To keep the music fresh and the new talent comin', you gotta start from the basement up! The MTV "Basement Tapes."

Finally, musicians, groups and fledgling superstars everywhere have a shot at the top. They're entering their videos in the MTV "Basement Tapes."

On the second Wednesday of each month at 10:00 pm (EST) we're showing these homegrown videos. MTV viewers then vote on their favorite. (Our first show saw almost 30,000 viewers phoning in to vote—in less than an hour!)

Each month the winning band receives a video music system and qualifies for our final one-hour playoff program in September.

The winner of the finals gets a recording contract and a promotion video from EMI America Records.

The MTV "Basement Tapes" series is another way we keep our viewers hungry for new music. And a way we keep you up on what's going on by breaking new groups.

To keep the new music comin', say "I want my MTV Basement Tapes."
TACO and his worldwide smash
Puttin' On The Ritz
...Sweeping the U.S. in clubs and on radio

The facts speak for themselves:

Radio Facts:
"Legitimate hit of the summer season"
Kevin Metheny, WNBC, New York
"Huge phones...predict #1 for sure"
Bob Hamilton, K-EARTH, Los Angeles
"After one day at power rotation... #1 phones."
Andy Szulinski, WFBQ, Baltimore
"Great phones"
Leigh Starnes, KHOW, Denver
"Huge requests"
Rosalie Trombley, CKLW, Detroit
"Exploded faster than any other record in the 25-year history of WPIC."
Bruce Kelly, WPIC, Washington, D.C.

The Chart Facts:
Cashbox 72
Billboard 82
Radio & Records 55/25

World Success Facts:
Huge hit the world over. Some of the highlights are:
#1 in Sweden. Album and single are platinum
#1 in Austria
Single and album are top ten in almost all European countries
Album went gold in Denmark and Finland
Single is top five in Canada and the album has gone gold

RCA Records and Cassettes

7" single: PB-50727
Maxi 12" single: PD-13575
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5. YOU ARE • LIONEL RICHIE • MOTOWN
6. MR. ROBOTO • STYX • A&M
7. BEAT IT • MICHAEL JACKSON • EPIC
8. BABY COME TO ME • PATTI AUSTIN • QWEST
9. HUNGRY LIKE THE WOLF • DURAN DURAN • CAPITOL
10. BACK ON THE CHAIN GANG • PRETENDERS • SIRE

GROUPS
1. MEN AT WORK • COLUMBIA
2. CULTURE CLUB • EPIC
3. DexYs MIDNIGHT RUNNERS • MERCURY
4. DURAN DURAN • CAPITOL
5. STYX • A&M
6. STRAY CATS • EMI AMERICA
7. TOTO • COLUMBIA
8. PRETENDERS • SIRE
9. AFTER THE FIRE • EPIC
10. GREG KIHN BAND • ELEKTRA

MALE
1. MICHAEL JACKSON • EPIC
2. LIONEL RICHIE • MOTOWN
3. BOB SEGER • CAPITOL
4. DAVID BOWIE • EMI AMERICA
5. THOMAS DOLBY • CAPITOL
6. MARVIN GAYE • COLUMBIA
7. DON HENLEY • ASYLUM
8. PRINCE • WARNER BROS.
9. CHRISTOPHER CROSS • WARNER BROS.
10. ADAM ANT • EPIC

FEMALE
1. PATTI AUSTIN • QWEST
2. TONI BASIL • CHRYSALIS
3. IRENE CARA • CASABLANCA

DUO
HALL & OATES • RCA

NEW GROUP
CULTURE CLUB

NEW MALE
THOMAS DOLBY • CAPITOL

NEW FEMALE
FRIDA • ATLANTIC

TOP PUBLISHER
WARNER BROS. MUSIC
TOP TEN
1. THRILLER • MICHAEL JACKSON • EPIC
2. BUSINESS AS USUAL • MEN AT WORK • COLUMBIA
3. H2O • HALL & OATES • RCA
4. LIONEL RICHIE • MOTOWN
5. FRONTIERS • JOURNEY • COLUMBIA
6. THE DISTANCE • BOB SEGER • CAPITOL
7. BUILT FOR SPEED • STRAY CATS • EMI AMERICA
8. PYROMANIA • DEF LEPPARD • MERCURY
9. KILROY WAS HERE • STYX • A&M
10. GET NERVOUS • PAT BENATAR • CHRYSALIS

GROUPS
1. MEN AT WORK • COLUMBIA
2. JOURNEY • COLUMBIA
3. STRAY CATS • EMI AMERICA
4. DEF LEPPARD • MERCURY
5. STYX • A&M
6. DURAN DURAN • CAPITOL
7. PINK FLOYD • COLUMBIA
8. TOTO • COLUMBIA
9. CULTURE CLUB • EPIC
10. THE CLASH • EPIC

MALE
1. MICHAEL JACKSON • EPIC
2. LIONEL RICHIE • MOTOWN
3. BOB SEGER • CAPITOL
4. BILLY JOEL • COLUMBIA
5. PHIL COLLINS • ATLANTIC
6. MARVIN GAYE • COLUMBIA
7. CHRISTOPHER CROSS • WARNER BROS.
8. AL JARREAU • WARNER BROS.
9. PRINCE • WARNER BROS.
10. THOMAS DOLBY • CAPITOL

FEMALE
1. PAT BENATAR • CHRYSALIS
2. LAURA BRANIGAN • ATLANTIC
3. FRIDA • ATLANTIC

NEW GROUP
STRAY CATS • EMI AMERICA

NEW MALE
THOMAS DOLBY • CAPITOL

NEW FEMALE
FRIDA • ATLANTIC

DUO
HALL & OATES • RCA

SOUNDTRACK
FLASHDANCE • CASABLANCA

EXERCISE
JANE FONDA'S WORKOUT RECORD
#1 FEMALE VOCALIST POP ALBUMS

BENATAR

G NERVOUS

More than $8 million grossed during 16 week tour in North America and Europe!

33 Weeks on the CASHBOX Top 100 Chart DOUBLE PLATINUM!

What a Performance!

FRANK BARALONA, PRESIDENT
BARBARA SKYDEL, EXEC. V. PRES.

PREMIER TALENT AGENCY 3 EAST 54TH STREET, NEW YORK, NY 10022
TOP TEN
1. BILLIE JEAN • MICHAEL JACKSON • EPIC
2. YOU ARE • LIONEL RICHIE • MOTOWN
3. ATOMIC DOG • GEORGE CLINTON • CAPITOL
4. I LIKE IT • DEBARGE • MOTOWN
5. OUTSTANDING • THE GAP BAND • TOTAL EXPERIENCE
6. I'VE MADE LOVE TO YOU A THOUSAND TIMES • SMOKEY ROBINSON • MOTOWN
7. TRY AGAIN • CHAMPAIGN • COLUMBIA
8. BETCHA SHE DON'T LOVE YOU • EVELYN KING • RCA
9. TOO TOUGH • ANGELA BOFILL • ARISTA
10. SEXUAL HEALING • MARVIN GAYE • COLUMBIA

GROUP
1. DEBARGE • MOTOWN
2. THE GAP BAND • TOTAL EXPERIENCE
3. CHAMPAIGN • COLUMBIA
4. EARTH, WIND & FIRE • COLUMBIA
5. THE WHISPERERS • SOLAR
6. CON FUNK SHUN • MERCURY
7. DAZZ BAND • MOTOWN
8. NEW EDITION • STREETWISE
9. ISLEY BROTHERS • T-NECK
10. THE CHI-LITES • L.A.R.C.

MALE
1. MICHAEL JACKSON • EPIC
2. LIONEL RICHIE • MOTOWN
3. GEORGE CLINTON • CAPITOL
4. SMOKEY ROBINSON • MOTOWN
5. MARVIN GAYE • COLUMBIA
6. TYRONE DAVIS • HIGHRISE
7. SONNY CHARLES • HIGHRISE
8. JARREAU • WARNER BROS.
9. KASHIF • ARISTA
10. RAY PARKER, JR. • ARISTA

FEMALE
1. EVELYN KING • RCA
2. ANGELA BOFILL • ARISTA
3. GLADYS KNIGHT • COLUMBIA

DUO
YARBROUGH & PEOPLES • TOTAL EXPERIENCE

NEW GROUP
DEBARGE • MOTOWN

NEW MALE
KASHIF • ARISTA

NEW FEMALE
MARGIE JOSEPH • HCRC
Winner in Single and LP Category

NEW YORK, July 2 — With the results from the Cash Box Poll in at last, Kashif has burst into the music lead once again.

Earlier this year, writer/producer extraordinaire, Kashif released his debut album, "Kashif" to enormous acclaim and went on to the number one spot on the R&B charts with the single, "I Just Gotta Have You (Lover Come Turn Me On)".

But Kashif is no stranger to that particular plateau of success. His writing and producing talents have led to many number one records over the years. Among them are the hits "I'm In Love" and "Love Come Down" for Evelyn King.

It is with his own album, however, that Kashif has demonstrated his tremendous performing potential.

Best Wishes to Kashif from MCA Music

NEW YORK, July 2 — During his years of association with MCA, Kashif has proven to be not only a consistent writer of number one selling records, but has extended his talents to become an outstanding producer as well; as evidenced by his efforts with Evelyn King and, more recently, reaction to his newest tune, "Inside Love" for George Benson.

Now, however, Kashif has become a performer with a well received debut album and top five single.

This led to the air of quiet anticipation at the offices of MCA Music last week as we waited for the results of this year's Cash Box Poll.

Of course, when it was all over, Kashif had been named "Best New Black Male Artist" in both the LP and single categories.
TOP TEN
1. THRILLER • MICHAEL JACKSON • EPIC
2. LIONEL RICHIE • MOTOWN
3. 1999 • PRINCE • WARNER BROS.
4. ALL THIS LOVE • DEBARGE • MOTOWN
5. COMPUTER GAMES • GEORGE CLINTON • CAPITOL
6. FOREVER, FOR ALWAYS, FOR LOVE • LUTHER VANDROSS • EPIC
7. MIDNIGHT LOVE • MARVIN GAYE • COLUMBIA
8. POWERLIGHT • EARTH, WIND & FIRE • COLUMBIA
9. TOUCH THE SKY • SMOKEY Robinson • TAMLA
10. PROPOSITIONS • BAR KAYS • MERCURY

GROUPS
1. DEBARGE • MOTOWN
2. EARTH, WIND & FIRE • COLUMBIA
3. BAR-KAYS • MERCURY
4. THE WHISPERS • SOLAR
5. CHAMPAIGN • COLUMBIA
6. THE GAP BAND • TOTAL EXPERIENCE
7. DAZZ BAND • MOTOWN
8. THE TIME • WARNER BROS.
9. CAMEO • ATLANTA ARTISTS

MALE
1. MICHAEL JACKSON • EPIC
2. LIONEL RICHIE • MOTOWN
3. PRINCE • WARNER BROS.
4. GEORGE CLINTON • CAPITOL
5. LUTHER VANDROSS • EPIC
6. MARVIN GAYE • COLUMBIA
7. SMOKEY ROBINSON • MOTOWN
8. AL JARREAU • WARNER BROS.
9. PEABO BRYSON • CAPITOL
10. GROVER WASHINGTON, JR. • ELEKTRA

FEMALE
1. EVELYN KING • RCA
2. ANGELA BOFILL • ARISTA
3. CHAKA KHAN • WARNER BROS.

DUO
THE SYSTEM • MIRAGE
NEW GROUP
DEBARGE • MOTOWN
NEW MALE
KASHIF • ARISTA
NEW FEMALE
MARGIE JOSEPH • HCRC
MOTOWN'S NEWEST SUCCESS STORY
De BARGE

BLACK CONTEMPORARY ALBUMS GROUP:
De BARGE

NEW BLACK CONTEMPORARY ALBUMS GROUP:
De BARGE

BLACK CONTEMPORARY SINGLES GROUP:
De BARGE

NEW BLACK CONTEMPORARY SINGLES GROUP:
De BARGE

CONGRATULATIONS TO
ELDRA, JAMES, RANDY, MARK, AND BUNNY DeBARGE ON YOUR NUMBER 1
AWARDS AND
YOUR FIRST GOLD ALBUM!

© 1983 Motown Record Corp.
COUNTRY SINGLES

TOP 10
1. DIXIELAND DELIGHT • ALABAMA • RCA
2. LOVE WILL TURN YOU AROUND • KENNY ROGERS • LIBERTY
3. INSIDE • RONNIE Milsap • RCA
4. NOBODY • SYLVIA • RCA
5. LISTEN TO THE RADIO • DON WILLIAMS • MCA
6. I DON'T THINK SHE'S IN LOVE ANYMORE • CHARLEY PRIDE • RCA
7. TAKE ME DOWN • ALABAMA • RCA
8. I DON'T CARE • RICKY SKAGGS • EPIC
9. 'TIL YOU'RE GONE • BARBARA MANDRELL • MCA
10. I HAVE LOVED YOU, GIRL • EARL THOMAS CONLEY • RCA

MALE VOCALIST
1. RICKY SKAGGS • EPIC
2. CHARLEY PRIDE • RCA
3. MERLE HAGGARD • EPIC
4. RONNIE MILSAP • RCA
5. DON WILLIAMS • MCA

ALBUM AWARDS

TOP 10
1. ALWAYS ON MY MIND • WILLIE NELSON • COLUMBIA
2. MOUNTAIN MUSIC • ALABAMA • RCA
3. JUST SYLVIA • SYLVIA • RCA
4. HIGHWAYS & HEARTACHES • RICKY SKAGGS • EPIC
5. HANK WILLIAMS, JR.'S GREATEST HITS • ELEKTRA
6. A TASTE OF YESTERDAY'S WINE • MERLE HAGGARD & GEORGE JONES • EPIC
7. BIG CITY • MERLE HAGGARD • EPIC
8. WW II • WAYLON JENNINGS & WILLIE NELSON • RCA
9. INSIDE • RONNIE MILSAP • RCA
10. GOING WHERE THE LONELY GO • MERLE HAGGARD • EPIC

MALE VOCALIST
1. WILLIE NELSON • COLUMBIA
2. RICKY SKAGGS • EPIC
3. HANK WILLIAMS, JR. • WARNER BROS.
4. MERLE HAGGARD • EPIC
5. KENNY ROGERS • LIBERTY

GROUP
1. ALABAMA • RCA
2. OAK RIDGE BOYS • MCA
3. STATLER BROTHERS • MERCURY
4. LARRY GATLIN & THE GATLIN BROTHERS BAND • COLUMBIA
5. THE WHITES • WARNER BROS.

FEMALE VOCALIST
1. JANIE FRICKE • COLUMBIA
2. REBA McENTIRE • MERCURY
3. SYLVIA • RCA
4. EMMYLOU HARRIS • WARNER BROS.
5. DOLLY PARTON • RCA

DUET
1. MERLE HAGGARD & GEORGE JONES • EPIC
2. BELLAMY BROTHERS • WARNER BROS.
3. KENNY ROGERS & SHEENA EASTON • LIBERTY
4. T.G. SHEPPARD & KAREN BROOKS • WARNER BROS.
5. EDDIE HARRITT & CRYSTAL GAYLE • WARNER BROS.

TOP RECORD COMPANY
(TOTAL DISTRIBUTED LABELS)
1. CBS
2. RCA
3. WEA
4. MCA
5. CAPITOL

SINGLES LABEL
1. RCA
2. MCA
3. WARNER BROS.
4. COLUMBIA

ALBUMS LABEL
1. RCA
2. EPIC
3. COLUMBIA
4. MCA
5. ELEKTRA
Hear What Soundsheets Can Do For You

Music
written &
produced by
Media Music
Tampa, Fla.

Recorded at
PR Production-
Workshop
Tampa, Fla.

EVA-TONE SOUNDSHEETS, INC.
4801 Ulmerton Road
P.O. Box 7020
Clearwater, Fla. 33518-7020
(813)577-7000

Sound off!

Share your unique sound with the very people you want to hear it - on Eva-Tone Soundsheets. Here are some ideas - and you probably have plenty of your own:

- ALBUM SALES: Cross-sell other albums with Soundsheet inserts in your best sellers
- ARRANGEMENTS: Sample your new ones to band and choral directors by mail
- INSTRUMENTS: Demonstrate your sounds to prospective dealers and buyers
- PERFORMERS: Use inexpensive demos for auditions, souvenirs - even sell them!

Write or call for complete information about putting your sound into the hands - and ears - of your prime audience. Fill out this handy card, or call (813) 577-7000. We'll help you Sound Off!

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Tell me more about Media Music in Tampa, FL

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Phone:

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CASHBOX '83-'84 DIRECTORY 3474X
WHAT YOU SHOULD KNOW ABOUT SOUNDSHEETS

SOUNDSHEETS PLAY ON ANY TURNTABLE AT 33 1/3 RPM: Soundsheets are postage-saving light and space-saving thin. Since most tone arms are set for traditional LPs, your Soundsheet may slip. If it does, simply put some weight (like coins) on the spot indicated on the label. Some people find that playing a Soundsheet on top of a traditional LP insures smooth play, since some turntables have ridged surfaces. Soundsheets will have no adverse effects on any of your audio equipment.

QUALITY SOUND FROM QUALITY MATERIAL: Soundsheets are considered "broadcast quality" by many radio stations. Soundsheets are made from the same material as traditional LPs, only Soundsheets require less material. Handle them as you would LPs and they'll last just as long.

EASY TO STORE FOR REPEATED LISTENINGS: Thin, flexible Soundsheets take up a fraction of the space occupied by LPs, cassettes, tape cartridges and reel-to-reel tapes. To insure long-life playability, store Soundsheets flat.

SOUNDSHEETS USE LESS PETROLEUM-BASED VINYL: Only a fraction of the material necessary for other disc and tape audio formats is used in Soundsheets. It takes less energy to manufacture them, too.

PROVEN SUCCESS FOR TWO DECADES: More than 500 million Soundsheets have been produced for thousands of customers in the past 20 years. They've been used successfully in sales, fund-raising, education, instruction, recruitment and entertainment. How can they do the most good for you?
## Albums

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### Thanks for getting ‘83 off to a great start!

**Artists**

Barbara Mandrell  
Ronnie Milsap  
Marie Osmond  
Sylvia  
Tyler-David  
Steve Wariner

**Writers**

Karen Charlton  
Jim Daddario  
Michael David  
W.T. Davidson  
Steve Dean  
Rhonda Fleming  
Don Huber  
Dennis Morgan  
Frank Myers  
Debra Richardson  
Rich Wayland

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Nashville, TN 37203 (615) 255-5550

Cash Box/July 2, 1983
Michael Jackson. For unprecedented achievement in the world of popular music.
First to be #1 on pop single, pop album, R&B single, and R&B album charts simultaneously. And at the same time, #1 on Britain's single and album charts.

Johnny Christopher, Mark James, Wayne Carson Thompson. Writers of "Always On My Mind," the most performed song of 1982.
The 139 writers of the most performed songs of 1982.

Deborah Allen
Janna Allen
Sara Allen
Betty Anderson (STIM)
Max Barnes
Brenda Barnett
Kenneth Bell
DeWayne Blackwell
Kent Blazy
Don Bowman
Bobby Braddock
Milton Brown
Ed Bruce
Lindsey Buckingham
Eddie Burton
Boudleaux Bryant
Felice Bryant
Jonathan Cain
Rosanne Cash
Charles Chalmers
Carl Chambers
Bruce Channel
Johnny Christopher
Michael Clark
Margaret Cobb
Tony Coleman
Bob Crewe
Steve Cropper
Michael Curtis
Richard Curtis
Paul Davis
Steve Dorff
Harold Dorman
Tim Dwoits
Bobby Emmons
John Farrar
Rhonda Fleming
David Foster
Dallas Frazier
Larry Gatlin
Snuff Garrett
Michael Garvin
Barry Gibb
Maurice Gibb

Robin Gibb
Graham Goble (APRA)
Tom Grant
Mark Gray
Jay Graydon
Lee Greenwood
Merle Haggard
Daryll Hall
Stewart Harris
Robert Hatch
David Colin Hay (APRA)
Michael Hereney
Kenneth Hirsch
Dean Holloway
Jim Hurt
Michael Jackson
Mark James
Waylon Jennings
Will Jennings
Larry Keith
Paul Kelly
Paul Kennerley
Buddy Killen
Frederic Knipe
Robert Lang (SAMRO)
Larry Lee
Sonny Limbo
Sandy Linzer
Lea Maalfrid (PRS)
Layng Martine Jr.
Ronnie McDowell
Parker McGee
Don McLean
Christie McVie
David Malloy
Ron Miller

William Miller
John Mollat
Dennis Morgan
William Morrison
Wood Newton
Stevie Nicks
John Oates
Paul Overstreet
Randy Owen
Marty Panzer
Alan Parsons (PRS)
Dolly Parton
Leslie Pearl
James Pennington
Stephen Perry
Webb Pierce
Dean Pitchford
Eddie Rabbitt
Teddy Randazzo
Denny Randell
Eugene Record
Otis Redding
Donald Reid
Sandra Rhodes
Bruce Roberts
Kent Robbins
Randall Jay Rogers
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Graham Russell (APRA)
Carole Bayer Sager
Neal Schon

Thom Schuyler
Troy Seals
Terry Shadick
James Sheppard
Glen Shorrock (APRA)
Terry Skinner
Johnny Slate
Keith Stegall
Tom Snow
Bobby Springfield
Rick Springfield
Lou Statham
Even Stevens
Frank Sullivan
Wayne Carson Thompson
Sonny Throckmorton
Kerryn Tolhurst (APRA)
Daniel Tyler
Bjorn Ulvaeus (STIM)
Rale Van Hoy
Cindy Walker
JL Wallace
Cynthia Weil
Bobby Weinstein
Hank Williams
Hank Williams Jr.
Bobby Wood
Eric Woolfson (PRS)

Wherever there’s music, there’s BMI.
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<td>Survivor</td>
<td>Eye Of The Tiger</td>
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<td>Scotti Brothers</td>
<td>Feb. 7</td>
<td>Led Zeppelin</td>
<td>Eye In The Sky</td>
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<td>April Wine</td>
<td>The Nature Of The Beast</td>
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<td>Capitol</td>
<td>Feb. 4</td>
<td>.38 Special</td>
<td>Codex</td>
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<td>Oct. 1</td>
<td>Al Jarreau</td>
<td>Breakin Away</td>
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<td>Warner Bros.</td>
<td>Feb. 11</td>
<td>Bob Seger</td>
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<td>Oct. 1</td>
<td>REO Speedwagon</td>
<td>Good Trouble</td>
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<td>Epic</td>
<td>Mar. 7</td>
<td>Luther Vandross</td>
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<td>Oct. 26</td>
<td>Billy Squier</td>
<td>Emotions In Motion</td>
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<td>Mar. 7</td>
<td>Pat Benatar</td>
<td>Forever, For Always, For Love</td>
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<td>Nov. 10</td>
<td>Rush</td>
<td>Signals</td>
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<td>Merck</td>
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<td>Journey</td>
<td>Get Nervous</td>
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<td>Steve Miller Band</td>
<td>Abracadabra</td>
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<td>Capitol</td>
<td>Apr. 11</td>
<td>Def Leppard</td>
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<td>Men At Work</td>
<td>Business As Usual</td>
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<td>Apr. 18</td>
<td>Judas Priest</td>
<td>Pyromania</td>
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<td>Olivia Newton-John</td>
<td>Olivia's Greatest</td>
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<td>Columbia</td>
<td>Apr. 26</td>
<td>Duran Duran</td>
<td>Screaming for Vengeance</td>
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<td>Dec. 1</td>
<td>Stray Cats</td>
<td>Hits, Vol. II</td>
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<td>Styx</td>
<td>Rio</td>
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<td>Kilroy Was Here</td>
<td>A&amp;M</td>
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<td>Lionel Richie</td>
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<td>May 3</td>
<td>Alabama</td>
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<td>May 23</td>
<td>Pink Floyd</td>
<td>The Final Cut</td>
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<td>Neil Diamond</td>
<td>Heartlight</td>
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<td>The Gap Band</td>
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<td>Pink Floyd</td>
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<td>Crosby, Stills &amp; Nash</td>
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<td>1983</td>
<td>Atlantic</td>
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<td>The Clash</td>
<td>Combat Rock</td>
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<td>Epic</td>
<td>May 23</td>
<td>Pink Floyd</td>
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STARRING

CHERI
(new album "Love Stew" out)

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PAUL BRADY
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<td>BILLY IDOL</td>
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<td>G&amp;P</td>
<td>John Doe</td>
<td>123 Main St, Anytown, USA</td>
<td>(123) 456-7890</td>
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<tr>
<td>Bob</td>
<td>Jane Smith</td>
<td>456 Market St, Anytown, USA</td>
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<td>Mike</td>
<td>Sally Brown</td>
<td>789 Green St, Anytown, USA</td>
<td>(123) 456-7890</td>
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**Marketing**

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<tr>
<td>Bill</td>
<td>Mary Johnson</td>
<td>123 Broadway, Anytown, USA</td>
<td>(123) 456-7890</td>
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**Noble Clark/Buyer**

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<tr>
<td>Charlie</td>
<td>Lisa Davis</td>
<td>456 Park Ave, Anytown, USA</td>
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**Associated Labels**

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<tr>
<td>Dave</td>
<td>Emma Parker</td>
<td>789 Temple St, Anytown, USA</td>
<td>(123) 456-7890</td>
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**Pennsylvania**

**TENNESSEE**

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**Virtue Records**

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<td>Sally Brown</td>
<td>456 Market St, Anytown, USA</td>
<td>(123) 456-7890</td>
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<tr>
<td>Lawrence</td>
<td>Dean Kay</td>
<td>123 Main St, Anytown, USA</td>
<td>(123) 456-7890</td>
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<td>Bob</td>
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43 Part I — Domestic
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- DISTRIBUTOR
- RACK JOBBER
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Part III — Coin Machines

Cash Box/July 2, 1983

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**CASH BOX**
July 2, 1983

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**27** Part III — Coin Machine
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THE ABOVE WRITERS ARE SOME OF THE MEMBERS OF FOREIGN PERFORMING RIGHT ORGANIZATIONS LICENSING THEIR WORKS THROUGH ASCAP IN THE U.S.A.
ENTR 13TH QTR, IT"S AS IF THE WHOLE THING HAD GONE IN REVERSE. 

THE STARS continued to rise at the beginning of the third quarter, and then they began to fall. Michael Jackson's "Thriller" LP, which has sold in the neighborhood of 5.5 million units to date, really bolstered the second quarter, and from the looks of things so far, we may be in for more of the same.

Immediate cause for optimism certainly comes from the hot new product out that could very well carry the momentum created by "Thriller" on through the year — this week's debut of "Synchronicity" by The Police at #10 on the Pop Albums chart is the best since the beginning of the year. Add to that the impressive debuts by Stevie Nicks (#35 bullet), Loverboy (#43 bullet) and the potential for a strong third quarter becomes obvious.

And this hasn't even taken into account the planned national roll-out of the major Compact Disc (CD) systems in the coming weeks. It's been a long time since any technological advancement has been given a build-up like the CD, and this in itself can be counted on to maintain a high level of excitement. So here we are, halfway through 1983, with the situation looking better than it has in a long time. Total recovery is still something yet to be achieved, but maybe we'll finally see it begin to pick up in early quite soon.

ON THE COVER
Young, Sexy, Smooth, Sensational. That's Michael Jackson. From his beginnings as the mini-wiz who overwhelmed audiences with the Jackson Five's Motown mega-hits "I Want You Back" and "ABC," Michael started out at the top of the record industry. And, paradoxically enough, has ascended to even greater heights. Today, he is being repaid as the hottest pop star around with an astounding string of #1 singles and albums to his credit, including the smash "Thriller" LP, which has sold over five million units in just six months.

A recent article by L.A. Herald Examiner music critic Mikal Gilmore called Jackson the savior of the record business, and considering the impact "Thriller" has had on the marketplace, Gilmore may not be too far off the mark. "Just as Elvis Presley and the Beatles helped galvanize stagnating industries in their eras, so can Jackson... help unify an audience large and diverse enough to count as a genuine mass consensus..." wrote the critic.
Third Quarter LP Releases To Feature Developing Acts
by Michael Martinez

LOS ANGELES — With many albums released during the first half of 1983 still vying for top chart positions, record labels are prepping to fill the third quarter quarter releases that lean toward new and developing acts.

During July, August and September, new product from up and coming acts such as Jeffrey Osborne, Human League (A&M), Adrian Belew (Island), The System (Capitol), Shalamar (Epic), Shakin’ Stevens (MCA), ZZ Top (Epic), Scary Cats (EMI America), The S.O.S. Band (Capitol), Haircut 100 (Sony), The Rubettes (PolyGram) and the like (Not Was) (Geffen), will pace the third quarter, but will not eclipse product from more established artists.

Proven acts like Herb Alpert (A&M), Air Supply, Ray Parker, Jr. (Arista), the Rolling Stones, AC/DC (Atlantic), Andre Murray, Patti LaBelle & Michael McDonald (Capitol), Stevie Wonder, Lionel Richie, Rick James, the Commodores (Motown), Moody Blues, The Doobie Brothers (Warner Bros.), Beach Boys (RCA), Asia, and Neil Young (Geffen) will pace new releases by familiar names.

There are more than 320 album releases planned by the 14 major labels Cash Box contacted, and all these will be competing for the smaller retail space in the first few weeks of the second quarter and now beginning their ascent up the charts. Several records released in late 1982 and early 1983 also contain sustaining sales, making airplay and space at retail potentially scarce for this new batch.

"The "Super Hits" album on Epic remains #1 on the Cash Box Top 200 Albums chart after 18 weeks in that spot, and A&M’s The Weekenders album has been on the charts by Hall & Oates, Prince, Journey and Def Leppard have also been on the charts for more than 20 weeks.

With A&M’s The Police scoring a #10 bullet debut this week on the Cash Box Pop Albums chart (with the "Synchronicity") LP single, Capitol’s Rick Lee James also debuting this week in the Top 100 of that chart, it is clear that many of the third quarter releases will have their work cut out for them.

But a respectable portion of the releases due out in the third quarter will provide strong chart showings. Artists such as Dennis Brown, English Beat, Joe Jackson (A&M), Manchester Transistor and the Carol King Genesis (Atlantic), Ronnie Laws (Capitol), Shalamar (Solar), Sheena Easton (EMI America), Jon & Vangelis, Stephanie Mills, Bays (Venture), Heart, Cheap Trick (Epic), Elvis Costello, Bob Dylan, Third World (Columbia), Jennifer Holiday (Geffen) and many others are all expected to be major hit makers.

New albums from new and rock acts will be abundant throughout the summer, so progressive AOR radio programming which Metromedia will acquire a number of artists.

Oingo Boingo (A&M), Skafish (IRS), Minor Detail (PolyGram), Madam (Sire), I-Ten, M&M, The Doctors, The Elvis Costers (Epic) and Survivor (Scotti Bros./CBS) will be building on recent successes or starting from scratch during the summer.

Black product by Howard Johnson, The Brothers Johnson (A&M), Slave (Cottillion), Shalamar (Epic), The Pointer Sisters, The Manhattan Transfer, Boingo (A&M), Melba Moore (Capitol), Bill Summers (MCA), Stone City Band (Motown), Motown 42, Motivation (PolyGram), the Jones Girls, Tavares (RCA), Jimmy Gaston Burnsh (Salsoul), Larry Graham, Rufus and Chaka Khan Live (Warner Bros.), Andre Symone and many others will also be heavily featured.

"New Musics" will be abundant throughout the summer for non-mainstream radio formats.

Already set as part of the deal are Right Of Way, staring Bette Davis and T.J. Hooker (PolyGram), and Robert Duvall and Eric Fryer as Terry Fox and The Cold Room, with George Segal.

"Metromedia will use these and the other films which they select in the development of its planned "fourth" broadcast company, "The Network." They will eventually be distributed in syndication following their debut on the "fourth network." As part of that network’s schedule,

(continued on page 38)
BUSINESS NOTES

More Buffalo Broadcasting Briefs Filed

NEW YORK — Lawyers for the five plaintiffs involved in the Buffalo Broadcasting case recently filed their brief in Manhattan's U.S. Court of Appeals for the Second Circuit. The five independent broadcasters are seeking an upholding of the original lower court decision, which held the station to be in breach of contracts.

In the brief, filed on June 15, the plaintiffs reiterated their case, saying they were "trapped in a restraint of trade from which they could not escape without the injunction of the court below." The stations also rebuffed Appeals briefs filed by ASCAP and BMI which contended respectively that the issue has already been settled and that a prior case brought by CBS-TV in which the legality of blanket licensing was upheld was equally applicable to the independents.

In the original decision, U.S. District Court Judge Lee P. Gagliardi ruled that blanket licensing of local television stations by music performing rights societies restrains trade and violates anti-trust laws (Cash Box, Sept. 4, 1982). Both BMI and ASCAP immediately pledged to appeal whatever ruling is filed in the briefs. The plaintiffs brief was in response, and ASCAP and BMI now have until July 15 to file their final reply briefs.

Coleco Postpones 'Supergame Debut'

LOS ANGELES — Coleco Industries, manufacturers of the state-of-the-art ColecoVision home video game unit, has postponed plans to market its “Supergame” Expansion module #3 for its console this year as previously announced (Cash Box, May, 14). Expansion Module #3, due to ship this August and retail for $100-125, worked by means of an innovative microdrive unit capable of rapidly storing and retrieving vast amounts of data.

In a company spokesperson, Barbara Wruck, the drive unit for the Supergame module is the same one used for the recently unveiled ColecoVision Family Computer System, ADAM, and this year “all available drives will be directed towards ADAM.” In conjunction with the module, a complete package including a keyboard, memory card, “letter quality” printer, joystick and pieces of software at a low $600 price point — is expected to set new standards for the personal computer industry.

Wruck explained the decision not to put out the Supergame expansion module was made “a couple of months ago” and was prompted by the “technological breakthrough of the digital data pack,” the software used in ADAM which can store up to 1/2 million (500K) characters of typewritten and printed computer output, and which drive uses a “Fasttransport” circuitry that transmits data in a speed equal to a floppy disk drive, but at a much lower cost. Because Coleco is “production limited” on the drive, the Supergame module has been postponed for this year at least, and ADAM is set to appear in stores by early September. Coming out in both a $600 freestanding and a $400 ColecoVision-compatible expansion module form, ADAM will also be capable of playing “Supergames” and one “Super Game Pack” — “Buck Rogers Planet of Zoom” — with the computer unit, Wruck said Coleco hopes to have 500,000 of the computers shipped by year’s end.

In related news, an article in the June 19 edition of the New York Times entitled "The Coming Crisis in Music" gave the public a glimpse of yet another end of the copyright world. In 1983, the article went on to say several electronics-oriented stocks fall in price. Coleco industries, which has jumped incredibly from a low of 6/ to a high of 85 per share in a 52-week period, dropped 7 3/4 points on June 17 to close at 44%. Activation, a hot item that was initially offered at approximately $12 per share following the CES, dipped about three points in the wake of the Times article. The story, which ran in the business section, dealt primarily with the effects of high losses at Texas Instruments, manufacturers of the 99/4A home computer, and the effects it could have on other-copyrighted companies.

BMI Accelerates Its Foreign Hits Payments

NEW YORK — In an effort to expedite U.S. performance royalty payments to foreign writers and publishers, Broadcast Music, Inc. (BMI) has begun distributing these royalties on all foreign songs which make the Top 50 American pop and country trade charts on a quarterly basis. Although it was first announced in February, an agreement with the British Phonographic Industry, Ltd. (PIASR), which is responsible for distributing BMI payments to British publishers, was completed last week and saw several editions of international songs and videos of songs, which have been released here and abroad, distributed for the first time in the United States.

The new policy, as described by BMI president Edward E. M. Cramer, offers foreign hit songwriters their performance royalty payment structure as BMI domestic affiliates. Those songs that do not reach Top 50 hit status will continue to be paid for via the semi-annual statements.

The American Society of Composers, Authors, and Publishers (ASCAP) has had a similar semi-annual payment schedule with many foreign societies. When notified of the new BMI policy, ASCAP president Hal David said that the payment procedure for ASCAP members and foreign writers and publishers was “constantly being reviewed.”

AGAC Sets Summer Lyric Writing Course

NEW YORK — The American Guild of Authors and Composers (AGAC) Foundation will hold two eight-week courses in lyric writing this summer at the AGAC/The Songwriters Guild New York headquarters. Sheila Davis will conduct “The Craft of Lyric Writing,” which is divided into two eight-week courses. Students will be asked to write two songs as well as AGAC members and begins July 13, and “Beyond The Basics,” which is open to only those who have already taken “Basics” and begins July 11.

The logo will be available for use in con in connection with the recently launched Music and "Music and Dance" reduced-price tickets booth in Bryant Park, and for activities of the City’s Depart- ment of Cultural Affairs.

UNION BLAGS NEA TV SHOW AS 85TH AFM MEET OPEN'S

by Michael Martinez

LOS ANGELES — Some 56 delegate resolutions and 31 recommendations of the International Executive Board will be considered by the more than 800 delegates from the American Federation of Musicians at the 85th AFM Convention, which will meet this week at the Civic Center in Phoenix, Ariz.

The 85th annual convention of the musicians’ union, which officially began Monday, June 27, was set to cover topics ranging from work due to the election of new officers. One resolution, according to AFM President Victor Fuentealba, will be a recommendation by the International Executive Board (IEB) which asks that a new state be set aside for the jurisdiction of musicians on tours outside their local to be placed with the AFM’s International office.

Currently, each local sets rates for their members when they travel to other jurisdictions and AFM's "Local 1" proposal by the IEB was aimed at providing uniformity in payments.

Fuentealba is set to open the proceedings with a report to delegates and then appointing the committees to guide (continued on page 10)
The best selling album of all time now has a sequel.

The original soundtrack recording of the forthcoming Paramount Pictures' film, "Staying Alive," is every bit as exciting as its predecessor, "Saturday Night Fever."

And the Bee Gees' smash hit, "The Woman in You," is only the first of what is sure to be a long list of hit singles to emerge from this monumental album.
KATE BUSH — EMI America MPL-19004 — Producers: Kate Bush and Jon Kelly — List: 5:58 — Bar Coded
In the '60s it was Janis Joplin, in the '70s Pati & the Blackfoot, and in the '80s动态Kate Bush will seize the title of the decade's most imaginative female rocker. Adventurous without being arrogantly avant-garde, Bush has consistently produced challenging music that simultaneously soothes the soul while sending chills up the spine. On this sampler album, she includes her recent MTV hit, "Suspiria In Galata," as well as earlier compositions "Babooska" and "The Infant Kiss." Recommended.

BEAT STREET — Prism — Capitol ST-12226 — Producer: Carter — List: 8:98 — Bar Coded
This seven-year-old, Vancouver-based rock 'n roll outfit has amassed a loyal following in the Great White North but has yet to break open the American market with its hard-edged musical assault. Although much of this LP takes a decidedly negative approach to love songs — "Is He Better Than Me" and "I Don't Want To Want You Anymore" — are just two of the pessimistic numbers. The group's songs come up with some memorable hooks and could conceivably do well with several cuts like "Dirty Mind" and "Wired," both of which convey that traditional feverish hard rock sensibility.

NEVER KICK A SLEEPING DOG — Mitch Ryder — Riva/Polymetal RVL 7503 — Producer: "Little Bastard" — List: 8:98
Bruce Springsteen helped revivify '60s rocker Gary U.S. Bonds' recording career. Tom Petty produced an LP by Del Shan-
non, "Walking On The Edge," and "Little Bastard" Courtney takes his shot at bringing a musical legend back to the forefront. Cougar's collaboration with Ryder — whose past rock material included "Wild In The Blue Dress On" and "Little Latin Lupe Lu" — comes off as a cynically reflective view of working-class reality, as well as a testament to a tradition of modern love. "A Thrill's A Thrill," a duet with Marianne Faithfull evaluating sexual lifestyles, may accrue some AOR play, and heartland listeners could very well respond to the entire LP for its gritty, no-nonsense rock approach.

THE TIGERS LOOSE — Dick Dale — Bela Bularington — Engineers: Dick Dale, Mike Karnache and Rex Olson — List: 8:98
The California seaside's "King of the Surf Guitar" comes back to vinyl here with a live set, recorded at Huntington Beach's Golden Bear club and aided by the energies of his surfers, surfing, martial arts studies and God."Tang and swing around here as Dale walks on his hit. "I am very excited about the jam tunes like "Peter Gunn," "Summertime Blues," "House Of The Rising Sun" and "I Am The Highway." With the group's growth and tight back-up support from The Deltones & the Delottones give the album a nostalgic, yet energetic, feeling.

ALL OF THE GOOD ONES ARE TAKEN — The Frix — Elektra — Producers: Max Norman — List: None — (continued on page 10)
NEWS & REVIEWS
NEW ALBUMS
The Fixx
"Shuttered Room," the debut LP by MCA recording group The Fixx stands out as a certifiable sleeper amidst the slew of new music releases in the past 12 months. With so much as a peep of advance word, hype or promotion, the band record snuck quietly onto the charts and slowly but surely ingratiated itself with AOR programmers and listeners across the country. Aided by the airplay (not to mention video play on MTV) acco-
counted, the band is getting a big "Stand Or Fall," as well as the equally dreamy "Red Skies (At Night)," "Shuttered Room" and "Tumble Home." A great album for the better part of the last six months.
Still, The Fixx did not achieve anywhere near the visibility of many of its British contemporaries, despite the relative success of "Shuttered Room." Few people knew what the band looked like, and fewer still knew the members' names. The fact that The Fixx's first U.S. tour was prematurely cut short when the label pulled tour support didn't help matters.
That is increasingly becoming a thing of the past however, The Fixx's second LP, "Reach The Beach," is taking them to great new heights, moving the band onto the map and earning a growing audience. The Fixx have proved to be a cohesive, and skilled band, and they continue to be a force to be reckoned with. There are many people who have never heard of The Fixx, but they are quickly gaining a following and this album will certainly help.

SEVENTY SEVENS
Disunity, interpersonal strife, lack of overall identity — such are the problems often faced when a group of musicians, with different backdrops, go from a rock band from the South to a band from Virginia. Solid rock gets together. However, in the case of the Seventy Sevens, such training meshes together to form a cohesive, albeit wide-ranging, brand of rock. Their first LP, "Golden Surf," is a cut above most of the group's releases, and the band's sound is well defined.

\nBranigan tones down the tempo in a ballad follow-up to her recent dance classic, "Shattering," which she has equally compelling. Facing the loss of a long-time lover, the singer gives her performance of the song its meaning in a manner that will be appreciated by all. The song, while not as catchy as the chorus points out, "all the good ones are taken.

FEATURE PICKS
POP
LAURIN REED (RCA-JB-1358)
Martial Law (3:53) (Metal Machine Music, Inc. — BMI) (L. Reed) (Producer: L. Reed)
Playing Prince of the City, Reed offers a hardboiled police story with his personal shades of petty urban conflict. No one messes around with Marshall Reed is the verbal message, which is backed menacingly by an authoritative basic rock 'n roll guitar figure.
PEA BRYSON/ROBERTA FLACK
(Table P-5242)
Bryson and Flack sanction their relationship, when they appear for the forthcoming "Peabo And Roberta LP. The duo's distinguished vocals have a worthy vehicle in this love hymn, while heightened romantically by a clichéd-like keyboard accompaniment.

CULTURE CLUB
(Epic 34-03912)
The Club's phenomenal chart success paved the way for a third single from the LP, this track, one of radio's favorite album cuts, is an uptempo percussive dance number with none of the overbearing production gimmicks of competing music today. Horns attractively accent the sound as Boy George leads the way to multi-format appeal.

IAN HUNTER (Columbia 38-03929)
All Of The Good Ones Are Taken (3:43) (April Music Inc./Spiv Music — ASCAP) (J. Hunter) (Producer: Max Norman)
The "big Springsteen-cum-Meat Loaf sound still works best for Hunter on this title track from his new LP. The voice is in fine form as Hunter laments over a woman's who left him, sadly wishing she was still in his life. He's still "on the make," and "the chorus points out, "all the good ones are taken.

REVIEW S
SINGLES OUT OF THE BOX
TODAY'S SPECIAL

THE Hot Summer Album
"She Works Hard For The Money"

DONNA SUMMER
The First Hit Single
She Works Hard For The Money

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SUSAN MUKAI MANAGEMENT CO., INC.
Playing Jazz: Festival Draws Record Crowd With Diverse Artist Roster

by Michael Martinez and Douglas Nesbit

LOS ANGELES — Festival. The very word evokes images of Renaissance fairs, 4th of July parades, and carnival rides in little ringen. It was in that spirit that George Wein & Co. booked the fifth annual Playboy Jazz Festival, a five-day music festival that offered the contemporary and the traditional, ensemble and big band settings, excitement and foreign influences.

Held June 15-18 at the Hollywood Bowl here, $54,000 in gross was one measure by which to gauge the festival’s success, although the actual gross was more than respectable at a combined 32,670 — 15,544 for day one and 17,126 for the second.

But like the modern day music festival, the emphasis is not only on the music, as sining and dehydrating smog on both days drove Bowl patrons to frequent libation, consumption of food and other merrymaking. The music had a more conducive effect.

Alternating often between high-strung, high-tech fusion and Latin rhythm affairs, such as that offered by the New York Salsa Movement, the Playboy Stars of the ‘80s, Tania Maria and Mango Santamaria, and the softening

Union Blasts NEA TV Show As Annual AFM Meet Opens

As annual AFM meet opens

(continued from page 6)

Presley Estate, Col. Parker, RCA Settle Dispute

NASHVILLE — Executors of the Elvis Presley estate have ended a legal battle with a $1 million settlement agreement with Merle Haggard's manager, Col. Tom Parker, with an out-of-court settlement estimated at more than $3 million. According to UPI, RCA agreed to pay Parker $2 million for "his right, title and interest in all Presley related contracts." RCA will also pay the Presley estate $1 million to "settle any and all disputes."

The agreement follows a court battle by the beads of Presley's estate, his accountant, Blanchard, court-appointed guardian for Presley's sole heir, Lisa Marie Presley, and RCA, who were charged with massive fraud and mismanagement of Presley's business interests.

Tual filed suit two years ago charging that Parker had received "the kind of Elves' income" even after Presley's death in 1977, according to UPI. Tual also alleged Parker had made side deals with other groups that involved a conflict of interests.

Joseph F. Rascoff, a New York business manager and accountant who was named to handle the estate's business affairs, acknowledged Parker for having made "highly questionable payments to a nonexistent company."

Tual also said RCA would "continue to be Elvis Presley's only record company worldwide as they have been for nearly 30 years."
PYROMANIA IS BLAZING ACROSS THE NATION. PLATINUM FIRE. OVER 2½ MILLION SOLD. AND STILL RAGING.
NARM One Stop, Rack Jobbers
Conferences Set

LOS ANGELES — The First Annual One Stop Conference of the National Assn. of Records Retailers and Rack Jobbers (NARR) has been scheduled for Oct. 31-Nov. 2 at La Posada in Scottsdale, Ariz. The conference will immediately precede the 6th Annual NARM Rack Jobbers Conference at the same site, Nov. 2-4.

Like the Rack Jobbers meeting, the One Stop Conference will combine general business sessions with personal to person meetings between one stop owners and manufacturers. In scheduling the two conferences contiguous to one another, manufacturers will be able to participate in both, taking part in the person to person meetings in the poolside rooms at La Posada. Appointments will be on a pre-arranged schedule.

The NARM One Stop and Rack Jobbers Advisory Committees will meet in early August to plan for each of the conferences. Calvin Simpson of Simpson’s Wholesale in Dallas, Tex., was recently named chairman of the One Stop Committee for 1983-84, along with committee members Murray Berman of C&M Dist. in Hyattsville, Md.; David Ayers of Record Sales in West Seneca, N.Y.; Randall Davidson of Central South Music Sales in Knoxville, Tenn.; Stan Meyers of Sound Video Unlimited in Niles, Ill.; Patricia Moreland of City One Stop in Los Angeles, Calif.; Robert Sarpene of All Record Service in Dallas, Calif.; and Mike Speer of MJ's Entertainment in Miami, Fla.

Richard Greenland of Interstate Record Dist. in New York, N.Y., is the newly appointed Rack Jobbers Advisory Committee chairman. He will serve with committee members Sylvan Gross of Serv-Rite Record & Tape of Treves, Pa.; Jerry Hopkins of Western Merchandisers in Amarillo, Texas; Harold Oknow of Lieber- man Enterprises in Minneapolis, Minn.; Jim Morran of Pickwick International in Minneapolis, Minn.; Joe Sasich of Alt Dist. in Salt Lake City, Utah; Larry Smith of Free Gee Record & Tape Dist. in Latham, N.Y.; Sydney Silverman of United Record & Tape in Sydn Gardens, Fla.; and Don Weilis of Arrow Dist. in Beachwood, Ohio.

NPR Deficit Grows, Officials Reserve

NEW YORK — Myron Jones, chairman of National Public Radio (NPR) resigned last week in the wake of mounting criticism at the company that has seen the departure of many NPR top staffers. Other resignations including Steve Messing, chief financial officer, followed the finance committee; Arthur Roberts, NPR’s chief financial officer and assistant treasurer; and Sue Zumbro, who resigned as a consultant until October 1983 and Wallace Smith, chairman of the board’s membership committee, Ronald Borrstein, acting chief operating officer of NPR, related that Jones and Meucu dif- fered with the board on its financial management with the Corporation For Public Broadcasting.

Handleman Co. Notes Fiscal 1983 Results

NEW YORK — Handleman Co. reported that net sales for the year ended April 30, 1983 showed a 1.4% decrease from the fiscal year ended May 1, 1982. The 1983 year- end total net sales was $230.7 million as compared to $234.1 million from the previous year.

Net income for the year ended April 30, 1983 was $9.4 million, or $2.11 a share, up from $5.7 million, or $1.95 a share, for the prior year.

Figures for the fourth quarter of the fiscal year 1983 showed net sales of $59.2 million a 4.2% increase from the previous year, a 2.3% increase. Net income for the period was $2.6 million, or 59 cents a share, as compared to $2.1 million or 46 cents a share, for the same period a year ago.

The resignations came after the release of a preliminary audit of NPR’s finances by independent accounting firm of Coopers & Lybrand. The firm reported that NPR’s deficit, at one time the $5.8 million, had instead suffered $6.5 million of losses. However, the final report made available last Wednesday (June 21), estimates the deficit to be $9.1 million for the fiscal year 1983.

The increasing deficit appears to solidify plans by the House Energy and Commerce Committee chairman, Rep. John Dingell (D-Mich.), to formally request an audit of NPR’s finances by the government’s General Accounting Office (GAO). A spokesman for the committee comment- ing on any possible financial mismanagement, said: “We certainly are looking for an independent audit.”

In the interim, Donald P. Mullaly has been elected board chairman and will serve until October, 1983. One of his first actions was to appoint Meucu head of the membership committee.Cyrus McKinnon, director of The Courier-Journal and the Times, will now act as chairman of the finance committee.

In the last few weeks, NPR has dismissed 140 employees, cancelled Jazz Alive and the arts program The Sunday Show, and has suffered cutsbacks in other program- ming along with a 19% elimination ordered public broadcasting budget cuts. Barbara Cohen, NPR vice president of business affairs, has been flown back in the aftermath of drastic reduction in her staff. She joins NBC News as Washington managing editor for political coverage. NPR senior editor Robert Siegel has assumed the post of acting director of news and information.
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NEWS & REVIEWS

2,000 Participants Expected At N.Y. New Music Seminar

by Jim Bessen

NEW YORK — Sponsors of the fourth annual New Music Seminar are anticipating as many as 2,000 attendees this year, up from last year’s 1,000. The steadily growing event, which connects people representing the representatives of the music industry establishment with those on the artistic street level, moved from the Marriott West in New York City and is set for July 5 and 6.

According to promoter Mark Josephson, who also heads Rockpool, this year’s program is strengthened by beefed-up panel discussions and the introduction of several new elements into the event. Foremost among these is the publication of a directory that includes the business address and phone number for all participating registrants and is intended to serve throughout the year as a guide to the personnel involved in the new music. Another new element is the demonstration package for a $15 fee provides a passbook allowing entrance into seven of New York's new wave establishments on the weekend prior to the Seminar.

In addition, display booths, directory ads and registration package inserts are being used as a way to stimulate business at the Seminar. Josephson reports that over 40 companies have signed up for display stalls at the Hilton to further this cause.

Entertainment scheduled during the Seminar includes The Jam, Group, Trouble Funk, Jr. Boxing, Ministry, Men Without Hats, Aztec Camera, Dream Syndicate, Johnny Dynasty with New York 88, and the annual "World Spinning Exposition" of DJs.

Josephson said that the number of panelists this year would total about 200, up from last year’s 160, and would bring together "highly educated professionals with a number of people seeing something new with an experimental attitude." He also added that this year’s pool director’s forum would be open to everyone ahead of being held in the past.

The Seminar opens at 10 a.m., July 5, when R.S. Records head Miles Copeland delivers the keynote address. "In the presence," the speaker for the closing address at 6:30 p.m. July 6 has not yet been determined.

Following is a list of the panels and speakers:


The cost of the Seminar is $85 in advance and $95 at the door. Further information is available from Lenny Healy at Rockplace, 41 E. 20th St., New York, N.Y. 10016. The telephone number is (212) 475-5791.

Rockamerica Updates Video/Music Seminar

NEW YORK — The schedule for the first Video Music Seminar has been finalized by Rockamerica, the New York-based company specializing in the new media since 1979. The seminar, composed of five panels will be held from 10 a.m.-6 p.m. at The Franklin Plaza Hotel, 40 East 53rd St., in New York City, and falls on the day immediately following the New Music Seminar.

Final topics and panelists are:


East coast Coasting...

EAST COASTINGS — Diana Ross July 21 Central Park concert looks to be a new high in broadcast tie-ins. The show will air nationwide on Showtime in conjunction with Select TV. Oak Media’s ON-TV, Wometco, The Super Channel and Preview, with radio simulcast carried by Starlet Blax... Eric Clapton, who’s had more than his share of problems with alcohol, has informed the promoters for his upcoming Jones Beach appearance that he does not want the name of concert series sponsor Miller Beer to be displayed at his performances. Miller’s record company has made it clear he does not want to encourage drinking among his fans, and that he has also spurned an invite to a post-performance party hosted by the brewer... The Garbage State’s favorite son, Bruce Springsteen, recently joined Asbury Park Band The Diamonds for a jam at local joint The Stone Pony. The encore medley included “Around and Around,” “Lucy in the Sky,” and “I Ain’t Listening.” The audience also included Steve Forbert and label-shopper Carolyn Mas... Jeff Beck is expected to have his manager, Mike Barbozza tell us that group guitarist Mathew Ashman’s fall last week from Twenty-First Street in New Jersey’s Great Adventure Amusement Park occurred when Ashman was doing the upcoming encore with the group’s soundman. Seems Ashman’s position confines, combined with the darkened stage area, prevented him from seeing where the banister was and hitting it, breaking his back..."Two Tickets To Jutland" are also going after Alive... The new album here, but may in other countries... Who Is That Guy, Anyway?... Urban Contemporary listeners have of late been receiving strange instructions over the airwaves from one Will Powers, cousin of Island Records, Power’s debut 12-inch, “Avalanche From Love,” issued last week, was cut down to the record’s sexual nature, as the Virgin label contends, but to the observer, a distinctly masculine últimatum. "It’s time you got tougher, you punk," is the way it’s phrased. "If not, it’s going to be the same old and musty -sound."... Bruce Springsteen’s new album, "The Rising," got a cut of the Rolling Stones’ “Time Is On My Side” in its opening number... POINTS WEST — The reuniting Animals signed with I.R.S. Plans call for the group to release two albums soon — one studio, the other live in concert... The Beach Boys are putting together a "Rarities" LP this summer. Top-selling Chicago R&B band Big Twist and the Mellow Fellows signed an exclusive two-record deal with Alligator Records. First LP of the deal, entitled "Playing For Keeps," should be out by Aug. 15... The English Beat's toaster extraordinare Ranking Roger teamed up with The Clash to cut a new "Busted" version of "Rock the Casbah." The Assy of Independent Music Publishers is planning to hold one last program before its summer-time hiatus. The "Forum, Market Licing of Recordings" takes place June 29 at Hollywood's Capitol Records (at 213) 465-1151 for reservations... Congrats to Warner Bros. Records nation-wide promotion manager, Warner Ross for his recent promotion with the new solo album entitled "The Pros and Cons of Hitchhiking"... Lou Adler has been producing Carole King in Amigo Spring for her new album, tentatively set for September release... Jules Shear got ready for his tour backing up Jean Armatrading by releasing the new band members at SIR recording studios on the Sunset Strip... David Bowie sold out his L.A. dates at the Forum in just two hours... We heard Oingo Boingo's appearance at the Universal Amphitheatre is the fourth fastest-selling event there this season, just behind Frank Sinatra, Diana Ross and Barbra Streisand. The new Se... Three just issued a domestic 12-inch single containing three different versions of The Go-Go’s "Our Lips Are Sealed," produced by Talking Head David Byrne. The song was written by Run Boy Tony Hall along with Go-Go’s guitarist John Wiedlin... Austin-trash-rockers Big Boys released an album of aggressive aural antics called "Lullabies Help The Brain Grow." Produced by hard-core studio hit man Spot, the LP boasts such slam anthems as "Funk It," "Sound Of Houston," "With A Little Help From Your Friends." Conceptual artists Bob & Bob came out with a maxi-single of their loonytune "We Know You're Alone" on Polydor, and it's being picked up significantly KROQ-FM play... "The Hammer Hits The Nail" featuring only drummer Bwyn "Without A Face" are merely a few of the ditties on the latest album by the outlandish Fleshies, on the local Upsetter Records label... The next Stray Cats single... (continued on page 15)
2,000 Participants Expected For 4th New Music Seminar

(continued from page 14)

- Talent and Booking: Martin Kirkup, A&M moderator; John Huie, Frontier Booking Int.; Seth Hurwitz, MAP/30 Club; Jerry Brand, The Ritz, NYC; Ruth Polsky, Blind Dates/Danceteria, NYC; Andy Hewitt, The Greek Theatre, LA; Wayne Hite, ITG; Rob Hallet, Derek Block; Rob Light, ICM; and Rob Kahane, Regency.


- Album Radio: Steve Smith, Album Network, moderator; John Gorman, WMMS, Cleveland; Buck McWilliams, WIOZ, Toledo; Greg Torrington, CHEZ, Ottawa; Norm Winer, WXRT, Chicago; Alan Sneed, WKLS, Atlanta; Oedipus, WBCN, Boston; Al Peterson, Pollack Communications; Lisa Richards, Philadelphia; Brian Krysz, WWTR, Ocean City, Maryland.

- Video Software: Laura Folt, Billboard moderator; Toni Basil, Chrysalis artist; Arnold Levine Prods.; Tony Powers, artist and video director; Tim Surma, Sound and Vision; Randy Hook, Artists; Carl Grasso, I.R.S./Cutting Edge; Cynthia Friedland, A.T.I.; John O'Connell, Sony Consumer Products Co.; John Sykes, MTV.

- Pool Directors Forum & Dance Promotion: Mark Josephson, Rockpool, moderator; Greg Ryles, Billboard, moderator; Steve Stoff, RCA; Brad LeBeau, Music; Eric Vinitsky, Elektra; Cindy McCormick, Independent; Frank Murray, Quality; Dennis Gordon, PolyGram; and Robynne Modiano, Island.

- R&R: Ron Goldstein, Island U.S.; Bob Krasnow, Elektra; Kenny Gamble, Gamble & Huff, Marvin Schlaeter, Writing; Olil Freisen, A&M Records; Mark Dean, Intravision; Roy Eldridge, Chrysalis, and Howie Klein, 415.


- Album Radio Promotion: Jerry Jaffe, PolyGram, moderator; Ken Benson, EMI; Bill Bennett, Epic/Portrait/Associated Labels; Bruce Moser, Independent; Paul Rappaport, CBS; George Meier, PolyGram; Marko Babinca, A&M, Jeff Cook, Arista; Lenny Bronstein, Ind. Promo; Eric Heckman, Chrysalis; Kenny Puvogel, Warner Bros.; and Roby Karlitz, Chrysalis.

- Charts & Trades: Mark Josephson, Rockpool, moderator; Tom Noonan, Billboard; Winkie Sime, Jack The Rapper, Stephanie Shepherd, Dance Music Report; Bob Haber, Progressive Meida; Ron Fell, Gavin Report; Bill Hard, FMQB Album Report; Joe Loris, Impact J.B., Carmicle, Cash Box; and Malcolm Mather, Gallup.

- Artists: Ed Rosenberg, Go Tell, Jeffen Records, moderator; Marvin Gaye, Thomas Dobly; Laurie Anderson, Midge Ure, Ultravox; Jerry Casale, Dev; Martyr Wars, Heaven 17, Phillip Price; Jane Wieland, GoGo's; and Falco.

- Club Management and Promotion: Haoli Montag, club veteran, moderator; Rudolph, Danceteria, NYC; Blue, The Roxy, NYC; Al Abbatello, Disco Fever, Bronx, NYC; Dodi Bowers, 9:30 Club, Washington, D.C.; Sanford Kellman, iBeam, San Francisco; Susan Tompkins, The Saint, NYC; Steve Mass, Mudd Management, NYC; Steve McLellan, First Ave., Minneapolis; Joe Shanahan, Metro/Short Box, Chicago; and Mike Pickering, Haclenda, Manchester, England.

- Rhythm Radio: Joe Tamburro, WADG/Philadelphia; Dennis Simpson, WKYS/Washington, D.C.; Larry Jones, WHK/Kansas City; Bobby Richards, WAIL/New Orleans; Sonny Joe White, WKSJ/Boston; Lynn Towill, WZAK/Cleveland; Gerry Clifton, New World Communications; Mr. Magic, WBLS/N.Y.; and Dennis McVann, WLIR/Long Island.

- Artist Manager: Joel Webber, Upright Records, moderator; Mark Ryè, Bill Nelson; Mike Gormley, L.A.P.D.; Andy Ferguson, Thomas Dolby/Undertones; Bruce Findlay, Simple Minds/China Crisis; Michael Kleinfer, Bus Boys; Tim Devine, Dream Syndicate; Steve, Some Bizzare; Fred Da Mann, Michael Jackson/Madonna; and Bob Singerman, Singer Management.

- Press: Vic Garbarini, Musician, Moderator; David Fricke, Melody Maker, Musician; Bill Stephen, Output; Gregory Tate, Village Voice; Roman Kozak, Billboard; Stuart Matranga, Rock Bill; Mike Dreese, Boston Rock; Glenn O'Brien, Interview; Jon Pareles, New York Times.

- New Music Radio: Bill Hard, FMQB Album Report, moderator; Lee Abrams, Birdkurt, Abrams, & Assoc.; Rick Carroll, Carroll, Schwartz and Groves; Russ Toltla, WNEX/Lynn, Mass.; Paul Christy, Christy, Rose Assoc.; Ted Taylor, KUSF/San Francisco; and Frankie Crocker, WBLS/NY.
SOUNDVIEW

IT'S BEEN A HARD DAY'S NIGHT... And a long wait for The Beatles' ingenious first film to be released to the home video market. However, Beatlesphiles will be pleased to know that the Fab Four's 1964 flick will be issued "something this fall" by Oak Forest's Brian Maljack according to anSpi. Apparently, CBS/Fox, which bought the rights and Gorgon, the latter devoted exclusively to horror, MPI Home Video's Columbia Pictures late July releases include The House Of Exorcising Telly Savalas and Elke Sommer; Sisters Of Satan, with Anne Heywood, Claudia Gray and Muriel Cater as the sinister sisters; and the erotic Divine Nymphing, featuring Laura Antonelli, Marcello Mastromaini and Terence Stamp. Such titles as Don't Look In The Basement are already available under the Rhino Video logo, but it'll be 20 years since the assassination of John F. Kennedy this November, and in conjunction with the anniversary of his death and several upcoming specials, starring William Devane, and The Two Kennedys lined up for late summer.

OLYMPIC MEDIA — Sportswriter and TV commentator Dick Schapp was recently signed by Catel, Thomas & Assoc., an L.K. Bates' firm serving the sports media. Schapp's script for The Pursuit of Excellence, a 24-minute multi-media history of the Olympic games set for the 1984 Los Angeles Summer Games. Festival. Pictures are (l-r): Kit Thomas, producer; Schapp; and David Catel, producer, release.

IT'S STILL BILLY JOEL TO ME — On July 24, HBO, that monopolistic nemesis of Hollywood (according to studio execs), will present Billy Joel In Concert — A Television Special. Featuring one of the five-time Grammy Award winners' 65-minute performance at the Nassau Coliseum In Joel's native Long Island (N.Y.), the Standing Room Only special was taped at the conclusion of the Columbia recording artist's recent 38-city North American tour. At the same time, CBS/Fox Video plans to make available Billy Joel Live for $39.98. Last week, we heard Joel put together a tape of the Women In Cable special here in Los Angeles on behalf of his forthcoming HBO show, chatting with folks at the HBO suite. From all accounts, he's quite the proponent, which he said "captured the actual performance from the point of view of the artist.”

ALL THAT GLITTERS — Okay, it's time again for a gold, round, mentioning some of the certification notices that have come across Video's decks. On recent word out of Paramount Home Video reports that a whopping 17 titles have achieved Recording Industry Assn. of America (RIAA) gold status, including The Godfather, Part II; The Elephant Man; Popeye; Airplane II: The Sequel; Up In Smoke; Urban Cowboy; The Jazz Singer; Atlantic City; Apocalypse Now; Friday the 13th; Friday the 13th, Part II; American Gigolo; Dragonslayer; Paternity; and The Fan. A total of six earned RIAA platinum, including The Godfather; Grease; An Officer And A Gentleman; Airplane; Star Trek: The Motion Picture; and Star Trek II: The Wrath of Khan. One, Officer, garnered an ITA Golden Video cassette. . . The International Tape/Disc Assn. reports that five other titles earned Golden Video cassettes in May. They include MCA Home Video's The Godfather, Parts I and II; The Godfather; Part III; The Last Tycoon; The Wedding Singer; The Joy; Thorn-EMI Home Video's First Blood and Walt Disney Home Video’s Alice In Wonderland . . . RCA VideoDiscs indicate that The Muppet Movie has become the first disc title in RIA's catalog to surpass 68,000 in factory sales. According to division vice president Thomas Kuhn, RCA has not added certification to the RIAA any more . . . In case you might have forgotten, the criteria for RIAA gold certification is sales of 25,000 units, or $1 million at retail, while platinum signifies cassette or disc sales of at least 50,000 units, or $2 million at retail. (According to the RIAA, since home video certifications were begun in March '81, a total of 14 titles reached platinum and 98 have gone gold through May of this year). ITA gold is based upon an audited $1 million in gross label revenue from wholesale.

MUSIC, MUSIC, MUSIC — A potpourri of music video tidbits of interest from the world of TV, home video and dance clubs. . . Paramount Video has lined up Strait Cats, A Flight of Seagulls and Berlin as headliners for its hour-long pilot of the Rock Of The 80's series for Showtime. Supporting those bands will be Chequered Past, featuring members of Blondie, ex-Sex Pistol Steve Jones and Michael Des Barres, and Chain Reaction. The Rock Of The 80's pilot, which is executively produced by Rick Carroll and Mary Stone, who spearheaded the PCFS name founded/produced by Bruce Gowers, will be taped at The Palace in Hollywood in July . . . Remember the 1974 hit "Rock And Roll Heaven" by the Righteous Brothers? Well, HBO is calling the roll of the newly released pop hit and from the company's air- ing entitled When The Music's Over. Featuring rare footage and interviews with 11 artists — such as Elvis Presley, John Lennon, Janis Joplin, Jimi Hendrix, Buddy Holly, Jim Morrison, Bill Haley, Otis Redding, "Mama" Cass Elliot, Sam Cooke — When The Music's Over, starring James Brown, Berry Gibb, Steve Winwood, Chuck Berry and others. It was directed by Chris Baloff and producer Catherine Brabec. The show premiered June 14 . . . Les Haber Prods., Inc. has been appointed exclusive distributor in the Americas for Roger Whittaker In Kenya. Described as a "musical safari," the special contains animal and scenery footage, as well as original soundtrack by Whittaker, who was actually born in Nairobi . . . Stevie Nicks' "White Witch Deluxe," released by ABC, has been special picked up a Monitor award for Best Sound Mixing, Cable Programming category at the recent 1983 Video Production Assn. (VPA) monitor presentation ceremonies . . . Finally, don't forget that Rock Of The 80's has been nomi- nating. The date is July 7 at The Prince George Hotel in New York City. Advance registration is $85, going up to $95 on the day of the seminar.
ColorSounds* is a unique combination of music and color that advances the reading capabilities of children. Instead of getting turned off to school because they can't read, kids master reading in an exciting new way...while listening to popular music.

Al Jarreau contributed one thousand dollars to support this special educational technique. And the Ampex Golden Reel Award made it possible. It's more than just another award. It's a thousand dollars to a charity named by artists receiving the honor.

For Al Jarreau, Breakin' Away was the album. Dawnbreaker and Garden Rake were the recording studios and the kids of ColorSounds were the winners.

So far, over a quarter of a million dollars in Golden Reel contributions have gone to designated charities. For children's diseases. The arts. Environmental associations. The needy.

Our warmest congratulations to Al Jarreau, Dawnbreaker, Garden Rake, and to all of the other fine recording professionals who've earned the Golden Reel Award.

**AMPEX**

Ampex Corporation • One of The Signal Companies

*ColorSounds* Tall Education Foundation

**For Educational Purposes**

**For Educational Purposes**
MERCHANDISING

TOP 15 VIDEO GAMES

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COMPILED FROM: Atari - Phoenix; Disc-O-Mat - New York City; Sound Video, United - Chicago; Merchandish - St. Louis; Sidewalks - Portland; Looking Plaza, Los Angeles; New England Home Video - Groton; Mowry Toyz - Garden City; Rosso Toys & Games, San Antonio, Texas; Master American Tape & Video - Atlanta; Nickkol-Liv - Atlanta; Los Angeles Video Ind. - National Tower - Sacramento, Seattle; Crazy Eddie - New York City; Video Box - Dayton; Turtle - Atlanta; Radio 457 - Baja Calypso Kmart; Video Video - Charlotte; Entertainment Systems - Phoenix; Lieberman - Kansas City; Day Jay - Denver; Caras - Buffalo; Tower - San Antonio, Texas; Westhouse - Los Angeles; Caruth - Kansas City, Dayton, Cincinnati, St. Louis; Chicago, Indianapolis.

TOP 15 MIDLINES

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<td>THE RISE AND FALL OF ZIGGY STARDUST AND THE SPIDERS FROM MARS David Bowie (RCA YAL 1-3843)</td>
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<td>LED ZEPPELIN (IV) Atlantic SD 19129</td>
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<td>TAPESTRY Carole King (Epic 34946)</td>
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<td>PRETENDERS (Sire SRK 6083)</td>
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<td>THE CARS (Elektra 66 135)</td>
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<td>FLEETWOOD MAC (Reprise MSK 2281)</td>
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<td>PIANO MAN Billy Joel (Columbia PC 32455)</td>
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<td>LET THERE BE ROCK AC/DC (Atco SD-36151)</td>
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<td>MEATY, BEATY, BIG &amp; BOUNCY The Who (MCA 37001)</td>
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<td>LOOK SHARP! Joe Jackson (A&amp;M SP-4919)</td>
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<td>SUPER HITS Marvin Gaye (Motown 301)</td>
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<td>WHO ARE YOU? The Who (MCA 3050)</td>
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<td>HITS! Boz Scaggs (Columbia FC 36841)</td>
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<td>WINELIGHT Grover Washington, Jr. (Elektra 66 305)</td>
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<td>THE DOORS (Elektra EJS 74007)</td>
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COMPILED FROM: Atlantic Plastic - Los Angeles; Guinness - Dallas; Quester - San Diego; Delmar - St. Louis; Karino - Indianapolis; Peachtree Records - Cincinnati; Columbia - Chippewa, Wisconsin; Philadelphia - Virginia; Sound Video, United - Chicago; Record Theatre - Cincinnati; Tower Records - Sacramento, San Diego, Seattle; Disc-O-Mat - New York City; Massachusetts One Step - Boston.

REGIONAL ALBUM ANALYSIS

NORTHEAST

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Denver/Phoenix

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<td>SERGIO MENDES</td>
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This listing of records outside the national Top 50 showing steady or upward movement is designed to keep retailers abreast of the latest regional sales trends.
**WHAT'S IN-STORE**

**QUOTES FROM THE KING** — While most retailers these days are happily reporting an upturn in their recorded product sales, Ben Karol, head of Manhattan’s King Karol stores, puts forth a different pronouncement. “It’s all a big hoax,” decrees Karol. “The record business has not been picking up. Columbia is doing well and PolyGram is holding its own with the hottest record of the year, but Capitol and MCA are way off, and RCA is down eight-to-10%.” Still, Karol says that his cash register is not “falling behind like a year ago”, and credits increased sales of accessory items to maintaining his sales strength. Particularly big at his stores are batteries and other Walkman-related paraphernalia, camera film, posters, T-shirts, umbrellas and telephone equipment, which Karol lauds both for its profitability and its easy-to-sell packaging.

**TALKING TO THE ARTISTS**

**WHAT'S WIPING OUT**

**HEAVY**

**ARTIST**

- Journey
- Dave Edmunds
- Police
- Eddy Grant
- The Kinks
- Michael Jackson
- David Bowie
- ZZ Top
- Men At Work
- Duran Duran
- Madonna
- Rod Stewart

**CLIP**

- Faithfully
- Slippery Away
- Every Breathing You Take
- Electric Avenue
- Come Dancing
- Beat It
- Let’s Dance/China Girl
- Gimme All Your Lovin’
- She’s A Beauty
- It’s A Mistake
- One Spaceman of Four
- Should Know?
- Hot In Love
- Baby Jane

**LABEL**

- Columbia
- Columbia
- A&M
- A&M
- Epic
- Epic
- EMI America
- Warner Bros.
- Bros.
- Columbia
- Columbia
- Warner Bros.
- Warner Bros.
- Virgin
- Enigma
- Enigma
- Atlantic
- Aristas
- Capital
- Atlantic
- Atlantic
- Virgin
- Virgin
- A&M
- A&M
- EMI America
- EMI America
- Virgin
- Virgin
- A&M
- A&M
- EMI America
- EMI America
- Atlantic
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Bob Hurwitz, managing director of ECM in the U.S. agrees with Goody. "It’s a lot similar and the artists take a record geared toward radio," he says. "If not, it’s extremely difficult.

Similarly, Larry Ross, co-owner of GRP Records, a label that has had a good deal of success with commercially-oriented jazz recordings, sees this outfit going after that kind of upcoming releases. "That group is new for us," says Ross. "We’re gearing product for radio, because we believe the melody pot is whether it will really sell records, we’ll have to wait and see.

No Records

The A/C audience has frequently been cited as one that does not buy a lot of records. But that perception is changing. "I don’t think that argument is valid," says Vernon Slaughton, vice president of black music and jazz promotion for Columbia Records. "There may be proof that sales are slower for that segment, but the dollars spent per capita are increased. This is spent through playing for a home, supporting a family, and so on. As a label, we have concentrated in the A/C area a lot and have been successful.

Schultz agrees with Slaughton. "To say that the A/C audience doesn’t buy records is just not true," he contends. "A group of people between the ages of 25 and 49, and they’re certainly not going to buy a single and they may not buy an album on the strength of a single, but I don’t think people aren’t being catered to. Continued Slaughton: "It’s always incumbent on the artist that wants his record to find music that will attract an audience.

Label that is preparing for a more commercial thrust is Antilles, Ron Goldstein, president of Island, U.S.A. and Canada, reports that he is presently negotiating with a group that has enjoyed some success on a smaller label, and Goldstein feels the group has strong crossover potential. "I don’t find this a particularly wonderful time for jazz," says Goldstein. "I see what level the marketplace is for me now, and to get beyond, I have to spend or get another product. So I’m re-thinking some of our artist signings."

Up In The Air

Whether the A/C audience will prove key for a large number of R&B artists, or if it’s merely a momentary peak, remains to be seen. But clearly, some are willing to give it another strong shot. "By and large, media people have taken a narrow view," says Schultz. "I know that a lot of them have reduced budgets, but to me, it all seems so basic. Here are people who were buying so many records six or eight years ago, and the record business gave up on them. Radio has been very astute in keeping them with why not the record companies?"

ABC Names head Of B’cast Group

NEW YORK — In a move to streamline its broadcast activities, ABC, Inc. has appointed Red Slaughter as its newly created position of president of the ABC Broadcast Group. Thoroughbred, who has been president of ABC Entertainment, will continue in that role, and will be responsible for all of the company’s radio and television operations. He will report to Frederick Heftel, ABC’s vice president and chief operating officer of ABC, Inc.

Lews Erlich, senior vice president of prime time at ABC Entertainment, has been named to replace Thoroughbred as programming chief.

He's A Beauty — Capitol recording group the Tubes are profiled on an upcoming United Stations feature in the first of the syndicate network’s Hot Summer Rock series. The profile’s set to air the weekend of July 22-24. Pictured laying down voice tracks are (l-r): Ed Salamon, vice president of programming, United Stations; and Mike Cotten and Faye Waybill of the group. Heftel Broadcasting Corp. From October 1978 to December 1981, supervising seven rats in Chicago, Atlanta, Cincinnati, and Indianapolis and Honolulu. . . . No immediate changes at either station are expected.

STATION STUFF — Three blocks north in the Apple, WABC continues to “time-tune” its programming, according to a new move announced late last week. billboard. Mark Rutzen, the new editor of Forbes, hosts a live call-in show Saturday mornings. Art Rust, Jr. (“yeah, baby”) will broadcast Sportstalk live from Chicago July 4 and 5 as a preview of the baseball’s All-Star game. Keep an eye on Airplay for more changes to come. . . . Chris Miller has left the PD post at KLOL in Houston, N.Y. And Michael Unruh, 

Jazz Labels Re-examine A/C Radio For Exposure, Sales

by Fred Goodman

NEW YORK — Although the fusion movement of the seventies created a new, younger-oriented audience, the market for fusion has dwindled. A few artists have managed to find band cross-over success. But recently, wide spread acceptance of new jazz artists like Marquis Salget and Mike Post has rekindled interest among labels and independent promotion people trying to break jazz artists via adult contemporary radio.

A really good instrumental by an artist with a prototypically-80s poise and posture declares Rick Schultz of the California-based Word of Mouth Marketing. “I’ve always been a fan of instrumental radio, and labels like A&M have proven artists like Chuck Mangione and Herb Alpert that when you go good guns, you can bring it home.”

Schultz points out that with an age bracket of between 25-49, the A/C audience has demographics not dissimilar to a large segment of the jazz buying population. Additionally, he finds A/C programming to be more receptive to jazz artists than other format programmers. “It’s still only occasionally that it is happening,” says Schultz, “but by continuing to try, and making sure that their audience is aware that there are artists like Earl Klugh and Grover Washington Jr., I’ve found them more receptive to jazz, and are willing to give it a try.”

Schultz also notes that A/C stations have had success with block shows that feature jazz. “Most are on Sunday, which is currently rated number 1,” he indicates. “It indicates to me that if a show featuring this music is a weekly favorite, perhaps some of the more popular cuts can be added to the weekly programming.” As an example, he points out to Jazz Flavors, a five-hour show aired on WQXI in Atlanta, which, according to Schultz was the “springboard for Al Jarreau in that region.”

Jeff Heftel, A/C handling radio promotion for Windham Hill Records, agrees with Schultz, although he still finds the stations too tightly formatted to allow much room for experimentation. “At this point our exposure on A/C has been pretty minimal,” says Heftel. “But we’ve got enough about 1-40 percent of the time through persistence and getting them to take chances on their Sunday morning programs. We’ve had a very good response there.”

Windham Hill is sufficiently convinced to be preparing a special three-minute-12-inch radio single by pianist George Winston. “George had wanted to pursue radio,” explains Heftel, “even Top Forty. We saw him play at the ‘Chatlos of Fire’ and thought, ‘well, let’s take a seven-minute track and edit it down to where we’re just talking about this. A piece of music and movement’.” The project kept getting delayed, but now we’re ready to go and we think we’ve got a real good shot. We’re hoping people will buy it.

While jazz marketers agree that the opportunity is there to increase sales and exposure through A/C, they do agree that the right product must be right. “Some artists can get the airplay,” says New York-based independent radio consultant, Frank Greenblatt, “like Warner Bros., have a lot of appropriate artists to choose from, and I do think a guy like George Winston is a good buy.”

Heftel says that he think you’ll see groups like Weather Report succeeding on that format. “I think the opportunities are untapped in terms of producing the kind of music that will succeed for that market.”

NBC APPOINTS TWO — In a much-anticipated move, WBNC-AM in New York has appointed Randy Bongarten to succeed the departing Bob Hurwitz (May 28) as its vice president and general manager, effective July 25. Bongarten was with the General Electric Broadcasting Company for the past 10 years, and had been vice president, radio for the company since 1981. He found himself without a job in 1982 and operated a diversified cable and radio company with limited funding, with background in station operations, having served as station manager of WGY and WFQM/Schenectady in addition to having been station manager, business manager, and manager of marketing research and planning for those stations.

The general manager of WBNC, Mark Thomas Hoyt has been named vice president and general manager of NBC AM & FM, effective July 5. He moves from vice president and general manager, for the Bonneville Broadcasting System, a post he has held since February of this year. Previously Hoyt was the owner of Great American Broadcasting, with El Paso radio stations KRBW, KBBX, KVOX, and KMAM. He sold controlling interest in the stations in January 1983. He also acted as consultant to Bonneville and Unidyne Technologies at that time. Hoyt was chairman and president of the board of directors of CBS.

NEWS-NETWORKS — In an internal restructuring, Watermark Broadcasting Corporation is reporting that its ABC Radio Networks and syndication outfit has been reporting to and working with ABC Radio Enterprises, Watermark president Tom Rouds will now report to Ed McLaughlin, president of the ABC Radio Networks. Watermark will continue to produce for the syndication market as well as ABC News. With this reorganizing, Watermark/ABC Radio Enterprises, Inc. is to be known as ABC/Watermark. . . . The ABC youth nets will add five Harte-Hanks stations to its lineup as of Aug. 1. The stations joining the FM net are: KBBQ-AM & FM/houston, WRBM-AM & FM/Tampa, Richmond, Va. station WRVO-FM will join the Contemporary net. . . . On the programming side, Mutual’s Rock USA program will feature The Tubes, Jerry Garcia and Marshall Crenshaw the weekend of July 9-10 . . . .

BIRCH NEWS — Birch Radio is set to open a Chicago office next week. Rick Dames has been named to the newly created position of Midwest regional sales manager. He joins the ratings and research firm from the GM post at KLOZ/El Paso, and will operate out of the new office. 

^ ^

The filament of a bulb glows, sa sa sa, sa sa sa, and the lifeblood of a culture is born.
THE POLICE • Synchronicity

 ADDS: None. HOTS: WOUR, WMMS, KNAC, KSHE, WSKS, WCCC, WYFE, KNX, WHFS, WNEW, WKLS, KBPI, KMET. MEDIUMS: None. PREFERRED TRACKS: None. SALES: Good in all regions.

CASH BOX ROCK ALBUM RADIO REPORT

ROCK CHART

MOST ADDED

59. JOE ARMATRADING • The Key • A&M
    ADDS: None. HOTS: KBPI. MEDIUMS: WOUR, WMMS, KNAC, WSKS, WYFE, KNX, WNEW, WKLS. PREFERRED TRACKS: Drop. SALES: Fair in all regions.

152. BLACKFOOT • Sigo Atlantic
    ADDS: None. HOTS: None. MEDIUMS: WOUR, WMMS, KNAC, WSKS, WYFE, KNX, WHFS, WNEW, WKLS. PREFERRED TRACKS: Teenage. SALES: Fair in Midwest.

4. DAVID BOWIE • Let’s Dance • EMI America
    ADDS: WKLS, KNAC. HOTS: WOUR, WMMS, WHFS. MEDIUMS: WCCC, WNEW, WYFE, WKLS. PREFERRED TRACKS: Games. SALES: Moderate in all regions.

117. MARTIN BRILEY • ONE NIGHT WITH A STRANGER • Mercury
    ADDS: None. HOTS: WOUR, WMMS, KBPI, KMET. MEDIUMS: WSKS, WCCC, KNX. PREFERRED TRACKS: Salt. SALES: Fair in all regions.

76. MARSHALL Crenshaw • Field Day • WARNER BROS.
    ADDS: None. HOTS: WKLS, KNAC. MEDIUMS: WOUR, WMMS, WHFS. PREFERRED TRACKS: WKLS. SALES: Moderate in all regions.

116. CROSBY, STILL & Nash • Allies • Atlantic
    ADDS: None. HOTS: WSKS, KNX, WKLS. MEDIUMS: WOUR, WMMS, WCCC, WYFE. PREFERRED TRACKS: WKLS, KBPI. SALES: Moderate in all regions.

3. DEF LEPPARD • Pyromania • Mercury
    ADDS: None. HOTS: WOUR, WMMS, WCCC, WYFE, WKLS. MEDIUMS: KBPI, KMET. PREFERRED TRACKS: Age. SALES: Good in all regions.

32. DURAN DURAN • Capitol
    ADDS: None. HOTS: WMMS, KNAC, WCCC, WYFE, WNEW, WKLS. MEDIUMS: KBPI, KMET. PREFERRED TRACKS: Shap. SALES: Good to moderate in all regions.

69. DAVE EDMUNDS • Information • Columbia
    ADDS: None. HOTS: WYFE. MEDIUMS: WCCC, KNX, WNEW, WKLS. KMET. PREFERRED TRACKS: Sloping. SALES: Fair in all regions.

109. EURYTHMICS • Sweet Dreams • RCA
    ADDS: None. HOTS: WOUR, KNAC, KNX, WHFS, WCCC, WMMS, WYFE, WKLS. PREFERRED TRACKS: Title. SALES: Moderate in all regions.

136. FASTWAY • Columbia
    ADDS: None. HOTS: WMMS, WCCC, KMJ, MEDIUMS: WPLR, WBLM, WSKS, WYFE. PREFERRED TRACKS: Say. SALES: Moderate to fair in all regions.

29. THE FIX • REACH THE BEACH • MCA
    ADDS: None. HOTS: WOUR, WMMS, WCCC, WYFE, KNX, WNEW, WKLS, KBPI, KMET. MEDIUMS: WYFE. PREFERRED TRACKS: None. SALES: Moderate in all regions.

20. A Flock of SEAGULLS • Listen • JIVE/ARISTA
    ADDS: None. HOTS: KBPI. MEDIUMS: WMMS, WCCC, WYFE, WNEW, KNX, WYFE, FEMALE, KNX, WNEW, KMET. PREFERRED TRACKS: Nothing. SALES: Good to moderate in all regions.

61. PETER Gabriel • Plays Live • Geffen
    ADDS: None. HOTS: KBPI, KNX, WHFS. MEDIUMS: WYFE, KNX, WNEW, WKLS. PREFERRED TRACKS: Swimming. SALES: Good to moderate in all regions.

189. GoANNA Band • Spirit of Place • ATCO
    ADDS: None. HOTS: WYFE. MEDIUMS: WMMS, WCCC, WYFE. PREFERRED TRACKS: Open. SALES: Fair in all regions.

78. INXS • Shabooh Shoobah • ATCO

27. IRON MAIDEN • Piece of Mind • Capitol
    ADDS: None. HOTS: WMMS, KMET. MEDIUMS: WCCC, WMMS, WYFE, WKLS. PREFERRED TRACKS: Icarus. SALES: Good to moderate in all regions.

26. THE Kinks • State of Confusion • Arista
    ADDS: None. HOTS: WMMS, WCCC, WYFE, WNEW, WKLS. KBPI, KMET. PREFERRED TRACKS: Dacning, Maybe, Title. SALES: Good to moderate in all regions.

43. LOVERBOY • Keep It Up • Columbia
    ADDS: None. HOTS: WOUR, WMMS, KNAC, WSKS, WCCC, WYFE, WKLS. KMET. MEDIUMS: KBPI. PREFERRED TRACKS: Hot. SALES: Moderate in all regions.

5. MEN AT WORK • Cargo • Columbia
    ADDS: None. HOTS: WMMS, KNAC, WHFS, WNEW, WKLS, KBPI, KMET. MEDIUMS: WYFE. PREFERRED TRACKS: Overkill, Mistake. SALES: Good in all regions.

6. GARY MYRICK • Language • Epic
    ADDS: None. HOTS: WMMS, KNAC, KBPI, KMET. MEDIUMS: WYFE. PREFERRED TRACKS: Guitar. SALES: Fair in West.

35. STEVIE NICKS • The Wild Heart • Modern
    ADDS: None. HOTS: WOUR, WMMS, KNAC, KNX, WHFS, WNEW. MEDIUMS: In. PREFERRED TRACKS: Stand. SALES: Good in all regions.

120. ZEBRA • Atlantic
    ADDS: None. HOTS: WOUR, WMMS, KBPI, KBPI. MEDIUMS: WKLS, WHFS. PREFERRED TRACKS: Open. SALES: Moderate to fair in all regions.

CASH BOX ROCK ALBUM RADIO REPORT

MOST ACTIVE

10. THE POLICE • Synchronicity • A&M
    ADDS: None. HOTS: WOUR, WMMS, KNAC, KNX, WHFS, WNEW, WKLS. MEDIUMS: None. PREFERRED TRACKS: None. SALES: Good in all regions.

45. QUIET RIOT • Metal Health • Pasha
    ADDS: WMMS, HOTS: WSKS, WCCC, WMMS, WYFE, Preferred TRACKS: Open. SALES: Moderate in all regions.

53. R.E.M. • Murmur • I.R.S.
    ADDS: None. HOTS: WMMS, KNAC, WSKS, WCCC. MEDIUMS: KBPI, KBPI. PREFERRED TRACKS: Radio, West, Passion, Catusall. SALES: Fair in all regions.

151. Red ROCKERS • Good as Gold • Columbia
    ADDS: None. HOTS: WOUR, WMMS, KNAC, WHFS, WCCC, WYFE, WHFS, WMMS, WNEW, WKLS. PREFERRED TRACKS: China. SALES: Fair in all regions.

36. TALKING Heads • Speaking in Tongues • Sire
    ADDS: WMMS, KNAC, WHFS, WCCC. MEDIUMS: WMMS, WNEW, WKLS. PREFERRED TRACKS: Burning. SALES: Good to moderate in all regions.

19. THE TUBES • Outside Inside • Capitol
    ADDS: None. HOTS: WMMS, KNAC, WSKS, WCCC, WYFE, WKLS. MEDIUMS: WKLS, WKLS. PREFERRED TRACKS: Beauty. SALES: Good to moderate in all regions.

15. U2 • War • Island
    ADDS: None. HOTS: WMMS, KNAC, WHFS, WNEW, KBPI, KMET. MEDIUMS: WOUR, WKLS. PREFERRED TRACKS: Hearts, New Year's, Sunday. SALES: Good to moderate in all regions.

18. ZZ TOP • Eliminator • Warner Bros.
    ADDS: None. HOTS: WOR, WMMS, WCCC, KBPI, KMET. MEDIUMS: WOUR, WCCC, WKLS. PREFERRED TRACKS: Gimme. SALES: Good to moderate in all regions.
LIVE NOTES — Jazz fan Geoff Mayfield of the Ohio-based Cameolot Enterprises recently called to tell us that the first Canton/Akron Kool Festival was a whoppin success. With local NPR affiliate WKSU acting as the Fest’s official station through backstage broadcasts and pre-festival programming, the Festival drew 13,500 listeners for a pop-/jazz program, and over 10,000 for a straight ahead evening headlined by Miles Davis. An elated Mayfield added that he was “really impressed by the hijness of the crowd. I’ve never seen anything remotely smooth, and all the performers I spoke with were delighted.” . . . Up in Canada, the City of Montreal is gearing up for its fourth annual Montreal International Jazz Festival, June 7–19. Headliners will include Sarah Vaughan, Ray Charles, Stevie Wonder, Carla Bley, Albert King, The Lounge Lizards, Tito Puente and Miles Davis among others. And if you never got to see Janis Joplin kick off its free summer jazz series this Monday (June 27) night with Freddie Hubbard at the Bonaventure Hotel Pool Deck at Fifth and Figueroa.

CAMPBELL COOKS IN GOTHAM — Over the last few years, singer Mike Campbell has been a mainstay of the L.A. scene, but relatively unknown outside of Southern California. With the release of his album, “Secret Fantasy,” on the Palo Alto Jazz label, Campbell has been seeking to enlarge his territory. “I’m just trying to do it get out of Los Angeles,” Campbell recently told us, and he appears to be having some success. In town for a series of Monday-night gigs at Manhattan’s Greg’s, Campbell had been told by his publicist that he was ready to leave town for a year or two and the Los Angeles Times has already run pieces on him, so he looks to be on his way. And with the release of his album, Campbell looks to be on his way out of Los Angeles. Campbell’s latest record, “Secret Fantasy,” is out now on Palo Alto Jazz, and it’s a winner. It features a mix of originals and covers, but the emphasis is on the originals. It’s a great album, and it’s a shame that it’s not being given the recognition it deserves. We look forward to hearing more from this talented musician.

ALL MY WOODY FRIENDS HAVE SETTLED DOWN — According to our sources, Woody Guthrie has married his long-time girlfriend, a woman named Maria. The couple has been living together for several years, and they decided to make their relationship official. Woody and Maria have been together for a long time, and they are very happy. They have been planning their wedding for a while, and they finally decided to go through with it. The wedding was held in a small ceremony in Woody’s hometown of Dust Bowl, Oklahoma. Woody and Maria are very much in love, and they are looking forward to spending the rest of their lives together.

L-centric — According to our sources, L-centric has signed a deal with a major label. The label is ELI, and it is a New York-based label. It is unknown at this time what L-centric will be releasing on the label, but it is likely to be an album. L-centric is a band that is known for its unique sound and its ability to blend different genres into one cohesive whole. The band has been gaining popularity in recent years, and it is likely that this deal will help the band reach even more success.

BRIAN WILSON — According to our sources, Brian Wilson has signed a deal with a major label. The label is Reprise, and it is a Los Angeles-based label. It is unknown at this time what Brian Wilson will be releasing on the label, but it is likely to be an album. Brian Wilson is a legendary musician and songwriter, and he has a long and successful career. This deal is likely to help him reach even more success.

WHAT ARE WE DOING LONESOME — According to our sources, Larry Joe Campbell has signed a deal with a major label. The label is Warner Bros., and it is a Los Angeles-based label. It is unknown at this time what Larry Joe Campbell will be releasing on the label, but it is likely to be an album. Larry Joe Campbell is a talented musician and songwriter, and he has a long and successful career. This deal is likely to help him reach even more success.

Jazz/Fusion Musician Ronnie Laws (r) joked around with comedy/romantic Bill Cosby at the Playboy Jazz Festival, held in Southern California’s Hollywood Bowl. During Laws’ set, Cos joined the performance sitting in on percussion. Campbell took a few moments to talk about his decision to become a jazz singer. “Both my dad and brother were musicians,” said Campbell, and he grew up listening to a lot of Ella and Louis Armstrong, and he was always dreaming about being a musician. He started playing guitar, and then singing at 15, and that’s still the kind of music that I love.” Although a confirmed jazzaheim, Campbell’s career took a turn down a commercial path in the mid-70s when his friend in the Doobie Brothers, Patrick Simmons, got him a recording contract with Warner Bros. He recorded three albums with the Warner Bros. label, but the band, which included Steve Miller, John McLaughlin, and Patrick Simmons, was not successful. In 1980, Campbell formed a Los Angeles lounge act (including Lindsay Wagner as a back-up singer, and later worked as a single, playing guitar and singing on the L.A. circuit while doing TV spots and vocal backgrounds for the likes of Michael Bolton and Power Station. He got through about four or five years. Campbell decided that enough was enough. “I figured if I’m not going to make it, at least shouldn’t make it while doing what I want,” he said. Campbell and longtime associate, pianist Tom Garvin began working with a jazz group that has that featured bassist John Heard, drummer Peter Donald and saxophonist Tom Peterson.
The famous people listed below are:

☐ A. Among the greats of Jazz.

☐ B. Among the many fine artists who license their music through BMI.

☑ C. All of the above.

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Nat Adderley     Jimmy Giuffre    Sy Oliver
Manny Albam       Dexter Gordon    Jimmy Owens
George Benson     Lionel Hampton   Charlie Parker
Carla Bley        Herbie Hancock   Art Pepper
Joanne Brackeen   Barry Harris     Oscar Peterson
Anthony Braxton    Jimmy Heath     Max Roach
Bob Brookmeyer    Percy Heath      Sonny Rollins
Dave Brubeck       Freddie Hubbard  George Russell
Ron Carter         Milt Jackson     George Shearing
Don Cherry         Keith Jarrett    Archie Shepp
John Coltrane      Budd Johnson    Wayne Shorter
Ted Curson         J.J. Johnson     Jabbo Smith
Miles Davis        Rahsaan Roland Kirk Cecil Taylor
Paul Desmond       Lee Konitz      Clark Terry
Paquito D’Rivera   John Lewis      McCoy Tyner
Bill Evans         Chuck Mangione  Phil Woods
Gil Evans          Charles Mingus   Lester Young
Art Farmer         Thelonious Monk  Joe Zawinul

Wherever there's music, there's BMI.
Jazz Labels Confront Shrinking Market

by Fred Goodman

Jazz labels are confronting a shrinking base of initial orders on new releases. And while market slippage has been an issue for all types of recorded music during the last four years, jazz has traditionally relied on first orders for a particularly healthy percentage of its total sales. As a result, many labels are tightening their release schedules and taking fewer chances on new artists.

"I'm able to put fewer discs in the market each time," says Bruce Lundvall, president, Elektra/Musician. "I'm very alarmed by the lack of dealer support outside New York. Big chains like Cameo just aren't stocking jazz, and more and more stores are unwilling to start with more than one copy of a new jazz title, if things don't improve, I'm not going to be able to record."

Industry veteran and Xanadu label president Don Schwartz agrees with Lundvall. "If you step back, you can see that there's been a consistent drop and that it's a little worse each time," he says. "It certainly doesn't help the business overall because we have less capital and subsequently go into the studio less."

While Elektra/Musician and other labels pin-point the drop-off at the retail level, others cite wholesalers.

"When a distributor goes out of business in a particular market, you never seem to make up that business," assesses Joe Fields, head of the New York-based Muse label, adding that the recent changes in California and Midwest distribution have resulted in poorer coverage for his label. And although Fields observes a long-term market shrinkage, he adds that business for Muse is down "at least a third" from last year.

Not surprisingly, manufacturers place the blame on the overall economic climate. "It's a fact that the street has become more conservative than it was in the past," says Sonny Kirshen, director, pop A&R and promotion, for Moss Music Group, which distributes the Danish Storyville label here. Adds Bernard Brightman of New York's Stash label: "The drop in business reflects the fact that retailers are watching their cash and holding on until a record is established."

However, some labels see other factors coming into play. "I think one of the worst problems is that there's a glut on the market," said Xanadu's Schitten. "A few years back everybody got into the jazz business, and a lot of what was put out was just plain bad. On top of that, everybody who went to Europe was recorded there, and those records are now here, as are Japanese cutouts. It's just too much, and the music is suffering. It's a storm that we'll have to weather."

At Columbia Records, Vernon Slaughter, vice president, black music and jazz promotion, says that the initial sales base "is not what it used to be in all areas of music," but he is also seeing an acceptance of the new cuts by the retailers. "The retailers just seem to be coming back quicker," he says, adding that the new pattern has caused some scheduling changes for the label. As an example, Hurwitz cited forthcoming jazz re-packages that the label is trying to get out before late August. "We don't want the recorders to get caught in the middle of the fall's superstar releases," he says.

Other labels are hoping that by making adjustments in their release schedules, they will be able to combat market erosion. Schitten reports that Xanadu, which has typically released five titles at a shot, will be re-ordering the number of three next month and attempt to space the same number of annual releases differently. "All of my distributors unanimously felt that I should do three instead of five," he reports. "The average jazz buyer can't plunk down the money for five at a shot."

But aside from re-shuffling schedules, a few labels that are not reporting shrinkage say they have found other ways to circumvent the problem.

"Our shipments this year at $99.98 are doing better than last year's," says Hurwitz, managing director of ECM in the United States. "We're not finding shrinkage now, but we did see it a year-and-a-half ago and concentrated on it then. Now we make sure that our preparation and presentation is as thorough as possible. We try to have a closer communication with WEA and work with Warner Bros., and both try to work as hard as possible to make our expectations match up. As a result, on all of our last releases, the initial exceeded our expectations, and some overtook the initial orders on that artist's previous release."

Although Hurwitz reports that the label is continuing to sell steady, he stresses that it is not necessarily the numbers that are most important to ECM. "It's the quality of coverage," he says. "We don't want return business, but we also don't want to go out too light. If a store stocks one or two copies of a new release and sells them, there's a chance they won't reorder. But if they sell out an initial order of five or six, they're seeing some movement and will probably be motivated to re-stock it. Of course, for some artists the market does go down, but for the average ECM artist, we've tried very hard to maintain penetration."

The New York-based Gramavision label, which recently signed a distribution deal with PolyGram, also reports that its orders are growing. And although it's partially due to the label's increased presence and expanded roster, label president Jonathan Rose reports that the company has become "more active in cultivating retailers than ever before. Towards that end, the label has taken on full-time retail trackers and is devoting more time to direct contact with outlets. "We're trying to communicate," says Rose. "We know we could be selling more if the orders were more substantial, so we're trying to uncover that flaw. When we know that a good review is coming, we give advance warning to retailers and remind them that the last time they had a good review for one of our records, everything disappeared."

Jazz Reissues: Action Aploenty

by Bob Porter

A quick look at the jazz reissue activity in mid-1983 reveals that there is at least as much action now as there was a year ago. But some labels have dropped back while others are charging ahead. There seems to be a growing interest in vintage rock 'n' roll and rhythm & blues reissues — not at the expense of jazz reissues but as supplementary material — and some labels admit to being hurt by licensed goods flowing back to the U.S. (on the wings of a very strong dollar) from Europe while others shrug their shoulders.

There is a very strong tendency to use the use of original cover art and liner notes (even though the liners may contain mis-information) as a cost saving measure and a feature appreciated by consumers. And there is also a trend that would have been unheard of five years ago: major labels leasing material to domestic competitors and not just the mail-only operations of Time-Life and Franklin Mint but specialist labels that may be able to market the records more efficiently.

Columbia Special Products (CSP) pioneered a number of elements in its jazz reissue mixture when its Collectors Series was formed more than 10 years ago. The use of original covers and liners (when available) were a part of the CSP approach from the beginning, and Columbia has been the most aggressive force in seeking outlets for their enormous catalog via license to domestic labels.

John Franks of CSP sees the licensing situation as a question of putting assets to work. "Most of the our arrangements have been for custom manufacturing until recently but we have to revalue that because Columbia as a label is very hot at this point and we can't even get the press time needed to do some of our Collectors Series LPs. Until our pressing plant situation shakes out we have put things on hold, but we'll pursue a license versus custom manufacturing decision on a case-to-case basis in the future," he adds.

Franks also sees big band recordings doing better in 1983 than in the recent past and more original compilations on his Encore series once the logo is broken. CSP also handles Commodore, the pioneer indie jazz label owned and operated by Mitch Gabler, which is also affected by the lack of press time.

The parent company, Columbia Records, has long been a force in the jazz reissue business, and 1983 finds them in at least two different reissue ventures. The Columbia Contemporary Masters Series has been operational since the late 70's and there are six LP's due to ship at any moment. Artists Involved are Miles Davis (a double live concert recordings from Berlin and Tokyo circa mid-60's), Thelonious Monk, Kenny Burrell (unreleased early 60's material featuring Illinois Jacquet and Jack McDuff), an Al Grey-Jimmy Forrest set produced by John (continued on page 3-4)
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Jazz Reissues:

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Hammond, and two anthologies of unreleased masters.

Additionally, Columbia is about ready to launch an extremely ambitious project titled Jazz Masterpieces. The label is committed to 30 LPs, but the series could run considerably longer if acceptance is up to expectations. JM will be 12-1 track single LP anthologies with a $5.98 list and series concept generic artwork. The LPs are arranged chronologically with one from the 1920s and three each from each of the following decades. The material was selected by a committee of jazz critics and the first 15 albums may ship as early as Aug. 1.

Columbia's distributed Doctor Jazz will be the source of Bob Thiele's reissues which began with the recent "Classic Tenors" album featuring Coleman Hawkins and Lester Young and will continue with the Shelly Manne 1944 sessions featuring Don Byas and Johnny Hodges. Later this year, Doctor Jazz will release "Classic Pianos" with James P. Johnson, Art Hodes, Earl Hines and Erroll Garner. All the release material to come from Thiele will be from his Signature label and there are no plans to include any Flying Dutchman material at this time.

MCA has a diverse but very active approach to jazz reissues with the Jazz Heritage budget series. The MCA impulse line at midline price and their 1500 Collectables series also at midline. In the mind of Vincent Cosgrove, MCA VP Marketing, each series has its own identity.

"The Jazz Heritage Series is from the 78 era while MCA Impulse is music recorded for LP mostly from the '50s and '60s. While Collectables may include some jazz it also will have soundtracks, pop personalities and a good deal of novelty material," he said. "We've been quite pleased with the results of all three lines."

Steve Hoffman has been doing the vault research. He came up with the reissue sleeper of the year in the Buddy Holly "For The First Time Ever" (currently at about 60,000 according to MCA) and has another vintage rock 'n roll package with The Sparkletones (remember "Black Slacks?") coming soon. Hoffman reports additional vault discoveries by Bing Crosby, Al Jolson and Louis Armstrong (mostly alternate takes). Hoffman notes an increasing interest in blues (there were several blues albums in the last Jazz Heritage release) and is one of many who reports being hurt by the importation of licensed masters from Europe.

"Because of the lower costs of mechanical royalties, English MCA could, conceivably, have 10 tunes a side," said Hoffman. "In many cases my LPs may only have 10 tracks on the entire disc and nobody would want my album if the two were side by side."

WEA labels have less involvement in jazz reissues than most majors, but the Atlantic Jazztime Series is a shining exception. The midprice line uses original notes (occasionally updated) with new art and a generic look. The next six will be issued in October. Warner Brothers and Reprise are
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6. QUARTET • HERBIE HANCOCK • COLUMBIA
7. INCOGNITO • SPYRO GYRA • MCA
8. PROCESSION • WEATHER REPORT • COLUMBIA
9. DAVID GRUSIN AND THE NY/LA DREAM BAND • GRP
10. THE HUNTER • JOE SAMPLE • MCA

JAZZ AWARDS

SOLOIST
GROVER WASHINGTON, JR. • ELEKTRA

VOCALIST
TANIA MARIA • CONCORD

GROUP
HERBIE HANCOCK • COLUMBIA

DUO
BOB JAMES & EARL KLUGH • CAPITOL

NEW GROUP
SHADOWFAX • WINDHAM HILL
Jazz Reissues: Action Aplenty!

on domestic ideas or plans.
SteepleChase and Storyville are both Danish owned with U.S. branch distribution. The former has an interesting series of archive records featuring American musicians recorded in Danish clubs and from broadcasts. There are currently six Dexter Gordon LPs and five Bud Powell albums in the series. Storyville, handled in the U.S. and Canada by Moss Music Group, has the most diverse catalog of them all from the rural blues of Mississippi to the avant garde of Charles Tyler with lots of traditional New Orleans jazz thrown in.

There is a large backlog of Storyville material from the 1960s waiting to be reissued here. New packaging and new notes are common in the series.
The large jazz and R&B catalog of Roulette Records has been in place for some time. Phil Kahn reports that his R&B outsell his jazz consistently and that he'll have some Latin jazz reissued featuring Mongo Santamaría and Tito Puente on the street shortly.

Among labels specializing in blues, Rounder Records has done well with reissues of Robert Nighthawk and the "Apache of Houston" anthology featuring Bobby Bland, Fenton Robinson and others. The latter leased from MCA owned Peacock catalog also the source of an upcoming Gatemouth Brown reissue.

Marshall Chess has been guiding the new Sugar Hill-owned Chess label founded by his father Leonard Chess. His experience in the eleven months since he debuted the line sums up the feeling of many in the reissue business: "I'm getting very positive feedback from all segments of the community; distributors, dealers, consumers, but there doesn't seem to be any consensus. Consequently, I'm going to be doing a number of different things all at once. We are going to try to try a deluxe, audiophile pressing line, perhaps at $9.98, with original packaging. I'm definitely going to raise my $5.98 list to $6.98 but who knows what price is right?"

Chess is ready to ship new reissues from Ramsey Lewis, Ahmad Jamal, Muddy Waters, Howlin' Wolf and Chuck Berry among others. He still insists that he is not playing favorites and he'll do blues, R&B, jazz, gospel or even Moms Mabley records if that is what the public wants. In the works on the jazz side are projects by Rahsaan Roland Kirk and James Moody.

The product mix of Chess is more diverse than most but his experience shows that blues and R&B is the strength of Chess. In the past Chess product from England, Canada and France has been flowing freely through the U.S. making Marshall Chess' job a bit more difficult.

In this era of the strong dollars, material of jazz or blues interest will find its way to the U.S. regardless of the country of origin. If it comes in at a very cheap price that can do more harm to release plans than anything. What was once almost exclusively an American concept involving jazz is now a global operation involving all forms of black music.

(divided from page J-4)

Jazz Labels Differ On Indie Distribution Opportunities

by Fred Goodman

Since the loss of large, hit-oriented Chrysalis and Arista from the independent market, a major distribution shake-out has been unfolding. New territories are being delineated, and labels have been jockeying back and forth between distributors in hopes of establishing stronger market presence. But whether the loss of larger, non-jazz labels will provide jazz companies with a higher profile at the distribution level or further strain the cash flow of distributors to the point of reducing their ability to work remaining independent labels is a point debated by jazz labels.

Most labels contacted feel that the opportunity for significantly increased jazz sales is there if distributors are willing to concentrate on the product.

"Our sales are up," says Ann Ackerman, vice president of Windham Hill Records. "We're continually being told by our distributors that we're important to them, and our volume indicates it. We've had a lot more support from them in the last few months."

Adds Carl Jefferson, president of Concord Jazz Records: "I would say that in some cases, yes, we have become more important to the distributors. Any good catalog will be increasingly important. I have no way of knowing what the long-term changes will be, but our re-order patterns are looking a little better."

Smaller labels are also hoping that the changes at the distribution level will provide them added clout. "The loss of the biggies could really help us," says Richard Spring, president of Washington, D.C.-based JAM Records. "It's made some of our big distributors scared."

Distributors with a track record in the jazz sphere readily admit that they're leaning even heavier on the product now. "Business is slow, and we're digging for..." (continued on page J-7)

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Jazz Labels Differ On Distribut opportunities

(continued from page J-6)
catalog sales," reports Clay Pasternak, vice president of the Cleveland-based Action Music. "Jazz has been important to us since the day we opened, and we've been one of the larger distributors for labels like Fantasy, Concord, Pausa and Windham Hill. Those lines have provided us with chart items and consistent catalog sales, and it's become second nature to us."

Adds Duncan Browne, general manager of New England's Rounder Distribution: "Jazz has also been a big part of what we do. We haven't been picking up more labels, but it seems that the labels have grown, and that's more product by virtue of the labels' release strength. It's been fairly steady, and it seems like we have more jazz records now than we ever have."

Although Browne sees the abundance of titles as a sign of the market's strength, Don Schlichten of New York's Xanadu label feels it's a problem.

"The average jazz distributor may have as many as 300 lines," says Schlichten. "The distributor who's hungry may do well just selling one of each title, but it's meaningless to the label. The good distributors are falling by the wayside, and we're left with 'jazz distributors,' and they're not really selling records. I think the distributors will have to become smaller. You can't handle 200 lines. I think working 20 good ones is the answer."

Still others find that little has changed over the last year. "The distributors are definitely not getting any better," says Beth Cummins of the New York-based India Navigation Records. "The bad ones are still bad, and there's nothing really happening about it." Adds Bernard Brightman of the Stash label: "Before NAIRD (National Assn. of Independent Record Distributors and Manufacturers), I heard there would be a lot of interest in new lines. But so far, I haven't seen orders from these people. It could just be that they're waiting out a slow period."

Still others have been picking up sales by dealing direct with chains and developing non-music outlets for their recordings. "The record chains are great," says Windham Hill's Ackerman, "but we also sell in national food stores and book stores." Ackerman adds that the label uses some non-record distributors to reach those outlets as well as direct sales, and describes the network as "sort of underground." Stores are serviced with the Windham Hill sampler, and encouraged to play it in the store as an ambient background. "One of the first places we sold our records was in a local book store," she says. "Since then, we have sold thousands of records in that store, and that made us open to the notion of alternative distribution." Although she estimates that sales through non-music retailers account for less than 10% of Windham Hill's overall sales, Ackerman says that the response is "emotionally important" to the label. "They sell us by word of mouth and really helped us when we started," she says.

Overall, manufacturers feel that the pieces are beginning to fall back in place after the recent distribution shake-out. "We went through that crummy thing with Pickwick and that was just chaotic," reports Larry Rosen, co-owner of GRP Records. "But I have no problems now, and I know that they're working hard on our product. My distributors have been telling me that GRP is even more important to them now. Of course, they've lost some of their staff and power, but on the other hand, if they are to continue, they need to build the next large company. They certainly want to work our product."

Concord's Jefferson is also optimistic about recent changes in his distributors. "We're doing much more with CRDI than we ever did with PRT," he says in assessing changes in his California distribution. "And I can't see anything but improvement with MS and Big State. The world doesn't come to an end when you lose a distributor, although, like anyone else, I don't like to chase people for money. But our sales at wholesale are going up, and we're going to get even better."

Similarly upbeat about jazz's importance for distributors is Muse's Joe Fields. "If a distributor stays hit-oriented, he's lost," declares Fields. "The salesmen have to get out and dig and make penetration at the stores. Because if they don't change, they're cooked. They're going to have to get in there and preach."

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Aug.: Peter Schilling (Elektra).

EMI America
July: Spy, Spinning Pups (Various Artists), Christy Lane (Liberty), Don seals (Liberty).

Aug.: Michael Stanley Band, Combo Pacifica, East Street Cats, Michael Murphey (Liberty).

Epics
July: I-Ten, I-Level, Coba, Hiroshima, Danny Spanos-EP, Johnny Rodriguez, Natalie Cole, Cheep Trick, Heart, Michael Jackson-Pic Disc. S.O.S. Band (Tabu), Jimmy Sturr (Assoc.), The Reddings (BIB), Big Ric (Scott Bros.).

Aug.: The Doctors, Cheep Trick, Natalie Cole, Merle Haggard, Face To Face, Altered Images, Peter Bauman, The Elvis Brothers, Aido Nova (Portrait), Orphan Trauma, Darnell (My-Dis), Barry White (UGR), Romantics (Nemperor), General Can (Tabu), Surviver (Scott Bros.).

MCA
July: Rabbit, Jaws 3D (Soundtrack), Men Without Hats (Backstreet), Barbara Mandrell.


Motown
July, Aug., Sept.: Stevie Wonder, Lionel Richie, Rick James, Commodores, Stone City Band, Get Crazy (Soundtrack).

PolyGram
July: Marilyn Scott (Mercy), Jon & Vangelis (Polydor), David Essex (Mercy), Coney Hatch (Mercy), Milt Wilson (London), Original Cast LP On Your Toes (Polydor), Motivation (Mercy), Agnetha & Bjorn (Polydor), Kidding Around (Polydor), Parachute, Knots Blow (Mercy).

Aug.: Reba McEntire (Mercy), Bob & Doug, Brew Soundtrack (Mercy), Big Country (Mercy), Visage (Polydor), Girlishschool (Mercy), Minor Detail (Polydor), Ian Dury (Polydor), Kendall & Bruce (Polydor), Funk Shun (Polydor), Level 42 (Polydor), Ray Stevens (Mercy), J.J. Calle (Mercy).

RCA
Aug.: Avion, Bob Welch, The Breeds, David Bowie, Tavares, Alfie Silas, Tom T. Hall, Various-Keys LP, Jimmy Castor, Bitch (Salsoul) mini LP.


Walsh Bros.
July: Doobie Brothers Farewell Tour, Atlantic, The Best Of (S*R) LP, Larry Graham, Guy Clark, Bill Lamb, Juluka, Michael Brown (Full Moon), Tim Scott (Continued on page 38).
Major Artists, Robbins LP Package Highlight 3rd Quarter Country Releases

by Tom Roland

NASHVILLE — A handful of new releases from top names in the country music scene, as well as a special tributary summation of the three-decade career of Marty Robbins, dominate the release schedule in the upcoming third quarter of 1983. Eight particularly strong albums have been scheduled, in addition to a bevy of packages, singles compilations, and live recording projects, with major releases including two competing Merle Haggard projects on Epic and MCA, Barbara Mandrell and Dan Murray, Hank Williams Jr., Ricky Skaggs and an Eddie Rabbitt greatest hits compilation.

The Robbins release, "A Lifetime Of Song," follows on the heels of "Some Memories Just Won't Die," the last album that the legendary entertainer worked on prior to his death last December. ("A Lifetime Of Song" will be somewhat similar to the George Jones "Anniversary" LP released in the latter part of 1982 in that it will be a two-record set with 20 of Robbins' biggest singles arranged chronologically, ranging his musical development from 1951-1982.

Haggard LPS

A tandem of LPs by Merle Haggard are also set for release in the third quarter, with the companion current record label, will release its third solo project by the performers entitled "Time's What I Love" (Maxi). AEC, his previous label, has tentatively slated an album of all-new material. The record, still untitled, was originally planned for release to coincide with Haggard's 30th anniversary four years ago, but a change in the book title altered many of the label's plans, and the project was shelved.

Besides the Robbins collection, several other special projects are expected between July and September. Two "best of" packages are on the schedule, with Eddie Rabbitt's "Greatest Hits" expected in July and Larry Gatlin & The Gatlin Brothers release (to be called "Vol. II"), slated to surface from Columbia.

The much-noted "Bill Monroe & Friends" LP, scheduled for release in September, is being targeted for a September release date, with guest appearances by such stellar acts as Barbara Mandrell, David Nelson, Mel Tillis, a new band called the "MCA All Stars," and others.

Rabbitt Hits

Six albums are set for Warner Bros. for July, including the Rabbitt greatest hits LP. Other targets for the month include T.G. Sheppard, Hank Williams Jr., Dr. Friz, John Conlee, Randy Wolfe, Andy Williams, and Gary Morris. New product from Crystal Gayle and Gail Davies is also tentatively expected by the end of September.

MCA LPs

Besides Country Christmas, "Vol. II," the label will also release a new album from Donna Fargo, as well as a re-release from Tom T. Hall. Four albums are listed as "tentative" for Atlantic, including a Willie Nelson re-issue and new product from Louise Mandrell, Charley Pride and Leon Everette.

Capitol/EMI-America/Liberty has also five projects on line for July, August and September. Liberty leads in with two albums — Crissy Lane's "Footprints In The Sand" and Dan Seals' "Rebel Heart." The album from Seals, a former member of England Dan & John Ford Coley, will make his debut as a solo country artist.

The August batch will include the latest arrivals from June Newton on Capitol and Michael Murphey on Liberty, while September will see the release of an Anne Murray disc on Capitol.

Marlboro Country Music Tour To Hit Six Cities

LOS ANGELES — The Marlboro cigarette company recently announced that it would sponsor the Marlboro Country Music Tour in November. Three of the six concerts in the tour will feature headlining artists Barbara Mandrell, Ronnie Milsap and Ricky Skaggs. An added feature of the tour will be a special video program that will accompany each show, and local talent contests in each of the cities where the shows are to be held.

The performances are set for the Checkerboard in St. Louis, Nov. 4; Memphis' Mid-South Coliseum, Nov. 5; the Greensboro Coliseum, Nov. 12 in Cincinnati's Riverfront Coliseum, Nov. 11 and the Omni in Atlanta, Nov. 18, and the Greensboro (N.C.) Coliseum, Nov. 19.

Marlboro's John W. McAuley, manager of brand programs for the cigarette company, emphasized that the show will use both live performers and taped talent, the video presentation planned and the local talent contests, but also because of the low ticket prices planned and the free souvenirs that come with the package.

Regarding the video presentation, Marlboro plans to use five cameramen to roam throughout the stadium capturing all performance and audience activity. The images will be projected on to 10x14 foot screens hung halfway through the audience at each venue.

The Talent Roundup in each city will lead to the winner, performing at the suburban concerts. The first prize winner will also receive 6,000, while second prize winners will receive 1,000 and 300 will go to the third prize winner.

Haggard, Parton Alabama Win First International Poll

NASHVILLE — Merle Haggard, Dolly Parton and Alabama were named the top international country artists in an eight-nation ballot conducted by The International Country & Western Music Assn. (ICWMA). The three artists who were national winners in each of the eight countries to win first place in the country music audience will travel to Fort Worth for the first annual International Country Western Music Awards Gala, an outdoor concert event scheduled for July 17-21.

The ICWMA was conceived in 1982 by Nashville music producers/Managers Mike Lloyd, Ralph Murphy and Peter Sullivan to "assist in the development of the music country audience worldwide.

Haggard was touted Best Male Vocalist, Parton was named Best Female Vocalist, and Alabama was named Best Country Group in the international contest which polled citizens in the United Kingdom, Ireland, Australia, New Zealand, Benelux, Germany, Scandinavia and Canada.

National winners in each of the eight territories covered include:

The United Kingdom — Stu Stevens (Male), Tammy Cline (Female) and Colorado (Group).

Ireland — Big Tom, Susan McCann, and Two's Company.

Australia — Johnny Chester, Jingle, Benet Berrman.

New Zealand — Brendan Dugan, Patsy Riggir, and The Gray Bartlett Band.

Benelux — Ruud Hermand, Joanie de Boer, and Tula.

Germany — Tom Astor and Truckstop, Scandinavia — Bjorl Haaland, Kiik Danielsson, and Mats Redberg & Rankarka.


Nashville NARAS Governors Named

NASHVILLE — The newly elected board of governors for the Nashville chapter of the National Academy of Recording Arts and Sciences (NARAS) has been announced by Carolyn McClain, executive director of the Nashville chapter of NARAS.

The governors, who took office on June 1, will serve a two-year term of office representing particular categories. They include: Barney Jones, vocalists; Buzz Cason, leaders; Charlie Fach, producers; Woody Bomar, composers; Harold Shedd, engineers; Joe Talbot, musicians; and Greg Nelson, arrangers.
COUNTRY

TOP 75 ALBUMS

1. THE CLOSER YOU GET . . .
   ALABAMA / RCA ARL-1-6662
   0/25 3

2. KEYED UP
   WARNER / WARNER 
   0/25 3

3. PANCHO & LEFTY
   MERLE HAGGARD & WILLIE NELSON
   (Epic FE 37968)
   0/25 3

4. TAKE IT TO THE LIMIT
   WILLIE NELSON & WILLY JENNINGS
   (Columbia FC 38622)
   0/25 3

5. SHINE ON
   GEORGE JONES (Epic FE 3846)
   0/25 3

6. CASTLES IN THE SAND
   DAVID ALLAN COE
   (Columbia FC 3653)
   0/25 3

7. YELLOW MOON
   DON WILLIAMS (MCA-5407)
   0/25 3

8. IT'S ONLY ROCK & ROLL
   WAYLON JENNINGS
   (Warner/Curb 3288)
   0/25 3

9. TOUGHER THAN LEATHER
   WILLIE NELSON / Columbia FC 38248
   0/25 3

10. AMERICAN MADE
    OAK RIDGE BOYS (MCA-6390)
    0/25 3

11. WE'VE GOT TONIGHT
    KENNY ROGERS (Liberty LO-5143)
    0/25 3

12. WEST SIDE STORY
    SHELLY WEST
    (Capitol FC 22776-1)
    0/25 3

13. SOMEBODY'S GONNA LOVE YOU
    MEL伍ED (MCA-5403)
    0/25 3

14. HIGHWAYS & HEARTACHES
    SKAGGS (Epic FE 37968)
    0/25 3

15. STRONG STUFF
    HANK WILLIAMS JR.
    (Elektra /K 60221-1)
    0/25 3

16. SOMETIMES I GET LUCKY
    GENE WATSON (MCA-6384)
    0/25 3

17. FOOL FOR YOUR LOVE
    MICKEY GILLEY (Epic FE 38636)
    0/25 3

18. WILD & BLUE
    JOHNNY ANDERSON
    (Warner Bros. 92372-1)
    0/25 3

19. ALWAYS ON MY MIND
    WILLIE NELSON (Columbia FC 37951)
    0/25 3

20. THE BELLAMY BROTHERS
    GREATEST HITS
    (Mercury ARL-1-4397)
    0/25 3

21. GREATEST HITS
    JOHN CONLEE (MCA-5405)
    0/25 3

22. HANK WILLIAMS, JR.
    GREATEST HITS
    (Elektra /K 61981-1)
    0/25 3

23. NEW LOOKS
    LARRY GROCE
    (Epic FE 38656)
    0/25 3

24. STRONG WEAKNESS
    ED BRYANT BROTHERS
    (Elektra /K 60210-1)
    0/25 3

25. GOING THE LONELY GO
    MERLE WATSON
    (Epic FE 38902)
    0/25 3

26. MOUNTAIN MUSiC
    ALABAMA (RCA ARL-1-4229)
    0/25 3

27. PARADISE
    CHARLIE MCLARIN (Epic FE 3854)
    0/25 3

28. SOME MEMORIES JUST
    NOT WIN D
    MARTY ROBBINS
    (Columbia FC 3660)
    0/25 3

29. SNAPSHOT
    SYLVIA (RCA ARL-1-6672)
    0/25 3

30. MY HOME'S IN ALABAMA
    ALABAMA (RCA ARL-1-6641)
    0/25 3

31. DREAM MAKER
    JAMES T. WILLIAMS (Wilton 51815)
    0/25 3

32. PERSONALLY
    DONNIE MCDOUGELL
    (Epic FE 38514)
    0/25 3

33. AFTER ALL THIS TIME
    MEL TILLIS (MCA-5378)
    0/25 3

34. LAST DATE
    EMMYLOU HARRIS
    (Warner Bros. 923740-1)
    0/25 3

35. BURLAP & SATIN
    DOLLY PARTON (RCA ARL-1-6691)
    0/25 3

36. WILLIE NELSON'S
    GREATEST HITS
    (Columbia FC 37542)
    0/25 3

37. MERLE HAGGARD'S
    GREATEST HITS
    (MCA-3866)
    0/25 3

38. IT Ain'T EASY
    JANE T. RICE
    (Columbia EC 38214)
    0/25 3

39. GREATEST HITS
    DOLLY PARTON
    (RCA ARL-1-4422)
    0/25 3

40. MARTY ROBBINS'
    GREATEST HITS
    (Columbia FC 38208)
    0/25 3

41. T.J. JENKINS
    (RCA ARL-1-4422)
    0/25 3

42. CLASSIC CONWAY
    CONWAY THOMPSON (MCA-3424)
    0/25 3

43. JUST SYLVIA
    SYLVIA (RCA ARL-1-4312)
    0/25 3

44. KENNY ROGERS
    GREATEST HITS
    (Liberty LO-1070)
    0/25 3

45. COME BACK TO ME
    MARTY ROBBINS
    (Columbia FC 39896)
    0/25 3

46. NATURALLY COUNTRY
    MEL MANSFIELD & COMPANY
    (Columbia FC 37289)
    0/25 3

47. TRUE LOVE
    CRYSTAL GAYLE
    (Elektra 60200)
    0/25 3

48. A TASTE OF YESTERDAY'S
    WINE
    MERLE HAGGARD & GEORGE JONES
    (Epic FE 38290)
    0/25 3

49. GREATEST HITS
    RAZZY BAILEY
    (RCA ARL-1-6679)
    0/25 3

50. DELIA BELL
    (Warner Bros. 92389-1)
    0/25 3

51. WISH YOU WERE HERE
    RAY CHARLES
    (Columbia FC 38293)
    0/25 3

52. COUNTRY CLASSICS
    CHARLIE PRIDE
    (RCA ARL-1-4682)
    0/25 3

53. WAITIN' FOR THE SUN TO
    SHINE
    RICKY SKAGGS (Epic FE 37193)
    0/25 3

54. PERFECT STRANGER
    T.G. SHEPPARD
    (Warner Bros. 92372-1)
    0/25 3

55. I WAS THE ONE
    ELVIS PRESLEY
    (RCA ARL-1-4678)
    0/25 3

56. MASTER OF THE ART
    RAY PRICE
    (Viva 92272)
    0/25 3

57. OUR BEST TO YOU
    GEORGE JONES & SHENDEL
    (Warner Bros. /War /Viva 92373-1)
    0/25 3

58. WIP II
    WAYLON & WILLIE
    (RCA ARL-1-4656)
    0/25 3

59. UNLIMITED
    ROBBY ROBERTS
    (Liberty LO-1047)
    0/25 3

60. TOP OF THE WORLD
    EARL SCRUGS
    (Columbia FC 38292)
    0/25 3

61. MICHAEL MARTIN
    MURPHY
    (Liberty LT-5120)
    0/25 3

62. QUIET LIES
    JUICE WALTERS
    (Columbia ST-1239)
    0/25 3

63. YOU'RE NOT LEAVIN' HERE
    ED BRUCE (MCA-5416)
    0/25 3

64. THE WINNING HAND
    KENNY ROGERS & WILLIE
    NELSON, DOLLY PARTON & UNLIMITED
    (MCA-38369)
    0/25 3

65. THE ALL-TIME GREATEST
    HITS OF ROY ORBISON
    (MCA-53764)
    0/25 3

66. CLOSE UP
    CHARLIE MCDONELL
    (RCA ARL-1-6601)
    0/25 3

67. SOMEWHERE IN THE STARS
    ROSANNA CASH
    (Columbia FC 37970)
    0/25 3

68. THIS DREAM'S ON ME
    GEORGE WATSON
    (MCA-5202)
    0/25 3

69. WALK ON
    WAYLON
    (Warner Bros. 92387-1)
    0/25 3

On the Move!

featuring the New Single

"WHAT I LEARNED FROM LOVING YOU"

Produced by Michael Clark

Available on Permian Records & Cassettes


MICHAEL MARTIN MURPHY

Produced by Michael Clark
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BILL ANDERSON

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(Country Track 5152)

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FOR THE FEEL OF IT

BARLOW & CO (NL 333)

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77 77

BREKIN' DOWN

(Pearl/ASCAP)

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76

KEEP ON機構

THE CHUCK WAGON GANG

(Cooperfield CG-116)

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77

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SEVEN WINNERS
OUT OF ELEVEN CATEGORIES

THAT'S NOT LUCK.

SINGLES/MALE VOCALIST: RICKY SKAGGS/EPIC
SINGLES/FEMALE VOCALIST: JANIE FRICKE/COLUMBIA
SINGLES/DUET: MERLE HAGGARD & GEORGE JONES/EPIC
ALBUMS/MALE VOCALIST: WILLIE NELSON/COLUMBIA
ALBUMS/DUET: MERLE HAGGARD & GEORGE JONES/EPIC
ALBUMS: ALWAYS ON MY MIND/WILLIE NELSON/COLUMBIA
RECORD COMPANY OF THE YEAR: CBS RECORDS

THANK YOU! FROM THE #1 RECORD COMPANY OF THE YEAR.
CBS/NASHVILLE

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COUNTRY RADIO HIGHLIGHTS

KHEY — EL PASO — MIKE HENRICHS — #1 — D. WILLIAMS
KISS — COLORADO SPRINGS — STEVE SAUER — #1 — D. WILLIAMS
ADDS: S. West, J. Gray, J. Conlee, Marshall Tucker Band, M. Bandy
KNIX — PHOENIX — DOUG BRANNON — #1 — D. WILLIAMS
ADDS: E. Harris, M. Bandy, W. Jennings, S. West, J. Leo
WXCL — PEORIA — PAUL JACKSON — #1 — D. WILLIAMS
ADDS: J.L. Lewis, G. Clark, F. Brown, P. Carlson, T. Jones
WDGY — MINNEAPOLIS — GARY STONE — #1 — D. WILLIAMS

SINGLES REVIEWS
OUT OF THE BOX

JOHNNY RODRIGUEZ (Epic 34-3972)
How Could I Love Her So Much (2:56) (Boquillas Canyon Music/Atlantic Music Corp. — BMI) (H. Moffat) (Producer: R. Albright)
With the follow-up to “Foolin’,” which brought Rodriguez back to national prominence after an extended dry spell, the Epic artist scores with a tune that takes a slightly different perspective of a situation similar to that of Kenny Rogers “Lucille.” From his soon-to-be-released “For Every Rose” LP, the song takes advantage of a slowly building groove, ebbing it with thick, spiraled harmonies on the chorus.

LYNN ANDERSON (Permian P-82001)
What I Learned From Loving You (3:37) (WB Music Corp./Russell Smith Music — ASCAP) (R. Smith, J. Hooker) (Producer: M. Clark)

THOM BRESH (Liberty P.B-1502)
I’d Love You To Want Me (3:58) (Famous Music Corp. — ASCAP) (Lobo) (Producer: T. West)

TOMMY ST. JOHN (RCA PB-13561)
Stars On The Water (3:00) (Coochew Music/Granite Music Corp. — ASCAP) (R. Crowell) (Producer: N. Wilson)

BRETT TOWNSEND (Paradise 2:38)

JERRY PUCKETT (Atlantic 7-98960)

CRYSTAL GAYLE (Warner Bros. 7-29582)

EDDIE THOMPSON (Stargem SG 2199)
Hank And Lefty (2:23) (Newwriters Music — BMI) (G. Gentry, M.S. Hall) (Producer: W. Hodge)

FEATURE PICKS

K.C. YETTE — RCA recording artist Steve Wariner was a guest recently at WDAP/Kansas City, where he announced the winner of a 1987 Corvette and $10,000. Pictured are (l-r): Bobby Cudd, Wariner’s manager; Moon Mullins, program director, WDAP and Wariner, producer of “Wild Country,” the name they used before changing to Steve Wariner. The program was produced by Ed Salamon, vice president/programming for The United Stations. Salamon, by the way, just celebrated his 10th year in country radio. The schedule for Norwood Prods.’ Country Closeloop is as follows: Jan. — July 4, Larry Gatlin and the Gatlin Brothers Band, July 11; Merle Haggard, July 18; and Lacy J. Dalton, July 25.

HOUSE TO HOST — Gerry House, program director and air personality for WBIX/Nashville, has been named Nashville correspondent for Radio Luxembourg’s regular broadcast feature, Live From Marlborgo Country. The program is broadcast monthly to over seven million country music listeners throughout Europe and has recently featured varied aspects of country music such as: rockabilly, Volunteer Jam, the Austin Sound, new wave country and New Orleans music.

KBRO’S COOKIN’ — KBRO/Denver is holding the third annual KBRO/Bud Light Country Cookoff July 9 in the Prudential Plaza on the 16th Street Mall. There will be a category for novice barbecue cooks, as well as a commercial class competition for restaurants. The judging of the contests will be by local celebrities. This year, for the first time, the cook-off will be a benefit with proceeds going to the National Kidney Foundation. Country music will be provided by local musicians donating their talents.

STATION CHANGES — WQLS-FM/Chattanooga has changed call letters and formats to become country-formatted WUSY-FM(US-101). The change became effective June 20. WBIS-101 is owned by Colonial Broadcasting and is a “100,000 and over” station with an 80-100 mile coverage area from Chattanooga in the tri-state area. WUSY is programmed by Jon Anthony, whose music will be a wide variety of country, with an emphasis on current hits and new music, but, oldies will be included as well. John Hart is music director for the station and can be reached at Suite 505, Osborne Office Center — Eastgate, Chattanooga, Tenn. 37411. The phone number is (615) 892-3333. Wade Jesup is the new music director for KFB/ Salt Lake City. At the same time, the Country Joe Flint has increased his responsibilities in programming and as operations manager. Rick Johnson is the music director for USL/Roanoke, replacing Steve Akers, who was both music director and program director. Akers will still carry on his duties as program director.

THE COUNTRY MIKE

BIRTHDAY BASH — WMZQ-FM/Washington, D.C., held its sixth annual birthday party on Sunday, June 26, at the Burlingtons Lion’s Den in Burlington, Md. Artists joining in on the celebration included Mal Tills, Ricky Nelson, Sylvia, Con Hunley, Gary Morris and comedian Alex Houston. Live entertainment began at 10 a.m. featuring local acts, as well as games for the kids. At noon the party began with a special cake-cutting ceremony of WMZQ’s four-tier, 100-pound birthday cake, followed by 75 sheet cakes.

Memorial Day weekend WMZQ began its second annual picnic patrol, which provides catered picnics for listeners and their guests. This year the special grand prize is a 4x4 Subaru Brat from Manhattan Subaru in Rockville, Md. All picnic patrol entrants are eligible to win the grand prize. To win a picnic, WMZQ listeners can send a postcard inviting the picnic patrol to their party. Entrants must live within a 35-mile radius of the city and have their party on Saturday or Sunday and can invite between 20-50 guests. Each week a winner will be picked to receive a catered picnic from Holly Farms, along with WMZQ frisbees. The patrol will extend through Labor Day weekend.

SPECIALS — Over the Fourth of July weekend, more than 200 country radio stations will broadcast The Alabama Story to an estimated 20 million listeners. A product of The United Stations, the program is a three-hour profile of the band’s career and will be hosted by members of the groups. The program will trace the history of Alabama, as well as airing some songs that were recorded long ago under the name “Montgomery, Alabama.” The program was produced by Ed Salamon, vice president/programming for The United Stations. Salamon, by the way, just celebrated his 10th year in country radio. The schedule for Norwood Prods.’ Country Closeloop is as follows: Jan. — July 4, Larry Gatlin and the Gatlin Brothers Band, July 11; Merle Haggard, July 18; and Lacy J. Dalton, July 25.

PROGRAMMERS PICKS

Glen Garrett WCOS/Columbia I’m Only In It For The Love — John Conlee — MCA

Randy Rowley WXNN/Coldwater Breakin’ Down / — Waylon Jennings — RCA

Cathy Hahn KLAC/Los Angeles Night Games — Charley Pride — RCA

Bili Pyne WQYK/St. Petersburg I’m Only In It For The Love — John Conlee — MCA

Randy Hooker KFRM/Salina I’m Only In It For The Love — John Conlee — MCA

Marvin Paul KNAL/Victoria New Looks From An Old Lover — B. J. Thomas — Columbia

Rick Turner KKKF/Kansas City I’m Only In It For The Love — John Conlee — MCA

Tiny Hughes WROZ/Evansville Precious Love — Kendalls — Mercury/PolyGram

Dave Wolfe WHO/Orlando I’m Only In It For The Love — John Conlee — MCA

Kevin Herring WWW/Detroit Over You — Lane Brody — Liberty
"GONE BUT NOT FORGOTTEN"

the hot new single from

RANDY WRIGHT

PRODUCED BY
EDDIE KILROY

MCA RECORDS

PRODUCED BY
EDDIE KILROY

MANDRELL
MANAGEMENT
NASHVILLE, TENNESSEE 37203
615/244-4030
PANCHO & LEFTY — In support of the “Panco & Lefty” video project that has received excellent attention, Epic Records held a Pancho & Lefty birthday exhibit at Wrangler’s in Nashville in conjunction with WJZK/Nashville. Although the contest only brought in four entries (three dressed as Pancho and one dressed as Lefty), it produced a packed house, quite a feat on a Tuesday night in Music City. The video, starring the Merle Haggard and Willie Nelson album project of the same name, was featured on a large screen along with other CBS video clips, while the club’s disc jockey pulled out a rather large number of Epic singles for two-step and country. The contest winners received an entire western wardrobe, including a pair of lizard-skinned boots and Epic also passed around “Panco & Lefty” matchbooks.

HAPPY BIRTHDAY, U.S.A. — The Stetler Brothers are preparing for their annual Fourth of July celebration in their hometown of Staunton, Va., with special guests Tom Conlee, who is billed as “Happy Birthday, U.S.A.,” an entire weekend of activities is planned, capped off with a concert by the Statler. While we mention the group, here’s a bit of trivia: What’s the oldest continually performing band in the United States? It’s not The Stetler Brothers, and it’s not The Rolling Stones. Try The Stonewall Brigade. Their recorded history has been in existence as a performing unit since 1855. The Stonewall assemblage will play at a venue new to the audience on the afternoon of July 3. Last year’s Happy Birthday festivities drew some 65,000 people, and for this year’s event, all the hotels in the area have been booked with tourists for the radius since March. By the closest available hotel is 35 miles away. From the crowd.

STAR-TRIPPING — Six winning contestants took a trip to Dallas to see the Oak Ridge Boys’ fifth annual FIRST Children benefit concert June 25. Held at Reunion Arena, the proceeds from the show aid the FIRST Children organization, a non-profit entity established by the band to fight child abuse. The show this year featured Lee Greenwood, Rosanne Cash, The Commodores and George Lindsey. The Oak’s International Fan Club held a drawing for the three pairs of ticket recipients at its annual open house softball game during Fan Fair, providing the winners with free passes, hotel and airfare. The group’s second video, “Love Song,” was recently released.

BACK TOGETHER AGAIN — Tom T. Hall has signed an exclusive recording contract with Mercury/PolyGram, retaining the label he recorded for during his first 10 years as an artist beginning in 1967. Hall, who emceed the PolyGram showcase at Fan Fair, recorded such tunes as “I Love,” “The Year Clayton Delaney Died” and “Old Dogs, Children And Watermelon Wine” during his prior tenure with the company. His first single under the new agreement, “Everything From Jesus To Jack Daniels,” is expected in early July with an album scheduled for release.

SHOWDOWN AT THE CDB CORRAL — Charlie Daniels’ Twin Pines Ranch and Skool smoke the boards to co-host the “Roger the IV and V” just outside of Nashville June 16-17. Part of a series of 10 roping events that will culminate with a final round of competition, the “rope off” pitted amateurs from a number of states against each other in such events as team roping and barrel racing. Skool and CDB merchandise was given away at the event, while Sire fans gathered at the competition, including tour jackets, hats, pins, belt buckles and Skool lids.

THRILLING CAMPAIGN — In an effort to stimulate interest in their latest “Cheeky Thrills” single, Columbia Records will be promoting David Allan Coe this summer with a “Greatest Thrills” campaign that takes advantage of the season’s opportunities for outdoor activities. While Coe cites skin diving and roller coasting as his two biggest thrills, the project will also include such activities as sky diving, auto racing, white water rafting and hang gliding. Columbia is entering the ring of labels offering two-sided singles with such “Cheeky Thrills” will be backed with his Top 10 single from a few years back, “You Never Even Called Me By My Name.”

9 TO 5 TO RECORDS — Rachel Dennison, the actress who assumed the role made famous by her older sister, Dolly Parton, in the television series adaptation of 9 To 5, is currently in the studio recording her first album for The Entertainment Company Records, a label distributed by Elektra Records. Being produced by Charles Koppelman as executive producer. The Entertainment Company, incidentally, produced Parton’s “Here You Come Again” album.

THIS AIN’T SUPPOSED TO HAPPEN — In the usual run of events, recording artists are honed by the fans for autographs, while their managers hang back waiting for the opportune moment to rescue their beleaguered clients. But at Fan Fair, Steve Wariner and his manager, Bobby Cudd, turned the standard approach around. Cudd looks a lot like Hank Williams, Jr., and fans continually hounded him for his autograph, pushing him against the wall. Wariner did his best to avoid autographs. They, being something seen when Wariner and the alleged Williams wheeled through the exhibit area together. Wariner is currently teaming with new producers Norro Wilson and Tony Brown for his second RCA album, scheduled to ship in the fall.

THE LAST FAREWELL — This is my final issue as a reporter for Cash Box, and I’d like to thank everyone who has given their time, energy and support to this great publication. I plan on spending a lot of time on my new phase, which will include interviews and general questions about the current state of our industry. The three-and-one-half years spent at the magazine have been extremely rewarding and insightful, but personal and career growth is taking me to New York to become the director of creative services for The United Stations radio network. I can be reached at (212) 689-7444.

PLAYBOY JAZZ: Festival Draws Record Crowd With Diverse Artist Roster

(continued from page 10)

who was to appear three times during the festival.

But it was Wilson and crew got the Bowd crowd in the swing of things, then Spyro Gyra once more put things askew. The syn-plex fusion of grooves of this group, fronted by saxophonist Jeff Beckenstein, the audience alive, shrieking like Spyro Gyra’s keyboards and the Acme-brand horn solos by Beckenstein.

The crescendo of Spyro Gyra blasts and applause, but Donny Brown had scooped up the stage when the stage revived again and The Modern Jazz Quartet attempted to focus attention on the music for which the festival was named.

It was tough going, though, as they piloted the sensitive waters of chamber ensemble jazz and then lost much of the audience to conversation and bathroom breaks.

But VSOP closed proceedings with a cutting edge, well-rehearsed set that paired veterans Herbie Hancock, Ron Carter and Tony Williams with newcomers Wynton and Branford Marsalis and Bobbie McFerrin. Gaining renown for its smooth delivery of the roots and wings of jazz, it was the addition of McFerrin that seemed to gain the greatest rise from an audience probably too exposed to be very spirited.

Sunday was only a little less, as neither the acts nor the crowd found it to be a day of rest. The range of talent stretched from the fusion of the Playboy Stars of the 80s to the venerable and legendary Count Basie with Joe Williams.

The Sunday show started out in the tradition with the World’s Greatest Jazz Band. More an “in” joke than a description of their industry esteem, this group of New Orleans players warmed up the Bowl along with the band.

Then came Mongo. The Latin rhythm wunderkind was joined by altoist Sam Furness and the frail but fiery Willie Bobo. Mongo and the gang jammed past the audience exchanges of food, beverages, phone numbers and such and managed to ignite what would prove to be a roller-coaster afternoon.

Jazz’s answer to Laurie Anderson is Carla Bley, who is multi-media art just standing still or conducting her music. Her 10-piece unit combines the imaginative arranging perspective of an Art Ensemble of Chicago with funk sensibilities, all of it dripping with camp. When it came to the Playboy Stars, Leon Nudje Chancelor could’ve told the whole story. His emotive percussion passages were at the center of the group’s energy, a contrast to the ensemble excursion of the Bley contingent. But Nudje was amply accompanied by Patrice “Babyfingers” Rushen, Alphonso Johnson and you, the audience. The list of guests at the many occasions throughout the set where all of the players watched Nudje wander about a jumble of percussion instruments and provide the audience with a trigger for all that pent up energy and libation to flow.

Benny Carter’s set was like an oasis wedged between two fusion deserts. The Playboy Stars and then a set led by the Fowlers Brothers and Ron Carter. But Carter’s melodic stylings prevailed like a refreshing breeze over the Gobi.

RHYTHMIC EXERCISES

Laws and company spent more time on the rhythmic exercises that have made them both pop notables and eschewed the soft melodic expression that has promoted many critics to call Herbie a virtuoso. You can depend on the Count and his orchestra to put things back in order and his bluesy swing brought still another level of energy to light. Old-time stalker Joe Williams, whose booming voice is still a testament to the agelessness of the idiom, didn’t disappoint. The Crusaders, now featuring Wilson Fingerman, will perform on Sunday in the Bowl.

The diverse roster spread over the two-day music carnival was just what the doctor ordered for collective sunny Southern California jazz tastes. And although the music was not always the focus of the audience attention, on the source of satisfaction, it was their reason for being there.

OAKS’ LP GOES GOLD

NASHVILLE — The Oak Ridge Boys’ “American Made” album has been certified gold by the Recording Industry Assn of America (RIAA), signifying sales of 500,000 units. The group was presented its gold albums during the MCA showcase at Fan Fair.

STAND DOWN, MARGARET — A&M recording group Grand Alliance performed a re-election benefit for the Young Conservative Conference in the Wembley Conference Centre in support of Thatcher’s political campaign. Thatcher won the election in a landslide victory. Pictured here after the bed of gig are (l-r): Derek Holt, bass player and вокалист; Grand Alliance: Thatcher; Breton Day, Grand Alliance’s rhythm and; Royce Albrighton, guitarist and vocalist for the group.
28
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8

THE RHYTHM SECTION

TOP 75 ALBUMS

Weeks On
6/25 Chart

FRONT CONFRONT
HARD MARILY & THE WAILERS
THE BOTTOMS
THE BEATLES
THE BLUES
THE BLUES
THE BLUES
HILL (Malaco MAL 7411)
44
30

LAST D.J. A SAVED MY LIFE
RENÉ & ANGELA (Capitol ST-1247)
45
5

MARTINEZ
(distributed by MOTOWN)
48
12

JANET JACKSON
(Atlantic RSO 61441)
36
36

POWERLIGHTER
(Atlantic RSO 0001)
17
22

BROOKLEEN
(Atlantic RSO 20442)
9
38

TWO EYES
(BROOKLEEN)
18
3

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Eight Games Selected For Virgin Computer Program Series

by Chrissy Iley

LONDON — When Virgin Computer 690 Games was formed earlier this year its managing director, Nick Alexander, launched a nationwide search for original games programs.

There was an enormous response (over 500 computer games were sent in), with an overall value of over £1 million. Finally, eight games were selected because of their originality and entertainment value.

Alexander explains Virgin's new concept of seeking out and marketing: "We are the only company offering a third party. We don't follow the mainstream, we don't make copies of each game, netting each programmer 6,000 pounds ($9,000).

Virgin intends to extend the range during 1983 from the Sinclair Spectrum, BBC, and VIC 20 home computers to other popular home micros and games cassette features a different music track from Steve Hillage.

Oberstein Named Chairman of BPI

LONDON — Maurice Oberstein, chairman of CBS Records U.K., has become the new chairman of the British Phonographic Industry (BPI). He replaces Chris Wright, co-chairman of Chrysalis Records.

The nomination for Oberstein as the new chairman was unopposed. Oberstein was co-opted onto the BPI council.

David Bottridge (RCA), Peter Jameson (EMI) and David Bowers (Virgin) were co-opted to the board, offered themselves for election.

Also standing for election are Nigel Grange (Ensign), Bob Dickins (WEA), John Howeis (IDS/Logos Record) and Ian McNay (Cherry Red).

Grange was writing on the upcoming year, McNay said: "The BPI should launch a real campaign to get all the independent labels to become members. At the same time we must prove that it is of service to these independents as well as to the majors."

He is also on the executive committees for chart hyping and a campaign to get the public to buy more records.

Rondor Music Bows Office In Germany

LOS ANGELES — Bob Graco, president of Rondor Music International, recently announced the formation of a new subsidiary called Rondor Musikverlag GmbH. Located in Hamburg, West Germany, the new firm is set to represent the Rondor/A.K. Artists and affiliated companies from the territories of Germany, Austria, Switzerland and the Benelux countries.

When the company opens its doors on July 1, former Phonogram employees Tommy Richter will be serving as Catalog Manager. Artists currently enjoying success in Germany who will publish through Rondor include Joann Armstradl, Chris de Buing, Captain Sensible, Supertramp, Styx and Dire Straits.

INTERNATIONAL BESTSELLERS

Argentina

BUENOS AIRES — Julio Dominguez has been appointed sales manager for CBS Records Argentina and the company will be moving to new headquarter this week. Alberto Caldelero, composer and director of the orchestra, will move his office to Cash Box that Julio Saenz, who is currently working in the promotion area, will be promoted to handling Caldeiro's interests and stay there during three months working at the group's affiliate in that market.

The new Joan Manuel Serrat album, released by Microton and RCA, has had initial shipments around 70,000 units, meaning an instant platinum record for the artist according to industry standards. The artist has been appearing to SRO crowds in Buenos Aires, Cordoba and Rosario, and more than 120,000 tickets to his shows have been sold up to date. It is generally estimated that this LP will surpass the sales level of the previous one: 150,000 units.

The Uruguayan chanteur Alfredo Zitarrosa has returned to Argentina after several years of absence. Zitarrosa was born in Montevideo and is not allowed to return to his country, he lived these past years in Los Angeles and now operates with Obras Stadium, which will be recorded for a live album.

Premiere is releasing the first album of the series broadcasted by the Chamber of Record Productor to attract new buyers. It carries the latest hits by artists from the company affiliated to the chamber and is priced at 35 pesos (less than four dollars) while regular albums are retalling at 50 or 55 pesos. The label is selling very well and the Valeria Lynch product, after a string of personal appearances by the chanteuse in Mar del Plata, Buenos Aires and other cities during the past six months.

miguel smirnoff

Canada

TORONTO — R.A. Inglis and Chisslett, one of the pioneers of the recording industry in Canada, died in Montreal on June 11 after a brief illness. Chisslett had worked with B.H. Bolman, one of the inventors of the gramophone record, at the Compo Company in Lachute, Quebec. He joined the company in 1940 and was bought by RCA in 1942.

David Robertson said Chisslett along with his colleague, Robert Roberts, was instrumental in opening up efficient distribution channels in Canada, as well as building the Compo Company into one of the finest manufacturing facilities in North America. "Bob Chisslett was a true industry leader," President John Ford, vice president and general manager, RCA Records, recently announced.

The signing of a new label agreement with the Tony Green Organization (TGO) for Canadian distribution, TGO, a Montreal-based company, was signed in 1979 by producer/songwriter/manager Tony Green who is best known for his work with such artists as Franco Joly, Freddie James, Geraldine Hunt, and most recently, Goldy Alexander. The first 7-inch and 12-inch release under the new agreement will be Madeleine Uzoh, "Rofo," "Flashlight On A Disco Night" and Norma Lewis, "Maybe This Time."... The Band is walking off across Canada this summer with a reunion tour. Starting July 2 in Montreal, The Band minus Robbie Robertson will perform in Ottawa, Hamilton, Kitchener, London, Winnipeg, Regina, Calgary and Edmonton before winding it up July 18 in Vancouver.

United Kingdom

LONDON — Gary Numan returns from his two-and-a-half year retirement with a six-week tour in the fall. He is calling the tour "Warriors," and the opening date is at the Glasgow Apollo, Sept. 29... Ritchie Blackmore's Rainbow has been announced for its first British tour in two years in September.

Punk act The Anti-Nowhere League, recently returned from headlining a Yugoslavian festival, set to storm The Damned on its forthcoming U.S. tour... Big names in this year's Reading Festival include Thin Lizzy, The Stranglers, Marillion, Big Country, Survivor and Black Sabbath with its new lineup featuring ex-Deep Purple vocalist Ian Gillan. Thin Lizzy will be making its final English farewell at the festival.

Wang Chung, formerly known as Huang Chuang, formed in the U.K., this act to be signed by Geffen Records. "Don't Be My Enemy" was released on June 24... Genevieve keyboard player Tony Banks has put out his first solo platter called "In Search Of The Fugitive." It marks his debut as a vocalist.

Robert Plant releases a new album and single in July on his new label, E Paridis Records, distributed through Atlantic. The album was produced by Plant with Benjie LeFevre and Pat Moran, and Phil Collins guested on 'Burnin' Down The Funk.' Roy Prince Charles and his City Beat Band have been added to the MENCAP charity concert, which takes place in Birmingham's NEC on July 23. Duran Duran headlines this event.

Graham Parker breaks his 12 months absence from the music scene with the release of his new RCA single, "Life Gets Better." His album, "The Real Face," will be out in the fall. It is produced by Dark Kershamben, of Joe Jackson renown.
Black Radio Considers Move To Urban Contemporary

by Henry Weinger

LOS ANGELES—The name of the game for black KSSL also plays on contempo-rarily and euphemistically as the urban contem-porary format, is crossover. Stations are broadening their black music base to in-cude the new music from white dance bands, and by doing so are reaching a mass market and beginning to attract ad-ver-tisers beyond the black community. But while stations may be bringing black music to a larger audience, are they turning their black community off? Not necessarily, says Mayo at KISS-FM. “The core audience is asking us to broaden our musical taste,” stated Jeff Harrison, program director at black-oriented WRBD's KB. “Music is taking more of a universal appeal,” he continued, “and the days of doing one market is another over.”

Barry Mayo, programmer head at New York’s WRBD and KISS-FM, agreed. “When our base became too black,” he said, “a station has to be aggressive in the segmentation of music.” Mayo noted that color lines are being crossed “when black kids request Men At Work and white kids are asking for ‘It’s Like That’ by Run D.M.C.”

San Francisco black-oriented music outlet KSSL also plans to continue and “it fits into our air sound,” said program director Marvin Robinson. “Right now, a station can’t ignore the new music,” he contended. “The black, Hispanic and white audience is into it. We’re 60-70% black product, but our bottom line is that we are black for the general market. But no matter what the format title, you have to play the trend.”

Jack Peterson, PD at Los Angeles’ KDAY, calls it “black radio not directed strictly at a black audience.” Peterson views urban contemporary as an upgrade of black photography and white verbal, basically, crosses color lines a lot easier,” he said.

In markets where metro competition is less intense, traditional black stations also crossover product, but are resisting the swing towards the sophisticated, “up-town” sound that characterizes urban con-temporary. Joe Fisher, black station WRBD in Miami/FT. Lauderdale, won’t go after pop-crossover and “unless it’s necessary.” Fisher feels a station must continue to upgrade its sound, but in many cases, he must be “prepared to cut into a pie that some are trying to get a piece of.” Because of the station’s strength in the black community, “we would void if we tried to expand,” said Fisher.

Urban stations are maintaining viability in the black community while at the same time promoting a “non-ethnic” image to the populace at large. “Urban contemporary presents the music in a non-ethnic way,” noted Robinson, “at the times, a station needs to re-solidify its base. Here we specifically do appearances in the black community, remote operators record promotion drives and the like.” Mayo at KISS-FM prefers to call his approach “multi-ethnic,” but is sure the stations caters to its base. “We make impact in music, reasonably well, but in the audience in the black community.”

A recent addition to the urban contem-porary derby is WUSL (Power 99) in Philadelphia, a station “using a base of R&B music to play a whole range of music,” says station PD Jeff Wyatt. Power 99’s commitment to the community is of a general nature. “We’re positioned in the market as a people’s radio station,” said Wyatt, “and the non-ethnic approach has helped expand the R&B market across town. We look to bring in the many elements of the city together again.”

A significant fallout from the ratings success of the format is the bridging of major advertisers’ gap that has plagued black radio. “Urban contemporary is a code word to white advertisers, and if it works, that’s fine,” stated Mayo. “The format has made black product palatable to a mass audience,” he continued, “and if it causes trouble for a top buyer to buy and bring a station an extra $200,000 a year, that’s lovely.”

Money Muscles

“It’s obvious the big bucks are still controlled by non-blacks,” remarked Patterson. “Black radio makes people hesitant.” Wyatt called the gap a “silly, ridiculous game,” and voiced the thoughts of many programmers when he said, “The idea that a black audience — a significant percentage of a city population — doesn’t have expendable income is absurd.”

KDDA’s Harrison was to the point: “Hey, urban contemporary is going to make numbers, and the advertisers go to the large numbers. That’s the name of the game.”

Urban contemporary’s evolving role as a genre was brought up by the issue of whether black artists are being lost in the shuffle. “The question is, does it have a better chance of being heard?” asked Robinson, “also play Thompson Twins, the Fixx, and Men Without Hats,” he said. “Those are the dance-oriented hits.”

“Hall and Oates, Culture Club, and Michael McDonald have high visibility in the black community,” observed Patterson. “It’s simply that we must protest that kind of sound, but can’t ignore those artists.”

In the black, it’s music,” said Mayo. “A good black record will rise to the top, and conversely, if the new Duran Duran is not a good record, it’s not gonna play.” Robinson at KSSL pointed to the record companies as culprits. “They’re the ones that separate the product.”

While Robinson, however, stressed the importance of focusing on black artists. “We spend a lot of time breaking new artists,” Robinson said. “We have to put a little bit of the black music on the air, but we owe it to our audience to stick with our strength — black music.”

While previous ethnic boundaries are expanding or disappearing altogether, some industry experts are concerned for the survival. Marvin Robinson of WRBD’s KBD told Mayo for the universal appeal of urban contemporary by concluding, simply, “Either you jammin’, or you ain’t.”

BACKSTAGE BANTER — A host of notable gathered backstage at the Arena Keith Franklin’s tribute sponsored by the Brotherhood Crusade recently to rap about future plans and the prevention queen of soul. Pictured here at the event are the (l to r): Marcus Miller, composer and bassist, unidentified; Dionne Warwick; Luther Vandross and unidentified woman. Miller and Vandross are currently working on Warwick’s next LP in a Manhattan studio.

U.S. Retail Chains’ LP & Single Prices

<table>
<thead>
<tr>
<th>Chain</th>
<th>$5.98</th>
<th>$8.98</th>
<th>$11.98</th>
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<tbody>
<tr>
<td>Florida</td>
<td>0.99/1.99</td>
<td>2.99/3.99</td>
<td>4.99/5.99</td>
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AVERAGES: LP = 4.53/5.67, Singles = 6.42/8.19

Cash Box/July 2, 1983
CASH BOX TOP 100 ALBUMS
July 2, 1983

<table>
<thead>
<tr>
<th>Title, Artist, Label, Number, Distributor</th>
<th>Weeks in Top 100</th>
</tr>
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<tbody>
<tr>
<td><strong>1</strong> THRILLER</td>
<td>6/25 (1)</td>
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<tr>
<td><strong>2</strong> FLASHDANCE</td>
<td>6/25 (2)</td>
</tr>
<tr>
<td><strong>3</strong> PYROMANIA</td>
<td>6/25 (3)</td>
</tr>
<tr>
<td><strong>4</strong> LET’S DANCE</td>
<td>6/25 (4)</td>
</tr>
<tr>
<td><strong>5</strong> CARGO</td>
<td>6/25 (5)</td>
</tr>
<tr>
<td><strong>6</strong> 1999</td>
<td>6/25 (6)</td>
</tr>
<tr>
<td><strong>7</strong> FRONTIERS</td>
<td>6/25 (7)</td>
</tr>
<tr>
<td><strong>8</strong> KILLER ON THE RAMPAGE</td>
<td>6/25 (8)</td>
</tr>
<tr>
<td><strong>9</strong> H2O</td>
<td>6/25 (9)</td>
</tr>
<tr>
<td><strong>10</strong> SYNCHRONICITY</td>
<td>6/25 (10)</td>
</tr>
<tr>
<td><strong>11</strong> LIONEL RICHIE</td>
<td>6/25 (11)</td>
</tr>
<tr>
<td><strong>12</strong> CUTS LIKE A KNIFE</td>
<td>6/25 (12)</td>
</tr>
<tr>
<td><strong>13</strong> KILROY WAS HERE</td>
<td>6/25 (13)</td>
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<tr>
<td><strong>14</strong> BUSINESS AS USUAL</td>
<td>6/25 (14)</td>
</tr>
<tr>
<td><strong>15</strong> WAR</td>
<td>6/25 (15)</td>
</tr>
<tr>
<td><strong>16</strong> JAN CHORUS</td>
<td>6/25 (16)</td>
</tr>
<tr>
<td><strong>17</strong> LIVING IN OZ</td>
<td>6/25 (17)</td>
</tr>
<tr>
<td><strong>18</strong> ELIMINATOR</td>
<td>6/25 (18)</td>
</tr>
<tr>
<td><strong>19</strong> OUTSIDE INSIDE</td>
<td>6/25 (19)</td>
</tr>
<tr>
<td><strong>20</strong> LISTEN</td>
<td>6/25 (20)</td>
</tr>
<tr>
<td><strong>21</strong> BETWEEN THE SHEETS</td>
<td>6/25 (21)</td>
</tr>
<tr>
<td><strong>22</strong> ALL THIS LOVE</td>
<td>6/25 (22)</td>
</tr>
<tr>
<td><strong>23</strong> KISSING TO BE CLEVER</td>
<td>6/25 (23)</td>
</tr>
<tr>
<td><strong>24</strong> IN YOUR EYES</td>
<td>6/25 (24)</td>
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<tr>
<td><strong>25</strong> VISIONS</td>
<td>6/25 (25)</td>
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<tr>
<td><strong>26</strong> STATE OF CONFUSION</td>
<td>6/25 (26)</td>
</tr>
<tr>
<td><strong>27</strong> PIECE OF MIND</td>
<td>6/25 (27)</td>
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<td><strong>28</strong> RETURN OF THE JEDI</td>
<td>6/25 (28)</td>
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<tr>
<td><strong>29</strong> THE GREAT AGE OF WIRELESS</td>
<td>6/25 (29)</td>
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<tr>
<td><strong>30</strong> THE CLOSER YOU GET...</td>
<td>6/25 (30)</td>
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<tr>
<td><strong>31</strong> TOO LOW FOR ZERO</td>
<td>6/25 (31)</td>
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<tr>
<td><strong>32</strong> DURAN DURAN</td>
<td>6/25 (32)</td>
</tr>
<tr>
<td><strong>33</strong> JUICY FRUIT</td>
<td>6/25 (33)</td>
</tr>
<tr>
<td><strong>34</strong> WE ARE ONE</td>
<td>6/25 (34)</td>
</tr>
</tbody>
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**35** THE WILD HEART | 6/25 (35) |
**36** SPEAKING IN TONGUES | 6/25 (36) |
**37** MADNESS | 6/25 (37) |
**38** RIO | 6/25 (38) |
**39** REACH THE BEACH | 6/25 (39) |
**40** THE FINAL CUT | 6/25 (40) |
**41** BODY WISHES | 6/25 (41) |
**42** KEEP IT UP | 6/25 (42) |
**43** WHAMMY! | 6/25 (43) |
**44** METAL HEALTH | 6/25 (44) |
**45** JANE FONDA’S WORKOUT RECORD | 6/25 (45) |
**46** JULIO | 6/25 (46) |
**47** LOVE FOR LOVE | 6/25 (47) |
**48** 25 #1 HITS FROM 25 YEARS | 6/25 (48) |
**49** HEADHUNTER | 6/25 (49) |
**50** FASCINATION | 6/25 (50) |
**51** SERGIO MENDES | 6/25 (51) |
**52** MURMUR | 6/25 (52) |
**53** NAKED EYES | 6/25 (53) |
**54** OLIVIA NEWTON-JOHN | 6/25 (54) |
**55** THE GREAT AMERICAN Hits Vol. 2 | 6/25 (55) |
**56** WHITE FEATHERS | 6/25 (56) |
**57** THE DISTANCE | 6/25 (57) |
**58** I’M SO PROUD | 6/25 (58) |
**59** THE KEY | 6/25 (59) |
**60** UNTOUCHABLES | 6/25 (60) |
**61** PLAYS LIVE | 6/25 (61) |
**62** SCANDAL | 6/25 (62) |
**63** LOW RIDE | 6/25 (63) |
**64** CONFRONTATION | 6/25 (64) |
**65** THE GETAWAY | 6/25 (65) |
**66** PLEASURE VICTIM | 6/25 (66) |
**67** BRANIGAN 2 | 6/25 (67) |
**68** PANCHOS & LEFTY | 6/25 (68) |

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**69** INFORMATION | 6/25 (69) |
**70** KEPT UP | 6/25 (70) |
**71** KASHIF | 6/25 (71) |
**72** WE’VE GOT TONIGHT | 6/25 (72) |
**73** TAKE IT TO THE LIMIT | 6/25 (73) |
**74** SPECIAL BEAT SERVICE | 6/25 (74) |
**75** MOUNTAIN MUSIC | 6/25 (75) |
**76** FIELD DAY | 6/25 (76) |
**77** WHAT BECOMES A SEMI-LEGEND MOST? | 6/25 (77) |
**78** SHABOO SHABAH | 6/25 (78) |
**79** GET NERVOUS | 6/25 (79) |
**80** KINNSPICY | 6/25 (80) |
**81** TOO TIGHT | 6/25 (81) |
**82** TOO-RYE-AY | 6/25 (82) |
**83** PLANET P | 6/25 (83) |
**84** ALWAYS ON MY MIND | 6/25 (84) |
**85** HOOKED ON CLASSICS III | 6/25 (85) |
**86** POWER LIGHT | 6/25 (86) |
**87** TOUGHGER THAN LEATHER | 6/25 (87) |
**88** THE HIGH ROAD | 6/25 (88) |
**89** GIRL AT HER VOLCANO | 6/25 (89) |
**90** 9TH | 6/25 (90) |
**91** BUILT FOR SPEED | 6/25 (91) |
**92** YOU AND I | 6/25 (92) |
**93** TRAVELS | 6/25 (93) |
**94** IN OUTER SPACE | 6/25 (94) |
**95** COMPUTER GAMES | 6/25 (95) |
**96** MEMORIES | 6/25 (96) |
**97** THE HURTING | 6/25 (97) |
**98** SPRING SESSION M | 6/25 (98) |
**99** BILLY IDOL | 6/25 (99) |
**100** WHO’S GREATEST HITS | 6/25 (100)
HBO Metromedia Sign Agreement To Co-Finance, Co-Produce Films

Metromedia, the network bringing back _The Son_, the MGM/UA Television series which was cancelled by NBC-TV, it was disclosed last week. Additional programming is included to include _Thick Of The Night_, the late night talk show hosted by Britain’s Alan Thicke, who is also a singer and songwriter, and is also a distributer for Artists and Information. Metromedia will also carry a wide range of programs, including news, sports, and entertainment, with a focus on original programming. The agreement with HBO is significant as it will allow Metromedia to expand its programming lineup and attract new audiences.

Third Quarter LPs

Cinematography

The third quarter LPs of 1983 have been announced, including new releases from several popular artists. Among the notable LPs are _The Son_ by MGM/UA, _The Son_ by Warner Bros., and _The Son_ by Columbia. The LPs feature a mix of well-known artists and newcomers, offering a range of musical styles and genres. The LPs are available for purchase and are expected to be popular among fans of the artists featured.

COIN MACHINES

For Sale: Stack Marktex, Ticker Tape, and Hi Flyers. These machines are used and are in good condition. They are also distributors for Ansultz Hold and Draw poker games. Authentic stocks for legal areas. Call W. Advanced Coin Box 302-397-1911.

COIN MACHINES

For Sale: Coiny Pany. On 2-day, $2,500. Cash. (Continued)

DANCEY DYNAMO TABLE game, 1-4, slot, 1/card, 1/drop, 5 balance C.O.D. I want to buy 22 Crowston Cig Machines in good condition. Harry Karp, 13221 144th St. W., Fort Myers, Florida 33905.

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AROUND THE ROUTE
by Camille Compassio

John Frantz, founder and president of J. F. Frantz Mfg. Co. of Chicago, and one of the few remaining pioneers of the coin machine industry, was killed on Tuesday, June 14. He was 76 years old. According to newspaper accounts, Johnny was shot in the abdomen by person or persons unknown, a victim of the very dangerous neighborhood in which his place of business was located. His body was discovered in front of his factory at 1942 W. Lake St. by a friend who met with him each morning for meditation and then breakfast before the start of his normal business day. Johnny was a mechanical genius and a workaholic whose work day extended far beyond the normal limit and who actually lived and slept at his factory five days of the week, going home only on weekends to spend time with his family. A very religious man, and a strict vegetarian, he unselfishly gave of his time and resources to his friends and the people in the area of the Frantz factory, especially the children. The front page article in the Chicago Sun-Times that reported his death was headlined "Beautiful" man slain. "Frantz was survived by his wife, Ann, and two daughters, Betty Emlund and Marie Green. May he rest in peace." (continued on page 40)

Coin Game Distsribus Optimistic
In Spite Of Lull In Business

by Jeffrey Ressner

LOS ANGELES — Distributors of coin-operated amusement equipment queried in a recent Cash Box survey agreed business is way off from last year, in some cases as much as 50%.

Facing a variety of problems including the state of the national economy, a marketplace saturated with old and new products, increasing competition from near-arcade quality home video game systems and a shrinking export trade, several distributors nevertheless see a bright future ahead for the coin-op industry in light of rapidly advancing technology and devices such as laserdisc-driven machines.

In addition to the growing of laserdisc games by Cinematronics and Sega prior to the October Amusement and Music Operator's Expo, some distributors reported hearing murmurs of innovative, top-secret coin-op projects in the works by Atari and Williams, but the speculations could not be confirmed at press time.

Although some vid games like "Pole Position" and "Gun.Smoke" were named as big money earners (with Atari's Pole Position raking in as much as $200-400 weekly at some arcade locations on the Eastern seaboard), distributor said a preponderance of mediocre product has caused operators to become confused as well as conservative in their buying habits. This reluctance to invest heavily in chancy video games has caused operators to re-evaluate their routes and revert to the basics of the coin-op

amusements — pinball machines, pool tables and jukeboxes. Every distributor interviewed said that while pin games are not making a skyrocketing return to the scene, they are definitely becoming more popular than any other time over the past few years since "Space Invaders," "Pac-Man," "Donkey Kong," "Galaga" mania swept the country.

"Within the past 90 days alone a lot of guys have been going back to the pins, juke and pool tables," said Terry Moss of Des Moines, Iowa's Philip Moss & Co. "The new pin games by Williams, Gottlieb and Bally are priced right and have helped the market dramatically. Now if a video game is valid and pays off itself week after week, an operator doesn't mind spending the extra money and..." (continued on page #1)

All Space Filled
For AMOA Expo '84

CHICAGO — As of mid-June, all available exhibit space for the 1984 AMOA Exposition has been filled. "Officially, we are sold out," stated Leo Droste, executive vice president of the association, "and we still have a waiting list of about 17 companies who want to participate, but there just isn't any more space." This year's exhibition will feature 541 exhibit booths (as opposed to 439 in '82), hosted by 159 exhibiting firms (32 of which are first time participants). The dates of the convention are October 28, 29 and 30 at The
INDUSTRY NEWS

AROUND THE ROUTE

(continued from page 39)

peace.

Wedding bells! Exidy controller Trish Myers and Richard Gering, who is employed by the government, were married on April 30 following which they embarked on a three-week European honey-moon. The wedding ceremony was held at the home of Exidy president "Pete" Kauffman. As Trish commented upon her return, "Pete's Portola Valley, California home made a beautiful and fantasy-like setting for our marriage and it was the perfect way for Richard and I to start our new life together." The newlyweds are making their home in Redwood City, Calif. Cash Box felicitations to the happy couple!

State Association News. The office of Pennsylvania Amusement & Music Machine Assn., located on June 13 to: 700 Green St., P.O. Box 2667, Harrisburg, Pa. The phone number is (717) 234-2452. The association recently hired Timothy Buchanan to serve as executive vice president and Jody Nephens as executive secretary.

The Florida Amusement Vending Assn. is continuing its vigorous campaign to defeat House Bill 1219, which calls for a number of unpopular taxes, including five percent gross sales tax for operators plus a five percent sales tax for the location and an annual five dollars per machine registration fee (latter was almost amended to $20, which caused even greater concern). The bill is now in Senate committees and could be up for a vote very shortly... Welcome aboard to one of our industry's newest formed state associations—Mississippi Coin Operators Assn. Inc., with headquarters in Jackson, Miss.; Pres. is John E. Bell of Bell's Music Co. in Vicksburg...

FAYA, at its recently held, spectacular state convention and trade show in Tampa, elected the following new slate of officers: Larry Rosenskist, president; Manley Lawson, 1st vice president; Bob Mathews, 2nd vice president; and Ken Lewis, secretary/treasurer. This show is annually among the biggest and best of its kind in the industry — and the '83 version is no exception!... Speaking of spectacular state shows, the 9th annual Ohio Music & Amusement Assn. convention in Columbus was just about wrapping up as we were getting this column ready. Based on reports from early returns, it was another super event for the Ohio group. Keep tuned to Cash Box for a full report.

Bally Gets $15 Million U.S. Army Contract

CHICAGO — Bally Manufacturing Corp. announced that it has been awarded a United States Army contract valued at over $15 million for the purchase of 4,920 gaming machines for use in Army installations overseas. The contract, which includes an option for the purchase of 80 additional machines, is the largest of its type ever awarded, according to Robert E. Mullane, Bally's president ad chairman.

"Like the rest of us, our Armed Forces personnel stationed overseas have a real need for enjoyable leisure-time activity," said Mullane.

SCHOOL IN SESSION — A large turnout of Canadian operators and service technicians were in attendance at the recent Williams Electronics service school, sponsored by Lariel Automatic on May 19 at Lariel's Montreal premises. The class was held from 9 a.m. until 5 p.m., with Williams field service representative Gary Messing presiding. His presentation focused on troubleshooting, service and maintenance of the Williams product line, including such current video games as "Bubbles" and "Sinistar," but also fielded questions relating to the industry's pinball machines. The seminar was well-received by those attending and there was a very active question-and-answer period held after the session. Messing is pictured conducting the class (photo 1) and (photo 2, third from left) with the student body as it prepared to board a chartered bus for the Lariel hosted luncheon at Chateau Champlain.

Chevalier Named To Sales/Credit Post At Exidy

CHICAGO — Exidy, Inc. of Sunnyvale, Calif., recently announced the appointment of Mireille S. Chevalier to the position of sales and credit manager. In this position, Chevalier will coordinate Exidy's distributor sales efforts in addition to managing Exidy's credit department.

Chevalier has an extremely diversified background, encompassing all levels of the coin-op industry. She has served as an owner/operator of games in France and has worked for the French distributor Sociodomes, which subsequently became Atari-Europe, and was then transferred to Atari USA by Nolan Bushnell. She has been a member of the coin-op industry for 13 years.

Chevalier has a degree in marketing, accounting and a BA in business administration, all of which she received in France.

"Mireille will be an extremely beneficial acquisition for Exidy and she will be a tremendous addition to the already dynamic and cohesive Exidy team," commented marketing director Libi Zanter. "We look forward to a greater strength and prominence in the market place with the 'rounding out' of our current staff resulting from the appointment of Mireille."

Williams Names Dillon Sales VP

CHICAGO — Michael Stroll, president of Williams Electronics, Inc., announced the appointment of Joseph Dillon to the position of vice president, sales. The announcement was made at the factory's recently held annual Ascen- on Achievement conference.

Commenting on the appointment, Stroll said, "In the three years that Joe has been with Williams, he has been instrumental in organizing and developing Williams' sales department into an efficient, finely tuned organization that is immediately responsive both to our customer's needs and requirements, as well as Williams' sales goals."

Vend-A-Matic Foresees $20 Million in Conductive Sales

CHICAGO — Vend-A-Matic plans to sell $20 million worth of conductive sales in 1983. The company has found that its new Electrician's Pinball game, which was released in March, is meeting with great sales success. Vend-A-Matic is predicting that the game will be a $10 million seller by the end of this year.

The game, which simulates the work of an electrician, is designed to appeal to both the public and the trade.

The game is sold in three versions: the standard $10,000 model, the $15,000 deluxe model and the $20,000 executive model. The company is also offering a four-page sales kit that includes sales aids and tips on how to sell the game.

The company is also planning to release a new game, "Electrician's Pinball II," later this year.

Reiter Named To Sales Post At Sega

CHICAGO — Sega Electronics, Inc., the San Diego-based manufacturer of coin-operated video games, announced the promotion of Bill Reiter to the position of director of sales. Reiter, who was formerly the firm's sales manager, came to Sega from Tommy Corp., where he served in several senior sales and marketing positions.

"In his new position, Bill will have overall responsibility for customer contact, sales planning, product scheduling and sales administration," said Bob Rosebaum, vice president of marketing and sales, who announced the appointment. "We expect that Bill's professionalism in the areas of sales and sales administration will benefit Sega's distributors as well as our customers."

Calendar

Sept. 8-11: No. Carolina Coin Operators Assn.; convention & trade show; Hyatt House; Winston-Salem, N.C.
Oct. 13-16: NAMA National Convention; McCormick Place; Chicago, Ill.
Nov. 3-6: National Home Electronics Show; Arlington Park Exposition Hall; Arlington Heights, Ill. (Chicago suburb.)
Arabian Adventure

New Equipment

Aspiring Fernando Valenzuelas and Matty Maloney take note: Sega Electronics is bringing its "Championship Baseball" coin-operated video game to the United States following an awesome debut in Japan where the game reportedly created nationwide hysteria akin to the "Space Invaders" craze a few years back. The company hopes to have more than 25,000 units installed in Japanese locations by summer's end, a move that ought to do for the game what "Space Invaders" did for its manufacturer to become just as phenomenal, if not more so.

"Championship Baseball" is being billed as requiring players to keep highly alert and plan advance strategies against the game's computer. Among the piece's unusual features is a split screen giving two separate views of the action, a choice of favorite teams from among 12 cities with each team garbed in its actual colors, and total player control over every aspect of the game. Arcaders can bunt, pitch, hit, run, field balls, steal base, slide, etc. The works.

Beginning with a team roster, the player chooses his or her favorite team, and in so doing, is presented with a list of players, their skills, and the pitcher. The joystick controls the stance of the slugger, while the swing move is motivated by a button press. When the player gets three outs, he moves to defense and strikes up to the pitcher's mound. The computer sends a batter to home plate, and the player has the choice of throwing a curve ball, a slider, knuckle ball, fast ball, fork ball or screwball as a pitch. In addition, his men out in the field can field grounders, shag a fly, turn a double play and catch the runner during a rundown. Various situations may arise when it's the bottom of the last inning, the computer is winning and the player is struggling on the field trying to win the pennant.

"Championship Baseball" is available in an upright model and a sit-down table, and can be activated by one or two players. The fans who challenge the computer alternate in turn.

Coin Game Distribs Optimistic In Spite Of Full In Business

(written by David A. Pyle)

No one will talk about their cost. But lately there's been nothing that sets the world on fire. What we need are innovations, and knowing sure about Cinematronics' laserdisc game, 'Dragon's Lair' in about three or four weeks. Right now, it's the talk of the industry. And if it's not in finished form, it'll pay the way for five or six other manufacturers to enter the field.

Besides the emergence of the laserdisc-driven games later this summer, distributors are eagerly awaiting the arrival of Atari's "Star Wars" piece, due to hit showrooms at month's end. Coming out just weeks after the opening of the third film in the Star Wars series, Return of the Jedi — which accumulated a spectacular $12 million after only 26 days in release — the Atari coin-in is already destined to be one of the summer's hottest games. Also anticipated to be long-running hits are Sega's "Championship Baseball," currently the rage in Japan, and Gottlieb's "Krull," based on the upcoming Williams Posts First Half Raise In Both Revenues, Net Income

LOS ANGELES — Williams Electronics Inc. posted an increase in both revenues and net income for the first half of fiscal 1983. For the six months ended March 31, revenues totaled $67.4 million, up from nearly $65.8 million during the similar period last year. Net income rose to $1.06 million, or 41 cents per primary share, as opposed to $769,900 or 39 cents per primary share, for the corresponding period in fiscal 1982.

William's results for the quarter ended March 31 dipped from $31.3 million in fiscal '82 to $27.7 million, net income increased to $5.2 million or 69 cents per primary, as compared to net income of $2.6 million, or 35 cents per primary share, recorded in the second quarter of last year.

According to Williams, the jump in earnings for the first half of fiscal '83 was attributable to revenues from sources other than the video game business. Current products include an amusement option for the 1980 "Starbird" model, which is priced at $4000. That includes $4.0 million the company received in connection with its efforts to acquire and develop a circus option for such Williams-owned operations as Sand's Hotel and Casino and Atlantic City, N.J., in addition to revenues from the sale, under license, of hand-held and table-top versions of its coin-op games to Gottlieb's minimum revenue receipts and to be received or certified for licenses of its games for the home video and personal computer markets. Revenues from the sale of coin-operated games in the second quarter were 55% below those of the last fiscal year for Williams and 63% below those of the first quarter of the current year.

In its annual report to stockholders, Williams chairman of the board and executive officer Louis J. Nicastro and president Michael R. Stroll stated, "Looking ahead to the second quarter, we commented to shareholders that we expected net revenue in the second quarter to be well below the first quarter's level. This is the result of the combination of the absence of a number of highly successful games of the previous year, the number of games available for distribution this year, and the continuing effects of an unfavorable economic climate. The company depends on the sale of new games to make up for the loss of revenues from the sale of games which were available in prior years. The company's success in making such games will depend on the favorable reception of the new games and the ability of the company to develop new games which are successful."
SUMMER FORECAST... HOT HITS AHEAD!

Watch for these singles to sizzle on jukeboxes everywhere!

a great new single from

RONNIE MILSAP

"DON'T YOU KNOW HOW MUCH I LOVE YOU"

PB-13561

to ship July 7th

from his hit album "KEYED UP"

AHL-1-670

a double-sided single from

WAYLON

"BREAKIN' DOWN/ LIVING LEGENDS (A DYIN' BREED)"

from his hit album "IT'S ONLY ROCK & ROLL"

PB-13543

BB 74* CB 73* R&R NEW & ACTIVE

a great new single from

CHARLEY PRIDE

"NIGHT GAMES"

PB-13542

BB 51* CB 38* R&R 47* Breaker
the new Album

Joan Jett and the Blackhearts

Featuring "Fake Friends"
on

MCA RECORDS BLACKHEART RECORDS JETT LAG INC.