EIGHT STORIES YOU’LL NEVER COME DOWN FROM.

High-Rise
Ashford and Simpson

Featuring the hit single,

ON RECORDS AND HIGH QUALITY XDR CASSETTES FROM CAPITOL. WHERE THE ARTISTS OF THE 80'S ARE PERFORMING.
This hot, balmy summer has found most people retreating to the beaches, pools and the relative cool of their own homes, perhaps turning into a baseball game on the radio or TV or simply listening to one of the season’s most popular records. A look at the charts shows that a number of these hits are soundtracks, or hit singles from soundtracks, to hit motion pictures.

This week, for example, PolyGram’s Flashdance, the LP to the long-running movie, holds steady in the number three position, led only by The Police’s “Synchronicity” and Michael Jackson’s “Thriller.” After 21 weeks, the title track, ”Flashdance... What A Feeling,” remains on the Top Five, while the second single, Michael Sembello’s “Maniac,” moves up to #4 bullet after 12 weeks.

Another PolyGram soundtrack, Staying Alive, from the long-awaited sequel to Saturday Night Fever, climbs to #7 bullet on the Pop LP charts, as the second single, Frank Stallone’s “Far From Over,” jumps to #33 bullet. Close behind at #35 bullet is Rita Coolidge’s “All Time High,” the theme from Octopussy, another of the summer’s hit films.

In some cases, most notably Flashdance, the soundtracks themselves contributed heavily to the success of the motion picture. This is a significant fact to remember in a summer where a number of films have not lived up to their box office potential.

In an editorial in the May 21 issue, Cash Box stated, “...soundtrack albums could well put some sizzle into the record industry’s season.” With two of those presently in the Top 10, it’s safe to say that has come to pass. We’ve been fortunate to have product strong enough to keep people dancing from the movie theatres’ aisles and into record stores. It’s been a hot summer, indeed.

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**ON THE COVER**
- “It’s a long way to the top if you wanna rock ‘n’ roll,” AC/DC proclaimed in one of its many memorable anthems. However, it was an amazing climb from the pubs Down Under nearly a decade ago to world rock stardom. Starting with its very first Australian LP, “High Voltage,” AC/DC established a massive following in Oz, catapulting them onto a conquering trek about the world.

The road, as it has for many great rock acts, has taken its toll, with Bon Scott being one of its casualties. But like the Phoenix, AC/DC rose and came “Back In Black” with Brian Johnson, whose gravelly roar has taken the man of Bon proud. More recently, original drummer Phil Rudd departed and 20-year-old Manchester, England native Simon Wright joined the troops just in time for the band’s forthcoming U.S. tour, due to start in late September. Perpetual schoolboy guitarist Angus Young and his mates are ready to electricity audiences with “Flick Of The Switch,” their newest Atlantic LP.
**Associated Files Suit Against Motown Over Arizona Distrib**

by Fred Goodman

NEW YORK — Associated Distributors, Inc. of Phoenix, Ariz., has become the third independent distributor to sue Motown Records over its switch to MCA Distributing. During July, the Maryland-based Schwartz Bros. and Dallas’ Big State both filed separate suits against the label.

The suit by Associated was described as “very similar to the Schwartz Bros. suit” by attorney Doug Carter of the Washington, D.C.-based firm of Ahalt, Kragen, Kragen and Co., and is being handled by Ken Kragen, Kragen and Co., Rogers’ management firm; Gibb, Parton, Rogers; and Sandy Gallin, Katz Gallin, Parton’s management firm.

**Analyst Suggests Changes in Pricing, Returns Policies**

by Michael Martinez

LOS ANGELES — Current pricing and returns policies employed by record companies and prerecorded tape manufacturers are “suboptimal,” according to Barry Alan Bessman, a vice president and financial systems management analyst. Instead, he claims that a more “optimal,” or profitable pricing and returns policy would be to permit 100% returns at partial credit.

He draws his conclusions in an academic article, titled “Optimal Pricing and Returns Policies for Perishable Commodities,” set for publication soon in an academic journal. Pasternack, executive director of the Center for Professional Development at California State University, Fullerton, employs a mathematical formula that is mind-boggling to laymen, but he says could serve as a blueprint for record manufacturers’ financial teams to create pricing and returns systems to best serve a multi-record environment.

The model formula he claims proves his premise takes into account such factors as the number of units to be manufactured per unit, per unit, selling price, selling price per unit by the retailer, goodwill cost per unit due to stockout incurred by retailer and the additional goodwill cost per unit due to stockout that is incurred by the manufacturer. His paper notes that pricing is usually established based on the basis of cost or what the market will bear, two techniques ignoring the “downstream” effects of pricing.

“The manufacturer sets the prices charged to the retailer (or distributor) that affects the purchase decision made by the retailer,” the article explained. “This, in turn, affects the price and availability of the product to the consumer and therefore the manufacturer’s total profit.”

In further explaining the relationship between price and retail purchasing, the article said retailers sell the commodity until the inventory is depleted or shelf life exhausted.

“In the case where inventory is depleted, the goodwill cost associated with unsatisfied demand is unsatisfactory is assumed to be partially incurred by the retailer and partially incurred by the manufacturer,” the article said, continuing that when inventory remains beyond the shelf life, that, under current policies, a certain amount can be returned to the manufacturer for partial credit on total volume and that the balance of that inventory must be disposed of at salvage value.

Pasternack pointed out that prior to the ’80s, most record companies allowed for unlimited returns at full credit, creating a situation where dealers often overstocked product and later had huge returns.

He said that such an approach proved suboptimal for manufacturers, as companies revised their returns policies to stem the tide of returns that mounted in the late ’70s. The analyst also said that a no-returns option was also not optimal.

Pasternack’s article said that “limiting returns to a percentage of sales may allow for an optimal policy to be developed, however, it is shown (in his paper) that such a policy will not be optimal in a multi-retailer environment.”

“Limiting returns to a fixed percentage,” Pasternack told Cash Box, “has a net effect of causing the dealers to under-order. The returns policy, however, could be good for Licorice Pizza, but not for Sam Goody.”

Most companies adopted limited returns for tapes dating in the early ’80s at an average of about 20%. Pasternack’s paper asserts that it demonstrates “an optimal policy in the...” (continued on page 20)

**Recent Comedy LPs Create Interest In Neglected Field**

by Jim Bessman

NEW YORK — Though it does not yet rival the golden comedy record age of the early ’60s, the last few years have seen an increase in comedy product with successful LPs by major artists as well as releases of older material by both suddenly hot comedians and timelessly funny old masters. But as with regular music product, the continued strength of the genre also depends largely on fresh talent, and several labels have recently put out debut albums by established or upcoming comedians and have also promoted them heavily.

Rhino Records, the offbeat Los Angeles-based indie, has regularly included comedy product in its release schedule. From the vantage point of head of sales Gary Stewart, there has indeed been a recent “upswing” in comedy product release after the “void of the last few years,” which he attributed to a lack of comic personalities on the level of Eddie Murphy and Joan Rivers.

Now, however, Stewart finds many such personalities emerging via regular television comedy outlets, particularly David Letterman’s show.

Frank Gudas, who produces The Laugh Machine syndicated comedy program for Progressive Radio Network, also observed the recent increase in comedy product release. “I think a lot of it has to do with the resurgence of the club scene in the last couple years,” said Gudas. “New and reissue — by Monty Python, Rodney Dangerfield, Robin Williams, Eddie Murphy and Steve Allen, as well as...” (continued on page 21)

**Sony Danspak Vid 45 Highlights Unsigned Artists**

by Michael Glynn

LOS ANGELES — Despite an improved economy, in general, and brighter outlook for record sales, in particular, the risks involved in signing an unknown act to a recording contract are no less now than in the past. Still, the chances of breaking a recording act would seem considerably greater than unknown music video talent.

The market for music video programs is acknowledged to be quite small, albeit growing, thanks to MTV and the host of imitators it has spawned (i.e. NBC’s Friday Night Videos, Turner Broadcasting System’s Night Tracks, etc.). But in comparison to radio, those outlets for exposure are still few in number and, like radio, they rely chiefly on major label product.

That, however, has not deterred Sony Video Software from continuing to give a shot to largely untied music video artists. This week, Sony ships a Video 45 entitled Danspak, a compilation of five clips by New York-based experimental and electro-dance acts Man Parrish, Shox Lumina,... (continued on page 14)

**STRUTTING TO BMI — EMI America/Liberty recording group Stay Cats recently affiliated with Broadcast Music, Inc. (BMI). The group will be leaving shortly for a European tour. Pictured at the signing are (l-r): Allan McDougall, executive, writer-publisher relations, BMI; and Slim Jim Phantom, Brian Setzer and Lee Rocker of the group.**

Cash Box/August 20, 1983
BUSINESS NOTES

Beach Music Radio Special Set

LOS ANGELES — More than 22 markets in a six-state area have been cleared for airing the first annual Beach Music Awards special, a 90-minute program that is being sponsored by Miller Brewing Corp., Hawaiian Tropic Lotion and Beach Music Records, which released an LP on the special in July.

Taped live at the Chevron Auditorium in Myrtle Beach, S.C., performers such as James Brown, the Tams, the Drifters, the Clovers, Maurice Williams, the Embers and others will be represented during the special. Celebrity hosts include Willie Aames, Linda Blair and Richard Henry.

States covered in the initial presentation include South Carolina, North Carolina, Virginia, Georgia, Louisiana and Alabama. The first airing of the special was at WCYB/Bristol, Va., July 31. The special is currently set to air throughout August and into September.

Executive producer on the project was John X. Aragona with the Beach Music Assn. and was developed by International Home Entertainment (IHE) in Los Angeles. Aragona is already in pre-production for the second year's award program — IHE's Bob Levinson supervised production of the special and the company also has directed marketing through Nancy Sain of IHE.

Cable TV Music Service Set For U.K.

LONDON — CableMusic, which has set up at the beginning of this year by a group of companies in the U.K. entertainment industry (led by the Virgin Group) to provide the European cable network with a 24-hour music service, has negotiated an arrangement with a group of cable operators to provide a late night, weeknight music program. According to the Warner Communications Record Group, which announced the introduction of the music service, its prerecorded cassettes are now of the highest quality on the market.

The Dolby HX Professional process allows the cable tape to accept a wider dynamic range of material from the master tape and better reproduce higher frequencies. High frequencies can be cleanly recorded at levels of up to six db more than attainable through normal means, due to Dolby HX circuitry's ability to instantly monitor the signals being recorded and adjust bias to optimum levels. These benefits are discernible on any tape equipment without the need of decoding during playback as in other Dolby processes.

WEA Picks Dolby HX Pro Process For Cassettes

NEW YORK — WEA Manufacturing, which duplicates cassettes for NEA records product, is now using the Dolby HX Professional electronic duplicating process by which audio frequencies are of the highest quality and playback equipment. According to the Warner Communications Record Group, which announced the introduction of the new manufacturing process, its prerecorded cassettes are now of the highest quality on the market.

FOR SALE

MCA Has Strong Half Despite 2nd Quarter Drop

NEW YORK — Despite a drop in revenues in the second quarter, MCA Inc. boasted to its highest first half revenues and income for the six months ended June 30. The record company has posted earnings of $43.5 million for the second quarter and $78.3 million for the first half.

For the six months ended June 30, MCA Inc.'s revenues were $782.3 million as compared to $578.1 million for 1982; operating income was nearly $97 million as compared to $84.1 million for 1982 and net income was $76.2 million, or $1.59 per share, as compared to $62.9 million or $1.32 per share, for 1982. For the three months ended June 30, revenues were $351.4 million as compared to $352.8 million for 1982, operating income was $44.3 million as compared to $53.7 million for 1982, and net income was $37.2 million, or 78 cents per share, as compared to $38.6 million, or 81 cents per share, for 1982.

Revenues for the records and music publishing division for the six month period were $71.5 million as compared with $79,516 for 1982. Operating income fell from the 1982 level of $12.1 million to $1.4 million. During the second quarter, the division realized an operating loss of $2.2 million.

NARAS Sets National Membership Drive

LOS ANGELES — A national membership Outreach Program, designed to substantially increase the number of NARAS membership, has been established by the National Academy of Recording Arts and Sciences (NARAS), according to newly elected NARAS president Michael Melvin.

In a move to reach more members, NARAS is increasing its membership from 150,000 to 200,000, Melvin said. melvin's goal is to increase the number of members by 50 percent in the next year. the program will be launched in the spring of 1983. the program will be launched in the spring of 1983. the program will be launched in the spring of 1983.

TV Sports Helping Top Chart Singles

by Harry Weinger

NEW YORK — The use of contemporary hit singles in television sports productions is a viable, though immeasurable, assist for the growth of a hit single. While a song's use as a "bumper" in and out of a commercial break, or as a theme for a highlight film, won't break a record, the exposure is helpful in enhancing sales. But single sales vary on how aggressively they will go after this promotional avenue, and most agree it is not a cure.

"The familiarity of a song must be very high for a network to use it," noted Phil Quartararo, East Coast promotion manager for RCA Records, "but song being exposed to that many people doesn't hurt at all."

Roberts, director of national singles sales for PolyGram Records, sees sports features as an extra way to expose a hit. "When you've got a record on those shows," he stated, "you know you've got a hit."

All of the major labels will service the networks with product or provide records at the request of a program's producer. A hot single's inclusion in a sports broadcast is generally up to a producer, or perhaps he or she will associate his or her current product, but a label will often target a song for specific events.

"Different attention to TV with Kool & The Gang's 'Celebration,'" said Roberts, "because it seemed like a natural for winning teams to use. We also pitched Charriots Of Fire before the film really took off in hope that it would be used with a number of running events.

Rick Stone, national singles promotion director for A&M Records has witnessed great success with the company's 'Hot Rap.'"

Ross Starts 43-Date Tour Of U.S.

LOS ANGELES — RCA recording artist Diana Ross recently began a 43-date tour of the U.S. on the heels of her Central Park free concert that played live to more than 700,000 people and reached the nation via cable.

Her tour commenced Aug. 5 in Hartford, Conn. and is scheduled to run through Oct. 20. She will perform in the Oakland Coliseum in Oakland, Calif. During August, Ross will have appeared in Hartford, Conn., Providence, R.I., Portland, Maine, Kalamazoo, Mich., Detroit, Mich., Montreal, Quebec, Toronto, Quebec, Ottawa, Ontario, Canan-digua, N.Y., Binghampton, N.Y., Saratoga, N.Y. and four dates in Atlantic City, N.J.

In September, Ross will be in Houston, Texas, Biloxi, Miss., Norman, Okora, Baton Rouge, La., San Antonio, Texas, Austin, Texas, Dallas, Texas, six dates in Los Angeles, Calif. and Irvine, Calif. October will find the singer in San Diego, Calif., Tempe, Ariz., Tucson, Ariz., Salt Lake City, Calif., Detroit, Colo. for two dates, Edmonton, Alberta; Vancouver, B.C., Seattle, Wash., Portland, Ore., Boise, Idaho and Oakland, Calif.

Billig Jolts Cash Box

LOS ANGELES — Martin B. Billig has been named editor of Cash Box Magazine. He will report directly to J.B. Carmickle, Cash Box Vice President, Administrator. Billig will be based in New York.

Before coming to Cash Box, Billig was general manager of WKWZ-FM Syosset, New York. Previously, he worked as a production editor and national account manager at the Record World, later becoming director of the new News & Reviews
**PROGRESS REPORT**

**RCA'S NEW FACES TO WATCH**

**MONDAY 15 AUGUST 1983 9:00 A.M.**

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**EURYTHMICS**

"SWEET DREAMS (ARE MADE OF THIS)" (LP) AFL1-4681
- (SINGLE) 7" PB-13533 12" PD-13502 (LP) BB CB
- MTV--HEAVY ROTATION
- #1 NATIONAL TOUR ENDING WITH FOREST HILLS STADIUM APPEARANCE

**TACO** "AFTER EIGHT" (LP) AFL1-4818
- (SINGLE) "PUTTIN' ON THE RITZ" 7" PB-13594
- (LP) BB CB (SINGLE) BB CB
- INTERNATIONAL HIT OF THE SUMMER. U.S. CHARTS FOLLOWING WORLDWIDE SUCCESS.
- APPEARING THIS MONTH ON "ENTERTAINMENT TONIGHT," "DANCE FEVER," "GOOD MORNING AMERICA," AND OTHER TV SHOWS.

**HAYSI FANTAYZEE**

"BATTLE HYMNS FOR CHILDREN SINGING" (LP) AFL1-4823
- (SINGLE) "SHINY SHINY" 7" PB-13534 12" PD-13523
- 91 WOMS CLEVELAND
- Nationwide tour ending with Forest Hills Stadium appearance
- **MTV VIDEO IN SOLID ROTATION.**

**THE BREAKS** (LP) AFL1-4675
- (SINGLE) "SHE WANTS YOU" 7" PB-13614
- SOUTH WEST IS SMOKIN' OVER THE BREAKS-DALLAS, MEMPHIS, HOUSTON, NEW ORLEANS.
- HEAVY AOR PLAY, AMONG THE MOST ADDED-HARD, ALBUM NETWORK.
- LP IN STORES THIS WEEK.
- VIDEO COMING SOON.

**JO BOXERS** "JUST GOT LUCKY" (LP) AFL1-4847
- (SINGLE) 7" PB-13601 12" PD-13581
- SECOND CONSECUTIVE U.K. TOP 10
- LP DUE IN SEPTEMBER
- **MTV VIDEO.**

**NONA HENDRÝX** "NONA" (LP) AFL1-4565
- (SINGLE) "TRANSFORMATION" 7" PB-13559 12" PD-13560
- BLACK CHARTS (SINGLE) BB CB
- R&R BREAKER LAST WEEK.
- MULTI-FORMAT MUSIC ON THE VERGE OF CROSSING OVER.
- WIDESPREAD VIDEO EXPOSURE.

**WIDE BOY AWAKE** (MINI LP) MFL1-8511
- (SINGLE) "SLANG TEACHER" B/W "CHICKEN OUTLAW" 32" PD-13503
- NYC CLUB SMASH AS IMPORT.
- BREAKING NATIONWIDE UPON DOMESTIC RELEASE.
- HEAVY PLAY IN CLUBS-CROSSOVER INTO RADIO.
- LP RELEASE- END OF MONTH.
Hancock, who jammed with Miles Davis and Donald Byrd in the 1960s and practically re-invented jazz with fusion-dunking the interests of listeners a glimpse into the future with his latest album, a syncr - ather, scintillating collection of tunes co-produced by avant-gardists Materials, Performed by: Weather Grand Mixer D.ST. With the opening cut, "Rockit," rocketing up the B/C Singles chart (hat tip to the story of how this might be one of Hancock's most popular albums since "Monstar.") Jazz, percussionists, bassists, and keyboardists should groove on the scatter "Earth Beat," while B/C should snug up to the tite track, a far-out cover of the Curtis Mayfield classic led by vocals by Donald Jackson, Jr. Put simply, this is one of the hottest electronic discs to come along since...


Before they were so rudely interrupted with innumerable personnel changes, the Animals’ nucleus was a solid rock band with a vital rhythm ‘n blues-tinged rock bands of the 1960s. Now the original group members have reunited for the first time since a one-shot LP in 1972, and the result is a fierce reaffirmation of the quintet’s staying power and strength, evident in practically everything they do. Their new LP, "New Orleans" and Old Music willies have little trouble reproach the first 45, "The Night," which debuts on the Cash Box Pop Singles chart this week, and a series of live concert dates should only help solidify the living legends’ base. Other suggested tracks include the bluesy "Just Can’t Get Enough," the Farfisa-influenced "Crystal Nights," the metallic "Matt Down," and therega ode "Love Me"...


As the bounciest pop-rocker on stage Nils Lofgren sometimes uses a mini-trampoline to do backflips during his encore. With his latest album, "Louie²," a jumbo and jauntiness of his best concerts, and on cuts like "Across The Tracks" and "Let's Do It," his sidemen comes through again with a top-iff style that's good for practically any contemporary rock format. Although the only over cover on the whole platter — Bobby Vonnack's "It's All Over Now" — sound woefully off the mark, Lofgren's original tunes fan into the classics and keep listener's toes tapping. Louise Goffin, Carly Simon and Edgar Winter contribute background vocals to several of the songs on the LP.


"Propagating a form of punk be-bop known as "Schnozzle," the Lounge Brothers' first album set both trad and concept fans of the genre on fire a couple of years back. What has changed, besides the men in suits, is the world of jazz and new music. Here the quintet tackles Duke Ellington's "In A Sentimental Mood," "Eric Dolphy's "Hair Street" and, of course, the band's members' names including the aptly-named "Loons."

Zebra — Zebra’s rise from the suburban club circuit to a chart-climbing debut album may seem like great fodder for an "overnight success" story, but the nucleus of the band — Randy Jackson, vocals and guitar, Felix Hanemann, bass and keyboards, and Mark Grogan, drums — had ganged together for 10 years.

In fact there are natives of New Orleans, and it was in Louisiana that the band members cut their teeth, playing in their own covers bands and constantly. In 1973, Jackson and Hanemann formed a band called Shepherd's Bush, which lasted less than a year. It was at this point that the two met Gelo, and the three gaggled constantly, doing covers in order to make enough money, yet still managed to incorporate some of their own material.

Over the years of slamming it out at innumerable showcases, the trio became Zebra in 1975. They were beginning to attract a loyal following, but the band members knew it was time to test their strength. "We had seen a lot of bands in New Orleans and Louisiana not make it locally," said Hanemann, "and they wouldn’t go anywhere to try and gain some kind of recognition somewhere else. So we decided to make a move and go to New York."

The group’s decision to strike out for the Big Apple came at the urging of old friend Joe Franco, who advised the three of the thriving Long Island club scene. After showing off a friend or two, the band started making the rounds. Andy Newman for four months, the band went back home, a little wiser but encouraged nonetheless.

"If you knock anybody dead," said Hanemann, "but we weren’t turned down."

Zebra went back to New Orleans to wait a convincing of feverish fans. "Abe-" absence makes the heart grow fonder, I guess," Hanemann observed, "because there were bigger crowds, better clubs, and from that we were able to do what we wanted, which was to record an album and tour the US."

The band found the same response back in Long Island, and through word- of-mouth and a few following concert hall parisons. "We were getting 2,000 people a night to come to a club," said Hanemann, "and at that time we were making $850 a night."

It was then that Zebra’s fans took matters into their own hands. "People started calling up WBAB-FM (Babyland) to request that they play our music, but they never had any music because we hadn't made any," explained Hanemann. "Bob Buchman (station program director) had come to us for a tune, and he started playing Who's Behind The Door," which was a modification of the most requested song in the history of the station. We had higher percentage marks than Zeppelin and the Stones, Van Halen, the Who — it was In- credible."

On the strength of the tape’s airplay and a few dates on the Band Of The Year in 1980 by a local music magazine. The trio was wooed to Los Angeles with a promise of stardom that never materialized. Hanemann waxed philosophically about the experience. "Randy wrote two songs out there that ended up on the album," he recalled. In fact, ‘Tell Me What You Want’ was written as a record company, because we were getting so discouraged that Randy had to say, ‘What is it that you want out of us, what do we have to do to get signed on?’ So there was a positive result out of that.”

The group’s second album, "New Orleans," made its debut in the band’s direction. "An Atlantic Records A&R man, Jason Flom, took our tape and made it up to the studio of Doug Morris, put it under our label," said Hanemann, "and this was definitely a strike of timing, luck and fate. Doug, after listening to half of Who's Behind The Door’ on his cassette, hit the eject button and his radio happened to be tuned to WBAB. Who’s Behind The Door’ was being played then, and right after that, the jock announced that the song was the most requested in the history of the station. Doug called Jason the next day, and we were signed to Atlantic.

In fact, "New Orleans," a rockin’ animal like Zebra is a rare breed, yet its localized fans’ hysteria is branching out nationwide. The band’s hectic touring schedule explodes next month when the band will begin a series of dates with Loverboy. After the many years of hard work, Zebra has earned its stripes.


An anthemic title track from “Synchronicity,” “King Of Pain” doesn’t connect as immediately as “Every Breath You Take” but grows in evocative power throughout its near five minutes. Primal rhythms and gruff vocals adhere to the idea of placing the darkly complex piece in another world. Actually, though, it’s just a complaint to a lover who has failed to provide happiness to a greatly pained individual.

FEATUE PICKS


Having re-established themselves with a Supremes stab, the Hollies now turn to new material. A love-will-prevail-even-its- doomsday-moves comes is affirmed by the group’s class, with a little production and guile, the blues, updated only by slight synth chording. But Graham Nash’s return to the fold results in much the same.

DEYS MIdNIGHT RUNNERS (Mercury B14 002-7)

Jackie Wilson said (I’m In Heaven When You Smile) (Stax / PM Bros. Music Corp./Caleldonia Soul Music) (V. Morrison) (Producers: C. Langer, A. Winstnlan, K. Rowland)

Fellow Irishman Van Morrison provides a perfect vehicle for Kevin Rowland & Co. Both share a like zeal for such American soul stippers as Jackie Wilson, and both singing with the same splitended abandon. This entry is more horn happy than “Come On Eileen,” but is equally delightful.

Bob Welch (RCA JH-13569)

Fever (2:57) (Clay Music — ASCAP) (R. Welch) (Producers: W. Welch, B. Welch)

Welch, the ex-Big (Fleetwood Mac) had a healthy chart run a few years back, and has returned with some almost dance sound. His brehtness is fleshed out nicely by a bingly rhythm track and top-notch backing vocals. Jeff “Skunk” Baxter, ex Oscar Steely Dan and the Doobies, produced, with RCA A&R wiz Robert Wright lending a hand in the urban-style re-mix.

 KKAOOGOGO (EM America P:B-8171)

Hang On Now (3:25) (Tritec Music Ltd.) (Kajagoogo, N. Beggs, Limahl) (Producers: G. Thrusten, N. Rhodes)

Kajagoogo's new single follows the form of its preceding hit, "Too Shy," with a soft focused intro, vocalist Limahl's characteristic melodic styling and a rhythmically defined chorus. A similar lyrical urgency mixed with dance floor whistles maintains the group's distinctiveness within its genre.
CASH BOX SPECIAL MERCHANDISING SUPPLEMENT:

On SEPTEMBER 24, 1983, CASH BOX will publish its annual 1983 FALL STOCKING GUIDE. The supplement will contain a comprehensive editorial package built around retailers' product information needs. In-depth coverage of these key areas:

- New album and tape releases
- Midline catalog update
- Prerecorded videocassettes and discs
- Video Games
- Record and Video Accessories
- Blank Audio and Video Tape

With record and home entertainment retailers getting ready for the Fall selling season, here's your opportunity to reach them in a very special way. Let your advertising message help them make their buying decisions.

ISSUE DATE: SEPTEMBER 24, 1983
ADVERTISING CLOSING: SEPTEMBER 12, 1983

FOR FURTHER INFORMATION ON ADVERTISING PLACEMENT CONTACT:

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212-586-2640

JIM SHARP
21 Music Circle E
Nashville, TN 37203
615-244-2698
NEWS & REVIEWS

REVIEWS

ALBUMS

(continued from page 8)

DISCO PARTY '83 — Various Artists — Profile PRO 12001 — Reviewer: John "Jellybean" Benitez — List: 6.89

Independent 12-inch labels have been a major force in underground music during the last few years, and this collection brings together 10 of the strongest dance club hits of the last two years, including Man Parrish's "Hip Hop Be Bop," Rocker's Revenge's "Walking On Sunshine" and Sharon Brown's "I Specialize In Love." The tracks are selected from several independent 12-inch releases, and together they offer a glimpse of the diverse and dynamic world of underground dance music.

THE BOBBY FULLER TAPES, VOLUME ONE — The Bobby Fuller Four — Vox-O-Rhino RNLP 057 — Producers: Bobby Fuller and Rick Stone — List: 6.98

Formerly a member of the late 60s group The Turtles, Bobby Fuller was known as the heir apparent to Buddy Holly when he came out with the hit song "Crying." His 1978 release "Let Her Dance" and "I Fought The Law." Like Holly, Fuller died in his prime, leaving behind a legacy of classic rock that continues to influence new artists.

BLACK CONTEMPORARY


The Zapp saga continues on this ultra-slick, technofilled album, expounding "the sound of funky African-style robots getting down" in electronically-aired dance tunes such as "Heartbreaker" and "We Need The Bus." The knitted thumb touch that goes down on several enticing ballads, including "Spend My Whole Life" and "Too-Tie-Tap (Jazz)," as well as the jam "Papa," is all for the C&CACP (R&B)-flavored natty hark work. Music industry insiders should get a kick out of the all-too-brief live vocal action at the Jazz Fest. The special guest and Warner Bros. branch of the board Mo Ostin providing Troutman's introduction.

I'M READY — Natalie Cole — Epic FE 38280 — Producers: Various — List: None Bar Coded

After years of recording on Capitol like her dad Nat King, soulful singer Natalie Cole switches labels to Ensign with this collection of passionate ballads like "I'm Your Mirror" and "(I'm Coming) Straight From The Heart" and non-stop dance numbers such as "Time (Heals All Wounds)." Although the first single, "Too Much Mister," stalled on the Pop charts this week at #62, several other compilations could make the LP ready for B/C and Pop playlists shortly. Despite a rash of sensational reports about the state of the vocalist's health earlier this year, she sounds just as hot with this album as she did back in the "You Were Right, Girl" days of 1981.

BACK TO THE LIGHT — Serge Ponsar — Warner Bros. 23914-1 — Producer: Ruby Marjan — List: 8.98 Bar Coded

Although he sports natty dreadlocks, Serge Ponsar is by no means a reggae artist — he's a funkster. On his first solo album, the French background singer comes into the foreground with such dance-floor numbers as "Out In The Night" and the dub-accented "Back To The Light," both of which are offered here at just under seven minutes in length. Watch B/C and DOR fall under Serge's spell, especially on the sizzling "Keep It Hot!" and the emotional "Lifetimer."

JAZZ

SPRINT — Red Rodney and Ira Sullivan Quintet — Elektra-Musicians 60261-1 — Producer: Mike Bernfeld — List: Bar Coded

Charlie Parker sideman Red Rodney and fellow hornman Ira Sullivan press a hot new cooperative album on their second Elektra/Musicians release, laying down a triad of melodies composed by the quintet's pianist, Garry Dial. The group also cooks on the classic theme song from the Bogart film Casablanca, Herman Hupfield's "As Time Goes By," and the great Herb's Hancock number, "Speak Like A Child." Lovers of straight-ahead, bebop jazz should find much to please with this package, which prominently features Rodney's eloquent flugelhorn lines.

NEW AND DEVELOPING

CLOSE TO THE BONE — Tom Tom Club Site WARNER BROS. 23916-1 — Producers: Chris Frantz, Tina Weymouth and Steven Stanley — List: 8.98 Bar Coded

Last year, the Tom Tom Club made an auspicious debut with a self-titled Top 25 LP, and a Top 40 Pop/Top Five B/C single called "Genius of Love," not to mention a trademark, charismatic re-working of The Drifters' "Under the Boardwalk." Here the group — aka The Talking Rhythm Section — serves up another sampling of reggae/funk/rock, only this time around the stylizing is much more polished and meticulously crafted. Heads bassist Tina Weymouth's vocals are here as pleasant as a cool island breeze, especially on the reggae tunes "Measure Up" and "Bamboo Town," the latter song containing some cute Musical Youth-like "burn-diddy-bum" choruses.

SPARKS (Morocco/Motown 16292CF)


This is the first release on Morocco, Motown's new pop/rock label, and it's the title track to the film Get Crazy. The steady, appealing beat does quite justice to the promise of the song's title, but there's enough guitar and synth for AOR play, and with oddity little of the Mael Brothers' trademark flair, it's polite enough for hit radio.

RED ROCKERS (Columbia/415 38-0476)


Red Rockers' follow-up to "China's" is a marked change from their more tuneful chart debut. A galloping guitar figure and overall spaghetti western, surf-guitar sound owe heavily to "Ghost Riders In The Sky," and the song benefits heavily by that association. The group even throws in a bit of Morricone-style whistling during a wailing guitar instrumental break.

ROBERT ELLIS ORRALL (RCA JH-13993)

Tell Me If It Hurts (3:00) (Twin Compilations/MO-Seven Music Ltd./Warner Bros. Music Ltd. ASCAP) (R. E. Orrall) (Producer: T. Wilson)

After a debut single with Carlene Carter on "I Couldn't Say No," Robert Orrall goes it alone with the sparkling song that provided the title of his "Special Pain" mini-LP. The words deal with breaking beyond the barriers separating people, a typical Orrall theme. The beautifully produced production comes from Roger Behrican, who shed similar light on last year's Elvis Costello hit "Imperial Bedroom."

BLACK CONTEMPORARY

JOHNNY GILL (Columbia 7099840)


The former proposed Sam and Dave chestnut gets a faithful reading from this year's newest sensation. Although it's hard to believe Gill was born the year the tune was originally released (1967), he ably proves he's got what it takes to tackle a classic. Gill's powerful, deep voice belies his years, while Porren's touch updates the Stax ballad a bit.

PIECES OF SIX — Six gold albums, representing seven years, were recently presented to Capitol recording group Maze featuring Frankie Beverly at a reception held after the group's sold-out performance at L.A.'s Greek Theatre. Among the awards was one for "We Are Family" (Producers: Clinton, Vincent, Phil Morris, B. Thomas & S. Talley.)

STEPHANIE MILLS (Casablanca 814 142-7)


Mills has a head start coming in for a landing with a percussive dance number from her "Merciless" LP. The title tune's catchy refrain is styled by Mills' nked, open vocals, and it makes for unique listening. Touchdown appears to be earmarked for the dance floor, and the track's high energy puts Mills in flight.

12-INCH SINGLES

I THREES (Shanachie 5007)

Music For The World (4:55) (Rita Marley Music, Inc./Mr. Putter/Mike Lynskey, S. Walter, A. Cooper, I-Threes) (Producers: R. Walters, G. Cooper)

The reggae premier with section, and former Wailers back-up, I Threes continue to work as a group despite the ongoing solo careers of group members Rita Marley, Judy Mowatt and Marcia Griffiths. The A-side is a plea for world unity through music, and the B-side, "Many Are Called," is a traditionally oriented, spiritually rooted reggae hymn. Both are imbued with the tight harmonies and understated treatment for which I Threes are known.

SOUTHSIDE JOHNNY & THE JUKEBOX (Mirage 0-96688)

Trash It Up (5:04) (Dangerous Music — R. "Rocky" Rush) (Producers: N. Rodgers, B. Rush)

Jersey shore saloon singer Southside Johnny and the Asbury Jukes combine R&B影响力 encouraged by a little help from producer/tutor Nile Rodgers. The new sound strives for a synthesis of dance and good-time rock 'n' roll, as the vocalist urges his girl to "put on her Frederick's of Hollywood." The LP's "Jukebox Shag Hill SH-459"

KICK IT LIVE FROM 9 TO 5 (6:25) (Funky F/O At Home Music — ASCAP) (M. Hopkins)

The second single from the label's first album, "Kick It Live From 9 To 5," is a reggae-inspired track that's a tour de force, reminiscent of both the Temptations and the O'Jays, making for a track that's both physically and emotionally engaging.

NEW AND DEVELOPING

MARI WILSON (London 810 122-7)


The LP's is a sensation in her native England, this kitchy 5-25's look alike enters the pop/rock fray with a catchy re-working of the girl group sound. Wilson wants the audience to feel the pines for; what she gets are "they're all pretty much in her many suitors."
The man-cess feel of the record is also get for Wilson her first stateside chart hit. Good for

Pop. A/C lists.
Donna Summer

UNIVERSAL AMPHITHEATRE, L.A. — Five sold-out nights at the Uni Amphitheatre gave more than ample testament to the theory that there really is life after disco. Despite the dominance of the late-70s on club dance floors and Top 40 cum-All-Disco radio formats caused many to wonder if this genre would continue, beautiful Summer gracefully无线鼠标 and meanders through the audience that carries she does out of a genuine desire to hug us all rather than remaining an ego-centric dialogue with the electric fans that might be cursed of all their mortal sins by a touch of raiment.

The stage was, for the most part, Sumner's solo front in front of movable scurries that were utilized for different theatrical effects. Behind one, for instance, was a staircase/balcony affair that at one point featured Evita Sumner in full format gown pedaling with Argentina not to cry for her, and on the spot picked up Musical Youth rotating their way through a featured number on said same steps as well. Count was lost after about six changes that from top of the line slinky formals to stylized waitress uniforms for the on-your-feet encore of "She Works Hard For The Money," which she does and deserves.

It's too late to sandby about the term "Sun"'s here, because the true test of Donna Summer's talent is how she has made a much-needed mockery of artifice that was Summer, as she has moved on the other side as simply one of international show business' premier talents for everyone for all time. Opening was comedian Gary Shandlin, who surprised everyone by really being high-slapppingly funny. But then, how could he be anyone expecting a dork like Charlie Callas maybe?

Harold Taubenecker

Barbara Mandrell

TPAC, NASHVILLE — Barbara Mandrell brought her Las Vegas show, "The Lady Is A Champ," to Nashville. Much deserved ballhoo. Tickets for Aug. 5 performance sold out in less than three hours, prompting the addition of another performance for Aug. 6, which sold out in close to two hours. Thursday's opening night performance was a $50-a-ticket benefit for the Nashville Songwriters' Assn., International (NSAI).

The show's staging was first-rate with multiple sets and a three-tiered arrangement for the 22-piece orchestra split to both sides of center stage where Mandrell's own band, the Do-Rites, worked under the baton of conductor/arranger Dennis McCarthy. An opague scrim was used to put the orchestra and the Do-Rites out of sight when attention needed to be focused on sets and specialty numbers. The backdrop was a mood shifting appliance using color and pattern to bring eye and ear together.

Although the show was being taped for an HBO special to air in November, the cameras were unobtrusive. In fact, they had not been pointed out, many in the audience would have been unaware that they were there. The curtain at the Tennessee Performing Arts Center (TPAC) rose to reveal a stage set in parts of overwalled legs protruding from beneath a fiery red convertible. After the arresting musical introduction, Mandrell came out from under the car on a creeper, then literally bounded up to her welcoming applause. The energy of the show never slowed from beginning to end. Even the quieter moments of a ballad seemed filled with controlled emotional energy. Interests among her hits were specially written numbers to add to the talents of the individual Scott Young Dancers.

Not content (as are so many singers) to merely use the dancers as an attractive backdrop, Mandrell entered wholly into the dance. As one would expect from the tiny dynamo, she has worked hard to bring her energy out through her dance segments. Much of her dancing took place off the floor as she was twirled, twisted, passed and pitted by the four athletic male dancers to whom she is married as something special for the ladies in the audience.

The Young Blades of Bluegrass, three youngsters who play a rather stilted form of an ebullient music, were given their own small set. Bobby Jones and New Life raised their voices and the root with a spirited gospel shouter from their new album, "Call Him Up!" lifted the audience to a handclapping readiness for Mandrell's song with the group, "Sing You Good." Mandrell's "Going To A Hoe Down" was an instrumental gem with Mandrell's versatility cutting her own tracks. She switched from dobro to mandolin to steel to electric guitar without hesitation to lead up to a guitar finale that was not to be believed — sort of a manage to for gals.

Mandrell alluded to her love for Nashville throughout the evening. Thursdays' show was taped with the hope of a new special. Good acting with an enthusiasm Nashville reserves for special performers.

Lee Stevens
Whalen Named RCA Business Development VP

NEW YORK — RCA Records has named Donald R. Whalen division vice president, new business development. Whalen comes to the RCA Records division from RCA Corp., where he was staff vice president, special studies.

Jose E. Menendez, division vice president, operations, RCA Records, and acting division vice president international, sales, is making the announcement. "We are fortunate to be able to draw on Don's extensive experience in finance and strategic management, as we approach several new business opportunities such as the Compact Disc and the launch of the CED video in the United Kingdom," said Whalen.

Lott, Konowitch Named At Arista

LOS ANGELES — Arista Records recently appointed two members of the company to vice presidential positions. Roy Lott, who came to Arista as a director, business affairs, in 1980 was just promoted to the post of vice president, business affairs, while label director, product management, Abbey Konowitch was appointed to the position of vice president, artist development.

Lott will continue and expand his responsibilities in the field of business affairs, including such areas as artist/producer contract negotiations and various licensing functions. He joined the company in 1979 as an attorney, after practicing law for three years at the firm of Lord, Day & Lord.

Konowitch, who came to Arista from ICM where he worked in the agency's personal appearances department for over two years, will now be responsible for the creation and implementation of career development plans for Arista artists and their product. In his new position, Konowitch will work closely with artist-managers and agencies in the planning of marketing, video and tour concepts.

Johnston Named To VP Post At Benson Company

LOS ANGELES — Producer/recording artist/songwriter Phil Johnston has been named vice president of product development for the Benson Company. In his new post, he will represent the Benson Company in contracts and negotiations with all artists being signed to in-house labels. He will also consult with distributed labels to help coordinate their activities with the company's goals. The Benson Company links to Christian communications.

Previously, Johnston was an independent album producer and artist. In addition to working with such artists as Mike Holm, Pray, Crusader, Blackwood & Co. and Tim Shedd.

"The opportunity for involvement in products beyond the music business is one of the major attractions of this position," remarked Johnston of his new job, "I intend to work closely with other Benson Company staff members in marketing and promotion to help develop products to the full potential. The Benson Company's commitment to ministry through music of all styles remains paramount, and I will enjoy being a part of that commitment."

RBR Moves

LOS ANGELES — Danny Davis was recently appointed to the post of vice president of artist development and business affairs for LARC Records, based here at 6255 Sunset Boulevard. In his new role, Davis will function as a liaison to independent recording artists and company attorneys.

Before he came to LARC, Davis served as senior vice president of promotion for Casablanca/Polystar, in addition to stints at Motown and Screen Gems/EMI Music.
COAST TO COAST

STILL WORKING — Colin Hay of Columbia recording group Men At Work flexes the old biceps during a recent performance at The Pier in New York.

Cash Box photo by George Paizas

Associated Third To Sue Motown

The Associated Third has sued Motown Records for $1,415,000, claiming anbreach of contract.

Associated Third to Sue Motown (continued from page 5)

LEICESTER, England — The recently announced 25-date tour across the U.K. will see Second Nature featuring Steve Winwood, Family and The Zombies.

Points West

Point West is one of the most affluent areas in Southern California. A large number of movie stars and other celebrities have homes here.

Styx Tour Set To Hit 24 Cities

LOS ANGELES — A&M recording group Styx recently announced a 25-date tour throughout the U.S., starting with two dates Aug. 16-17 in Los Angeles and ending Sept. 26 in Hartford, Conn. Among the dates are those fulfilling concert commitments postponed when Styx’s Tommy Shaw injured his right hand and wrist.

Writer: MCR促使

Published: MCR促使

Reported: MCR促使

The Styx tour will hit 24 cities across the U.S., including Los Angeles, San Francisco, Chicago, New York, and Philadelphia.

Susie Int’l Moves

LOS ANGELES — René Metz Music Inc.’s parent company, Susie International Entertainment Corp., has moved its international office to 822 Sunset Blvd., L.A. California.

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The Susie Int’l office moved to Toronto from New York City.

AEI Programs Motown On Continental

LOS ANGELES — Music programmer AEI (Audio Environments Inc.) has developed the first and second anniversary tours for Motown Records. The first anniversary tour is narrated by Smokey Robinson, who is scheduled to appear in his own concert on October 25th.

Phil Castor, international manager at Motown, commented, “Through the program and the promotion, Motown’s distribution of advertising and sales promotion, AEI is providing a valuable tool for promoting Motown’s 25th anniversary.”

The billboard will appear near Los Angeles International Airport and will feature pictures of Robinson, Lionel Richie, Stevie Wonder, Jose Feliciano, DeBarge and Rick James.

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Bikini Bop

The beach scene is set in Southern California with music, including hits by Beach Boys and others.

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Cash Box/August 20, 1983

Cover Story

Our cover story this week focuses on the Motown anniversary tour, featuring interviews with Smokey Robinson, Lionel Richie, and Rick James. The tour will hit 24 cities across the U.S., including Los Angeles, San Francisco, Chicago, New York, and Philadelphia. The tour will feature pictures of Robinson, Lionel Richie, Stevie Wonder, Jose Feliciano, DeBarge, and Rick James. Phil Castor, international manager at Motown, commented, “Through the billboard and the in-flight audio programming, Motown is broadening its exposure — we are reaching millions of consumers!”

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Sony Continues Commitment To Breaking Unsigned Artists

(continued from page 14)

and Tripiclan, who met when they were working for video store Muppets TV show before Aldighieri went on to become a video jockey at the now-defunct N.Y.C. dance club Hurrah in 1979, said that Danspask was promoted for a two-year period, from 1981 to 1983. "The program, as a whole, didn’t really exist until we were managing the band in the U.S. and Aldighieri revealed. "It took about a month of talking to (Sony) on the phone just to get them to think about it."

Aldighieri said that Danspask was a label act, an established video artist. The first, by Scotland’s Jesse Rae, was included in the initial video release. Aldighieri said that Danspask is the "third product, we decided, ‘Let’s put it together.’"

"Danskspask represents the SONY Video 45 concept in video form, that didn’t exist," said Aldighieri. "It’s been a small, label act, an established video artist. The first, by Scotland’s Jesse Rae, was included in the initial video release. Aldighieri said that Danspask is the "third product, we decided, ‘Let’s put it together.’"

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Welcome to the world of Video Retailing and Distribution. The future of the Video Industry is today ... here and now! Indeed, ours is a Present and Future that holds unlimited opportunities for unparalleled successes.

The VSDA Convention will establish an environment in which all segments of our business—Retailers, Distributors and Manufacturers—can openly communicate with one another as well as confer with their particular industry counterparts. Remember, PROFITS ARE THE KEY IN '83 ... and '84 . . . and '85 . . . So let's get together in San Francisco and tend to business.

**SUNDAY, AUGUST 28**

9:00 AM—6:00 PM
REGISTRATION

EXHIBIT AREA VISITING

WELCOMING COCKTAIL RECEPTION
Host: RCA/Columbia Pictures Home Video

DINNER
Host: RCA/Columbia Pictures Home Video

**MONDAY, AUGUST 29**

8:00 AM
BREAKFAST
Host: MGM/UA Home Video

9:15 AM
OPENING BUSINESS SESSION

• President's Welcome
  Frank Barnako, VSDA President, The Video Place

• Keynote Speaker
  Robert Blattner, RCA/Columbia Pictures Home Video

• Nielsen Survey Report
  Moderator: Bob Bigelow, Bigelow Video

• Merchandising for Sales and Rental
  Moderator: Robert Brown, Brown Video

• The Growth Profit Centers: Accessories and Games
  Moderator: Linda Rosser, Dialogues

12:15 PM
LUNCHEON
Host: MCA Home Video

1:45 PM
WORKSHOP SESSION

• Advertising—The Low Cost Approach
  Moderator: Weston Nishimura, Videospace

**TUESDAY, AUGUST 30**

8:00 AM
REGULAR AND ASSOCIATE MEMBERS BREAKFASTS

8:30 AM
BUSINESS SESSION

• Chairman of the Day:
  Noel Gimbel, Sound Video Unlimited

• Keynote Speaker
  Jim George, President, San Francisco Video Home Video

• Manufacturer Panel Session
  Moderator: Arthur Morowitz, Video Shack
  Robert Blattner, RCA/Columbia Pictures Home Video
  Mel Harris, Paramount Home Video
  Lawrence Hilford, CBS-Fox Video
  Gene Giapponio, MCA Home Video
  Mickey Hyman, MGM/UA Home Video
  Jim Jimirro, Walt Disney Home Video
  Warren Lieberfarb, Warner Home Video
  Nicholas Santrizos, Thorn EMI Video

12:30 PM
INSTALLATION LUNCHEON
Chairman: Dan Davis, Exec. Vice Pres. VSDA
Entertainment: George Carlin
Host: Vestron Video

2:00 PM
WORKSHOP SESSION

• Brown Bag Video . . . or how to promote sales and rentals
  without becoming a Dirty Bookstore
  Moderator: Bob Skidmore, Video Corner

3:00 PM—6:00 PM
EXHIBIT AREA VISITING

VSDA AWARDS BANQUET
Host: CBS-Fox Video

Payment is due in advance to ensure your registration. The rates are for the full convention and include meals, sessions, and all events. Make your reservations now!
### TOP 15 VIDEO GAMES

<table>
<thead>
<tr>
<th>Rank</th>
<th>Game</th>
<th>Publisher</th>
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<tbody>
<tr>
<td>1</td>
<td>ENDURO</td>
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<td>2</td>
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<td>Parker Bros. 5300</td>
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<td>OINK!</td>
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### TOP 15 MIDLINES

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<td>LED ZEPPELIN</td>
<td>IV (Atlantic SD 19128)</td>
<td>Sire SR 6083</td>
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<td>2</td>
<td>THE RISE AND FALL OF ZIGGY STARDUST AND</td>
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<td>Carpe PE 34946</td>
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<td>3</td>
<td>THE SPIDERS FROM MARS</td>
<td>David Bowie (RCA AYL 1-3843)</td>
<td>Columbia PC 32455</td>
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<td>4</td>
<td>WHO'S NEXT</td>
<td>Who (MCA 3151)</td>
<td>MCA 2050</td>
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<td>5</td>
<td>PINDO MAN</td>
<td>Billy Joel (Columbia PC 32455)</td>
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<td>6</td>
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<td>The Who (MCA 3030)</td>
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<td>THE CARS</td>
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<td>10</td>
<td>LET THERE BE ROCK</td>
<td>AC/DC (Atlantic SD-36151)</td>
<td>DMA 1006</td>
</tr>
<tr>
<td></td>
<td>JOHN'S GREATEST HITS, VOLUME</td>
<td>I (MCA 2128)</td>
<td>DMA 1006</td>
</tr>
<tr>
<td>11</td>
<td>THE DOORS</td>
<td>Elektra EKS 74007</td>
<td>DMA 1006</td>
</tr>
<tr>
<td>12</td>
<td>LOOK SHARPI</td>
<td>Joe Jackson (A&amp;M SP-4919)</td>
<td>DMA 1006</td>
</tr>
<tr>
<td>13</td>
<td>TOTO</td>
<td>Columbia PE 53517</td>
<td>DMA 1006</td>
</tr>
</tbody>
</table>

### REGIONAL ALBUM ANALYSIS

#### NATIONAL BREAKOUTS

1. ELVIS COSTELLO
2. MEN WITHOUT HATS
3. JACKSON BROWNE
4. BILLY JOEL
5. ZEBRA
6. SHALAMAR
7. ARETHA FRANKLIN
8. DIANA ROSS
9. NEIL YOUNG
10. MIDNIGHT STAR

#### BALTIMORE/WASHINGTON

1. ELVIS COSTELLO
2. JEFFREY OSBORNE
3. ZEBRA
4. ARETHA FRANKLIN
5. NEIL YOUNG
6. PEACH BRYSON & ROBERTA FLACK
7. BILLY JOEL
8. JACkSON BROWNE
9. MEN WITHOUT HATS
10. SHALAMAR

#### WEST

1. JACKSON BROWNE
2. BILLY JOEL
3. ELVIS COSTELLO
4. NEIL YOUNG
5. MEN WITHOUT HATS
6. ZEBRA
7. ARETHA FRANKLIN
8. SHALAMAR
9. JEFFREY OSBORNE
10. MIDNIGHT STAR

#### MIDWEST

1. ZEBRA
2. JACKSON BROWNE
3. ELVIS COSTELLO
4. NEIL YOUNG
5. BILLY JOEL
6. MEN WITHOUT HATS
7. SHALAMAR
8. AIR SUPPLY
9. ARETHA FRANKLIN
10. TACO

#### NORTH CENTRAL

1. ELO
2. DIANA ROSS
3. SPYRO GYRA
4. ZEBRA
5. ARETHA FRANKLIN
6. JACkSON BROWNE
7. ELVIS COSTELLO
8. BILLY JOEL
9. MEN WITHOUT HATS
10. TACO

#### DENVER/PHOENIX

1. ELO
2. MEN WITHOUT HATS
3. ELVIS COSTELLO
4. STEVIE RAY VAUGHAN
5. DIANA ROSS
6. SHALAMAR
7. SPYRO GYRA
8. ZEBRA
9. MIDNIGHT STAR
10. BONNIE TYLER

#### SOUTH CENTRAL

1. MEN WITHOUT HATS
2. JACKSON BROWNE
3. ZEBRA
4. TACO
5. MIDNIGHT STAR
6. DIANA ROSS
7. JEFFREY OSBORNE
8. STEVIE RAY VAUGHAN
9. ELVIS COSTELLO
10. BILLY JOEL

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.
CAMELOT CONFAB HIGHLIGHTS — Besides the many business meetings and presentations at last month's Camelot Music convention in Omaha's Salt Fork State Park, there was plenty of first-class entertainment including performances by RCA recording artist Ronnie Milsap, MCA recording artist Lee Greenwood, and Perman recording artist Kary Moffat. Mottatt and Greenwood. Pictured in the bottom row are (l-r): Larry Gallagher, division vice president, sales, RCA Records; Milsap; Paul David, president, Camelot Enterprises; and Jim Bonk, executive vice president, Camelot Enterprises.

MAIL ORDER MUSIC VIDEO — Video To Go, a full-line video and computer hardware and software operation in programming in Miami, is coming out with a 32-page, mail-order catalog for music video product in September. According to owner Michael Haber, the new catalog will feature over 100 titles, mostly list price concert footage. "We started out selling concert videos by mail about a year ago with a two-page catalog," says Haber, who also puts out a 32-page catalog for regular music video cassettes. "But more and more titles have been added since then. We now have 5,000 names on our mailing list and find that people buy more music video mail by mail than regular video by about a 10-to-one margin, but this might be because we advertise in Rolling Stone. It also seems that there are a lot of titles that most stores don’t buy or are hard to get, even in New York and L.A., because we get a lot of orders from there, too." Haber says that he has only begun to carry music video product other than concerts and is including such material as Sony Video 45s in the new catalog. Anyone interested in checking out what he has available can write to 7370 Red Road, S. Miami, Fla., 33143.

NARM & CMA TEAM IN COUNTRY MUSIC PUSH — The National Assn. of Recording Merchandisers (NARM) is mounting a major campaign in association with the Country Music Assn. (CMA). In the words of Schwartz Bros.’s James Schwartz, chairman of the CMA Recording Merchandising Committee, the goal of the “unprecedented” promotion is “to dramatically increase the percentage of country albums purchased by record consumers.” The “Discover Country Music” campaign is set to run from the middle of September through October, coinciding with Country Music Month and the CMA Awards show, which will be broadcast on CBS-TV Oct. 10. It will make use of more than 20,000 posters and horizontal banners, 80,000 dividers and 1,000 handouts. A promotional kit will contain color posters featuring photos of the top major CMA Award nominees, and free big stickers will be provided featuring ballpens for consumers to use while watching the program at home. In addition, bin toppers in both two- and four-bin widths will also be available for featuring nominated product in several categories in-store.

STRAWBERRY SHORTS — The Framingham, Mass.-based Strawberries Records & Tapes chain has scheduled its 7th annual all-day party for Labor Day, Sept. 5, at chain owner Morris Levy’s Sunnyview Farms in Grafton, New York. Recreation activities for the catered affair include swimming in pool or man-made pond, tennis, basketball and cycling and checking out the facility’s racetrack and tree house. Transportation is being provided from the Copley Square Boston outlet. The party began as an employees-only get-together, but now some 500 record label, radio and press representatives have also been invited ... A recent ZZ Top promotion in conjunction with Worcester station WAFF and Warner Bros. gave the chance the chance to be roadies for the group during its concert at the Centrum. Light work was involved, as well as tour jackets, backstage access and dinner with the band, WAFF also teamed with Strawberry and A&M and Aristas in flying out contest winners by helicopter to the Police, Flock of Seagulls and Fixx concert at Suffolk Stadium at Foxboro. Meanwhile, Boston’s WBCN co-sponsored a two-week trip to Europe contest in support of Talking Heads’ “Speaking In Tongues” ... The chain’s 34th store, just opened in Somerville, Mass., with The Stompers and Marshall Crenshaw on hand and a remote by station WILD.

McLAREN GALLERY — Island Records and WEA are running a national Malcolm McLaren “Duck Rock” display contest in support of the eccentric’s eccentric debut LP. The grand prize — a four-day, three-night cruise to the Grand Bahamas — will go to (continued on page 30)
Oz Opens N.Y., London Offices, Names Morris And Ashley To Head

LOS ANGELES — Oz Records, the A&M-affiliated label headed by Michael Gudinski of Australia's Mushroom Records, has expanded its operations, opening new offices both in New York and London. Dana Morris has been named as director of East Coast operations, while Gary Ashley will head English and European operations.

Prior to her new post, Morris did regional promotion in the Southern California area for A&M during the last three years. Previously, she did local promotion for Arsia Records and worked with her own independent agency.

Formerly general manager of Mushroom in Australia, Ashley is a director and shareholder of Oz's parent company.

Recent additions to the staff at Oz's headquarters here include Jay B. Ziskrot as assistant to Anne Wright, director of North American promotion.

The expansion comes as Oz/A&M begins a heavy schedule of new releases, including albums by Jo Jo Zep, Tim Finn (lead vocalist and songwriter for Split Enz), Mental As Anything, Hunters and Collectors, MacPhinns, The Expression and Wendy and the Rocoss. In addition, Oz will issue "Madden Australia," a compilation of Australian acts featuring a number of hit singles, Under never released before in the U.S.

Commenting on Oz's expansion, Gudinski said, "This is the culmination of Mushroom's desire to be a major group. It sees us in the enviable position of having the best music we've ever produced. This comes as the result of the strong commitment of Mushroom Records together with the establishment of Oz Records in conjunction with A&M Records to concentrate solely on music from Australia. Everything couldn't be better timed as Australian music is at the forefront of the new music explosion in the U.S. and Canada."

Back To Back Expands Services

LOS ANGELES — Back To Back Management, based at 8625 Santa Monica Blvd., is expanding into consultation services. Over the course of its seven-year existence, the management firm has become involved with record production, advertising, live appearances, record promotions and international licensing for its clients, and with its new expansion it will be handling radio/retail promotions and marketing and merchandising.

Back To Back's first major consulting project has been commissioned by Lake Tahoe-headquartered Euro Tec Records, and revolved around an album called "Rock Rolls On" by former Alice Cooper guitarist and songwriters Michael Bruce. The management company aided in mastering and packaging the LP.

NPR Names Three In CPB Loan Deal

NEW YORK — On the heels of its $8.5 million loan agreement with the Corporation for Public Broadcasting (CPB), National Public Radio (NPR) has assigned the three management decisions to trustees. The CPB made the title transfer a condition of the loan. The three are: Village Voice member of the CPB Board of Directors; Henry Geller, director of the Washington Center for Journalism; and Elliot Richardson, a founder of numerous cabinet positions in previous Presidential administrations.

Richardson, in a statement issued Aug. 2, the date of the agreement, said, "Their willingness to serve as trustees was a strong part of any agreement with the Corporation for Public Broadcasting."

Until NPR is clear of its current debt, the three trustees will oversee the operation and management of the satellite equipment on behalf of the nearly 300 NPR member stations.

Abras To Conduct Music Seminar In U.K.


Abras will discuss the history and current state of American contemporary music audiences, record buying habits, the video scene, new technologies affecting the American music market, the American trade and consumer press, and will play selected musical examples.

"This is a seminar designed for the music industry of England to better understand American audiences," said Abras. "We will play selections of recent record executives, artist managers and artists about American radio and the music scene. The main question of course, are what types of music are popular in the States; what is going to be popular; what music isn't popular and why; how do we get radio airplay, etc. Times have changed in U.S. radio and audience music preferences in the past two years, and it's time to talk about those changes."

All-Pro Radio Signs Pact With B/A/M/D

NEW YORK — Burkhard/Abrams/ Michaels/Douglas and Co., an industry-based consulting firm, has signed with All-Pro Radio in a long-term research and programming consulting agreement. All-Pro Radio is owned by former NFL star Willie Davis.

Bob Elliot, vice president of Adult Radio for Burkhard/Abrams/Michaels/Douglas and Co., is appointed coordinator for the All-Pro project. He will work closely with Tom Weaver, executive president of All-Pro Broadcasting, to develop a consultant service for WLUM-FM and WAWA-AM in Milwaukee.

Elliot and Weaver will focus on All-Pro stations K-100/KBNN, KACL, Los Angeles and WLUM & WWA/Milwaukee.

ASCAP Wins Jury Case, WEZE Fined $50,000

NEW YORK — A federal jury in Boston recently awarded the American Society of Composers, Authors and Publishers (ASCAP) $112,000 on 14 counts of copyright infringement against Boston radio station WEZE.

A religious format station, WEZE is owned by New Continental Media Inc. In addition to its damages, Richard Reimer estimated that attorney's fees and costs are likely to bring the total judgment to about $150,000.
### Most Added

<table>
<thead>
<tr>
<th>Position</th>
<th>Artist</th>
<th>Album</th>
<th>Label</th>
<th>Radio Stations</th>
<th>Tracks</th>
<th>Sales</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>R.E.M.</td>
<td>IRON</td>
<td>A&amp;M</td>
<td>WKLS, WNEW, WSKS, KSJO, KMET, WBLM, KAZY, WOUR</td>
<td>MEDIUMS: WNEW, PREFERRED TRACKS: Cry, Smile.</td>
<td>Good in all regions.</td>
</tr>
<tr>
<td>2</td>
<td>5Foot</td>
<td>DEF FX</td>
<td>DFX2</td>
<td>WBLM, WYFE</td>
<td>TRACKS: Wouri, Tite.</td>
<td>Fair in Midwest.</td>
</tr>
<tr>
<td>3</td>
<td>DEF FX</td>
<td>EMO</td>
<td>MC</td>
<td></td>
<td></td>
<td>Good in all regions.</td>
</tr>
<tr>
<td>4</td>
<td>D.F.</td>
<td>LEPPARD</td>
<td>PYROMANIA</td>
<td>WOUN, WYFE, WBLM, WPLR, WSKS, WKS</td>
<td>PREFERRED TRACKS: In The Middle.</td>
<td>Fair in Midwest.</td>
</tr>
<tr>
<td>5</td>
<td>D.F.</td>
<td>LEPPARD</td>
<td>PYROMANIA</td>
<td>WOUN, WYFE, WBLM, WPLR, WSKS</td>
<td>PREFERRED TRACKS: In The Middle.</td>
<td>Good in all regions.</td>
</tr>
<tr>
<td>6</td>
<td>parchment</td>
<td>CHRONIC</td>
<td>CHRONIC</td>
<td>WYFE, WBLM, WPLR, WSKS, KSJO, KMET, WBLM, WYFE, WOUR</td>
<td>PREFERRED TRACKS: Lover, Lover.</td>
<td>Fair in Midwest.</td>
</tr>
<tr>
<td>7</td>
<td>parchment</td>
<td>CHRONIC</td>
<td>CHRONIC</td>
<td>WYFE, WBLM, WPLR, WSKS</td>
<td>PREFERRED TRACKS: Lover, Lover.</td>
<td>Fair in Midwest.</td>
</tr>
</tbody>
</table>

### Most Active

<table>
<thead>
<tr>
<th>Position</th>
<th>Artist</th>
<th>Album</th>
<th>Label</th>
<th>Radio Stations</th>
<th>Tracks</th>
<th>Sales</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>The Police</td>
<td>SYNCHRONICITY</td>
<td>A&amp;M</td>
<td>None</td>
<td>HOTS: WCCC, WYFE, KNAC, WMMM, WOUR, WBLM, WPLR, KMET, KSJO, WSKS, WYFE, WBLM, KSJO, KMET, WYFE, KSKS, WYFE</td>
<td>PREFERRED TRACKS: Breath, Wrapped, Title.</td>
</tr>
<tr>
<td>2</td>
<td>Quarterflash</td>
<td>TAKE ANOTHER PICTURE</td>
<td>Geffen</td>
<td>None</td>
<td>HOTS: WCCC, WYFE, WSKS, MEDIUMS: WMMM, WOUR, KZY, WBLM, WPLR, KSJO, WYFE</td>
<td>PREFERRED TRACKS: Tale.</td>
</tr>
<tr>
<td>3</td>
<td>Quiet Riot</td>
<td>METAL HEALTH</td>
<td>Pasha</td>
<td>None</td>
<td>HOTS: WCCC, WYFE, WSKS, MEDIUMS: WMMM, WOUR, KZY, WBLM, WPLR, KSJO, WYFE</td>
<td>PREFERRED TRACKS: None.</td>
</tr>
<tr>
<td>6</td>
<td>Billy Joel</td>
<td>AN INNOCENT MAN</td>
<td>Columbia</td>
<td>WYFE, WBLM, WPLR, KSJO, PREFERRED TRACKS: Tell, Easy.</td>
<td>Moderate in all regions.</td>
<td></td>
</tr>
<tr>
<td>7</td>
<td>Kansas</td>
<td>DRASTIC MEASURES</td>
<td>CBS</td>
<td>WYFE, WBLM, WPLR, KSJO, WSKS, MEDIUMS: WYFE, WOUN, WBLM, PREFERRED TRACKS: Open.</td>
<td>Moderate in all regions.</td>
<td></td>
</tr>
<tr>
<td>8</td>
<td>Loverboy</td>
<td>KEEP IT UP</td>
<td>Columbia</td>
<td>WYFE, WBLM, WPLR, KSJO, PREFERRED TRACKS: Hot.</td>
<td>Good in all regions.</td>
<td></td>
</tr>
<tr>
<td>9</td>
<td>Men at Work</td>
<td>CARGO</td>
<td>Columbia</td>
<td>WYFE, WBLM, WPLR, KSJO, PREFERRED TRACKS: MISTAKE, OVERKILL, Jive.</td>
<td>Good to moderate in all regions.</td>
<td></td>
</tr>
<tr>
<td>10</td>
<td>Men Without Hats</td>
<td>RHYTHM OF YOUTH</td>
<td>RCA</td>
<td>WYFE, WBLM, WPLR, KSJO, PREFERRED TRACKS: Safety.</td>
<td>Good to moderate in all regions.</td>
<td></td>
</tr>
<tr>
<td>11</td>
<td>ELO</td>
<td>SECRET MESSAGES</td>
<td>Jet</td>
<td>WYFE, WBLM, WPLR, KSJO, PREFERRED TRACKS: Secret Street.</td>
<td>Good to moderate in all regions.</td>
<td></td>
</tr>
<tr>
<td>12</td>
<td>Ian Hunter</td>
<td>ALL THE GOOD ODES ARE TAKEN</td>
<td>Columbia</td>
<td>None</td>
<td>HOTS: WCCC, WYFE, KNAC, WMMM, WOUR, WYFE, WBLM, KSJO, KMET, WYFE, WYFE, WOUR, WBLM, WPLR, WSKS, KSJO, WSKS, KMET, WYFE</td>
<td>PREFERRED TRACKS: Zero.</td>
</tr>
<tr>
<td>14</td>
<td>Donnie Iris</td>
<td>FORTUNE 40</td>
<td>MCA</td>
<td>None</td>
<td>HOTS: WCCC, WYFE, WMMM, WBLM, WPLR, KSJO, WYFE, WYFE, PKBP, WSKS, KSJO, WSKS, MEDIUMS: WYFE, WYFE, WYFE, WYFE</td>
<td>PREFERRED TRACKS: Compassion and Love.</td>
</tr>
</tbody>
</table>

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**Notes:**
- The table lists the most added and active tracks as of the report date.
- Sales are classified as Good or Fair in all regions.
- Track titles and artist names are abbreviated for brevity.
- Radio stations and labels are mentioned for context.
- The report includes tracks from various genres and artists.
**RCA SOL BRINGS IT HOME**

**Artist:** RCA SOL

**Album:** BRINGS IT HOME

**Label:** RCA

**Genre:** Jazz

**Release Date:** 1978

**Tracks:**

1. *Title Track* [5:33]
2. *What Am I Doing Here?* [3:30]
3. *You See It* [4:00]
4. *I Remember Mother* [4:15]
5. *The Women* [3:45]
6. *Beautiful Soul* [3:30]
7. *Someday* [4:20]
8. *Another Woman* [3:45]
10. *Farewell* [3:20]

**Review:**

RCA SOL BRINGS IT HOME, an album showcasing the versatile talents of RCA SOL, delivers a soulful and emotive listening experience. With a blend of original compositions and carefully selected covers, each track explores different aspects of the human condition. From the introspective *What Am I Doing Here?* to the more upbeat *Another Woman*, RCA SOL demonstrates a deep understanding of the genre, crafting music that resonates with listeners. "The album's diversity and the lyricism in the songs particularly stand out, making it a standout addition to any jazz collection," says a critic from Jazz World Magazine. RCA SOL BRINGS IT HOME is a testament to the group's dedication to artistic expression and musical excellence.
Recent Comedy LPs Create Interest In Neglected Field

(continued from page 5)

“novelty” releases by such artists as Weird Al Yankovic.

At the Los Angeles-based Laff Records comedy label, vice president Dave Drozen also noted “a lot of majors getting into the act”—in the higher numbers of comedy records being released. “They look around and see sales of George Carlin and Steve Martin and then do once a year what we do every day,” said Drozen. But he added that his recent release pattern, which has included product by Skip Stephenson and Richard Jeni, was slowed down in a bit due to his perceived need for hit comedy artists. “People aren’t spending money on an ‘if-some’ situation,” he noted.

Guida also felt that new releases were weighted towards the “heavy hitters,” since there is “less risk on a guaranteed draw like Rodney Dangerfield than there is with a new artist like Barry Diamond.” But at least in the case of I.R.S. artist Diamond, some successes. One of the major honors the publisher enjoyed was the myriad of achievements garnered by “Always On My Mind,” a Screen Gems tune written by Johnny Christopher, Mark James and Wayne Carson Thompson, recorded by Willie Nelson. The #1 country hit has won seven music industry awards this year, including the coveted “Song of the Year” Grammy.

Screen Gems-Colgems

Holds L.A. Meeting

LOS ANGELES — A high-level publishing pow-wow was held by Screen Gems-Colgems-EMI Music, Inc. during July here to bring U.S. staff members up to date on the publishing company’s future projects, as well as to celebrate the firm’s previous successes. One of the major honors the publisher enjoyed was the myriad of achievements garnered by “Always On My Mind,” a Screen Gems tune written by Johnny Christopher, Mark James and Wayne Carson Thompson, recorded by Willie Nelson. The #1 country hit has won seven music industry awards this year, including the coveted “Song of the Year” Grammy.

Screen Gems-Colgems/EMI representatives from the New York and Nashville offices of the publishing concern, along with members of the West Coast headquarters staff, attended several meetings dealing with the company’s expansion into talent acquisition and commercial licensing. The effects on publishing by new high-tech systems in the recording and manufacturing of product was also under discussion by attendees.
One New Label, One Indie Break Majors' Hold On Top 10

by Lee Stevens

NASHVILLE — Consolidation through purchase and distributorship has given the six major record companies almost exclusive domain over the trade Country singles chart's Top 10. Last week, however, a record label in existence for little more than a year and an independent label managed to break that hold. Compleat Records had its second Top 10 single of 1983 with Vern Gosdin's "Way Down in My Heart," and MDJ Larry McBride's Atlanta-based company, peaked its new act, Atlanta, at #10.

Gosdin, who had done to get Gosdin into the Top 10, once again, "I think Vern Gosdin put himself in the Top 10. For years he's been a talent that hasn't been ignored. Many people recognized what he had, but artists are like baseball players. They have a development period, then they finally hit the point where everything comes together. We just happened to be there at the right time."

MDJ Records, on the other hand, did utilize some unusual promotion ideas for the Atlanta single, "Atlanta Turned Again Last Night" by Art Hill. Last month, MDJ bought the group Alabama before its move to RCA; put together the nine-minute group's hit and auditions and personal contacts. Promoter Bob Ham explained that the week before release of the single, copies of a video of the song was sent to over 200 reporting station program directors and selected distributors "so they could see first-hand what they were getting. I think that was a key proposition. In effect, what we said (to distributors) was 'OK. Here it is. If you like what you see, buy it and help us sell it.'"

In addition, Ham said, "We pressed up a small quantity of red 45s and made those available at a discount price to spur sales. That was an effective tool. We tried to see what was there, what market we wanted to reach, how to reach it, and what we could do to not be just another company with another record. The video was probably the single most powerful element we used."

Over 100 Firms Set For NMA's Expo '83

NASHVILLE — Three months away from the Nov. 18 opening, the Nashville Music Assn. (NMA) has announced that 75% of Entertainment Expo '83's booth spaces have been reserved by over 100 companies. The second annual event is again sponsored by the NMA and the Tennessean, Nashville's Gannett-owned morning newspaper.

Expo was conceived as a fund raiser by the NMA to unite Nashville's civic and entertainment communities and to focus attention on the diversity of services, talents and people in the Metro music industry. Last year's Expo drew over 14,000 people to Municipal Auditorium for the three-day run, grossing approximately $85,000. Profits from this year's event will be shared with the W.O. Smith Community School of Music, a project of the NMA and the Music Consortium of Nashville, to give indigent children musical instruction for a nominal fee.

EXILE IN NASHVILLE DEBUT — Top label executives flew into Nashville for recording group Exile's first Music City appearance at the Stockyards. After the performance, members of the group and MCA Nashville president/general manager, Rick Blackburn, were joined by EVP Ray Charles, senior vice president/general manager, Epic/Portrait/CBS Associated labels (EP/PA), and MCA Nashville's, Paul Smith, senior vice president/general manager, marketing, CBS Records, and Steve Golzman of the group.

WWVA's Jamboree U.S.A. Show Celebrates 50th Anniversary In '83

NASHVILLE — The second oldest live radio broadcast in the United States, WWVA's Jamboree U.S.A. shows its fifth anniversary year, it's 50th anniversary. The venerable broadcast from Wheeling, W.Va., has been heard every Saturday night since January 20, 1933.

After its first two months as a studio program, the Jamboree went "live" from the Capitol Theatre with 3,286 people attending the premiere show. The show has been live ever since, with the exception of three weeks in 1936 when its auditorium was needed for disaster flood relief and for the three years of World War II. During those periods, the show was still broadcast, sans audience, from WWVA studios.

Broadcast live over the 5,000 watt station, the Jamboree reaches country music fans in 18 northeastern states and six Canadian provinces. Millions of tickets have been sold to persons willing, in thousands of cases, to travel hundreds of miles to attend.

In December of 1969, after several moves to various locations throughout Wheeling, Jamboree U.S.A. found a permanent home in the refurbished Capitol Theatre. WWVA's Capitol Theatre — where it had first been seen and heard 36 years earlier. The show brought changes to the Jamboree. Gone were the bales of hay, the blue-overalled male performers and the cute "gals" in gingham dresses. Gone, too, were some of the memorable performers whose names had become linked with the Jamboree, including Hawkshaw Hawkins, Big Slim, Lonnie Common, Hugh Cross, Kathy Dee and Paul Myers.

Although the actual anniversary date is April 1, J. Ross Felton, vice president and general manager of the Wheeling Broadcasting Co., has announced that plans are being made for various festivities, culminating with the 50th anniversary celebration, which runs May 15 because of Country Music Month. The mid-October Jamboree will feature an all-star line-up, with several national governmental leaders expected to attend. On the same day, the "Walkway of Stars" will be dedicated, a tribute to those who have made significant contributions to the success of the show and the country music industry. Social events will include an open house reception at the WWVA studios and a black-tie gala at Wilson Lodge.

An Aug. 20 salute to stars of the past will feature Lee Moore, known as "the coffee drinking night hawk" who was affiliated with the station and show for 42 years, and "Silver Yodeling" Bill Jones, who appeared on the first show in 1933. Also up-coming is a surface of a "50 Years of Country Music" History Book of Jamboree U.S.A. tracing the inception and development of the show, complete with photographs, radio cards by the artist's collection events, Felton said. "We are extremely proud of the history of Jamboree U.S.A. and I can promise you, there will be a golden glow over Wheeling on Oct. 15."

NARM Wages 'Discover Country Music' Campaign

NASHVILLE — The National Association of Recording Merchandisers (NARM), with support from the Country Music Association (CMA), will conduct a major promotional campaign from mid-September through October. The theme of the campaign will be "Discover Country Music."

The promotional kit will include full color posters with photos of CMA Award nominees, as well as bag stuffers as a free pick-up item for consumers. Colorful graphic bin tops will be used to highlight the in-store albums of nominees. The campaign will utilize over 20,000 posters and horizontal banners, 80,000 dividers and a million individual hand-outs.

Columbia Begins Mail Push For Nelson LPs

NASHVILLE — Columbia Records began the first phase of its national campaign to place Willie Nelson shopping mall displays beginning in the Northeast on Aug. 15. The month-long Northeast campaign will feature specially designed 40-inch x 50-inch posters using opaque paper. The poster is printed on both sides of the translucent paper with Nelson's face and the necessary text to create a transparency effect when back-illlit. The color graphics feature a larger-than-life head shot of Nelson surmounted by the Columbia Records logo. Each poster will be distributed to local retailers, with particular emphasis on the "Take It To The Limit" album with Nelson and Waylon Jennings.

Two displays are placed in each of 15 shopping malls in the Boston, Albany and Providence areas. Placement of the 30 panels are in high traffic areas of the malls, such as entrances and neon-light display cases. The campaign, which runs through Sept. 14, coincides with local activities leading up to Nelson's appearance in Boston on September 10 and 11.
TOPL 75 ALBUMS

COUNTRY

HALL OF FAME NOMINEES — The five finalists for the coveted Country Music Assn. (CMA) Hall of Fame Awards have been announced. Only one will be inducted into the Country Music Hall of Fame in the presentation at the annual CMA Awards Show which will be broadcast over the CBS Network on Monday, Oct. 10. Will it be old-timer Roy Acuff or a more current performer? The answer to that question will be left up to the voting members. The CMA has selected five nominees: Roy Acuff, Bill åtter, Chet Atkins, Ray Price and Little Jimmy Dickens.

SEAT ED FOR OVA TION — William Kamak, vice president of technology for Ovation Guitars, was found guilty of stealing a guitar and strumming it on the stage to the applause of the audience. Kamak has been charged with two counts of theft, each carrying a maximum sentence of 10 years in prison. The court ruled that Kamak must repay the guitar owner, who had reported the theft to the police.

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COUNTRY RADIO HIGHLIGHTS

WWW — DETROIT — KEVIN HERRING — #1 — OAK RIDGE BOYS
ADD: J. Rodriguez, G. Morris, Alabama

KEED — EUGENE — DAN WILLIAMS — #1 — OAK RIDGE BOYS
ADD: Statler Brothers, Alabama, T. Gibbs, C. Lane, K. Rogers, G. Morris, J. Glaser, Sierra, M. McDaniel

WSLR — AKRON — RICK CARDARELLI — #1 — OAK RIDGE BOYS
ADD: G. Morris, D. Allen, Alabama, S. Warner, R. Skaggs

KXLR — LITTLE ROCK — JEFF DAVIS — #1 — OAK RIDGE BOYS
ADD: D. Willis, M. McDaniel, Chantilly, R. McCartney, L. Greenwood, R. Skaggs

WJRB — NASHVILLE — JANET BOZMAN — #1 — OAK RIDGE BOYS
ADD: Alabama, L. Greenwood, J. Glaser, C. Hunley

SINGLE REVIEWS

OUT OF THE BOX

BARBARA MANDRELL (MCA 52259)
Lead guitar licks and full use of strings spin around Mandrell’s usual crossover vocal style in this second single from her new album, “Spun Gold.” The card-playing allusion of the title is not carried through. The “pair of fools” refers to two women who are being misled by the same man, a classic situation in a pedestrian lyric.

SYLVIA (RCA PB 13589)
Standout percussion keeps the beat aimed toward the dance floor, which should help Sylvia get around to pop, country and jukebox play again. Sure to be a hit with urban cowboys and dancehall groups.

THE KENDALLS (Mercury 814 105-7)
Movin’ Train (3:08) (Bibo Music Publ. c/o Wink Music Group/Chappell Music — ASCAP) (T. Rocco, C. Black) (Producer: B. Mevis)

EDDIE RABBITT (Warner Bros. 7-29521)

CHANTILLY (F & L 527)

BOBBY G. RICE (Audograph AG 469)
Alaska (2:58) (Gold Gresh Music — BMI) (D. East) (Producers: C. Fields)

JOHNNY CASH (Columbia 38-0406)
I’m Ragged But I’m Right (2:39) (Song Of Cash, Inc. — ASCAP) (Adapted by J. Cash) (Producer: B. Ahern)

JONNY SCHNEIDER (Scotts Brothers ZS 4064)
If You Believe (3:15) (Karlie Lee Music — ASCAP) (M. Stanton) (Producer: M. Stanton)

CEDAR CREEK (Moon Shine MS 3016)
Georgia Mules And Country Boys (House of Bryant — BMI) (Boudleaux, F. Bryant) (Producer: A. DiMartino)

NEW AND DEVELOPING

STEVE EARLE (Epic AE 1726)
Nothin’ But You (2:34) (High Chaparral — ASCAP) (E. Earle) (Producers: R. Dea, P. Carter)
Earle is being given the big push to bring rockability back into country. This initial Epic release will do its part if anything can. Earle’s vocal has the requisite clipped delivery pushed through an echo chamber for authenticity. And who could resist a lyric that mentions Maybelle, the Yellow Rose of Texas and Sweet Sixteen? Play it or be square!

THE COUNTRY MIKE

SOLID GOLD COUNTRY DEBUTS — United Stations takes the lead in country network programming on Sept. 2. becoming the only company offering six hours of country programming each weekend. The United Stations distributes The Weekly Country Music Countdown, which draws an estimated 20 million adult listeners each week. The new series, produced by Ed Salaman, written by Rochester Friedman and hosted by Stan Martin, will focus on both the pioneers of country music and the earlier hits of country’s biggest current stars. Guests for the first month of the Solid Gold Country are: Johnny Paycheck (Sept. 2-4), Brenda Lee (Sept. 9-11), Jim Ed Brown & the Browns) (Sept. 16-18), Dottie West (Sept. 23-25) and Roy Clark (Sept. 30-Oct. 2). In addition to the Countdown and Solid Gold regularly scheduled programs, the company has a series of holiday specials called the Country Six Pack.

BIRTH OF A WINNER — It took nine months for KXY 96 FM and KXY AM Stereo (KOCY) to produce the #1 country combo in Arbitron ratings for adults 25-49 in Oklahoma City. KXY 96 is on a new, 1,250-foot tower with 100,000 watts, and KXY AM (KOCY) has become the first and only AM stereo radio station in the state of Oklahoma. Even discounting the numbers of the AM, KXY 96 took the top of the adults 25-49 ratings in both country and overall quarter-hour listeners. The stations switched from an AOR format (FM) and “Music of Your Life” (AM) in June 1982 to begin the ascent to the top of the nation’s charts.

SPORTS AROUND THE COUNTRY

TILLIS AND THE POSTER CHILD — Here’s a pic of the poster radio disc jocks have been waiting for. It’s Mel Tillis and his “Cowboy’s Dream.” Playboy model/centerfold Kimberly McArthur. Our guess is this one could set a record for longevity on radio studio walls across the country. Bet the rock jocks with they could program Tillis for a change.

Summertime brings out the sports fans and several country radio stations using sports to build their listenerbases. 98MZQ (the #1 country station in our nation’s capital) recently hosted one of the largest RCA-sanctioned rodeos on the East Coast. The second annual Budweiser Stampeda, a weekend with three days of action-packed championship rodeo events plus amusement rides and over 100 exhibitors, was held at the Prince George’s Equestrian Center in Upper Marlboro, Md. Special events included a magician, a charity dunking booth and a visit from Rick Dempsey of the Baltimore Orioles. MZQ had a booth where fans could pick up special rodeo buttons and MZQ bumper stickers. Johnny Paycheck headlined the live evening entertainment.

In Memphis, WMC 79 raised $3,700 for the Memphis Heart Fund at the eighth annual WMC Heart Fund Open Golf Tournament. The station has been in 10 charity softball games throughout the Mid-South so far this summer. Their last game against the Shrine Clowns raised $6,000 for the Shrine Athletic Fund. The 79ers have six more charity softball games to go, including co-sponsorship of the Miller High Life Softball Marathon for Easter Seals. The 79ers will field a team for the marathon, as well as KSON-AM/FM in San Diego is bringing a country concert in to follow the Padre’s

(continued on page 30)

PROGRAMMERS PICKS

Ken Johnson
WYRK/Buffalo
Guilty — The Statler Brothers — Mercury/PolyGram

Randy Rowley
WNNN/Coldwater
The Boy Gets Around — Sylvia — RCA

Jay Davis
KCJB/Minot
Lonely But Only For You — Sissy Spacek — Atlantic/America

Coyote Calhoun
WAMZ/Louisville
High Cost Of Leaving — Exile — Epic

Tom Edwards
KUGN/Eugene
Midnight Fire — Steve Wariner — RCA

Stan Davis
WVAM/Altoona
Anybody Else’s Heart But Mine — Terri Gibbs — MCA

Dave Hensley
WTMZ/Augusta
The Man In The Mirror — Jim Glaser — Noble Vision

Gary Briggs
WPTR/Albany
Stroker’s Theme — The Charlie Daniels Band — Epic

Duncan Stewart
WDLW/Boston
Baby I Lied — Deborah Allen — RCA

Ruhbar Jones
WLWI/Montgomery
Somebody’s Gonna Love You — Lee Greenwood — MCA

Brian Ringo
KNOE/Monroe
Stranger At My Door — Juice Newton — Capitol

Rene Cloukey
WGST/Caribou
The Man In The Mirror — Jim Glaser — Noble Vision

John Dunaway
WPAP/Panama City
Baby I Lied — Deborah Allen — RCA

John Hart
WUSY/Chattanooga
Why Do We Want What We Know We Can’t Have — Reba McEntire — Mercury/PolyGram

Bob Minnich
WHUM/Reading
Lady Down On Love — Alabama — RCA

Cash Box/August 20, 1983
ARTY DECO — The Quincy Jones-headed Qwest Records label recently signed the group Deco, which is now in a Los Angeles studio completing its debut album, "Fresh Ideas," which is also the name of the first single from the album. The project is being guided by producer Otille Brown, with Jones serving as executive producer. The group features former member of the Switch, including Zane Giles and Philip Ingram (brother of lead singer James Ingram) who is also preparing release of an LP for the company. Pictured at the signing are (l-r): Jones, Brown; Giles and Ingram of Deco; and Ed Eckstein, executive vice president, Qwest.

THE RHYTHM SECTION

RICK WANTS SOME MTV — Well, actually he was just advertising his upcoming Los Angeles concert at the Universal Amphitheatre, Aug. 19, but the point couldn’t be missed that Rick James and his record company, Motown, would like to see this iconoclastic rocker on the Warner Amex MTV network. Oh, excuse me. Haven’t you seen that show before? “You never saw him on MTV, you may never see him on MTV, but you can see him at the Universal Amphitheatre Aug. 19.” If you haven’t been getting your dose of MTV, you’ve missed this piece of ironic camp. According to Phil Caston, international manager and video producer over the Motown, “Rick has obviously expressed his feelings, which are exclusive of Motown, but the marketing department believed that this would be a good idea to center the ad around. Rick has not published anything new. He is releasing an album, a video promotion for his artistry. Motown believed that having James on MTV would have impact on an audience that James has been trying to reach. But Caston noted that the ad, which employs animated footage of James’ newly released “Cold Blooded” LP cover (he’s the head of the dog video on that song) and clips from his “Throwin’ Down” video, was strictly to let people know that you haven’t seen Rick James on MTV, but that you could see him at that concert — nothing more, nothing less.” Caston added, though, “everybody needs a laugh, and then there’s the industry, after all.”

THE PREZ’S HOUSE — Another artist joins the Reagan Camp. And I do mean camp. That’s what you get from Supply Side Records’ Jim Gossett as President Ronald Reagan records the oldie “I’ve Never Been This Close To You” for Supply Side Records. His single is the third time around for Burke and Masucci, who began their career with the Nine O’Clock on records such as “At Night Thing.” That song was no mild success and after leaving Mango, Burke, the Invisible Man and Masucci joined again on Nell Bogart’s Boardwalk Entertainment Company label. “Really Want To See You” did not repeat the success of “At Night Thing.” Now Burke and Masucci are back with Masucci for Nove ‘N’ Groove’s debut single Glad to “see” Burke and the Invisible Man’s Band back in the fray.

TALENT IN CRISIS — Singer Rita Hughes is set to release a 12-inch single on Aria Records. "Little Joe’s" former lead singer, "Angel Man," a tribute to New York City’s Guardian Angels citizen protection group, was a top dance track a year ago. Hughes is shooting a video to support release of "Crisis" and she is also preparing a series of personal appearances to coincide with distribution of the record. The songstress is also currently appearing in the Broadway hit musical Dreamgirls and in May will soon join the cast of the musical Amen Corners opening in Washington D.C. Sept. 15 and set for Broadway in mid-November.

ON THE ROAD AGAIN — Natalie Cole is certainly making good her professional comeback from illness and a languishing career as her personal appearances seem to be growing more bountiful. Prior to her Sept. 6 gig at the Fairmont Hotel Venetian Room in San Francisco with Tina Turner, Cole will re-join Lou Rawls in concert during a two-week engagement in the High Sierra Theatre of Del Webb’s Sahara Tahoe, Aug. 23 through Sept. 5. The Crusaders are winding down their 18-date tour of Japan, which started last July in Tokyo. Crusaders Joe Sample and Wolfen Felder were joined on the tour by percussionist Helder Andrade, Maupin on drums, Biren Freeze on percussion, Horace Landers on bass, David T. Walker on guitar and Larry Graham as special featured vocalist. The duo is due to return to the States to finish work on an MCA LP (their 47th) "Through The Night." SHORT CUTS — Shanachie Records has just released a 12-inch 45 RPM single featuring the Three in their U.S. debut, titled “Music For The World” b/w “Many Are Called.” The Three, famed solo artists as well as the backing singers for Bob Marley and the Wailers, is comprised of Rita Marley, Judy Mowatt and Marcia Griffiths...KJMO/Houston news and public affairs director De Ann Collins was selected by Epic Records to do a special interview with Michael Jackson at the star’s Encino, Calif. home. The interview will be featured on radio stations nationwide courtesy of Epic. "Like It Wet" is the debut single from Aqua People on newly formed Spider Records. Based in Los Angeles, the label is operated by promotion veteran Spider Harrison...Andrea Bocelli and Joe Cocker are slated to perform at the fall TV tribute to Ray Charles’ 40th anniversary in the music business. Quincy Jones, Barbara Mandrell and Johnny Mathis are set as tributors during the event, set for mid-August taping.

michael martinez
"I Can Make You Dance" is a nationwide smash. It's the latest from Zapp, and the first single from Zapp III.

ZAPP III
1/4-9-29173
 Featuring "I Can Make You Dance"
7-29553

Now available on record, cassette and in the 6x12 cassette package, which includes liner notes and special graphics at no additional cost.

Produced by Roger Troutman
Co-Produced by Zapp Troutman and Billy Beck

"Out In The Night" is the debut single from Serge Ponsar. Already breaking R&B and Dance, it's the lead cut from an album of broad appeal, Back To The Light.

SERGE PONSAR
Back To The Light
Featuring "Out In The Night"
1/4-23914
7-29580

Produced by Thirteen Stars Music, Inc.
Executive Producer: Ruby Merjan
Mixed and Edited by John Luongo

WARNER BROS. RECORDS.
WE'VE GOT THE KEY.
WHAT'S IN STORE

WEA branch manager and several members of his marketing staff, each winner also allowed to bring a guest. Contest criteria include best overall efforts in market coverage, display/product placement in prime store locations, display creativity and consumer impact. The most effective in-store use of Merchandising Tips and overall account participation. Speaking of merchandise materials, besides a variety of posters and streamers and other more or less typical merch aids, a mechanical cardboard duck rocker boom box in the “Duck Rock” album cover is also available. The zany item lights up and is being sold by some merchants as a genuine sound source by placing a cassette player or radio inside or behind it.

GET JAZZED! HELPS JAZZ — Oscar Fields, vice president of sales and marketing, with John Barner, president of Warner Bros., on hand for the two-day “Day of Jaz" national impact program caused some 20,000 album reorders valued from $100,000 to $135,000. The promotion featured the Yellowjackets “Mirage A Trois," Lennie Tristem's “Friedn's "Blue Sun," Jack DeJohnette's "Influences Blues" and Lester Bowie's "All The Magic," and allowed retailers two orders from WEA during the campaign at a 10% discount. Rickie Lee Jones "Girl At Her Volcano" was ineligible for discount but was included in both advertising and merchandising, the latter including a 24" x 36" poster featuring all the artists. In addition, in-store airplay and visibility contests were held in nine major markets, and special radio spots were made up, including two artists per spot. The promotion was designed to exploit strong releases, as well as the increased public awareness of jazz, especially during the summer season of corporate sponsored jazz festivals. Fields now hopes that two or three similar retail programs will be instituted annually.

jeff bsseman

THE COUNTRY MIKE

Sept. 11 game against the visiting Cincinnati Reds. The concert caps off the team's season with a performance by the Charlie Daniels Band; following the game and concert will give San Diego fans their last chance to see the legendary Johnny Bench in a Reds uniform. Rumor has it that Bench and possibly Eric Show and Tim Flannery may take the stage at the concert to prove there's more to a baseball player than hitting a ball. The lineup will be announced, but Robin Williams, who has the station described as "the Padres' resident country music mavin and practical joker extraordinare" to find a way to get into the act. Already Garvey, Bevacqua and Flannery are on the recorded program; the All-Star adding Kelton Winslow, "the NFL's premier tight end," and sportscaster Jerry Gross to the station line-up for a daily sports show. Those who follow the horses are kept up-to-date with the Daily Del Mar Wrap Up hosted by track publicist and former jockey Ron Church.

J Nathan Butler is on vacation this week; she will return with the Country Mike column next week.

COUNTRY COLUMN

TWO HOUR TV SPECIALS — While Ray Charles is taping his special on the West Coast Aug. 16 and 17, Janie Frickle will be taping on the Third Coast. The Charles' special has been tentatively titled Ray Charles 'A Man And His Soul' Forkith Anniversary. Confirmed for the show will be Koko Taylor, Del Shannon and Little Jimmy Dickens. Other guests to be announced.

THE EASY LIFE OF THE TRAVELING ARTIST — We all know just how plucky it is on the road for the name acts, right? We can picture them with the hot tub in the rear of the bus, having grapes peeled by tiny clad groupies, right? Ask Ronnie Prophet what it was like. On the eleventh day of a recent 13-day Canadian tour, the housing and differential on his personalized Econoline dropped to the ground when the left rear axle broke. The rear dual wheels passed the vehicle that bass player Wilson Roberts was wrebling a half. The truck was left in Wa Wa, Ontario (I swear!). The final two dates were played, then Prophet drove a U-Haul back to Wa Wa (I swear!) to babysit the truck until parts arrived. It took five days. Always one to put his time to good use, Prophet doubled himself two-night fishing and golf waiting. He also entertained at a party where a local hotel owner threw for area baseball teams. Maybe Econoline will read the item about Kahal and Ovation and...?

CONGRATULATIONS to Gary Hyland is now Assistant Regional Director of the American Guild of Authors and Composers (AGAC) in Nashville. Hyland will now organize all of the guild's local activities, work with current members and increase the visibility of AGAC in Nashville. When AGAC opened its Music Row office little more than a year ago, it had 40 members. Membership has more than doubled, with a Nashville contingent of over 100 and several hundred more in the Southeast region. John D. and Susan Loudermilk signed Marjorie Wilkin "(One Day At A Time)" as the first Nashville member when they began organizing out of their home.

Cash Box/August 20, 1982

NEWS & REVIEWS

MCA TABS BRIGHTON MUSICT — MCA Music recently entered a co-publishing pact with Roger Davies' Brighton Music. The first act under the agreement is the Rayvins, which record for Davies' RDM Records, distributed by MCA Records. Pictured at the signing are (l-r): Burt Bereman, attorney for Davies; Jon Stone, director, creative services, MCA Music; Davies; Levis Levy, president, MCA Music; Rick Shoemaker, vice president, MCA Music.

Recent Comedy LP's Create Interest in Neglected Field

(continued from page 21)

While North," and said that a big promo-
tional tie-in with MGM/UA for the upcom-
ing soundtrack to the movie Strange Brew - The Adventures of Bob & Doug would include, of course, beer can openers.

On a much smaller scale, but equally im-
pressive nonetheless, is Fatima Records' success with a cast recording of the Los Angeles comic Pee Wee Herman's long-
running show at the Roxy, which was the basis for the child-like comedian's HBO special. According to Fatima president Tito Larriva, who is also head of the L.A.-based spaghetti western band The Plugs, the label sold out its thousand copies in a month, which is remarkable considering the $25 price tag, $50 for an autographed copy. He said the price was high because the disc was emblazoned with a silk-screened painting of Herman. As his fans, Rhino Records has had much success in its packaging of its com-
edy and novelty product, including a recently released Three Stooges picture disc and bai-shaped "Horror Rock Classics, Vol. 2."

Although comedy product does not have the ready access to radio or video outlets enjoyed by music product, these avenues of exposure are not being overlooked. For instance, the vice president of marketing/product development Rick Bleiweiss, whose computer album project with Steve Fudd "The Fudd Fables" recently led to the release of Allens' "Funny Fone Calls" volumes, noted that Robin Williams' "Elmer Fudd Sings Bruce Springsteen" received video play on MTV, as well as airplay on college and AOR stations. Last Records Dunloe also stressed the importance of air-
play in regard to the Skip Stephenson LP and claimed to be on 160 stations as well as on airplane audio programming.

Williams added that it was sometimes necessary to buy radio time in order to get radio exposure for comedy product. "We put in excerpts of the records on the air that people have to in-
clude bleeps," he explained. "But the bleeps are often funnier than the deleted words."

Warren/Hansteen Management Bows In New York

LOS ANGELES — Bill Warren and Erik Hansteen have combined their personal management companies to form Warren/Hansteen Management. Mr. Warren, who formed Warren Management in New York over a year ago after a decade-
long career as an actor and production ex-
etive working in theater, television and film, will head up the New York office of the new company. Mr. Hansteen, who worked with Barry Krost Management before opening HMG Management, is slated to handle the West coast office duties.

The Beverly Hills office of Warren/Han-
stein Management is at 9801 Wilshire Boulevard, Suite 800, Beverly Hills, Califor-
ia, and can be reached by phone at 213/271-5663. "The Manhattan office is at 47 West 66th Street, Suite 5F, New York City, NY, and can be called by dialing 212/874-3322.

Stones Items Up For Bid At Rock Auction

LOS ANGELES — Two coveted items submitted by the Rolling Stones and the Stones' Keith Richards will be part of the book "Rolling in Their Shoes: The Rolling Stones' Benett's annual Rock 'N Roll Memorabilia Auction to be held in London Sept. 1. The Stones are submitting the lotus-

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(continued from page 21)

(continued from page 21)

Important Distributors Opens Seattle Office

LOS ANGELES — Important Record Dis-
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Parachute Club’s ‘Rise Up’ Single Lands On Target With Canadian Radio

By Jan Plater

TORONTO — One of the most pleasant surprises of the summer has been the debut of a new Toronto band, The Parachute Club, which literally dropped in from nowhere. A July 8 release of their debut EP, Current Records, distributed worldwide by RCA and seemed to have landed on target. Released in early September, they took “out of the box” and “Rise Up” quickly became the most added single on both AM and FM audio across Canada.

The album itself is a confluence of rhythms with interesting blends of electronic overlays and some intelligent lyrics, which we’re told to be released “in the fall.”

The early success of The Parachute Club is even more noteworthy in view of the fact that the band, for the most part, was together in less than six months from start to release. A spontaneous outgrowth of Toronto’s new music scene, the band was hastily assembled by its co-leaders Billy Bryans and Lorraine Sogato “to play a few dates and have a bit of fun.”

Billy Bryans and Lorraine Sogato both his and Lorraine’s bands weren’t working enough to keep them really busy so they formed The Parachute Club to fill a new void in their lives. Although the band was inclusive of current with Current Records’ Gerry Young got the ball rolling.

The band’s first show in an afterhours club in Toronto, Young immediately approached them and offered to sign them to his label. He explained, “You can just say ‘Rise Up.’” I knew that song was great simply because I was told, “and if you could write one song of that quality, you could write more.” I thought for sure they could both write better songs.

However, it wasn’t that easy, and it took a few more weeks before the band was signed. The musicians were a bit skeptical and let alone just walking in off the streets and offering them a contract. “We thought he was out to con us or something,” said Billy. “We thought we’d been taken together for a while, still living to just remember the songs and get the music to a higher level,” he continued, which is featured on the film, Carmen Jones.

Richard Branson’s Virgin empire continues to grow. Ten years after the formation of Virgin Records, he has announced the launch of a new label, 10 Records. It will be headed by Richard Griffiths, who will also be the executive position as managing director of Virgin Music. The first product by as yet unnamed artists is due in mid-September.

**U.K. Charts Drop Nolans Single**

LONDON — New songs continue to arrive this week over marketing practices affecting the charts. This time the use of fan clubs for “tastemaker” votes resulted in the removal of the chart from the newly released Nolans’ single “Dressed To Kill.”

U.K. chart compilers Gallup made the decision in response to the launch of an Epic marketing campaign involving the Nolans fan club in which members were offered a chance to buy a free Nolans poster if they bought the single a week of release in specific record shops.

The list of 100 record shops throughout the country had the Epic logo in the bottom corner, and after comparing the list with those on the charts, the change was made.

The British Phonographic Industry that the single would be taken out of the chart to the effect of “clear breach of the code of conduct.”

This incident highlights the need for reviewing such marketing campaigns which could give certain records unfair advantages in the chart’s sample shops.

Last week the BPI Council meeting decided to change a number of the record companies by newly constituted chart committee consisting of BPI director general John Weir, who is a legal adviser Patrick Sime, representatives of the BBC and Music and Video Week, and when necessary Gallup.

The Nolans will look into target marketing and general availability of special offers, CMS managing director Paul Russell disputed that the Nolans should have been taken out of the chart, claiming that special offers to fan clubs have been made for “one thousand years,” and redemption has to be arranged in selected shops. He views this as less bad than making offers generally available to the public with limited availability in the trade.
<table>
<thead>
<tr>
<th>Title, Artist, Label, Number, Distributor</th>
<th>Weekly Chart</th>
<th>8/13 Chart</th>
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<tbody>
<tr>
<td>1 Synchronicity</td>
<td>8.99</td>
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<td>2 Thriller</td>
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<td>3 Flashdance</td>
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<td>4 Pyromania</td>
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<td>5 The Wild Heart</td>
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<td>6 Let's Dance</td>
<td>8.98</td>
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<td>7 Staying Alive</td>
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<td>8 Keep It Up</td>
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<td>9 She Works Hard For The Money</td>
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<td>10 Cargo</td>
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<td>11 Reach The Beach</td>
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CLASSIFIED AD RATE 35 CENTS PER WORD
Count every word including all words in firm name. Numbers in address count as one word. Minimum ad space 25 cents.

Classified Ads Close WEDNESDAY

TV Sports Enhancing Hit Image For Chart Toppers

COST TO COAST

East Coastings

(finished page 13)

labels have pacted with Chappell Music for the administration of their two publishing affiliates, Philadelphia Corp. of America and Musical Properties, Inc. The East Street label has been on with Monyoka and Hot Street... Rockhouse Records has inked Geoff Edmonds (brother of Dave) to a five-year contract. First release is set for later this month. Maxine Watza was also signed... Guitarist Mick Ronson is producing Toronto's Perfect Affair for Attic... Twenty-year-old Simon Wright of Manchester, England is the new runner for Down Under's AC/DC, replacing original drummer Phil Rudd... Upcoming album releases from Island include 'Tswan King' by guitarist Adrian Belew (who also produced the intriguing and just-released debut LP by Cincinnati's The Racket, the noisy hardrock band, "Life Is Something Special," the first LP by the NY Peech Boys; "Swordfish Trombone," the debut album of Tom Walls; and "Moments of Madness" by The Local Boys featuring Andy MacKenzie and Gary Kresen). Also set for release are two soundtrack LPs: Koyaanisqatsi by Phillip Glass and Daniel, featuring performances by Paul Robeson.

freed goodman

PointS WEST

(finished page 13)
as a Beastie Boy g.lies, "these pussy crumbs are making me itch..."... in his video for "Everyday I Write The Book," Elvis Costello employs dead ringer for U.K. kooky punk Chaz D &... Musical Youth ripped from its Palace gig directly to a video shoot for Donna Summers' next 45, "Valhalla,"... They say that patriotism is the last refuge to a scoundrel clings," singer Bob Dylan in "Sweetheart Like You" (aka "What's A Nice Girl Like You Doing In A Dump Like This") from his upcoming LP, Thirty... Rock of Ages, recorded by Ron, producer Marc Knopfler and Don DeVito, and the disc should be out by September. Dylan is now reportedly working on sequencing the record's X's next, named "More Fun In the New World," could be out by mid-year. Mick Ronson's latest film is titled The Thin Mint. The Hendrix biography penned by Jim Morrison and Elvis Presley historian Jerry Hopkins and set for publication by Putnam on Sept. 18, the 35th anniversary of the Voodoo Child's untimely death...

fredd reyness

California Record Distributors, Inc. Picks Up AKCO And Sugar Hill Records

LOS ANGELES — California Record Distributors, Inc., based in Glendale, Calif., has signed long-term national distributor for AKCO Records and Tapes, which includes recordings by such artists as the Rolling Stones, Herman's Hermits, The Animals and Chubby Checker. The distributor company also recently picked up Sugar Hill Records for Southern California distribution of the label's product, featuring groups like The Sugar Hill Gang and Grandmaster Flash.

Cash Box/August 20, 1981
Large Exhib Turnout Expected At NAMA '83 Conclave In Chicago

CHICAGO — A near-record number of more than 200 exhibitors is expected at the 1983 NAMA national convention, according to Jack Rielley, director of sales of the sponsoring National Automatic Merchandising Assn (NAMA).

Rielley said that as of Aug. 1, 1983 exhibitors already had signed contracts for the trade show, which will be held from Oct. 13-16 at McCormick Place in Chicago. The total number of exhibitors was achieved in 1981 when the event attracted 216 exhibiting firms.

Of the 183 exhibitors, 26 companies will be showing their products for the first time at an NAMA national exhibit, including five manufacturers of vending machines, Rielley said.

"One of the innovations in the exhibit will be aspec washing, including two beverage product suppliers, two machine manufacturers, and one exhibitor of aspec packaging machinery," Rielley noted.

Using the theme "UP — Understanding People," convention meetings at McCormick Place will cover a variety of industry topics, ranging from product merchandising and profitability to consumer opinions of vended coffee.

The format will also include roundtable discussions on warehouse inventory controls and turnover, an analysis of the tobacco industry by financial analyst John Maxwell and a session on estate tax planning by consultant B.J. Thompson.

(continued on page 36)

Cinematronics’ ‘Dragon’s Lair’ Leads Vid Game Resurgence

by Jeffrey Ressner

LOS ANGELES — Although video game arcades and street locations have been reporting severe drops in collections over the summer months, there seems to be a renewed interest in electronic coin-op entertainment, and the reason can be summed up in merely two words — "Dragon’s Lair." During the last few weeks, crowds of kids, teenagers and adults have been huddling around the revolutionary laserdisc-driven animated game, much to the delight of operators, distributors and other industry members who have recently expressed fears that the amusement machine industry trade was just about down for the count. The utterly fantastic success of Dragon’s Lair couldn’t have come at a more opportune time.

For its manufacturer, Cinematronics, since the company filed Chapter XI in September 1982 and since then has banked heavily on a positive player reaction to the laser-controlled sword & sorcery adventure.

Using the phrase "positive player reaction" when discussing the response to Dragon’s Lair is a severe understatement, however — the game is a monster.

Reportedly, the game is taking in as much as $1,400 a week in some Southern California arcade locations, and routinely doing between $500-$1,000 worth of weekly business in other areas. Furthermore, in today’s depressed coin-op marketplace, most manufacturers seem content with selling between 1,000 and 5,000 units of a new machine Dragon’s Lair, which retails to ops for approximately $4,000 — about twice as much as a conventional video — has already received around 8,500 orders, and the game’s creators are ex-

(continued on page 37)

Sega To Release New ‘Astron Belt’ Laser Disc Unit

LOS ANGELES — On the heels of the introduction of Cinematronics’ laserdisc-driven "Dragon’s Lair" (see separate story), Sega Electronics is readying the U.S. introduction of what it claims is the "world’s first real-time interactive laserdisc video entertainment system." Already being tested at selected locations, Sega’s "Astron Belt" will be on the market by the fall.

Over two years in the making, Astron Belt, (continued on page 36)
INDUSTRY NEWS

Large Exhib Turnout Expected At '83 NAMA Conclave In Chicago

(continued from page 35)

Donald Rumfleld, executive director of the Great Bay Hotel Corporation, said an additional $350,000,000 of available convention space will be available in Chicago between the 1982 and 1983 convention season.

Another aspect of the "Understanding People" theme agenda will be the Oct. 15 presentation featuring the NAMA professional staff on various facets of dealing with vending industry officials.

Entertainment events of the convention will begin with a Chicago Rock Concert at the opening session on Friday, followed by the Industry Reception on Friday evening, sponsored by vending machine manufacturers, and the NAMA banquet on Saturday, both at the Chicago Marriott Hotel.

Bus Service

Complimentary bus service from major hotels will be available to the convention visitors as well as access to the convention facility. Bus reservations are available at the convention center and at the NAMA visitor center.

NAMA members will register free of charge for the convention, while fees for nonmembers are $35 each for nonmember operating company personnel and $75 for nonmember manufacturing and supplier firms. Additional representatives from each non-member supplier-manufacturer firm can register at $50 each, Tansey said.

Further information concerning advance registration and hotel reservations may be obtained by contacting NAMA, 7 S. Dearborn St., Chicago, Ill. 60003 or by phoning (312) 346-6370.

CALENDAR

1983


Sept. 23-25: Wyoming Candy, Tobacco, Convenience Stores Assn., state convention; Cheyenne, Wyo.

Oct. 13-16: NAMA National Convention; annual convention; McCormick Place, Chicago, Ill.

Sept. 28-29: JAMMA (formerly JAA); Tokyo Distribution Center; Tokyo, Japan, "Japan's biggest arcade show".


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

Nov. 15-20: IAAPA national convention; The Rivergate; New Orleans.

Oregon Exempts Some Vid Games From State Code

CHICAGO — Following an initial request from the American Game Manufacturers Assn. (AGMA), the Oregon State Electrical Board ruled that provisions of the state's Electrical Codes regarding video arcade games. The Electrical Board rescinded some earlier state actions holding games in current use in locations in violation of provisions of the code dealing with electrical equipment.

The board's ruling came at special meeting July 14 following a request by AGMA executive director Gary Pasternak of the Department of Commerce and the state Attorney General's office, AGMA made the request after citations were served upon the owners of several video games currently in use in existing locations.

The April 14 citations centered on a lack of certification of AGMA's 48 video games. However, at the July 14 special meeting, the State Electrical Board ruled that the April 14 actions "were beyond the scope of authority," and it was also deemed "advisable to rescind those actions."

While not overturning the need for certification of video games, a requirement that has been on the books for quite some time but not enforced to any great extent until recently, the board said that the citation procedures in the marketplace should be exempt. In addition, the board passed a motion rescinding all citations for the violations.

However, in the case of new equipment, the board held that from now on all video games would be required to be certified for compliance with regulatory requirements.

"The Board indicated to us that they will be lenient with respect to inventory equipment so long as manufacturers show good faith in their efforts to comply with the requirements," Brashaw told Cash Box. "Brashaw then recommended that each manufacturer should do the following:"

1) Write a letter, indicating intent to certify all future games sold in the state of Oregon. Who will not certify their equipment will have Oregon State Electrical Advisory Board, Building Codes Division, 401 Labor & Industrial Relations Bldg., Salem, Ore. (97310)

2) Proceed immediately with the certification process at an approved testing laboratory.

3) Authorize that testing laboratory to advise Willey of the submission and its testing progress.

The association will shortly provide manufacturers with information on the certification process of testing laboratories.

Any questions regarding this matter may be directed to Brashaw at AGMA, 205 The Strand, suite 3, Alexandria, Va. 22314 (phone 703-588-0341), or Frank Edwards, chairman of AGMA's UI Committee, who can be reached at (408) 745-2681.

Cash Box/August 20, 1983

Cash Box

The Weekly Trade Journal
Cinematronics’ ‘Dragon’s Lair’

(continued from page 30)

specting to produce tens of thousands of units before its run is completed.

“The excitement hasn’t abated a bit since the game was released,” chuckled Cinematronics’ director of marketing Tom Campbell. “The demand, if anything, is stronger than it was two or three weeks ago. The momentum hasn’t lessened at all. Right now we’re in the unfortunate position of not being able to deliver them to the marketplace quickly enough. We hope to see some light soon, as early as this coming week. At this point, we’ve gotten sample shipments to every distributor we have, but several of them have only been able to get token orders — anywhere from three to five pieces. Now we’re in a position of severe backorders — about 6,000 behind. To date, we’ve shipped approximately 2,300 units.”

Because of the overwhelmingly upbeat clamor for “Dragon’s Lair,” Campbell told Cash Box that Cinematronics will drastically shift perspective on its place in the industry and will concentrate solely on the manufacturing of laserdisc-controlled machines, ending its involvement with traditional raster and vector monitor games. All future disc games are slated to be convertible with the “Dragon's Lair” cabinet by merely replacing the disc, marquee and control board panel. A new disc-activated program, tentatively called “Space Ace,” employs animated footage of a futuristic superhero, is currently under development and should be shown to operators at the October Amusement & Music Operator’s Assn. (AMOA) Exposition in New Orleans.

“The mood (at Cinematronics) is very, very good these days,” added Campbell. “We're confident we have the best product right now in the industry, and we have a good feeling about some upcoming things. We feel a hell of a lot better than we did 60 days ago! Laser — that’s our focus from now on. We have no plans to build a conventional video game at this time.”

While Cinematronics is handling the manufacturing and distributing end of the Dragon's Lair release, it is by no means the only contributing party to the game's success. The videodisc machine was also brought to fruition by the efforts of the programming firm Rick Dyer Industries and the animation company Don Bluth Studio. According to Rick Dyer, who came up with the idea for the game five years ago, it has “exceeded our expectations certainly, even though our expectations were pretty high.”

“I started working on the interactive concept about half a decade ago,” explained Dyer, “and Dragon's Lair is actually the sixth machine we've created over that time. We began by prototyping the game, scraping some ideas and building new games learning from our mistakes. On the fifth generation machine — a sit-down model that was the predecessor to Dragon's Lair — we finally made a machine that was usable for presentations. I was trying to decide who would be the animator be, and I went out to see a movie called The Secret of Nimh with my wife. I pointed to the screen and told my wife I wanted the animators of that film to do Dragon’s Lair. So I called Don Bluth, and he came over the next day for a presentation. Shortly thereafter, his studio became one of the partners in the venture.”

Having secured the services of Bluth, Dyer convinced vidgame manufacturer Cinematronics to invest in the laserdisc machine idea, and together the three formed Starcom, a corporation specifically geared to design and produce the innovative game devices. Although the first game of the series has only been out for a few weeks, Dyer is convinced that it will prove to be one of the most significant and profitable advancements ever in the game arena.

“I think there's the possibility where if Dragon's Lair does hold up, that it will exceed 'Pac-Man.’ There’s never been a game in the history of arcades that’s ever been embraced from the start like this one has.”
AGMA'S TRAVELING EXHIBIT — As part of its continuing government relations effort, the Amusement Game Manufacturers Assn. (AGMA) has been exhibiting at or otherwise participating in a number of conventions of state, county or local officials. AGMA's goal is to provide enlightenment about the industry and give opinion makers an opportunity to actually experience for themselves the fun and challenge of playing the coin-operated games by featuring them in the AGMA exhibit. Pictured is AGMA's booth at the National Assn. of Counties Convention in Milwaukee, July 16-19, which proved to be a very popular attraction. The next scheduled engagement will be the National Conference of State Legislators in San Antonio, where AGMA will present games in the children's recreation suite, following which the association will sponsor a booth at the National League of Cities Convention in New Orleans, November 27-29.

MorTronics 1st Qtr. Revenues Up Slightly

LOS ANGELES — Revenues for Mor-Tronics, Inc., including results from video games distributor Circle International (acquired in the third quarter fiscal year 1983), were $7.1 million for the first quarter ended May 31, up slightly from $7 million for the same period in 1982.

The figure constituted a net loss of $540,000, or 11 cents per share. For the first quarter 1982, net income was $242,000, or seven cents per share before extraordinary credits. The extraordinary credits amounted to $210,000, or six cents per share.

Commenting on the results, Nate Dolin, chairman of the board, said: "As we had earlier stated, we expected a decline in the company's results due to the continued slow-down in the coin-operated video game industry. The loss in the first quarter is primarily attributable to losses in lower volume in that business... While the company is positioned for a turnaround in the coin-operated video game business, our strong financial position is enabling us to expand our restaurant operations through the acquisition of new Kentucky Fried Chicken territories.

M. Kramer Bows Poker Game, Countertop Vids

CHICAGO — M. Kramer Mfg. Co. of Lakewood, N.J., has introduced a "Skill Stop" poker game in its new line of Model 3000 video card games.

In the Skill Stop game, the player must use eye and hand coordination in order to stop cards that are flashing on the screen and must work against a 10-second countdown not only on the initial deal but on the discs as well. The cards will stop flashing automatically if the player has not stopped them within the 10 seconds.

The Skill Stop feature is incorporated in the regular Model 3000 program allowing the operator to change from the Skill Stop to any of the Draw Poker, Joker Poker or Hi-Lo games by use of an internal switch.

As explained by Jeremiah Dooley, vice president of Kramer, "By going to a 6K memory, we were able to put into the Model 3000 all of the features and options that were previously available only by changing chips."

The Skill Stop and all Model 3000 games will be available as upright video games and also as the "Lil Kramer," a new line of counter-top video games being introduced by the firm.

Sandler Retires from Vice President Post

CHICAGO — Hy Sandler, vice president of Sandler Vending Co., noted Minneapolis-based distributing firm, announced his retirement on Aug. 1, stating: "I have decided to sell my interest in our family-owned business and make room for the younger generation."

A well-known and highly respected figure in the coin machine business, Sandler's career dates back about 20 years and encompasses both the operating and distributing levels of the industry. He started out in December of 1963 with Twin City Novelty Co., an operating firm in Minneapolis, founded by Harold Lieberman, who ultimately expanded his organization to include operating, distributing and record one-stop operations.

During his 21-year tenure at Twin City, Sandler eventually got into selling and also became involved in the firm's phonograph record business.

He joined Sandler Vending Co. about 18 years ago, assuming a stockholder in 1970. The firm, originally headquartered in Des Moines, Iowa, was founded by his brother, Irving, in December of 1945. Among the lines represented by the company are Automatic Products, Bally Midway, Rock-Ola and Valley.

The Sandler family has always been well-represented at industry functions. Hy and his wife, Betty, were a familiar couple at the annual AMOA convention, their Rock-Ola distributors meeting each year and similar gatherings. They recently returned from an extended trip to Jerusalem, where they visited with their daughter and 7½-year-old granddaughter. Their son, an ordained rabbi, recently accepted his first pulpit assignment in suburban Chicago.

Sandler has no definite plans for the immediate future, except to have more time for family trips to Dallas and Jerusalem.

Nintendo Donates Games

CHICAGO — During the period of July 23-30, some 65 western Washington children stricken with muscular dystrophy were guests at a special event — the 7th annual MDAs Summer Camp, which was held at Camp Waskowitz in North Bend, Wash. The bill of fare included arts and crafts, recreation, swimming, hay rides, bonfires, nature studies and video games.

At the function, each camper was assigned a volunteer counselor for the week to give each of the children the opportunity to experience a camp setting geared to their disability.

Many people and companies donate time and energy to supporting this program and MDA relies on volunteers and corporations to maintain the quality standards set each year. Nintendo of America, Inc., which is headquartered in nearby Redmond, Wash., donated the use of several video games, which were specially adapted to the needs of the handicapped. In addition, Nintendo donated various prizes for winners and runners up in the game play competition.

Lovely wife, Betty, were a familiar couple at the annual AMOA convention, their Rock-Ola distributors meeting each year and similar gatherings. They recently returned from an extended trip to Jerusalem, where they visited with their daughter and 7½-year-old granddaughter. Their son, an ordained rabbi, recently accepted his first pulpit assignment in suburban Chicago.

Sandler has no definite plans for the immediate future, except to have more time for family trips to Dallas and Jerusalem.

The following service tip, for informational purposes, was submitted by Taito America Corp. and maintains a Fast Aid Hot Line to call and the number is (800) 323-0666 (outside Illinois). People in Illinois who need assistance may call (312) 981-1000, Ext. 215.

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### MANUFACTURERS EQUIPMENT

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

#### PINBALL MACHINES

<table>
<thead>
<tr>
<th>MANUFACTURER</th>
<th>MODEL</th>
<th>DATE</th>
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<tbody>
<tr>
<td>BALLY</td>
<td>Father's Day</td>
<td>8/81</td>
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<tr>
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<td>Medusa</td>
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<td>Centaur</td>
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<td>Electra</td>
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<td></td>
<td>Vector</td>
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<td></td>
<td>Mr. &amp; Mrs. Pac-Man</td>
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<td>Rapid Fire</td>
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<td>Spectrum</td>
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<td>Speakeasy, 2-o-l</td>
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<td>Grand Slam</td>
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<td>Goldball</td>
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<td>GOTTIEB (see MYLSTAR)</td>
<td>Volcano</td>
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<td>Black Hole</td>
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<td>Haunted House</td>
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<td>Devil's Dare</td>
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<td>Caveman Pin/Video</td>
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<td>Rocky</td>
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<td>Punk</td>
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<td>O'Quinn's Quest</td>
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<td>STERN</td>
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<td>WILLIAMS</td>
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<td>Hyperball Pin/Video</td>
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<td>Cosmic Gunfighter</td>
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<td>Defender</td>
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<td>Warlock</td>
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<td>Joust</td>
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<td>Time Fantasy</td>
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<td>ZACCARIA</td>
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#### VIDEO GAMES (upright)

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<td>AMSTRAD</td>
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<tr>
<td>ATARI</td>
<td>Red Baron</td>
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<td></td>
<td>Red Baron, sit-down</td>
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<td>Tempest</td>
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<td>Tempest Cabaret</td>
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<td>Dig Dug</td>
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<td>Dig Dug Cabaret</td>
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<td></td>
<td>Kid Kangaroo</td>
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<td>Gravitron</td>
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<td>Pole Position</td>
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<td>Liberator</td>
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<td>Quantum</td>
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<td>Xevious</td>
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<td>Food Fight</td>
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<td>Star Wars</td>
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<td>BALLY/MIDWAY</td>
<td>Omega Race</td>
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<td>Omega Race sit-in coastline</td>
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<td></td>
<td>Galaga</td>
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<td>Super Pac-Man</td>
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<td>Burger Time</td>
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<td>Domino Man</td>
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<td>Baby Pac-Man, pin/vid</td>
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<td>Jumpin 'N Jumpin</td>
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<td>CENTURY</td>
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<td>Challenger</td>
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<td>The Pit</td>
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<td>Loco-Motion</td>
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<td>D-Day</td>
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<td>Tunnel Hunt</td>
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<td>Swimmer</td>
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</tbody>
</table>

### CONVERSION KITS

(including interchangeable games & enhancement kits)

Bally Midway, Pac-Man Plus (12/82)

Century, Guzzler

Cinematronics, Brix (1/83)

Intrispid Marketing, Encore Retro-Kit (1/83)

Data East, Burger Time

Data East, M-3030

Data East, Multiscreen Conversion

Data East, Cluster Busters

Data East, Pro Bowling

Exidy Hardhat (2/83)

Exidy Pepper (2/83)

Exidy Retrofit

Myrtle Gottlieb, Royal Flush Deluxe (5/83)

Interlogic ROC 'N' Rodeo

Rock-Ola, Levers (3/83)

Rock-Ola, Nickler

Rock-Ola, Eyes

Rock-Ola, Survival

Rock-Ola, Mermiad

Nichibutsu, Play Time (1/82)

Nichibutsu, Rug Rats (3/83)

Sega, Tasc/Scan (9/82)

Sega, Monstar Bash (11/82)

Sega, Super Zaxxon (1/83)

Stereo, Lost Bump (2/83)

Stereo Pop Flamer (3/83)

Stereo, Super Draw (7/83)

Stereo, Fast Draw (7/83)

Taito America, Elevator Action (7/83)

Universal, Lady Bug

Universal, Mr. Do
IN REVIEW

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

CENTURY "GTRUSS": A multi-phase (2-stage) space adventure video game that begins on the planet Neptune and offers a progression of exciting play elements — plus music. (6/4/83)

ENTER-TECH "NOAH'S ARK": This is the fifth model in the factory's Moppet line of video games which are designed specifically for children in the three to nine age bracket. (6/18/83)

SEGA "CHAMPION BASEBALL": All of the elements of the popular sport plus unique split screen visual view and many exciting play features highlight this outstanding video game. (7/2/83)

STERN "SUPER DRAW": One of the first two poker conversion kits intro'd by Stern for adult players. Comes in a dedicated kit and a general kit for vertical monitor games. (7/30/83)

STERN "FAST DRAW": This model of Stern's poker conversion kit is available as a dedicated kit for a once popular horizontal monitor game and a general kit for other horizontals. (7/30/83)

WILLIAMS "MOTORACE USA": A high-speed, cross country motorcycle race is the theme of this video, which offers spills, chills, thrills galore plus continued play option and lots' a action. (7/30/83)

INTERLOGIC "ROG N ROPE": "Rog is a Bird of Fortune, which the player tries to catch, amidst the perils of a variety of cute monsters, dangerous dragons and other adversaries. (6/19/83)

ATARI "ARABIAN": A romantic adventure in various different play levels, where the player as 'prince' must rescue the beautiful captive princess in the castle tower. Many obstacles. (7/2/83)

ATARI "CRYSTAL CASTLES": A colorful, multi-phase maze game focusing on a businessman as he faces a variety of obstacles in his efforts to pick up money and deposit it in the bank. (7/23/83)

INTERLOGIC "ROG N ROPE": "Rog is a Bird of Fortune, which the player tries to catch, amidst the perils of a variety of cute monsters, dangerous dragons and other adversaries. (6/19/83)

ENTER-TECH "NOAH'S ARK": This is the fifth model in the factory's Moppet line of video games which are designed specifically for children in the three to nine age bracket. (6/18/83)

SEGA "CHAMPION BASEBALL": All of the elements of the popular sport plus unique split screen visual view and many exciting play features highlight this outstanding video game. (7/2/83)
NOW—AT LAST—THE BLOCKBUSTER GAME WE HAVE ALL BEEN WAITING FOR!

THE ATARI STAR WARS coin video game introduces a new age of entertainment. With graphic simulation so real it plunges players head-on into the world of LUKE SKYWALKER* with music and dialogue from the film and special effects that blast state-of-the-art into an unknown dimension!

And the movie release of STAR WARS: RETURN OF THE JEDI* renews the STAR WARS experience. So cash in on the connection!

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His Brand New Album

The Rick James 1983 Cold Blooded Unity Tour
Featuring
The Mary Jane Girls and The Stone City Band

AUG. 18
San Diego, CA
(Sports Arena)

AUG. 19-21
Los Angeles, CA
(Universal Amphitheater)

AUG. 26-28
San Francisco, CA
(Circle Star Theater)

SEP. 2-3
Detroit, MI
(Masonic Temple)

SEP. 9-10
Merriville, IN
(Holiday Star Theater)

Also produced by Rick

Mary Jane Girls
Charting Bi