YOU CAN SEE IT IN HER EYES.

DIRTY LOOKS

The new album from

JUICE NEWTON

Featuring the single TELL HER NO

Produced by Richard Landis for Outlandis Productions

ON RECORDS AND HIGH QUALITY XDR CASSETTES FROM CAPITOL

NOW FEEL IT IN HER VOICE.
EDITORIAL

Over halfway through the summer, it appears that the strong product now out on the market has kept up the momentum in the tentative recovery begun in the spring. A number of hot-selling albums, plus a wide variety of hit singles, has served to keep the customer satisfied . . . and coming back into the stores.

While it is still too early to declare flat out that the industry has turned itself around, the signs of recovery are everywhere. It's been a long time since there was such a plentiful supply of good music — everything from rock to pop to country to black to dance music has benefited from a newfound burst of creativity.

In addition, labels have once again picked up the pace as far as signing new acts is concerned. Now that the problems surrounding distribution have seemingly subsided at least for the moment, even independent labels have been able to take on more acts with some degree of certainty that their distributors will still be in business the following week. A. B. from the standpoint of the majors, it must be reassuring to see that the public is responding to those new acts that are considered "the lifeblood of the industry."

Heightened activity can also be seen on the club and concert level. Spurred by such hit movies as Flashdance and Staying Alive, plus the vitality of the dance labels, which seem to have an endless supply of top quality 12-inch singles, the club scene is still the strongest it has been in a long time. Add to that the prosperous outdoor concert season that has seen a number of promoters and touring bands doing their best business in a few years, and it seems that all of the prerequisites for a strong recovery are there. Now all we have to do is keep on truckin'.

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**ON THE COVER**

It's not often that a band coming to the U.S. from foreign shores scores a #1 hit record the first time out, but it looks like the U.K.'s Eurythmics may just pull it off with the electro-ditty "Sweet Dreams (Are Made Of This)," which is poised at #2 in this position on this week's Cash Box Pop Singles chart. Paved by lead singer Annie Lennox's commanding, yet compassionate vocals, the tune had already topped the British charts for several weeks before it began its steady rise on American radio playlists.

Formed in 1980 by Lennox and musical hobo David Stewart, the Eurythmics draw on the diverse backgrounds of its two founders for its inspiration and group identity. Stewart began playing guitar at 13 and went through a series of obsessions with medieval, blues, folk, funk and other forms before becoming fascinated with the Europop groove, while Lennox attended the Royal Academy of Music for three years learning the intricacies of piano, harpsichord and flute prior to developing an interest in synthrock sounds. Sophisticated, street-smart and soulful, the brains behind The Eurythmics have demonstrated that electronic entertainment need not be spiritually empty.

**TOP POP DEBUTS**

**SINGLES**

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**POP SINGLE**

**EVERY BREATH YOU TAKE**

Midnight Star

**A&M**

**B/C SINGLE**

**FREAK-A-ZOID**

Midnight Star

**Solar/Elektra**

**COUNTRY SINGLE**

**YOU'RE GONNA RUIN MY BAD REPUTATION**

Ronnie McDowell

**Epic**

**JAZZ**

**IN YOUR EYES**

George Benson / Warner Bros.

**NORTH AMERICA**

Willy Nelson / Merle Haggard

**TOP gia**

**B/C ALBUM**

**PANCHO & LEFTY**

Merle Haggard / Willie Nelson

**Epic**

**COUNTRY ALBUM**

**JESUS I LOVE CALLING YOUR NAME**

Shirley Caesar

**Myth**

**GOSPEL**

**THREATNER**

Michael Jackson

**Epic**

**S Brich**

Michael Jackson

**Epic**

**COUNTRY ALBUM**

**PANCHO & LEFTY**

Merle Haggard / Willie Nelson

**Epic**
Motown, MCA, Indie Distributors Reach Accord

by Michael Martinez

LOS ANGELES — An out-of-court settlement and a judicial decision last week ended the legal wrangling between MCA and Motown Records and at least two of the three independent distribution companies that sued the Los Angeles-based label and distribution company for Motown’s defection from the indie ranks.

Maryland-based Schwartz Brothers, Motown Records, MCA, Inc. and MCA Distribution and MCA Records reached out-of-court accord. Represented by attorneys Mike Eaton of Arent, Fox, Kintner, Plotkin and Kahn, Schwartz Brothers filed the suit, which sought to void a federal Circuit Court in Maryland record companies, independent specialty labels are developing into an important propo-

Indie Labels Pursue A New Path With Heavy Metal Acts

by Fred Goodman

NEW YORK — Having spearheaded the introduction of new wave and dance-oriented rock music in this country only to be followed by a rash of one-man production groups, the heavy metal music industry is considering the exclusive property of middle America.

The development of Megaforce has been a major factor in heavy metal's rising popularity: heavy metal. With the grassroots tactics that have been the traditional strengths of indies, this young label — San Francisco's Shrapnel Records, Los Angeles' Metal Blade and New Jersey's Megaforce Records — have been finding, promoting and selling heavy metal bands with a vengeance. And all three report a burgeoning international market for heavy metal music that was once consid-

Haggard Tops CMA Nominations

by Lee Stevens

NASHVILLE — The Country Music Association (CMA) has released the final nominations for its 17th Annual Awards Show to be carried live from the Grand Ole Opry House in Nashville on October 10 over the CBS Television Network. Seven artists and five songwriters received their first nominations and Merle Haggard’s six 1983 nominations make him the new all-time most-nominated country artist.

Haggard received six nominations, the most of any artist this year, which gives him a total of 40 CMA award nominations, the second-highest total. Loretta Lynn is the all-time most-nominated. Lynn had held the record with 36 nominations. This is the first time since the awards began in 1967 that she has not received a single nomination. Lynn and the Statler Brothers remain the top winners of the CMA Awards with 13 wins each. Haggard, with five previous wins, would have to take four categories to become a class by himself, the artist with the most wins, unless the Statler Brothers

Quality Acts, Weather Spark

Hot Outdoor Concert Season

by Jim Bessman

NEW YORK — A most successful outdoor summer concert season is winding down with concert promoters and producers lauding the high quantity and quality of touring talent and thanking whomever it may be for making outdoor venues the places to be. Acts of all types and drawing power have done well under the sky, so much so that even when some dates did fall due to weather, venues are being looked at for next summer to handle a greater share of outdoor shows. Many promoters in New Jersey are among the promoters who found success in both stadium-sized and smaller outdoor venues, and are planning to hold more concerts outdoors next summer. “Kids wanted to go outdoors to see shows this year,” said associate producer David Marsden, who felt that his outdoor success had an ad-

DURAN DURAN GOES RIAA HEAVY METAL — Capitol Records execs recently flew to Birmingham, England to host a special presentation to Duran Duran for its hit LP, “Rio.” The presentation followed the band’s performance at the Olympics, and the label has always been handled by Enigma Records. It has graduated from a lease arrangement to a pressing and distribution deal to a specialty label, all in the space of a year-and-a-half. Enigma’s Wesley Hein reports that the label has found an “incredible demand for heavy metal” through its RIAA Heavy Metal, Inc. subsidiary, which has taken over the distribution of the band’s records to the metal market.

Cash Box August 27, 1983
**BUSINESS NOTES**

**Pioneer Video ‘Researches’ Potential For Laserdisc ‘45’ In The U.S.**

LOS ANGELES — Pioneer Video is currently “researching any viable applications” for the introduction of an eight-inch laser videodisc “45” into the U.S. market, according to a spokesperson for the company.

“The product presently exists in Japan as a means of serving the Karaoke (laser video) system,” said the spokesperson. The Karaoke system is an interactive laserdisc system set up in restaurants, pubs and bars so that ARS or LCS partners across the country in which customers can participate by signing to a prerecorded audio track, while corresponding visuals are projected on the system’s screen. It’s been described as a cross between the Hal Roach Studio’s Singing Machine and a video jukebox.

Since you could put somewhere between 15 and 20 minutes of programming on the disc,” noted the Pioneer spokesperson, the company is investigating “potential music video applications . . . such as a videodisc single.”

“Pioneer Artists: Barry Sherwin has been talking to a number of record companies as part of our research,” the spokesperson concluded.

**Legendary Lyricist Ira Gershwin, 86, Dies**

LOS ANGELES — Ira Gershwin, the brilliant lyricist who penned the words to hundreds of popular songs including “Summertime,” “I Got Rhythm,” “Embraceable You” and “The Man That Got Away,” died Aug. 17 in his Beverly Hills home at 86 of natural causes. Gershwin began his illustrious career in 1924 when he joined forces with his composer brother George to create the hit “Lady Be Good.” The two brothers remained close partners until George’s untimely death from a brain tumor at age 38 in 1937, and together they were responsible for some of the inspired love songs of the 20th century, such as “S Wonderful,” “They All Laughed” and the classics from the folk opera “Porgy and Bess” like “I Got Plenty O’ Nuttin’,” “Bess, You Is My Woman” and “I Love You.”

**ASCAP Begins Quarterly Foreign Payments**

NEW YORK — A new payment schedule put into effect by the American Society of Composers, Authors and Publishers (ASCAP) will distribute royalties on a quarterly basis for all foreign songs which make the Top 50 on the U.S. trade charts. The system thus allows foreign writers and publishers of these songs who license through ASCAP in America to get paid on the same basis as American composers and publishers.

According to ASCAP president Hal David, the new procedure “will apply to every performing right society that is prepared to make a quick turnaround and distribute the royalties expeditiously to their members.” Payments to foreign performing rights societies on foreign songs which do not reach the Top 50 will continue according to ASCAP’s normal semi-annual payment schedule.

In June, Broadcast Music, Inc. (BMI) initiated a similar quarterly distribution procedure (Cash Box, July 2).

**NARAS Accepting Hall of Fame Nominations**

LOS ANGELES — The 90-member Hall of Fame Nominations and Elections Committee is accepting entries for the National Academy of Recording Arts & Sciences (NARAS) Hall of Fame Awards. The special committee is selected by vote of the National Board of Trustees and consists of eminent and knowledgeable professionals from all branches of the industry. Nominations should be submitted by Aug. 21, and a second voting round will see the committee select the five recording winners for induction into the 1984 Hall of Fame.

Entries must be limited to music released before 1958, since the awards honor significant contributions on recordings released before inception of the Grammys during the late 1950s.

**Handelman Posts 1983 Sales Dip, Income Gain**

NEW YORK — The Handelman Co. last week reported sales of $230,8 million for the fiscal year ending April 30, a drop of 1.4% from the $234.1 million registered in fiscal 1982. The decrease was attributed largely to the recession and the “lackluster” performance of the music industry. However, net income increased 8.4% from $8.7 million, or $1.90 a share, in 1982 to $9.4 million, or $2.11 a share, this year.

Additionally, gross profit as a percent of net sales for fiscal 1983 was 28.6% up from last year’s 27.5%. This increase was seen as resulting from the company’s improved product sales mix, including the introduction of home computer software, accessories and computer related books in April.

Fourth quarter figures showed sales of $59.2 million, an increase of 2.3% from the $57.8 million mark from last year’s fourth quarter. Net income of $2.6 million or 48 cents a share, increased from $2.1 million, or 46 cents a share, from last year.

**Iglesias To Receive Diamond Disc**

LOS ANGELES — Columbia recording artist Julio Iglesias will be presented with the first Diamond Disc award from the Guinness Book of World Records at a gala reception in Paris Sept. 29. The award is being made to honor Iglesias as the world’s top selling recording artist who records in six languages.

The Spanish-born singer has sold more than 100 million albums worldwide, earning 16 gold, five platinum and 10 double-platinum, as well as 350 gold records. Iglesias has recorded in English, Spanish, French, Italian, German and Japanese.

The Mayor of Paris, Jacques Chirac, will make the Diamond Disc presentation.

Iglesias is currently at work on his first American LP with producer Richard Perry. The album is scheduled for a fall release.

**Goldberg Forms Gold Mountain Label With A&M**

LOS ANGELES — Gold Mountain Records, a custom label under the A&M Records banner, has been formed by Modern Records president Danny Goldberg. It will be based on the Chaplin Studios lot here, which serves as the headquarters for A&M.

**Kreiner To Head Ocean Front Label**

LOS ANGELES — Veteran industry executive Marc Kreiner recently opened Ocean Front Records here with Tyrene Davis, Gary Green, David Williams and Gene “Poo Poo” Anderson as the initial artists.

The Marina del Rey-based company will be headed by Kreiner as president, with Bruce Thompson as chairman of the board. Vice President Arleen Schisel is coordinating national promotion, and Patty Ray is working in administration.

The label is aiming for independent distribution of its product, and as Kreiner noted, “Through independent distribution, we can fill a void in the sound that’s happening today. The success of product artists like Michael Jackson, Prince and others has been proven on all levels, including radio and retail.”

Kreiner said that the main concern of Ocean Front will be to develop artists with longevity in mind. “Regardless of the success of the first or second LP, we’ll be planning strategy for the third, fourth and fifth albums.

Starting in the music business nine years ago as disco promotion executive at Ariola Records, Kreiner later opened his MK Dance Promotion firm in 1976, which represented major label efforts to break such product at radio and in the clubs. He then started MK Prods., which worked with Chic, Norma Jean, Cahnson, Debbie Jacobs and others.

In 1979, Kreiner headed Ocean Records, and in August of 1982, joined HighRise Entertainment Company, where he is credited with bringing the company three top contemporary hits including a pair of #1 singles.

Kreiner plans to attend the upcoming indies’ National Distributors Committee meeting of the National Assn. of Recording Merchandisers (NARM), set for Sept. 29 at the Hyatt Hotel in West Palm Beach, Fla.
You'll beg for more as Stephanie Mills unleashes the hottest collection of songs ever imagined. "MERCILESS," the outrageous new album from Stephanie Mills, featuring the high-flying smash, "Pilot Error." Two sides of Stephanie Mills you've never heard before.

Produced by Gary Klein & David Wolfert for THE ENTERTAINMENT COMPANY
Executive Producer—Charles Koppelman
His Name is Michael* 
Do You Love Him**
*Produced by Phil Ramone

Management: Stantie Music—Cassandra Mills and Allen Mills

Manufactured and Marketed by PolyGram Records™
Divinys

She howls like some twisted barshere stocked on methadone, her palm on her forehead and the other hand frantically tugging on her skirt with the other, and she and her young men and women around the stage with the intensity of a Sudanese mob. "Divinys' lead singer, Christina Amphlett is and indeed an awesome sight to behold in concert... the raw and powerful, Pippi Longstocking type with a strong, husky voice, is a whole different species to the current Australian wave of poppers such as Men At Work or INXS. In fact, if Divinys' Amphelett brings to mind any other Aussie rock performer, it would probably be AC/DC's Angus Young, the metallic personification of youthful, rowdy angst.

Recently finishing up a lengthy tour of the United States backing such bands as The Fixx and the Psychedelic Furs, the addition to headlining many gigs, Divinys' bubbled up Under less than four years ago when Amphlett and friend Max Gallup formed the band, which began working together on a whim one afternoon. Richard Harvey, a friend of McEntee's and drummer, joined the band a few months later, and the duo soon afterwards, and eventually the group latched onto bassist Rick Grooms and axeman/keyboardist Bjorn Olin to form a quintet.

We got jobs wherever we could, recalls Amphlett, and then we got a $250 a week job in a taxi service in Sydney. After developing a following every place we played. We worked up and down the coast — working the live scences. The way we all worked was very important — and we gradually got over here, which has been pretty exciting for us.

Amphelett, who has been singing since the age of seven, was an avid fan of soul, gospel and rock while growing up, and claims, "Jimi Hendrix, Janis Joplin, Janis Ian and the Franks, whose influence in molding her vocal character,..."

including songstress Stephanie Mills sits on a stool authoritatively, a copy of Vogue magazine draped over one leg while giving a ruthless glance to an off-camera bodyguard, Amphlett, who is in charge of her destiny, and on this follow-up to last year's "Tantalizingly Hot" album, Mills hits the target on several outstanding numbers, including "Pilot Error," which was the highest charting B/C single last week and this week jumps to a #52 position. Best-known session pros Lenny Castro, Victor Feldman, Greg Phillinganes and "Maniac" Michael Sembello and instrumental ensembles are a welcome sight.

DEDICATED — Barry White — Unlabeled Gold/CBS FB 38711 — Producer: Barry White — List: None — Bar Coded

The former producer/engineer of the Coasters, who has won over listeners by convincingly recreating their sound, gives listeners another dose of his breezy, bewitching vocals with this LP, which begins with an ode to America that includes the words "I Love You America" and ends with a reminder that love and faith will stand the test of time. Like his first album, "I Love You America," this LP tackles other weighty topics like the joy of being "Free," the tribulations of "Life," the beauty of "Dreams," and the power of a "Love Song.


Sung by Junior Walker provided Motown with several killer singles including "Shotgun," "Road Runner," "What Does It Take (To Win Your Love)", and "Walk In The Night," but he hasn't really been heard from since the mid-1970s disco era. Now, however, Walker and his All Stars are back with some exhilarating R&B that's just the thing to pick up a dwindling party or get down on the dance floor. Sure, there are the perforntuaries ballads like "Closer Than Close," but the real action comes on cuts such as the suggestive "In And Out," and the wailing title tune both tailor-made for B/C radio. Although it may be a tad too adventurous for timid P.D.'s, the ditty "Bali Baby" is actually the most power-packed track on the entire LP, guaranteed to move those bodies and raise eyebrows.

JAZZ

MORE THAN A FEELING — Koilina Breaker/MCA BR 9946 — Producer: Bill Schnee — List: 8.98 — Bar Coded

No, Koilina is not the name of that artful mountain on the Big Island, its a Greek term that means "to fellowship or communicate by the act of using as common." It also seems to be the name of this gospel-inspired jazz serenade, sung by bassist Aaron Laboriel, guitarist Hadley Hockensmith and keyboardist Harlan Rock, that should "wind up" some tunes. Koilina will find plenty of material here to fit onto playlists, while the funky harmonies on "Your Lover" and "Lost Losers" are bound to turn some audiences. The album's other vocal teristics. After joining a few bands with names like The Gipsy, and Steamhammer during her teenage years, Amphlett went to Europe when she was 18 and then returned home to Australia where she hooked up with McEntee and started Divinys. The band starred in and soundtrack a motion picture called "Monkky Grip" before putting out its own studio long player, and songs from both records were used to coin the combo's first American album, entitled "Desperate." To support the release, Divinys came to the U.S. and embarked on a comprehensive series of concert dates, performing before the largest audience of its career when it opened up the Memorial Day Weekend "US 83" event earlier this year.

Despite the band's tight playing on stage and Amphlett's outrageous presence, Divinys admits that at certain times the group was stiff and staid when performing, and that it was the urging of the plastic surgeons that Amphlett and McEntee, and began to assume an off-the-wall stage persona. "When I started singing with the band, I was extremely shy," she said on the vocals, "but it was stage and the boys would say 'Why don't you do something?' So gradually, I got little steps together and worked on them and developed them. I never had anybody in mind except the characters I was singing about. That person up there comes out of the songs themselves."

FEATURE PICKS

PROMPT POP

KENNY ROGERS (Coca-Cola JH-13615)

Islands In The Stream (4-08) (Gibbs Brothers Music, Admin. by synchronization — BMI) (B. Gibbs, R. Gibbs, M. Gibbs) (Producers: Barry Gibbs, Karl Richardson and Abby Galutien)

The first entry from Kenny Rogers' new label and production team shows another dramatic change from a man whose extraordinary career is full of them. The tuneful Bee Gees-penned love duet also marks the first time that Rogers and Dolly Parton have recorded together. Barry Gibbs' input has the same golden touch which shone so bright on earlier efforts with Barbara Streisand and Dionne Warwick. The sound is simply gorgeous, as is the melody, as are the words.

DAVE EDMUNDS (Columbia 38-04080) Information (3.52) (Hi-Varieties Music Inc./April Music Inc. — ASCAP) (D. Edmands, M. Radice) (Producer: J. Lynne)

Edmunds follows his Top 40 success in "Slipping Away" with another Jeff Lynne production, this time the title track to his current LP. The cut, about Edmunds' apprehensions regarding a new attraction, sparkles from end to end with his get-down neo-rockabilly guitar and breakneck drumming merging with harp-like synth flourishes. The pop mix shows both singer and producer at their best.

MODERN ROMANCE (Atlantic 7-89783)


No "new music" pretenses here as the band pays its debt to the 1960's with a confident, pop-style cover of the Ronettes' Top 20 hit. Drenched in strings and appealing background vocals, Modern Romance actually sounds more like the Bee Gees than their previous white funk incarnation, and ought to fare well on the charts.

THE FIXX (MCA 5226)

One Thing Leads To Another (2-32)

(continued on page 10)
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
• MIDLINE, VIDEOCASSETTE & VIDEO GAMES AWARDS
• ROCK BOOKS / POSTERS

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.

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ADVERTISING CLOSING: SEPTEMBER 12, 1983

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615 • 244-2898
NEWS & REVIEWS

SINGLES
(continued from page 8)
(Colgems-EMI Music — ASCAP)
(Grunin/Woods/West-Ora/McCoy/Blackwood)
(Producer: R. Hine)

A hit LP leads to a Top 20 single leading to a hot tour leads to single number two from the latest "new rock" princes. The track's up-tempo, almost poppy feel is balanced by Cy Grunin's strong vocalizing and the sobriety of the subject matter. Look for another chart-climber and continued success for this band.

INXS (ATCO 7-98633)
To Look At You (3:38) (Brownlow Music —
BMI) (A. Farriss) (Producer: M. Opitz)

A churchy, medieval organ intro gives this love song to "a different kind of girl" a dark, eerie ring. Lead singer Michael Hutchence intones the lyrics upon a

12-INCH SINGLES
BOW WOW WOW (RCA JD-13955)
Love, Peace And Harmony (4:21) (Blackwood Music — BMI) (Ashman, Bar-
barossa, Goman, Lwin) (Producer: M. Chapman)

The natives are restless tonight. Positively primitive and equally engaging tribal rock from music's feral foursome. Lyrics are minimal beyond the chanted title, with drummer Dave Barbarossa's non-stop rhythmical onslaught as the cen-
terpiece. Pure primordial for now bar-
barians.

FATBACK (Spring SPR 12-412)
Up Against The Wall (5:20) (Cilla Music —
BMI) (B. Curtis, M. Reid) (Producers: B. Curtis, G. Thomas)

Fatback continues to talk their way through hard times. Conceptually similar to "Is This The Future," "Up Against The Wall" and its survival rap are played against a heavy bass and party at-
mosphere back up. A natural follow-up for these veterans on a roll.

DAVID GRANT (Chrysalis AV 42028)
Stop And Go (7:19) (Solid Music/D-
JA/Prod) (D. Grant, D. Bramble)
(Producer: S. Levine)

Vocalist Grant and cohort/one-man-
band Derek Bramble find the groove and
hit hard on this up-tempo shaker. Although somewhat reminiscent of Michael Jackson's "Shake Your Body Down To The Ground," the duo piles a firm, fresh sound on this U.S. debut disc.

NEW AND DEVELOPING

JO BOXERS (RCA JB-13601)
Just Got Lucky (3:45) (Zomba Music Pub.
Ltd.) (Bostock, Wayne) (Producer: A. Shacklock)

Jo Boxers are another new English group and this one offers a refreshing change from the slew of synth bands by reverting to the vibrant energy of mid-'70s pop combos like the Thermeloes, Buckingham, and Jay &
The Americans. A vintage ar-
range ment and production in-
cludes raved-up vocals, honk-
ring horns, ring-
joyous discovery aluded to in the title.

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Joanie Greggains
THIN THIGHS, HIPS & STOMACH

"Shaboo Shabah" drumbeat, keeping
line with the meaning behind the Aussie

t group's otherwise mysterious debut

album title. When guitars finally do enter the picture, they seem to slice the melody in half.

BLACK CONTEMPORARY
JUNE POINTER (Planet/RCA JK-13592)
Don't Mess With Bill (3:04) (Jobjete Music,
Co., Inc. — ASCAP) (W. Robinson)
(Producer: R. Perry)

The Marvelettes did "Bill" first in their
1966 comeback, and the youngest Pointer
brings it up-to-date with a snappy, hand-
crating treatment. Smokey Robinson
wrote it, although June makes it a love song
to her ultra-supportive husband. Anita and
Ruth Pointer lend a hand to the family pro-
ceedings with familiar background help.

NO TIME LIKE NOW — Translator
— 415/Columbia BFC 38927 — Producer:
David Kahne — List: None — Bar Coded

Coming off the heels of a critically ac-
claimed first album and an underground/
overhyped single, "Everywhere I'm Not," San Fran-
cisco's popular quartet Translator delivers a dynamic soph-
omore LP containing

more of the grey Doorians in-
fluences which shaded its initial platter. Bay Area big shots like ex-KSAN disc jock-
ney Beverley Wisher, Romeo Vold-oid Ben-
jamin Bossi and Dream Syndicatlo Steve
Berlin join in on a few cuts here, but this is an
album that deserves to go a lot farther
beyond Golden Gate Bridge territory. "New Music" stations will pounce on such cuts as
the fast, furious "L.A., L.A." and the hook-
heavy "Un-Alone."
Previti Named At MCA Music

LOS ANGELES — Debbie Previti has been appointed to the position of coordinator, creative services and press relations, for MCA Music. Newly expanded responsibilities in this post will require Previti to oversee all press activities for MCA Music, as well as creative services. Previti has been with MCA Music for the past seven years, working in various capacities within the company.

Ostin Named VP At Warner Bros.

LOS ANGELES — Michael Ostin has been appointed to the position of vice president, A&R co-director, at Warner Bros. Records. In his new post, Ostin will be active in talent scouting and acquisition, as well as maintaining contact with artists already on the label's roster.

Rubin Named RCA VP

LOS ANGELES — Harry M. Rubin has been named staff vice president for strategic planning and video coordination for RCA. In his new position, Rubin will report directly to Herbert S. Schlosser at RCA, the same superior he worked under while director of financial planning for the company.

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MCA, Motown Reach Accord In Suits By Independent Distributors

(continued from page 5)
be discussed publicly. Also last week in Phoenix, Federal Judge Charles L. Hardy of the U.S. District Court there ruled in favor of MCA and Motown and against Associated Distributors, which was seeking an injunction against the record companies, claiming that there was no reasonable advance notice given prior to ending the distribution agreement. Hardy said in his decision that the terminated agreement was a "dead" issue and that Associated had no right to prevent Motown from using its distribution arrangement. Hardy said in his decision that the terminated agreement was a "dead" issue and that Associated had no right to prevent Motown from using its distribution arrangement.

In the Schwartz case, the court did grant a preliminary injunction to block Motown's departure to branch distribution.

WEA Manufacturing Lists Six Promotions

NEW YORK — Six executives at WEA Manufacturing, the division of Warner Communications, were promoted last week. They were Frank E. Apostolico, who was named vice president and chief financial officer, WEA Manufacturing; David L. Rivkin, who was named vice president of sales service, WEA Manufacturing; Joseph Heiminski, who was named vice president of manufacturing operations, WEA Manufacturing; John R. Williams, who was named vice president of manufacturing services, WEA Manufacturing; John Bonair, who was named named plant manager, Specialty Records; and David M. Franco, who was named plant manager, Allied Record Co.

Moir, Trumbo Named A&R VPs At MCA

LOS ANGELES — Steve Moir and Thom Trumbo have been named as vice president of A&R for MCA Records, effective immediately. Moir and Trumbo will be responsible for all creative talent acquisitions for MCA.

Moir comes to MCA from EMI-America Records, where he served as director of A&R. Prior to that, Moir was A&R manager for Chrysalis Records and Chrysalis Music.

Trumbo was formerly director of A&R for Capitol Records. Prior to that, he was national A&R manager at Chrysalis Records.

Welcoming the appointment, MCA Records president Irving Azoff said, "Moir and Trumbo have the perfect sensitivity and insight into new contemporary music, and they provide the perfect chemistry to join the new MCA team."

Nathan Goodman Dies

LOS ANGELES — Industry veteran Nathan Goodman died Monday, Aug. 15, in Los Angeles. He worked in the music industry for over 40 years. During his career in the music industry, Goodman was conductor of the Toronto Symphony Orchestra, owner of the Sound Trek recording studio in Los Angeles and a former head of Mercury Records.

Private services were held last week in Los Angeles. With the family’s wishes, the family asks that donations be given to the Cheerful Harriers charity at 5116 W. Pico Blvd., Los Angeles, CA 90034.

Goodman is survived by his wife and a son.

Reach the entire music industry

NEWS & REVIEWS

COAST TO COAST

EAST CASTINGS — Reports that the Rolling Stones had inked a new distribution deal with CBS were making the rounds in New York last week, with one local radio station going so far as to broadcast a cash figure. However, Art Collins, New York-based vice president for Rolling Stones Records, said no deal has yet been finalized. But a formal announcement is expected soon. Sources within the company say that there is some talk of an eventual move to New York.

Some sources say the possibility of a CBS move is increasing, but no official announcement has been made.

SIXTEEN AT FIVE — Collinigton artist Stacy Lattisaw (l) recently appeared on New York television and radio programs. Lattisaw, best known for her "Old Bones," is now appearing on "Sixteen at Five," which is broadcast daily during the break in the program. The show has been very popular, with an estimated 50,000 new listeners per week.

Meanwhile, Controversial Happy Pangwe was joined by the Commodores at "Yes On 13" and new albums by the Temptations and recently released albums by the Mindbenders are all part of the "Sixteen at Five" lineup.

In another development, a new arrangement between the show and Motown Records is expected to be announced.

L.A. native and Motown artist L. A. London was featured on the "Sixteen at Five" program last week. London, who was featured on the "Sixteen at Five" program last week, was also featured on the "Sixteen at Five" program.

POUNTS WEST — Of course, the big noise in Los Angeles last week was the much-heralded Forum appearances of David Bowie on his "Serious Moonlight" tour. The most unexpected moment of the event came when, after introducing his band on the eve of August 15, he said, "And all you know me. I'm Michael Jackson." The most predictable moment of the event was the L.A. Times review by pop critic Robert Hilburn, who compared Bowie to Bruce Springsteen in less than four times in the five paragraphs of his write-up, as well as in the photo caption. Superficially, dozens of limos carried swarms of celebs to Bowie's two-night engagement, including, among others, Cher, Grace Jones, Grace, Bette Midler, Sally Struthers, Burt Bacharach and members of Missing Persons.

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GETTING CHUMMY WITH KING SUNNY — A busy week of celebs came to dance under the stars at The Greek Theatre August 10 when Nigerian July music superstar King Sunny Ade (l) performed a sizzling set with his band The African Beats. Pictured with the crowd at the Greek were no less than a dozen Disney stars, including actress Dany Cannon and Stevie Wonder.

The Greek Theatre, one of the city's most popular music venues, was packed with star-studded fans for the sold-out show. Among the audience were celebs such as Bette Midler, Cher, Grace Jones, Grace, and Burt Bacharach. The crowd was captivated by Sunny Ade's energetic performance, which featured traditional African rhythms mixed with contemporary pop sounds. Ade's energy was infectious, and the audience was on their feet from the very first note.

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**NEW VIDEO SOFTWARE RELEASES**

This listing of new videocassette and videotape releases is designed to keep home video retailers and dealers abreast of the latest product available and can be used as an ordering aid. Product is separated into Cassette and Dino groups by title and catalog number and price. Some product listed may not have been assigned a catalog number or price at press time.

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**VALLEY GIRL**
Cassette — Vestron 5016 $79.95

**A MATTER OF TIME**
Cassette — Vestron 4028 $69.95

**FOREVER EMMAUELLE**
Cassette — Time Warner/Loos 3039 $59.95

**THE GODSEND**
Cassette — Vestron 3043 $59.95

**THE TRIP**
Cassette — Vestron 3040 $59.95

**SOMETHING WICKED THIS WAY COMES**
Cassette — Disney Home Video 116 $79.95

**DOCTOR DETROIT**
Cassette — MCA Home Video 80001 $69.95

**SUGARLAND EXPRESS**
Cassette — MCA Home Video 05052 $59.95

**NOW AND FOREVER**
Cassette — Time Warner/Loos 80658 $59.95

**THE SPOILS**
Cassette — MCA Home Video 80015 $39.95

**THE WAR WAGON**
Cassette — MCA Home Video 80001 $79.95

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**Gentilin Named VP, Sales, At Unitel Video**

LOS ANGELES — Garth Gentilin has been named to the post of vice president, sales, at Unitel Video, a New York-based video-oriented firm for the past five years. Commenting on the promotion, Unitel president Herbert Bass and the company's executive vice president Alex Gelser said:

"Garth's strong background, with both the networks and the agencies, plus his deep understanding of commercials and commitment to Unitel, makes him a formidable component in the company's new and expanding video services..."

Unitel Video is involved in video production, editorial and film-to-tape transfers.

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**REVISED SHOWTIME, TMG MERGER PLAN GETS JUSTICE DEPT. OK — Press reports Aug. 12 of a revised Showtime, Time/Merger Corp. plan for Showtime, Movie Channel merger read something like a page out of the Star Wars script. Hollywood forces, akin to Luke Skywalker and his intrepid band of rebel fighters, found themselves in the weak hands of HBO's Death Star-like TV industry. Intriguingly, there were hints that a possible new member of the rebel alliance, in the form of ABC, could play a major factor in this ongoing war between the Davids and Goliath. How's that? Well, as the prevailing logic goes, ABC or any other network could hammer out alliances from the same bargaining position as HBO and sink into film financing, which it's assumed they would be able to do. Getting in on the second largest pay-TV operation would have numerous other ramifications for a new, it could conceivably air major films as early as one year after theatrical release (they currently have to wait three). Or it could sell and sell to Showtime-Movie Channel, without fear of the heavy ratings tail-off that would probably occur if aired on HBO and sister Cinemax (since Showtime and TMG combined would still reach less than half the number of subscribers as HBO-Cinemax). Interesting thoughts to consider as we watch the unfolding of the merger set up... or, The Return of the Jedi..."
WHATS IN-STORE

DIO'S DISPLAY DECISION — Ronnie James Dio (i) recently stopped by the Tower Records outlet in Anaheim, Calif. to judge a display contest for his new "Holy Diver" album. He is promoting a "dramatic" sound but store personnel passed the holdout to a few customers who enjoyed the rare chance to meet him and chat in an informal, uncrowded situation. The Tower store in El Toro won the contest and was awarded a full Dio in-store appearance.

DOCTORS ORDERS — Milwaukee's Radio Doctors has run a number of interesting promotions recently. Currently under way is an Eddy Grant T-shirt tie-in with Epic and the Milwaukee promoter who is bringing Grant to the Eagles Club this week. The custom-made shirts have been designed with an admission ticket printed on the front. Cost of the shirt is $10.50, and it is being sold as a ticket if worn to the show. A similar promotion for a concert by Fastway is planned in September. . . . In support of Iron Maiden's single "Flight Of Icarus," winners of a drawing on WQFM will be awarded jackets embroidered with the group's logo and a pair of tickets to the Adirondack outdoor music theater for their concert. . . . In conjunction with WKTI, a waterbed was given away in support of Eurythmics' "Sweet Dreams (Are Made Of This)." The album was also heavily played in-store, and Radio Doctors took an active role in spurring radio play. . . . All products by artists appearing at last month's Summerfest and this month's Wisconsin State Fair were on sale during the events . . . Radio Doctors is currently gearing up for its September "Warehouse Sale" and "Street Festival" events. The "Street Festival" is held every weekend for the year and is funded by the Radio Doctors' charity. On Sept. 25, two blocks directly in front of the store will be closed off and two stages will be set up, one for rock bands and the other for country. Attendance usually runs up to 10,000. Also scheduled next month is another warehouse sale — a regularly scheduled event that utilizes a vacant building just around the corner from the downtown Milwaukee location in sale pricing huge quantities of cutouts, catalog, video games and accessories. The sale runs from Sept. 9-25. In support of Donnie Iris’s "Do You Remember," a contest will be set up in which some in-store customers can win an Atari 2600 game system.

TOWER POWER — Manhattan's two-month-old Old Town Records superstore has already established an impressive in-store appearance record. Last week, Todd Rundgren & Utopia showed up in a four-way tie-in with Tower, RCA Home Video, Warner Bros. and WNEW-FM, the station co-sponsoring the Pier concerts. Some 400 people attended, and many were awarded tickets to see Utopia at the Pier, albums and copies of the MCA videocassette An Evening With Utopia. The Hollies have been featured at the store at least six times for five-hour periods on the Tower's Bottom Line. Thomas Dolby was the first in-store guest, and was followed by Hall & Oates, who drew some 3,000 fans to their heavily publicized appearance; Marshall Crenshaw, who ran the DJ booth; "Weird Al" Yankovic and Dr. Demento, who did DJ routines, and The Tubes, who answered phones, worked the floor and even manned the cash register. Tower's James Ward reports that many in-store artists bring along their videos for in-store play on the store's 22 video monitors. He adds that big events are planned for the proms-school dance held some 40,000 students will be performed at the nearby New York University campus. Incidentally, the monster store has its own staff photographer in Karen Salomon.

A PROMOTION WITH CLASS — A major cross-promotion entitled "Class Acts — The Look and Sound You Want" is being run by Warner Special Projects, WEA Los Angeles, Wild West Stores, Wherehouse Records and Audio Environments Inc. From Aug. 23-Sept. 13 in Los Angeles, San Francisco, San Antonio, Orange, Orange County and Bakersfield, consumer sweepstakes entry blanks are available at any participating Wherehouse, Big Ben's or Wild West Store. At the end of the promotion, a Mazda truck grand prize along with various records and tapes, concert tickets, and Wild West gift certificates will be awarded through random drawings. Cross traffic will be encouraged through gift coupons, with Wherehouse and Big Ben bonus coupons available at Wild West and vice versa. Mickey Kapp, president of Warner Special Projects, commented on the promotion, which will be supported by an extensive advertising and merch campaign, in-store display contests and specially created book cover giveaways with qualifying purchases. The book cover art will feature product by Talking Heads, Asia; Quarterflash, Jackson Browne, Stevie Nicks and Robert Plant. Quar terflash, incidentally, is the focus this month of a fancy "Take Another Picture" photo competition contest for Warner, WEA, radio and retail personnel. Plastic but operable Quarterflash-stamped camera were sent out along with a roll of film for participants to take photos in the store as well. A Nikon FG camera and 50mm 1.8 lens will be awarded to one WEA sta...
WHN Radio: 10 Years As Country King in New York

by Harry Weinger

NEW YORK — They said it would never work. A country music station in coldheaded New York? Well, the experiment did not die in 1962. Like a tree that didn’t know William Nixon from Boxcar Willie and quite frankly, couldn’t care less.

In 1952, WHN — 1030 AM — was broadcasting, taking the plunge. Today, having survived the general music radio shift from AM to FM, the death of the urban cowboy, the rise and fall of the format, the FCC rule changes from the FM side, WHN is celebrating a healthy 10-year anniversary as a country station — a station that now means music in New York.

"We’re a Collin in the country music industry," offered Brian Moors, vice president of Mutual Radio New York and the station’s general manager. "We have been successful in an unusual marketplace. What country music is to New York is the creation of WHN.

The industry and advertising community was, at first, slow to react to the innovations of the station. "We were invisible," noted Moors, the man behind the station. Besides, the overall image of country music in the city was negative, and the image of the station was one of a country line that was that they drove a truck and wore overalls. We had to actively market the music and change the concept from a negative to a positive image throughout the country.

Through a series of strong television spots emphasizing the station’s core artists, including Roy Orbison, Roger Miller, Anne Murray, Linda Ronstadt, and Elvis Presley (whose image was allowed for WHN’s exclusive use with the personal approval of Agent Presley’s PARIS agency), we were making significant moves in the mid-70s.

The aforementioned artists, as well as George Jones, Merle Haggard, Mel Tillis — listening on the pop charts, and WHN was suddenly a legitimate country music station.

"The music is the reason people come to country," said Moors, "and we did our initial marketing without ever identifying as country. It’s the way our country song artists play the music, that American country song artists, and those artists we stuck by in the early days are now big crossover stars.

WHN also promoted itself heavily via subway billboards, community involvement, and strong on-air events. As the station rapidly grew into a major New York radio personality, something was happening by to say hello or play DJ. WHN became their ticket to the northeast, the region traditionally closed to country acts, and in turn the station’s close association with industry stars solidified their status.

The artists understood that if country was going to make it in New York, explained Moors, "WHN was going to be the carrier."

Presenting a positive image brought the station its Scalabrinelli-like name, that once got there, what kept a respectable audience tuned to 1050 AM! Moors feels they’ve been helped considerably by the upgrade in the format to enhance what country music production. He also noted WHN does not program any country that dates back before the station’s inception in 1973, one to avoid any songs that may be unfamiliar to their audience, and two, the station is no longer broadcasting away from traditional "down-home" country.

Joel Raab, who joined WHN as program director early this year, commented that the station, which officially registered in 1973, has been a welcome addition to the station’s 10-year history, but they are constantly fine-tuning. "WHN sold country to New York,” he said. "What we have is a mixture of an audience educated enough to give us feedback. However, he added, WHN mostly plays the big artists. "Our main function is not to expose artists," said Raab, "but he added, "sometimes something comes along, like Lane Brody’s ‘Over You’ from the Tender Mercies soundtrack, that is an obvious winner. We have had our fair share of those.

Raab has made a great effort to increase audience participation in their on-air contests, which recently included just giving away tickets to a concert — and we do a lot of those — whether we take a contest in with a local scribe or invite the winners to play on the air, "he said, and that way, if you weren’t participating you were enjoying listening.

The station’s oldies department continues to be an integral part of the station’s success, and Raab has expanded its use. "I’ve put artists like Ronnie Mips and Alabama on the phone with listeners," he said, and the listeners can hear listeners with the artist. That way it has a lot of entertainment value.

WHN is also noted for its energetic staff, some of whom have been with the station throughout its 10-year reign as country music station. "Its a group’s aggressive nature is being encouraged by Raab, who noted, "our key is the on-air people. Our on- air effort is an essential part of what is memorable to our audience. Not by talking more," he added, "but by being more forceful."

Station vet Del DeMontreux pulls down the morning drive slot. He started out at WHN in 1973 as a news assistant, Lee Arnold, currently the head of the Academy of Country Music and who has long been recognized as an early supporter of country music, hosts a 10 a.m. to 1 P.M. AOR show. "We like to tie in with the best of country music,

Mike Fitzgerald is the mid-day jock, and the popular Dan Taylor anchors afternoon drive. "We’ve got a great station, a great staff, and as the saying goes, "say hello or play DJ."

Brian Kelly announces the overnight shift, while Stan Martin, another 10-year veteran of WHN, does weekends and fill-ins.

In its tenth year, WHN continues to grow.

The station has added broadcast of the Mets baseball games to its line-up, and while it will be two or three months before the merits of such a move will be apparent. Moors noted that baseball has gotten us back into promotion.

As a highly visible, enthusiastic music outlet, WHN has been an industry standard for programming and ratings growth. "Country music is the adult music of the 1980s," explained Moors. "With acts like Tom Jones and David Clayton-Thomas making country records, and our core acts now accepted as mainstream pop artists, we’re right on top of things.

Del DeMontreux is a spokesperson for Mutual Broadcasting, which purchased the station from Storer in 1979, commented on their relationship.

"We have seen revenue growth at WHN, especially in the past few years," he added. "We have a high level of sophistication in programming for publicity. WHN has set standards and operating procedures for "urban country," and is a successful model for programmers around the country."

Olympics Radio show bows — Five-time Olympic gold medal winner Eric Heiden has been tagged to host a nationally syndicated radio program called "Countdown to the Olympics," which will air twice daily, seven days a week. Featured are (1) Michael J. Carney, vice president, operations, Transamerica; Heiden, Jeff McArthur, president, WHN, and (2) a selection of the station airing the show in Los Angeles.

7-5-6-8, Rocker WCQZ continued its slide, 5-7-5. Beautiful music station WJB-FM, after healthy 4’s and 5’s, nearly disappeared, dipping 4-6.2-7. In Atlanta, urban WBBX, which had been enjoying a 3.9-2.8-2.0 (4-4.4-5.2) trend, cut its numbers to 2.7-2.0-1.4.

Laura Lee in St. Louis. Country-formatted outlet WJL-FM, 12.1-9.4-8.2 to 9.5-6.9-5.3.

St. Louis outlet WHA-AM, which had a healthy jump, 3.9-5.7. Public station WCLK-FM, programming jazz, has significant increases in shares, this time zooming 2-4.5-4.7, but the trend is not confirmed during WHN’s significant growth of 7.5-10.3-7.8.

Chicago outlet WALTER-FM was a major newsmaker, rising 10.7-8.3.

WBBX put on a strong showing, climbing 10.5-9.7.

KZ (6.5-6.1) and KEGL (5.6-5.8). Country music combined for a 12.6 market share, with KKL (9.6-9.6) and KSSG (9.8-9.8), splitting numbers. KARM’s CHR jumped a few places, coming in at 6-9.

"Alpha," WKBQ-FM, 6.7-4.5-2.3 to 4-4-3.

New Orleans outlet WDKO-FM was down, 7-2.6.

Country Radio: No longer "behind the band," the format has made a significant impact; a few solid figures, 4-2-0-6. KCB-FM successfully turned it on for June/July in San Diego, joining 7-6.7-10.3.

Competitor KPRI was up, 6.7-6.7. WAM-FM, up 6.7.

Chicago outlet WZQX, 6.7-4.5-2.3.

"Karaoke" has been in full swing at 6.7.

WQWK-FM, 5.1-3-1.

Sugar Bowl" has been in full swing at 6.7-4.5-2.3.

"Dayton" has been in full swing at 6.7-

"Dayton" has been in full swing at 6.7-4.5-2.3.

"Dayton" has been in full swing at 6.7-4.5-2.3.

"Dayton" has been in full swing at 6.7-4.5-2.3.

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"Dayton" has been in full swing at 6.7-4.5-2.3.

"Dayton" has been in full swing at 6.7-4.5-2.3.
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<td>Joe Walsh</td>
<td>You Bought It, You Name It</td>
<td>112</td>
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<td>Zebra</td>
<td>Atlantic</td>
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<td>WMMS, WCCC, WNEW</td>
<td>Moderate in all regions</td>
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**Most Added**

- 34 Asia + Alpha + Geffen
- 7 David Bowie + Let's Dance + EMI America
- 17 Jackson Browne + Lawyers in Love + Asylum
- 147 Charlie + Mirage
- 29 Elvis Costello & The Attractions + Punch The Clock + Columbia
- 4 Def Leppard + Pyromania + Mercury
- 33 ELO + Secret Messages + Jet

**Most Active**

- 13 Robert Plant + The Principle of Moments + Atlantic
- 46 Quarterflash + Take Another Picture + Geffen
- 24 Quiet Riot + Metal Health + Pasha
- 12 Talking Heads + Speaking 'n Tongues + Sire
- 40 Stevie Ray Vaughan + Texas Flood + Epic
- 64 Joe Walsh + You Bought It, You Name It + Full Moon
- 22 ZZ Top + Eliminator + Warner Bros
- 25 Zebra + Atlantic
Michelob, Apple Computers Official Sponsors Of ’83 Monterey Jazz Fest
by Michael Martinez

LOS ANGELES — For the first time in its 25-year history, one of the major sponsors of Monterey Jazz Festival, the oldest music festival in the U.S., will be joined by corporate sponsor, the Apple Computers, a computer company. The 1983 version of the Northern California fall music festival, set for Sept. 16-18 at the Monterey Peninsula County Fairgrounds, will be sponsored by Apple. The two companies have agreed to provide funds to support the festival, which will take place on the fairgrounds.

Selection of the sponsors ended a year-long search that began after the 25th Silver Anniversary Jazz Festival last year, when the Festival’s board of directors, led by general manager Jimmy Lyons, decided that this year’s crop of corporate sponsors was not up to par. The shows and a desire to keep ticket prices reasonable, made it necessary to find additional revenue sources for the non-profit organization.

Part of the sponsorship calls for Michelob and Apple to provide monies for the Monterey Jazz Festival’s educational jazz programs aimed at enriching young talent in the genre. Over the years, the Festival has given invaluable exposure to young jazz talent through its educational jazz programs.

The sponsorship also augments revenue from the more than 150,000 tickets purchased for the three-day fest. The 26th anniversary show will offer grounds admission that is more than 12 days, allowing patrons to browse the many arts exhibits and food facilities that are spread throughout the fairgrounds.

For their parts in sponsoring the festival, Michelob and Apple will have banners posted throughout the Fairgrounds area announcing that Michelob is the Official Beer of the event and the Apple is the Official Personal Computer of the 1983 fest. Apple will also advertise, promoting and design of the official souvenir program for the Monterey Jazz Festival. The corporate sponsors will not be obtuse because the #1 concern of the Festival board of directors is the enjoyment of the fans. That’s the way everyone involved with the festival wanted it.

Fingerote said that when the festival board okayed recruitment of corporate sponsors last year (Cash Box, Dec. 11, 1982), they already had several inquiries from national agencies regarding backing. But a careful evaluation of the character of each potential sponsor took nearly a year to complete.

“Fingerote added that to select sponsors who would be compatible with the character of the festival,” Fingerote explained. “We wanted the sponsors give more than money to the festival.”

Michelob, according to Marc Grossman, a spokesman for the beer company, is working with festival officials to design uniforms for festival and fairground staff and security that would utilize the Michelob logo. The premium beer will be served at each beverage outlet serving alcohol, and there will be a special hospitality tent sponsored by Michelob for artists, dignitaries and the press during the three-day event.

Grossman added that Michelob would also be highlighting its involvement with the festival in beverage trade advertising and that the local distributor, Couch Distributors, will also be involved in some area of consumer promotion prior to the festival.

Although specific details of their promotion and merchandising during the event are still tentative, Apple, according to Fingerote, may create a display in the press room as well as a four-color ad spread in the official souvenir program.

More Newcomers
In terms of the festival entertainment, there are plans for some of the past performers to be on hand in addition to some of the more appealing newcomers. The Festival will be presented with performances by Paroch Sanche and his Latin Jazz Band, Bobby Hutcher, Ron Lowe, Clark Terry, Shelly Manne, Andy Simpkins and Buddy Rich and the Buddy Rich Big Band.

December’s annual Saturday matinees blues carnival, Mark Nattallin’s Rhythm and Blues Revue, Lowell Fusions, Ester Jones, Irma Thomas, and the Robert Cray Band comprise the bill.

Saturday evening, dubbed “A Meeting of the Masters,” will open with the Heard-Ferguson-Ranier Trio, followed by Mundy Lowe, John Collins, Ronald Eshete, Bruce Forman and Eddie Duran. Wynton Marsalis is going to make his Monterey debut with a quartet and will be followed by Sarah Vaughan and then Bill Berry and the L.A. Band.

Sunday afternoon’s “The Best and the Brightest,” which has featured the top young high school jazz talent for more than a decade, will present the California High School All-Star Jazz Ensemble and winners in the 14th annual California High School Jazz Competition, the Aces High School Big Band and the Eagle Rock High School Combo. The Masashiko Sato Trio, Full Swing and Phil Wilson with Mataco Ozone are also scheduled for the Sunday matinee session.

Rounding out the festival on closing night, “The Best Swing Into Sunday,” is Lee Ritz, Ray Picker, Ron McPhee with Transit West, the Jon Faddis Band, Bobby McFerrin, Joe Williams and Woody Herman and the New Herd.
Quality Acts, Weather Spark Hot Outdoor Concert Season

(continued from page 8)

capacity at the 8,000-seat Pier and 75% of capacity at the also 8,000-seat Jones Beach facility, where Miller Time Concerts On The Beach presented the first-ever contemporary music series. This compares with an approximate 60% of capacity in the last couple years at the Pier. But equally important, Detesner added, was this year’s more “upscale” talent line-up, which encouraged many ticket buyers to “shell out in advance of the show without caring what the weather would be.”

Here he singled out Eric Clapton, who opened the Jones Beach series; U-2, which opened the Pier; and Hall & Oates, who opened Forest Hills with a pair of concerts; and also noted additional highlights in Bette Midler’s two outdoor concerts at Forest Hills, last week’s Police sellout at Shea Stadium and Elvis Costello’s sold out pair of Pier shows and one Jones Beach date, which marked the first time an artist had done three nights in that manner.

Detesner’s only complaint was that in tandem with the upgrade and the increased cost was a major ticket price hike from an average $5.50 at the Pier to $10. This he attributed to the ticket and rent costs charged by the city, which he said necessitates a commercial sponsor.

Higher Prices

Higher ticket prices were also noted by Jeff Krump, national promoter at Denver’s Tabernacle and Fox Theater. Inc. booking the talent at this year’s US Festival, produces Denver’s Red Rocks and Phoenix’s Compton Terrace outdoor concerts and also took Willie Nelson and the Nitty Gritty on a tour of eight West Coast and Midwest minor league baseball stadiums. Krump said that ticket prices had gone up about a dollar this year, and attributed it to rising costs incurred by artists on tour. But he said that while attendance at Red Rocks was down from last year, it was still very strong.

Krump further noted that along with increasing ticket costs, more artists were on the road this summer, with the result being that consumers were being more selective about which show to see, especially in the $10-and-over ticket range. In San Francisco, promoter Bill Graham felt that high ticket prices were affecting “the second or third choice of the month,” but were having no effect on the “must-see” superstar acts who were playing the big stadiums. He said that while most people would rather see these acts in smaller venues, they are willing to go to the stadiums since they cannot be seen if these acts will tour again.

Graham noted that most stadium shows this summer are using video screens to give viewers far from the stage a better chance to see the show. Krumo also noted efforts that were being made now to “refine” stadium shows, especially for the over-25 audience that “doesn’t want to get crunched by loaded heavy metal kids” by setting up reserved seating, sometimes even on the field.

Amphitheater

Graham has held three successful outdoor shows this summer at Oakland Stadium, but was more pleased with his 8,000-10,000-seat amphitheatre, The Amp, this past weekend at Berkeley’s Cal-Expo in Sacramento, the last facility being opened just this year. Charlie Blum, director of advertising and promotion for Oak Woods Amphitheatre, which also include Meadoway Soft Past Pavilion in Washington/Baltimore, Poplar Creek Music Theatre in Chicago, The Greek Theatre in Los Angeles, Pine Knob in Detroit, the Concord Pavilion in San Francisco, Kingswood Music Theater in Toronto and the new Pacific Amphitheatre in Costa Mesa, Calif. — reported “an excellent season for us” due to most of the previously mentioned reasons as well as his feeling that the theatres had established themselves “as the place to be” this summer.

“We’ve seen that people even call up to order tickets without knowing who’s playing,” said Blum, who added that subscription orders, which have also five shows in a block according to music genre for a discount price, were at record levels this year and that series holders were also coming back to buy tickets for additional concerts. He also noted that where superstar artists like Bob Seger and Hall & Oates were selling out both reserved seats and lawn areas, mid-level acts such as Costello were proving able to at least sell out the reserved seats.

Bill Graham, while thanking stadium acts like The Police, Bowie and Simon & Garfunkel for their decisions to tour this summer, made special mention of long established warhorses like the Grateful Dead, Santana and Journey, for their impact on the summer concert climate. “I’m really impressed by those artists who are really the backbone of the business, who realize that touring as well as recording are what makes a long career,” he said. “The Dead and Santana don’t get many hit singles, but they still fill the piers and the amphitheaters. You really have to give them credit for being working rock’n’roll artists year in and year out. They are the mainstay of our industry.”

Prelude Records Buys Savoy Label

NEW YORK CITY — Prelude Records has purchased Savoy Records, Inc. and its affiliated publishing companies Savoy Music, Inc. (BMI), Joman Music, Inc. (affiliation not listed), and Arisav Music, Inc. (SESAC) from the German Bertelsmann Co. The deal, which was closed August 2, does not include the rhythm and blues and jazz masters of Savoy. That material, as far as Cash Box could ascertain, is still in the Arista Records catalog. Marvin Schlachter, head of the dance-oriented Prelude company, said the Elizabeth, New Jersey offices of Savoy would remain open for the present with little or no personnel change. Savy Records began in the forties and counted among its many successes the records of Little Esther Phillips, Johnny Otis and other R&B stars of the 40s and ’50s. Among the many gospel acts currently on the label are Rev. James Cleveland, the Consoles, Myrna Summers, Rev. Maceo Wards and Rev. Isaac Douglas.

Rev. James Cleveland

Prelude Records’ current hot acts are D Train, Sharon Redd, Visual and Unlimited Touch. Schlachter said distribution of the newly acquired label would be handled through its Prelude setup.

Last notation indicates the cut receiving the most airplay. The Cash Box Gospel chart is compiled from a sampling of sales reports from national distributors and one-stops and radio.
Haggard Tops '83 CMA Bids
With New All-Time Record

(continued from page 8)

can take the only category in which they are nominated. Vocal Group, in which case Haggard would have to win five awards this year.

Only one artist has ever won five awards in one year. Johnny Cash did it in 1966 by winning Entertainer of the Year, Single for "A Boy Named Sue," Album for "At San Quentin Prison," Male Vocalist, and Vocal Group with June Carter. Haggard can only possibly tie Cash, since he (Haggard) can only win five awards because he is nominated twice in the Vocal Duo category.

Haggard is nominated for the ninth time as Entertainer of the Year. He has received the nomination six more times than any other artist and is out in 1970. His other nominations in 1983 are for Single, Album and Vocal Duo (these three shared with Willie Nelson), Male Vocalist and another Vocal Duo nomination with George Jones.

Three acts are right behind Haggard for most 1983 nominations at five each. They are Willie Nelson (Entertainer, Single, Album, Male Vocalist and Vocal Duo), Ricky Skaggs (Entertainer, Single, Album, Male Vocalist and Instrumental Group) and John Anderson (Single, Album, Song, Male Vocalist and Horizon Award).

Alabama received four nominations: the Whites, three; Barbara Mandrell, George Jones, Lee Greenwood, Janie Fricke, Emmylou Harris and Vern Gosdin, two each. Lucy J. Dalton, Reba McEntire, the Whites, Eddie Rabbitt, Buddy Spicher, George Strait and Vern Gosdin. First time nominees written a song: Max D. Barnes, Kenny Chater, Austin Roberts, Lionel Delmore and Thomas Schuyler. Vern Gosdin and John Anderson are nominated as artists and as songwriters.

In the breakdown of nominees by label affiliation, Warner Brothers had the most artists nominated with eight: John Anderson, Emmylou Harris, Bellamy Brothers, the Whites, Edisto Band, Crystal Gayle, David Frizzell and Shelly West. Both Epic and Columbia had four each: Merle Haggard, Ricky Skaggs, George Jones and Charley Pride Bands, Band, and Willie Nelson, Janie Fricke, Lucy J. Dalton and Chet Atkins (Columbia). Barbara Mandrell, David Frizzell and Shelly West, Merle Haggard and George Jones, Merle Haggard and Willie Nelson, Eddie Rabbitt and Crystal Gayle. Don Williams and George Strait were the five nominees who record for the MCA label. Mercury was represented by two artists, Reba McEntire and the Statler Brothers. The other labels who had artist(s) in the final nominations were limited to one for each label: RCA (Alabama), Compleat (Vern Gosdin), Monument (Charlie McCoy) and Capitol (Thom Schuyler). McCoy and Schuyler were not, however, nominated for any of their songwriting efforts. McCoy was nominated for his general session work and Schuyler, for writing "16th Avenue.

Here is the complete list of finalists in the 11 categories of the CMA Awards announced by the CMA on Tuesday (16):

Entertainer of the Year: Alabama, Merle Haggard, Barbara Mandrell, Willie Nelson, Ricky Skaggs.


Song of the Year: "Always On My Mind," Johnny Christopher/Wayne Thompson/Mark James (Screen Gems/EMI/Rose Bridge), "If You're Gonna Do Me Wrong (Do It Right)," Vern Gosdin (Max D. Barnes, $how/$,Rose Lake), "I.O.U.," Kenny Chater/Austin Roberts (Vogue/Chriswal Hopkins/Sound/MCA Music), "Swingin'," John Anderson/Lionel Delmore (John Anderson Music/Hall-Clement/Lionel Delmore Music), "16th Avenue," Thomas Schuyler (Doobie Brothers).

Female Vocalist of the Year: Lucy J. Dalton, Janie Fricke, Emmylou Harris, Barbara Mandrell, Reba McEntire.


Vocal Group of the Year: Alabama, Bellamy Brothers, Oak Ridge Boys, Statler Brothers, the Whites.

Vocal Duo of the Year: David Frizzell and Shelly West, Merle Haggard and George Jones, Merle Haggard and Willie Nelson, Eddie Rabbitt and Crystal Gayle. Don Williams and George Strait were the five nominees who record for the MCA label. Mercury was represented by two artists, Reba McEntire and the Statler Brothers. The other labels who had artist(s) in the final nominations were limited to one for each label: RCA (Alabama), Compleat

SILVIA SIGNS BILL — Following her show for Dreamakers, an organization that fulfills dreams for terminally ill children, Silvia signed autographs for fans. The benefit show raised $10,000, which will be donated to last year's winner/Mary Merle Haggard (Epic), "Swingin'," John Anderson (Warner Bros.).

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Hank Snow Sets Country Stars For Child Abuse Benefit In Nashville

NASHVILLE — Hank Snow will be host to a number of country stars in a classic country music round-up to benefit his International Foundation for Prevention of Child Abuse and Neglect of Children. The show will be held at the Grand Ole Opry House Thursday, Aug. 25, beginning at 8 p.m. The performers who are showing their support of the fund raising organization by appearing on the program include Snow, June Smith, the Whites, Jerry Glaser, the Little Dolls, and more.

Compleat Pacts With Goldwyn

NASHVILLE — Compleat Entertainment Corporation continues its expansion with a recent deal with the Samuel Goldwyn Company for worldwide release of "The Golden Seal" soundtrack album and the movie's theme, "Letting Go," sung by Glen Campbell.

Compleat's first soundtrack venture was arranged through the services of Murray Deutch at Buttermilk Sky Association. Compleat's Chairman of the board Irwin H. Steinberg noted, "We are delighted to be associated with a film of such great story value and to participate in its soundtrack album in the impressive company of the Samuel Goldwyn Company and Murray Deutch of Buttermilk Sky Association."

The Campbell single has been released to coincide with the movie premiere in Los Angeles (Aug. 19). The soundtrack album from "The Golden Seal" will be released September 19.

Total Concept Group Opens Distributorship

NASHVILLE — Total Concept Record Group has begun offering distribution of records for independent record companies, according to an announcement by Earl E. Owens, president of Total Concept Representation, Inc. The distribution arm of the company has handled distribution for two years exclusively for EMM Records, Statesboro Records and LaRon Limited Records.

Owens explained the reason for the move was the many inquiries from other independent labels and artists about the firm's work with one-stop, machine operators and MOR and Pop jobs. Total Concept Record Group is located in the parent company's complex at 38 Music Square East, suite 111, Nashville, Tennessee, 37212.

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Southern Writers Group To Expand Services

NASHVILLE — Buzz Cason, president of the Nashville-based Southern Writers Group USA, has announced the expansion of the organization's administrative services. "We plan to pursue more writer-owned catalogs in the immediate future," stated Cason. "I am especially interested in catalogs from writers based in New York, Los Angeles and Atlanta. I am not limiting myself to just country. Nashville is becoming more active in the production of rock and R&B, and we plan to become more involved in these facets of the industry."

Cason also announced the addition of Joe Funderburk to the Southern Writers staff to serve as assistant to professional manager Richard Carpenter.

Southern Writers has used a revolutionary new creative computer system developed by the firm's administrative vice president, Carol Lindsey, which facilitates the administration of Cason's various publishing interests.

(continued on page 21)

AFTER THE SESSION — Johnny Cash gathered his players (l-r), sessionman Tim Good- man, Marty Stuart, Cash's bass player, and sessionman James Burton for a photo finish after completing work on his upcoming album, "Johnny 99," produced by Brian Ahern. The first single from the album, "I'm Ruggin' But I'm Right," was a Cash Box Feature Pick last week.
2 THE CIRCLE REMAINS UNBROKEN — In 1934, D.P. “Dad” Carter formed The Carter Trio as a country band which, like most groups of that day, included a hefty number of gospel tunes in its repertoire. When the trio became the Chuck Wagon Gang in 1937, the first sides recorded by Charlie Wagon and the band received the most enthusiastic audience response. Columbia suggested the Gang go exclusively gospel and it worked. This year, a year shy of the Gang’s Golden Anniversary, the current members of the group, follower Carter, Shirley Coera and Pat McKeenan, put the Chuck Wagon Gang on the country charts for the first time with “Keep On Keeping On.” The group intends to remain firmly in the gospel field with tours and concerts, but certainly has no objection to a good secular hit now and then.

CHILLI PEPPERS AND COUNTRY — I haven’t researched this, but I feel safe in saying there has never been a chili restaurant in Great Britain named after the characters in a country western song. Until now, that is. “Chuck & Lefty” is now open in the mother country, serving enchiladas, tamales and all the rest on the walls of the infamous duo who brought the legend of Pancho & Lefty to the world, Willie Nelson and Merle Haggard. Closer to home, T.G. Sheppard was honored chairman of the 2nd Annual Tennessee Open Chili Cook-off held in Nashville, 2003, for which he was named grand marshal to symbolize the money for the Rap House/Tennessee Previal Distrilation Program in Music City. It also raised the spectacle of Rosalee’s overdose with a March 1997 hit helping to bring over $100,000 to the cause.

FUTURE NOMINEE FOR TOP FEMALE VOCALIST? — Sassy Spacek (I) was in Nashville last week showing the artwork from her upcoming Album to (I) CMA Executive Director Jo Walker-Meador and Associate Director Ed Benson. Academy Award winner Spacek shared honors with Lena Zadeh Bell in winning the Album of the Year honor in 1980 for the soundtrack of the movie, Coal Miner’s Daughter. For those of us who sampled too many chili recipes of unknown origins.

TRIBA #1 (COLLECT THEM ALL) — In the early ’70s, Charlie Daniels played acoustic guitar, bass and fiddle in “the army” of a well-known songwriter/artist name that poet/street car driver San Antonio, Texas, Antonio Dodson and “Farfarnado.” The Nashville Network’s (TNN) country music trivia game show, is looking for contestants when tapings resume in November. The show, which is hosted by Bill Anderson, is produced by the ECE. So if you are looking to be around Nashville this winter, call the “Fandango” office at (615) 685-1454.

SHORT CUTS — Colorful Ray Wylie Hubbard (“Up Against The Wall Redneck Mothers”) has been signed to Periman Records out of Dallas... Merle Hush, who had the original pop hit of “Angel Of The Morning” back in 1966 is now signed to Avion Records... Darrill Clinton is a newly signed Record-Cut “T.G. Sheppard” and…”I’ve been gaining on the charts due to that hit song “Long Time Away”. The song “Lonesome 7-7203,” long associated with the late Hawkshaw Hawkins, will see its unprecented reenactment on Clinton’s vinyl... Johnny Rodriguez, who joined the famous Texas Trinity in 1967, has just signed with the Shorty Lovat Talent Agency. Agency president, Dan Wojcik, says, “initial development plans for Johnny include a broadening of his geographical base, an expansion of his television activities and a general shift of his venues away from clubs to larger concert and arena sites.” Anyway you look at it, it means a lot more of the talented Rodriguez... Eddie and Janine Rabbit have a new son, Timothy Edward, who weighed in at 8 pounds, 6 ounces. The new Rabbit has great credentials for a career in country music. He was born in Nashville, August 12th.

BIRTHDAY SURPRISES — Complete Records surprised Vern Gosdin with a birthday party backstage after his appearance at Music City Village, USA on August 4th. Gosdin’s birthday was August 5th, but the party was thrown early since the artist was to perform in Hunter, New York far from the old friends of home. Fans of Ronny Robbins surprised him with a welleded birthday party last month (July 17) at an outdoor party held at the residence of over 1300 members, gifted Robbins with a JVC tape deck, turntable, speakers, amps.

CAPEZIO CLOGS? — If you’re really good at clogging, put on your dancing shoes and head for Nashville in October. Cloggers from throughout the United States will compete for the title of “All-American Cloggers” and a guest appearance on the next show. Cloggers will compete October 19-22 at the Grand Ole Opry House, the Acuff Theater, the Gaslight Studio and the American Music Theater, all of which are at the Opryland theme park. “Clocking, like Lee Haw,” producer Sam Lewullof plugged, “has fans throughout the country, and we’re anticipating an exciting event. We’re making efforts to have the festival’s 12 judges come from various parts of the country so the various styles of clogging can be considered.” Should your feet have more bounce than bunion, get information from Ken Rinehart, New International Clogging Championship, 2802 Opryland Drive, Nashville 37214 or call (615) 869-6611. Note: Clogging cannot be learned using those big Arthur Murray feet that stick to the floor.

Southern Writers Group To Expand Services

(continued from page 20) a centralized source of information not only for accounting procedures, but for aiding in creative aspects. Said Cason, “The computer is helpful in the areas of song plugging. We can now more effectively match songs with artists throughout the world.”

Cash Box/August 27, 1983 21
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<td>&quot;DON'T KNOW WHAT A LADY&quot;</td>
<td>B.B. King</td>
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<td>Ray Price</td>
<td>(Coral)</td>
<td>1966</td>
<td>86</td>
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<tr>
<td>&quot;MOVIN' TRAIN&quot;</td>
<td>The Kendalls</td>
<td>(Merritt/Mercury)</td>
<td>1974</td>
<td>11</td>
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<tr>
<td>&quot;WALK ON&quot;</td>
<td>Karen Brooks</td>
<td>(Warner Bros. Records)</td>
<td>1978</td>
<td>94</td>
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<tr>
<td>&quot;PANCHO AND LEFTY&quot;</td>
<td>Lefty Frizzell &amp; Hank Thompson</td>
<td>(Tristar)</td>
<td>1963</td>
<td>138</td>
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<td>&quot;PRECIOUS LOVE&quot;</td>
<td>The Kendalls</td>
<td>(Mercury/Capitol)</td>
<td>1963</td>
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<td>&quot;DON'T CALL ME&quot;</td>
<td>Johnny Paycheck</td>
<td>(MCA)</td>
<td>1978</td>
<td>112</td>
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<tr>
<td>&quot;PARDON MY DICK&quot;</td>
<td>John Anderson</td>
<td>(B/ER)</td>
<td>2003</td>
<td>92</td>
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<tr>
<td>&quot;PLEASURE ISLAND&quot;</td>
<td>Alvin &amp; The Chipmunks</td>
<td>(Fame)</td>
<td>1954</td>
<td>115</td>
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<tr>
<td>&quot;OUTSIDE LOOKIN' IN&quot;</td>
<td>Barbara Mandrell</td>
<td>(Warner Bros.)</td>
<td>1975</td>
<td>17</td>
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<tr>
<td>&quot;I BETTER HANG ON&quot;</td>
<td>Charlie Rich</td>
<td>(RCA)</td>
<td>1978</td>
<td>47</td>
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<tr>
<td>&quot;RUN YOUR SWEET LOVE&quot;</td>
<td>Maryland Wildcatters</td>
<td>(ASAP/EMI)</td>
<td>1991</td>
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<tr>
<td>&quot;SATISFIED MIND&quot;</td>
<td>Maryland Wildcatters</td>
<td>(ASAP/EMI)</td>
<td>1991</td>
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<td>&quot;ME AND THE BOYS&quot;</td>
<td>Frank Cole</td>
<td>(Black Rose)</td>
<td>1987</td>
<td>97</td>
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<tr>
<td>&quot;AIN'T GONNA WORRY MY MIND&quot;</td>
<td>Alabama</td>
<td>(RCA)</td>
<td>1981</td>
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<td>&quot;HAVE I GOT A HEART FOR YOU&quot;</td>
<td>Alabama</td>
<td>(RCA)</td>
<td>1981</td>
<td>12</td>
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<td>&quot;YOU'VE GOT THAT TOUCH&quot;</td>
<td>Lloyd David Foster</td>
<td>(MCA-52948)</td>
<td>1981</td>
<td>70</td>
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<tr>
<td>&quot;L-L-L-LONG&quot;</td>
<td>Alabama &amp; The Statler Brothers</td>
<td>(Columbia)</td>
<td>1977</td>
<td>100</td>
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<tr>
<td>&quot;LOVE BURN&quot;</td>
<td>Danny Newsom</td>
<td>(Rustic R-1014)</td>
<td>1969</td>
<td>84</td>
</tr>
</tbody>
</table>

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**Top 16 Country Songs of 1980**

1. "LIE DOWN IN ALABAMA" - Alabama
2. "LONELY BUT FOR YOU" - Reba McEntire
3. "BABY" - Bette Midler
4. "YOUR" - Kenny Rogers
5. "A FREE ROAMIN' MIND" - Darrelley, Sonny James & Silver
6. "THE BOYS GET AROUND" - Alabama
7. "ONE OF A KIND PAIR OF FOOLS" - John Anderson & Mark Chesnutt
8. "TRUE LOVE'S GETTING PRETTY HARD TO FIND" - Alabama & Lionel Richie
9. "I ALWAYS GET LUCKY WITH YOU" - George Jones
10. "LIVING LEGENDS" - Alabama & Wynn Stewart
11. "HANK AND LEFTY" - Hank Thompson & Lefty Frizzell
12. "DON'T KNOW WHAT A LADY" - B.B. King
13. "ALABAMA" - Alabama
14. "DREAM MAKER" - Alabama & John Anderson
15. "SCOTCH AND SOUDA" - Ray Price
16. "MOVIN' TRAIN" - The Kendalls
THE COUNTRY MIKE

NEW OWNERSHIP APPROVAL — Mike Lynch and Mike Oatman, owners of Great Empire Broadcasting, have stated that the Federal Communications Commission (FCC) has publicly announced the approval of the sale of Meredith Broadcasting's WOW/Omaha to Omaha Great Empire Broadcasting. Simultaneous approval has also been given on the sale of KYNN-Omaha to the Boston-based Aleim Communications. According to Ken Fearnow, general manager at KYNN, there will be no major changes in the current WOW programming, however, KYNN-FM call letters will be changed to WOW-FM. Both stations will feature country music programming, although WOW-FM will emphasize news, weather, and farm information, while WOW-FM will feature more music with emphasis on the country music artists of today.

CASH BOX STATION PROFILE — WHUM/Reading is the second of the new Cash Box reporting stations to be profiled. The station is 1,000 watts by day and 250 by night with a contemporary country music format. Thomas Hunt is general manager and sales manager, Bob Minnich is program director, Rick Spaldie is music director and Bob Smith acts as news director. The station lineup includes Spaldie, 5:6 m.a.; Minnich, 6-9; Mike Martin, 9-12 noon; Steve Haage, noon-3; Jerry Zach, 3-6; Joe O'Donnell, 6-11; and Ralph Emery, 11-midnight. From midnight to 5 a.m. the Larry King Show from Mutual Broadcast is aired. WHUM is a CBS affiliate and they broadcast news on the hour with Dan Rother, Charles Osgood, and Jim Kelly on the sports department, which recently won an award for local sports, broadcasts of local high school football and basketball along with Reading Phillips Eastern League baseball.

PROMOTIONS/BENEFITS — WKJZ-FM/Nashville (KZ Country) recently launched a "Cheap Thrills" promotion to coincide with the current single by David Allan Coe. Listeners are invited to call the station to win a copy of the David Allan Coe "Casting in the Sand" album. The winning addresses and names will then go into a pool for a grand prize drawing. The winner of this drawing will receive a gift certificate for two toward a ride in a hot air balloon, dinner for two, and a movie theatre passes... KBBQ/Denver, in cooperation with Anheuser-Busch and the Colorado Beef Promotion Board, held the third annual KBBQ Country CooKoff. Two barbecue contests were held, with an individual category as well as a commercial one. Entertainment was provided by Wild River, Tim Creedon, Steve Thornton, Butch Golden and the Columbia Cloggers. This event netted over $20,000... KFDI/Lincoln, (Producer: L. Seckel) OSGOOD, L. A. [3:25]}

SHEPPARD OF FUN — Kansas City's WDAF Radio (61 Country) encoded the T.G. Sheppard weekend at World's of Fun in late July and jock, Al Wynott, visited on the air with T.G. from their remote unit on site. The station programmed a "between-sessions" show. T.G. Sheppard special which included a 10-minute live interview.

SINGLE REVIEWS

GEORGE JONES (Epic 34-04082)

TENNESSEE WHISKEY (2:51) (Hall-Clement Publications/Alpge Music Corp. — BMI) (D. Dillon, L. Hargrove) (Producer: B. Sherrill)

There's absolutely no voice in music better suited for a lyric which compares a loved one to various liquors. Rhythmically mellow, the tune rolls right along. Get ready to sing with Mr. Jones after qualifying a few.

FEATURE PICKS

EARL THOMAS CONLEY (RCB PA-136)

Holding Her And Loving You (3:08) (Rick Hall Music Inc. — ASCAP) (W. Aldridge, T. Brasfield) (Producer: N. Larkin, E.T. Conley)

MICKEY GILLEY (Epic 34-04018)


MURPHIE (Liberty B-1505)


BRENDA LEE (MCA-52268)

Didn't We Do It Good (3:27) (Swallowworth Music, Inc./April Music Inc. — ASCAP) (B. Rice, M.S. Rice) (Producer: J. Crutchfield)

BILLY "CRASH" CRADDOCK (Cee Cee 5400)

Tell Me When I'm Hot (3:02) (Music City Music — ASCAP) (L. Palais, D. Hupp) (Producer: B. Craddock)

CIMMARON (Bent Tree C627)

Californi Blues (3:17) (PeerIntl Corp. — BMI) (J. Rodgers) (Producer: A. Hylton)

WAYNE PIERCE (Orbit 1209)


NEW AND DEVELOPING

BRICE HENDERSON (Union Station ST-1003)

Flames (2:58) (Good Token Music — ASCAP) (D. True) (Producer: Scott Tuft)

The burning imagery of the lyric is given a rather cool production, but the steadiness of the rhythm and the breathy background singers give a great deal of appeal. Henderson's third single continues his promise of flaming the female fans he could garner with this hot declaration of passion.

ALBUM REVIEWS


This double album ironically begins with Robbins' '51 recording "Tomorrow You'll Be Gone" and ends with his 1982 hit, "Some Memories Just Won't Die." There are plenty of pictures of the superstar from throughout his brilliant career, along with comments from famous fans and associates. But the music is the treasure, with three cuts unavailable for many years included: the aforementioned "Tomorrow . . ." Robbins' first chart winner from 1953, "I'll Go On Alone" and his 1954 rendition of Arthur "Big Boy" Crudup's "That's All Right," the only version to make the country charts even after all the covers.
## Top 75 Albums

<table>
<thead>
<tr>
<th>Rank</th>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
<th>Year</th>
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<tbody>
<tr>
<td>1</td>
<td>Thriller</td>
<td>Michael Jackson</td>
<td>Epic GE 38122</td>
<td>1986</td>
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<tr>
<td>2</td>
<td>Visions</td>
<td>Gladys Knight &amp; The Pips</td>
<td>Visions FC 36205</td>
<td>1964</td>
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<tr>
<td>3</td>
<td>Between the Sheets</td>
<td>The Isley Brothers</td>
<td>Mercury 82165</td>
<td>1961</td>
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<tr>
<td>4</td>
<td>She Works Hard for the Money</td>
<td>Donna Summer</td>
<td>Mercury 82165</td>
<td>1961</td>
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<tr>
<td>5</td>
<td>Get It Right</td>
<td>Martha &amp; the Vandellas</td>
<td>Atlantic AR-8409</td>
<td>1966</td>
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<tr>
<td>6</td>
<td>This Year's Love</td>
<td>Frankie Beverly</td>
<td>King 82926</td>
<td>1970</td>
</tr>
<tr>
<td>7</td>
<td>I'll Be There</td>
<td>The Shirelles</td>
<td>Mercury 82165</td>
<td>1961</td>
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<tr>
<td>8</td>
<td>No Parking on the Dance Floor</td>
<td>The Shirelles</td>
<td>Atlantic 82924</td>
<td>1970</td>
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<td>9</td>
<td>Bosselman</td>
<td>La Ross</td>
<td>RCA APL-1-467</td>
<td>1967</td>
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<tr>
<td>10</td>
<td>Stay with Me Tonight</td>
<td>Jeffrey Osborne</td>
<td>A&amp;M SP-4504</td>
<td>1969</td>
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<tr>
<td>11</td>
<td>Forever by Your Side</td>
<td>The Manhattans</td>
<td>Columbia FC 86800</td>
<td>1965</td>
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<td>12</td>
<td>On the Rise</td>
<td>The Isley Brothers</td>
<td>Atlantic AR-8409</td>
<td>1966</td>
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<td>13</td>
<td>Mary Jane Girls</td>
<td>Gladys Knight</td>
<td>Motown 82926</td>
<td>1970</td>
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<td>14</td>
<td>Love for Love</td>
<td>Gladys Knight</td>
<td>Motown 82926</td>
<td>1970</td>
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<td>15</td>
<td>Juicy Fruit</td>
<td>Fatum</td>
<td>Epic 85888</td>
<td>1975</td>
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<tr>
<td>16</td>
<td>Close to the Bone</td>
<td>Peadro Bryson &amp; Roberta Flack</td>
<td>Epic 82966</td>
<td>1970</td>
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<tr>
<td>17</td>
<td>Candy Girl</td>
<td>New Edition</td>
<td>Warner Bros. 93301</td>
<td>1965</td>
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<td>18</td>
<td>Shine on Me</td>
<td>Donny Hathaway</td>
<td>Epic 82966</td>
<td>1970</td>
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<td>19</td>
<td>When Will I See You</td>
<td>The Delfonics</td>
<td>Philadelphia Int/CBS FS 25816</td>
<td>1968</td>
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<td>20</td>
<td>Stay with Me</td>
<td>The Spinners</td>
<td>Epic 82966</td>
<td>1970</td>
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<td>21</td>
<td>Untouchables</td>
<td>Lakeside</td>
<td>Scepter 92004-1</td>
<td>1966</td>
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<td>22</td>
<td>Kashie</td>
<td>Danny Hutton</td>
<td>Epic 96200</td>
<td>1975</td>
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<td>23</td>
<td>All This Love</td>
<td>Gladys Knight</td>
<td>Motown 82926</td>
<td>1970</td>
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<td>24</td>
<td>Prince</td>
<td>Warlock</td>
<td>Capitol ST-2261</td>
<td>1967</td>
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<td>25</td>
<td>Love in the Dark</td>
<td>Phyllis Hyman</td>
<td>Atlantic AR-86021</td>
<td>1972</td>
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<td>26</td>
<td>The Songstress</td>
<td>Freeway / Sayer</td>
<td>Brunswick 91002</td>
<td>1972</td>
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<td>27</td>
<td>Killer on the Rampage</td>
<td>Eddy Grant</td>
<td>Republic/RCA 86354</td>
<td>1972</td>
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<td>28</td>
<td>Finish</td>
<td>Finis Henderson</td>
<td>Motown 86354</td>
<td>1972</td>
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<td>29</td>
<td>You and I</td>
<td>Dion &amp; the Belmonts</td>
<td>Motown 96854</td>
<td>1967</td>
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<tr>
<td>30</td>
<td>Too Tough</td>
<td>Angela Bofill</td>
<td>Motown 89616</td>
<td>1971</td>
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<td>31</td>
<td>Victory</td>
<td>Larry Graham</td>
<td>Warner Bros. 823875-1</td>
<td>1972</td>
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<tr>
<td>32</td>
<td>Lionel Ritchie</td>
<td>Motown 87286</td>
<td>1972</td>
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</tbody>
</table>

### Party Time? (ed Lee Maurice) (Mercury/PolyGram 82175-1 M-1) (3)
### Life (Is So Strange) (War/RCA APL-14588) (4)
### Sergio Mendes & Brasil '66 (United Artists UAL-84555) (4)
### Kiss and Be Clever (Columbia FC 86800) (4)
### The Rhythm and the Blues (Accord Music 70180) (4)
### A Lady in the Street (A&M Records 82926-1 M-1) (1)
### Back to Basics (Buddy & the Life) (Believe In A Dream/CBS FS 26890) (3)
### Something New (Motown/LC 9604) (5)
### Bottom of the Hill (A&M Records 96065) (5)
### Steve Aragon's Hall of Fame (Atlantic 70180) (5)
### Gordon Jenkins & Friends (Capital ST-12267) (5)
### Modern Heart (Screen Gems/CBS FC 38294) (5)
### Skylight (Hi Records/CBS SA 5852) (5)
### The Stone City Band (EMI America SD-10592) (5)
### Saturday Night (Columbia/CBS SD-10594) (5)
### Confrontation (Ode/Island A&O 90085-1) (5)
### Close to the Bone (EMI America SD-10592) (5)
### Fascination (Columbia/CBS SD-10591) (5)
### Blues 'n Jazz Revolution (Epic 38588) (5)
### Tell Mr. Blunt (Polygram/CBS SD-10595) (5)
### Is This the Future? (Spring/PolyGram SP-41573) (5)
### Music Mayhem (Prelude PRL 14100-9966) (5)
### Computer Games (George Clinton /Capitol ST-12267) (5)
### Inside Lookin' Out (EmArcy/Polygram 82100 1 M-1) (5)
### Johnny Gill (DefCom/ATCO 70185-1) (5)
### 28 # Hits from 35 Years in Music (Virgin/EMI America SD-10591) (5)
### Bottom of the Hill (Columbia ST-12267) (5)
### H2O (Darryl Hall & John Oates (28)/Motown 92925) (5)
### Jet Cha Say That to All the Girls (Capital/CBS SD-10595) (5)
### Breeze (Columbia FC 38120) (5)
### Touch the Sky (Smokie Robinson /Island/Atlantic 82926-1 M-1) (5)
### Last Night a DJ Saved My Life (Island/Atlantic 82926-1 M-1) (5)
A History of Accomplishments.
A Future Dedicated to Innovation.

With every game we bring you is the reputation we’ve earned; a reputation based on quality, service and dependability. That’s what we build into every one of our machines to guarantee your success.
Alphabetized Top 100 B/C (Including Publishers and Licensees)

<table>
<thead>
<tr>
<th>#</th>
<th>Title</th>
<th>Artist</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>That's The Way (I Like It)</td>
<td>Chic</td>
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<tr>
<td>2</td>
<td>Ain't No Mountain High Enough</td>
<td>Ike &amp; Tina</td>
</tr>
<tr>
<td>3</td>
<td>Ain't No Mountain High Enough</td>
<td>Ike &amp; Tina</td>
</tr>
<tr>
<td>4</td>
<td>Ain't No Mountain High Enough</td>
<td>Ike &amp; Tina</td>
</tr>
<tr>
<td>5</td>
<td>Ain't No Mountain High Enough</td>
<td>Ike &amp; Tina</td>
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<tr>
<td>6</td>
<td>Ain't No Mountain High Enough</td>
<td>Ike &amp; Tina</td>
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<td>9</td>
<td>Ain't No Mountain High Enough</td>
<td>Ike &amp; Tina</td>
</tr>
<tr>
<td>10</td>
<td>Ain't No Mountain High Enough</td>
<td>Ike &amp; Tina</td>
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**Example Song:**

**Song:** Ain't No Mountain High Enough
**Artist:** Ike & Tina

This list includes various top 100 B/C (Back-Country) songs from 1968, with detailed information about each song's title, artist, and other relevant details.
MOST ADDED SINGLES
1. COLD BLOODED – RICK JAMES – GORDY/MOTOWN
   WAL, WOQL, WADM, WAMS, WAPL, WYAL, WYDL, WKYS, WOKR
2. BLOW THE HOUSE DOWN – BILLY WALKER – MOTOWN
   WTCO, WDAQ, WWIN, WEZR, KPRS
3. FUTURE SHOCK – HERBIE – COLUMBIA
   WTCO, WDAQ, WWIN

UP AND COMING
1. I AM LOVER – JENNIFER HOLLYDAY – GEFFEN
   BOMB BODY – GENERAL CAINE – TAB/CBS
   DEEPIER IN LOVE – TAVARES – RCA
   SHAKE IT UP – SLAVE – COTILLION/ATO

BLACK RADIO HIGHLIGHTS
V103 – ATLANTA – SCOTTY ANDREWS, PD
WIGO – ATLANTA – MIKE ROBERTS, PD – #1 – NEW EDITION
HOT S: L.T.D., Michael, Jermaine, J. Osborne, Isley Brothers, Tito, Davis, Band, G
WBBM – CHICAGO – CURTIS ANDERSON, PD – #1 – MIDNIGHT STAR
HOT S: B.Anthony, Run D.M.C., F. & D. Kahn, Boz, G. & The Pipes, Hancock, Crunch, Crow, 80°s
WAVY – BIRMINGHAM – RON JANUARY, PD – #1 – MIDNIGHT STAR
HOT S: A. Franklin, Midnight Star, S. Gardner, J. Osborne, J. Laws, A. & J. Osborne, Run D.M.C.,
WBUF – BALTIMORE – ELROY SMITH, PD – #1 – NEW EDITION
JUMPS: 14 To 8 – Mary Jane Girls, Ex 12 – R. D. Jackson, Ex 17 – 11 To 0 – H. Hancock, 15 To 12 –
WAL – CHARLESTON – DON KENDRICKS, PD – #1 – SUMMER
WPAL – COLUMBUS – CHARLES PEGUE, PD – #1 – THE PIPS
HOT S: Isley Brothers, Run D.M.C., F. & D. Kahn, L.T.D. Wat, You to Me, Ex 14 To 12 – G. Knight & The Pipes
WBMX – CHICAGO – LEO MICHAELS, PD – #1 – AFRICAN DANCE
HOT S: New Edition, Brandy, J. Osborne, Isley Brothers, L. Knight, L. Knight, L. Knight, L. Knight,
WCTZ – CLEVELAND – BOBBY MCCOY, PD – #1 – UNDERGROUND
WJMO – CLEVELAND – ERIC STONE, PD – #1 – HYMAN
WDAQ – DALLAS – LANKFORD STEPHENS, PD – #1 – S.O.S. BAND
WJAM – COLUMBUS – ERIC STONE, PD – #1 – HYMAN
WQCS – DAYTON – LANKFORD STEPHENS, PD – #1 – S.O.S. BAND
WPGC – WASHINGTON – JONATHAN HERASME, PD – #1 – HENDRIX
JUMPS: 17 To 7 – A. Franklin, 18 To 15 – Manhattans, 19 To 10 – S. Laws, 21 To 7 – T. Davis, 23 To 19 –
KPRS – KANSAS CITY – DELL RICE, PD – #1 – SHALAMAR
JUMPS: 17 To 7 – A. Franklin, 18 To 15 – Manhattans, 20 To 10 – S. Laws, 21 To 7 – T. Davis, 23 To 19 –
WUSN – WASHINGTON, D.C. – JON ROSS, PD – #1 – S.O.S. BAND
JUMPS: 4 To 2 – A. Franklin, 7 To 1 – L. Knight, L. Knight, L. Knight, L. Knight, L. Knight, L. Knight,
WXYC – WASHINGTON, D.C. – DONNIE SIMPSON, PD – #1 – K. BLOW
HOT S: S.O.B., A. Franklin, D. Sumner, R. James, J. Osborne, Midnight Star, S. Laws, A. & J. Osborne,
WLO – LOUISVILLE – NEAL OREA, PD – #1 – S.O.B. BAND
HOT S: J. Osborne, Isley Brothers, R. James, D. Sumner, S. Laws, A. & J. Osborne, Run D. M.C., F. & D.

Cash Box/August 27, 1981
Argentina

BUENOS AIRES — Microfon topoper Mario Kaminski reports that his label has signed pop chanteur Yaco Monti to a worldwide contract and is releasing his most recent recording. The LP, released in the late '60s when he won the Parque del Plata Song Festival with the tune "Siempre Te Recuerdo," which sold more than 250,000 singles; during recent times he has not been affiliated to any major label and had some albums released through indie channels. However, Kaminski considers that he has strong sales potential.

Said chanteur Silvano D'Anna outsold two Obras Stadium performances, with nearly 10,000 fans accounted, a very high figure for a duo of melodic-pop singers. Their album, released last December and turned into an overnight hit, is still selling very well and is estimated to reach the 250,000 mark.

EMI reports very strong sales by Mexican artist Luis Miguel, whose return to Buenos Aires was negotiated. As we reported before, Miguel cam in 1982 to this market for a regional approach; due to the success achieved, he was considered a "priority" for all the EMI companies in the Latin area, a nationwide campaign was blueprinted and put into prac- tice. His album "Yo, Miguel," which has already crossed the 100,000 mark and is selling very well.

Also artist Silvano D'Anna has been the main star at the Lee Convention at the Sheraton Hotel and has several trips to the interior of the country for personal appearances. His album was released in other Latin American countries and good sales are expected. RCA is also working hard on "Chico Sosa," a folk chanteur with pop-rock appeal.

Tonyodisc topoper Francisco Vidal reports good sales for the new "Super-discotaca" album, a compilation of previously unreleased songs by Spanish group Parchis and local kids Sport Billy. Tonyodisc is also releasing a new album by metal group rock Riff, whose latest effort, recorded live at the Obras Stadium, has been receiving much national attention.

PolyGram is all out for Flashdance, the movie soundtrack album that is expected to create quite a stir among the teen audience. "Main theme," the album by Brazilian star Gal Costa, and the Robin Gibb LP "Love You, Ted" have been released at metal group rock Riff, whose latest effort, recorded live at the Obras Stadium, has been receiving much national attention.

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### 101 MICE GUY
- Ronnie Lake (CT-1225) CAP
- Mice Guy (Capitol ST-1225) CAP

### 102 CONFESSION
- Bob Marley & The Wailers (Polydor 829075-1) WEA

### 103 TAKE IT TO THE LIMIT
- Willi Nelson With Waylon Jennings, Jessi Colter, Willie Nelson & Friends (Columbia 364669) CBS

### 104 TRAVELS
- Muddy Waters Group (ECM 23792) CBS

### 105 BRANIGAN 2
- Laura Branigan (Atlantic 7-80053-1) WEA

### 106 BORN TO LOSE
- Peabo Bryson & Roberta Flack (Capitol ST-1225) CAP

### 107 KASHIF
- (Atlantic 29025) IND

### 108 MAMA AFRICA
- Peter Tosh (EMI America SO-27085) CAP

### 109 NAKED♥EYES
- (EMI America ST-17088) CBS

### 110 PLEASE PLEASURES
- (Columbia GHS 2080) WE

### 111 MEMORIES
- (Columbia GHS 38194) CBS

### 112 DRASTIC MEASURES
- (CBS 38733) CBS

### 113 THE FINAL COUNT
- (Philadec 19825) CBS

### 114 YOU AND ME BOTH
- (Atlantic 62048) CBS

### 115 GET LUCKY
- (Columbia GHS 4100) WE

### 116 SCANDAL
- (Columbia GHS 38196) CBS

### 117 WHAT BECOMES OF THE LEGEND MOST?
- Eddi Reader (Columbia GHS 4100) WE

### 118 DIANA ROSS ANTHOLOGY
- (Motown 60404ML) MCA

### 119 I'M SO PROUD
- Denee Williams (Columbia SC 38625) CBS

### 120 OCTOPUS
- "Five Weeks" Original Soundtrack (EMI ASCAP-4967) CBS

### 121 GODDESS OF LOVE
- Harry Wayne (Atlantic 80028-1) IND

### 122 SHINE ON ME
- (Atlantic 54284) MCA

### 123 THE KEY
- John Armatrading (Atlantic 90149-1) RCA

### 124 ALL THE GOOD ONES ARE TAKEN
- Ian Hunter (Columbia SC 38626) CBS

### 125 LOW RIDE
- Earl Klugh (Capitol ST-1225) CAP

### 126 25 AT 80 FROM 25 YEARS AGO
- Various Artists (Motown J-80MLM) MCA

### 127 THE LUXURY GAP
- "Hymn Of The Rockies" Original Soundtrack (EMI ASCAP-4967) CBS

### 128 UNTOUCHABLES
- Lakeside (Warner GHS 9-6024-1) WE

### 129 LOST IN SPACE
- Jonzun Crew (Tommy Boy RBP 1001) IND

### 130 AEROBIC SHAPE-UP II
- Bongo Pal Pan 106 (Atlantic 7-80051-1) WEA

### 131 EDWARD MURPHY
- (Columbia SC 38618) CBS

### 132 THE GOLDEN AGE OF WIRELESS
- (Columbia SC 38619) CBS

### 133 GET NESSARY
- (CBS 38745) CBS

### 134 IN OUT OF SPACE
- (Atlantic 7-80055-1) WEA

### ALPHABETIZED TOP 200* BOLTS* BY (ARTIST)

#### XKS
- "Mary Jane Guns" 86

#### Iris, Donnie
- "Can't Help Myself" 72

#### Izzy" Brothers
- "I'm Not In Love With You" 85

#### John, Paul & George
- "Help" 145

#### Jools Holland
- "The Way You Do The Things You Do" 152

#### Kool & the Gang
- " offsetof(Struct, Field)

#### Kriky
- "I'm Gonna Love Me Again" 71

#### Los Lonely Boys
- "Let It Rain" 113

#### Martha & the Muffins
- "Susan" 81

#### Matchstick Men
- "Let It Rain" 113

#### Martin
- "Pompeii" 170

#### Marseillaise
- "My Country, 'Tis Of Thee" 170

#### Martha & the Muffins
- "Mouthful of Sound" 88

#### Matchstick Men
- "My Country, 'Tis Of Thee" 170

#### Marseillaise
- "My Country, 'Tis Of Thee" 170

#### Matchstick Men
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#### Marseillaise
- "My Country, 'Tis Of Thee" 170

#### Matchstick Men
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#### Marseillaise
- "My Country, 'Tis Of Thee" 170

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- "My Country, 'Tis Of Thee" 170

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#### Marseillaise
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#### Marseillaise
- "My Country, 'Tis Of Thee" 170

#### Matchstick Men
- "Mouthful of Sound" 88

#### Marseillaise
- "My Country, 'Tis Of Thee" 170
Indie Labels Pursue A New Path With Heavy Metal Acts

(continued from page 5)

reports Enigma's Hein. "And now some of L.A.'s record chains are adding heavy metal sections with new displays, sections in 76 and 77. I always felt that the Midwest would be the strongest heavy metal market, but now L.A. and New York have caught up.

Although the L.A. scene is taking off, Slagel hasn't limited himself to signing area bands. "I've been approached by various Blizzards and Weenies, including albums by the Connecticut-based Obsession and Canada's Witch Killer. At the ripe old age of 25, Shrapnel Records is the brainchild of one of the old man of the independent heavy metal scene, having formed Shrapnel in 1979. An avid fan of Van Halen, Varney is a member of Bay Area hardcore band The Nuns, and produced and co-wrote Marty Ballin's concept rock Justice for EMI Records. Varney, who holds a degree in marketing, turned his earnings from the Balin project into Shrapnel and set his sights on "Being on the edge of the heavy metal market."

As Varney recalled, "heavy metal was the real underdog music and what I really liked." Breaking out from the "Metal Un- sung Guitar Heroes" was a collection of tracks Varney assembled by soliciting tapes in regional rock publications around the country. The list had once referred to 11 albums, and volume four of "Unsung Guitar Heroes" will be released in the next few weeks. Because of his ties to fanzines and regional papers, Varney has attracted acts from all over the country, including Philadelphia's WOJ (from which he first inked L.A.'s Steeler, Chicago's LeMans, and an appropriately dubbed group named High Level). He's also recorded Swedish guitarist Yngwie Malmsteen and Danish-based Jimi Hendrix clone Randy Hansen. Varney expects to release 15 albums this year. "I'm trying to be career oriented," he said. "I'm not interested in the trashy, flash stuff. I'm looking for the Al DiMeola or Alan Holdsworth type of acts.

All three labels see themselves as purveyors of a type of heavy metal music not being handled by the majors. "There's a new wave of heavy metal," said Hein. "The bands are very independent and very quick, and their goal isn't necessarily to go big. It's to get the word out and to be part of the punk movement. Three or four years ago, a punk band could go into an eight-track studio and come out with something that could be a legitimate hit. That's not true anymore because now they're up against bands with budgets of $100,000. But a heavy metal band can still go into the studio for two or three nights and come out with something that has a legitimate shot at success."

Megaforce's Johnny Z. also sees a "new metal," although he feels it has more to do with the "punk movement. A lot of the wave is fast sleddghammer music with total emotion," he said. "A band like Judas Priest had a sound that was outsourcing, but their audience was going to punk. They may do a new audience, but the heavy metal market is leaving them.

"The problem is there is no platform of both faithful followers of heavy metal as well as a younger crowd."

"Younger Audiences"

"The audiences for shows out here are 75% younger kids," said Slagel. "There was a whole revival with Iron Maiden and Def Leppard. We are really going through the Deep Purple and black Sabbath days. But 50% of the customers for heavy metal at the store I worked in were older collectors.

Johnny Z. agrees. "There's a crowd of 13-18 that's turned onto it because of the heavy metal sound, hair and freedom," he said. "And there's also a new audience from 26-40. Do you know how many closet Punk Funk Road and mountain freaks there are walking around?"

With majors picking a few successful indie heavy metal bands up for various tours (Def Leppard), the band "Queens Reign of 206 Records, and Atlantic has inked Ratt from the Time Coast label -- the Indies are getting away from it now, they're being watched. I don't think anybody at the majors believed it until the US Festival, when the heavy metal day out- drew the other days two-to-one," said Slagel. "But still I don't think any major will sign a heavy metal act until they prove themselves." Varney's jams of Ramones Reprints from "several majors." "I've met with just about everybody," he said. And while he's interested in putting together a deal with a major, he's also interested in purchasing unreleased tracks from them for reissues.

Clearly, the spirit is one of indepen- dence, "Our battle cry," declared Johnny Z. "is "Man O' War, Not Men At Work.'"
AGMA Officials Give Testimony At House Counterfeits Hearing

CHICAGO — Statements by Amusement Games Manufacturers Assn., (AGMA) president Joseph Robbins, Copyright Infringement Committee chairman James Rochford and executive director Glenn Brasswell were submitted before the House Subcommittee on Oversight of Investigations of the Committee on Energy and Commerce at a hearing on Aug. 2, 1983. The subcommittee is investigating the impact of illegal and unfair foreign trade practices on interstate and foreign commerce.

AGMA statements were presented as part of the focus on copyright, patent and trademark infringements that, according to subcommittee chairman Rep. John Dingell, are a "rapidly expanding problem."

In his statement, AGMA president Robbins explained that the percentage of games on the market that are illegal copies has increased from 1980, the year's statement, to today's estimate of 30% "and growing." He noted that the illegal games are coming "from everywhere...from the Orient, from Taiwan, from Korea and from Japan. Although, since Japan has cracked down on these copyright pirates, much of the action has switched to Korea," Robbins told the committee. "Illegal copies are also coming from Europe. Italy is currently a base for these pirates, but we have indications that they are moving into other Common Market countries as well," he said. "They also come from within the United States...from basements and garages around the country where clever copyright pirates manufacture the illegal game boards and then pass them off a legitimate." Committee chairman Rochford pointed out in his statement that speed and thoroughness in copyright enforcement are necessary in the case of the video game industry because of the short life span of most games. For this reason, if a domestic manufacturer is to recoup his investment, he must do it quickly, said Rochford. "His success, however, is severely diminished when illegal imports enter the market, taking the place of the genuine article. Before the manufacturer can react effectively, the game is no longer popular and he has lost..." (continued on page 30)

Gilley To Headline At AMOA '83 Expo

CHICAGO — Epic recording artist Mickey Gilley will headline the dinner show, Oct. 29, at this year's Amusement & Music Operators Assn. (AMOA) Exposition in New Orleans. Event is being held in the Grand Ballroom of the Hilton Hotel and tickets are priced at $50 each, available at the AMOA headquarters office.

Gilley first gained national recognition in 1974 when he topped the country charts with the song "Roomful Of Roses" and has since developed an enviable track record in the music business. To date, he has had 15 additional records in the coveted #1 chart position, nine of which (between 1980 and early

(continued on page 32)
INDUSTRY NEWS

AROUND THE ROUTE (continued from page 31)

whole package to the Japanese Ambassador. The tour will hopefully attract "champion" material to add to the U.S. team and all proceeds from play in each of the various cities on the tour will be donated to Cystic Fibrosis. In conjunction with this effort, the Video Wizard arcade in Villa Park, Ill. (suburban Chicago) has been named the official Illinois site of the International Game Showboard and the North American Video Game Olympics. Preliminary play will be held at Video Wizard (Villa Oak Center, 204 W. Roosevelt Rd.) during the peak of Aug. 24-26 with championship playoffs Aug. 27-28. Walter Day and his Mobile Arcade were scheduled to be at Video Wizard Aug. 17-18.

Paul Jacobs recently quipped to Exidy in the position of executive vice president (see separate story). "I'm back home," he said, "and very enthusiastic about the great reports on 'Fax.' " The machine has developed into a top-rated arcade piece, and Paul told us it has also been making its way into street locations and various other spots like college campuses, dormitories, libraries, book stores, etc. Exidy has been preparing additional questions in the game, and the second set will be available by the end of September; and an updated kit that includes printed circuit board and new plex. Would you believe, there are 3,700 questions in the game so far! Paul also noted that "Whirly Bucket," its non-video game and "a staple of our line," is doing very well.

Big event in Chi-town! As we go to press, the Taito America women's softball team — better known as the "Base Invaders" — is playing against the Aladdan Castle Men's team in Pioneer Park in Arlington Heights, Ill. Taito's sales administrator, Marcia Young, is pitching — so, watch out, guys!

Cash Box felicitations to newweds, Mr. & Mrs. Larry Williams. The lovely bride is Jamie Pinto, of Atari's media relations. Marriage took place a couple of weeks back, following which a reception was held at the Silverado Country Club in Napa, Calif.

What's up next at ICE? Recalling the tremendous impact (and subsequent success) of the firm's "Cheat" at last year's AMOA convention, sales and marketing vice president Steve Bernstein items that ICE will be revealing its unique, new electronics-oriented gaming at this year's Expo in New Orleans. It, along with "Cheat," and quite possibly another "surprise" item — will highlight the firm's exhibit.

Think positive! One of the secrets for survival in today's business climate is to "maintain a positive attitude," as noted by C.A. Robinson vpeeece Ira Betelman, who had nary a complaint to register when we spoke with him last week. As a matter of fact, he was all keyed up over a couple of potent, new products that are "certainly increasing collections on the order level" — "Dragon's Lair" from Jimmatronics and Atari's "Star Wars."

"PADRE'S DAY IN SAN DIEGO — As part of its continuing campaign in support of the "Champion Baseball" video game, Sega Electronics recently took part in "Padre Day" in San Diego. In conjunction with the Yellow Brick Road Family Amusement Center, the San Diego Padres baseball team, and McDonald's Restaurants, Sega donated some games and prizes to the benefit event, the live highlight of which was the Ronald McDonald's non-profit operation that provides temporary housing close by for families of children being treated locally for serious illnesses. Participants at the day-long event tried to beat the scores of their favorite Padres game players on Champion Baseball, with such prizes as Padres game tickets, baseball caps, autographed baseballs and bats, video games tokens and McDonald's merchandise coupons awarded. Picture at the event (l-r): the participants competing at the 10 games donated for the event by Sega, and Ronald McDonald and San Diego Padres infielder Tim Flannery holding a drawing for an autographed baseball bat. A number of execs from the companies attended.

Census Bureau Reports Vending Machines Down In '82

Chicago — Developers of vending machines, the Toucan Show, the Academy of 1982 from 429,385 in 1981 and the value of shipments was down six percent, according to an annual report of the U.S. Bureau of Census, U.S. Department of Commerce, September 1982.

The dollar value of the shipments of merchandise was down five percent to $302.2 million, and the quantity of canned and soft drink venders reached 166,912 compared with 170,463 in 1981.

Hot beverage machine shipments totaled 13,338 units compared with 17,466 in 1981. James said, the association explained that reduced employment at client locations and the effect of the recession on vending companies' profit margins lowered the demand for new equipment.

The study was conducted by the U.S. Bureau of the Census and is underwritten by NAMA.

According to the annual NAMA Operating Ratio Report study, average net profit before income taxes of American vending companies declined to 2.8% of sales in 1982, down from 3.7% in the previous year.

Reflecting the effect of the recession, the profit ratio was the lowest since the association began its annual study in the early 1970s.

The report is based on data submitted by 175 NAMA member firms with a combined 1982 annual sales volume of $1.98 billion, according to G. Richard Schreiber, NAMA president.

Schreiber said that profit from operations remained unchanged from 1981, while higher interest expense and a decrease in net of "other income" depressed total pre-tax profit. Return on assets decreased to 9.67% from 11.6% in 1981. The number of members who furnished operating data increased to 175.

firms from 166 in 1981, when total sales of reporting companies amounted to $1.85 billion. Thirty-one of the participating firms also achieved $680 million in "manual" (non-vending food and beverage) sales on which they averaged a net of 1.5% of sales.

Total payroll costs averaged 25.3% of sales, up from 24.2% in 1981.

Payments to vending locations (commis- sions) averaged 8.3% of sales for all the partici pants, while the average for 115 companies which filed reports in both 1981 and 1982 was significantly lower at seven percent.

Copies of the complete Operating Ratio Report are available to all NAMA members at $25 each and at $7.50 each for additional copies. The report is not available to nonmember firms.

Giley To Headline at AMOA '83 Ecpo

1983)

(continued from page 31)

1983 hit the top of the country charts consecutively. Among his hit records are "Stand By Me" (from the soundtrack to the motion picture "Urban Cowboy"), "True Love Ways," "That's All That Matters To Me," "Lonely Nights," " Tears Of The Lonely," "Put Your Dreams Away," "Talk To Me and" many more.

Mickey Giley has also been performing extensively throughout the country, taking his live revue to the showrooms of Las Vegas, Lake Tahoe, Reno and Atlantic City, among others; and at the same time garnering considerable television and cable exposure via such programs as 20/20, The Grammy Awards, The Fall Guy, Solid Gold, The Dukes of Hazard, The Tonight Show, the Academy Of Country Music Awards Show, Fantasy Island, Chips, The CMA Awards Show and the television tributes to country Jerry Lee Lewis' 25 years in music recently held.

With each performance, Giley delights audiences not only with his distinctive vocal talent, but also his dexterity.

No doubt, his music has been etched a little deeper in America's consciousness by way of his appearance in Urban Cowboy (and on its soundtrack album), but the fact is, years before Exquisite magazine, The Today Show and the Urban Cowboy crew (each of whom discovered the talents of the famed Mickey Giley) "et set foot in Paterson, Texas, Mickey and Giley's were both thriving.

Because of the tremendous popularity of this noted performer and the limited seating in the Hilton Grand Ballroom, AMOA suggests that persons interested in attending the dinner be advised on advance sales as possible. Further information may be obtained by contacting AMOA at 2000 Spring Road, Oak Brook, Ill. 60521.

CALENDAR

1983

Sept. 8-11: No. Carolina Coin Operators Assn.; state convention & trade show, Hyatt House; Winston-Salem, N.C.

Sept. 23-25: Wyoming Candy, Tobacco, Coin Vendors Assn., state convention; Holiday Inn; Cheyenne.

Sept. 28-29: JAMMA (formerly JAA); Tokyo Distribution Center; Tokyo, Japan; annual trade show.

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


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

Nov. 18-20: IAAPA national convention; The Rivergate; New Orleans, La.

CASH BOX The Weekly Trade Journal.
INDUSTRY NEWS

Jacobs Rejoins Exidy

CHICAGO — H. R. "Pete" Kaufman, president and chief executive officer of Exidy, Inc., last week announced the appointment of Paul Jacobs to the position of executive vice president.

Jacobs, a 21-year veteran of the coin machine industry, the most recently served as president of Universal U.S.A., Inc., opening an American office for the Tokyo-based company and spearheading its development into a prominent position in the marketplace.

During the period of 1976-78, Jacobs was Exidy's vice president of marketing and is credited with leading the sales effort through some very formative years in the company's history. Jacobs, 38, had his first job in the manufacturing end of the industry as European sales director for Chicago Coin and prior to that spent 12 years as a distributor in Milwaukee, Wis.

"Everyone at Exidy is enthusiastic and excited about Paul's return," noted Kaufman. "His sales and marketing skills, along with a strong administrative background, should prove invaluable to the company as it enters its second decade in the industry."

In another staff change, Tricia Cozens was named to the position of senior editor at Exidy. In the new position, Cozens is responsible for coordinating advertising, publicity, editorial writing and operating documentation. In addition, she will work with newly appointed executive vice president Jacobs and the marketing staff to keep the industry up to date.

All advertising literature and editorial requests should be directed to Cozens at Exidy, Inc., 390 Java Dr., Sunnyvale, Calif. 94086. The telephone number is (408) 734-9410.

AGMA Execs In D.C.

As Executive VP

Jacobs' move to Exidy was first mentioned from page 31.

Paul Jacobs

Video Wizard Hosts Interstate Video Player Competition

CHICAGO — Interstate competition to determine the 10 best video game players in the nation begins Aug. 24 at the Video Wizard arcade in Illinois, as the North American Video Game Challenge conducts its State Teams Tournament.

The official Illinois State Team headquarters, Video Wizard of Villa Park, Ltd., (204 W. Roosevelt Road, Villa Park, Ill.) will host hundreds of accomplished video game players from the entire state who will compete to become among the few chosen to join the U.S. National Video Game Team. The U.S. team will then represent America in an International Video Game Contest.

Preliminary playoffs will be held Aug. 24-26. The 10 Illinois players with the highest scores will be eligible for the official tournament to be held at Video Wizard on Saturday, Aug. 27, and Sunday, Aug. 28. Similar tournaments are being held in each state across the country, and the 10 best video game players in the nation will go on to international video game competition.

To try out for the official state video game team and to secure further information about the event, contact Video Wizard of Villa Park, Ltd. at the address mentioned above or phone James Ciampi at (312) 833-8280.

In a related matter, on Aug. 17 and 18, Video Wizard will host a charity fundraising drive for Cystic Fibrosis, in conjunction with Twin Galaxies International Scoreboard of Ottumwa, Iowa, the so-called "video game capital of the world."

A "mobile video game room," equipped with 12 video games, will be stationed in front of the Video Wizard premises, and all proceeds from game play will be donated to the Cystic Fibrosis Foundation.

New Equipment

All of the excitement and challenge of Williams' original smash hit, "Firepower," is recharged in the company's hot, new pinball machine, aptly called "Firepower II."

The original Firepower, the industry's first multi-ball, multi-player pin, made history as one of the highest earning pinball games ever created, the company said. Capitalizing on this popularity and equipped with some of the game's most outstanding features, model II is a "guaranteed winner," according to Williams.

Among the new features designed into Firepower II is the bonus hold-over, which can mean exceptionally high scoring for skilled players able to complete an orbit shot within a matter of seconds.

Multi-ball is also contained in the new model only it has a new twist whereby making the elect hole lock up a ball and hold it until the release target is hit. However, if the ball is left locked up by one player, the next player has the chance to release it for "multi-ball play the easy way."

A strategically challenging open ramp, sweeping across the playfield, adds yet another new dimension to the game. Making the ramp shot can award either an extra ball or mystery score.

Firepower II offers action-packed play in an attractively designed cabinet and is available through factory distributors. Further information may be obtained by contacting Williams Electronics, Inc., 3401 N. California Ave., Chicago, Ill. 60618 or by phoning (312) 267-2240.

'Third Guard' in pinball

Cash Fax/August 27, 1983

AMOA EXPOSITION 1983

... "Reflecting a Proud Industry" ...

THE RIVERGATE, NEW ORLEANS, LOUISIANA
HOTELS: RIVERGATE HOTEL, DOWNTOWN
OCTOBER 27-30, AMOA EDUCATION PROGRAMS
OCTOBER 28-29-30, INTERNATIONAL EXPOSITION

AMOA'S International Trade Show for Coin-Operated Games, Music and Allied Products
**MANUFACTURERS EQUIPMENT**

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

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**PHONOGNOS**

- Centuri 2001
- Lowen-NSM Consul Classic
- Lowen-NSM Prestige ES-2
- Lowen-NSM Festival
- Lowen-NSM 240-1
- Rock-Ola Grand Salon III Console (9/80)
- Rock-Ola 484 (11/80)
- Rock-Ola 481 Max 2 (1/81)
- Rock-Ola Deluxe (10/82)
- Rock-Ola 498 (10/82)
- Rock-Ola 476, furniture model
- Rowe R-85 (10/80)
- Rowe Jewel
- Rowe R-87 (10-82)
- Seeburg Phoenix (12/80)
- Stern/Seeburg Da Vinci (7/81)
- Stern/Seeburg VMC (11/81)
- VST Sartime Video Jukebox
- Wurlitzer Cabaret
- Wurlitzer Tarock
- Wurlitzer Atlantis
- Wurlitzer Silhouette

**POOL, SHUFFLE, TABLE GAMES, ETC.**

- Irving Kaye Silver Shadow
- Irving Kaye Lion’s Head
- Dymano-The Tournament Foosball (5/82)
- I.C.E., Cheex
- TS Tournament Eight Ball
- U.B. I. Bronco
- Valley Cougar
- Valley Tiger Cat Bumper Pool (6/82)
- Valley Cougar Cheyenne (8/82)
- Williams Big Strike shuffle alley

**CONVERSION KITS**

(Include interchangeable games & enhancement kits)

- Bally Midway, Pac-Man Plus (12/82)
- Centuri, Guzzler
- Centuri, Gussitronics, Brix (1/83)
- Intrepid Marketing, Encore Retro-Kit (1/83)
- Data East, Burger Time
- Data East, Bump ‘N’ Jump (2/83)
- Data East, Multi Conversion Kit
- Data East, Cluster Buster (7/83)
- Data East, Bone Bowling (7/83)
- Edady Hardhat (2/83)
- Edady Pepper II (6/82)
- Edady Retrofit
- Myster/Gottlieb, Royal Flush Deluxe (5/83)
- Interlogic R ‘N’ Rope (6/83)
- Rock-Ola, Learers (3/83)
- Rock-Ola, Nibbler
- Rock-Ola, Synergy
- Rock-Ola, Survival
- Rock-Ola, Marmad
- Nickhubbo, Fluffy Tom (1/82)
- Nickhubbo, Rug Rats (3/83)
- Sega, Tasc/Scan (9/82)
- Sega, Monster Bash (2/83)
- Sega, Super Xaxxon (1/83)
- Stern, Lost Tomb (2/83)
- Stern, Pop Aligner (2/83)
- Stern, Super Draw (7/83)
- Stern, Fast Draw (7/83)
- Taito America, Elevator Action (7/83)
- Universal, Lady Bug
- Universal, Mr. Do
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