-Semitic views and is accusing Nellie L. Babb, co-owner of KTTL-FM, of maliciously spreading the slur. This is the second case since 1983 in which Cash has been involved in legal proceedings. The other suit was filed against a New York City radio station for playing an album with lyrics that she felt were anti-Semitic. Cash is seeking damages for emotional distress and defamation.

**COUNTRY MIKE**

**ROGERS TELLS ‘INSIDE STORY’** — Ronnie Rogers (r) made an appearance recently on the Music Country Network, when he was interviewed by syndicated radio host Danny Ray (l). “Inside Story” is the first Epic single release from the writer of Alabama’s “Oklahoma Delight.”

**NEW AND DEVELOPING**

**THOM SCHUYLER** (Capitol P-B-5239) — A Little Too Late (3:01) (Deدادave Music, Inc./Briarpatch Music — BMI) (T. Schuyler, L. Byrom) (Producer: D. Malloy)

Schuyler sounds a bit like Gene Cotton with an easy-flowing, sentimental melody that shows potential at both country and A/C. The disc melds David Malloy’s sixth sense for production with Schuyler’s gentle approach to craft a totally compelling product, with striking keyboard and guitar lines in a linking frame of support. A fine debut outing from the man behind “Sixteenth Avenue.”

**ALBUM REVIEWS**


Anderson returns with her vocal chops not only intact, but at an expressive peak well-adapted to this array of songs, which deal for the most part with the lows in the roller coaster of love. The production focuses on distinctly modest settings, adding atmospheric touches of synthesizer where appropriate to a sound that is, as the number of pickers credited in the album’s liner notes attests, strongly guitar oriented.

**PROGRAMMERS PICKS**

**Tim Williams** KOKC/Austin Love Song — Oak Ridge Boys — MCA

**Willey Carpenter** WWNC/Asheville Poor Side Of Town — Joe Stampley — Epic

**Bill Warren** KLJC/Monroe Why Do I Have To Choose — Willie Nelson — Columbia

**Mike Carta** WIL/St. Louis Atlanta Burned Again Last Night — Atlanta — MDJ

**Bill Stedman** WKH/Cleveland Shot Full Of Love — Nitty Gritty Dirt Band — Liberty

**Emile Hadaway** WKMF/Flint A Fire I Can’t Put Out — George Strait — MCA

**Susan Duran** WNOE/New Orleans Kiss Me Just One More Time — Floyd Brown — Magnum

**Paula Hooper** WMC/Memphis Poor Side Of Town — Joe Stampley — Epic

**Mark Andrews** KJWJ/Portland A Fire I Can’t Put Out — George Strait — MCA

**Mike Hinrichs** KHE/El Paso Tulsa Ballroom — Dottie West — Libra

**Henry Jay** WGTQ/Cypress Gardens Poor Side Of Town — Joe Stampley — Epic

**THE COUNTRY MIKE**

**GOLDEN VOICES** — Once again, Gallery magazine has assembled its annual “Golden 100 Awards,” which will be published in the July issue. The winners are considered the top 100 disc jockeys in the United States on all radio formats and were selected in “recognition of style, originality and audience appeal.” Those selected from country formats are as follows: Rick Carderelli, WSLR/Akron; Johnny Gray, WPLO/Atlanta; Tim Williams, KOKC-FM/Austin; Tim Rowe, WNNI/Columbus; Henry Jay, WGTQ/Cypress Gardens; Frank Kennedy, KSO/Des Moines; Tim Wilson, WAXX-FM/Eau Claire; owner of KTTL-FM/ Phoenix; Arch Yancey, KNZU/Atlanta; Charlie Cook, KLAC/Los Angeles; Coyote Calhoun, WAMJ-FM/Louisville; Pat Martin, WTSO/Madison; Beau Kent, WSIX-FM/Nashville; Bob Stirling, WKXZ-FM/Nashville; Joe Patrick, WNOE/New Orleans; Bob Guerra, KNEW/Oakland; Lynn Wagoner, KNIX/Oklahoma City; Chris Taylor, KYNN/Omaha; Curtis King, WWKB/Rockford; Bill Coffey, KSF-FM/ St. Louis; Rick Stewart, KROK/Seattle; Country Joe Flint, KSOP/Salt Lake City; Jerry King, KKKX/San Antonio; Tom Phifer, KMRD/Shreveport; Bill Manders, WTOD/Toledo; Tim Tyler, KCUB/Tucson and Mark Tudor, WFTQ-FM/Winston-Salem.

**COUNTRY CLOSEUP** — For the remainder of June, the schedule for the syndicated series Country Closeup includes Charley McClain, June 20 and The Bellamy Brothers, June 27. The program is currently being broadcast on approximately 400 radio stations across the country.

**NEW CONSULTANT SERVICES** — Pete Porter is returning to his home of Hamburg, N.Y. to form his own broadcast consultant firm after spending the last 25 years as a broadcaster and programmer in various areas of the nation. Most recently Porter was program director and air personality at WOYK/Tampa-St. Petersburg and prior to that programmed country stations in Chicago, Dallas, Baltimore and Erie, Pa. While organizing his new business, Porter still plans to keep a line on the on-air side of radio. He will be handling summer relief disc jockey work at WYRK/Buffalo. The new firm is called Porter Broadcast Service and will primarily be a service to country-formatted stations in medium and small markets. Offices are located at 31 Hawkins Ave., Hamburg, N.Y. 14075. The phone number is (716) 649-2451.

**STATION CHANGES** — Dan Dobner has joined the staff of KRKT-AM/FM and Albany and will be doing the 6 p.m.—midnight shift. Previously, Dobner worked at KEED/Eugene and KULF/Houston. Cliff Calla is replacing Kevin King as music director for WAGA/Opelika, Ala. King is relocating to Houston, Texas. Al Watkins is the new music director for WKLM/Wilmington, where he originally began his career in radio in 1970. Watkins is requesting record service for play and promotion.

Juanita Butler
Azoff To Bolster Support Of MCA Nashville Division Projects In '83

(continued from page 8)

or four important artists by mid-July, and he emphasized that none of them are currently Front Line Management clients, on video out that he move to, that is not the leading forces in video. He cited a company called R&R Entertainment, which has agreements to show videos as previews to full-length motion pictures in some 2,000 movie theaters across the country, as an indication that the video field will continue to grow, and his support of the new marketing medium is in stark contrast to MCA's previous conservative position on video. He added, 'As it stands in the country office, MCA will still some "tap dancing and watching" of the held for video production, as it has no video outlet with the power of MTV.

Additionally, he noted that within a year, observers should begin to see a higher quality of live concert videos emerge from the label with more frequency. He emphasized that George Osaki, who oversees MCA's graphic arts department, has been saddled with an extremely small budget for cover art, and, because of that, he was only able to show his real abilities on packages by major acts such as Barbara Mandrell, the Oak Ridge Boys and Olivia Newton-John. Azoff, who was quite optimistic about regurgiting record sales, suggested that the budget for that department will be increased significantly, giving the creative ends of the company more freedom.

Azoff suggested that new concerns for increased creativity were in direct contrast to the cost-conscious efforts the company has exuded during the past several years because of the economy, but he praised the company for its "get tough" stance during the period on credit, citing MCA as the least-tarnished corporation in the record industry to emerge from the economic slump. As an example, he pointed to the shuttering of the Peachles operation, where MCA had been conservative in giving credit. He noted that Peaches owed MCA $150,000 when it was closed, but it owed CBS and Warner Bros. $5-6 million, and he added that a tough stance on credit by those companies could possibly have saved some of the positions that were terminated in recent cut-backs.

He further noted that particular trio of distributors — MCA, Warner Bros. and CBS — would continue to exist for some time, but he predicted that one of the remaining three branch distribution operations — PolyGram, RCA or Capitol/EMI America/Liberty — would fold.

Discover A Gold Mine of Country Music With the Stars!

George Jones and Johnny Cash have been making country hits for nearly thirty years, Willie Nelson and Loretta Lynn for more than twenty and even "newcomers" like Bonnie Milasap and Crystal Gayle have spent nearly a decade on the charts.

Country music has always loyal to its roots.

Today, country listeners have expressed an increasing interest in country music's past. Radio stations are playing more oldies than ever before, and new artists, like Ricky Skaggs and John Anderson, are using more traditional styles.

Sold Gold Country explores these connections between past and present each week in a three-hour magazine. Every week a major country star will be on hand as a guest star, appearing throughout the entire show to talk about their music, and additional artists are spotlighted, telling the stories behind their songs.

Produced by Ed Salomon.

Available on a market-exclusive, swap/exchange basis to radio stations in the top 171 Arbitron-rated metro markets. Call The United Stations at (212) 869-7444 to reserve this program in your market.

Stars For Children Benefit Set For Dallas

NASHVILLE — The fifth annual Stars For Children (SFC) benefit concert, proceeds from which will be donated to the nation's Million Of Child Abuse campaign, is scheduled to take place June 25 at Reunion in Dallas with The Oak Ridge Boys acting as hosts. The concert line-up also features The Commodores, Lee Greenwood, Rosanne Cash and The Brooks Brothers, while George Lindsay will emcee the performance.

The fund-raising drive's sources of revenue extended to souvenirs programs, sponsorships and special events associated with SFC as well as the sale of concert tickets. In the four-year history of the event these activities have raised some $500,000, which has provided funding for two new child abuse centers in the Dallas/Fort Worth area, along with financing for radio and television campaigns and Silent Neighbor, a film documentary.

Rodriguez On A Roll — Epic recording act Johnny Rodriguez opened The Nashville Network's cable program Nashville Now recently, singing his Top Five single hit, "Foolin,'" from his forthcoming "For Every Rose" LP.
record industry tends to speak itself in the foot — it wants more business and volume, but it always finds a way to put hurdles ahead of that goal.

At Roger Duckworth’s headquarters in Durham, N.C., buyer Norman Hunter stood with most merchants queried in expecting the worst. “The only thing the industry does as a unit is raise prices,” he stated. “If one supplier raises and gets away with it — which he inevitably does — the others all say ‘Oh, we’ll do it, too.”

Condensing that there’s nothing we can do about it.” Hunter said that there were no plans at Record World to raise prices, but that the possibility would likely be looked into during the necessarily slow information gathering process at the approximately 1,000-store chain.

Other retailers also expressed the likelihood of their own higher prices in response to manufacturer increases, though few had enough time to fully digest the ramifications of the current changes. However, John Willett, president of Western Merchandisers in Amarillo, had already decided that on June 20, his company’s Hastings record store chain would raise the $9.98 list price to $19.99, bring about a post-discount shelf price there to $8.99, or a dollar above the average shelf report in Precious, listing in the recent Cash Box shelf/sale price survey (Cash Box, April 2).

“We’ve taken every bit of margin out of our hides in the last four years,” explained Marmaduke, noting many “creeping silent cost increases” during this period. “We can understand that they may want a little more profit, but we can’t keep giving their product away. They’ve got to be kidding to say that the shelf price will $9.99.”

As Concerned

New York retailer Ben Karol has always kept his King Karol stores shelved at higher levels than his competition, so he was not as concerned with the increase as he predicted other area retailers would be.

“We practically get list price for every item, so we’re working on a 10 percent margin,” said Karol. “But raising costs by one and a half percent doesn’t make any sense. How anyone else can absorb these increases is a deep, dark mystery.”

At Tower Records headquarters in Sacramento, record division manager Stan Gomian said that the chain was still trying to figure out what it all means, but he was also certain that “by not raising list price but instead raising our cost price, manufacturers are forcing us to start selling things at cost.” Both Great American’s Heilicher and Lou Fogelman, president of Fogelman’s Branch Industries in Los Angeles, reported awareness of retailers already at or approaching full list price. “We’re getting into the age of selling above list price,” declared Fogelman. “The percentage between cost and suggested retail is not realistic anymore.”

Fogelman added that some action would be taken shortly to counter the effects of the cost increase both at his company’s Music Plus retail stores and City One-Stop.

Great American’s Heilicher also refused to absorb the cost increases and said that a retail price response would be forthcoming. “He added that he would now be “hard pressed” to look at a $5.99 sale price. M.J.S.’s Scope also said that deals had “improved” lately to where “instead of 50 cents off”

‘Jarreau’ Goes Gold

LOS ANGELES — Al Jarreau’s latest Warner Bros.-headed, recently certified gold by the Recording Industry Asso. of America (RIA), signifying sale of 50,000 units.

But Western Merchandisers’ Marmaduke disagreed, noting that in his case, “there are a lot less 10s deals. Now it’s usually six.”

Besides the universal complaint over the cost hike, the industry voiced its unhappiness over the volume discounts.

“What irritates me is that for some reason they think they can convince us that it’s going to be cheaper,” said the record store’s Hunter, “I mean, for years we’ve complained that since we’re a central warehouse operation to be given a 15% discount, expecting to break same as a rack jobber. Now WEA says we should be happy because we get the discount and do more than $1,000,000 annually. But at the same time, we still have to take the full one and a half increase on anything we ship directly to the warehouse.

But Tower’s Gomian felt that it was unfair for centrally shipped and warehoused retailers to get anything out of the discount operations. Said Lasky, whose company also operates the Budget Tapes & Records chain, “We reacted in a way we hope is sufficient to cover ourselves both wholesale and retail, which is not something I enjoy doing. We’re probably more affected on the wholesale side because it’s like a couple of our locations can qualify for the extra one percent,” he explained. “How can CBS, which is the best deal, sell a record that costs us $3 or $5 elsewhere?”

Racks To Suffer

Both Western Merchandisers’ Marmaduke and Evan Lasky, president of Denver’s Danjel Music, feared that their rack business would suffer because of the retail operations. Said Lasky, whose company also operates the Budget Tapes & Records chain, “We reacted as a way we hope is sufficient to cover ourselves both wholesale and retail, which is not something I enjoy doing. We’re probably more affected on the wholesale side because it’s like a couple of our locations can qualify for the extra one percent,” he explained. “How can CBS, which is the best deal, sell a record that costs us $3 or $5 elsewhere?”

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MOST ADDED SINGLES

1. CRAZY — MANHATTANS — COLUMBIA
2. SALSOUL — WSDQ
3. LADY GAYE — WSDQ
4. SALSOUL — WSDQ
5. KNOCK ON WOOD — WSDQ

MOST ADDED ALBUMS

1. IN YOUR EYES — GEORGE BENSON — WARNER BROS.
2. BETWEEN THE SHEETS — THE ISLEY BROTHERS — T-NECK/CBS

UP AND COMING

HOT LINE — TYRONE BRUNSON — BELIEVE IN A DREAM/CBS

IS IT AS GOOD AS IT LOOKS — CROWN HEIGHTS AFFAIR — DE-LITE/POLYGRAM

(KEEP FEELING) FASCINATION — THE HUMAN LEAGUE — A&M

DON'T WAIT ANOTHER NIGHT — CHANGE — RFC/ATLANTIC

BLACK RADIO HIGHLIGHTS

V103 — ATLANTA — SCOTTY ANDREWS, PD

WPGM-FM — DETROIT — JOE SPENCER, PD — ISLEY BROTHERS

WSDQ — CHICAGO — LEE MICHAELS, PD — G. KNIGHT & THE PIPS

WSDQ — CINCINNATI — FRANK BAILEY, PD — G. KNIGHT & THE PIPS

WOBK — ORLANDO — BILLIE LOU, PD — G. MAZE

K2XO — HOUSTON — FRED HENDERSON, PD — G. MAZE

WBBM — CHICAGO — LEE MICHAELS, PD — G. KNIGHT & THE PIPS

WDBO — ORLANDO — BILLIE LOU, PD — G. MAZE

WBBM — CHICAGO — LEE MICHAELS, PD — G. KNIGHT & THE PIPS

K2XO — HOUSTON — FRED HENDERSON, PD — G. MAZE
Videocassettes

**Top 30 Videocassettes**

<table>
<thead>
<tr>
<th>Rank</th>
<th>Title</th>
<th>Date Released</th>
<th>Sales</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>16 THE WORLD ACCORDING TO T.C.</td>
<td>1986-01-13</td>
<td>500</td>
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<tr>
<td>2</td>
<td>16 ROCKY III</td>
<td>1982-12-18</td>
<td>450</td>
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<tr>
<td>3</td>
<td>THE TOY</td>
<td>1982-08-17</td>
<td>400</td>
</tr>
<tr>
<td>4</td>
<td>25 MGM/UA</td>
<td>1983-01-01</td>
<td>350</td>
</tr>
<tr>
<td>5</td>
<td>THE SECRET OF NIMH</td>
<td>1984-01-17</td>
<td>300</td>
</tr>
<tr>
<td>6</td>
<td>21 POLTERGEIST</td>
<td>1982-12-16</td>
<td>280</td>
</tr>
<tr>
<td>7</td>
<td>30 JANE FORD'S WORKOUT</td>
<td>1983-05-10</td>
<td>250</td>
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<td>8</td>
<td>THUNDERBALL</td>
<td>1983-01-01</td>
<td>200</td>
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<tr>
<td>9</td>
<td>NIGHT SHIFT</td>
<td>1982-10-08</td>
<td>180</td>
</tr>
<tr>
<td>10</td>
<td>PLAYBOY VOLUME 2</td>
<td>1983-01-01</td>
<td>150</td>
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</table>

**The Cash Box Top 30 Videocassettes chart is a compilation of the fastest moving titles in both Beta and VHS formats, based on sales and rental activity, as reported by various rental accounts around the country. Accounts surveyed include: Video Plus-Chicago; Radio-Philadelphia; Coleco Video; Oak Lawn; The Video Store-Cincinnati; Precision Video-Chicago; Entertainment Systems-Phoenix; Videomen/Video-Manhattan; The Video Store-Rochester; Radio-Seattle; MGM/UA Video; Atlas Tape & Video-Atlanta; Crazy Eddie-New York; The Cinema Store-Encino; Video Company-Lansing; K-Mart-Jacksonville; The Video Store-Los Angeles; The Video Store-Riverside; Wonderfull World of Video-Chattanooga; Whereshowhouse-National; Video Showroom-Louisville; Eros Video to name a few.**

**SCES with the arrival of the Compact Disc. Some prototype players were demonstrated a year ago and even a few commercial systems were displayed at the Winter NAB show in Las Vegas. But the Compact Disc was truly out in force at this summer's show, exhibited by up to 20 manufacturers. One system looks like a toy prototype car player, installed in a Mit-subishi auto, on the floor of McCormick Place.**

**Computer Product Highlighted at Record-Breaking Summer CES**

(continued from page 7)

and daisywheel printer, ADAM comes with a full word processing program built-in, as well as two separate digital data packs, namely a Game Pack and an '82 Super 100 Pack. It can also be offered by Coleco as an expansion module for the company's ColecoVision video game system, which now sells for around $400.

Attendees and manufacturers alike hailed the debut of Coleco's ADAM as something of a milestone in the computer business, as the system offers quality and a sizeable memory to families at an affordable price. Together with the ColecoVision game system, it seemed to offer the best of both worlds.

However, at the June 6 Computer and Games conference, the speakers pointed to the development of a far more sophisticated computer market, where users are becoming more demanding and quality-conscious, as well as aware of the various hardware, software and peripherals available.
**The Icicle Works: Determined To Be True To Originality**

by Nick Underwood

LONDON — The northern city of Liverpool has traditionally been a vital creative center for British popular music. That tradition has never been stronger as evidenced by the statements of the most recent new outfits to emerge prominently out of the city to create ripples in the wide ocean of rock today.

That city in London is a new band calling themselves The Icicle Works. The three sincere young musicians who make up The Icicle Works are staunch idealists committed to the longevity and development of their music for music’s sake.

The overriding principle motivating the band is originality. A principle which is beginning to reap mounting respect from many prominent people in the music business including the New York disco-funk Queen, Grace Jones. The group’s debut single which was released last summer on their own Troll Kitchen label, titled, “Nirvana” was reviewed by Grace Jones live on air on the UK’s only national radio station, BBC Radio One. Grace Jones was impressed enough to comment: “One of the most refreshing things I’ve heard to come out of Britain for years.”

**Defies Categorization**

The Icicle Works defy categorization and are adamant that their music has a life of its own which will not be dictated by fashion, marketing, or the market. Their image campaigns. They positively shun the quick turnover mentality within parts of the music business and are determined in their commitment to creating original music. Of the three members, — Chris Sharrack (drums and percussion), Robert Ian McNab (vocals, guitar and keyboards) and Chris Layne (vocals, bass and percussion) — McNab sums up their collective drive thus: “Basically we just want to make powerful, emotional and melodic pop music. We’re not trying to delve into unknown recesses.”

“The material we create does have our own trademark, but it’s ours and is really just good pop music,” he continued, “We don’t want to be a group that上网 makes big hits in the fast fashion, marketing, or the market. Their image campaigns. They positively shun the quick turnover mentality within parts of the music business and are determined in their commitment to creating original music. Of the three members, — Chris Sharrack (drums and percussion), Robert Ian McNab (vocals, guitar and keyboards) and Chris Layne (vocals, bass and percussion) — McNab sums up their collective drive thus: “Basically we just want to make powerful, emotional and melodic pop music. We’re not trying to delve into unknown recesses.”

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“We’ve been criticised for being hippies with short hair, because our first single was called ‘Nirvana’ (a buddhist term for being in state of spiritual happiness or contentment),” explained McNab.

Although the band is not directly signed to a major label, they have been helped by a well known Polygram group A&R executive, Jeff Chegwinn, who brought the group to the attention of the successful young producer, Chris Layne. John has been responsible for successful production projects with groups such as Echo And The Bunnymen and The Teardrop Explodes. He has just produced the Icicle Works’ next single titled, “Birds Fly (Whisper To A Scream)” which has again been scheduled for an independent release in June on the Situation 2 label via Beggars Bagquet Records.
<table>
<thead>
<tr>
<th>Title, Artist, Label, Number, Distributor</th>
<th>Weeks On</th>
<th>6/11 Chart</th>
</tr>
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<tbody>
<tr>
<td><strong>THRILLER</strong></td>
<td>29</td>
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<tr>
<td><strong>FLASHDANCE</strong></td>
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<td>8.88</td>
<td>9</td>
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<td><strong>CUTS LIKE A KNIFE</strong></td>
<td>8.88</td>
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<td><strong>KILLER ON THE RAMPAGE</strong></td>
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<td><strong>LIVING IN OZ</strong></td>
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Polygram Announces Initial 100 Titles For Compact Disc Software Roll-Out

CHICAGO — At a June press conference at the Consumer Electronics Show (CES) here for the introduction of the Magnavox Compact Disc digital audio system, Hans Gout, Polygram senior director of Compact Disc worldwide, revealed the Aug. 1 U.S. launch of the corporation’s debut CD release. Included in that release will be 100 titles from the classical and popular repertories of the Deutsche Grammophon, London, Philips, RSO, Columbia, Verve, and Mercury labels.

According to Gout, the initial release will be augmented by some 30 additional CDs per month. By the end of 1987, Polygram is expecting to issue some 200 CD titles during its 1987 roll-out, with a steady flow of CD releases following. By the end of 1988, some 6 million CDs will have been produced by Polygram at its plant in Hanover, West Germany.

“We hope to double that amount next year,” Gout added.

Represented in the premiere release, he continued, are albums by such well-known Polygram recording artists and groups as Deutsche Grammophon’s Herbert von Karajan, London, RSO, Columbia, and Verve’s Phil Collins and Phil’s Seiji Ozawa, Mercury’s Rush and Love, the RSO soundtracks to Fame and Star Wars. (Eight of the first 100 titles are classical recordings, in an effort to appeal to the upscale audiophiles who have been targeted as the initial CD player owners.)

“We will soon be adding (the soundtracks to) Flashdance, Return Of The Jedi and Stevie’s Alive, as well as Def Leppard,” Gout noted.

Gout also pointed out that, based upon the “great success” of the Japanese introduction and the “even greater” launch in Europe, CD demand is anticipated to exceed Polygram’s 1987 supply capacity. Polygram’s Edison, N.J. distribution center will handle shipping of the company’s CDs in the U.S.

And in this regard, the company’s storage-safe jewel box, Gout explained that CD packaging will be encased in Plexiglas, approximately half the size of an LP, that will house the disc as well as display information about the recording. The package has been designed to thwart pilferage while allowing precise storage, as well as permitting stocking in regular album bins.

Polygram, as both Gout and vice president of marketing and sales extent, Emile Petrone have previously stated, plans to market the CD through selected “flagship” record retail stores, pop-music retail outlets and department stores. Those stores will cross-merchandise and cross-promote software with local hardware dealers. Marketing and merchandising for Polygram CD software will utilize the company’s “near The Light” advertising and a full line of point of purchase display materials, including brochures, silk banners and posters. A nine-minute audiovisual presentation on video tape will also be available to dealers.

Joining Gout at the Magnavox press conference were Petrone and Guenter Hensler, president and chief executive office, Polygram Records, Inc.

Computer Product Highlighted

At Record-Breaking CES

Fonda’s Workout, a work of new potential might look classier.

Overall, a feeling of optimism seemed to prevail at the Summer CES, even in the areas which had previously been considered as complete flops. Everyone, who everyone, was to be embraced, not fought, as a future where most products would interface could be seen in the example of the “smart house,” Xanadu (for which tours were being offered).

Now, that only the interests of the Business Electronics Group (EIA/CES), sponsor of the Summer CES, were worried about the future, they were going to find more space for the 1984 Winter show.

Derby Opens Offices

LOS ANGELES — Derby Records recently opened offices in Los Angeles, Calif., where it will be located at 6515 Sunset Blvd., suite 302, Hollywood 90026. The telephone number is (213) 461-9675.

Hagar Gets Gold

LOS ANGELES — "Three Lock Box," the latest album from Gfen recording star Sammy Hagar, has recently been certified gold by the RIAA.
AROUND THE ROUTE
by Camille Compasio

Cinematronics plans to start shipping its “Dragon’s Lair” laser disc game around the first week of July, as we learned from marketing chief Tom Campbell. Watch for it! Factory’s current piece “Cosmic Chasm” is still in production — and doing quite well.

AVMADA, the Amusement & Vending Machine Distributors Assn., scheduled a Board of Directors meeting for June 6 at the O’Hare Hilton in Chicago. Executive director Ed Dorin noted that the agenda would include the nomination of officers and directors for the new term.

The Hyatt Woodfield in suburban Chicago is holding a Computer Fest the weekend of June 18-19, which will feature an exhibition of software and hardware for home computers and other elements of “computer age” technology. Bally Midway has been invited to participate in the event and demonstrate its latest technological advancements in product, test equipment, etc. The firm will display a full line-up of product and, as company exec Jim Jarocki stated, Bally Midway was flattered to be singled out for participation in the fest... Firm’s newly released “Journey” video game, which is patterned after the award-winning

(continued on page 34)

#1 Game In Japan

Sega Electronics To Bring ‘Champion Baseball’ Vid To U.S.

SAN DIEGO — This summer, Sega Electronics, Inc. is bringing “Champion Baseball,” described by the firm as “the #1 income earning game in Japan,” to the United States.

Not since the “Space Invaders” boom of several years ago has any video game created as much excitement, according to Sega officials. The incredible player demand for Champion Baseball, along with its tremendous earning power, has caused many location owners across Japan to move out sizable quantities of other more traditional games to bank large numbers of this extraordinary piece.

Many sites have become virtual “Champion Baseball stores,” which is reminiscent of the “Space Invaders” craze when so many machines were in play that Japan suffered a severe coin shortage for several months.

Sega has so far delivered over 15,000 units to the Japanese marketplace and expects to produce and ship an additional 10,000 units by the end of June.

In the United States, Sega has had Cham-

(continued on page 34)

AGMA Sets Chicago Trade Show In ’84

CHICAGO — The first annual “Coin-Op Industry Trade Show,” to be sponsored and coordinated by the Amusement Game Manufacturers Assn. (AGMA) (Cash Box, June 4), will be held at the Expo Center in Chicago, Feb. 17-19, 1984. The Expo Center is located near the city’s downtown area, across the street from the Merchandise Mart and in close proximity to major hotels and restaurants.

The show will be a total industry event, according to AGMA officials, geared to all levels of the coin machine business, including manufacturers, distributors, operators and location owners. An extensive seminar program is being planned with the operator in mind; and the association is hoping to provide the basis for improving the operator/location line of communication by inviting location owners to participate.

AGMA is currently working on arrangements for providing special air travel packages and other considerations to accommodate convention goers.

As stressed by communications director Susan Bistline, it is AGMA’s intent to present a “first class trade show . . . for everyone involved in the coin-op industry.” Reaction at this stage of the show’s development has been very positive and most enthusiastic, she added.
AROUND THE ROUTE

(continued from page 20)

winning rock group, has been testing extremely well, according to Jim. Distributor reports have been terrific! The game is proving to be a natural for Journey's millions of fans, besides which it has its own appeal in terms of challenging, exciting play action. Right now, and throughout the summer season, the rock group Journey is on an extensive national concert tour and there are a number of special promotions going on in major cities that tie-in with the video game. This is another plus feature in exposing the game nationally. As a further enhancement, some prominent magazines are planning feature items and cover stories on the Journey video.

Here's a flash from Ron Stein of Sega Electronics about the firm's hot, new "Champion" baseball game — which offers "everything but the hot dogs!" The play theme is about as realistic as you can get, without actually going out to the ball park. There are the crowd noises, the shouts of the umpire calling "safe," "strike," etc., and all of the excitement of playing baseball. What's more, the graphics quality is positively outstanding, according to Ron. The game comes in upright or cocktail cabinet — and the latter configuration is a big hit in Japan where it is commonplace to find banks of them in a single arcade location! The upsurge in music activity that's been frequently reported over the past several weeks is very much in evidence at Loewen America, as we learned from proxy Rus Strahan. He told us the firm enjoyed a 20% growth in music sales in '82 and, at this point '83 is looking even better. March and April were both record months. Rus said, with the "Prestige" and 240 model phonographs contributing significantly to the March figures. Latest NSM model to be released in the states is the "Satellite 200" — which is making quite an impact!

Royal Dist. in Cincy is currently testing two exciting new video games, namely, Bally Midway's "Journey" and Gottlieb's "Kullr," with excellent results. Company proxy Joe Wasterha Notes that sales of jukeboxes, pins and pool tables are very much on the rise. The best seller list out there includes the NSM Satellite 200 jukebox, Bally's "Eight Ball Deluxe" pin, Gottlieb's "Super Orbit," and "Royal Flash Deluxe" pins, and Valley's "Cougar" pool table.

State Association News: MA, the Music & Amusement Assoc. Inc. of New York, recently wrapped up a successful state convention at the Concord Hotel, arranged by the group's new managing director Nicky Engelman.

CASHBOX

The Weekly Trade Journal.
Inaugural Knott's Berry Farm Video Game Tournament Bows Successfully

CHICAGO — Knott’s Berry Farm of Buena Vista, Calif., one of the largest and best known amusement parks and visitor attractions in the nation, staged the first video game tournament, the weekend of May 14-15. Titled “Video Challenge Weekend,” and well publicized weeks in advance by the mass media, the tournament attracted over 1,700 contestants — 1,700, to be exact. Play was limited to 18 years old and under.

The tournament was conceived and coordinated by Joseph Meek, assistant park manager, together with Bob Webster, arcade manager, in consort with Marty Glazman of Williams Electronics, Inc., and Jack Leonard of Circle International, serving as liaison for the factory.

Co-sponsoring the event, in addition to Williams, was radio station XTRA, whose many air-plugs did much to create interest within the radius of its 250,000 watt transmitter. The games used in the tournament were products of Williams Electronics provided by the firm’s distributor, Circle International.

The games, including “Stargate,” “Aussie” and “Sinistar,” were uniquely arranged in 10 banks (three games to a bank), and each contestant was required to achieve highest score in one minute playing time on each game. Williams “Bubbles” game was not used in the competition because it had only recently been released in Southern California, and the players were as yet unfamiliar with the game action. However, several Bubbles machines, along with other Williams games, were set up adjacent to the tournament area of free play so that spectators and contestants could familiarize themselves with the new equipment.

Service technicians Jim Hawes, Dave Roszka and Mike Metz were flown out to California by Williams to ensure the smooth operation of the more than 50 pieces of equipment provided for the event.

First prize winner on Saturday was David Dean of Riverside who was awarded a Sinistar game. The winner of Sunday’s tourney was James Carradine of Garden Grove who received a Bubbles. Runners up on both days received awards ranging from a portable Sony color television to small table size Coleco video games and other prizes of comparable value. In addition, every contestant received a game T-shirt, compliments of Williams Electronics.

Based on the tremendous success of the first effort, “Video Challenge Weekend #2” is expected to be forthcoming in the near future.

We at Williams Electronics are intensely committed to the distributors, operators and continued success of our industry. And that’s why we’re equally committed to protecting the rights to our video games.

Right now the market is glutted with mediocre games that are dampening the public’s enthusiasm for video, and that’s hurting us all. Operators who knowingly or unknowingly buy cheap imitations of popular games can disappoint the players of the original versions, and miss out on profits they could earn with higher quality games. Plus, they’re faced with maintenance problems resulting from slipshod manufacturing. Furthermore, unauthorized conversions and alterations undermine the efforts of ethical distributors who carry “the real thing.”

Williams Electronics has always taken extraordinary care to design and produce only the highest earning games. Virtually everyone is aware of the profitability, longevity and play appeal of our stars like DEFENDER, STARGATE, MAKE TRAX, ROBOTRON: 2084, MOON PATROL, JOUST, SINISTAR and BUBBLES. Everyone should also know that we own exclusive rights to each and every one of our video games—which means only we can duplicate or change our copyright material. With a record as sparkling as ours, we feel there’s no reason any person would even consider tampering with our games.

For the good of the industry, we fully intend to take all legal action necessary to prosecute any person or company that manufactures, sells, distributes or operates any Williams video game in violation of copyright laws.

Calendare:}

June 16-18: Ohio Music & Amusement Assn.; annual exposition; 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; annual convention; McCormick Place; Chicago, Ill.


Nov. 3-6: National Home Electronics Show; Arlington Park Exposition Hall; Arlington Heights, Ill. (Chicago suburb).

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ELECTRONICS, INC.
Chicago, IL 60618
PAMMA EXPO — Banner Specialty Co., with executive offices in Jenkintown, Pa. and business offices and showrooms in Baltimore, Philadelphia and Pittsburgh, was among area distributors who actively participated in the first annual PAMMA convention and trade show, April 30-May 1, at the Monroeville Expo Center, which is just east of Pittsburgh. The event was a tremendous success for the recently formed state association, attracting an exceptional attendance of trade people, statewide, and from other areas of the country, representing all levels of the coin machine business. Pictured in the accompanying photos are (l-r): Banner president Alan Bruck; Marcia Young, sales administrator of Taito America; Banner chairman Albert M. Rodstein; John Margold, eastern regional sales manager for Bally Midway at the new Bally Midway "Mappy" video game; Banner's Alan Bruck; and Steve Bernstein, vice president, sales and marketing, Innovative Concepts, at the popular ICE "Chexx" hockey game.

New Equipment

Quest For Fortune

"Roc 'N Rope" is a video game that provides cliff-hanging suspense as its "heroic" player battles monsters and obstacles on a rope-climbing quest to capture the "ROC" (The Bird of Fortune). It is being marketed by Interlogic, Inc. of Rosemont, Ill.

In game play, cute monster-type characters, dangerous dragons and conniving cavemen try to thwart the hero's attempt to score points while climbing a rope to the top of the hazard-filled canyon. The player's ultimate goal is to catch the Bird of Fortune (ROC), perched atop the canyon. While the player combats his colorful enemies, he must avoid falling rocks thundering from the sky that are aimed at ending his safari.

The player is armed with a "ROPE" gun that he fires from cliff to cliff to secure his climbing rope on the upward journey. While attempting to rope his way to the top of victory, the player can stop at a cliff to pick up golden eggs that give him renewed energy and accelerated speed to crash into his enemies and destroy them.

If he survives the ordeal, the player can shine a magic light beam into the eyes of the adversaries, who tirelessly continue to make his mission impossible. One zap from the weapon will momentarily paralyze the demonic dragons.

Roc 'N Rope has four entirely different "obstacle courses" that become increasingly difficult as the player progresses to the next cliff closer to the Bird of Fortune. Bonus points are awarded for picking up scattered feathers fallen from the Bird of Fortune.

"We were excited by the tremendous positive response from operators when Roc 'N Rope was shown at the AOE show in March," commented Ben Harel, president of Interlogic, "and it has been in the top 10% of games in arcades where it has been tested during the last two months."

Roc 'N Rope is a creation of Konami Industries of Japan, designers of such successful games as "Tut," "Super Cobra," "Time Pilot" and "Gyruss." Interlogic has exclusive sales rights in North America for the game, which is available in a complete, easy to install conversion kit and a standard arcade unit.

GAME BOARD — 1983-84 officers and board members of the Amusement Game Manufacturers Assn. (AGMA) were named in Alexandria, Va., during the organization's annual meeting. Pictures in the back row are (l-r): Frank Fogelman, Sega; Glenn Seidenfeld, Bally (secretary-treasurer); Richard Simon, U.S. Billiards (vice president); Robert Lloyd, Data East, Inc.; Paul Morarity, Taito-America Corp. Pictured in the front row are (l-r): Ronald J. Judy, Nintendo of America, Inc.; Joseph Robbins, AGMA president; and Gary Stern, Stern Electronics.
Taito's new Zoo Keeper has that animal magnetism no player can resist!

And it's no wonder. Players find out right off that it's a zoo in there. . . and the animals are eating their way out! Wherever Zeke the zoo keeper runs along the wall, he replaces bricks which have been chomped away. But the animals are swift and some inevitably escape. Now Zeke has to dodge or jump over them to survive—while still frantically trying to rebuild the bricks. Plus, he's trying to earn bonus points by grabbing watermelons, root beers, and other goodies along the way. And all the while the time fuse is burning!

Next Zeke must leap from ledge to ledge to reach his girlfriend, Zelda, held hostage by a monkey who's throwing coconuts. The ledges move in opposite directions, and if Zeke falls, it's all over. If he can swing it at this stage, Zeke can make points here, too, by collecting bonus objects as he goes. The struggle seems all worthwhile when Zelda is rescued.

But Zeke still has to face two more brick zoos teeming with the meanest animals ever. Luckily, a net can be used to catch the escaped animals and return them to their cages—if Zeke can reach it!

As the adventures alternate, survival becomes more difficult. In each of the "brick" screens, a more challenging animal with a higher point value is introduced. And in each succeeding "ledge" screen the ledges move faster, until they finally become invisible. With only his memory of past ledge patterns in relation to the still-visible bonus objects and coconuts, Zeke must jump from one invisible ledge to another to save Zelda!

"Escalator" screens, in which bonus zoo keepers can be won to help Zeke out, are interspersed between the other screens. Here Zeke must jump over hordes of animals—plus an electrical cage—in order to jump onto each escalator, till he can rescue Zelda up above. The higher he gets, the quicker the animals become. But victory is sweet when Zeke saves Zelda at last!

Notice: This game may be adjusted to provide a FREE GAME when earned by the skill of the player. Operation of the FREE GAME feature may be prohibited or otherwise regulated by various state or local laws or regulations. Before activating the FREE GAME feature, it is the obligation of the operator to ascertain the status of the law in his area. The manufacturer specifically disclaims any responsibility for the operation of this feature in any jurisdiction where it may not lawfully be operated.
MANUFACTURERS EQUIPMENT

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

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

STERN
The End (3/81)
Scramble (4/81)
Super Cobra (7/81)
Moon War (10/81)
Turtles (11/81)
Strategy X (11/81)
Jungler (2/82)
Frenzy (5/82)
Tazz-mania (5/82)

TAITO AMERICA
Zarzon (5/81)
Zarzon Trimline (5/81)
Colonel Y (7/81)
Delta Trimline (7/81)
Moon Shuttle (8/81)
Moon Shuttle Trimline (8/81)

THOMAS AUTOMATICS
Triple Punch (6/82)
Oli Boo Chu (7/82)
兴致 (4/83)

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

PHONOGRAPHs
Centuri 2001
Lowend-NSM Consul Classic
Lowend-NSM Prestige E-2
Lowend-NSM Festival
Lowend-NSM 250
Rock-Ola Grand Salon II Console (9/80)
Rock-Ola 484 (11/80)
Rock-Ola 481 Max 2 (1/81)
Rock-Ola Deluxe (10/82)
Rock-Ola 1006 (10/82)
Rock-Ola 476, furniture model
Rowe R-55 (10/80)
Rowe Jewel
Rowe R-73 (10-80)
Seeburg Phoenix (12/80)
Stereo/Seeburg Da Vinci (7/81)
Stereo/Seeburg VM (11/81)
VMI Startime Video Jukebox
Wurlitzer Cabarina
Wurlitzer Torkar
Wurlitzer Atlanta
Wurlitzer Silhouette

POOL,FOOSBALL,SHUFFLE
Irving Kaye Silver Shadow
Irving Kaye Lionel's Head
Dynamo Model 37
Dynamo-The Tournament Foosball (5/82)
TS Tournament Eight Ball
U.B.I. Bronco
Valley Cougar
Valley Tiger Cat Bumper Pool (6/82)
Valley Cougar Cheyenne (8/82)
Williams Big Strike shuffle alley

CONVERSION KITS
(including interchangeable games & enhancement kits)
Bally Midway, Pac-Man Plus (12/82)
Centuri, Guzzler

Cash Box/June 18, 1983
INDUSTRY NEWS

New Equipment
(continued from page 56)
Further information about the availability of the new game may be obtained by contacting Interlogic, Inc., 9806 W. Farragut Ave., Rosemont, Ill. 60018 or by phoning the firm at (312) 671-0305.

Bally Distributing Adds Two New Facilities
CHICAGO — Bally Distributing Corp., a subsidiary of Rolly Manufacturing Corp., has added two new facilities to its nationwide distribution network, namely, Bally Southwest Vending which has begun operations in Houston and El Paso, Texas.

The Houston office, at 2700 Milam, is managed by Dick Peterson. John Reeves is in charge of the El Paso office at 2500 East Yandell.

Bally Distributing is among the largest distributors in the country, with the network encompassing showroom, warehouse and repair facilities in 16 major market cities. According to Bally Distributing president Charles Farmer, Jr., the acquisitions are part of the company's commitment to growth in the sales of vending equipment.

Distributing operations include sale and repair of coin-operated amusement games as well as all types of coin-operated equipment including vending machines, amusement rides, bill changers and coin counting equipment. Bally Distributing is known to be the single largest purchaser of coin-operated amusement games in the U.S.

Another Kiddie Game
Tempe, Ariz.-based Enter-Tech, Ltd., manufacturer of mini-sized video game coin-ops, has announced the addition of a new Moppet Video Line game called "Noah's Ark." Designed for children between the ages of three and nine, the product follows the familiar Biblical story, and players must direct pairs of animals from land to the ark in order to save them from drowning during the flood. Acting as Noah, the players accumulate points for each two animals they save before the rising water line gets too high.

The fifth game in the innovative line of Moppet Videos, Noah's Ark was previewed at the March Amusement Operators Exposition (AOE) to an enthusiastic crowd. The Moppet Video machines have been accepted by Pizza Time Theatre chain, which features the little coin-ops in over 100 outlets. Inda Tanwih, director of games administration at Pizza Time Theatre, remarked, "The diminutive size games have high appeal to the younger children who are not tall enough or have the skill for the..."

No one else excites

With its lively cartoon animation in the unusual setting of a kitchen sink, BUBBLES is good, clean fun for one or two players.

SINISTAR is a high-intensity game of speed and strategy featuring head-to-head battle with "Sinistar," the most awesome adversary ever faced. With its exclusive 49-way joystick, and enemy that actually speaks, SINISTAR takes the player to new heights of excitement in single-seat cockpit with traditional 50" play. It's also available in upright model for one or two players.
AGMA Annual Meeting Proves Current Group Issues

(continued from page 34)

Moriarty was elected to fill an unexpired term — previously held by Jack Mittel, who recently resigned from Taito America — ending in 1985. In addition to board of director appointments, the AGMA met welcomed association officers who were elected to serve in 1983-84, including president Robbins, vice president Richard Simons, secretary-treasurer Glenn K. Strife, and assistant secretary Glenn Brasswell.

At AGMA's annual business meeting, it was unanimously decided that the group would hold a conference and trade show on an annual basis beginning in 1984. No firm date or location was announced at the conclude, but AGMA spokespeople announced both shortly after (see story, page 34).

AGMA is located at 203 The Strand, Suite 3, Alexandria, Va. 22314. The telephone number is (703) 506-8044.

Set within the framework of a mythological fantasy world, JOUST pin provides one or two players all the thrills of the video hit of the same name. And when two players compete, there's twice the excitement—and twice the profit potential!

players in such numbers!

As exclusive producers of shuffle alleys, only Williams can provide sensations like BIG STRIKE to bowl over up to six players at once.

Only Williams Electronics can provide you spectacular games to thrill millions of players one by one...or two, three, four, five, even six at a time! Bright minds, innovations and creativity have made our games some of the most popular and profitable in the industry. In fact, no other source can match our record for producing hit after hit.

Any way you look at the numbers, you can count on winning with Williams!

WILLIAMS ELECTRONICS, INC.
3401 N. California Ave., Chicago, IL 60618

One to four players can enjoy the thrills of good, old-fashioned pinball with TIME FANTASY. The simplicity of the playfield assures reliable operation...and the simplicity of play is drawing traditional video fans in droves!

© 1983, WILLIAMS ELECTRONICS, INC.

New Equipment

(continued on page 38)

big games. The parents also appreciate the small games for their youngsters. We plan two to three of these games in each of our stores."

Noah's Ark, like the other mini-arcade pieces — "Tugboat," "Desert Race," "Leprechaun" and "Pirates Treasure"— will be jointly marketed by Enter-Tech and Intrepid Marketing. Based in Los Allos, California, Intrepid Marketing plans to aggressively pitch the small coin-ops to distributors and operators alike.

"The little games show a much longer earning life than the standard videos," noted company spokesperson Brian Warkentin. "The collections will be more stable like kiddle rides and other younger oriented amusements."

Mouse-And-Cat Game

A light-hearted theme, eye-catching cabinet design and challenging play action are among the enhancements of "Mappy," a new video game being introduced by Bally Midway.

The plot involves Mappy, the micro police mouse who has the run of the house as he tries to collect a series of objects. He must avoid his enemies, the cats who are hot on his trail. To guide Mappy along on his venture, the player uses a joystick to help boost the mouse up on trampolines. Pressing buttons can open doors and zap the cats back through the house in order to score.

The new game has tested extremely well in all markets, according to Bally Midway.

Mappy is engineered and designed by Namco Ltd. and manufactured under license by Bally Midway Mfg. Co. It is available through factory distributors.

Further information may be obtained by contacting Bally Midway at 10601 W. Belmont Ave., Franklin Park, Ill., 60131 or by phoning the firm at (312) 451-9200.

Centuri Sales, Profits Up In First Quarter '83

CHICAGO — In a dramatic turnaround, for the first quarter ended March 31, Centuri, Inc. of Hialeah, Fla., reported revenues of $35.4 million with a net profit of $73,027 or one cent per share. This compares with revenues of $4.5 million and a net loss of $273,623, or three cents per share, for the comparable period in 1982.

Cash Box June 18, 1983
**OPERATORS PICKS**

Brad Hamma (A.H. Entertainers, Inc., Rolling Meadows)
EVERY BREATH YOU TAKE — The Police — A&M
Margo Green (Jones Music, Burbank)
LOST IN THE FEELING — Conway Twitty — Warner Bros.
Gary Snortum (Cigarette Service, Inc., Appleton)
WANNA BE STARTIN’ SOMETHIN’ — Michael Jackson — Epic

**COUNTRY**

1. THE RIDE — DAVID ALLAN COE (Columbia 38-03778)
2. STRANGER IN MY HOUSE — RONNIE MILSAP (RCA PB-13470)
3. OUR LOVE IS ON THE FAULTLINE — CRYSTAL GAYLE (Warner Bros. 7-29719)
4. YOU CAN’T RUN FROM LOVE — EDY RABBITT (Warner Bros. 7-29712)
5. FOOL FOR YOUR LOVE — MICKEY Gilley (Epic 14-07853)
6. LOVE IS ON A ROLL — DON WILLIAMS (MCA-52065)
7. IN TIMES LIKE THESE — BARBARA Mandrell (MCA-52066)
8. HIGHWAY 40 BLUES — RICKY SKAGGS (Epic 3402813)
9. OH BABY MINE — STATLER BROTHERS (Mercury/Polagram 811 448-7)
10. PONCHO AND LEFTY — WILLIE NELSON & MERLE HAGGARD (Epic 34-03842)
11. THE CLOSER YOU GET — ALABAMA (RCA PB-13554)
12. I.O.U. — LEE GREENWOOD (MCA-52199)
13. WITHOUT YOU — T. O. SHEPPARD (Warner Bros. 7-29695)
14. ALL MY LIFE — KENNY ROGERS (Liberty P-1-1495)
15. SNAPSHOT — SYLVIA (RCA PB-13501)
16. YOUR LOVE’S ON THE LINE — EARL THOMAS CONLEY (RCA PB-13525)
17. COMMON MAN — JOHN CONLEE (MCA-52178)
18. LUCILLE — JAYLYN (RCA PB-13465)
19. YOU’RE OUT DOING WHAT I’M HERE DOING WITHOUT — GENE WATSON (MCA-51911)
20. YOU TAKE ME FOR GRANTED — MERLE HAGGARD (Epic 34-02723)
21. IN THE MIDDLE OF THE NIGHT — MEL TILLIS (MCA-51825)
22. I ALWAYS GET LUCKY WITH YOU — GEORGE JONES (Epic 3-28283)
23. SINGING THE BLUES — GAIL DAVIS (Warner Bros. 7-29794)
24. FOOLIN’ — JOHNNY RODRIGUEZ (Epic 3-05369)
25. MORE AND MORE — CHARLEY PRIDE (RCA PB-13451)
26. WHATEVER HAPPENED TO OLD-FASHIONED LOVE? — B.B. THOMAS (Cleveland International/Epic 38-03492)
27. JOSE CUERVO — SHELLY WEST (Warner/Viva 7-29778)
28. LITTLE OLD-FASHIONED KARMA — WILLIE NELSON (Columbia 38-03674)
29. I’M MovIN’ ON — EMILY,OU HARRIS (Warner Bros. 7-29729)
30. MY LADY LOVES ME — LEON EVERETTE (RCA PB-13466)

**BLACK CONTEMPORARY**

1. JUICY FRUIT — MTUME (Epic 34-02578)
2. SAVE THE OVERTIME (FOR ME) — GLADYS KNIGHT & THE PIPS (Columbia 38-02761)
3. FLASHDANCE... WHAT A FEELING — IRENE CARA (Casselline/Polagram 811 448-7)
4. BETWEEN THE SHEETS — THE ISLEY BROTHERS (7-544 CBS 53E79)
5. ALL THIS LOVE — DeBARGE (Gary/Donalson 1600)
6. DO WHAT YOU FEEL — DENISE WILLIAMS (Columbia 38-03807)
7. CANDY GIRL — NEW EDITION (Streetwise SWRSL 208)
8. LOVE IS THE KEY — MAZE FEATURING FRANKIE BEVERLY (Capitol B-5211)
9. BEAT IT — MICHAEL JACKSON (Epic 34-02759)
10. RAID — LAKESIDE (Solar/Epic 7-29830)
11. WANNA BE STARTIN’ SOMETHIN’ — MICHAEL JACKSON (Epic 34-02914)
12. MY LOVE — LIONEL RICHIE (Motown 1673)
13. STYLE — Cameo (Atlantic Artists/PolyGram 812 564-7)
14. CANDY MAN — MARY JANE Girls (Gardy/Motown 1672)
15. INSIDE LOVE (SO PERSONAL) — GEORGE BENSON (Warner Bros. 7-29649)
16. SAY YOU DO — JANET JACKSON (A&M 2545)
17. LET’S DANCE — DAVID BOWIE (EMI America B-4158)
18. MORNIN’ — JARRETAU (Warner Bros. 7-29720)
19. B.Y.O.B. (BRING YOUR OWN BABY) — SISTER SLEDGE (Columbia/Atco 7-99885)
20. WALKIN’ THE LINE — CHAMPAGNE (Columbia 38-05532)
21. TRY AGAIN — O’Jays (Casablanca/PolyGram 811 448-7)
22. SPACE COWBOY — BROTHER CAT (A&M 51911)
23. LITTLE RED CORVETTE — PRINCE (Warner Bros. 7-29748)
24. KEEP ON LOVIN’ ME — WHISPERS (Solar/Elektra 7-99877)
25. SHE WORKS HARD FOR THE MONEY* — DONNA SUMMER (Mercury/Polagram 811 448-7)
26. ATOMIC DOG — GEORGE CLINTON (Capitol B-5201)
27. ELECTRIC AVENUE* — EDDY GRANT (Ice/Portfolio CBS 37-07930)
28. HOW DO YOU KEEP THE MUSIC PLAYING? — THE ISLEY BROTHERS (7-Neck/CBS 53479)
29. DON’T BE SO SERIOUS! — STARPOINT (Broadway B-3) 117-78-7
30. TONIGHT I GIVE IN* — ANGELA BOSILL (Arista AS 1050)

**RECORDS TO WATCH**

THE GOOD OL’ BOYS/SHES READY FOR SOMEONE TO LOVE — Jerry Reed — RCA
MANICA — Michael Sembello — Casselline/Polagram
I’M OUT TO CATCH — Leon Haywood — Casselline/Polagram
THE SALT IN YOUR TEARS — Martin Briley — Mercury/Polagram
I CAN’T STAND THE PAIN — The O’Jays — Philadelphia Int/UCBS

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□ VENDING MACHINES __________
□ OTHER ________________________
HOT NUMBERS
FROM THE OPERATORS

EARL THOMAS CONLEY
"YOUR LOVE'S ON THE LINE" PB-13525
From his new album "Don’t Make it Easy For Me" AHL1-4713
Harvey Campbell, Vice President, Mobile Records, Pittsburgh, Pa.
"We’re getting great action on Earl Thomas Conley. Could be the record that makes Earl a ‘superstar’!"
Judy Bracknell, Buyer, One Stop, Atlanta, Ga.
"Earl Thomas Conley’s ‘Your Love’s On The Line’ is one of our most requested records. Operators starting to re-order.
BB 21* CB 20* RR 14*

SYLVIA
"SNAPSHOT" PB-13501
From her new album "Snapshot" AHL1-4672
Dean Hague, President, Dean’s One Stop, Richmond, Va.
"Two of the best country records I’ve got are Sylvia and Earl Thomas Conley. Both are smokin’! Operators are just now really getting into ETC."
Judy Bracknell, Buyer, One Stop, Atlanta, Ga.
"Sylvia’s ‘Snapshot’ is a smash. She does great with jukeboxes!"
BB 14** CB 15* RR 10*

JERRY REED
"GOOD OLE BOYS/SHE’S READY" PB-13527
From his new album "Ready" AHL1-4692
Earl Schaeffer, Buyer, Am Bat Records, Cincinnati, Ohio
"Jerry Reed...looks like the best one he’s had...both sides are selling. I like ‘She’s Ready’!
Gus Tartol, Vice President, Singer One Stop, Chicago, Ill.
"Both sides of Jerry Reed is happening for me. I believe ‘She’s Ready’ is strongest, but ‘Good Ole Boys’ is doing well too. Great jukebox record! Double-Sided Hit!"
BB 40* CB 38*
In Review

IN REVIEW: Presented is a photographic lineup of some of the amusement machines introduced by the various manufacturers and dated according to their exposure in Cash Box.

NAMCO AMERICA "HOTBALL HOCKEY": A two-player table game, patterned after the exciting sport with outstanding graphics and audio, plus a uniquely designed sunken-in playfield. Hot and heavy action. (5/14/83).

BALLY MIDWAY "GRAND SLAM": This pinball machine, released in time for the opening of the baseball season, characterizes the popular American sport in cabinetry, design and exciting scoring features. (5/7/83).

WILLIAMS "BIG STRIKE": William's new six-player shuffle alley responds to the resurgence of interest in this staple product. It offers "Regulation," "Flash," "Single Shot" and "Strike 90" play. (4/16/83).

ATARI "FOOD FIGHT": A fun game where Charlie Chuck races to eat a rapidly melting ice cream cone while dodging tomatoes, pies and other edibles being tossed by four dastardly chefs. (4/9/83).

WILLIAMS "JOUST": A dual player pin in a uniquely styled table cabinet allowing players to face each other in competition. Features the exciting play elements of the popular video model. (4/9/83).

WILLIAMS "TIME FANTASY": A good old-fashioned pinball game, economically priced and abundant in scoring features for pinball buffs, as well as video fans who are newcomers to the game. (4/30/83).

CINEMATRONICS "COSMIC CHASM": Cosmic Chasm is a space station, sized by the enemy, and the player's mission is to maneuver a ship through it to the core, then destroy it and escape via the same route. (5/7/83).

WILLIAMS "BUBBLES": A lively cartoon animation video game that's easy to control, yet challenging to play. Various household objects try to thwart the player's bubble as it attempts to clean the sink. (4/16/83).

EXIDY "FAX": A natural for trivia fans. This game challenges the memory and reflexes on such subjects as history, entertainment, sports and general knowledge. Two thousand questions. (5/7/83).

WILLIAMS "SINISTAR": A high intensity space game of speed and strategy where the player maps out his own battle plan against the awesome Sinistar. A haunting voice track and many extras. (4/9/83).

CENTURIO "GYRUS": A multi-stage video space adventure game with extraordinary graphics and outstanding musical score accompaniment. There are 23 stages of exciting play action. (6/4/83).

"COMEDY CARTOON FACTORY": Main character, Krooz'r, is an extraterrestrial who can't phone home but must get there, which is not an easy task since there are lots of obstacles along the way. (5/7/83).
AN EXCITING NEW FRONTIER IN VIDEO GAMES

JOURNEY

SEE IT AT YOUR Bally MIDWAY DISTRIBUTOR NOW
STEVIE NICKS GIVES YOU HER HEART.

"THE WILD HEART." The new album from Stevie Nicks. Featuring the single, "STAND BACK."