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.

ISSUE DATE:
SEPTEMBER 24, 1983

ADVERTISING CLOSING:
SEPTEMBER 12, 1983

FOR FURTHER INFORMATION ON ADVERTISING PLACEMENT CONTACT:

J.B. CARMICLE
6363 Sunset Boulevard
Suite 930
Hollywood, CA 90028
213 • 464-8241

MARTIN BILLIG
1775 Broadway
Suite 630
New York, NY 10019
212 • 586-2640

JIM SHARP
21 Music Circle E
Nashville, TN 37203
615 • 244-2898
EDITORIAL

A Great Opportunity

This week's pair of conventions in San Francisco — the National Assn. of Broadcasters (NAB) Radio Programming Conference and the annual gathering of the Video Software Dealers Assn. (VSDA) — will spotlight two sectors of the entertainment industry currently in states of flux. For radio programmers, the breakdown of narrowcast formats and the rise of TV-supplied video music programs have become the issues of the '80s; while video software dealers are still searching for the right formula with which to present their wares to the public.

At the NAB, programmers will be able to examine the principles of the many "new" formats that have gained in popularity of late — Urban Contemporary, KRQO-style New Music, "Hot Hits" and so on. In addition, there should be a lot of action in sessions dealing with radio's newest competitor — video music on TV. Finally breaking out of the programming lethargy that seemed to characterize the late '70s era, radio is now in one of the most exciting periods, programming-wise, in a long time, and it will be interesting to see what comes out of the conference.

In the area of video software, many of the questions and issues at the VSDA seemed old hat — after all, there has already been a lot of talk (and experimenting) going on with regard to exactly what form merchandising and marketing should take. But the truth is that these issues still haven't been resolved to anyone's satisfaction.

Oftentimes, industry conventions are merely excuses to party on the company. However, as far as these two gatherings are concerned, nothing could be further from the truth.
MGM/UA

THIRLLEr OF A LIFETIME — CBS Records recently presented Michael Jackson with an awesome array of awards earned worldwide by his album “Thriller” and singles “Billie Jean,” “Beat It” and “Wanna Be Startin’ Somethin’.” “Thriller” has already become CBS’s largest selling album ever — both worldwide and domestic — and has earned the singer 36 gold and platinum plaques in 19 different countries. Pictured at the presentation, held in San Diego, are: (l-r): T.C. Thompsons, director, black music promotion, national promotion, Epic/Porotic/CBS Associated Labels (E/P/A); Frank DiLeo, vice president, national promotion, E/P/A; Don Dempsi, senior vice president and general manager, E/P/A; Walter Entynoff, CBS/Records Group; Jackson, Allen Davis, president, CBS Records International; producer Quincy Jones; and Ron McCarrell, vice president, marketing, E/P/A.

NARM Revises Schedule For Indie Distribute Meet

by Fred Goodman

NEW YORK — In a move to broaden the scope of topics covered at the upcoming National Association of Recording Merchandisers (NARM) Independent Distributors Conference, the Independent Advisory Group has added several new speakers to the meet’s schedule and solidified a number of panels and presentations meant to represent every segment of the independent market for independent distributors work. The Independent Distributors Conference is set for Sept. 30-Oct. 2 at the Hyatt Hotel in West Palm Beach.

Openimg the Conference on Friday evening is a panel of distributors and manufacturer’s representatives chaired by George Albert, publisher and president of Cash Box, on the subject: “The Declaration of Independents, Where Do We Go From Here?” The panel will be composed of members of the 15 independent Distributors and Independent Manufacturers Advisory Group, including: John Cassetta, Alpha Dist.; Tony Dalesandro, M.S.Dist; Billy Emerson, Big State Dist.; George Hocutt, California Record Dist.; Phil Jones, Fantasy Records; Stewart Madison, Malaco Records; Jules Rikitka, Spring/Posso Records; Joe Robinson, Sugar Hill Records; Marvin Schlacter, Prelude Records; and James Schwartz, Schwartz Bros. Records.

In addition to the originally announced keynote speaker, Barrie Bergman (Cash Box, Aug. 13), David Lieberman, chairman of the Starr/Lieberman enterprises, and attorney Gerry Margolis have also been scheduled to deliver keynote address on the role the Bergman, who is chairman of the 147-store Record Bar chain, will provide comments from the Record Bar chain, which will focus on the relationship between rack jobbers and independent distributors. Margolis will represent the views of the artist management.

The convention’s second panel, “The Retail Connection,” will include James Bonk, executive vice president of the 150-store Camelot Music chain; and David Jackowizt, executive vice president of the Peaches Record Archive.

A presentation entitled “The Charts: Method and Madness” will be given by Tom Noonan, director of charts and assignment for Billboard. Noonan will discuss in detail the Billboard Charts and how they are tabulated.

A radio discussion, “Is Radio the Sound of the Future?” will feature Norman Winer of Kraft Radio, Barry Petersen of WAIL/New Orleans; and Jerry Rushen of WERD/Miami.

Tom Silverman, president of Tommy Boy Records, will chair a panel entitled (continued on page 28)

NEW YORK — Exploration of profit centers for the growing video software market will be the focus of the second annual convention of the Video Software Dealers Assn. (VSDA). To be Aug. 23-25 at the Font¬¬mont Hotel in San Francisco. Appropri¬¬ately, this year’s convention has been dubbed “Profit Are For Key.” and all panels will center on current money¬¬making issues affecting the video industry. All major studios are planning a strong show, with the slots still up for event’s social functions and the conven¬¬tion’s first-time exhibit area. Accessory and software firms will be invited to participate.

The convention will kick off with a keynote address from Cy Leslie, chairman of MGM/UA Home Entertainment, and Robert Blatner of RCA/Columbia Pictures Home Video at the Monday morning open¬¬ing business session. Acknowledging the growth of rentals and sales of other products sold by the video dealer, the first panel will address merchandising for sales and rentals to include Jerry Ostrow of Bigelow Video, the panel will include: Troy Cooper, Video Store Gaiore, Lafayette, La.; Jeff Hurvitz of NAB, Los Angeles; Steve Mich; Michael Hargreaves, The Video Sta¬¬tion, Robbinsdale, Minn.; Tom Keanan, Everybody’s Video Vault, Portland, Ore. and Rick, The Video Company, Lakspur, Calif.

Further discussion of new profit areas will be discussed in a panel directly follow¬¬ing the merchandising session. “The Growth Profit Centers: Accessories and Games,” moderated by Linda Rosser of Dialogues, will include panelists G. Robert Brownell, SKU; Earl Jacobs, Electric Eye; Frank Kutz, Epyz, Inc.; Donald Kingborough, Altit, Richard Lionetti, Softsell and Jon Monday, Rome.

Cash expects high interest in Monday afternoons workshop on strategies for gener¬¬ating West Nishimura of VideoSpace will moderate. There will be presentations on effective low-cost approaches to selling product.

Tuesday’s sessions will focus on manufacturing and distributing, with a panel presentation by Duane George, president of San Francisco Home Video. A manufacturing panel, moderated by Ann Bartley of VideoShark, will follow. Panelists include Robert Blatner; Gene Gia¬¬quinto, MCA Home Video; Mel Harris, Innovative Video; Barry Petersen, CBS-Fox Video; Micky Hyman, MGM/UA Home Video; Jim Jimiro, Walt Disney Home Video; Warren Lieberfarb, Warner Home Video; and Nicholas San¬¬trizos, Thorn/Video.


The convention will also address mod¬¬ern day’s home video market, with one session on the “Computerizing Your Business” panel. Jack Messer of The Video Store, Cincin¬¬nati, will moderate a panel featuring speakers featuring Ed Empye, Lake Stevens (continued on page 14)

Stones, CBS Pact

NEW YORK — The Rolling Stones last week signed a long-term, worldwide recording contract with CBS. The pact reportedly calls for the band to receive as much as $28 million, which would make it the richest known contract in the history of the music business.

The CBS contract will take effect as soon as the Rolling Stones’ current pact with Atlantic (for U.S. and Canada), EMI (for Europe and other international distribution) expires. The group still owns Atlantic two LPs — a studio album and an in-the-fall and a greatest hits package.

Under the terms of the pact, the Rolling Stones product will be released on Columbia Records under the Rolling Stones Records logo. It was disclosed whether the existing Rolling Stones Records (Columbia) will continue to CBS or remain with Atlantic and EMI.

Australian Acts Set Sights On U.S. Country Music Market

by Lee Stevens

NASHVILLE — Several Australian country artists took advantage of their being in the United States for the first National Country and Western (ICWA) Awards Gala in Fort Worth July 17-21 to spend time in Nashville recording and/or advancing the international aspects of their careers. Frank Ifield, Johnny Chester and Jewel Blanche were here in August, joining the first group assembled in August including: Garde Twins, which has been based in the U.S. for 10 years.

The stars and dreams of the four acts come to pass, the country music scene could see a parallel chart invasion to match such rock/pop acts as AC/DC, Little River Band, Air Supply, Men At Work and Olivia Newton-John, of course, who has done so well in both fields, taking the CMA Female Vocalist of the Year Award in 1974. Diana Trask also gained some prominence in country music during the ’70s and the “out¬¬back” country stylings of Charlie Drake and Rolf Harris made very brief American action in the mid-’60s, but all in all, country fans here have rarely accepted foreigners’ interpretations of “our” music.

Frank Ifield has been an international star at a Saturday morning radio show in the U.S. for his 1962 pop/country hit, “I Remember You,” which entered the Guinness Book of World Records as the first single to sell one million copies in Britain alone. Ifield is Australian, but has lived in Britain since 1959. With the growing acceptance of country music in England, Ifield has increasingly aimed his material at that audience, taking the BBC’s “Country Music Star” in 1980. For the past year, taking the CMA Female Vocalist of the Year Award in 1974. Diana Trask also gained some prominence in country music during the ’70s and the “out¬¬back” country stylings of Charlie Drake and Rolf Harris made very brief American action in the mid-’60s, but all in all, country fans here have rarely accepted foreigners’ interpretations of “our” music.

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BUSINESS NOTES

DREAMS INTERPRETATION — RCA recording artists Annie Lennox and David Stewart of the Eurythmics have begun production programs during their recent U.S. tour, including A.M. Los Angeles. Their current single, "Sweet Dreams (Are Made Of This)," went to #1 on the Cash Box Pop Singles chart this week. Pictured are (l-r): Stewart; Lennox; and Harold Greene and Marion Ross, both of A.M. Los Angeles.

Chrysalis Pacts With MCA Canada

NEW YORK — Chrysalis Records will be manufactured and distributed in Canada by MCA Records, effective immediately. The new deal was revealed jointly by Jack Craig, president, Chrysalis; and Fred Reynolds, general manager, MCA Records, Canada.

First new releases under the arrangement will be albums by Huey Lewis & the News and Pat Benatar, both scheduled for September, as well as just-released LPs by Robin Trower, Grand Prix, Greg Lake and Fun Boy Three. New versions of Billy Idol's self-titled LP, as well as a new version of his "Don't Stop" EP, will also be rush-released.

In addition, MCA Canada will assume the immediate manufacturing and distribution of all Chrysalis records previously released by the former licensee prior to Dec. 31, 1982. Records issued after Jan. 1, 1983, will be transferred to MCA over the course of the next few months. Liaison between Chrysalis U.S. and MCA Canada will be handled by Daniel Glass, director, new music marketing, Chrysalis.

Commenting on the new agreement, MCA's Reynolds said, "The Chrysalis signing will play a key role in MCA's aggressive new approach to the Canadian market."

Musexpo Offers Special Travel, Hotel Arrangements

NEW YORK — Travel and hotel packages have been arranged for European companies attending the 1983 Musexpo and Videoexpo trade gatherings in Acapulco, scheduled Nov. 17-18. The packages are available through Travel Tours and Conferences, Ltd., Musixphone's travel agent for the U.K. and Europe, and require connecting via London.

Round trip airfare from London to Acapulco and back, plus five nights at the Condesa Del Mar Hotel, all in rates of $685, $759 for double occupancy. At the nearby Plaza Palace Hotel or El Presidente Hotel overnight hotels, the cost is $582, $574 for double occupancy.

German companies get the same rate plus the additional $169 for round trip airfare from Frankfurt to London. For French companies the added airfare cost is $90 for roundtrip from Paris to London. Companies located in other parts of Europe or Africa are also eligible for the special London arrangements and will receive the lowest airline add-on cost for connections through London from Travel Tours and Conferences, which can be contacted at 3 Paton St., London S.W. 1, England (At: Mr. Hussain). The phone number there is (01) 839-6355 or (01) 839-6356, and telex is 24637.

Krasnow To Receive Humanitarian Award

LOS ANGELES — Bob Krasnow, chairman of Elektra/Asylum/Nonesuch Records, will receive the 1983 Humanitarian of the Year Award from the AMC Cancer Research Campaign at a gala dinner presentation Dec. 4 at the Waldorf Astoria in New York. The dinner marks the conclusion of the six-month bi-coastal fundraising drive for the support of AMC's breast cancer research.

A similar fundraising campaign last year helped to establish the Music Industry/AMC Cancer Helpline. A national, toll-free phone in service, the Helpline provides information about cancer to callers. In operation 10:30 a.m.-7:00 p.m. (EST), the Helpline is staffed by experienced professionals. The number is (800) 525-3777.

A group of prominent industry women, under the banner "High Priority," is launching its own independent fundraising effort, outside of the industry. The efforts of these women will be spotlighted at the dinner, as well, at the request of the evening's honoree, Krasnow.

Chappell/Intersong To Hold Annual Conference

NEW YORK — The Chappell/Intersong Music Group USA, the PolyGram music publishing companies, will hold its annual management conference Monday, August 22 through Wednesday, August 25 in the cities of Winona, Minnesota and Milwaukee, Wisconsin. The conference will in part convene in the Whona and Milwaukee headquarters of the Hal Leonard Publishing Corporation, exclusive print distributor for Chappell/Intersong.

Management personnel from Chappell/Intersong offices in Los Angeles, Nashville and New York are expected to attend. Conference highlights will include a review of the company's 1983 performance and 1984 plans, a presentation of new marketing strategies for the coming year; introduction of the forthcoming exclusive OPUS Royalty Accounting System, and an in-depth presentation by Hal Leonard personnel.

$2.1 Mill Settlement In '79 Who Concert Case

CINCINNATI — An out of court settlement totaling $2.1 million was reached last week in connection with the deaths of 11 people at a 1979 concert by The Who at Riverfront Stadium here. An additional 23 people were injured during a crowd rush on the stadium's doors prior to the concert. The settlement is not available for theavraul of the Hamilton County Probate Court. More than $100 million in damages had originally been sought and one victim's family refused to settle. The case is presently awaiting trial.

Gold Mountain To Concentrate On New Artists

by Michael Glynn

LOS ANGELES — Gold Mountain Records, a newly formed custom label that will be marketed and distributed by A&M in the U.S. and Canada, is being geared "specifically toward developing new artists" and the development, with "a commitment to (producing) at least one promotional video for each act," according to president Danny Goldberg.

Goldberg, co-founder of Modern Records with Paul Shaffer, told Cash Box last week, "I've spoken to A&M which has always been dedicated to nurturing new talent, and especially grateful for the opportunity to offer Gold Mountain artists exposure through the medium of video, which I very strongly believe in."

For example, Goldberg will be involved with the album "Vertical" by England's horizontal Brian, scheduled to ship with A&M's Sept. 20 release. Another upcoming LP that will be marketed by Gold Mountain is the soundtrack to the John Avildsen-directed motion picture Heaven, starring Christopher Atkins and Jackie Earle. The soundtrack was compiled by Goldberg and features tracks by A&M recording artist Bryan Adams and I.R.S.'s The Enuff Z'nuff, among others.

Joining Goldberg at Gold Mountain as (continued on page 11)

Capitol-EMI Bows Picture Music Int'l For Videos, TV

LOS ANGELES — Capitol-EMI Industries-EIMI, Inc. has officially announced the formation of a separate music video and television production division, Picture Music International. Previously operating under the EMI Music Video banner, Picture Music International was created to accommodate the expanded production activities of the former unit, which presently includes full-length music video presentations and music video-centered commercials, as well as promotional video clips.

Most recently, Picture Music International has produced a series of video spots for Coca Cola and is starting a third series of commercials. The Capitol arm has also done promo clips for new albums by Elektra/Asylum recording acts Eric Martin Band ("Sucker For A Pretty Face") and X ("More Fun In The New World").

According to previously published reports, the division will be releasing a number of different programs on its own Picture Music label, including a 14-track video clip compilation "album" featuring EMI acts. It will be available on videocassettes, record and singles. Also, scheduled are approximately a dozen "video EP" releases, among them a series of three videos from David Bowie's "Let's Dance" LP.

(continued on page 14)

Men At Work Gets Crystal Globe Award

NEW YORK — CBS Records International (CRI) has presented its Crystal Globe Award, which signifies over five million albums sold outside an artist's home country, to Men At Work. The group thus becomes the first recipient of the award in CRI's 18-year history. A special gold-plate citation was presented to Charles, who recorded the record time of 15 months following the release in April 1982 of "Business As Usual."

(continued on page 7)
NEWS & REVIEWS

REVIEW

ALBUMS

(continued from page 6)

McCracken and Michael Boddicker add professional support to the Grammy
winner’s accomplished, alluring vocal work. A natural crossover appeal is pointed to Pop, Country, Top 40 and MOR.

TWANG BAR KING — Adrian Belew

Island/Atlantic 90108-1 — Producer: Adrian Belew — List: 8.98 — Bar Coded

Just so you know whence he’s from, examan Adrian Belew kicks off his follow-up to last year’s initial solo cruise, “Lone Rhino.” He covers The Beatles’ “I’m Down” before launching into a daz- zling, dizzying display of his own pyrotechnic compositions. The King Crimson guitar genius gives a “see-sick song” in a form of “Sunny Rhino,” an instrumental enti tled “Paint The Road” and several original tunes. It’s all irresistibly

Country, from guitar to brass to percussion, a biopic of Alex Chilton — The Box/September

IJsion; McCracken, Mystical, Eyes.” The week’s various instrumentalists

THERENCHAMBER — The Orchester

A&M 45390 — Producer: Various — List: 8.98 — Bar Coded

though the week’s various instrumentalists

BLOW YOUR OWN HORN — Herb Alpert

A&M SP-4949 — Producer: Various — List: 8.98 — Bar Coded

just for the week’s various instrumentalists

HELEN MCKAY — Helen McKay

Atlantic 90100-1 — Producer: — List: 8.98 — Bar Coded

As before, the week’s various instrumentalists

HANG IN MY HEART — Stevi Spacek

Atlantic 90100-1 — Producer: — List: 8.98 — Bar Coded

As before, the week’s various instrumentalists

MIKE’S MURDER — Original Motion Pic-

= Tunnel to the Stars

Within Hats

Despite a somewhat whimsical name and sound, Canada’s Men Without Hats have arrived on the U.S. charts bearing some serious messages within their distinctive synth/dance beat. According to the group’s musical director and vocalist/spokesman Ivan Doroshuk, their hit single “Safety Dance” uses dance as a sober metaphor for the current state of the world. “It’s a dance in the face of death,” explains Doroshuk, countering the omnipresence of the AIDS crisis. “There’s an impending doom hanging over all of us that is getting stronger and more powerful. So it can’t just be gratuitous dancing but constructive — not just dancing for dancing’s sake. But at the same time, our music is optimistic and cheerful, because the end of the world may be coming pretty soon, it shouldnt be the case where all we do is live, ultra-sophisticated life, just for the sake of it.”

Doroshuk further states that a second thematic concern present in “Safety Dance” and Men Without Hats’ other songs is the importance of indi viduality. For example, “Ban The Game,” which leads off Doroshuk’s new Style Bank LP “Rhythm Of Youth,” protests “boy scout type” organized sports and the “militarizing, regimenta tion” of our upbringing. “Everybody should be freed of being told what to do and should be who they are.”

Men Without Hats’ own identity is largely due to its three-quarters com position of classically trained musical performers. The eldest, Mike, started the band nearly three years ago with its producer and manager Mark Demetre; the eldest, Ivan, his guitar, piano, who signed on a year later, and Colin, who joined Ivan on keyboards six months after Stefan. All descend from B.C. music school teachers; their mother is a voice teacher at McGill University in Montreal, where Colin and Spacek trained long before “Lone Rhino.” “As the oldest, Stefan and Colin know my musical tastes and will offer me what they wish,” notes Ivan.

Filling out the act is Alan McCartney, also on keyboards, who adds a high-tech foldout and the film machines through a Commodore Vic 64 computer. Doroshuk says that the band will eventually computerize the entire stage show, including lighting, pre-set keyboard changes, and monitor mix. But he also notes that instruments such as a tenor saxophone, guitar and grand piano, along with the classically orchestrated keyboard instrumentation, help lose the “robotic” feeling so often present in electronic music. “We’re not a run-of-the-mill syn thesizer band; we use keyboards in a different way. A lot of bands take up synthesizers as a medium because they are easy to work without much training, such that a pretty inexpensive keyboard can sound like Rick Wakeman. But I foresee a saturation of synth and electronic dance bands that don’t have much to say and could just as well be heavy metal, for what it’s worth.”

Doroshuk further contends that Men Without Hats, which earlier released “Folk Of The ’80s” on Stiff America, can just as easily be termed folk musicians as techno-popsters. “Folk music is a general singing style that’s always been around, and the folk touch is present in “Cocociri (le Tando Des Voleurs),” which translates as “The Thieves Tango” and is a French song based on the philosophy of the band’s former lightweight, who was nicknamed Cocociri and believed that “food is the pirate to get anything going in life.”

As is evident in “Cocociri,” Men Without Hats is bilingual and at one time had a hard time getting airplay on both Montreal’s French and English speaking stations. But with the current strength of “Safety Dance” and “Rhythm Of Youth,” they have had to delay plans for their second album to let the first one run its course.

MIKE’S MURDER — Original Motion Pic-

Tunnel to the Stars

= Electronic Soundtrack

— Mark Lanegan

— New West

AFL-4823 — Producer: Various — List: 8.98 — Bar Coded

Fusing the shoegazer-obsessed to the scallop-conscious Hayst Cafe Fantasy have achieved Top 10 status over much of Europe with this album of heavy hooked tunes that fall somewhere between the exotics of Malcolm McLaren and the Barundi tribal beat of BowWowWow. Although two songs released in the U.S. — the happy-go-lucky “Shiny Shiny” and the yeo-ah-wild-west-tinged “John Wayne Is Big Leggy” — have only accrued airplay on alternative stations like Cleveland’s WMMS and L.A.’s KROQ, this eccentric rock act makes an impressive domestic debut and with enough of a push could it become major force in the new music movement here.

BLACK CONTEMPORARY

HIGH RISE — Ashford & Simpson

Capitol ST-12282 — Producers: Nickolas Ashford and Valerie Simpson — List: 8.98 — Bar Coded

Even when they wrote such hit compositions as “ Ain’t No Mountain High Enough” and “Reach Out And Touch (Somebody’s Hand),” Nick Ashford and Valerie Simpson have been renowned for their touching, wholesome romanticism, and this feeling was perhaps never more stressed on their last Capitol debut LP, “Street Opera.” For its second LP on the label, the pair continues their tradition of silkly smooth vocal duets, most exquisitely on the mid-tempo ballad “Experience (Love Had No Face)” and the

MANHATTAN TRANSFER (Atlantic 7- 89786)


CAPTAIN FUTURE ROD TEM-

BATION (MCA 45390 — Producer:

Paul Boals, John McLaughlin, Joe

Jenkins) (Producers: Pablo

Cruise, D. Jenkins) (Producers: — Bar Coded

Pablo Cruise.

Cruise, J. Gaines)

Lyrical acoustic guitars pave the way to a meaty production surrounding Pablo Cruise’s uncertainty over whether or not to continue a relationship. The arrangement is thick with guitars, keyboard overlays, tom-tom rolls and support harmonies, but a high flying guitar solo stands out.

THE MOODY BLUES (Threshold TR 604)

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Dionysus (3:30) (MCA Music — Bar Coded


Lyrical acoustic guitars pave the way to a meaty production surrounding Pablo Cruise’s uncertainty over whether or not to continue a relationship. The arrangement is thick with guitars, keyboard overlays, tom-tom rolls and support harmonies, but a high flying guitar solo stands out.

ANNE MURRAY (Capitol P-5264)


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7
NEWS & REVIEWS

ALBUMS

dance-oriented "It's Much Deeper." Other key tracks include "It's A Rush," "My Kinda Pick Me Up" and the title tune, which pops into the #18 bullet spot on the Cash Box Singles chart this week.

GAP BAND V JAMMIN' — The Gap Band — Total Experience/PolyGram TE-1-3004 — Executive Producer: Lonnie Simmons — List: 8.98

Exploding with the assistance of a hit single "You Dropped A Bomb On Me," last year’s "Gap Band IV" LP was honored with platinum status, the only Black Contemporary album awarded such a distinction in 1982. On the group’s latest waxing, it comes through with another super hit, "Party Train," hovering above Top 10 eligibility in the #11 bullet slot this week on the B/C Singles list. Stevie Wonder is along to help out with harp and vocal duties on the tribute to Dr. Martin Luther King entitled "Someday," which closes the LP. More raucous goings-ons are evident on "Jam The Motha" and "Snake A Leg." With a more heightened rock sound than the band’s earlier, acoustic-laiden ventures like "Early In The Morning," expect much of "Jammin’" to be rammin’ them into record stores and club floors.

NEW AND DEVELOPING

CREATURES OF LEISURE — Mental As Anything — OZ/A&M SP-4946 — Producers: Bruce Brown and Russell Dunlop — List: 8.98 — Bar Coded

Last year, Australia’s Mental As Anything came out with an auspicious debut album called "If You Leave Me, Can I Come Too?" which picked up scant attention despite a jaunty song entitled "I Didn’t Mean To Be Mean," produced by Elvis Costello. This year, the Aussie gang of punk countrymen return with a vengeance courting American success with its new wavey C&W blend on such kick but hip numbers as "Bitter To Swallow," "Float Away" and "Fiona." Lovers of post-rockabilly, rebel country acts as The Blasters and Ram & File should find plenty to their liking on this platter, especially the respectful cover of Roy Orbison’s classic, "Working For The Man."

REMINDS OFF QUARTERFLASH’S "Harder My Heart," Charlie’s new single opens with a recurring tension-filled saxophone phrase, then proceeds into a dramatic expression of night-time hopelessness. Terry Slesser’s desperate lead vocal provides the big difference in its convincing portrayal of a love-lost man losing control.

THE BREAKS (RCA JB-136114) She Wants You (3:39) (MCA Music, A Div. of MCA, Inc. — ASCAP/Music Corporation of America, Inc. — BMI) (S. J. Taylor, F. Taylor) (Producer: V. Poncia) This Memphis-based quintet is working hard for its debut release, an appealing rock tune in the style of Scandal. Group co-founder Susanne Jerome Taylor sings lead with the rest of the band pitching in on well-placed harmonies. A minimum of production flourishes maintains the rock ‘n’ roll spirit.

BLACK CONTEMPORARY

COMMODORES (Motown 1694MF) Only You (4:10) (Old Fashion Publishing — ASCAP) (M. Williams) (Producer: M. Williams) Lionel Richie has moved on, but the spirit of his hugely successful ballads lives on. Yes, the Commodores are still alive and well, and this effort looks to capture the string-laden track record of "Still," "Sail On," et al. Walter Orange steps forward into the lead vocal spot here. A contender for urban and adult contemporary.

JUNIOR (Mercury 814 226-7) Baby I Want You Back (4:15) (Junior Music Ltd./SMusic Ltd./Colgems-EMI Music, Inc —PRS/ASCAP) (J. Giscombe, B. Carter) (Producer: B. Carter) The second single from Junior’s latest LP, "Inside Lookin’ Out," is a change of pace for one of Britain’s best R&B rockers. His expressive tenor is set in a ballad atmosphere that recalls Stevie Wonder’s "Ribbon In The Sky," while the track’s subtle, even tempo keep it flowing. Intelligent use of keyboard synths and a neatly blended acoustic guitar highlight the understated production.

MTUME (Epic 34-04087) Would You Like To (Fool Around) (3:40) (Frozen Butterfly Publishing Co. — BMI) (J. Mtume, R. Lucas) (Producers: J. Mtume) Mtume’s knack for stating the obvious in a sweet, sassy manner scores again with the follow-up to the gold "Juicy Fruit." Male and female vocal members of Mtume’s aggregation share the spotlight, making this an easily identifiable track for listeners, and both sets of singers get an affirmative answer to the song’s title.

MINOR DETAIL (Polydor 815 329-7) Canvas Of Life (3:30) (Minor Detail Music Ltd. — ASCAP) (J. & W. Hughes) (Producer: B. Whelan) While their techno-pop approach cuts the band loose from Irish compatriots U2, the Hughes brothers make an affecting American debut. The track is a lyrically to Will Powers’ "Adventures In Success," but more pop/rock in musical character. A voice synth on the chorus hook adds a painterly electronic brush stroke. Good for techno-pop lists.
Richard James

UNIVERSAL AMPHITHEATRE, L.A. — Richard James had to put up or shut up after raising all that Cain about wanting some MTV ac-
n credit. He has had another chance to provide for after his last Motown "Throwin’ Down" did not repeat the success of the first show. So rather than go out and get "Cold Blooded."

But that’s not all. He also assembled his Stone City Band into a solo unit of some of his buddies. Together they also put together a quartet of sirens called the Mary Jane Girls. Collectively they all provide a rock of the ages disguised as funk ’n’ roll.

It’s hard to imagine the viewers of MTV not wanting to visualize the image, and so visual, the poundingof the punk rock/kid. If he could only put the energy of his shows in a four-to-five-minute clip. That strength starts with his Stone City Band, which cataracts the senses, keeping the goldmunds from seeping into the image. "Lady of the Night," one of the songs on his third release, is quickly becoming a hit at radio, was the standout anthem during the set, and the electro-driven tune set the foundation for the evening. And to the victor came the Mary Jane Girls.

They are performers, to be certain, and not all that similar to Mr. James. They don’t rely nearly as much on the background bitty-ba.

"Bitty-besuality of Prince’s female guests, namely D. J. La’s but are no less alluring — from the leather clad Maxi to the polka-dotted Cheri. "Candy Man. " Jealousy. “And "All Night Long. "highlighted the night. The Mary Jane Girls were also a part of the show, and they were a hit with the crowd.

Then after the Mary Jane Girls proclaimed they liked the "Boys, it was time for inter-
mission and many in the almost sold-out audience rose from the seats.

So when James finally hit, the real circus began. “Ghetto Life” styles. It took him the second song to find his groove. Together his spinning choreography, dropping, on more than one occasion, his mic, the production of Mr. James was well underway. But all, despite his frontline charisma, the Stone City Band gave and took the groove to lamp-descriptive.

If indeed sweet dreams can be made of this, then Rick James performed up to the standards of MTV’s videos. Now if he could only get that energy in five minutes worth of video tape.

Columbia Records for The Entertainment Company re-charted this week at #84 the hit on the Pop LP chart. This concert tour has hurt Backwoods & co-

But Murphy used an extended version of the material from his LP and embellished it with fresh characterizations of his parents, friends and the public at large. No quarter of society was safe from his crisp attack. But although Murphy played it pretty much played it safe. Or maybe it was the nine year olds sitting front row center that compelled this.

Undaunted, though, Murphy told them a kiddie joke about a bear and a rabbit and what happens to a rabbit who tells the bear that he doesn’t want to play? Another imaginative kiddie humor. He made sure to tell the audience that he didn’t want young children on hand to go home and nightmares about "huge Negro d — - s."

But beyond the concessions to straight stand-up, Murphy showed a wealth and range of talent in characterizing ranging from the Jewish kid that gets hit in the eye by a bully to the Italian tough that he roars no fear. But although his songs and his acting is not like hard to come by, and Murphy is one who can mesmerize and dispose of an audience with the touch of his microphone and saying "goodnight."

The Bus Boys returned home from the road and played the biggest venue for pay they’ve ever encountered. And to the victor came the Mary Jane Girls.

The PALACE, HOLLYWOOD — When the curtain finally up on the Divinyls, following two uncles, and local break dancers (!), this reviewer had the distinct impression that somehow. Women Behind Bars are very much like the Rolling Stones — excuse me for substituting for the Australian rock band. After all, here was this demonic look-

ung, churning, female singer, showing off, clothing, pounding her fists at the air and yelling "get me out of here!" in a croak of a voice. The stage backdrop was, apparently, a chain link fence.

The girl, of course, was Christine Amphlett, who has most often described as the first lady of AC/DC’s guitarist, Angus Young. The similarities are more than a little evident: like Young, Amphlett favours schoolchildren’s dress and jerks her head up and down continuously to the music, whipping her mane of brown hair about. She’s no more polished, though. Her dervish-like stage personality is so engrossing that it makes you forget her, uh, nearly balding躬 and the occasional "hairy chest."

Unfortunately, nothing can substitute for strong, hook-laden material, and while the Divinyls do have some genuine aces up their sleeves with "Boys In Town," "Only Lonely," even "Science Fiction," they drew a number of deuces in their set here. The band could be excused for being a bit tight-lid. The Palace show was the culmina-
tion of the Divinyls’ American tour, in which the OZ rockers played 63 dates in 18 weeks. But there were some moments when, in the back of the head, it suggests only that the energy that Amphlett generated with her stage en-
tics (such as smearing lipstick across her face, general war paint) and raw-boned vocals.

The Divinyls, though, are still virtual new-comers, with their first album, "Desperate," on Chrysalis less than six months ago. And they’ve made real strides with "Boys In Town" and "Only Lonely." Having garnered substantial AOR play, indicative of their growth is the fact that on their last stop in L.A. just about a month ago, their gig was considered one of the best in town for a few hundred, while this budget-priced show at the infinitely larger Palace drew close to 1,000.

Michael Grimm

Michael martinez

THE FORUM, L.A. — If 1981 marked the triumphant return of The Rolling Stones to these shores, and 1982 was noted by the final assault by The Who, there’s no doubt that 1983 was the year that would be written it’ll be David Bowie whose name looms high above all others. Sur-
rounded by a media blitz that included multiple cover stories in Time magazine and innumerable other press, television and radio features, Bowie was never straying too far from the anomaly of the rock superstar in the decade since he prowled around the local rock scene dressed in drag and sporting the Lauren Bacall look. There were very few, if any, glitter queers romping around the Forum during Bowie’s set earlier this year. The mammoth venue, just hundreds of teens dressed in the ultra-fashionable Flashdance outfits to be more familiar with the MTV clip from “Let’s Dance” than any tune about Ziggy Star-
dust. The audience became a little bored. Bowie was ahead of the times; well, it seems as if the times have finally caught up.

Opening with “Look Back in Hunger” from the “Let’s Dance” LP, Bowie won the crowd over immediately with his manshowmanship and stage presence, and as he vowed into the second or third time of the evening, “Heroes,” it was clear that he had the audience eating out of the palm of his hands. In the wake of the concert, local reviews compared the performer to Bruce Springsteen, citing Bowie’s sense of heart and soul, but realistically the artist’s concert was more like a night with Sinatra, in which the songs were stylized and shaped more for dramatic than emotional effect. The tour and the crowd during the show were all fun and well-received to be sure — when Bowie went into his Hamlet routine, Freddie Mercury was reimagining “Dancing Ac-
tor,” and hundreds of balloons poured out of a serious moonlight pinata during the final encore the audience went wild — but they’re not springing for a new and special effects. However, if the play’s really the thing, then this had to be one of the most expensive and entertaining events to appear in town in some time.

As might be expected, the show was roughly divided into two parts, the ma-
ajor of the opening set devoted to a few choice classics like “Golden Years,” but primarily concentrating on newer material such as “Cat People (Putting Out Fire)” and “China Girl,” along with covers like Lou Reed’s “White Light, White Heat.” The second part of the show was around “greatest hits,” with older favorites like “Space Oddity,” “Young Americans,” “Jean Genie” and “ Fame” taking precedence. The encore of "Say Can’t Explain” and "Modern Love” — cemented the bond that had grown be-
tween these two artists and the gargantuan arena feeling that any ex-
perience shared with the living legend was better than none at all.

Jeffrey ressner

Eddie Murphy/ Bus Boys

UNIVERSAL AMPHITHEATRE, L.A. — It’s a apt pairing, Eddie Murphy and the Bus Boys. During their recent engagement here together, the pair seemed to be on fire, and the Bus Boys’ music was certainly campy. Having first joined professionally during the course of the show, and even if the audience didn’t feel that they had an intimate experience with the gargantuan arena feeling that any experience shared with the living legend was better than none at all.

Headliner Murphy came on and did a lit-
tle bit more, grooving with Bowie, covering a spectrum of topics from show-
wielding mothers to several phallic-based jokes. He did not want to be any of the characters of his earlier, Mr. Robin-son and Velvet Jones that he made famous while appearing as a regular on Saturday Night Live, but the tour definitely had its fans. I came here tonight to hold my d — - k and say F - - k — -” instead, he wanted to be Eddie Murphy, the guy whose debut LP on
LICATA TAPPED AS EXEC VP, GM FOR ARISTA RECORDS

LOS ANGELES — Sal Licata has been named executive vice president and general manager for Arista Records. In this position, Licata will supervise all day-to-day business operations for the company. Licata comes to Arista from Chrysalis Records, where he most recently served as president of the label. He was with Chrysalis for seven years. Prior to that, he was vice president of sales for United Artists Records. From 1970 to 1974, he held various positions, including national promotion manager, Luciano, a stint as president of Black Thumb Records.

BIRD FORMS CAMEL, MCA CUSTOM LABEL

LOS ANGELES — Camel Records, a new custom label to be distributed by MCA, has been formed by Bruce Bird. Bird will be responsible for overseeing all promotional, creative, marketing and A&R activities for the new company.

The first act on the Camel roster is Night Ranger, which Bird had signed to Boardwalk Records during his previous position there as executive vice president and general manager.

Prior to his tenure at Boardwalk, Bird served as president of Casablanca Records.

USA RECORDS FORMED

NEW YORK — USA Records, Inc. has formed in Dallas with Wayne Norris as president and chief executive officer. The record company will be involved in production, distribution, promotion, telemarketing, and live entertainment, the latter being supported through its USA live Entertainment Division.

Artists already signed to USA include The Serendipity Singers, whose new release is "Serendipity Gold"; Bobby Candler; and Sharon Moore. In addition, a promotion and marketing agreement has been made to support a new album by Dallas band Backstreet.

USA Records has a West Coast marketing office and also uses Dallas-based Communiqué, Inc. for its advertising, marketing, and promotions. Its corporate office is at 13460 Inwood Rd., Dallas, Texas 75234, phone (214) 239-6511. Its marketing office is at 9665 Wilshire Blvd., suite 550, Beverly Hills, Calif. 90212, phone (213) 858-7642.

BOARD BROTHERS MOVES

NASHVILLE — Eddie Rhines, President and Executive Director of Board Brothers Talent Agency, Inc. has announced the relocation of the agency to expanded facilities at 1508 16th Avenue South, Nashville. The booking agency has also changed its telephone number to (615) 396-8700.

UNCONDITIONALLY SUMMER — Donna Summer recently appeared at the Universal Amphitheatre in Los Angeles and was joined onstage by Musical Youth for a live version of their duet and current single, "Unconditional Love," from Summer's Mercury/Polagra LP, "She Works Hard For The Money." Picture at Polagra's post-concert reception are ([1]-[7]): Susan Munio, Summer's manager; Ernie Singleton, national black music marketing, Polagra; Bob Edison, senior vice president, promotion; Dallas, Texas 75234, phone (214) 239-6511. Its marketing office is at 9665 Wilshire Blvd., suite 550, Beverly Hills, Calif. 90212, phone (213) 858-7642.

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JOSEPHINE INT'L REPORTS REVENUE

LOS ANGELES — Spurred by a strong fourth quarter, Josephine International reported record revenues, earnings and earnings per share for the quarter and fiscal year ended June 30.

For the quarter, revenues increased 107% over the same quarter last year, rising to nearly $44.8 million from $21.7 million. Earnings were up 110% to over $1.2 million from $485,000, and earnings per share went from 21 cents to 37 cents. For the fiscal year, revenues jumped 92% over the previous year, going to $142.2 million from $77.9 million. Earnings rose 166% to $6.6 million from $2.5 million. Earnings per share went to $1.48 from $0.25.

Among the music-industry-related subsidiaries of Josephine International are:
- International Creative Management, Inc.
- JCM Artists, Ltd. (WNCM, WMG, WSMC, SMC, etc.)
- SBM, Ltd. (NAC, WNCM, WSMC, etc.)
- JCM Management, Inc. (WNCM, WMG, WSMC, etc.)
- SBM, Ltd. (NAC, WSMC, etc.)

SMILEY GROUP BOWS

LOS ANGELES — Don Milkey and John Geraldo have formed a new company specializing in marketing and management. Milkey is a former employee of Proactive Music and Dave Rubinson & Friends, Inc., while Geraldo was once employed at Capitol Records.

The company will be based at 827 Folsom Street, San Francisco, Calif. 94107. For information, call (415) 777-2980.
SOLID GOLD TEARS — PolyGram recording artist Martin Briley recently taped an appearance on a segment of the Solid Gold TV show in L.A., singing his current single, "The Salt in My Tears." Although best known for his music, Briley also has a loyal following on the television show, according to Nylon Moore, co-host of the show.

Hot Tracks U/KC-Formatted Vid TV Show Hits In NYC

by Jim Bessen

NEW YORK — Rightly or wrongly, MTV has long been criticized for the fact that its narrowcast rock video programming has been all too short on black artist videos. While the success of the cable service has spawned several cable and network imitators, none have really addressed this shortsightedness.

But in the New York market, WABC-TV, New York’s ABC-owned-and-operated local station, has been programming a locally produced video music video show using some of the very same contemporary formats that are being employed in MTV’s national programs. Entitled New York Hot Tracks, the 90-minute program is hosted by local WABC-TV’s Solid Gold star of A&M’s Solid Gold, Thomas Brown.

Hot Tracks is available to local stations as a syndicated package that includes five music videos a week and six hours of programming. The show is currently available to 18 stations around the country.

The show features performances by the latest acts, in addition to clips from all the nostalgia hits.

A&R Executive Notes

by Sam Gross

LOUISVILLE — The New Market district of Louisville is preparing for the upcoming Elvis Presley mass media event by screening an Elvis film from the private collection of the late Colonel Thomas Presley.

The film, "Elvis: The Final Quarter," was shot in 1977 by NBC News and features interviews with friends and family members of Elvis Presley.

The screening is scheduled for Friday evening, July 15, at 7:30 p.m. in the historic Louisville Theatre, located at 15 W. Main Street. The event is free and open to the public.

For more information, please contact the Louisville Convention and Visitors Bureau at (502) 585-9400.
WHAT'S IN-STORE

THE WEEK IN STORE

Stargell's 'NEW MORNING' — Former Pittsburgh Pirate Willie Stargell recently appeared at the National Record Mart on Forbes Ave. in Pittsburgh to sign copies of his new album, "New Morning For The World." The LP features Stargell narrating an orchestral composition by Joseph Schwanter based on the texts of Dr. Martin Luther King. Pictured standing behind Stargell at the in-store are (l-r): Lee Charteris, district manager; National Record Mart; David Weyman, regional classical manager; PolyGram Classics; Patti Logue, press and promotion; Phillips Records: Americas, local representative, PolyGram Distribution; and Ken Herman, promotion director, National Record Mart.

RECORD BARBITES — Record Bar is currently gearing up for its 10th annual convention, to be held September 11-15. The tongue-in-cheek theme this year is "Welcome To Beautiful Durham," as the convention site is the Sheraton University Center in Durham, N C, where the company is headquartered. The Durham site is a dramatic shift from last year's Hilton Head Island, S C. Attractively Ocean-side setting and results from a heavier business orientation in this year's convention schedule. Things get under way Sunday, Sept. 11, with registration, cookout and entertainment provided by Steve Wariner and Earl Thomas Conley. Monday morning's general business session will focus on the presentation of what is said to be a very aggressive five-year plan for both Record Bar and Napoleon's Grocery, the latter being the anticipated chain of gourmet food shops set to open with a first mail outlet in November (Cash Box, July 30). The growth plan will deal with market distribution and the growth plan, and will include specific goals in sales, numbers of stores and profits for each year of the plan building on a projected sales figure of $84 million this year. Other topics to be discussed at this session are the company's new pension plan and new long-term ability plan. Monday afternoon and Tuesday will be taken up with managers training and development sessions, to include assistance in setting up employee problem-solving groups. Conducting this training will be Farr Assoc., the behavior science consulting firm. The Record Bar president is part of the team assuming the Record Bar post. Monday night's entertainment will include performances by Stevie Ray Vaughan and Ian Hunter; Tuesday's performers were indefinite at press time, although Windham Hill's Alex DeGrassi is set for a lunchroom performance. Wednesday's schedule calls for sales and merchandising presentations in the morning and Vendor Day exhibits in the afternoon. Following an awards banquet, Marshall Crenshaw will perform his new album "Promises" on the convention ends Thursday with district meetings and a tour of the warehouses and home office.

GOTHAM CITY GOES OUT — When a water main broke in midtown Manhattan three weeks ago and blacked-out the coming of the district for the third time, Disk-O-Matic outlet on the West side of Seventh Ave. at 36th St. was hit by a 50% decrease in business. "We had power but across the street there was none," said buyer John O-\n... (Continued on page 20)

MERCHANTING

PLAYLIST

HEAVY

ARTIST
Billy Idol
Billy Joel
Quarterflash
Del Leppard
Bob Seger
Kansas
ZZ Top
Robert Plant
Stray Cats
Aaliyah
Michael Sembello
The Fixx
The Police
Jackson Browne
Loverboy

CLIP
Dancing With Myself
Tell Her About It
Take Me To Heart
Foolin'
Making Thunderbirds
Fight Fire With Fire
Shangri La
Big Log
(She's) Sexy + 17
Don't Cry
Maniac
One Thing Leads To Another
Lawyers In Love
Queen Of The Broken Heart

LABEL
Chrysalis
Columbia
Geffen
Mercury
Capitol
CBS
Warner Bros.
Atlantic
EMI America
Geffen
Casablanca
MCA
Asylum
Columbia

MEDIUM

ARTIST
B-52's
Frank Stallone
ELD
Eurythmics
Crosby, Stills & Nash
Culture Club
Neil Young
Guthrie Holm
Shalamar
Rick Springfield
Donna Summer
Krokus
Talking Heads
EBN/OZN
Donnie Iris
Charlie Hunger
Men Without Hats
Bonnie Tyler
Joan-Jett & The Blackhearts
Bryan Adams
B-52's
DF32
Men At Work

CLIP
Song For A Future Generation
Far From Over
Rock & Roll King
Love Is A Stranger
I'll Turn You On
Wonder
Com On Feel The Noise
Dead Giveaway
Human Touch
She Works Hard For The Money
Eat The Rich
Burning Down The House
AEDON
Do You Compute
It's Invitaible
The Safety Dance
Total Eclipse Of The Heart
The French Song
This Time
Legal Tender
Emotions
After The Fall

LABEL
Sire
RSO
Jelt/CBS
RCA
Epic
Geffen
Pasha/CBS
Atlantic/Electric
MCA

LIGHT

ARTIST
Human League
Taco
Helix
Graham Parker
Gary Myrick
Coney Hatch
Aztec Camera
Adrenalin
Fleshtones
Jabba's Palace Band
Little Girls
Klaas Ing The Pink
Wammi U.K.
Iron Maiden
Peter Gabriel
Espionage
Peter Schilling
Tony Carey
Rubber Rodeo
Naked Eyes
Lindsey Buckingham
Pilmscals
The Walrstees
Andrew Wiring
Divlyn
UB40
Madness
Malcolm McLaren
Eddie Johnson
Twister Rivera
Martin Briley

CLIP
Mirror Man
Puttin' On The Ritz
Heavy Metal Love
Life Gets Better
Message Is You
First Time For Everything
Obhibited
Angel In The Day
Ride On A Good Thing
Lapin-Nek
How To Pick Up Girls
Maybe This Day
Bad Boys
Taking A Cold Look
Trooper
I Don't Remember
Sounds Of Breaking Hearts
Major Tom
West Coast Summer Nights
How The West Was Won
Promise, Promises
Holiday Road
A Million Miles Away
Go Make The Weather
Too Wild To Handle
Only Lonely
I've Got Mine
Double Dutch
Turn It Over
You Can't Stop Rock 'N Roll
Put Your Hand On The Screen

LABEL
A&M
RCA
Capitol
Arista
Epic
Mercury
Warner Bros.
MCA
Backstreet/Atlantic
Columbia
Mercury
CBS
Atlantic
Columbia
A&M
RCA

ADDS

ARTIST
Fastway
Rod Stewart
A Flock Of Seagulls
R.E.M.
Herbie Hancock
Cobra
Cee Cee Farrow
Jo-Jo Zap
Big Country
Michi Fleetwork
Ramones

CLIP
We Become One
What Am I Gonna Do
Talking
Radio Free Europe
Russian Roulette
Blood On Your Money
Should I Love You
Leaving Gardiner
In A Big Country
I Want You
Time Has Come Today

LABEL
Columbia
Warner Bros.
Jive/Arista
L.R.S.
Columbia
Epic
RCA
Mercury
MCA
Warner Bros.

continued on page 20
RCA Expands Marketing Activities For CED Videodiscs And Players

LOS ANGELES — With the introduction of RCA's first random access CED videodisc player and videodiscs, the company is expanding its videodisc marketing activities in the consumer, educational and institutional sectors. In the process, RCA is restructuring its divisional management staff with a number of key executive appointments.

Arnold T. Valenza has been promoted to the newly created position of president and general manager of the new RCA VideoDisc Division. He was previously president of the Sales Company and RCA Distributing Corp. Valenza reports to Jack K. Sauter, RCA Group vice president.

Joining RCA as division vice president, marketing, for the RCA Consumer Electronics Division in Indianapolis is Stephen S. Steppos. Steppos will be in charge of all marketing activities involving the division's color and black-and-white television and videodisc products. He also serves as president of RCA Sales Corp. and RCA Distributing Corp., Valenza's current positions.

Formally, consumer markets, in the consumer/professional and Finishing Markets section of the Eastman Kodak Company, Steppos was a 19-year veteran of that organization, directing their consumer products marketing efforts in the U.S. He also has had responsibility for marketing, Europe and director, business-planning-U.S.

The expansion of RCA's marketing effort is a direct result of the company's decision to integrate its CED videodiscs at the company's Indianapolis facility.

Kuhn will now be responsible for the market development, merchandising of the player and its players and discs, as well as the acquisition and development of programming for the RCA VideoDisc System.

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Ford, a 19-year veteran of that organization, directing their consumer products marketing efforts in the U.S. He also has had responsibility for marketing, Europe and director, business-planning-U.S.

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HOGGING THE MIKE — Columbia recording group Men At Work recently stopped by New York’s “Homes of the Hits” station WPLJ while in town for two sold-out Pier 14 shows. Steve Smith, who was interviewed live on the air by midday Jock Tippy Pig, was the guest from the Interview show’s co-producer Dave Schulpe, “They couldn’t ever never do this on MTV”... DIIR Broadcasting kicked off the premiere of its latest show, House Party, this past weekend. The show is underwritten by Maxwell House and will air commercial-free, save for a mention on the air, and will go into the fall season next year. It’s interesting to see how stations fare with the “non-stop” format — it’s almost like the old days. Dave Edmunds, by the way, will be the first guest. He’ll play live, then spin records with Richards. Madness will appear later in the show, and we’ll be introducing a new twist in the regularly-scheduled quiz, whereby listeners are asked to guess who the celebrities in the interview are. Also to set on the air are features with Flock of Seagulls, Duran Duran, Robert Plant, a Fixx concert and specials on the Doors and Yes, which will include rare live tracks... NBC Radio networks is planning holiday specials similar in format to last year’s program that featured Johnny Carson (The Tonight Show) and Don Rickles (The dog that list! Oh, right, Bob Hope (Xmas) ... ABC Radio net is unveiling a 60-second “motivational message” feature shortly entitled Father Harry: God Squad. It will be available on the Contemporary... The Rock net will continue its experiment with distribution of new album product via satellite (Cash Box, Aug. 27). Also look for in creased visibility of Steve McPartlin’s Sports Shorts feature ... CBS Radio net has an intense fall schedule for football with plans to air 37 NFL games, all 16 Monday night contests, as well as the baseball league championships, the World Series and the Super Bowl. Charles Kuralt will be on the road and on-the-air again in November for his 16-part Exploring America series for the Web... London Wavelength will have a Genesis special with the “15th-anniversary hour” show this week. It’s also targeting a Rolling Stones At The Beeb special for late ’83. That show will include rare BBC interviews and live radio tracks from the band’s early ‘radio career’, similar to the show which aired on WHN/ New York Memorial Day weekend ... And speaking of the Fab Four, ABC’s FM net special, Ringo’s Yellow Submarine, currently in the midst of its 26-week run, will wind up its run on Monday, July 31, when the stations switch to their usual schedule... RKO will premiere its own weekly, live call-in feature in January, 1984, with Live From The Record Plant, hosted by Jim Ladd. The show will originate from the well known Los Angeles studio with two guests on each one-hour show. In the works are appearances by Rod Stewart, Eddie Murphy, Stevie Nicks and Stephen Speilberg... More feature programming will be revealed at this week’s NAB/RPC.

Analysis Of Radio Formats To Be Presented At NAB

(continued from page 5)

Donnie Simpson. There will also be sessions on topics ranging from promotion and marketing, research, management, the impact of new music, cable, computers and other new technology, sales and network programming. Chuck Biere will be in a forum entitled “TV Or Not TV?” and discuss the merits and/or disadvantages of promoting a radio station via television. Alan Hulse, a general manager of McGraw-Dean will be moderator of the research forum. The forums will take place at the Hyatt Hotel.

For the fourth consecutive year, a highlight of Monday’s events is a luncheon hosted by Larry King and will include participation from WMBC/New York Howard Stern and Rick Dees from KIIS/Los Angeles. The session, “Making Money With Your Mouth,” will offer tips on voice over work and other areas of announcing opportunities. Workshops are expected in the Monday afternoon clinic with representatives from MTV. Lee Garland, vice president of programming for the music video channel, is expected to give a 25-minute presentation to the group. A panel discussion on MTV’s impact on radio, the consumer and the industry is expected to follow. Steve John Landers, program director of KKBQ/Houston, and consultants Jeff Pollack and John Cramer will moderate the discussion.

Also set to begin on Monday is the unveiling of a new convention feature entitled “The Ultimate Workshop.” The workshop is a closed-circuit contemporary hit radio station developed by Audio Independents and the Gavin Report and will broadcast under the banner of KRPC each day of the convention throughout the Sir Francis Drake Hotel. The concept is for workshop directors and jocks who have had a previously submitted tape approved by the NAB to do one-hour shifts. The feed will be live during the daytime sessions, and after hours will switch to Audio Independents’ audio service.

Tuesday Sessions

The NAB will also present Dr. Bruce Baldwin, who will discuss in two separate sessions an overview of the Tuesday stress of the communications industry, and will offer tips on maintaining health under pressure.

Aircheck banter will be available for critique of tapes, as will book analysis experts. Tuesday will also be the day for the conclusion of important sessions from Monday, including discussions on the future of AM. Other highlights include clinics for PDs, digital and satellite transmissions, new music and a forum on former PDs who have made the jump to general management.

Entertainment includes a Monday evening concert with the Pointer Sisters, sponsored and produced by Westwood One. The show will be presented George Johnston, in a dinner concert on Tuesday evening.

Record company participation will be muted, with no formal exhibits planned. Representatives from a few labels, notably Atlantic and MCA Records, are expected to attend.

Routable discussions will begin the last day of the convention Wednesday morning, a 9 a.m. session entitled “1984 — The Year of Change” will address the regulatory and technological changes facing radio in the coming year. The panel, moderated by Erwin Krasnow, the NAB’s senior vice president, with a separate audience, will include Barry Umansky, NAB deputy general counsel, and Steve Sharp, Washington attorney. To conclude the three-and-a-half-day event, answers will be given to a proficiency test handed out to registrants at the start of the convention.

VanDerheyden

Uppeled At CBS

NEW YORK — CBS Radio has named Robert VanDerheyden to the newly created position of vice president, programming, for Radiocore and the CBS FM stations. VanDerheyden had been director, program services, for the CBS owned stations since 1981. He will also continue as executive producer of Radiocore’s Top 30 USA program.

Commenting on his new position VanDerheyden said, “This is an exciting opportunity to contribute to the CBS FM group while working with the terrific people at Radiocore. The opportunity to work with radio affiliates is especially appealing.”

VanDerheyden, who started his broad cast career at WCBW in New York, will be program director for WCBS-FM in New York from 1976-79. He added as program manager for WHN from 1967-72 and later served in a similar position at WGBS/Miami.

Busch To Head New

B/A/M/D Talk Division

NEW YORK — Atlanta-based consultants Busch, Arnett & Herr (Boston) announced the formation of a news/talk division, to be directed by Associated Press newsman Bob Busch. Busch will be an associate of B/A/M/D.

The firm also recently announced the establishment of a Christian radio division (Cash Box, July 30) and a money management services division (Cash Box, August 20). Busch, a former AP senior editor, is a 15-year veteran of the business who has spent the last 15 years of his career based in New York and Atlanta.

Cash Box/September 3, 1983
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<tr>
<th>Track</th>
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<th>Add Details</th>
<th>Sales</th>
<th>Notes</th>
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<tr>
<td>11 THE FIXX • REACH THE BEACH • MCA</td>
<td>WMMS, WCBM, KMET, WPLR, WNEW, KNAC, WYFE</td>
<td>WMMS, WCBM, KMET, WPLR, WNEW, KNAC, WYFE</td>
<td>Fair initial response in all regions.</td>
<td></td>
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<tr>
<td>12 HEART • PASSIONWORKS • EPIC</td>
<td>WMMS, WCBM, KMET, WPLR, WNEW, WYFE</td>
<td>WMMS, WCBM, KMET, WPLR, WNEW, WYFE</td>
<td>Sales: Good to moderate in all regions.</td>
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<tr>
<td>15 DONNIE IRIS • FORTUNE 410 • MCA</td>
<td>WMMS, WCBM, KMET, WPLR, WNEW, WYFE</td>
<td>WMMS, WCBM, KMET, WPLR, WNEW, WYFE</td>
<td>Sales: Fair in all regions.</td>
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<tr>
<td>13 BILLY JOEL • AN INNOCENT MAN • COLUMBIA</td>
<td>WMMS, WCBM, KMET, WPLR, WNEW, WYFE</td>
<td>WMMS, WCBM, KMET, WPLR, WNEW, WYFE</td>
<td>Sales: Fair in all regions.</td>
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<tr>
<td>14 KANSAS • DRASTIC MEASURES • CBS</td>
<td>WMMS, WCBM, KMET, WPLR, WNEW, WYFE</td>
<td>WMMS, WCBM, KMET, WPLR, WNEW, WYFE</td>
<td>Sales: Good to moderate in all regions.</td>
<td></td>
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<tr>
<td>15 LEBOY • KEEP IT UP • COLUMBIA</td>
<td>WMMS, WCBM, KMET, WPLR, WYFE</td>
<td>WMMS, WCBM, KMET, WPLR, WYFE</td>
<td>Sales: Fair in all regions.</td>
<td></td>
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<tr>
<td>16 ERIC MARTIN BAND • SUCKER FOR A PRETTY FACE • ELEKTRA</td>
<td>WMMS, WCBM, WLYE</td>
<td>WMMS, WCBM, WLYE</td>
<td>Sales: Good in all regions.</td>
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<tr>
<td>17 STEVIE NICKS • THE WILD HEART • CAPITOL</td>
<td>WMMS, WCBM, WLYE</td>
<td>WMMS, WCBM, WLYE</td>
<td>Sales: Fair in West and Midwest.</td>
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**most added**

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<td>4 DEF LEPPARD • PYROMANIA • MERCURY</td>
<td>WMMS, WCBM, WLYE</td>
<td>WMMS, WCBM, WLYE</td>
<td>Sales: Good in all regions.</td>
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<td>7 DAVID BOWIE • LET'S DANCE • EMI AMERICA</td>
<td>WMMS, WCBM, WLYE</td>
<td>WMMS, WCBM, WLYE</td>
<td>Sales: Good in all regions.</td>
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<td>14 JACKSON BROWNE • LAWYERS IN LOVE • ASYLUM</td>
<td>WMMS, WCBM, WLYE</td>
<td>WMMS, WCBM, WLYE</td>
<td>Sales: Good in all regions.</td>
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<td>15 CHARLIE MIRAGE</td>
<td>WMMS, WCBM, WLYE</td>
<td>WMMS, WCBM, WLYE</td>
<td>Sales: Fair in all regions.</td>
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<td>177 CONEY HATCH • OUTA HAND • MERCURY</td>
<td>WMMS, WCBM, WLYE</td>
<td>WMMS, WCBM, WLYE</td>
<td>Sales: Fair in all regions.</td>
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<td>32 ELVIS COSTELLO &amp; THE ATTRACTIONS • PUNCH THE CLOCK • COLUMBIA</td>
<td>WMMS, WCBM, WLYE</td>
<td>WMMS, WCBM, WLYE</td>
<td>Sales: Fair in all regions.</td>
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**most active**

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<td>10 ROBERT PLANT • THE PRINCIPLE OF MOMENTS • ES PARANZA</td>
<td>WMMS, WCBM, WLYE</td>
<td>WMMS, WCBM, WLYE</td>
<td>Sales: Good in all regions.</td>
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<td>22 QUIET RIOT • METAL HEALTH • PASHA</td>
<td>WMMS, WCBM, WLYE</td>
<td>WMMS, WCBM, WLYE</td>
<td>Sales: Good to moderate in all regions.</td>
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<tr>
<td>35 STEVEY RAY VAUGHAN • TEXAS FLOOD • EPIC</td>
<td>WMMS, WCBM, WLYE</td>
<td>WMMS, WCBM, WLYE</td>
<td>Sales: Good to moderate in all regions.</td>
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Men At Work Natl. Tour In Full Swing

LOS ANGELES — Columbia recording group Men At Work is currently in the midst of a 60-date headlining tour of North America in support of its double platinum LP “Cargo.”

The tour began July 21 at the Grand Ole Opry in Nashville, Tenn., and has since taken the Australian band to dates in Atlanta; Columbia, S.C; Raleigh, N.C.; Norfolk, Va.; Washington, D.C.; Harrisburg, Pa.; New Haven, Conn.; New York City; Long Island; Holland, Mich.; Saratoga, N.Y.; Toronto; Quebec City; Montreal; Philadelphia; Cape Cod, Mass.; Portland, Maine; Buffalo, N.Y.; Pittsburgh; Lexington, Ohio; Detroit; Charlevoix, Mich.; Cleveland; Kalamazoo, Mich.; and Indianapolis.

Berger Takes VP Post At EMI-America

LOS ANGELES — Mark Berger has been appointed vice president, business affairs, for EMI America/Liberty Records. He comes to the label from Capitol Records, where he served as director, business affairs, for the past two years.

Berger first joined Capitol in 1978 as an attorney in the company’s law department. He left the label for a brief period in 1980 to work for Twentieth Century-Fox Telecommunications, but returned to Capitol later the same year to assume his most recent position.

He started in the industry as an attorney for a small firm specializing in music and entertainment upon his graduation from USC Law School in 1976.

Headquartered at the EMI America/Liberty offices on Sunset Blvd. here, Berger will report directly to label president Rupert Perry.

Third Greggains Aerobic Album Issued By Parade

LOS ANGELES — “Thin Thighs, Hips And Stomach,” the third “Aerobic Shape-Up,” LP by Josephine Greggains, has been released by Parade Records.

Greggains is the star and producer of the popular fitness TV show, Morning Stretch, seen in more than one million homes in 80 cities across the U.S. The program was #2 in demographics for all 267 syndicated shows in 1982.

Her first two albums, “Aerobic Shape-Up” and “Aerobic Shape-Up II,” combined have made Greggains among the biggest sellers of exercise LPs in the field. “Thin Thighs, Hips And Stomach,” produced by Parade president Marty Kasen, includes a 16-page photo instruction booklet demonstrating exercises for toning thighs, hips and stomach.

SHEILA JORDAN’S NOT-SO-OLD TIME FEELING — One of the barriers preventing jazz from being widely accepted is the fact that it is an instrumental music, and the American public has traditionally been quick to accept and identify with singers. Yet despite her strengths, and perhaps precisely because of her individual style and dedication to the spirit of jazz, vocalist Sheila Jordan is only now seeing the release of her second album in this country, even though she’s been singing since the ’40s. No wonder in her refusal to conform to expectations on the jazz-going public’s Jazzes’ and last-club tour of the west coast, Jordan will release her second album, “Old Time Feeling,” a collection of duet treatments of standards recorded with bassist Harvie Swartz. “I love to do strange intervals,” Jordan told us, “because I always sing a kind of bar, but I’m very easy to work with. It’s hard to say the way that I have anything to prove, but I also want to just open my mouth and sing. I’m not looking to be intense, just interesting. I know a lot of listeners don’t understand what I’m doing, but some do, and I’m always open to new Things. I think of the Jordan have been a native of Detroit, Jordan, a native of Detroit, Jordan, was coming up in jazz clubs and has been seen in many national and international music festivals, including the Monterey Jazz Festival and the New Orleans Jazz and Heritage Festival. She has also performed with a number of renowned jazz musicians, including Dizzy Gillespie, Thelonious Monk, and Miles Davis.

Mark Berger

JAZZ

ON JAZZ

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Mark Berger

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COUNTRY

Australian Acts Set Sights On U.S. Country Music Market

(continued from page 9)

Vocalist of the Year kudos four times, the 1983 award being his third successive win. Chester explained to Cash Box that the difference in being a country singer in Australia is that one must compete with the pop music. Only three major stations program strictly country, so to gain popularity on radio the country artists try to get airplay on MOR or Top 40 stations. "Australia was a country disc jockey, and country music, even though I was born and bred in a capital city, seemed to be the right thing. I didn't force it on myself, I wasn't trying to become a country singer. Quite frankly, at that time the late '60s, being a country singer in Australia wasn't exactly flavor of the month. There was nothing to recommend it other than I wanted to do it."

Vocalist of the Year

By 1974, Chester was established as a country artist with his first Male Vocalist of the Year award for the self-penned Australian hit, "My Kind of Woman." Selling 10,000 copies, he won his first Stagg in his "Down Under" tour and mentioned his interest in working with an American producer. Stagg recommended Brien Fisher, who eventually flew to Australia to produce Chester's 1981 album, which contained the award-winning "Rough Around The Edges," written by Max Barnes. Chester had already planned to cut an album in Nashville with Fisher when he was invited to participate in the ICWA Gala, so a lengthy American stay paved the two. Ten years later, Brien returned with the first country album to be recorded at the new A.M.I. Studios in Hendersonville. He explained the primary difference in cutting songs in an American studio as "the musicians."

"With their background in country music and having absorbed so much country music, they cut the songs as if they 'I have a really good band at home, but they came up through rock 'n roll, reggae, blues, all sorts of music, but very little country music because there's so little of it in Australia. To get the same standard of musicians that were available here in Nashville a phone call away, you would probably have drawn from every state of Australia."

Chester said several major labels are showing an interest in the just-completed 13 songs and that he and his manager, Wal Bishop, are "looking for someone who is prepared to make the same commitment we are." Should an American label make that commitment, Chester said he was prepared to return for an extensive concert tour in the U.S. He feels some Australian act will become successful here. "I don't know if it will be me. It would be nice if it was.

Jewel Blanc had a hit when she had was four years old. It was 1962 and the novelty hit "Stay On Your Mind" helped launch her Australian career as a member of the renowned Blanch Family. In 1968, the family moved to Los Angeles and, by the age of 12, she had begun a successful career as an actress in America, with feature roles on television dramas and specials and on the "Big Screen.

In 1979, two singles were released on RCA thatcharted and led to several "Most Promising" awards, but in 1980 Blanc returned to Australia. Speaking of that return, she said, "I owned some beach property and had built a beach house on it. I wasn't sure whether to sell it or go back (to Australia) for a while and have a break from show business. I went back to stay for a while and drifted back into the business there, so that's why I've been back there for a couple of years.

During the past two years, the pert talent has written, produced and starred in a TV special based on her award-winning 1982 album, "The Lady and The Cowboy." She was also honored in 1982 and 1983 as Female Vocalist of the Year in Australia. After her participation in the ICWA Awards show, she and her manager, Barry Coburn, came to Nashville to check into the possibilities of recording here in the future. Blanc also has a small catalog of songs that have been successful for her in Australia. She was not pitching those songs during her August visit, but added, "I'd love to do that when I return in October."

LeGarde Twins, Tom and Ted, have been residents of the U.S. for more than 10 years, although their career in this country goes back even farther. While based in California, they appeared on television shows "Star Trek," "Daniel Boone," The Donald Conner Show and The Martha Robbins Show. They've charted five singles, although none had sufficient action to make any important impression on the music business. They've toured internationally and appeared in Las Vegas (26 weeks in 1976 alone). Still, the

OAKS MEET A YOUNG FAN — Ryan Kilpa, a five-year-old native of El Salvador, recently got to meet Chester, one of the Oaks. The Oaks Boys were first in a contest, Kilpa, who was recently adopted by an American family and whose first English words were the lyrics to the Oaks' "Eleva," also received a tour jacket and a front row seat at the group's Baltimore performance. Kilpa (l-r): William Lee Golden of the group, Johnny Dick, P.D., WOCA; Duane Allen of the group; Kilpa; Joe Bonsall and Richard Sterban of the group and Frank Fallise, Baltimore promotion manager, MCA.

GETTING READY FOR THE JOCKS — Epic recording artist Ricky Skaggs has recently returned from the Artist/DJ Tape Session, to be held at the Opryland Hotel Oct. 11 and 14 during the Grand Ole Opry Birthday Celebration. Pictured in a planning session for the event are (l-r): Skaggs, Rich Schwan, national country music, Epic, a member of the Artist/DJ Subcommittee, and Stan Byrd, chairman of the subcommittees.

Kileen Named President Of Board At Smith Community School Of Music

NASHVILLE — Buddy Kileen, president, Tree International, has been appointed president of the Board of Directors of the W.O. Smith Community School of Music. Announcement of the appointment was made by Don Butler, executive director, Gospel Music Assn. (GMA), who is president of the Music Consortium, co-sponsor of the project with the Nashville Music Assn. (NMA). The Consortium, a non-profit organization, is affiliated with the NMA as the Musical Arts and Education Division.

The school has been set up to give children and youths in area schools free use of instruments with nominally priced instruction offered by a teaching staff of professional musicians from various musical organizations. While a modest office is being set up to be organized in the future, the musical instruction will be given in rooms at community centers, urban churches and other public buildings as arrangements can be made.

Establishment of the school will fulfill the dream of Dr. W.O. Smith who performed and recorded with prominent jazz musicians in New York during the '30s and '40s.

WTMA Continues Effort To Save Heritage

NASHVILLE — The West Texas Music Assn. (WTMA) has completed its first year of projects in support of its aim of preserving West Texas' musical heritage. "People in West Texas know about the musicians who came from their own area," said Doug Nelson, head of the WTMA.

Nelson is designing a museum intended to eventually be located at the Texas Tech University in Lubbock. Nelson said many friends and family of such famous West Texans as Roy Orbison, Mac Davis, Buddy Holly, Don Williams and Bob Willis have moments relating to their careers "stuffed under a bed" that would be of interest to those interested. In musical history. He pointed to Bobby Keys, sax player for the Rolling Stones, as an example of the many musicians from the area who have gone on to Nashville and other music cities as sessionmen or band members.

Chris Wilkerson, head of WTMA, pointed to benefit concerts, educational seminars for local amateur and professional musicians and special projects as the means of helping the musicians of the future and of ensuring the continued worldwide success of West Texas music.

Dr. Smith taught music at Tennessee State University until his retirement in 1981. Butler, in his statement announcing Kileen's appointment, stated, "We are asking Buddy to lead a distinguished group of entertainers and other business leaders in governing the initial development stages of this important new concept. This new community music school is meant to enrich the musical climate of Nashville by making quality music instruction available at low cost for talented, interested and deserving students who could not otherwise afford the instruction or an instrument."

In addition to Kileen, other board members appointed include: Connie Bradley, ASCAP regional executive director; Frank Coe, director of the National Farm Bureau; she also served as vice president of the Music Foundation (l-r): W.O. Smith, president, Five Points; Dr. Tom Collins, president, Tom Collins Music; John Haley, president, BART, president, Southern Telecom; Don Harrell, president; Blaine & Harrell Prods.; Donna Gillet, vice president, Tree International; Bill Hudson, president, Bill Hudson & Associates; Ron Hutt, president, Royal Assn.; Mike Kettneringen, general manager, WSM; Charlotte Lowther, administrative assistant, Taylor's Music; Clarence Mabe, producer, Holiday Music; Jim Ed Norman, vice president, A&R, Warner Bros. Records; Charles B. Snyder, vice president & publisher, Advantage Companies; and Paul Whitehead, president, Odyssey Prods. Two members of the Music Consortium will be appointed to round out the new board.

Songwriter Melson Sues Acuff-Rose

NASHVILLE — Songwriter Joe Melson has filed a $2 million suit in Tennessee Chancery Court against Acuff-Rose publishers and affiliated companies, as well as against the giant publishing firm's head, Wesley Rose. The suit is similar to a suit filed by Melson's oft-time co-writer Roy Orbison, which was filed in August 1982. The Orbison suit, which seeks $25 million in compensatory damages and another $25 million in punitive damages, alleges that Rose "negligently and/or willfully mismanaged the career of Plaintiff Roy Orbison proximately resulting in a substantial loss of Income that Plaintiff otherwise would have earned." (Cash Box, Aug. 28, 1982) The suit also seeks to have copyrights returned to the writer.

Attorney for Melson, Thomas Mink, who (continued on page 22)
ALL WE HAD TO DO WAS DREAM — The Everly Brothers will be heard again in concert, although it’s the British who will hear them first. Dan and Phil have been rehearsing in Nashville for their Albert Hall appearances, which take place Sept. 23-24. The concerts will be videotaped for the BBC special on the Everlys, which will trace their career as America’s most popular duo in the late ’50s. Viewers will have gone to MGM/UA Home Video, and HBO may telecast the Delilah Films production as a special. An album of the concert is to follow, with the signing of the brothers to a major label. Dan, who charted as a solo artist last year (“Who’s Gonna Keep Me Warm”), places a great deal of emphasis on the influences of the brothers’ “father, like Everly, who he says taught Merle Travis to play. The Beatles often mentioned the Everlys as the source for much of their harmonic work. Commenting on that successive influence, Phil quips, “Dad has to take the guilt for that.” He adds, “He’s gone now, but I wish that he had had the recognition that he so rightly deserved.” There is the possibility of a BBC-TV special on the Everlys, which Phil would like to use as a chance to reissue some recordings made during his career.

STRAIT PUT OUT BY ILLNESS — George Strait, who tops the Cash Box Country Singles chart this week with “Ain’t Goin’ Out,” has rearranged his tour schedule to get some doctor-ordered rest. Strait was having some voice problems when he arrived for an August date at the Scoby, Mont. County Fair on Aug. 10, but chose to perform.

TRIVIA #2 — The first Kenny Rogers single on RCA has been a hot conversational topic this past week. Both the duet 45 with Dolly Parton (“Islands In The Stream”) and the newly released RCA album (“Eyes That See In The Dark”) were co-produced, and the songs were co-written, by Barry Gibb of the Bee Gees. Larry Gatlin & the Gatlin Brothers harmonize with the crossover giant on two cuts of which, “Evening Star,” has good potential as a country single. Gibb and the Bee Gees received some country airplay with a solidly country tune in 1976, which Conway Twitty later took to the top of the charts. Noises, but name that tune. (Answer to last week’s question: Leonard Cohen was the singer/writer with whom Charlie Daniels played in 1972-73 as part of the Canadian’s musical “army.”) Daniels was a member of the band on an album, “Songs of Love and Hate,” and on Cohen’s European tour, which was captured on the album, “Live Songs.” Ron Cornelius, now professional manager of the Drake Music Group in Nashville and a former session leader and lead guitar player on projects such as the Marty Robbins Boxes, Bob Dylan, Flatt & Scruggs and Hoyt Axton, was also a producer on the album.

FIVE-DAY WEEKEND — The 10th anniversary Kerrville, Texas, Bluegrass and Country Festival can boast of an Impressive list of acoustic instrumentalists who will be working the five-day Labor Day event, Sept. 1-5. There will be more than 65 shows by 19 bands and nine stars in the 48 hours of concerts and six hours of competitions. Artists and bands from several states will perform, including Buck Hite, How Now Fiddler Jana Joe, comedy team Lonzo and Oscar, Merle Travis, the Country Gentlemen, the Country Gazette, Chris Hillman, Delia Bell and Jim & Jesse.

CASH SINGS ONO — Rosanne Cash and husband/producer Rodney Crowell have completed an album track, “Nobody Sees Me Like You Do,” to be included on an album of songs written by Yok Oike and performed by such artists as Johnny Cash, Roberta Flack, Elton John, Eddie Money and Carole King. All were requested to sing the album, which had been suggested to Oike by her late husband, John Lennon. Meanwhile, Cash has already written eight songs, one co-written with artists including Carly Simon, Roberta Flack, Elton John, Eddie Money and Carole King. Each were requested to sing the album, which had been suggested to Oike by her late husband, John Lennon.

THE COUNTRY MIKE

A NETWORK FIRST — This Labor Day Weekend, The United Stations will become the first network ever to offer two weekly long-form country programs to radio and advertising markets. Solid Gold Country, which begins airing nationally this weekend, joins a line-up of shows that includes The Weekly Country Music Countdown, Dick Clark's Rock, Roll and Remember and The Great Country Hits. The new program, produced by Ed Salomon and written by Rochelle Friedman, includes a feature artist, theme sets, a feature year and "Caught In The Act" in examining country music from its rich heritage on up to present day. Old and out-of-print recordings have been acquired for the show, offering material that cannot be heard anywhere else. Artists featured in the first month include Brenda Lee, Johnny Paycheck, Dottie West, Roy Clark, and Jim Ed Brown & The Browns.

AT HOME AWAY FROM HOME — Jim Strickland (I), MO at KQBO-AM & FM/Denver, welcomes Deborah Allen (c) and Carson Schrieber of RCA. The station likes to consider itself a "home away from home" for artists visiting the area. Allen stopped for a visit during a national promotion tour for her new single, "Baby I Lied."

SUMMER CONCERTS — Moe Bandi was the featured artist at the KYYN Sixth Anniversary Celebration at the Westfall Fair Grounds in Iowa recently. Tickets were distributed by numerous KYNN advertisers and could also be purchased at the gate for five dollars. Attendance was estimated to be around 5,000, in spite of the nearly 100° weather. According to Chuck Urban of KYYN, Bandi delivered a fantastic show but had to perform sitting down due to a recent leg injury. Artists featured in this year's show included The Judds, Steely Dan, and Chicago. The day-long event was sponsored by Stro's Beer.

KENNY GOES SATELLITE — The Mutual Broadcasting System will lease satellite channel and downlink time to Westwood One, national music syndicators, for the broadcast of Kenny Rogers' concert scheduled for Sept. 18. Originating from New York City, the concert will be uplinked from Mutual's earth station in Brent, Va. It will be available in stereo via Mutual's supplementary service Channel 4 (76.7 MHz) and Channel 5 (64.0 MHz). The Rogers concert will be the third musical event for which Mutual has leased satellite time to Westwood One for distribution this summer.

STATION CHANGES — Big Jim McClard, formerly of KOMA/Okahoma City, can now be heard 5-9 a.m. on KXX-AM/Conre/Akoma City. McClard brings 13 years of experience with him. Who/Orlando has recently added Bill Bannister to its station line-up. The new format will debut Monday thru Saturday, 7-10 p.m. Prior to this, Bannister has been with KABO/Los Angeles and KFMJ/Denver. He also joined the line-up at WHO/FM and can be heard 3-7 p.m. Risen comes from WSM/ Nashville. Chuck McKay is now program director at WHO/FM and is the air 10 a.m. noon.

Cash Box/September 3, 1983
Happy 40th — Composer Walter Scharf (1) recently celebrated his 40th anniversary with the American Society of Composers, Authors and Publishers (ASCAP) with a special certificate awarded by the organization for his work on more than 200 movies, and dozens of TV specials and series. Pictured with Scharf is ASCAP vice president Arthur Hamilton.

Songwriter MelsonUses Acuff-Rose
(continued from page 18)
would not discuss details of the new suit, said, “We have alleged that the songwriter-publishing contracts entered into by Mr. Melson and Acuff-Rose were either void or voidable and that the copyrights which were assigned under the contracts should be returned to the writers.”

Asked why Melson had waited until now to file his suit, Mink replied, “Mr. Melson did not become aware of exactly what had gone on with foreign sub-publishers and the way the royalties were being divided until approximately April of 1983 when we learned of Mr. Rose’s deposition.” The reference is to depositions taken from parties in the Orbison suit by attorneys John K. Madden and James E. Zwick that will be filed in due course.

Melson and Orbison co-wrote many much-recorded songs in the early 60’s, including “Blue Bayou,” “Crying,” “Only The Lonely” and “Running Scared.” All were recorded successfully by Orbison during his association with Monument Records as an artist. Later versions by such stars as Linda Ronstadt and Don McLean also became best sellers.

The Orbison suit is complicated by the length of time involved, covering a 24-year period in which Orbison was under contract as a songwriter to Acuff-Rose companies and under the management of Wesley rose. Concerning the terms of the Melson suit, Mink added, “We do not know if we will be intervening in the Roy acuff-Rose case as a party in interest in that or whether we will be proceeding in an independent cause of action.”

Meanwhile the legal discovery process is on-going between parties involved in the suit. No trial date has been set in either case.

Shawn Lewis Dies
NASHVILLE — The fifth wife of singer Jerry Lee Lewis was found dead in her bedroom, Aug. 24, at the couple’s Nestib, Miss, home. Lewis, manager, Al Embry, has reportedly said Shawn Michelle Lewis died of an overdose of prescribed sleeping pills, although no official cause of death will be released by DeSoto County authorities until after an autopsy.

The sometimes controversial singer has been dogged by familial tragedy throughout his career. His son, Jerry Lee, Jr., died in a 1973 traffic accident at age 19. In 1962, his three-year-old son drowned in a swimming pool. The body of his fourth wife, Jaren, was found in a swimming pool on June 8, 1982. She filed for divorce before her death. Lewis himself was acquitted of murdering his third wife two years ago, but he emerged from two operations and a 52-day hospital stay to continue his career.

Australian Acts Set Sights On Country Market
(continued from page 18)
real recognition and success of stardom they have eluded them.

While in Nashville earlier this month making plans for a TV marketing campaign for their latest album, Ted explained how the two decided to change their name to Australian. “We were walking past the Australian Pavilion (at the 1982 World’s Fair in Knoxville, Tenn.) I Installer lady who had three kids with her. It (the pavilion) didn’t even have the name ‘Australia’ written on the building. All it had was some huts with palm trees, the kids all looked up and said, ‘Oh, look, Mommy, Australia.’ Something clicked in my mind and I said to Tom, and I’m sure it had at the same time, ‘We ought to change our name to Australia.’ Everybody can associate with it, and they can remember it.”

The twin brothers have put out an album on their own label (Boonah Music), called “Down Under Country.” It is their first venture using the new name. Talks are under way with Sufolk Marketing to use direct TV marketing of the Australian album in much the same way used by Boxcar Willie and Slim Whitman to such success. Should a deal not be struck with Suffolk, Australia plans to test market on WTBVS-TV out of Atlanta and Market themselves, buying straight time to show a “per inquiry” approach seems impossible.

Meanwhile, the LeGardes are busy promoting themselves under their new banner with talk show appearances and concert dates.

Many artists and executives in country music have recognized the potential of the international market. Ifield, Chester, Blanche and the LeGardes all expressed to Cash Box their belief that their success definitely needed expansion into the U.S. market. It’s fair dinkum, a swagman or ringer doesn’t become a bonza success by bust. It takes coppers and hard work, The Aussies who were in Nashville during August have no intention of remaining in the outback.

Chuck Howard, 45, Dies
NASHVILLE — Noted country music songwriter Chuck Howard died in Nashville’s Baptist Hospital, Aug. 15, of heart disease, which had afflicted him since 1978.

Howard, a山村 writer for Merle Haggard’s Shade Tree Music at the time of his death, began his career with a novelty hit recorded in Minneapolis. He was producer for the 1962 hit, “Surfing Bird,” by the Trashmen on the Garrett Record label. In 1965, Howard wrote his first country music hit, “A Thing Called Sadness,” recorded by Ray Price. The success of the Price single prompted Howard to move to Nashville to pursue a full-time career.

His songs have been recorded by dozens of artists, including Kenny Price, Willie Nelson, Eddy Arnold, Brenda Lee, Merle Haggard, Conway Twitty and Christy Lane. Lane’s current hit, “I’ve Come Back (To Say I Love You One More Time),” was recorded by its writer, Howard, in 1980. In 1979, he had #1 hits recorded by Waylon Jennings (“Come With Me”) and Twitty (“Happy Birthday Darlin’).

Howard is survived by his wife, Betty Howard, songwriting partner, their two sons, Jeff and Jeffrey J. D. Howard and daughters Kimetha Brooks and Jessica E. Howard.

The family has requested donations be made to the American Diabetes Assn., 1701 21st Avenue South, Suite 423, Nashville, Tenn. 37212, in lieu of flowers.
Hot Tracks Vf Show Hot In NYC

Bailey said that Warner Bros. is the only label that is not providing videos free to Hot Tracks, and that WABC-TV has refused to pay the $250 per video asking price. But she said that the station does occasionally pay a "handling charge" of up to $25 to other companies to make a dub.

To compensate for the lack of black artist videos, the Hot Tracks team may end up producing them themselves. Already in the can for production is a video for Weather Girls' "I'm Gonna Wash That Man Right Out Of My Hair," shot cheaply at Studio 54 by a WABC-TV production crew.

Bailey said that more such in-house video productions were possible and that the artists would be free to use them outside of Hot Tracks.

 Similarly, De Jesus said that the show recently departed from its customary format by allowing New York rap band Run DMC to perform live during a taping at The Copacabana.

"They have a hot, #1 12-inch record in New York but no video, so we bent the rules," said De Jesus. "It won't be Michael Jackson's 'Beat It,' but it should work out.

In addition to Hot Tracks' own video outreach efforts, Bailey reports that some artists are personally bringing their videos to the station. "Al Jarreau called up to see if we'd like his 'Morning' video and then sent us the clip," said Bailey. She added that Michelle Brown even made her own video to "So Many Men, So Little Time" expressively for Hot Tracks.
Argentina

BUENOS AIRES — Local trade paper Prosa Comercial has released the results of its survey of 1982 in Argentina, with awards going to the winners. Sandra Milmanovich was top Female Vocalist, while Miguel Witham won the Male Vocalist of the Year category, while Victor Heredia won the Award in the Folk Section, and Pimpinela has been considered Top Group. Juan Carlos Bagliettoni was named Top Male Artist, and Guillermo Galve was named the Top Tango Music Artist of the year.

Inflation has not been too much of an issue again the record market, since record prices have jumped around 30% during the past month, after the wide divergence of the locked-in from compulsory price increase limits established by the Government several months ago. Although the accounting departments of the companies have enough reasons to justify the new price tags, some observers fear that records and tapes will once again, as at the end of 1982, become too expensive items for the average customer.

Melodic chanteuse Maria Martha Serra Lima is taping a special program to be aired soon by Channel 13, while her latest album is being released in other countries by the CBS affiliates in that market. Duet Pimpinela will have its recent LP released in Spain and will probably be aired on TV for a week for personal appearances in the Caribbean area.

PolyGram artist Victor Heredia is heading the bill at two theatre appearances this week, and has several requests for trips to other countries. His latest album has been released in Spain and translated into various versions of songs by Pablo Neruda. The company is also working on the promotion of the new album by Cuarteto Zapay, the soundtrack of the play television play El Inglés.

RCA has signed rock artist Lalo de los Santos to an exclusive recording pact. Lalo is member of the Slimba Garre rock band and has been one of the leading stars of the recent show, El Rosario. The company is also enjoying its.recent move with the German Maistra, an album recorded by Cristina Lemercier after a successful TV program on Channel 7.

Italy

MILAN — Many conventions have been announced for the next few weeks: from Aug. 29-30, CBS Disci will have its annual trade meeting in Milan, and WEA/Italiana will hold its convention in Villa D’Este (Como) Sept. 2. Other meetings are expected from various companies during the month of September.

Suzanne Di Domenico, managing director of RCA, and Peter Calsley, general manager of Chrysalis, signed an agreement renewing the distribution license of Chrysalis by RCA on the Italian market.

A new association, VAI (Video Asson in, Italy), was born in Milan. It aims to collect all the Italian video producers. Mario Contri, president of the new association, announced a review of video programs to be held in October, and said over two weeks, which will be presented next year also in other countries (Munich, Barcelona, etc.). Another Italian financial group, the Musica Leggera and Warner Bros Music Italy publishing companies, announced the signing of a new agreement concerning foreign catalogs which will be controlled in Italy by Ricordi. Among them are Bantha Music (with the soundtrack of Return of the Jedi), Zamba Music (Italian Maiden, Del Leppard and others) and Yougule Music (Earth Wind & Fire).

Nippori founded a wax called head of the CD section, while Massayuki Miyashita, video group producer, took over the reigns of the video department.

In other news, Columbia and 12 other record manufacturers, plaintiffs in a controversial record rental case, submitted their depositions to Tokyo court recently. The deposition clarified the labels’ point-of-view that record rentals infringe on the copyrights and is not a renting rights to consumers (many of whom tape the records for their own use) infringes on the exclusive rights of the labels as far as duplication of the product.

United Kingdom

LONDON — The 12-inch single, once issued solely for disco DJs, is revolutionizing the U.K. market. Ninety percent of all singles in the U.K. Top 100 are available in both 7-inch and 12-inch formats, compared to 50% a year ago. The 12-inch singles now accounts for 30% of all singles sales. Statistics show that singles issued only as 7-inch, mainly MOR or pop, achieve a lower chart position in the combined 12-inch and 7-inch chart than in the 7-inch only chart. Record companies are allegedly in the act of producing the 12-inch and then selling them as leaders for marketing purposes. The public is not so enthusiastic about the trend, but smaller labels say they are suffering because of the extra production costs.

Former Dire Straits guitarist and group co-founder David Knopfler has signed as a solo artist to the independent Peach River backer, Tropicana Magnet, a new label that will be used to issue Dire Straits’ first two hit albums. He left the group 18 months ago.

The new label, Tropicana Magnet, was formed by David Knopfler and Marsha Lambe and is himself a member of ‘60s hit group The Springfields, to head the label. He is working with the band’s one career hit, “Carry On.” The label now represents the U.S. and its international distribution.

The original soundtrack to the movie Merry Christmas, Mr. Lawrence will be released by Virgin on Aug. 30. The music is composed by Japanese Yellow Magic Orchestra leader Ryuichi Sakamoto, who stars in the film opposite Robert De Niro and Tom Conti. The Wild Style, a film directed by Patrick Mimran, takes its name from the prestigious Italian car firm rescued from bankruptcy by Mimran and his brothers.

Kozo Otsuka

The soundtrack album produced by Chris Stein of Blondie on Animal Records, a subsidiary of Chrysalis, will be released at the same time along with a single, “The Wild Style Theme” by The Cold Crush Brothers.

Soft Cell’s Almond Reacts To Press

LONDON — This week has seen further turbulence in the career of Marc Almond. At one point, he announced he would never again with either Soft Cell or The Mambas.

This was because he was left feeling completely misunderstood by a number of critics’ hostile responses to his new album, “Torment and Toreros,” on the A&M label.

The album does indeed seem to be greatly misunderstood by those who do not appreciate the Almond philosophy (a qualified response to the album sleeve: “Don’t forget little snakes if you are going to wallow, wallow deep.”)

In lyrics, Almond always makes himself totally vulnerable, and therefore his reactions to criticism is more desperate. The album is both passionate and painful, but according to HMV record stores, it is too passionate, and they have deemed some of the lyrics obscene.

HMV is considering shelving it if they continued selling this double LP. A spokesman for the chain, whose famous Oxford Street store is one of the few in the country, says: “We are not making moral judgments. We are just taking advice from our lawyers.”

Although this must have caused Almond further upset, he has slightly recovered and now plans to finish the album started with Soft Cell. He also plans to keep his U.S. commitments which include a Halloween event in New York with Nick Cave and Lydia Lunch, although at the moment he has no idea what form his participation will take.

He loves performing so much it is unlikely that he could give up completely.

Reynolds Named at MCA Canada

LOS ANGELES — Ross Reynolds has been appointed to the post of executive vice president and general manager for MCA Records, Canada. Reynolds will direct MCA’s Canadian operations from the label’s Toronto headquarters.

Prior to his new position, Reynolds was executive vice president of Warner/Elektra/Atlantic Corp. in Canada. Previously, he was president of GRT in Canada.

Reynolds will report to Lou Cook, president, and report to the company’s international division.

Swedish Sound Hits Off

NEW YORK — Sonet Grammofon AB of Sweden has replaced PolyGram as representative for Swiss Records in Scandinavia. In addition, Sonet has renewed long term deals with Chrysalis and Island Records, both of which have been associated with Sonet since they were formed.
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<td><strong>96 BILLY IDOL</strong></td>
<td>(Chrysalis 41402)</td>
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<td><strong>97 GIRL AT HER VOLCANO</strong></td>
<td>RICHIE LEE JONES (Warner Bros. 9 23865-1)</td>
<td>WEA</td>
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<td><strong>98 MR. NICE GUY</strong></td>
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<td><strong>99 YOU AND ME BOTH</strong></td>
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<td><strong>100 MADNESS</strong></td>
<td>(Geffen GHS 4002)</td>
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Among Aerosmith Colonial 292-3791. Bonnie Machines Player tion (export), $1,292. CASH Including or be accepted Broad Horse Machines $1,292. 1/3 Pole 76501. Conditioning 1/2. I TICKETTAPE Sale Six Jersy 07205. Please write for your Classified Ads Close WEDNESDAY.

COIN MACHINES

DYNAMO POOL TABLES 4 x 8 - $1,000 each 1/3 deposit 1st C.O.D. 1st in to buy. 22 Centurion Coin Machines in good condition. Henry Adams Amusement Co. 114 South 1st. P.O. Box 364, Tempe, Az. 85280...

WANT — Sewbridge LSJ and up. For Sale — Better Ox- onwards new 6 card tangos $1.95. Baby Six Card Ringers used Blockmachine, Tickettate Ball. Walbrook Bliss Blue Chip, Nashville, Kyler. Vod Games. Rogers, Pete Freeman 305-8900. Coin Op Catalog Chrome Silvermine and Golden Mipple $1.29. Corbin winner Circle 6 Player Horse Game $2.95. Early Slot Machines used for export, contact Hillsale Gaming Corporation, 1422 North Broad Street, Hillsb1, New Jersey 07205. Tel: (201) 926-0700...
AROUND THE ROUTE
by Camille Compasio

A Chicago Cook County Board member recently proposed a tax on coin-operated games, both video and pins, to the tune of $50 per game per year on the machines, plus a $1,000 annual tax on arcades that house more than six games. The proposal, which was made by board member Daniel P. O'Brien, also applies to jukeboxes. City operators who, naturally, would be most affected by this new tax, have been meeting with O'Brien to enlighten him on the current rather depressed state of the industry, and they've been encouraging their colleagues to contact county commissioners and let them know exactly what's happening at the present time. Hopefully, the message will get across, and this effort to raise revenue for the city will be defeated.

Dateline Hialeah, home of Centuri, Inc., where a new video game called "Aztec" is about to be shipped. It's a space theme game with players defending star bases against enemy attack; the star bases are named after the signs of the zodiac ("Gemini," "Taurus" and so forth). Sales manager Tom Siemieniec is quite enthusiastic about the new piece, citing its "play action, brilliant color and blazing speed" as some of the outstanding attributes of the machine.
INDUSTRY NEWS

AROUND THE ROUTE

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tributes! As for "Time Pilot" and "Gyross," both are still in delivery and doing nicely.

More than 50 distracts from the U.S. and Canada were in attendance at the big Data East meeting Aug. 14-15, which was highlighted by an exciting new product presentation featuring the firm’s first laser-disc game, "Bega’s Battle," and three new video games for the In- dustry, "Surfboard Rider," a new Conversion Kit (namely "Cluster Buster," "Pro Bowling" and "Pro Soc- cer"). Also premiered was the "Destiny" non-video piece, (Cash Box, Aug. 13), which is based on a fortune telling theme and offers four interesting categories to choose from. The game is economically priced, as pointed out by sales veep Mark McTesky, and open to doing long- term profitability for the operator. The entire presentation was very well received and distracts were particularly impressed with "Bega’s Battle," today's hot ticket. The game storyline focuses on a "super hero" type, Bega, who is out to save the world. The sound effects (employing the same concept utilized for the special sound effects in the Star Wars film) are positively outstanding. "Our laserdisc is a Sony Industrial laserdisc," said Mark, "which sets it apart from the rest!" The game on the machine offers opening per play, of course, and Data East has scheduled delivery for around Sept. 19 — so, watch for it!

A first. Among the various "firsts" incorporated into this year's AMOA Expo format will be a Presidents' Reception, honoring the past presidents of the association. Event will take place on Oct. 26, preceding the official opening of the convention, and it promises to be a very festive gathering. AMOA's director of communications and research J. D. Meacham has a number of special treats planned for the honored guests. The official opening of AMOA Expo '83 at The Rivergate in New Orleans will be grand scale all the way this year — complete with ribbon cutting ceremony!

Operator dialog: Spoke with Ken Thom of Western Automatic Music in Chicago who, as a city operator, is naturally very concerned about the proposed tax on video games mentioned at the opening of this column and who has been fervently involved in the proceedings. He's been doing his part and encouraging fellow operators to do theirs in the hope of defeating this proposal. On the subject of current business, Ken told us the conversion kits have been a redeeming factor in today's market. "Conversions have been a great help to the street operator, especially during the summer doldrums," he said. Among the most popular conversion packages he noted on his route are "Mr. Do," "Roe N' Rope" and "Bump 'N Jump." As for dedicated games Nintendo’s "Mario Bros." has been a successful piece for Western AutomaticMusic. As a street operator, Ken couldn't get overly excited about the laserdisc, with respect to his end of the business but feels it's been a definite boom for arcades.

ICMOA CONCLUDES -- The recently held Illinois Coin Machine Operators Assn. (ICMOA) state convention at Stevenson's North Shore Inn had a membership turnout and a number of prominent industry figures in attendance as special guests. A full schedule of business meetings and seminars would be held during the three day event focusing on pertinent topics ranging from conversions (which were discussed at length by Floyd Babbit of Bally Midwest), "Pole Position" for Mario's Theatrical, and "Pilot" for Wayne’s. And of course, the centerpiece of the convention was the "No Near Change" for Chicago based "Mr. Jack." And makes a surprise appearance at the convention was former AMOA executive vice president Leo Drouste, AMOA president Wes Lawson, AMOA executive direc- tor Glenn Braswell, OMA executive director Paul Corey and ICMOA president Alex McConnell, and Margaret (Mrs.) Wes Lawson displaying the trophy her team won in the golf tournament.

Operators Optimistic In Midst Of Slump

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of course, it's very hard to tell what the ultimate curve will be since it's only been out a short while, but in our area it's pulling in around $700 a week and on the street we're seeing $500-700 weekly returns. Besides the steady earning power, I think there's a big advantage to the interchuckable disc; it might prove to be a new market for home video game makers like Activision, or other independent software manufacturers.

While Wyman is gung-ho about the laserdisc- machine, other ops like Norman Pink of Advance Carpenter Company feel all the media hoopla about the new technology could bounce back and ultimately do more harm to operators than good.

I think the media is doing the same thing they did with 'Pac-Man,' and it'll get the industry in trouble all over again," commented Pink. "If the industry press or factory public relations people continue to tell the public about the high collections the laserdisc games could pull in the toy industry... We've been fighting city councils over high licensing fees, and all they have to do is read these articles and we might as well be whistling Dixie the next time we go to court."

In other words, the hype can hurt. While the majority of ops thought the 'Dragon's Lair' and 'Pole Position' games were premature, those ops mentioned their orders in the stock of laserdisc games.

Besides the Cinematronics piece, ops contend the conventional vids and "Gyross" and "Pole Position" are still popular, but little else is bringing customers into arcades. Pool tables have reportedly been strong all summer long, some Chexx ice hockey games have been drawing attention, and while pinball haven't exactly made an explosive release, they do seem to be getting a little more play than in previous years. Pinball manufacturers, Cinematronics, Midway, Bally have all been making somewhat of a comeback as well.

And if the pizza places and taverns are playing more music these days than they have recently," remarked James R. Watkins of Albermerle, N. C.'s Watkins Music Co., Inc. "Now, I don't know if you could call it a big comeback, but my jukeboxes have been averaging over $40 gross per week, more than they have in years. The funny thing is, although there are less jukeboxes out there, they're making the same income as a couple of years ago when we had many more of them in locations."

Advance Cartier's Pink said, however, that in the Minneapolis region, more and more locations are opting for broadcasting MTV over installing jukeboxes ... and other operators also complained of in-house music and video systems taking precedence over coin-operated music machines.

While ops questioned in this survey may be divided concerning the collections on jukeboxes or the viability of laserdisc games, one thing they all agree on is the negativity of "grey area" gambling devices, such as coin-op pinballs and blackjack.

"I'm very much against these type of machines," emphatically stated Millie McCarthy. "It isn't the right thing to do morally, and before long it becomes a most unsavory business. I know it's been said several times before, but I still believe that gambling is a magnet for organized crime."
New Equipment

Super Draw

Computer Kinetics of Westlake Village, Calif., has announced the release of a new counter top poker game, "Super Draw 5-GT," which offers five-card draw poker for one or two players. The game acts as both dealer and scorekeeper, and the player can compete against the "dealer" or another player. To further heighten customer interest, there are clever comments and music heard when the player wins a hand, and insulting phrases when he loses (which adds a little humor to the game).

The machine's small size makes it very adaptable for bartop use. It is only 10 inches in height, so drinks can easily be served over it as it sits on the counter top. Super Draw 5-GT, at a weight of 25 lbs., is about the size of a typewriter, is readily movable, and equipped with a built-in steel security fastener to which a chain can be attached for security purposes. It has a large, heavy gauge steel coin box.

A unique feature of the game is the player score recall capability, which stores the player's hand history, thus permitting the next player to try to beat it. The non-volatile memory allows the machine to store scores even if it is unplugged. It also announces the last hand before it is dealt. The game contains a self-test feature that is activated when the power is turned on, permitting the operator to identify the problem using the error code shown on the machine display.

Promotional aids are available from the company to increase game play and these include high score cards, tent cards, game posters and coupon books.

Further information may be obtained by contacting Computer Kinetics Corp., 31129 Via Colinas, Bldg. 701, Westlake Village, Calif. 91362 or phoning (213) 991-2199.

Sega Continues Pursuit of Counterfeits

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tained by Sega.

A recent set of judgements was also ob-
tained against Bagatelle Amusements and United States Amusements, both of New Jersey, for importing, manufacturing, distributing and operating illegal Frogger and Xaxxon games. Sega obtained permanent injunctions against both companies for any future activities of this nature, and the firms were fined $40,000 and ordered to deliver up for destruction all copy video games and circuit boards.

Finally, Sega agreed to an out-of-court settlement with N. C. of California in a dispute over the distribution of illegal Frogger and Xaxxon games and circuit boards. The defendants are making an undisclosed financial restitution to Sega.

Commenting on the judgements, Sega vice chairman and chief operating officer Frank Fogelman said: "The protection of rights under patent, trademark and copyright is essential to provide incentive for businesses to invest in research and development. Only if this expense and a reasonable return thereon can be achieved, will new stimulus for our industry continue. "We are indeed fortunate," Fogelman con-
tinued, "to have the protective legislation that encourages private enterprise in the United States to develop dramatic and exciting entertainment at affordable costs. It is incumbent that every operator safeguard the sources of his livelihood by fostering the use of legitimate equipment and to eliminate companies that deal in illegal games."
**MANUFACTURERS EQUIPMENT**

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

<table>
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<th>Time Pilot (12/82)</th>
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<td>Cosmic Chasm (4/83)</td>
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<td>Dragon’s Lair, laserdisc (7/83)</td>
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<td>Burger Time (11/82)</td>
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<td><strong>DYNAMO</strong></td>
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<td>Hardhat (12/82)</td>
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<td>Enigma II (10/81)</td>
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<td><strong>INTREPID MARKETING</strong></td>
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<td><strong>Turtles</strong></td>
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**SEGAM/GRELMIN**
Carnival
Space Firebird
Astro Blister (4/81)
Frogger (11/81)
Zaxxon (5/82)
Pengo (1/83)
Champion (6/83)

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

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

**THOMAS AUTOMATICS**
Triple Punch (6/82)
Oli Boo Chu (7/82)

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

**PHONOGRAPHs**
Lowen-NSM Consul Classic
Lowen-NSM Prestige ES-2
Lowen-NSM Festival
Jungle King (9-4/81)
Rock-Ola Grand Salon II Console (9/80)
Rock-Ola 484 (11/81)
Rock-Ola Max 2 (1/83)
Rock-Ola Deluxe (10/82)
Rock-Ola 488 (10/83)
Rock-Ola 476, furniture model
Rowe R-85 (10/80)
Rowe Jewel
Rowe R-87 (10-82)
Seeburg Phoenix 180 (10/80)
Seeburg/Dynamo/Davis (7/81)
Seeburg/Seaburg VMC (11/81)
VMI Startime Video Jukebox
Wurlitzer Cabarina
Wurlitzer Tarock
Wurlitzer Atlanta
Wurlitzer Silhouette

**POOL, SHUFFLE, TABLE GAMES, ETC.**
Irving Kaye Silver Shadow
Irving Kaye Lion’s Head
Dynamo Model 37
Dynamo-The Tournament Foosball (5/83)
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**
(including interchangeable games & enhancement kits)
Bally Midway, Pac-Man Plus (12/82)
Centuri, Guzzler
Cinematronics, Brix (1/83)
Intrapid Marketing, Encore Retro-Kit (11/83)
Data East, Burger Time
Data East, Bump ’N Jump (2/83)
Data East, Multi Conversion Kit
Data East, Cluster Buster (7/83)
Data East, Pro Bowling (7/83)
Exidy Hardhat (2/83)
Exidy Pepper II (6/83)
Exidy Retrofit
Mystar/Gottlieb, Royal Flush Deluxe (5/83)
Interlogic N Roppe (6/83)
Rock-Ola, Levers (3/83)
Rock-Ola, NiBiter
Rock-Ola, Eyes
Rock-Ola, Survival
Rock-Ola, Mermaid
Nichibutsu, Fishy Tom (1/82)
Nichibutsu, Rug Rats (3/82)
Sega, Tac/Scan (9/82)
Sega, Monster Bash (11/82)
Sega, Super Zaxxon (1/83)
Stern, Lost Tomb (2/83)
Stern, Pop Flamer (3/83)
Stern, Super Draw (7/83)
Stern, Fast Draw (7/83)
Taito America, Elephant Action (7/83)
Universal, Lady Bug
Universal, Mr. Do
There's no "JAMMIN'" on the breaks when the Gap Band pull into your station with their hottest album yet.

"JAMMIN'" E 2004 the new album from the Gap Band, powered by the fast-moving smash hit, "Party Train." All aboard for the wildest ride of the year.

Produced by Lonnie Simmons and Ronnie Wilson.