His Beauty Is Soul. Her Soul Is Beautiful. Together They Were

Born To Love
The debut album from

Peabo Bryson

Roberta Flack

IT'S ONE OF THE MOST PERFECT UNIONS ON RECORD.

Featuring the hit single,
Tonight, I Celebrate My Love

Produced by Michael Masser for Prince Street Productions, Inc.

On Records and High Quality XDR Cassettes
EDITORIAL

The Return Of Creativity

A look at this week's charts and the releases set for the coming months is very encouraging and instructive. From an optimist's point of view, the industry is in the beginning stages of a recovery from the slump that drastically reduced business over the last three or four years — and the product out now or soon to be available gives a clear hint as to why we are finally emerging from the worst.

Sure, there are still plenty of signs of recession around — label layoffs, rising costs, staffs reduced to skeleton forces and so on. However, for the first time in a long time, the music is really alive. There is the abundance of "superstar" product out there that everyone says the industry needs, but even these records are running into stiff competition from a number of directions.

Too much in-breeding eventually stifles growth and evolution, and the current explosion of new acts to compete with the established (and very familiar-sounding) stars illustrates that clearly. When there's not too much to choose from, there will be fewer consumers choosing.

We are finally getting back to the creativity that makes this industry what it is. It is very encouraging. From this vantage point to see new and developing acts getting airplay and TV play right alongside the established stars. As long as we avoid the tunnel vision that seemed to dominate the industry over the past three or so years or so, when every new act had to "sound like" or be "the next" and-so-on, the music will thrive and grow... And that is the only way the industry will prosper.

ON THE COVER

Waylon Jennings and Jerry Reed have been buddies since the early days when Reed was a picker on Jennings' first Nashville recording sessions. Both have developed images as honestly country as the outlaw and the good ole boy. The two are now touring together in a series of 27 charity concerts sponsored by Maxwell House Coffee. The tour, which includes performers Jessi Colter and Cabin Fever, began July 1 in Asheville, N.C. and will close with a Sept. 18 performance at Opryland in Nashville.

Preparation for "Give 'Em A Hand" tour led to a duet single, "Hold on I'm Coming," which debuts on the Cash Box Country Singles chart this week. The song is also available on Reed's latest album, "Ready," and will be included on Jennings' upcoming L.P., "Jennings And Company."

Both Jennings and Reed have expanded their careers beyond concerts and recording. Jennings is heard each week as the narrator/ballerina on "The Dukes of Hazzard." Reed continues his development as movie actor, appearing soon in the title role of Smokey the Bandit.

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SINGLES

64 (SHE'S) SEXY + 17 - Stray Cats - EMI America

95 THE LOOK - Shalamar - Solar/Elektro

TOP POP DEBUTS

ALBUMS

EVERY BREATH YOU TAKE
The Police
A&M

COUNTRY SINGLES

INSIDE LOVE (SO PERSONAL)
George Benson
Warnor Bros.

COUNTRY SINGLE

YOUR LOVE'S ON THE LINE
Earl Thomas Conley
RCA

JAZZ

IN YOUR EYES
George Benson
Warnor Bros.

GOSPEL

JESUS I LOVE CALLING YOUR NAME
Shirley Caesar
Myrrh

POP ALBUM

SYNCHRONICITY
The Police
A&M

B / C ALBUM

THRILLER
Michael Jackson
Epic

COUNTRY ALBUM

PANCHO & LEFTY
Mari Haggard/Willie Nelson
Epic
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Camelot Gears Up For Year Of Change At 14th Confab

by Jim Bessman

SALT FORK STATE PARK, Ohio — When the company that Paul David built met this vacation spot last year, it was called the Stake, Record & Tape Inc. Then on March 11 of this year, the name was changed to Camelot Enterprises in recognition of 14 years of sale of the Compact Disc. The company will suddenly be pre-recorded music to a full-line of home entertainment merchandise. When some 250 Camelot store managers, assistant managers, district and regional supervisors, and home office staff got together for five days of work and play here last week, it was a lot of business in business that was the focal point.

The theme of this year's 14th annual meeting was "The Year of the Compact Disc Enterprise." A tie-in the company name change with its look toward the future. Stafers were exhorted throughout to "take charge of their own destiny." The business meetings and presentations were given plenty of suggestions in doing so. But last year's "The Camelot Way" theme which depicted the convention as largely a gift to the employees for a job well done, was also in effect and for good reason: total business for the company topped the $100 million plateau for the first time last year, up from $90 million tallied in the previous year. According to purchasing/marketing vice president Joe Bressi, the fiscal year ending this month will show $115 million, almost double from $65 million in 1981.

Thus, with over $100 million in business achieved this year, the Camelot "Enterprise" attempted to poise itself at Salt Fork for what David, in his president's address, called "a historic year for our company — a year of change." He described these changes as having started in 1981, with the "explosive sales" of video game software, which when marketed properly, educated the entire company in handling new product as well as increased its customer base. Many of the workers also became record and tape consumers.

David then noted the formation of the marketing committee 18 months ago, and its development of major monthly promotions that further taxed the company's collective workload. After outlining the introduction of full line home video departments, which doubled to eight stores in the last year, he cited Camelot's "ability to change" as being equally vital to future success. He said that this future success will include retail of compact discs, computer products and possibly even phone equipment.

"But lest the expansion of product lines spark fear of a decreased emphasis on the music that brought us where we are today," David likened his stores to fast food restaurants, which over the years have increased their menu from hamburgers and french fries to a wide variety of items designed to increase customer base and volume. "Despite our diversification," he declared, "music is still the meat of our company's menu."

With the expanded product lines already available as well as those being contemplated at Camelot, changes in retailing and in warehousing were major topics of discussion at the convention. Within the next few weeks, Camelot will bring a warehouse expansion at its Canton base that will double square footage from the current 60,000 to 120,000 upon completion next spring. According to David, the expansion is necessary to enable handling of the new product lines already planned for as well as "any others which pop up."

But more space is also needed to hold an increased inventory of music product from chain expansion, as well as increased sales. Since last year's convention, there have been 16 new stores making for a total of 125 stores and 142,000 square feet of retail space.

(Continued on page 13)

Motown Appeals Schwartz Injunction

NEW YORK — Motown Records has appealed a Maryland judge's extension of a temporary injunction preventing Motown and MCA from terminating or changing Schwartz Bros. distribution of Motown product lines. The label contends that the judge's action wrongly expanded upon his original injunction of July 15.

On July 22, Prince George's County, Md., Circuit Court Judge Arthur M. Ahalt denied Motown's motion to dissolve his injunction and set Sept. 19 for the next hearing regarding it. He also modified the injunction in ordering Motown to continue supplying its product to Schwartz Bros. according to both parties' established practices, and further ordered the label not to sell MCA any Motown product unless MCA agreed not to resell such product in the Schwartz Bros. distribution territories of Maryland, Virginia, Washington, D.C., and parts of Pennsylvania, New Jersey, West Virginia, and Delaware.

According to Lee Young, Motown's vice president of business affairs and general counsel, Ahalt thus "expanded the original injunction and gave them a monopoly and exclusive arrangement in Schwartz Bros. territories which did not exist." Young said that the label's appeal was made to an intermediate appellate court in Maryland, which is the next judicial level there. Motown also asked for an accelerated appeal and moved to vacate the injunction pending the accelerated appeal. Young said that local counsel had filed the required papers in Maryland late last week and that he was awaiting the court's reaction.

Ahalt's original injunction came one day after the Lanham, Md.-based independent distributor filed a $5 million breach of oral agreement suit against Motown and MCA, a move similar to its breach of contract suit last April against Aristas and RCA (Cash Box, June 4).

In June, Schwartz Bros. settled that suit out of court. The details of that settlement were not revealed.

(Continued on page 18)

Winterland Spurs Raid On Major T-shirt Bootlegger

by Michael Martinez

LOS ANGELES — J.B. Graphics, Inc. of Pemberton, N.J. was recently charged with T-shirt bootlegging in the United States District Court for the District of New Jersey by the United States Attorney's Office. The suit was filed against Winterland Prods. and Nightmare Prods., Inc., the corporate entity for rock group Jour- nal.

The suit charged J.B. Graphics and principals Jack Brown and Woody Lucas with violation of the plaintiffs' rights pertaining to trademark infringement and unfair competition, right of publicity, right of privacy and contract enforcement between Journal and defendants.

No dollar figure has been attached to the suit yet, according to Winterland president Del Furano, but the case could be amended after a full accounting of how much bootleg material depicting Winterland's client was actually sold. Furano said that bootlegs of the style of

(Continued on page 13)

Study Cites Black Advances As Key To U/C Success

by Michael Martinez

LOS ANGELES — The economic and social profile of the more than 26 million black Americans is rapidly shifting, becoming more diverse, a fact reflected in the group's adjustment in buying habits, increased college education and rising in- come levels. It is also reflected in their focus toward the growth of the Urban Contemporary format and its rise as a mass appeal format, although its music is based in black-ori- ented sounds.

Such is the conclusion of a special two- part, 18-page marketing report recently released by New York-based McGraw Graphics. The first piece, "The Urban Consumer," does research for more than 250 radio clients. Developed by McGraw research director Dick Martinez, the study is titled "Black America & Urban Contemporary Radio, Misunderstood & Misinterpreted."

"I'd get a call from one of our clients who wanted to know what the word was on this market, what misconceptions about the nature of Urban Contemporary radio and the make-up of its listeners," O'Neill said. "I was asked to do both the research and the market, the nature of the Urban Contemporary audience and to also build a profile of the black consumer."

"When I get a request like that," he continued, "I know it's not just one station having that problem and I also thought it would be interesting to see how it parlayed into other different radio markets."

In general, his study revealed that the $140 billion of buying power wielded by black Americans represented the "largest mass market for the free world," and that "this is a market that could not be ignored by advertisers. The report also pointed out that among the top urban stations are several that focus on African American music."

A&M Inks Windham Hill For Promotion, Marketing, Distrib

LOS ANGELES — A&M Records last week announced a pact with Windham Hill Inc. to handle the promotion, marketing and distribution of all the Windham Hill and affiliated labels’ product. First product from Windham Hill under the pact, due Aug. 1, are “An Evening To Remember” and Shadowfax’s "Shadowdance.”

The deal, jointly announced by A&M president Bill Friesen and Mark Zuckerman, the Windham Hill founder and chief executive officer William Ackerman, also calls for the entire catalog of the label — as well as product from the label’s Lake Arts and Hip Note imprint — to be handled by A&M with shipping to commence Aug. 22.

Fall ‘83 releases from the Palo Alto–based company are due from Alex De Grassi and the debut Windham Hill LP of former Group 87 member Mark Isham.

The complete artists roster consists of pianists George Winston, Liz Story, Scott Gossu, Barbara Higbee and Bill Quit, guitarists Ackerman, De Grassi, Michael Hedges, Daniel Hecht and David Quisley, violinists Anne Friesen, Marcy Bowers and Benjamin Isham and the group Shadowfax.

Ackerman and label president Anne Ackerman Robinson will continue to run Windham Hill from its Northern California offices.

New Jersey Passes Anti-Scalping Law

NEW YORK — New Jersey has passed a law aimed at regulating ticket brokers and preventing scalping. It calls for the licensing of brokers dealing in tickets sold at all public and private entertainment venues in the state, and bans sale of tickets around venues for personal use or resale.

The new law, which is expected to go into effect within three months, would require ticket brokers to obtain a $500 license, pay a $200 fee annually, and be required to have a minimum of $50,000 in liability insurance.

The law also empowers the state to punish scalpers with fines of up to $1,500 for each violation.

Newark Symphony "Environments" Gets Clearance

NEW YORK — The Newark Symphony Orchestra presents "Environments," a multimedia concert of music and film, on Aug. 21 at the New Jersey Performing Arts Center in Newark. The concert is the first in a series of events that will be held at the center, which is expected to open in late 1985.

The concert features the symphony, conducted by Robert E. Wentworth, performing the world premiere of "Environments," a multimedia work by composer John Zorn. The work is designed to be performed in a variety of settings, including concert halls, theaters, and outdoor spaces.

The concert also features special effects by video artists and a multimedia presentation of the surrounding cityscape.

The event is sponsored by the New Jersey Performing Arts Center and the Newark Symphony Orchestra.

Lawyers In Love — Love Wins

NEW YORK — In a legal dispute over the use of the term "love" in music, a federal judge has ruled in favor of the music publisher, determining that the word "love" is not protected by copyright law.

The case, which involved the use of the word "love" in a song by the rock band "Love," was filed by the publisher, who claimed that the use of the word by the band constituted copyright infringement.

The judge ruled that the word "love" is a common term and that its use in the song did not constitute copyright infringement.

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CHRIS DE BURGH
“SHIP TO SHORE” (AM 2565)
The new single from The Getaway. (GP 4937)
the new single from The Getaway. (GP 4929)
We warned you about “Don’t Pay The Ferryman,” his
breakthrough. Now Chris sends out another urgent
call as he launches a national tour with Asia
(Aug. 13–Oct. 5).

STYX
“HIGH TIME” (AM 2568)
The new single from Kilroy Was Here. (GP 4934)
A pair of Top 5 monsters have already come from
their latest platinum triumph. Hot on their heels, here comes number three.

SERGIO MENDES
“RAINBOW’S END” (AM 2568)
The new single from Sergio Mendes. (GP 4937)
The sequel to his top grabber, “Never Gonna Let You Go.” Sure to
continue holding his powerful grip on radio and retailers.

JOAN ARMATRADING
“(I Love It When You) CALL ME NAMES” (AM 2564)
The new single from The Key. (GP 4942)
Picking up where “Drop The Pilot” left off. Right in the
middle of her hottest U.S. tour ever. Catch her live
before August 14th—and brace yourselves for more
radio and retail action.

A&M'S RETURN OF THE KILLER SEQUELS
AVAILABLE ON A&M CASSETTES & DISCs.
Johnny Gill

New Faces to Watch

For Cotillion/Atlantic recording artist Johnny Gill, it pays to have friends in high places. The 18-year-old native of Washington, D.C., whose debut single, “Super Love,” reached the Top 40 of the Cash Box Black Contemporaries Chart, was introduced to the record company by his now-famous, former junior high classmate (and now labelmate), Stacy Lattisaw. It was a summer day last year when Gill was just hanging around the house and thought to himself, “I sure would like to have my shoes right now.” The two youthful singers had lost touch with each other since Lattisaw’s career had begun to grow by leaps and bounds. But one day while doing some informal singing in the young lady’s basement, Lattisaw decided to send a tape of their duodittles to her chief advisor at Cotillion, company president Henry Allen. After Allen heard the tape, singing the young man was a foregone conclusion. But getting his cosmic wish has left Gill totally unprepared. His voice is quick, he’s easy smile and laughs from his belly, unforced. Lattisaw introduced the country in support of “Super Love” and his self-titled debut LP, Gill remains enthusiastic about his new solo career, but tempts that he’s in a maturity that runs counter to his youth. Although he said he might have been able to “hit a note like around 18” for his current endeavor, he soberly says, “I knew I was going to have to become an adult at some point, so I figured it was good as a time as any.” But Gill’s accout as a music performer was the product of years of experience. He’s the lead singer of the once-something vocal arranger for his family gospel group, Johnny Gill and the Wings of Faith. The group’s popularity spread beyond the local scene and the family was on the South Atlantic seaboard road for many a tour. It was a few of some of singing activity at Sousa Jr. High School in D.C. that Gill’s vocal skill the attention of seventeen-piece backing band known as Gate’s Expressions, an assembly of providing Brown’s soul-shaking groove with a rich, full sound.

New and Developing

CHA - Jo Jo Zep - Oz A&M SP-4966 - Producers: Pete Solley, Joe Camilleri and Eddie Rayner - List: 8.30 - Bar Coded
On his third album (his first for A&M), rockin’ rocker Jo Jo Zep abandons the hard rock sound of the Falcons for a solo voyage, producing what might be described as “fundified Men At Work.”

Robert Plant

One of the top tracks from Plant’s second solo venture gets airing as a seven-inch, and deservedly so. “Log” represents the ballad side of the LP, handling a liquid voice by leaving just the gong and, of course, Plant’s exceptional voice. Synthesized drums and claps recalling Marvin Gaye’s “Sexual Healing” update the Led Zep tone and may deflect pop programmers’ hesitancy. Plant starts a North American tour with Phil Collins at the end of this month.

Feature Picks

POP

Heart (Epic 34-0047)
How Can I Refuse (3.52) (Strangeforia Euphoria Music/Know Music/Primavera Energy/Music/Songs Like Sheen Music/ASCAP) (A. Wilson, N. Wilson, H. Leese, M. Andes, D. Carmassi, S. Ennis)
The first single from the upcoming “Passionworks” LP, “How Can I Refuse” is good hard rock ‘n roll from the Wilson sisters & crew. Ann’s voice is as strong as ever, and the energy level here is typical at the music Heart is famous for. This should catch up quickly, with plenty of airplay and radio play. Maybe

Sergio Mendes

A&M AM-2563
Sergio Mendes cements his latest round of chart success with a fine follow-up to “Never Gonna Let You Go.” This time featuring Michael Sembello’s brother Dan’s plaintive lead tenor. The vehicle is a ballad about a pair of lonely people who say goodbye to yesterday to follow their dreams toward the “rainbow’s end.” The search is marked by Mendes’ production, which uses several keyboards, such as string synthesizer to help point the way.

The Gap Band

Total Experience/Polisam Gram TE-5209
Party Train (3.58) (Total Experience Music Publishing Co. - BMI) (L. Simmons, R. Wilson, C. Wilson, R. Taylor) (Producers: L. Simmons, R. Wilson)
While reminiscent of hits like “Early In The Morning,” this dance track makes its mark with a mid-tempo change in the first verse. There’s no relagating the band’s intent to party, though, and the familiar sound is always welcome. The band’s tradition of opening each single release...
What’s more electrifying than a LIVE rock concert?

What’s more exciting than an action-packed TV GAME show?

THE POP ‘N’ ROCKER GAME

A Game In Concert
Hosted by JON BAUMAN

It’s new, exciting and energetic... a ½ hour series all about rock music. This pop/rock extravaganza, premiering this fall, is the first show of its kind to combine a LIVE concert with a fast-paced television GAME show.

Contestants test their rock I.Q. with split-second questions about today’s music, the stars and rock ‘n’ roll history. At the drop of a correct answer, the stage explodes into a surprise performance by that top rock ‘n’ roll star.

Currently booking the world’s top Rock ‘n’ Roll Acts
DAVID YARNELL and LOUIS RAPAGE
11811 West Olympic Blvd., Los Angeles, CA 90064 (213) 208-2111

Distributed by MCA TELEVISION
A Ron Greenberg Production in association with Alan Landsburg Productions
We can Work It Out (4:16) (One To One Music Publishing Company — ASCAP) (R. Muller) (Producer: R. Muller)

Divinitys are Australia’s latest export, a hard-edged new rock group fronted by an incredibly intense female vocalist in Catherina Amythet. The first single from their debut LP “Desperate” finds Amythet so precisely pointing out and sucking on some perfectly executed, this cuppy delivery and a basic guitar-based rock melody should carry right up there with Divinitys’ compatriots’ products.

BLACK CONTEMPORARY

BRASS CONSTRUCTION (Capitol P-B-5252)

MELODY BEECHER (Paul-Tab 10-6) (Producers: B. Klugh, R. Wilson)

I make no bones about her needs over an infectious, mid-tempo dance track. Swung-speedy synthesizer and percussive effects highlight this release, and with a brightening of the mix the Beechers could have a potential winner.

BONE SYMPHONY (Capitol P-B-5260)

It’s A Jungle Out There (3:40) (Righteous & Hopeful Music/Rare Blue Music — ASCAP) (S. Page, P. Polien) (Producers: M. Page, B. Fairweather)

Bone Symphony, an L.A.-based synthesizer trio that formed as a spoof on the West Coast version of Grandmaster Flash’s “The Message.” Their jungle, however, is the night time single scene, where “you’re both the hunter and the prey.”

JAZZ

EARL CLUGH (Capitol P-B-5261)

Low Ride (3:40) (Colgems-Emi Music Inc./Earl Clugh Music — ASCAP) (E. Clugh) (Producers: E. Clugh, J. Ron Miller)

Clugh’s spacy instrumental is built around a key three-note guitar figure that provides both a take-off point and landing area for his nimble-fingered acoustic guitar leads. Various keyboards provide atmospheric support.

12-INCH SINGLES

MICHIGAN & SMILEY (Real Authentic Sound RAS 7003)

SUGAR DADDY (T-32) (RAS Music — ASCAP) (A. Fairclough) (Producer: not listed)

Jamaica’s original DJ duo toast their talents on the first RAS release. With a past string of Jamaican hits including “Nice Up The Dance,” “One Love Jam” and last year’s “Diseases,” Michigan and Smiley have always been respected for the lyrical content of their records, and “Sugar Daddy” is no exception.

HOT STREAK (Easy Street EZS 7503)

Body Work (8:23) (Publish Corp. of America/Pure Energy — BMI) (C. Hudson) (Producers: C. Hudson, L. Stevens, J. Benitez)

Newly formed Easy Street Records does in fact head into easy street with one hit on the street already via Monyaka, the label should have a bona fide smash hit on their hands. A tremendous rhythm and melodic sophistication that builds progressively into an absorbing body of work.

CARLOS GARNETT (Topflight Top-006)


Garnett, who made his reputation as a sax player during the 1960s and 1970s, has more recently as arranger and hornman with reggae vocalist Denroy Morgan’s Black Eagle Band, steps up to the microphone as vocalist on this up-tempo, reggae-influenced dance track. Morgan is on as co-producer, and the Garnett’s no exception to this own work. Listeners who remember Garnett from his jazz days will take note of Garnett’s progress.

WHAM! (Columbia 44-03933)

Bad Boys (4:58) (G. Michael) (Producers: S. Brown, G. Michael)

This snappy, full sounding arrangement defuses an ominous set of lyrics on “Bad Boys,” transforming it into a quirky, offbeat, synth-heavy track. Spooky use of organ, reprogrammed vocal and a spoken, female overdub combine for a vigorous sound.

SYRUP (Atlantic/Atlantic DMD 658)

Cheating (5:05) (Terry Place — ASCAP) (E. Terry) (Producers: E. Terry, R. Caviano) (D. Morgan)

You can’t hold it down with a relaxed but steady, driving track. The group weaves unison vocals around a keyboard vamp, nicely spiced with clunky guitar fills to cook up a tale of infidelity.

NEW AND DEVELOPING

THE COCONUTS (EMI P-B-8173)

If I Only Had A Brain (2:45) (Le Feist, Inc. — ASCAP) (M. Feist, E. Hargur) (Producer: A. Darrell)

This trio of lovelies from the Kid Creole camp have the spotlight in a lifting calypso romp through the scarerow’s signature from the Oz flick. The Coconuts haven’t strayed far from the original, and they’ll likely put together a tour of some sort to back up their upcoming album. And judging by the response of fans in Canada, the Coconuts Who reunion has been long overdue.

THE BUNNYMEN

ROYAL ALBERT HALL, LONDON — Echo and The Bunnymen’s appearance at the Royal Albert Hall Sunday night should act a capacity crowd of devotees — a breed of post-punks, highly enlightened by the act.

At first the Bunnymen seemed strangely sinister, and extremely separate down on the stage under the hall’s massive dome, or perhaps it was the bulk of the hall itself. They were slightly self-mocking about being in such a prestigious venue. Then, and with this slight loss of isolation, almost like they should never really be there, like they were invading a dream.

Their energy level was charismatic, and they swooped up the audience with them, although they themselves were unsure where they were going.

At first it seemed like an under-projection, then it just seemed that they made the whole hall shake. When the audience got to the rousing “Breaking The Back Of Love,” the pitch and the energy were almost overwhelming.

Leader Ian McCulloch told the audience, “Thanks for coming.” The encore was Velvet Underground inspired, and included thetraditional rendition of The Beatles’ “She Loves You,” which was bizarre but engaging.

REVIEW...
Executive on the Move

Stakee Zamosclany
Grande
Foschino

Three Names — Atlantic Records has announced the appointment of three assistant presidents and a vice president to the flagship label. rice had previously been the controller and senior vice president, and has now been promoted to chief financial officer.

Changes At Spring/Posse — Spring/Posse has announced the appointment of Mary Mercocrella as controller and Teresa Reid as production manager.

Changes At Profile — Profile Records has announced the promotion of Manny Bella to national promotion director for the label.

Changes At Technics — Michael Grande has been promoted to senior manager for the Technics Tape Division of A&M-Greystone, Inc., in Teterboro, NJ. He has been with the company for the past 10 years.

Changes At Tecnica — Stan Larnskey has been appointed sales representative for the southern region.

Sublette Named VP/GM At Top Billing

Los Angeles — Jack Sublette, vice president and general manager of Top Billing International, has recently been named president of the company. Top Billing is one of the major country music talent agencies in the world and counts among its clients such as George Jones, Lyle Lovett, and the Oak Ridge Boys.

Clott Named VP/GM At Paramount Video

Los Angeles — Timothy A. Clott has been promoted to vice president and general manager of Paramount Home Video, effective Aug. 1. Clott previously held the position of vice president of sales and marketing, for Paramount Home Video since April 1 of last year.

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Camelot Gears Up For Year Of Change At 14th Confab

(continued from page 5)

of 222 Camelot's, Grapevine's and Big Wheel and Conley's leased departments in 27 states. David predicted another 17 stores in calendar 1983, though this figure would decline in 1984 to give the company a chance to digest all the new stores.

To accommodate the new product lines at the in-store level, vice president of retail Larry Mundorf described a chairwide redesign of fixtures, to be completed in January. Existing fixtures will be refitted by September to handle video merchandise, by January, album fixtures will be refitted to contain both 6 x 12 cassette and CD packaging. "Whether or not 6 x 12 becomes the industry standard for cassettes, it will surely be standard for CDs, so it's our best interest to commit to it now," explained Mundorf.

Business sessions were designed to further familiarize store personnel with upcoming changes in product and procedure. Besides a CD demonstration put together by PolyGram, Coleco was on hand to display its new ADAM home computer, which is being introduced chairwide in September. Mundorf said that the unit, which comes both as a complete system and as an add-on to the ColecoVision game system, will help "bridge the gap" from Camelot's marketing of video games to home computer products.

Jim Sage, data processing manager, discussed upcoming changes in the computerized accounting and inventory control, centering on a customized barcoding system which will be ready in October and the use of handheld transaction computers, due early next year, which will hook Stonehenge Label Bows

NEW YORK — Alan Kaplan has formed Stonehenge Records in New York City and E. Hanover, N.J. The first releases by the new label are the album "Love 'Em And Leave 'Em" by pop-rock band QED and the EP "You're Ruining My Love Life" by the all-woman band Last Licks.

Besides president Kaplan, Stonehenge is staffed by Jerry Lyons, director, Karen Madura, marketing director, and Howard Kessler, head of promotions.

Stonehenge can be reached at either its New York offices or New Jersey offices, warehouse at 34th Ave. and Ridgedale Ave., E. Hanover, N.J. 07936, phone number (201) 887-9322.

each store up with the warehouse's central computer to enable 90-second transmission of sales data. Dan Chu, who recently came aboard in the newly created role of director of human resources, outlined the company's general policies and practices. His recent appointment had been noted by David in his address as underscoring the company commitment to its personnel.

The commitment to personnel was also emphasized by Mundorf in his announce- ment of a major restructuring in the field involving the creation of north and south divisional management positions to be filled by the four regional directors. All spots — the divisional managers and the resulting regional director and district supervisor vacancies — will be filled in-house to utilize what Mundorf called "our pool of excellent talent from which to draw."

The enthusiasm of the entire organization was noticeably high with respect to the "take charge of the '80s" attitude. Several company executives voiced hopes that record manufacturers would be more equitable in sharing the costs of doing business with the retail end. "We've very concerned with the limited return policies and the fact that we're dealing with less and less suppliers," stated executive vice president Jim Bonk. "It's taking away the competitive edge."

Flexible Needed

"We need more flex in label policies to maintain the aggressiveness we've always maintained in our company and the things we have to do for our type of product," said David. "The risk involved in merchandising and marketing new music is too heavily weighed against us. The retailer is being treated like a second-class citizen in being asked to pay more money and return less. We understand the requirements of the manufacturers, but they have to find that flex in the middle to give us the breathing room which helped us and the record business to grow in the first place. There has to be greater sharing of the costs to allow us to be aggressive."

The convention's keynote speech was delivered by WEA president Henry Droz, who described recent WEA moves and Cameron Artists' share of WEA's international promotion in its price rollback promotion has to be listed as one of 1983's major success stories," he said.

The company outlined the sales expansion/contraction in the last few years and called upon the industry not to forget the "1978 recession" that has its own music is coming back, and it appears, with a fury."

GOOD FEELING — Network recording artist Irene Cara received an appearance on Entertainment Tonight, which included the first airing of "Why Me?," the follow-up to her hit single "Flashdance...What a Feeling," which was released yesterday. The interview. She is also currently in the studio recording an upcoming LP for Network.

FEES GETS THE BILL — While in New York to perform at the Pier, Capitol recording group The Tubes appeared on ABC's The Morning Show. Also appearing on the show was a guest David Solomon of the TV series Buffalo Bill. Picture at ABC any (c) Mike Othon of the group; Coleman; and Fee Waybill of the group.

A (c) for a playground in Central Park to be named after Ross. But in the wake of the show, it was learned that former police negotiating for the City for several hundred thousand dollars. . . . Sorry to say, but we recently received a copy of May Pang's Loving John in the mail. Reading the final 50 pages is enough to terrify any Bobbie and bring much of the year's greatest plans. The Arcade, which had several cable and radio tie-ins, will provide the City with monies for use, which will enable to give concerts in the Park, but adds that "we will never surrender Central Park to a small group of hoodlums."

He remarked that the Commission might decline to clear performances by superstars in the future, and mentioned "The Clash" by name as one group that might be considered for banishment from the Park. He also added a comment concerning the petition, which had several cable and radio tie-ins.

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Study Cites Black Social Changes
As Key To Success Of UIC Format

(Continued from page 5)

1962 total persons 12+ come report.
O'Neill also examined the position of urban
stations in eight of the top media
markets of the U.S., including Atlanta,
Baltimore, Cleveland, Houston, New York, and Washington. Part
of that study was to also examine the
playlists of UIC stations.
In the first part of the study, which O'Neill
said was aimed at marketing advertisers
"stop and think" about their perceptions of
the black audience. He also stated
that although affirmative action has brought
blacks into the mainstream of advertising,
according to Lee Sturzbach of Lee Sturzbach
Research, "It's still necessary to market
directly to blacks consumers if you
target them.
A profile of the black consumer that
many companies want to address is the ex-
isting black "middle class," representing
an upscale black audience. Evidence that such a black consumer does 
exist, according to the report, comes
through an examination of black college
enrollment comparing 1970 figures with
1980.
In 1970, black college enrollment
topped approximately 222,000. But
over the last decade, that figure has increased
92.9% to more than a million college
enrollies. The report suggests that with a
greater number of black college students,
there is a corresponding increase in in-
come levels and adjustments in lifestyle.
Another factor evidencing the upward
movement by portions of the black pop-
ulation is the more rapid growth of the black
population in larger suburban
areas of cities like Washington D.C. (+125.7%),
Atlanta (+128.6%), Baltimore (+79.2%) and Los
Angeles (+55.1%) compared to the growth of the
inner cities. The 1980 figures mark the first time
that suburban growth of black population has
outstripped inner city figures.

Expanding Tastes

The McGavren study suggests that com-
mercial merchandising of black economic,
power, population placement, etc., the
scope of blacks' music tastes has also ex-
ploded. And that what might have been consi-
dered a black sound yesterday has become
more mainstream.
While AOR programming of black artists
such as Al Green, Jackson, Prince and
Eddy Grant has been relentless, with little
impact on ratings, U/C-formatted
stations have improved in recent months with
wider programming, such as soap operas and
programming, including music by acts like Thomas Dolby, Culture Club,
David Bowie and McLaughlin.
The stations from the eight cities in-
cluded in the McGavren study are WVEE-
FM/Atlanta, WWXY-FM/Baltimore, WGCJ-
FM/Chicago, WDTM-FM and WZAK-
FM/Cleveland, WDRQ-FM/Detroit, KMQJ-
FM and KRLY-FM/Houston, WBLZ-FM,
WKTU-FM and WRLS-FM/New York, and
WKYS-FM and WOL-
AM/Washington D.C.
The report said Arbitron figures showed
the 14 stations in the survey reached a
combined audience of 6.4 million people,
3.8 million black listeners and 2.5 million
non-black listeners. The study suggests
that the format is not a black or
white one, but a mass appeal entity with a
substantial and distinctive audience.

As further evidence of the format's mass
appeal, the report noted that although
Atlanta's black population is 22.8% of the
city's total, WVEE only ranked #2 in Baltimore, while the black
population was 24.4% of the total. WGCJ/Chicago is the #3 ranked station in the city although the black population is
only 18.7%. KMJQ/Houston is the #1 sta-
tion in the Texas city although blacks com-
prise only 17.6% of the total population. Making these figures more dramatic
is KRLY/Houston being ranked #2 in the
market. In New York, where black popula-
tion is but 15.6% of the total, WBLZ is
ranked #1, WKYS #6 and WKTU #9.
O'Neill said, "Audiences are not always
what they seem and I think this study
stop and make some people think about
that fact. I think it points out that radio is a
dynamic industry, quite volatile, and what
may have been true in 1978 is probably not
true in 1983."
The study concluded that blacks have
increased their listening to the number one
executor in the U.S., which will continue to evolve
socially and economically, and that the Urban
Contemporary radio, which reaches a
considerable number of upscale blacks, is a
living mass appeal format that extends
beyond stereotypical boundaries.

Winterland Helps
Nab Bootlegger

(Continued from page 6)
ten employed by J.B. Graphics since the early '80s have increased since then, and
according to Journey manager Herbert
Herr, the same legal battles are still
occurring consistently throughout the
group's current tour.
St. Paul, Minnesota police information,
obtained in the possession of an illtended vendor whose merchandise was confiscated,
led to the first break in the case, linking J.B. Graphics to the illegal sheets sold there.
An investigation by a Philadelphia
detective hired by Winterland general
counsel Michael P. Pemberton, was conducted
through infiltration of the J.B. Graphics' Pemberton plant. The investigation and
other evidence conducted by Winterland
prompted federal attorney M. Kelly Tillery
on July 11 to obtain a temporary
restraining order (TRO) and order of seizure from U.S.
District Judge Anne D. Thompson.

The deputies, a uniformed New Jersey State Trooper and
other law enforcement, Tibbets
and Pemberton while miles away, led
the attorney's assistant, Joe Davidson, entered the
smaller Mount Hobl plant with a
contingent of police.
J.B.'s principal, Jack Brown, worked
with the Justice department officials in the
search and seizure of materials. The court
orders prohibited the defendants from
manufacturing, distributing, selling or
holding for sale any Journey merchandise
found at the two locations. Additionally,
the defendants were to hand over all business
records relating to this alleged counterfeit
merchandise.

Thirty-two separate silk screens for
Journey shirts, including materials used on
the band's 1982 tour, were discovered
during the raid of both plants. The
investigators seized the material and the
business records pertaining to the
merchandise.

But investigators were not finished, as
these 50-foot vans parked behind the
main building in Pemberton yielded
countless copies of Journey merchandise depicting approximately
20 additional Winterland clients, including
The Police, Ozzy Osbourne, Bob Seger,
Bruce Springsteen, Fleetwood Mac and
others.
Winterland's aggressive fight against
merchandise bootlegging in the 1970s
swinging into 1978, and in 1980, Winterland
joined management group Leber-Krebs
Organization in the investigation and sub-
sequent lawsuit involving the number of
acts and several bootleg t-shirt makers.
In 1981, Winterland attorneys won a $1
million judgment in federal court in
Chicago against Creative Screen Design.

(The Cash Box Top 30 Videocassettes chart is a compilation of the fastest moving titles in both Beta
and VHS formats, based on sales and retail activity, as reported by various accounts around the
country. Accounts surveyed include: Video Plus-Chicago; Radio 437-Philadelphia, Classic Video-
Oak, Lawn, The Video Store-Ellavington, Precision Video, Chicago, Entertainment Systems-
Fowlfowl, Nickelodeon/Los Angeles, Evveloody-Portland, Radio 437-Ball Cymrew, American
Tape & Video-Atlanta, Crazy Eddie-New York, The Cinema Store-Encino, Video Company-
Laketru, Video Studio-Arromington, Video Library-San Diego, Video Media-Chatsworth, Won-
derful World of Video-Chattanooga, Wherehouse-National, Video Showroom-Louisville, Etc's
Showcase-Federal Way, Movies To Go - St. Louis. Video Shack - NYC.

Cash Box photos by Stu Simon)
### Top 15 Video Games

<table>
<thead>
<tr>
<th>Rank</th>
<th>Title</th>
<th>Weekly Chart</th>
<th>Chart Date</th>
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<tbody>
<tr>
<td>1</td>
<td>ENDURO Activation AX 026</td>
<td>1</td>
<td>8</td>
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<tr>
<td>2</td>
<td>CENTIPEDE Atari CX 2676</td>
<td>2</td>
<td>19</td>
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<td>3</td>
<td>M.S. PAC-MAN Atari CX 2675</td>
<td>3</td>
<td>21</td>
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<tr>
<td>4</td>
<td>KEYSTONE KAPERS Activation AX 025</td>
<td>4</td>
<td>12</td>
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<tr>
<td>5</td>
<td>PITFALL! Activation AX 108</td>
<td>5</td>
<td>36</td>
</tr>
<tr>
<td>6</td>
<td>FROGGER Parker Bros. 5300</td>
<td>6</td>
<td>36</td>
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<tr>
<td>7</td>
<td>ZAXXON Coleco 2435</td>
<td>7</td>
<td>36</td>
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<tr>
<td>8</td>
<td>DONKEY KONG JR. Coleco 2601</td>
<td>8</td>
<td>19</td>
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<tr>
<td>9</td>
<td>PHOENIX Atari CX 2673</td>
<td>9</td>
<td>21</td>
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<td>10</td>
<td>RIVER RAID Activation AX 020</td>
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<td>30</td>
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<td>11</td>
<td>ROBOT TANK Activation AX 028</td>
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<td>3</td>
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<td>12</td>
<td>BURGER TIME Intellivision 4549</td>
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<td>13</td>
<td>JUNGLE HUNT Atari CX 2688</td>
<td>13</td>
<td>—</td>
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<td>14</td>
<td>VENTURE Coleco 2457</td>
<td>14</td>
<td>18</td>
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<tr>
<td>15</td>
<td>OINK! Activation AX 023</td>
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**Compiled from:** Activision, Coleco, Atari, Donkey Kong, Inc., Elektra, and Midway.

### Top 15 Midlines

<table>
<thead>
<tr>
<th>Rank</th>
<th>Title</th>
<th>Weekly Chart</th>
<th>Chart Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>LED ZEPPELIN (IV) Atlantic SD 19129</td>
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<td>2</td>
<td>THE RISE AND FALL OF ZIGGY STARDUST AND THE SPIDERS FROM MARS RCA AYL 13843</td>
<td>2</td>
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<tr>
<td>3</td>
<td>WHO ARE YOU? The Who MCA 3050</td>
<td>3</td>
<td>7</td>
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<tr>
<td>4</td>
<td>PRETENDERS Sire SRK 6083</td>
<td>4</td>
<td>13</td>
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<td>5</td>
<td>FLEETWOOD MAC Reprise MSK 2081</td>
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<td>29</td>
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<td>6</td>
<td>WHO'S NEXT? The Who MCA 3151</td>
<td>6</td>
<td>4</td>
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<td>7</td>
<td>MEATY, BEATY, BIG AND BOUNCY The Who MCA 37001</td>
<td>7</td>
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<tr>
<td>8</td>
<td>THE CARS Elektra 6E 135</td>
<td>8</td>
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<td>9</td>
<td>AJA Steely Dan MCA 1006</td>
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<td>10</td>
<td>PIANO MAN Billy Joel Columbia PC 32455</td>
<td>10</td>
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<td>11</td>
<td>TAPESTRY Carole King Epic PE 34946</td>
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<td>12</td>
<td>UB40 AND THE HEARTBREAKERS MCA SR 52006</td>
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<td>13</td>
<td>THE DOORS Elektra EK 74007</td>
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<td>14</td>
<td>LET THERE BE ROCK AC/DC Atco SD 36151</td>
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<td>11</td>
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<tr>
<td>15</td>
<td>LOOK SHARPI Joe Jackson A&amp;M SP 4919</td>
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**Compiled from:** Elektra, MCA, Atlantic, and Epic.

### Regional Album Analysis

#### National Breakouts

1. ROBERT PLANT
2. EURYTHMICS
3. DIANA ROSS
4. MEN W/O HATS
5. ZEBRA
6. QUIET RIOT
7. JOAN JETT
8. FASTWAY
9. TACO
10. ARETHA FRANKLIN
11. QUARTERFLASH
12. HUMAN LEAGUE
13. SHALAMAR
14. STEVIE RAY VAUGHAN
15. SPRYO GYRA

**Regional Breakouts**

#### Northeast

1. ROBERT PLANT
2. EURYTHMICS
3. MEN W/O HATS
4. ZEBRA
5. ARETHA FRANKLIN
6. STEVIE RAY VAUGHAN
7. JOAN JETT
8. R.E.M.
9. QUIET RIOT
10. MANHATTANS

#### Southeast

1. EURYTHMICS
2. ROBERT PLANT
3. HUMAN LEAGUE
4. MIDNIGHT STAR
5. MEN W/O HATS
6. DIANA ROSS
7. TACO
8. QUIET RIOT
9. ARETHA FRANKLIN
10. FUN BOY THREE

#### Baltimore/Washington

1. ROBERT PLANT
2. MEN W/O HATS
3. ZEBRA
4. TACO
5. QUIET RIOT
6. PURE THREE
7. THE CURE
8. ARETHA FRANKLIN
9. TACO
10. ARETHA FRANKLIN

#### West

1. ROBERT PLANT
2. QUIET RIOT
3. EURYTHMICS
4. HUMAN LEAGUE
5. TACO
6. SHALAMAR
7. MEN W/O HATS
8. JOAN JETT
9. FASTWAY
10. DIANA ROSS

#### Midland/Phoenix

1. ROBERT PLANT
2. ZEBRA
3. DIANA ROSS
4. QUARTERFLASH
5. EURYTHMICS
6. HUMAN LEAGUE
7. MEN W/O HATS
8. SPRYO GYRA
9. SHALAMAR
10. FASTWAY

#### North Central

1. ROBERT PLANT
2. ZEBRA
3. DIANA ROSS
4. QUARTERFLASH
5. EURYTHMICS
6. HUMAN LEAGUE
7. MEN W/O HATS
8. SPRYO GYRA
9. SHALAMAR
10. FASTWAY

#### South Central

1. ROBERT PLANT
2. ZEBRA
3. DIANA ROSS
4. EURYTHMICS
5. JOHN JETT
6. ARETHA FRANKLIN
7. ZEBRA
8. FASTWAY
9. CHARLIE
10. DIANA ROSS

#### Denver/Phoenix

1. ROBERT PLANT
2. ZEBRA
3. DIANA ROSS
4. EURYTHMICS
5. QUARTERFLASH
6. ARETHA FRANKLIN
7. ZEBRA
8. FASTWAY
9. ROBERT PLANT
10. STEVIE RAY VAUGHAN

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This listing of records outside the national Top 20 showing steady or upward movement is designed to keep retailers abreast of the latest regional sales trends.
WHERE THE ROCKETS ARE — RCA Records recently made an appearance at Tower Records in Sherman Oaks, Calif. To help promote a mini-LP "Make That Move," the RCA pop group is currently finishing up their role in the forthcoming movie, Where The Boys Are. Pictured is lead singer Dibbs Preston.

Two Houston bands, in addition to the Dallas-based The Dallas Store's, are being featured in the show. The Dallas Store's, which is traditionally Ross's strongest market, dealers loaded up and found very strong sales for two weeks prior to the show. But on Tuesday, they reported half as many sold as in the week before. In fact, on the first Sunday on Sam Goody are so high that there will be limited in time, management has extended the special recording campaign with HBO involving that pay channel's Dolly Parton special (Cash Box, June 4), and supported the Showtime Ross concert with TV Guide advertising in a number of markets. "You can compare it to a song from the show," he said, "and the audience continues to get older, tastes start to change, as demonstrated by the sales of 'Hooked On Classics' to younger rock customers. Our Rockefeller Center store is one of the most successful in the chain, but even though we've been shown to have found that we're losing sales.

TALENT ON STAGE — Skip Stephens, Red Rockers, Michael Stanley Band, Katy Moffatt, Lee Greenwood and Ronnie Milsap provided the entertainment at last week's Canterbury Entertainment. Skip Stephens, who has an album out on Laff Records, was surprisingly very funny with a mile-a-minute put-down of himself and just about every other type of human being imaginable. He also showed the good sense to drop his own show's competition, and after some good words regarding his emcee Sarah Punch, he promised that the next Bill Blass concert would "never watch Real People with a straight face again" is sure to be followed. Red Rockers proved the weakest act on the bill and had a rough time getting more response. While their chart single, "Chino," showed a certain amount of melodic structure, the rest of the set suffered from little if any change in tempo, delivery, and melodic line. As ifless as Red Rockers set was, Michael Stanley Band had the crowd boogying from the first note. Then again, Camelot Music was a long-time love affair with the Cleveland-based band, and MSB was more than happy to return the feeling. As for what's In-Store's first look at Stanley, it pretty much lived up to the hopes of the acclamations heaped upon him over the years by Camelot execs. Purveying the hardworking heartland rock 'n' roll type, with Skip Sager and Michael MSB combined talents of guitarist Michael Stanley with those of keyboardist Kevin Raleigh, who gives his songs, such as the past hit, "He Don't Love You Like I Love You," more of a pop flair. Stanley's forthcoming album, "I'm Towing the Line," is advertised in the catalog as "You Can't Fight Fashion," perfectly combines the two styles and should find programmers as responsive as the1 particular Camelot crowd. Lee Greenwood has improved dramatically since What's In-Store last saw him some months ago at the Lone Star in New York. Of course he has a few more hits since then, but delivered expertly. A high point was the instrumental "Yakety Sax," with Greenwood turning in a fine Boots Randolph, first on tenor, then soprano sax, then both. But the crowd especially appreciated "I Owe You," a ballad which Greenwood dedicated to his wife, showing his long-sleeved dress shirt and exposing a Camelot T-shirt. But the biggest surprise of the event was the rediscovery of Katy Moffatt, a deep-throated country hony who struck out on her own from Columbia a few years back but may connect solidly on an upcoming album for Permian, Moffatt's gutsy Texas twang which backed up the likes of Lynn Anderson, Hoyt Axton and Tanya Tucker. In the intervening years, sounded excellent, especially on the weeper country fare. Unfortunately, What's In-Store missed Milsap's performance, but having seen him recently at a WHN party in Lincoln Center, is well-aware of the country superstar's showstopping ability.
WEBS FORCE-FEED SATELLITE
AS STATIONS DISH OUT TAB
by Harry Weiner

NEW YORK — With the three major radio networks ready to cut land-line program distribution this fall, it appears that all three have success factored in the purchase of satellite receiving equipment to their affiliates. The who-pay debate has been an issue for some time, fueled by the major web's blanket policy not to compensate for dish conversion while Mutual and RKO are supplying dishes to their affiliates in the top 150 markets for exclusive use of their respective services.

"When we announced plans to convert to satellite dish when the networks publicly asked for resistance from affiliates," noted Bill Batson, vice president of planning, finance and satellite development, for ABC Radio Networks. "Any station would resist spending money," he continued, "but in a way, the network is acting as a consultant to let the station know that it needs a dish to access network services, and not just ours. Telephone lines have been used for program distribution for 55 years. It's time to change. The new technology has arrived."

Allan Stimson, project director for the NBC Networks, echoed the network's stance and agreed that a station's equipment update was not their responsibility. "It's a move to help our affiliates make a good move," stated Stimson. "This is beneficial for both of us in the long run. The networks developed satellite transmission, in part, in response to affiliates' complaints of poor sound quality. There has not been a massive resistance."

Mutual and RKO's decision to provide satellite dishes to most of its affiliates has raised eyebrows and caused a detection or two from the Affiliate ranks. While both networks, however, reserve ownership of the equipment and can reclaim a dish if a station chooses to switch to another service. "A station agrees to 'host' a dish," explained Ken Harris, vice president/director of affiliate services for RKO Radio Networks, "and it can use other networks, but in addition to its basic RKO service. RKO owns the dish." RKO, currently on the Westar satellite, plans to convert the Satcom I for digital transmission shortly.

Estimated costs for satellite dish conversion are in the $12,000-$15,000 range, and while audio upgrade and flexibility in services are logical arguments for the switch, some affiliates are adopting a wait-and-see attitude before taking the financial plunge. "What the networks are saying is, I have a product, and you have to pay to receive it," noted Lynn Martin, member of NBC's Source affiliate advisory board, and general manager of WCLK/ST. Albans. "The networks are passing off the cost of their satellite investment to stations. In the past, for a station to pick up network service, the network would do the accounting via phone lines. Now, they're not. Broadcasters are being asked to spend money where they didn't have to before."

Betty Huyter, director of satellite transmission and project coordinator for CBS Radio Networks, minimized the problem with the networks "The stations can pay for the satellites for a station," Huyter said. "For short-term financial reasons or philosophical differences, some stations may choose not to go satellite, she continued, "they'll wait to see if it's going to work."

Huyter said that the dramatic increase in sound quality will make the decision for a station, although some feel the need for their station to compete on a sound quality level is forcing them into an unwanted situation.

There are broadcasters who can't afford the luxury of having a dish," observed Martin. "In small-to-medium markets, a dish is a huge cost and nearly impossible to coordinate. When queried about the alternative of a network-owned dish being installed, Martin said he would welcome the opportunity. "If a network buys a dish for a station, they'd pay for the dish and service, he said. "Then every time the station wishes to change affiliation, let the net take the dish back. Other arrangements can be made."

Many stations that haven't made the satellite commitment are faced with the networks canceling land-line service regions by region without recourse, very soon. "We want to convert into the '84 Olympics and before the cold weather hits," mentioned ABC's Batson. The stations knew this well in advance. NBC has set a Dec. 15 deadline, and CBS will begin cutting its AT&T lines Sept. 30.

"This is a burden to live with," but in the long haul, it will be to their benefit," said Paul Gilmor, chairman of the ABC Entertainment Network's affiliate advisory board.

Although some stations may literally be left out in the cold, most network affiliates are falling in line. "The networks are probably going to win this; it's one of those inevitable things," concluded Martin. "Stations are going to end up with dishes, but at what price?"

GILL'S DAY — Los Angeles Mayor Tom Bradley recently presented a special proclamation making June 13 "Johnny Gill Day" in the city honoring the 15-year-old singer's contribution to helping youth. Coinciding with release of his self-titled debut LP, Gill and station KACE sent 10 un- derprivileged children to the show's L.A. concert. Also, a $20,000 check was presented to Children's Hospital, Los Angeles.

"It's an honor for the City to recognize a young man who is making a contribution to the city's future," said the mayor.

KLOS, Los Angeles, is currently the only FM station in the market carrying Gill's music.

DINING OUT — NBC's Rediction for Prime-Time Programming, Michael Osterhout, general manager for WBZ-FM/AM, says they're seeing a new trend toward dining out. "There are many more trends towards joining together and dining out, whether it's a dinner party or a nightclub. The same is happening with radio; there are new stations being created, new formats, and new trends."

In addition, a number of other changes have been taking place in the city's radio market. "There are a lot of changes in the city," said Osterhout. "There are new trends in the city and different times. The same is happening with radio; there are new stations being created, new formats, and new trends."

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163 CHARLIE MIRAGE
ADD: None. HOTS: WCCC, WLKS. MEDIUMS: WYFE, KEZY, WSPK, WNEW, WBLM, KSJO. PREFERRED TRACKS: Inevitable.
SALES: Fair in West and Midwest.

4 DEF LEPPARD - PYROMANIA - MERCURY
ADD: None. HOTS: WCCC, WMKS, WLKS, WBLM, KBPI. MEDIUMS: WYFE, KSJO, WPLR. PREFERRED TRACKS: Ages, Photograph.
SALES: Good in all regions.

24 EURYTHMICS - SWEET DREAMS - RCA
ADD: None. HOTS: KEZY, WMMS, KBPI. MEDIUMS: WYFE, WNEW, WBLM, WPLR. PREFERRED TRACKS: Title.
SALES: Good to moderate in all regions.

16 THE FIXX - REACH THE BEACH - RCA
ADD: None. HOTS: WYFE, WCCC, KEZY, WOUR, WMMS, KSJO, WLKS, WBLM, KBPI. MEDIUMS: KEZY, WLKS, WBLM. PREFERRED TRACKS: Zero.
SALES: Good to moderate in all regions.

40 A FLOCK OF SEAGULLS - LISTEN - JIVE/ARISTA
ADD: None. HOTS: KBPI, KBPA, MEDIUMS: WYFE, KSJE, WBLM, KEZY. KSJO. PREFERRED TRACKS: Whistling, Nightmares.
SALES: Fair to all regions.

19 IRON MAIDEN - PIECE OF MIND - CAPITOL
ADD: None. HOTS: WMMS, KEZY, WSPK, WNEW, WBLM, KBPI, KSJO, WPLR. PREFERRED TRACKS: Piece of Mind.
SALES: Fair to all regions.

27 JOAN JETT - ALBUM - BLACKHEART/MCA
ADD: None. HOTS: WLYF, WOUR, WLKS, WBLM, PREFERRED TRACKS: Fake.
SALES: Moderate to fair in all regions.

26 THE KINKS - STATE OF CONFUSION - ARISTA
ADD: None. HOTS: WNEW, WBLM, KEZY, WMMS, KSJO, WBLM, KBPI, PREFERRED TRACKS: Dancing, Title.
SALES: Moderate in all regions.

7 LOVERBOY - KEEP IT UP - COLUMBIA
ADD: None. HOTS: WYFE, KEZY, WOUR, WMMS, WLKS, WBLM, KBPI, KSJO. PREFERRED TRACKS: MELTDOWN.
SALES: Good in all regions.

8 MEN AT WORK - CARGO - COLUMBIA
ADD: None. HOTS: KEZY, WSKS, WLKS, KBPI. MEDIUMS: WYFE, WNEW, WBLM, WPLR. PREFERRED TRACKS: Hole.
SALES: Good to moderate in all regions.

181 GARY MYRICK - LANGUAGE - EPIC
ADD: None. HOTS: WMMS, KSJO, MEDIUMS: KEZY, WSPK, KEZY, WOUR, WLKS, WBLM, KBPI, PREFERRED TRACKS: Message, Guitar.
SALES: Fair to all regions.

5 STEVIE NICKS - THE WILD HEART - MODERN
ADD: None. HOTS: WYFE, KEZY, WOUR, WMMS, WSKS, WNEW, WBLM, KBPI, KSJO, PREFERRED TRACKS: Stand.
SALES: Good to all regions.

6 DAVID BOWIE - LET'S DANCE - EMI AMERICA
ADD: None. HOTS: WYFE, WCCC, KEZY, WOUR, WMMS, WNEW, KNAC, WLKS, WBLM, KBPI. MEDIUMS: KEZY, MEDIUMS: KEZY. PREFERRED TRACKS: China, Title.
SALES: Good in all regions.

62 MARSHALL CRENshaw - FIELD DAY - WARNER BROS.
ADD: None. HOTS: None. MEDIUMS: WCCC, WLYF, WKLS, WNEW, KNAC, WBLM. PREFERRED TRACKS: Mind.
SALES: Fair in all regions.

60 CROSBY, STILLS & NASH - ALLIES - ATLANTIC
ADD: None. HOTS: WLYF, WCCC, WLKS. MEDIUMS: WYFE, KEZY, WSPK, WNEW, KNAC, WBLM. PREFERRED TRACKS: Games.
SALES: Fair in all regions.

38 R.E.M. - MURDER - I.R.S.
ADD: None. HOTS: KEZY, WLKS, WNEW, WBLM, KBPI, KSJO. PREFERRED TRACKS: Radio, Catapult, West.
SALES: Fair in all regions.

39 ROBERT PLANT - THE PRINCIple OF MOMENTS - ATLANTIC
ADD: None. HOTS: WYFE, WCCC, KEZY, WOUR, WMMS, WLYF, WBLM, KMET, WPLR. PREFERRED TRACKS: Log.
SALES: Good in all regions.

28 QUIET RIOT - METAL HEART - PASHA
ADD: None. HOTS: WYFE, WCCC, KEZY, WMMS, WLYF, KMET, WPLR. PREFERRED TRACKS: Take.
SALES: Moderate to fair in all regions.

29 QUARTERFLASH - TAKE ANOTHER PICTURE - GEFFEN
ADD: None. HOTS: WYFE, WCCC, KEZY, WMMS, WSKS, WLYF, WBLM, KMET, WPLR. PREFERRED TRACKS: Take.
SALES: Good to moderate in all regions.

141 SHOOTING STAR - BURNING - VIRGIN/EPIC
ADD: None. HOTS: WMMS, WLYF, WNEW, WMMS, KBPI, KSJO, WBLM. PREFERRED TRACKS: Open.
SALES: Fair in all regions.

10 TALKING HEADS - SPEAKING IN TONGUES - SIRE
ADD: None. HOTS: KEZY, WSPK, WNEW, WMMS, KBPI, KSJO. MEDIUMS: WYFE, WSKS, WBLM. PREFERRED TRACKS: Burning.
SALES: Good in all regions.

49 JOE WALSH - YOU BOUGHT IT, YOU NAME IT - FULL MOON
ADD: None. HOTS: WMMS, WLYF, WNEW, WMMS, KSJO, WBLM. PREFERRED TRACKS: Play.
SALES: Moderate to fair in all regions.

20 ZZ TOP - ELIMINATOR - WARNER BROS.
ADD: None. HOTS: WYFE, WCCC, WLYF, WNEW, WMMS, KBPI. MEDIUMS: KEZY, WLYF, WNEW, WBLM, KMET, WPLR. PREFERRED TRACKS: Gimme, Sharp.
SALES: Good to moderate in all regions.

41 ZEBRA - ATLANTIC
ADD: None. HOTS: WCCC, WLYF, WNEW, WMMS, KSJO. MEDIUMS: WYFE, KEZY, WMMS, KSJO, PREFERRED TRACKS: Poor.
SALES: Moderate in all regions.
Singles Remixes Introducing Acts To Wider Audiences

(continued from page 5)

remixed such records as "Too Shy" by Ka-
jaggoog and "Our House" by Madness, and
other acts for the record industry and
people who want to sit and listen, and the
remix is for people who want to dance.

"With Flashdance and Staying Alive, we
did 12-inch remixes and then chopped the
12-inch down to a seven-inch single," said
Ted Darryl, director, pop music A&R,
PolyGram. "We just found it was more ex-
iting sound and having the remix gives us
the ability to cross over to different mar-
ketplaces and different audiences but
We won't remix just anything," said Vic Chirel, an A&R staffer at
New York's Equity label. "We've been
doing remixes for a while now and we're
looking for artists who might generate
background in black or dance music, we
might do it but we also might not." Chirel
said.

However, the term "Out of the bag-
headed rock. On the other hand, we
have another new band, called Strappnel, and
we wouldn't even consider doing a remix with
that band because of their fan base and
personality. If a remix cheapens the image, we
won't do it.

Most record producers fear that being located in
New York with its strong club scene may
give them a false impression of the market.
"In Los Angeles you can cut one A
collection and make records just for New York," said Darryl.
"You have to give a lot of thought to making a
12-inch." Adds RCA's Wright: "I don't think it's that easy to make
records just for New York," he said.
"I don't let that dictate the sound of the record.
But we've got to think about it.
"New York-based independent West End
Records was the first label to employ the
concept of the box set, which made
Night Fever volumes of 1975 and 1976. The
two labels started as compilation
records. During the peak of the
disco period, club-oriented
labels were mixing virtually everything
and the DJ scene was virtually
uninhibited, Remind
came to a grinding halt.
But things have come full-circle. Not only has
remixing managed to survive on the
glittering stage of the current
disco market, it continues to
steam with seven-inch singles. Many
labels, including Arista and RCA, are
now producing remixes on seven-inch singles and
many others now opt to release edited
versions of 12-inch mixes rather than
release the 12-inch mixes themselves.
Recent examples have Included
Flashdance and "Maniac" and\nBenitez reports he is being asked to do exclusive
12-inch remixes more and more fre-
quently.

Finalists Selected For
MTV Basement Tapes

LOS ANGELES — Six finalists have been
chosen for the August edition of MTV's
Basement Tapes program, a video show
case for new and unsigned artists.
In all, the panel of judges included
panel of artists, producers, industry figures
and media members. The winner of the
Basement Tapes runoff, chosen by viewers
through a special 900-line phone line, will
join five other groups in the finals during
September, culminating in a grand prize win-
er who will receive an EMIA
Recording contract and a brand-new
video.

The following bands will be featured on
the Aug. 10 edition of the MTV special,
scheduled for the regular time of 10 p.m.
Pacific Time: Church of the Holy Cross
N.Y.'s Screen Test; Tampa, Fla.'s A
New Personality; Ontario, Calif.'s Rich &
The Rippers, Boston, Mass.'s Friday,
and Branch Rickey.

Among the panelists who chose the
finalists were PolyGram records
executive Martin Britton, Greg's
director Dennis McNamara and
Publishing Staff associate editor Chris
Newsome. N.Y.'s Screen Test tape
producer George Hackett, Elektra Records
director of national video promotion Robin
MacNair and CollingwoodFoto Prods. president
Ed Steiner.
Audiophile LP Labels See Benefits
In RollOut Of Compact Disc Software

outs on Compact Discs too. We're committed to the format.

Of course, since the CD works via a precisely focused laser beam that "reads" information off the disk, certainly the CD has impacted because now the consumer has a choice to make whether they're going to spend $200 on a CD or an audiophile product. Of course, with the CD, there's the additional investment of $1,000 for the hardware... They have two distinct markets.

"For many years now we have endorsed and believed in the Compact Disc," remarks Peter Miles, president of Pismo Beach, Calif.-based Nautilus Recordings. "We've been really excited about it because we've always been interested in the improvement of the quality of recordings, and we see this as a step in the right direction.

Because Nautilus has exclusive recordings in addition to its licensed high-speed masters and direct disc selections, it also acts as a label with many of the earlier works being packaged for the CD style. "We have already entered into an agreement with Sony Corp. of Japan to have them manufacture and market for us six of our original titles in the CD format, and they'll be out to dealers within the next three-to-five months," the Vestron VDP that has been released immediately are Maynard Ferguson's "Storm,", Victor Feldman's "Seattle," and the Generation Band's "Soft Shoulders" and John Kay & Steppenwolf's album "Wolf Tracks." A Mozart piece by Marcel Moyes and Lalo Schifrin's "Ins and Outs" will soon follow. We're producing more and more of our original titles and we'll be putting those

Carlin Set For VSDA Convention

LOS ANGELES — Countercultural comedian George Carlin will entertain guests at the Installation Luncheon at the Video Software Dealers Assn. (VSDA) convention in San Francisco on Aug. 30. Vestron Video, which is set to release Carlin's first home video, will host the luncheon at the Fairmont Hotel. The luncheon is part of the second annual VSDA convention, taking place Aug. 30 to Sept. 1.

Carlin, who has released eight record albums with four gold LPs among them, has been in show business for over 20 years, yet his upcoming Vestron that will be first time he's ventured into the area of home videocassette product. A one-hour live concert program will be offered by the video company at $39.95 for the videocassette, $29.95 for the CDC disc, and $34.95 for the laser disc.

For information about membership and/or registration for VSDA events, call Joan Chase at (609) 424-7117 or write to the association at 1900-F Astoria Blvd., Cherry Hill, N.J. 08003.

SOUTHSIDE CHIC — Mirage recording artist Southside Johnny has formed forces with labelmate Nile Rodgers, who produced Southside Johnny and the Jukes' forthcoming Mirage debut LP, "Trash It Up." Shown during a recent session are (l-r): Billy Rush, Jukes guitarist and associate producer; Rodgers; Southside Johnny and Jason Corsaro, engineer.

GOSPEL TOP 15 ALBUMS

1. JESUS I LOVE CALLING YOUR NAME
   SHIRLEY CAESAR
   (Myrrh/GOSPEL 6727)
   Open

2. YOU BROUGHT THE SUNSHINE
   THE CARLIN SINGERS
   (Sound of Gospel SGD 132)
   Open

3. PEACE BE STILL
   REV. KENNETH MORGAN
   (Onyx/Benson R 3813)
   Open

4. HEAR MY VOICE
   RANCE ALLEN GROUP
   (Myryh 6737)
   Open

5. THE JOY OF THE LORD IS MY STRENGTH
   BROOKS MILLER AND THE TRUE WAY CHORUS
   (Gospellink Records FL-1600)
   "Pass Me Not"

6. I FEEL LIKE GOIN' ON
   KEITH FRINGLE
   (Hope Music HS-6101)
   Tit For Tat

7. LEAD ME
   THE JACKSON SOUTHERNERS
   (Gospelmex R 4193)
   Open

8. ROUGH SIDE OF THE MOUNTAIN
   BARNErs AND REV. JANICE BROWN
   (Atlantic Records 10598)
   Open

9. EDWIN HAWKINS LIVE AT THE OAKLAND SYMPHONY ORCHESTRA VOL. II
   (Myryh 6730)
   "Winna Music"

10. PRECIOUS LORD
    AL DREYER
    (Myryh/GOSPEL 6730)
    Open

11. SACRAMENTO
    COMMUNITY CHORUS
    (Myryh/GOSPEL 6730)
    Open

12. JAM'S CLEVELAND AND THE CLEVELAND SINGERS
    (Myryh 7080)
    Open

13. THE RICHARD SMALLWOOD SINGERS
    (Myryh/GOSPEL 6730)
    Open

14. LORD, YOU KEEP ON PROVING YOURSELF TO ME
    L. ORR
    (Saliva SGL 708)
    "I Love The Lord"

15. WHEN IT RAINS IT POURS
    F.C. BARNES AND SISTER JANICE BROWN
    (Atlantic International Records 10641)
    Open

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

Sparrow, Lamb & Lion Ink Long-Term, Worldwide Distribution Agreement

LOS ANGELES — Sparrow Records has picked up Pat Boone's Lamb & Lion Records with a long-term, worldwide distribution pact. The pact, effective immediately, will have Lamb & Lion product shipped through the Sparrow Distribution network with the latter also handling publicity, advertising and marketing activities.

Lamb & Lion executive vice president John Houghton will coordinate all LP releases through Sparrow, starting with the new "Close-LP" by Wendell Burton and an as-yet-unfilled LP by Debbie Boone in October. Pat Boone, who also serves as president of the label, is also currently on the Lamb & Lion roster.

Other acts whose product was released on Lamb & Lion prior to the split between Sparrow and Pat Boone's Lamb & Lion are:

LAMB & SPARROW — Present at the signing of the distribution pact between Lamb & Lion Records and Sparrow were (l-r): John Houghton, executive vice president, Lamb & Lion; Pat Boone, president, Lamb & Lion; Billy Ray Hearn, president, Sparrow; and Bill Hearn, vice president, Sparrow.

Cash Box August 6, 1983
Jody Powell Set To Address CMA Talent Buyers Seminar

by Lee Stevens


In addition, Wayne McCary of Cum- berland College, Tri-Cities, Fort Atkinson, Maine, chairman of the 1983 Talent Buyers Seminar committee, announced that two panel discussions to air problems from both the agent's and the artist's viewpoints are planned. A two-hour clinic on problems and opportunities created by the rapid development of the video market and a two-hour "rap" session with country music industry leaders will round out the active particip- ation.

Seminar registrants will have special seating privileges for showcases to be held in the Grand Ole Opy House by RCA Records, CBS Records and MCA Records and for an additional three-hour showcase produced by the Talent Buyers Seminar showcase committee. The showcases will spotlight both established and developing artists.

Registration is scheduled in the hotel lobby on Sunday, Oct. 9, from 1-4 p.m. and on Monday, Oct. 10, from 10 a.m.-2 p.m. Tuesday's schedule begins at 9:30 a.m. with the agents panel, moderated by Tony Conway (Buddy Lee Attractions). The artist panel, with Brenda Lee (MCA) as moderator, an event panel, and a dinner address is to be delivered at a 12:30 p.m. brunch. The presidential press secretary to former President Jimmy Carter speaks on "The Show Business" and how media people can get the media to best advantage. 3:15 p.m., Joe Sullivan (Sound Seventy) and Jerry Bailey (MCA) share the limelight as the Grand Ole Opry's Sunday morning Wagon supper is served at 6 p.m., followed by the Grand Ole Opry Spectacular. Three of the seminar's four showcases will be held on Wednesday. The RCA records show kicks off at 10 a.m.; the special talent buyers showcase, at 2 p.m. and the CBS Records show, in the evening at 8:30.

Thursday's activities include the round tables "rap" sessions, overseen by Bette Kaye (Bette Kaye Prods., Sacramento, Calif.), the MCA showcase at 1:30 p.m. and closing dinner, and live performances by country stars at the hotel at 7 p.m.

Republic Airlines, in cooperation with CMA and some 11 other companies, has a 30% discount on air fares for all seminar registrants. "The discount applies to flights in and out of Nashville, scheduled anytime between Oct. 8 and 15, 1983," McCary said. "In order to ensure space availability, we urge everyone to make reservations early." Reservations are made by calling Nashville Express Travel toll free at (800) 824-1457. There is a Sept. 9 deadline for the discount offer. An additional discount on rental cars through National Car Rental is also available at the same number. Participants in the discount air fare program are eligible to win two free round trip tickets on Republic's domestic routes at a drawing Thursday evening.

Country registration for CMA members is $100 advance and $150 late and on-site, non-member registration is $150 advance and $200 late and on-site. Applications or registrations must be received by Sept. 9. Advance registration forms include CMA membership applications. New applicants who attend the Talent Buyers Seminar are eligible to win a complimentary seminar registration.

For information or registration forms, contact CMA Talent Buyers Seminar, Country Music Assn., P.O. Box 22299, Nashville, Tenn. 37202.

Nelson, Murray Named Co-Host CMA Awards

NASHVILLE — Willie Nelson and Anne Murray have been confirmed as co-hosts for the 1983 Country Music Assn. (CMA) Awards Show. The 17th annual edition of country music's most popular and prestigious awards will originate from the Grand Ole Opry House in a live broadcast Monday, Oct. 10. The CBS television network will carry the show from 8:30-10 p.m.

Nelson's decision to accept the invitation to co-host comes as a surprise considering that he declined to attend many previous ceremonies of the CMA and other organizations where he was honored. The leader of the progressive country music movement has been nominated for CMA awards 22 times. In 1976, he shared honors with Waylon Jennings for Vocal Duo of the Year ("Good Hearted Woman"). and with Jennings, Jessi Colter and Tampas for Album of the Year ("Wanted/The Outlaws"). Nelson capped his 1979 with a win in the top category, Entertainers of the Year, where he, "Always on My Mind" took the awards for Single and Album of the Year. This will be Nelson's first hosting job on a major network special.

Canada's Anne Murray was nominated for Female Vocalist honors in 1974, 1979, 1982 and 1981. Her single, "You Needed Me," was nominated for Single of the Year in 1979. Since her first hit ("Snow Bird") in 1970, Murray has become a performer of international renown with worldwide concert tours and television appearances.

Wynette, Nashville Music Community To Cut Benefit LP For Seattle Schools

NASHVILLE — Tammy Wynette will record a duet next month with Dr. Donald Steele, superintendent of schools for Seattle, Wash. Wynette volunteered to do an album cut as part of a fund-raising drive for the Seattle school district's college scholarship program.

The idea of selling an album to raise monies originated with Dr. Steele, who has performed benefits in the past with a local Seattle country band. Hearing of the proposal, several local Seattle corporations donated some $25,000 toward the album's production. Dr. Steele recently flew to Nashville to meet with members of Wynette's organization, who offered to help with the project. As a result, a 10-song album will be recorded Aug. 4-7 at the Sound Emporium Studios in Nashville.

Jerry Taylor, who writes for Wynette's publishing company, First Lady Song, and Dennis Knutson of Merit Music will co-produce the album. George Richey, Wynette's husband/producer, will work in association with the producers on the duet track. Taylor and Knutson have also written 10 original songs for the concert album, entitled "Let's All Pull Together." The story line involves a fictitious Seattle boy who matures from adolescence to manhood. The writers and their respective publishing companies have declined royalty pay- ments for the project.

Roy Clark, owner of Sound Emporium, has provided the facility at a minimal charge to Dr. Steele, and some of Nashville's session musicians have agreed to play for a reduced fee.

"I'm indebted to the Nashville recording industry," remarked Dr. Steele, "I've never seen such kindness. Nashville has heart, there's no question about it, and I'm thrilled to be able to sing a duet with Tammy Wynette."

Wynette explained her willingness to take part in such a project. "I'm the mother of four girls, and I know what being a concerned parent is all about. Education has always been important in my mind, and I believe it should be equal for everyone who wants it and works for it. Scholarship money is becoming harder to get, so I'm glad for this chance to help with Dr. Steele's project. Maybe it'll get some people thinking about what they can do in their own communities."

The unique venture has also drawn comm- ent from President Ronald Reagan's of- fice of Private Sector Initiative in the White House, a program that encourages non- government funding of educational proj- ects. A staff assistant in that office said they were watching the project and, "The President is interested because it does deal with the private initiative program."

Money raised from the sale of the album will provide a scholarship fund for needy high school seniors in Seattle. Dr. Steele expects the albums to be available at $10 each by the beginning of the fall school term.

Hunter Named At Warner Bros.

NASHVILLE — Nick Hunter has been named to the position of vice president, promotion, for the Nashville division of Warner Bros. Prior to the reorganization of the Warner Bros. and Elektra/Asylum in Nashville earlier this year, Hunter served as director of promotion for E/A.

Hunter first joined the Warner Com- munications, Inc. (WCIC) record companies in 1973 as a Nashville promotion manager for Atlantic. He then moved on to stints at PlayBoy Records and MCA Records before returning to the WCI fold in 1980 as E/A's director of promotion.
COUNTRY RADIO HIGHLIGHTS

KNEW — OAKLAND — BOB QUERRA — #1 — E.T. CONLEY
ADDS: S. West, M. Bandy/B. Hobbs, M. Gray, D. Willis
WHK — CLEVELAND — BILL STEDMAN — #1 — E.T. CONLEY
ADDS: B.J. Thomas, J. Denver/E. Harris, C. McClain/M. Giley, L. Mandrell
WSLR — AKRON — RICK CARDARELLI — #1 — E.T. CONLEY
ADDS: J. Denver/E. Harris, D. Williams, R. Milisap, C. Lane, T. Tucker
WDVL — BOSTON — DUNCAN STEWART — #1 — E.T. CONLEY
ADDS: T.T. Hall, D. Williams, M. McDaniel, W. Massey, R. McIntire
KCUB — TUSCON — TIM TYLER — #1 — E.T. CONLEY
ADDS: Nitty Gritty Dirt Band, D. Martin, L. Mandrell

SINGLES REVIEWS

OUT OF THE BOX

WAYLON JENNINGS & JERRY REED (RCA PB-13580)

From the upcoming star-studded album, "Waylon & Company," comes the much anticipated single for this touring duo. Originally a hit for the '60s soul act Sam & Dave, this version is without the funk as Jennings and Reed engage in good natured vocal battle. Sounds like fun!

RICKY SKAGGS (Epic 34-04044)

Skaggs leaves the bluegrass and blue eyes behind for the last single from the "Highways and Heartaches" album. This one is a more mainstream approach with steel, fiddle and harmony still the predominant musical elements in a medium tempo. Highly danceable.

FEATURE PICKS

STEVE WARNER (RCA PB-13588)

TERRI GIBBS (3:10) (Rick Hall Music, Inc. — ASCAP) (W. Aldridge) (Producer: R. Hall)

LEON EVERETTE (RCA PB-13584)

JUICE NEWTON (Capitol SPRO-9686)

NEW AND DEVELOPING

SIERRA (Cardinal CRN 051)

Lead singer E.J. Harris, tenor William Arney and baritone Rodney Painter have harmonized themselves onto the charts twice before with "Keep On Playing That Country Music" and "I'd Do It In A Heartbeat." This one has a simple arrangement of steel guitar and piano that should appeal particularly to rural listeners.

THE COUNTRY MIKE

Cash Box has 13 new stations to its list of reporters, effective August 1. The new additions are: WSFU/Caribou, Maine; WYRK-FM/Buffalo, N.Y.; WHUM/Reading, P.A.; WDONT/Huntington, W.V.; KCJB/Minn.; WBG/Detroit, N.D.; WBCS/FM/Milwaukee, Wisc.; WPAP/Panama City, Fla.; WMTZ-FM/Atlanta, Ga.; WDIA/Columbus, Ga.; KNOE/Monroe, La.; WLKL/Wilmington, N.C.; and WUSY-FM/Chatanooga, Tenn. These stations are among the 109 that provide research in informaiton for the Cash Box Country Sales Report.

KING CRAP SEARCH — Dino DelGallo, morning air personality at WMZQ-FM/Washington, D.C., is searching for Washington's "King Crab" — and the person chosen as the crabbiest will win an Alaskan vacation, providing a chance to sample real Alaskan King Crab. Each morning DelGallo solicits phone calls off-air and is the sole judge of the King Crab daily winner. Each of these winners are then eligible for the trip, supplied by American Airlines/Alaskan Airlines to promote their no-charge fare. Each person who calls in to nominate the "King Crab" of the day receives dinner for two at The Crackin' Crab, a local restaurant. At the close of the contest the most creative and humorous "King Crab" will be awarded the trip, with bosses and husbands being the prime nominees . . . WMZQ-FM was recently voted the area's #1 country station by Washington magazine readers for the third consecutive year. They also received first place award for the Best Local Television Commercial in the station's commercial campaign was a series of sing-along vignettes produced by Eagle Communications in Nashville. Each vignette depicts a humorous situation, narrated in country style, and an artist has been chosen each vignette in the 30 second spots. Single vignettes pulled from the 30 second spots were used at 10 second spots.

SKAGGS TO HOST — Award Winners, a three-hour special produced and distributed by The United Stations for the Labor Day Weekend, will be hosted by country artist Ricky Skaggs. The show will feature artist interviews and music from both Skaggs and Janie Fricke. Produced by vice president/programming/ed Salamon, the show has commitments from nearly 200 stations to air it. Award Winners is the third show in the Six Pack series. The remaining specials include The Family Reunion at Thanksgiving, Christmas Around The Country and Crystal Gayle's Golden Decade On New Year's.

CONGRATULATIONS — WDXE/Lawrenceburg has received the Rocky Stone News Leader Award for its five-minute public affairs show, Accent, produced by Dan Hollander. The award was given for the public service report that showed the most outstanding accomplishment in Broadcast Journalism in 1982. WDXE accepted its award at the UPI-BAT Awards Banquet held at Henry Horton State Park just outside of Nashville.

BOB HANSON — We would like to extend our deepest sympathy to the friends and co-workers of "Uncle Dick" Hanson, air personality/engineer for KFDI/Wichita. Hanson passed away while on the air July 20 from complications of a heart problem he had had for some time. Hanson was 63 years old.

juanita butler
MUTUAL ADMIRATION SOCIETY — MCA artist Don Williams attended a luncheon held recently in Nashville by Jacques Inc. to honor Compleat recording artist Jayne Kennedy. She was in town working on her new album, a follow-up to her “Love Your Body” exercise effort. Easy advice to follow when the body looks right...

CONCERT FANTASY — Lots of fans (and artists) who fantasize about singing on stage with the stars. Margaret Turner, an associate professor at Georgia Tech, expressed that dream to Roy Carter of the legendary Chuck Wagon Gang when she met him during a recent tour. The two, convinced that the group will be invited to take part. Turner was invited on stage to share her harmonies with Ruth Ellen and the Gang. The audience topped off her wild dream with a standing ovation...if there ever was a time Gussie Hardin dreamed about stage appearances, Turner’s is what it comes true in lucky seven. With only one LP and two singles on RCA, such a star appeared with, or is scheduled to, with Hank Williams, Jr. and the Bama Band, Ronnie Milsap, J.J. Cale, David Allen Coe, T.G. Sheppard, Hoyt Axton and Alabama. Even while busy with a solid line-up of concert appearances, Hardin is working in Missouri. Shoals with Fame Studios producer Rick Hall on her next album. Her next single is “Loving You Hurts,” set for August release.

FINGER PICKIN’ GOOD — Amateur songwriters capable of writing extra crispy lyrics should get into Kentucky Fried Chicken’s seventh annual Country Music Songwriting Contest. Past winners (not to be confused with the “Mrs.” brand) have gone on to have their works recorded by such giants as George Jones and Conway Twitty. The national grand prize for the August competition is a recording of the winning song by Johnny Lee which will have nationwide distribution to radio stations. So, with these 37 verses down to a less than 3/4-minute length, record it on a cassette and send it, along with a written lyric and statement of originality, to Kentucky Fried Chicken National Country Music Songwriting Contest, P.O. Box 1014, Tinley Park, Ill. 60477. Entry deadline is Sept. 2.

FILM BIO BREATHLESSLY AWAITED — First there was Middle Aged Crazy based on the Jery Lee Lewis hit. Then came Breathless, based on a Jean-Luc Goddard film and starring Richard Gere as an affan of The Killer. Now plans are being made for a film biography of the pumping pianist entitled Great Balls of Fire. That’s got to be a record for record by one artist whose titles have been used for movies. Michael Rourke, who received great critical press for his role in Diner, is tentatively tapped for the lead role.

SHORT CUTS — Emmylou Harris will be in Nashville the month of October to work with Paul Kennerley (“White Mansions,” Jesse James) in writing a concept album—Steve Clark, a singer-songwriter from Kentucky, has signed with Mercury/PolyGram. Clark has had songs recorded by the Oak Ridge Boys, Conway Twitty and Charley Pride.

ARTISTS’ AID — While Tammy Wynette is preparing to aid in raising money for a scholarship fund (see separate story), other country music artists are also ready to help in fund-raising activities. The Muscular Dystrophy chapter in Fort Worth, Texas has named its Aug. 21 fund-raiser “The Ride,” after David Allan Coe’s hit #1 single. The name refers to participation by motorcyclists in a ride within a 150-mile radius of the city. The noisy caravan will end at Billy Bob’s where, coincidentally (?), Coe is scheduled as the honky-tonk’s featured attraction...The annual benefit show for the Hank Snow Child Abuse Four Cast Posse coming up Aug. 25 at the Grand Ole Opry House. A partial list of performers includes Mickey Gilley, Ricky Skaggs, Jerry Clower and Snow with his Rainbow Ranch Boys featuring Juanita Rose. The benefit evening will be emceed by T. Tommy Cutler. ANTICIPATION — Mel Tillis better be careful. The poster promoting his new single (releasing this week at ITS) just might disrupt the recent Mel’s “Cowboy’s Dream” should coincid with many a man’s dream. She’s Playboy’s January centerfold, Kimberly McArthur. News of this week’s poster release sent our male staff scurrying for back issues of Playboy to see what we might expect to find, legitimately, on our poster wall soon. Tills entertained the Fraternal Order of Eagles at their annual convention in Nashville, July 25, and accepted the check presented by the Eagles for cardiac care programs at Cedar-Sinai Medical Center. The poster will undoubtedly cause quite a few hearts to beat strongly too.

STORY AIRPLAY “ALABAMA ROSE” GOOD777 NORMAN WADE THIS WEEK IN CASHBAX 72 GENERAL DELIVERY RECORDS (615) 327-0440
Nagy, Loredno Named To MUSEXPO Posts

LOS ANGELES — Andy Nagy and Lou Loredno have been appointed MUSEXPO coordinators for Hong Kong and Nashville, respectively. MUSEXPO '83 — the 9th annual International Record and Music Industry Market — was held jointly Nov. 1-4 in Auckland, Australia this year.

As Canadian coordinator for MUSEXPO, Nagy will assist his nation's companies in finalizing their participation requirements, as well as drumming up governmental support for participating firms. He will be based at WAA Records, 9045 Cote de Liesse, suite 201, Montreal, Quebec H9P 2M9. His telephone number is (514) 631-4777.

Nashville coordinator Loredno will handle registrations and any other functions needed for MUSEXPO participation by firms in his area. He will be located at Mandalan International, P.O. Box 120953, Nashville, Tenn. 37212. His telephone number is (615) 298-1484.

Essex To Administer RCA Publishing In Oz

NEW YORK — Essex Music of Australia Pty. Ltd. was named administrator and representative of RCA Publishing, Ltd., its publishing interests in Australia and New Zealand, effective July 1. The announcement was made by Essex, which is the management, marketing and financial arm of RCA, and by Bruce Powell, managing director of Essex.

The artist roster of RCA Limited of Australia includes Lou Reed, The Jacksons, Quincy Jones, Al Stewart, Andy Auld and The Euthymics.

INTERNATIONAL BESTSELLERS

Chrsity Iley

Argentina

BUENOS AIRES — Norberto Tejero, promotion manager of CBS, reported to Cash Box that he completed his first half of the year with a very good sales level (considering the depressed state of the market) and that the sales level has dropped very high, near 30%. He added that this share has been possible through the acceptance by the market of several local and foreign artists.

Tejero also reported that he will be visiting in this country in November or December. Tejero also revealed his faith in Angel Velázquez Peñalver (who is currently working in Buenos Aires and whose LP is receiving plenty of radio promotion on these days.

RCA has launched the "RCA Club" with a first series of releases under its own and the PolyGram, Micotron and Sicamerica logos, at a 29.50 pesos (on three dollars) price tag. Mario Lopez, RCA's marketing manager, reported that more than 3,100 letters and orders were registered with the company during the first six days after the release of the newspaper ad unveiling the new product. The idea includes several direct selling promotions (the amount will grow to 40 in the future) and a third stage of door to door sales.

EMI promotion manager Roberto Playo informs that the latest album by kid artist Luis Miguel has sold over 1,500,000 units and that the singer will probably return this month to Buenos Aires due to the success of his latest tour. The sales expected by the LP, according to Alberto Calderó, is between 150,000 and 200,000 units, really encouraging news. Local artist Cecile Carballo will head the bill at the Obras Stadium next week, and a giant concert to be held in the country some time ago the label, has been blueprint.

Ruben Aprile, head of the Columbia Records Argentina business talks with labels in that country. Micotron is reading the new album by Les Luthiers, a satirical group currently appearing before SRO audiences at the Coliseo Theatre. The LP was recorded with one side including a 72-piece orchestra and has been recorded by three years of these artists in recording studios. Miguel smimoff

Canada

TORONTO — After two SRO nights at the Onto- nazza's showroom, the power of 20,000,000 people, Bruce Cockburn tiadveded to Laconia, N.H. to perform at the Great East Art Festival. There he was the featured artist wrapping up the three day event on Sunday night. Phoebe Snow, David Bromberg, Bette Midler and Marie Arlette appeared. The whole shebang was powered by some sort of state-of-the-art solar energy equipment, both internation- nal and the National Canadian Exhibi- tion Announced this years line-up for the C.E.N. Bandstand. The schedule in- cludes: Diana Ross (Aug. 17), The Beach Boys (Aug. 21), Kenny Rogers (Aug. 22), Loverboy (Aug. 23), Supertramp (Aug. 24, 28), Frank Sinatra (Aug. 27, Styx (Aug. 28) and David Bowie (Sept. 5). To avoid hassles and give everyone a fair shot at Bowie tickets, they'll be sold on a mail order basis only.

CHUM-FM in Toronto recently celebrated its 15th year of existence. It became legendary as one of the pioneering album rock stations in North America with many of its personalities now on larger networks. CBS Toronto recently purchased the New Rock Inn and joined CHUM-FM as a sister station. The owner of Bob Seger recently played two sold-out shows at the Kingswood Music Theatre. This year the singer has also released an album, and his name was included in the line-up for the C.E.N. Bandstand. The schedule includes Hall and Oates, Harry Belafonte, Paul Anka, Asia, Johnny Mathis, Talking Heads, Puff Duffin and Mary and George Benson... The Police Picnic for 1983 is set to roll on Aug. 5. For this third annual such extravaganza, promoters The Gays have lined up local band Blue Peter, The Fixx, Simple Minds, King Sunny Ade from Nigeria, Peter Tosh. Another group which is due to release its "Live in Yugoslavia" album, which would have had the distinction of being the first live LP recorded in the Eastern Bloc to be issued simultaneously in the East and West. However, before it could be shipped, police swooped on both the record company and the distributor and seized 5,000 copies of the album. The reason for this was that the group's live album for the festival in Yugoslavia in- cluded: "So What," a song already banned overseas in the UK.

The Style Council is releasing the first in a series of albums which will be recorded in different parts of the world, with a view to exchanging cultures and ideas. The initial set issued by Polygram is called "The Style Council," 1983.

New Order, which has previously followed a policy of avoiding exposure to the press, perversely had an about turn. And this week, interiews appear with them in most of the U.K. music press.

INTERNATIONAL BESTSELLERS

CHRIS TILLEY

Italy

1. Do You Really Want To Hurt Me — Culture Club — Virgin
2. Billie Jean — Michael Jackson — Epic
3. Jungle Boogie — Chick Corea — CBS
4. Let's Dance — David Bowie — EMI
5. When Will I Be Loved — Linda Ronstadt — CBS
6. I'll Be Your Baby Tonight — Aretha Franklin — Atco
7. I Like It — Gianna Nannini — RCA
8. What's Wrong With Me — KC and the Sunshine Band — CBS
9. Let Me Be There — Olivia Newton-John — RCA
10. Don't Believe In Me — Fergie and the Blue Flames — CBS

1. You And Me Both — Yazzoo — Mute
2. Funtastic — O'Brian — CBS
3. Let's Dance — David Bowie — EMI
4. Queenie — Gianna Nannini — RCA
5. Electric Ladyland — Jimi Hendrix — CBS
6. The Shadow Of Your Smile — Thelma Houston — CBS
7. The Luxury Gap — Heaven 17 — EMI
8. You Make Me Feel Like Having Sex — Heaven 17 — CBS
9. Flashdance — Soundtrack — Casablanca
10. Melody Maker
EARTH TO ANGEL — Doosie Williams’ Earth Angel, a musical about the trials and tribulations revolving around that song. Williams’ early career and his Dootone Records, will open Thursday, Aug. 4, at the Off-Broadway Showcase Theatre in Studio City, Calif. Thursday is also Williams’ 74th birthday. The piece, written and directed by new singer-songwriter Clayton “SL4Ck” Norby, is a spoken-word commentary of recording on video music channels, claiming racist policies are followed. Pictured here are (l-r): Jerry Blaze and Cliff Liles of the group, James, and Steven St. James and Mark Torian of the group.

THE RHYTHM SECTION

TOP 75 ALBUMS

RAT ON — Funk superstar Rick James congratulates fellow Motown recording act Kenny and the Dirty Rat for having its video clip aired on the syndicated television program M.J. Vine’s “Beverly Hills 90210.” The new show is “Brown Sugar” with a smoky spoken-word commentary of recording on video music channels, claiming racist policies are followed. Pictured here are (l-r): Jerry Blaze and Cliff Liles of the group, James, and Steven St. James and Mark Torian of the group.
A&M Windham Hill Ink Agreement

Having scored major market success with some of its releases and considered to be the cathedral of jazz specialty labels because of the high production, pressing and packaging, the label plans to continue manufacturing records, and the company will go on pressing the product at Record Technology, Inc. on Queen I and II vinyl stencils. The LPs are carefully selected, and the vanilla theirs will be half-selected, over Windham Hill winter—LPs and cassettes will carry a $9.98 list price.

Commenting on the new agreement, Ackerman said, "Because of A&M's production force and experience, we are confident that the change it underwent in moving from independent to branch distribution, the label we could have allied ourselves with."

"A&M's promotion and marketing skills will be a major plus," Ackerman continued, "rather than usual, what we have been doing at Windham Hill since our formation in 1970."

A&M's Friesen commented: "The tremendous success that Windham Hill has already achieved grew out of its exuberant and creative culture. At Windham Hill, they have a reputation for unique music of the highest caliber, and we are proud that they have chosen A&M to help facilitate their further expansion."
FORMERLY D. GOTTlieb & CO.

Mylstar Name Change Signals New Direction, Wider Horizons

by Jeffrey Resnner

LOS ANGELES — A few weeks back, pioneer coin-op company D. Gottlieb & Co. underwent a radical transformation by simply changing its name to Mylstar Electronics, Inc. (Cash Box, July 23). D. Gottlieb, long respected as one of the most prestigious manufacturers of pinball machines and — with the success of its cute "Q-bert" — a stellar light in the video game industry, decided to switch to the new name several months ago after more than 400 monikers were examined. According to the Northlake, Ill.-based concern, the name aims to " evoke a vision that is brilliant, far-reaching and unique."

"The reasons for the change were really very simple and very basic," remarked Boyd Browne, president and chief executive officer of the firm, which is owned by Columbia Pictures Industries. "We are the electronics entertainment arm of Columbia, and the new name just positions us to go in any direction the microprocessor technology might take us. The technical work we've done in microprocessors indicates there are a number of opportunities to take. Our base business is in coin-operated amusement games, and we feel it's a very viable, profitable business. We're committed to it."

Although the renaming is obviously intended to change the company's identity, pin game enthusiasts who worry the new name may somehow change the status of the firm's well-known line of pinball units can relax. Browne said all future pin machines issued by the factory will be labeled "A Gottlieb pinball game by Mylstar."

The gamemaker recently released "Amazon Hunt" and "Rack 'Em Up," two machines in...
... Another of the many promos for the current Bally Midway "Journey" video game was scheduled for July 28 in San Jose, Calif., and it was expected to attract about 6,000 people. Event was a softball game between members of the rock group Journey and staffers from radio station KOME, with proceeds going to the Jennifer Bridgefabulous Breast Cancer Foundation and the Tony Martell Foundation for Leukemia Research. Advertising and sales promotion manager Jim Jarecki, who's been involved in coordinating a multitude of promotions for the game all over the country, also told us about a special promo co-sponsored by Bally Midway and the Space Shuttle America. The event is a prelude to the rock group's July 30 outdoor concert in San Francisco. Bally Midway has really gone all out in the promotion of the game this year. There's been a lot of great prizes offered, ranging from "Journey" video games to journeys in the form of trips to exciting places.

Mark your calendars. Dates of the 1983 Amusement Operators Expo (AOE) are March 9-11 at O'Hare Expo Center, Chicago, Ill. As reported by Conference Management Corp. of Norwalk, Conn., the show's management firm, next year's convention will see a repeat, by popular demand, of the Distributor's Preview (which allows visitors access to the exhibit area on a more private basis before it is opened to convention-goers). Children under 18 were not permitted at the '82 show, but, as a result of an AOE poll, this rule will be modified in '84 to permit these youngsters into the exhibit hall from 2-4 p.m. on Saturday, March 11. However, anyone in this age group will not be admitted at any other time during the run of the show. Further information may be obtained by contacting Conference Management Corp., at 17 Washington St., Norwalk, Conn. 06856 or by phoning (203) 852-0500.

The latest entry in the Midway pinball game, "Goldball," is now in full production at the plant, as we learned from marketing vicepresident Tom Nieman. The model's already a hit, in whom?

Here's word from SMS Manufacturing Corp. of Point Pleasant, N.J., about its brand new conversion kit, which will convert current poker games to billiard games and is also available as a completely assembled game. For further info, contact SMS at 3 Broadway, Point Pleasant Beach, N.J. 08742 or phone the toll-free number (800) 221-0138 (outside N.J.).

Good news. Nu Look products is alive and well in Florida, as reported by company president Rick Hoffman. Firm received a big break after a two-year setback, which was the result of a paralyzing fire. Hoffman advised that he has added a number of new products to his line-up and is currently scouting around for U.S. and Canadian distributors to strengthen the firm's network. Further details may be obtained by contacting the company at P.O. Box 4678, Hollywood, Fla. 33023 or by phoning (305) 981-9330.


day that "Donkey Kong" began to get going. The Donkey Kong and "Pac-Man" kicked off a series of follow-ups such as "Ms. Pac-Man," "Baby Pac-Man" and "Professor Pac-Man," said Browne. "They are not a sequel to the original games. They are a re-think, a re-approach with a Q*bert that jumps backwards type of thing. We want to take the character and use it in different adventures and find different adversaries.

Add to that the recent release of the fantasy movie "Quest," which plans to produce games translated from other Columbia Pictures' movies, and it becomes clear that the name change to Mylstar was not simply a public relations move—it marks the transition of the company from purely an "amusement machine manufacturer" to an even more dynamic entertainment force.

LAMOA Gives Games To Special Olympics

CHICAGO — The Louisiana Amusement and Music Operators Assn. (LAMOA), on behalf of the amusement machine industry, has donated 24 of the most popular经营 machines to the recreational facilities at the tent city in Baton Rouge, La., which is set aside for the athletes who are participating in the 1983 International Special Olympics.

With the machines set on "free play," participants in the event can test their skills on such familiar video games as "Ms. Pac-Man," "Donkey Kong," "Xevious" and "SuperZax" among others. As reported by LAMOA, this unique game room is proving to be a big attraction and a very popular gathering place for athletes during their free time.

Providing video games for such events is a policy of the operators, distributors and manufacturers of the amusement machine industry.

Williams Dividend

LOS ANGELES — The board of directors of Williams Electronics Co. has declared a regular quarterly dividend of 15 cents per share of common stock. The dividend will be payable on Aug. 17 to stockholders of record at the close of business July 23.

SERVICETIPS

The following service tips were submitted by Bill Doherty, the subject editor Filter Board Specialist on "Alpine Ski," "Wild Western," "Jungle Hunt" and "Frontline.

The master reset signal on the above games is inverted by Q1 on the Filter Board. If the game is intermittedly resetting itself, the likely signal would be this transistor. The procedure to diagnose the problem is as follows:

Use a logic probe or a meter to look at your reset signal. There are three VI connectors on the Filter Board. Pin one on the VIA connector (a white wire) is the reset signal. On the top V1 connector ("B" or "O") is the reset signal. On the top V1 connector ("D") is the reset signal. On the top V1 connector ("E") is the reset signal.

For a real-time power up, then high (5+V) and stay high. This signal comes from the power supply. On the "fast" power up, then high (5+V) for two seconds after power-up, then low (5V) and stay low (5V). This signal comes from the power supply. On the "slow" power up, then high (5+V) for two seconds after power-up, then low (5V) and stay low (5V). This signal comes from the power supply.
New Equipment

Wandering Bear
“Crystal Castles,” a colorful new adventure game featuring the journeys of Bentley Bear — who goes from crystal castle to crystal castle looking for precious rubies — has just been released by Atari. Mapped to the game, secret time warps add up to an intriguing adventure for both the player and Bentley. Bentley’s journey moves along ruby-paved roads through the crystal castles, all the time gathering the precious gems while trying to avoid various challenges. He must avoid Gum Eaters that try and gobble his treasures, scary trees that chase him and giant crystal balls intent on running him down. His archenemies, Berthilda the Witch, comes to life every fourth week — at her castle, her fortress, her palace and her dungeon. Points are scored by collecting gems, eliminating Berthilda, grabbing a honey pot to partake of its contents and picking up the last gem of a wave. The game features 10 levels of play, all in brilliant contrasting color with four castles, or play fields, per level. There are 16 play fields in all.

The caterpillar-like Gum Eaters are harmless and can be knocked out of the picture while they are swallowing gems, but are deadly at other times. Trees can be stopped in their tracks if Bentley leaps over them. Luckily, Bentley’s got some magic of his own when he wears a special hat found in some of the castles. While wearing the magical hat, Bentley can run through his opponents and temporarily dispose of Berthilda. However, the magic of the hat wanes, and when it disappears, so does Bentley’s safety.

Then there’s also the honey pot, but it is protected by a swarm of bees appearing every few seconds. Grabbing the honey is worth points for Bentley, but getting surrounded by swarm means curtains for the bear.

A special glow-in-the-dark track ball adds a magical touch to the game’s cabinet. The “Crystal Castle Hall Of Fame” holds the initials of 250 high scorers, and a special honor is in store for the top player — his initials become “engraved” in the first castle.

Trekkie Conversions

New from Sega Electronics this week is a Deluxe Kit that will allow distributors and operators to convert any upright game into a version of the company’s “Star Trek” Strategic Operations Simulator.

The “Star Trek Deluxe Kit” includes an X-Y color monitor, game electronics, unique player controls, harnessing, power supply and graphics for logo, side panels and control panel.

“Their program is, unfortunately, a great deal of non-productive equipment on location, which is a tremendous drag on per game earnings,” said Bob Rosenbaum, Sega’s vice president, marketing and sales. “Sega’s new Star Trek Deluxe Kit is our way of lending a ‘helping hand’ with an opportunity to rejuvenate old equipment and generate high cash flow with little cash investment.”

Further information on the Star Trek Deluxe Kit may be obtained from authorized Sega dealers or from the factory.

OMAA ‘83 HIGHLIGHTS — More than 100 operating companies, major manufacturers and distributing companies sent representatives to the annual convention of the Ohio Music & Amusement Assn. (OMAA), held June 16-18 in Columbus. New officers, awards ceremonies, seminars and exhibits highlighted the event. Pictured in the top row are (l-r) new OMAA officers Richard E. George of Painesville’s Roy George Music (president), Larry Van Brackle of Defiance’s A. Van Brackle & Sons (first vice president), Harold Laughlin of Athens’ Laughlin Music & Vending (secretary), Norman Borkan of Bolon’s The AAV Cos. (treasurer) and James H. Hayes of Dayton’s Gem Music (chairman of the board) taking the oath of office from Ohio Attorney General Anthony J. Celebrezze, Jr.; George presenting OMAA’s Honorary Buckeye Award to Sega Electronics’ chief executive officer Frank Fogelman as OMAA executive vice president Paul Corey looks on; Benny X. Goldffly of Dayton’s JCS Enterprises receiving the Good Neighbor Award from George; and Amusement Games Manufacturers Assn. (AGMA) executive director Glenn Braswell delivering the keynote address. Pictured in the bottom row are (l-r): Amusement & Music Operators Assn. (AMOA) secretary John Estridge of Southern Games in Lewisburg, Tenn., presiding over one of the sessions; a gathering of representatives from Bally Midway, Sega Electronics, Mylstar Electronics, Stern, Atari, Williams and Taito America with OMAA education chairman C.B. Neagard (second from right) at the convention’s “Technicians Lane”; Bally Midwest vice president-engineering John Murman, Hall of Fame baseball player Willie Mays, Chicago’s Aldrin’s Castle vice president Bernard Powers and Dick Gilger of Bally’s Central Ohio Sales at the third annual Edward Shafter Memorial Golf Tourney; and Lorain Music’s Richard Zappa, Cleveland Browns running back Mike Pruitt, Elum Music’s Edward Elum and Minnesota Vikings’ safety Tom Hannon at the golf tourney.

Atari Wins A CLIO

MLPITAS — Atari, Inc. has won a CLIO award in the Cinema Advertising category for its “Dig Dog” Screen Vision commercial. The CLIO awards, held in New York City, are recognized worldwide as the “Academy Awards” of the advertising industry.

The winning commercial, produced by the New York City-based advertising agency Young and Rubicam, literally brought the video characters to life. Other nominees in the Cinema Advertising Category included Mattel, AMC-Jeep and Activision.

Bally Mfg. Stock Statement Activated

LOS ANGELES — Bally Manufacturing Corp. announced last week that its Registration Statement covering up to two million Common Stock Purchase Warrants to purchase up to two million shares of Common Stock was declared effective 10 a.m., July 7. Bally Manufacturing intends to offer the Warrants from “time to time at prices to be then determined,” according to a company statement. The Warrants have been accepted for listing on the American Stock Exchange.

AMOAE XPOSITION 1983

..."Reflecting A Proud Industry"...

INDUSTRY NEWS

THE RIVERGATE, NEW ORLEANS, LOUISIANA
HILTON HOTEL, HEADQUARTERS

OCTOBER 27-30, AMOAE EDUCATION PROGRAMS
OCTOBER 28-29-30, INTERNATIONAL EXPOSITION

AMOAE’s International Trade Show for Coin-Operated Games, Music, and Allied Products
**MANUFACTURERS' EQUIPMENT**

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

**CENTURI**
- Pleiades (7/81)
- Vanguard (9/81)
- Challenger (11/81)
- The Pit (3/82)
- Loco-Motion (3/82)
- D-Day (3/82)
- Tunnel Hunt (7/82)
- Swimmer (10/82)
- Time Pilot (12/82)
- GyruS (5/83)

**CINEMATRONICS**
- Solar Quest (10/81)
- Jack The Giantkiller (4/82)
- Naughty Boy (5/82)
- Cosmic Chasm (4/83)
- Dragon’s Lair, laserdisc (7/83)

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

**DYNARO**
- Li’Hustler (12/81)

**EQUIXY**
- Venture (8/81)
- Mousetrap (12/81)
- Victory (2/82)
- Pepper II (6/82)
- Whirly Bucket non-video game (11/82)
- Hardball (12/82)
- Fax (5/83)

**GAME PLAN**
- Megaطالب (9/81)
- King And Balloon (10/81)
- Enigma II (10/81)
- Kaos (11/81)
- Pot Of Gold (2/82)
- Hold ’Em Poker (3/83)

**GAMETECNICS**
- TRIPool (1/83)
- GDI
- Red Alert (10/81)
- Si1ther (8/82)

**GOTTLEIEB (see MYSTAR)**

**INTERLOGIC, INC.**
- ROC ’N’ Rodeo (8/83)

**INTREPID MARKETING**
- Beezer (1/83)

**MYSTAR**
- New York, New York (2/81)
- Reactor (7/81)
- Q’bert (12/82)
- Mad Planets (3/83)
- Krull (5/83)

**NAMCO AMERICA**
- SweetLicks (4/82)

**NICHIBUTSU USA**
- Frisky Tom (1/82)
- Rug Rats (3/83)
- Crazy Climber ’81
- Moon Shuttle (8/83)

**NINTENDO**
- Donkey Kong Jr. (8/82)
- Popeye (12/82)
- Mario Bros. (6/83)

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

**ROCKON**
- Nickelodeon Mini-Mine (2/82)
- Rocker Racer (3/83)

**SEGA/GREMLIN**
- Space Odyssey (7/81)
- Space fury (7/81)
- Frogger (9/81)
- Eliminator (12/81)
- Turbo (1/82)
- 005 (1/82)
- Eliminator-2-player (2/82)
- Zaxxon (4/82)
- Turbo Mini-Upright (5/82)
- Zektor (5/82)
- Subroc-3-D (8/82)
- Pengo (10/82)

**TAC/SCAN**
- Buck Rogers (12/82)
- Super Zaxxon (12/82)
- Monster Bash (12/82)
- Star Trek (2/83)
- Star Trek, cockpit (2/83)
- Champion Baseball (6/83)

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

**STERN**
- Super Cobra (7/81)
- Moon War (10/81)
- Turtles (11/81)
- Strategy X (11/81)
- Juggler (2/82)
- Frenzy (5/82)
- Tazz-mania (5/82)
- Tutankham (7/82)
- Dark Planet (11/82)
- Lost Tomb (2/83)
- Bagman (2/8)
- Mazer Blazer (3/83)

**TACITO AMERICA**
- Colony 7 (7/81)
- Colony 7 Trilline (7/81)
- Moon Shuttle (6/81)
- Moon Shuttle Trilline (8/81)
- Qix (10/81)
- Qix Trilline (10/81)
- Lock ’N Chase (10/81)
- Grand Champion (12/81)
- Alpine Ski (3/82)
- Wild Western (5/82)
- Electric Yo-Yo (5/82)
- Kram (5/82)
- Space Dungeon (7/82)
- Jungle King (9/82)
- Jungle Hunt (11/82)
- Front Line (12/82)
- Zoo Keeper (4/83)

**THOMAS AUTOMOTIVES**
- Triple Punch (6/82)
- Oil Boa Chu (7/82)

**WILLIAMS**
- Joust (10/82)
- Bubbles (3/83)
- Motorace USA (7/83)

**GAME PLAN**
- Shark Attack (5/81)

**GAMETECNICS**
- Tri-Pool (1/82)
- Thetlief (4/82)
- Si1ther (8/82)

**GOTTLEIEB (see MYSTAR)**
- O’bert (6/83)

**SEGA/GREMLIN**
- Carnival
- Space Firebird
- Astro Blaster (4/81)
- Frogger (11/81)
- Zaxxon (5/82)
- Pengo (1/83)
- Champion (6/83)

**STERN**
- Berzerk (2/81)
- Scramble (5/81)

**TAITO AMERICA**
- Crazy Climber (5/81)
- Zaxxon (10/81)
- Qix (10/81)

**THOMAS AUTOMOTIVES**
- Triple Punch (6/82)
- Oil Boa Chu (7/82)

**WILLIAMS**
- Joust (10/82)
- Bubbles (3/83)
- Motorace USA (7/83)

**PHONOGRAHs**
- Centur 2001
- Lowen-NSM Consul Classic
- Lowen-NSM Prestige ES-2
- Lowen-NSM Festival
- Lowen-NSM 250-1
- Rock-Ola Grand Salon II Console (9/80)
- Rock-Ola 484 (11/80)
- Rock-Ola 451 Max 2 (1/81)
- Rock-Ola Deluxe (10/81)
- Rock-Ola 498 (10/82)
- Rock-Ola 476, furniture model
- Rowe R-85 (10/80)
- Rowe Jewel
- Rowe R-87 (10-82
- Seeburg Phoenix (12/80)
- Stern/Seeburg Da Vinci (7/81)
- Stern/Seeburg W/MG (11/81)
- VMI Startime Video Jukebox

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

**CONVERSION KITS**
- Bally Midway, Pac-Man Plus (12/82)
- Centuri, Guzzler
- Coinmaster, Brix (1/83)
- Intrepid Marketing, Encore Retro-Kit (1/83)
- Data East, Burger Time
- Data East, Bump ’N Jump (2/82)
- Data East, Multi Conversion Kit
- Exidy Orbitron (2/83)
- Exidy Pepper II (8/82)
- Exidy Retrofit
- Mystar/Gottlieb, Royal Flush Deluxe (5/83)
- Interlogic R’N Rodeo (6/83)
- Rock-Ola, Bubbles
- Rock-Ola, Nickel
- Rock-Ola, Eyes
- Rock-Ola, Survival
- Rock-Ola, Mermaid
- Naughty Bums, Finky Tom (12/83)
- Nichibutsu, Rug Rats (3/83)
- Sega, Taco/Scan (9/82)
- Sega, Monster Bash (11/82)
- Sega, Super Zaxxon (1/83)
- Sega, Lost Tombs (2/83)
- Stern, Pop Flyer (3/83)
- Universal, Lady Bug
- Universal, Mr. Do

**COCKTAIL TABLES**

**COCKTAIL TABLES**

**AMSTAR**
- Phoenix

**ATARI**
- Tempset (10/81)
- Dig Dug (4/82)

**BALLY/MIDWAY**
- Omega Race (8/81)
- Omega Race Mini-Mine (8/81)
- Omega Race in capsule (8/81)
- Galaga (11/81)
- Galaga Mini-Mine (11/81)
- Kick-Min-Mine (1/82)
- Ms. Pac-Man (2/82)
- Ms. Pac-Man Mini-Mine (2/82)
- Bosconian (2/82)
- Bosconian Mini-Mine (2/82)
- Tron (8/82)
- Tron Mini-Mine (8/82)
- Solar Wolf (8/82)
- Solar Fox Mini-Mine (8/82)
- Satan’s Hollow (10/82)
- Blueprint (11/82)
- Blueprint Mini-Mine (11/82)
- Super Pac-Man (11/82)
- Burger Time (11/82)
- Domino Man (12/82)
- Baby Pac-Man, playfield (12/82)
- Bump ‘N Jump (2/83)
- Journey (4/83)
- Mappy (4/83)
Rescuing deserted housing in the South Bronx is part of what the Erma Cava Fund is all about. Then they turn it into comfortable, affordable housing for seniors in the area.

Daryl Hall & John Oates found this ongoing project a worthy one indeed. In fact, they contributed two one-thousand dollar awards to the Erma Cava Fund. 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 Hall & Oates, Voices and Private Eyes, were the albums. Electric Lady and Hit Factory were the recording studios, and the seniors 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 Hall & Oates, Electric Lady, Hit Factory, and to all of the other outstanding recording professionals who've earned the Golden Reel Award.