Joan Jett & The Blackhearts
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It’s true. BMI, the world’s largest performing rights organization, licenses the music audiences prefer. In every one of the last five years, the majority of the music on the charts was licensed by BMI.

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We’ve always accepted and encouraged every kind of music. So, for over forty years, we’ve been making sure that you have the most uncomplicated, hassle-free access to all types of music.

Bringing you more of the most popular music. Helping you capture a larger audience. That’s BMI.

Wherever there’s music, there’s BMI.
EDITORIAL

Coming on the heels of the surfacing of what appears to be a feud between the Recording Industry Assn. of America (RIAA) and the Electronic Industries Assn. (EIA) over the issue of home taping, it might be well worth it to examine the announcement last week that Def Leppard's "Pyromania" has not only become PolyGram's best-selling non-standout LP ever, but also that cassettes outsold vinyl in this instance.

It has been reported that the EIA will not join in cross-promotions on the Compact Disc with any record industry-related associations because of the intense fight being waged in Congress and the Supreme Court on the home taping issue, but taking into account what happened with "Pyromania" just shows how self-defeating for all this kind of attitude can be.

All we have to do is look at the fact that prerecorded cassettes outsold vinyl in the case of "Pyromania," and we should be able to see that this was most likely due to a revolutionary advance in the field of audio hardware — the Walkman. An advance in the hardware field plainly helped boost the sales of both cassettes and tape players.

That is how it should be. The hardware and software industries are interdependent — neither can exist on the scales they have become accustomed to without the other. When one prospers, it should not be at the expense of the other.

Therefore, it seems clear that this current application of the feud to the Compact Disc is nothing short of senseless. The Compact Disc will never get off the ground without hardware and software manufacturers working together. It is time to cast egoism aside — the home taping issue will be resolved sooner or later by the government. There are a lot of other things that still need doing.
<table>
<thead>
<tr>
<th>No.</th>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
<th>Time</th>
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<td>After the Fall</td>
<td>JOURNEY</td>
<td>Columbia 38-00408</td>
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<td>34</td>
<td>Kiss the Bride</td>
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<td>Tell Her No</td>
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<td>Hold Me In Your Arms</td>
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<td>A&amp;M 34-0603</td>
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<td>You're Driving Me Out of My Mind</td>
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<td>THE FIXX</td>
<td>MCA 25-0264</td>
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<td>Rock 'n' Roll is King</td>
<td>E.L.O.</td>
<td>CBS 23-0064</td>
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<td>Don't Want to Miss</td>
<td>BRUCE NORTH</td>
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<td>Someone Belonging to Someone</td>
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<td>Big Bird</td>
<td>HOAGY CARMICHI</td>
<td>Decca/Almo 7-25502</td>
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<td>Let Me Be Bad</td>
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<td>What Am I Am</td>
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<td>Sitting at the Wheel</td>
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<td>Take Me to Heaven</td>
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<td>This Time</td>
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<td>Don't You Know How Much I Love You</td>
<td>RONNIE MILLER</td>
<td>RCA 25-03568</td>
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**Alphabetized Top 100 Singles (Including Publishers and Licenses)**

- **AFTER THE FALL** (Journey): Columbia 38-00408 (03:18)
- **KISS THE BRIDE** (J. Geils): Atlantic 7-25596 (03:18)
- **TELL HER NO** (Buddy Minton): Capitol 2-0624 (03:50)
- **NEVER GONNA STAND** (Sergio Mendes): RCA 25-0458 (03:22)
- **TELEPHONE OF LONG DISTANCE LOVE AFFAIR** (Shirley Easter): EMI 23-0064 (03:14)
- **HOLD ME IN YOUR ARMS** (Paul Anka): Columbia 38-03897 (03:11)
- **BIG LOG** (Robert Plant): Epic 2-0510 (03:41)
- **LADY LOVE ME ONCE (MORE TIME)** (Sherie Wilson): Warner Bros. 7-25507 (04:17)
- **HOT GIRLS IN LOVE** (Donna Summer): Columbia 38-03884 (03:17)
- **COLD BLOODED** (Time/Bay): A&M 34-0603 (03:50)

The rest of the list includes many other popular singles from the 1980s, covering a wide range of genres including rock, pop, and new wave. The chart reflects the popular music landscape of the time, with artists like Journey, The Isley Brothers, and Mariah Carey making significant contributions.
Video Games Manufacturers Planning Extensive Christmas, Survival Strategies

by Jeffrey Resner

LOS ANGELES — Faced with increased competition from low-end personal computer systems, a saturation of secondary titles and older catalogue product, among other factors, many video game manufacturers have been in dire straits over the first and second quarter of this year, with several firms reporting devastating losses and staff layoffs over the past few months. Although the winter months are traditionally the best time of year for selling electronic goods and hardware and cartridges, this upcoming holiday season may find retailers hit with a number of surprising announcements:

*** Atari, Inc.‘s highly-touted keyboard peripheral for the VCS 2600 game system, originally called “My First Computer" and later changed to "The Graduate," has been put on the "back burner" indefinitely by the company “in light of the turmoil in the under-$100 home computer market.”

*** Coleco Industries' innovative, "bundled" computer system nicknamed ‘Pyromania’ Now Top PolyGram Non-Movie LP

NEW YORK — De Leppard's “Pyromania” has sold four million copies, making it the biggest-selling non-soundtrack album in PolyGram Records' history. The achievement was announced by Harry Los, senior vice president, marketing, PolyGram, who also reported that cassette sales of “Pyromania” have accounted for about 2.4 million copies, with that configuration currently outpacing the record by a ratio of three to two. "We congratulate Joe Elliott, Richard Allen, Rick Savage, Phil Collen, Steve Clark and producer, Robert John "Mutt" Lange, on this record-breaking success which has skyrocketed throughout the last year," said De Leppard clearly has established itself as a preeminent act on PolyGram's roster, and during the follow-up period, as compared to 17% in 1981. Similarly, that configuration rose to a 32% share in the direct marketing sphere, as compared to 26% the previous year. As expected, eight-tracks continued to lose ground, dropping to five percent from 10% at retail and to 15% from 23% in direct marketing. A slight increase in singles’ sales — from four percent to five percent — was attributed to the upsurge in 12-inch dance music releases.

With an older median age characterizing the record buying public, rock music accounted for only 34% of consumer purchases at retail, down from 43% in the previous year. However, problems of definition, i.e. the possible categorization of “metal,” also may have attributed to the decline. In the direct area, the 20 to 24 year olds accounted for 16% of consumer purchases, down from 18% in 1981. The 20-24 year olds dropped from 27%, the 25 to 34 year olds included up to 26%, and the 35+ group jumped to 29% from 24% of sales in ’81. In the direct marketing area, the 25 to 34 year olds showed the largest growth, moving up to 28% of sales in '82, as compared to 22% the year before.

Beyond rock, other music categories shifted in share. Pop music moved up 14% from 11%, gospel and classical both rose $600 million, is reportedly up on the auction block by its parent company Mattel, Inc., and sources connected to the firm stated that production capabilities have been cut back dramatically in an attempt to clear out its large warehouse inventory. Mattel could not extricate itself from these losses, since company policy calls for “no comment on mergers, acquisitions, divestitures or tender offers unless circumstances warrant a disclosure of such activities.”

*** International Business Machines, better known as IBM, is developing what could be major competition for Coleco's ADAM — a user-friendly computer system named “The Peanut” which may be out before Christmas and retail for under $1,000.

*** In addition to giving retailers more comprehensive retail programs (stock balancing plans, returns privileges and dating arrangements) than ever before, game makers will be offering an ever-increasing amount of catalogue product available at low prices through close-outs.

Although record retailers might be down on home video games due to their poor sales performance during the summer, gamemakers seem to feel software business is as good as it’s ever been. “The industry is getting a bad rap,” said Bruce Entin, vice president of corporate communications at Sunnyvale's Atari, Inc. “Over 110 million cartridges are going to be sold this year, which is up about 50% from a year ago. If you break consumer groups into categories of early buyers, late buyers, and very late buyers, early buyers represent less than 20% of the marketplace, and that group has been fairly well saturated. The late and very late

COURY'S NETWORK SIGNS WITH GEFEN FOR NORTH AMERICA

by Richard Imamura

LOS ANGELES — Al Coury's Network Records has entered a long-term deal with Geffen Records to release product on a joint venture basis. Although the company is not giving a date for the launch, it is anticipated that Network/Geffen will continue to be distributed throughout the rest of the world through CBS International. Under the terms of the pact, Network/Geffen will be marketed and distributed through Geffen's already existing set-up with Warner Bros. Records. (Geffen is currently distributed by Warner Bros.) “Network will give us finished product, and we will do the rest,” said Ed Rosenblatt, president, Geffen. First product under the deal will come

(continued on page 14)
**BUSINESS NOTES**

**NBC-TV Plans Live Music Specials**

LOS ANGELES — Alabama, Debbie Allen, Peter Allen and the Radio City Music Hall Rockettes, David Brenner, Cher, Culture Club, Mac Davis, Neil Diamond, Rick James, Alan King, Liberace, Barry Manilow, Men At Work, Puerto Rico’s Menudo, Dolly Parton, Joan Rivers, Kenny Rogers, Linda Ronstadt with the Nelson Riddle Orchestra, Rod Stewart and many others are all expected to appear in NBC-TV live specials that will air one hour each on three consecutive nights, Sept. 27-29.

The specials, which will premiere the opening week of NBC’s fall season, will be broadcast from two separate locations to ensure that about 140,000 people will be expected to turn out to see the stars perform the expected to draw about 4,600 people. Sandy Gallin, a producer and theatrical personal manager of stars in every facet of entertainment, will make his TV debut as host of the specials.

Gallin, Raymond Katz and Gary Smith are executive producers on the projects, in conjunction with Paramount Television. Marcy Pasetta and Kenny Solms are the producers. Pasetta, Smith and Solms are expected to produce NBC-TV specials including the last 12 Academy Awards presentations, will direct each segment.

“These will be the variety shows to top all other television variety shows,” commented Brandon Tartikoff, president of NBC Entertainment. “Audiences will see the greatest talent available today, many of whom rarely if ever appear on TV.”

Noting that there seemed to be something “missing” on the tube, and that variety specials should be brought back as a major staple to TV, Tartikoff said that by programming the show, “We wanted to imbue NBC’s entire premiere week with a sense of excitement and showmanship.”

He also said that the specials could be the “launching pad” for a mid-season weekly series.

Commenting on Paramount’s involvement, Television Group president Rich Frank said, “We believe and concur with NBC that live variety provides that kind of broad, basic entertainment that is in great demand.”

“NBC meets the challenges with the tenacity that has proven correct in giving programs the proper chance to be accepted by an audience,” he added.

**Police Top August RIAA Certifications**

NEW YORK — The Recording Industry Assn. of America (RIAA) certified 10 gold albums and four singles, and four platinum albums in August. In addition, RIAA/VIDEO, the autonomous video division of the RIAA, certified four gold and four platinum singles.

Topping record certifications was A&M recording Group The Police, which received simultaneous gold and platinum awards for its album “Synchronicity,” and a gold single for “Every Breath You Take.”

Two other albums achieved simultaneous gold and platinum certification in August: Loverboy’s “Keep It Up” on the Columbia label, and the Mercury/Polysgram soundtrack album Staying Alive. The month’s other platinum album went to Bryan Adams for his A&M album, “Winger.”

Albums certified gold during August were: “Reach The Beach,” by the Fixx on MCA; “Killer On The Rampage,” Eddy Grant, Portrait; “Visions,” Gladys Knight & The Pips, Columbia; and “Aladdin Sane,” David Bowie, RCA.

Besides the Police single, two classic Elvis Presley 45s on RCA reached the million-selling mark, “A Fool Such As I” and “Weary My Ring Around Your Neck.” A kiddle record, Return Of The Jedi, on Disneyland/Vista, was the month’s fourth gold single.

August’s 10 gold albums compare to eight in the same month last year, and its four gold singles match the number of singles certified. The gold album total for 1983 stands at 65, compared to 74 in 1982, and gold singles this year are at 39, compared to 16 through the first eight-month period of last year. The month’s four platinum album certifications best the three of August, 1982, but year-to-date totals lag behind at 28 compared to 37 last year.

RIAA/VIDEO’s 14 gold and four platinum video awards during August far outstrip the lone gold award given in August of ’82. Last month’s platinum awards were given to MCA’s Scouge and Honor, and Warner’s The Video’s Superman, II. England’s Perfect, Dragon, and Blazing Saddles, selling the sale and/or rental of at least 50,000 units of the movies with a retail sales price of less than $2 million.

Among the month’s gold awards, six went to RCA VideoDiscs, four to MGM/UA Home Video and three to MCA Home Video, and one to Warner Home Video. Certified gold were: Superman II, RCA; Mary Poppins, RCA; Close Encounters Of The Third Kind, RCA; An Officer And A Gentleman, RCA; Apocalypse Now, RCA; Jane Fonda’s Workout, RCA; Fast Times At Ridgemont High, MCA; The Goonies, MCA; My Favorite Year, MGM/UA; The Secret Of NIMH, MGM/UA; Diner, MGM/UA; American Graffiti, MCA; Cat People, MCA; and High Road To China, Warner. A video award certificate represents sale and/or rental of at least 25,000 videocassettes and/or videodiscs, with a minimum of $1 million in retail sales.

**Portland’s Everybody’s Chain Changes Hands**

NEW YORK — The Portland-based Everybody’s Record Co. retail chain is going out of business in Portland and Seattle — as expected. President and chairman of the board Tom Keenan, a decision to liquidate was made Aug. 22 at a meeting of the seven-member board of directors. He said that three of the chain’s seven stores have already been sold, with the remaining three on the block and expected to be dealt with in the next 60 days.

Keenan would not detail the reasons for the chain’s end, but did cite “the general economy and cash flow problems.” He said that the board had decided that “rather than be forced to pay a penalty in order to fulfill our obligations, it was better to get out of the way and we are still able to do so.”

The 13-year-old Everybody’s chain peaked last year with a total of 10 stores in the Oregon/Washington region. Three outlets remain each in Eugene, Ore., Bellevue, Wash., and Seattle — all closed this month. Keenan said that the three stores that have just been sold are the outlets in Eugene, Ore., Corvallis, Ore., and Albany, Ore. The four remaining outlets are all in Portland.

Keenan said that Marathon Music, a new music marketing corporation, bought the three Oregon stores. Marathon Music also owns the Valley River Records mall store in Eugene.

**CD Promotions Continue Despite EIA-RIAA Rift**

by Michael Martinez

LOS ANGELES — Both the Recording Industry Assn. of America (RIAA) and the Electronics Industry Assn. (EIA) are waging campaigns to promote the emerging Compact Disc (CD) technology, in both consumer and trade media, but there will be no joint effort by the trade groups to enhance the CD market in any way.

Officials for both groups boast of extensive media coverage resulting from their efforts to further penetrate the U.S. market for CD players and hardware and enhance RIAA and EIA minds. Of the RIAA and the electronics trade group say that because of the polarity in their positions over long-term legislation and U.S. Supreme Court review on the home taping issues — record rentals. First Sale Doctrine, et al. — the two groups are not joining forces.

The original CD software members include Aristas, Capitol, Chrysalis, PolyGram, and

**Global Satellite Network, MTV Set Up Simulcasts**

by Michael Glynn

LOS ANGELES — On Sept. 24, Global Satellite Network, which presents the Rockline interview/call-in program live over its more than 50 affiliate AOR stations, will begin simulcasting MTV’s Saturday Night Hit Concerts series, according to Global president Howard Gillman. The MTV concert simulcast, which kicks off with Capitol recording group Duran Duran, was characterized as “a very exciting concept” by Global’s Gillman.

“When we started Rockline (in 1981), everyone was using the on-air phone-in shows to promote upcoming albums. This means we’ve been looking for some other innovative ideas, when we got together with MTV and decided to do Saturday Night Concerts.

**Retailers Set For School Promotion**

by Jim Bessman

NEW YORK — With the “Back-to-School” season well under way, knowledgeable record retailers have put on their thinking caps to devise strategies in educating both returning and new customers of their stores’ resources. A Cash box retailer survey recently found that only a small percentage of students are aware there are resources in college markets, though the more studious chains also achieved high marks.

Some of the better-known retail promotions are aimed at these students with the followings appropriate catch phrases, as in the case of National Record Mart’s “Learn Your ABC’s” crownship promotion. The 75-store Portland-based chain stickered its entire WEA $6.98 holdings with the slogan, along with a small print explanation that “ABC’s means $1 off marked price.” Store front signage utilized an ill

**FEATURE PICKS**

**POPC**

OUT OF OUR HANDS — Pablo Cruise & A&M SP-4909 — Producers: Pablo Cruise — Bar Coded: 8.98 — Since the Doobie Brothers broke up, Pablo Cruise may well step in to take their place as the foremost Northern California laid-back band. The perfect music to play while floating in a boat on the Sacramento River. Highway in your Turbo-Carolla or relaxing on the beaches of Maui, the LP also features a title track written in song for a cool bassy buzz. Notable tracks here are the briskly paced “Givin’ It Back,” the gigantic title number, and the ode to an all-night dance madonna, “On & On.”

EDDIE & THE CRUISERS — Original Motion Picture Soundtrack — Scotty Bros./CBS BFZ 58929 — Producer: Kenny Vance — List None — Bar Coded: The movie Eddie & The Cruisers tells the story of a streetwise rock ‘n roll singer who rolls into a small town looking for coming of age in New Jersey, hanging around the boardwalk during summer and the darkness on the edge of his town. Sound familiar? While the score — performed by John Cafferty and popular Garden State combo Beaver Brown — seems to be little more than rehashed Springsteen motifs backed by cloned E Street Band riffs, expect reaction to the flick help maintain the LP’s viability. Besides the original Cafferty-composed tunes, the Cruisers band admirably jam on classics like Runaround Sue and “Hang Up My Rock And Roll Shoes” with true bar band style. Wild yet innocent, the LP is a real blues-rock alternative to dance-oriented soundtracks hitting big this season.
Rainbow's End

The Second Smash Single
From
Sergio Mendes

"Rainbow's End" From The A&M Album Sergio Mendes

Produced by Sergio Mendes

On A&M Cassettes And Records

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Eddie Jobson

Taco

After a 12-year career as a participant in some of the world's most popular bands, the 28-year-old Eddie Jobson is ready to prove he is a talented worthy of solo recognition. He and his band Zinc have, just released their debut LP, "Green," and although keyboard/violinist Jobson is no "greenhorn," he can relate to the concept of discovery. The color green was chosen for this project because it was a suitable "first color," said Jobson. "Green is the color of naiveté, of beginnings and things growing." A progressive-rock veteran of Curved Air, Roxy Music, Frank Zappa, King Crimson and U.K., Jobson explains that the album is a semi-autobiographical work. "It follows an individual's life and career, and it's any successful person's struggle to find a small-town environment," he said. "Everybody sees him in a different light once he's successful, but he still feels exactly the same as he did when he was a kid. If he worked some time, he can't relate to his small-time friends anymore while being surrounded by very shallow new friends, people who are really only in it for his success."

Jobson has found himself at the top ever since he was 17, when an innocent soundcheck fiddling led to the Curved Air gig and later, studio sessions with John Lennon, Jimi Hendrix,后面的歌词内容并未提供，可能涉及音乐创作、演出经历等内容。
GET DOWN AND DIRTY.

Trash it Up!

Southside Johnny and the Jukes
Trash it Up!

SOUTHSIDE JOHNNY & THE JUKES ARE BACK TO...

"TRASH IT UP"


FEATURING THE SINGLE, "TRASH IT UP!"

MANAGEMENT: DAVID SONENBERG FOR AMUNDO ENTERPRISES, INC.
decades, scoring both mid-tempo ("I Only Take A Minute," "She's Gone") and club floor triumphs. With "Deeper in Love" presently ascending the charts at #67 bullet in its second week, the five-man vocal team is out of its disco-era phase and facing the '80s dance music scene with vigor. Solar house producer Leon F. Sylvers III adds his talents to the opening track, "Ten To One," accompanying in the control room, as well as a stringing bass synthesizer. The most powerful cut by far on the entire record, however, is "Caught Short," an economic melodrama that has such imaginative lyrics as "Lately there's been a lot of month/week at the end of the money."

FOREIGN TONGUE — Taxxi — Fantasy F 9626 — Producers: Phil Kafel and Taxxi — List: 8.99 — Bar Coded

On its third Fantasy LP, the three-man Taxxi combo offers some of its most challenging and arresting lyrics matched with forceful melodies. Beginning the LP with airport sounds leading immediately into the romantically yearning "Maybe Someday," the trio goes on to sing about the joys of love ("Walking On Air"), going out of control ("Lose Myself"), wayward women ("Runaway") and corporate conspiracy deals ("Six Men In New York"); all tied together with David Gunnings' emotional guitar work. "Gold and Chains," a tune about ardor and avarice, is the pick to click on AOR from this hard rock/up-tempo pop unit.

REVIEW

NEW AND DEVELOPING


The name of duo Krisma's U.S. debut LP is "Fido," while the first cut is called "Nothing To Do With The Dog." Get it? That's the kind of bizarre humor featured on this techno-pop album influenced by the likes of Kraftwerk, Vangelis, Roxy Music and the Eurythmics. Interestingly enough, all the compositions here are performed with a single instrument — the Casio MT 65 synthesizer. Along with a few electronic drum solo snatches, the team of Swiss-born Christina Moser and Milano-based Maurizio Arcieri also manages to deliver several compelling, high-tech Dada pieces, including a killer called "Eye To Eye." Euro-vogue music with a decidedly American flair, the LP should attract attention from KROQ-type stations.

NEW AND DEVELOPING

ROXY PERRY (Toplight A-POP-204)

Gimme Gimme Good Lovin' (6:45)

(Karelynn Tunes/Cyper/Cheeseburger — ASCAP/BMI) (R. Cordell, J. Levine) (Producers: R. Cordell, D. Ortolo)

Swirling keyboards and snappy percussion combine with Perry's strong vocals to make this cover a complete departure from the original Crazy Elephant version. Co-author Richie Cordell also handles production duties here and finds more than a few new twists for Perry.

FORCE (Beckett BKD 515)

In The Heat Of The Night (5:03)

(Fools Prayer/Mystical — BMI) (K. Redon, A. Howard, B. Hollins) (Producers: K. Redon, Howard, B. Branch, J. Esther)

A slower yet still danceable tune that starts somewhat anonymously before developing into an individual and well-crafted come-on. Very strong vocals and a relaxed but insistently arrangement combine for a satisfying, pop-oriented track.

JAYNE EDWARDS (Profile PRO-7027)


A bright, jazz-inflated instrumental ("Harmony") leads into a burning gospel vocal by Edwards. Arrangements are first-rate, and Edwards smokes it up with revival style. Something different and a good deal of fun.

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(SEE FORM PAGE 39)
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**Talking Heads**

**The GREEK THEATRE, L.A.** — Who says that David Byrne doesn’t have a sense of humor? His band, the Talking Heads, near the close of a wonderful night of flippily floppy funk here, donned a comically oversized gray suit and, flip-hat by a slyer hue, left the stage with a very serious look on their faces. When they moved to the front of the stage. It was a hilarious moment and the fun continued as Byrne stepped back behind the jacket, revealing downhillly wide pants, and completed the uniform with a red baseball cap.

The Heads have come a long way from their tense, self-absorbed post-art-school beginnings. Not that they weren’t tight. It just seems that as the Heads gradually evolved, so has the audience. What started as a group of headbands and acoustic guitar as accompaniment to the former songs, with the band members gradually filtering out through the next couple of albums. As the Heads swelled in number, so did the sound, hitting peak performance with the full ensemble just before intermission.

During the songs, those in the first half of the audience noticed the Heads gradually illustrating their evolution. Byrne walked on stage with only a ghetto blaster and acoustic guitar as accompaniment to the former songs, with the band members gradually filtering out through the next couple of albums. As the Heads swelled in number, so did the sound, hitting peak performance with the full ensemble just before intermission.

At least, the packed-in Palace crowd greeted his every Hendrixian move along the fletchwork with awe. And while Vaughan gave fans a final encore. He met his first real love, with an ear-to-ear smile for the “Voodoo Chile” and “Third Stone From The Sun,” a Hendrix clone he is not. This was rock ‘n’ roll, pure, simple. Like the Lone Star State’s best chill, the music was strong and hot. The musicianship was just as bright as the stage lights. Blackie Nelson, Vaughan’s voice, has a kind of grit that, in the time-honored tradition of the great blues singers, he had helped to create. He didn’t get their names for nothing. It was put to best advantage, naturally enough, on the. On his own material, and with the roaring. Chuck Berry’s “Love Struck Baby,” a favorite, among other songs. But even if the audience wasn’t overly familiar with all the material, they seemed to be rather pleased with the show. Among the Southern-styled wails of approval nonetheless.

The significant aspect of Stevie Ray Vaughan’s appearance was that a latter day bluesman could triumph on the turf of the trendy (after all, the Palace is normally home to the biggest, most extravagant shows of the season) and the show was greeted with a Southern-styled boop of approval nonetheless.

**Talent On Stage**

**Simon & Garfunkel**

**DODGERTOWN STADIUM, L.A.** — The Simon & Garfunkel reunion tour finally hit Los Angeles last week, and for many, it was worth the wait. One of the most publicized national acts of all times, Simon & Garfunkel showed fans with everything they could have wished for, and then some. Of all the hits, the duet was on its best behavior — both singers contributed more on the music than on personal differences. In fact, it seems that this is the perfect time for Simon & Garfunkel. In the wake of the ’60s Ali-Oli era of top-40 artists, the pair is more successful than ever. Simon & Garfunkel is still making records, and they’ve got a hit again. With the release of “The Boxer,” the duo has returned to the charts with a strong album that features some of their best work, the biggest hits of the group. The album included a cover of the traditional American folk song “The Boxer,” which became a hit for the duo and helped them maintain their popularity.

**Animals**

**UNIVERSAL AMPHITHEATRE, L.A.** — Over the years, Animals lead singer Eric Burdon has pursued a solo act in which he growled many of the band’s classic hits like “We Gotta Get Out Of This Place” and “It’s My Life” with a sense of emotional frenziness. But it’s been about 18 years since The Animals’ original lineup — including keyboardist Alan Price, drummer John Steel, and saxophonist Hilton Valentine — have done the tunes live.

Now on the road to support a new album, “Ark,” The Animals’ long-time fans have a chance to see for themselves if the venerable band can still plug in and rock. At last week’s Universal Amphitheatre show, it seemed as if the crowd was divided between the old and the new. The Animals, who left the real roots and roars began when the group jammed on older material. “Don’t Let Me Be Misunderstood,” need no encouragement. In the early going, a Hawkins–Cowan on a solid rock punch, Burdon walked up to the mike with his typically good-natured, cocky attitude and launched into the opening number of their new album. "It’s Never Too Late," which engendered an enthusiastic response from the audience. However, in the middle of the show, the real roots and roars began when the group jammed on older material like "I See Your Woman Now" and "Bring It On Home To Me." Fortunately, Burdon suffered from a sore throat during the set, and about half-way through the show the energy and drive that had grace the first part of the concert were noticeably beginning to wane. The lead singer left the stage for a bit when Price sang a rendition of "O Lucky Man," from the Lindsay Anderson film of the same name, and when Burdon returned to do a few more numbers such as the hippie anthem "Time." The crowd, which had seemed to be enjoying the show, seemed a bit restless and antsy. Maybe it was the memories of all those bad trips kicked all at once. Burdon, who is known for his high-pitched voice sounded. In any case, by the time the group did it's signature tune, "House Of The Rising Sun," folks snapped to attention, and for the duration of the show Burdon regained some of the magic he had indeed returned.

Since so many groups are "re-forming," these former Animals are no exception. With several original members, it was refreshing to watch The Animals’ complete aggregation in action, especially when they were cooking fresh material. With "Ark" entering the LP charts this week, the 45 "The Night Is Rising" rising singles list and an MTV video in the near future, the band appears to be heading into the '80s with a style, making an admirable return rather than a "comeback."
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
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- RECORD AND VIDEO ACCESSORIES
- BLANK AUDIO AND VIDEO TAPE
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- 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
from Irene Cara and Australian group Mov- ing Pictures, the only two acts currently on the Network roster. “At this point in time,” said Coury, “we’re excited to see how the future really isn’t anything solid in that area yet. “Irene Cara’s new album is pretty well finished, and should be totally finished next week,” according to Coury. “It should be ready for release within six-to-eight weeks.” A single to follow up on Cara’s Flashdance … What A Feeling (which was #1 on the Cash Box Pop Singles chart and is still #1 after 24 weeks) should be ready in July.

In the case of Moving Pictures, the group is “just finishing up” a new album that should reach the Network offices in its finished form “at the beginning of next week,” according to Coury. “If it’s as strong as we think it is, we should be able to finish it up and release it maybe by the end of fall or early next year.”

New Deal
Coury’s deal with Geffen follows the dis- solution of his previous one with Elektra Records in mid June (Cash Box, July 30). Negotiations were finally narrowed down to three labels, Coury explained. “But in the end, we thought it would be best to go with Geffen. They are a red hot company that works with a select list of premier artists, which is very appealing to us.”

“Even with Geffen, it’s a multi-media company,” Coury said. “I’m used to working with people like that. Robert Stigwood (Chairman of the Board and president there in the late ‘70s) was like that too. And for someone like Irene, it is impor- tant to think of the music business as just a part of the overall show business industry — movies, TV, and, state, as well as music.”

Commenting further on the deal, Gaff- ren’s Rosen said, “we’re excited not to be involved in the careers of Irene Cara and Moving Pictures and are confident the bands’ careers will be just as successful as Al Coury’s Network organization will be strong and lasting.”

RBB Moves To New Location

Bradley Publications are exclusively distrib- uted by Columbia Pictures Print Divi- sion, which maintains headquarters in Hialeah, Fla. and continues to release music books containing the pioneering Bradley teaching methods.

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ROGERS HITS THE SKIDS — RCA recording artist Kenny Rogers recently made a special visit to RCA Records’ in- house pressing and distribution facility to personally press the 200 millionth LP turned out by the five-year-old plant. Not surprisingly, the record pressed was one of the initial run of 500,000 copies of his RCA debut album, “The War That Was in The Dark.” Rogers is pictured here in one of the plant’s warehouse facili- ties.

‘Pyromania’ Now
Top PolyGram Non-Movie LP

(continued from page 5)

Roger’s album, we wish them continued success.”

While Ross reported that cassettes were not specifically focused on during the marketing of “Pyromania,” he described the marketing of the release, the band’s third, as “really well choreographed. We felt this was the career breather,” he added “and their management felt that way, too.”

Losk credited exposure of the band’s video on MTV with much of the album’s success. “It was a huge boost,” he said. “Both ‘Master of Reality’ and ‘Rock of Ages,’ we released the video simultaneously to MTV,” he said. “And the album became a huge hit.”

The label also purchased several flights on the music network to help sell the album, and current marketing plans include spot buys on television stations in Chicago, Philadelphia, Dallas, Cleveland, Los Angeles and Atlanta to begin next week and run for two weekends. “Now we’re going after the mass market con- sumer,” said Losk, “the K mart shoppers. We think we’ve got a lot of mileage left in this album before Christmas.”

Despite having hit such a plateau, “Pyromania” continues to sell briskly, with Losk estimating sales at “well over the 100,000 copies a week.” The album was released Jan. 20 of this year. Sales of the band’s two previous albums have also been pegging-back on the success of “Pyromania.” The group’s second release, “Perfect World,” is selling at 400,000 units, while sales for the band’s debut album, “On Through The Night,” are nearing 500,000. Cassette versions of these two earlier releases are also out- selling their record album counterparts.

In becoming PolyGram’s largest selling non-motion picture album, “Pyromania” surpassed sales marks for John Cougar’s “American Fool,” as well as albums by Donna Summer and Rod Stewart.

Rock Up, Tapes Down In Latest RIAA Sales Survey

(continued from page 5)

percent from four percent, and soundtracks reached four percent of the market’s share, up seven percent from five percent.

The direct marketing business was a bit more static, with rock accounting for 27% of all soundtracks and country, pop and classical staying at 24%, 17% and seven percent, respectively.

Coming in for significant shifts was the black music buying public. The audience grew older, with 34% of all purchases made by buyers between 35 and 44 years old, up from 29%, and the 20 to 24 year olds showed a drop from 29% to 37% in 1981. In addition, while 58% of all black music purchases were by males in ‘81, the profile switched to 55% female in ‘82. A significant number of white consumers bought black music in ‘82, with 36% of all purchases, up from 19% the year before.

Despite the advent of the “Give The Gift Of Music” campaign, gift purchases of records declined 15% marginally, from 20% in 1981 to 22%. On the retail front, 25% of all purchases were for gifts, up from 22%. Cassette and singles sales showed similar gains.

Music specialty stores continued to in- crease their share of the consumer dollar, with retail buying up from 24% to 29%. Department store sales dropped to six percent from eight percent, with discount and other outlets remaining at 28% and 19% respectively.

As with the preceding three-year study, all data issued was prepared by the RIAA Market Research Committee, with the cooperation of the National Association of Recording Merchandisers (NARM) using NPD Special Industry Services. The 13,000 households surveyed recorded their purchases in monthly diaries for the study.

Gold For Benson’s ‘Eyes’

LOS ANGELES — “In Your Eyes,” the latest Warner Bros. album by George Benson, has been certified gold by the RIAA.

ZZ Top Goes Gold

LOS ANGELES — “ eliminator,” the latest LP by ZZ Top, has been certified gold by the RIAA.
## Regional Album Analysis

### National Breakouts
1. **Rick James**
2. **AC/DC**
3. **Air Supply**
4. **Stray Cats**
5. **Bonnie Tyler**
6. **Jeffrey Osborne**
7. **Taco**
8. **Peabo Bryson & Roberta Flack**
9. **Steve Ray Vaughan**
10. **Heart**
11. **Jesse Tyler**
12. **KANSAS**
13. **Herbie Hancock**
14. **Rufus & Chaka Khan**

### Northeast
1. **Rick James**
2. **Air Supply**
3. **AC/DC**
4. **Taco**
5. **Jeffrey Osborne**
6. **Peabo Bryson & Roberta Flack**
7. **Steve Ray Vaughan**
8. **Eddie Murphy**
9. **Bonnie Tyler**
10. **Betty Midler**

### Southeast
1. **Rick James**
2. **Air Supply**
3. **Bonnie Tyler**
4. **Jeffrey Osborne**
5. **Taco**
6. **Peabo Bryson & Roberta Flack**
7. **AC/DC**
8. **Zapp**
9. **SOS Band**
10. **Stray Cats**

### Baltimore/Washington
1. **Rick James**
2. **AC/DC**
3. **Stray Cats**
4. **Jeffrey Osborne**
5. **Rufus & Chaka Khan**
6. **Peabo Bryson & Roberta Flack**
7. **Air Supply**
8. **Stephanie Mills**
9. **Steve Ray Vaughan**
10. **Heart**

### West
1. **AC/DC**
2. **Rick James**
3. **Stray Cats**
4. **Heart**
5. **Steve Ray Vaughan**
6. **Bette Midler**
7. **Zapp**
8. **Herbie Hancock**
9. **Bonnie Tyler**
10. **Jeffrey Osborne**

### Midwest
1. **Rick James**
2. **AC/DC**
3. **Taco**
4. **Bonnie Tyler**
5. **Stray Cats**
6. **Air Supply**
7. **Heart**
8. **Herbie Hancock**
9. **Steve Ray Vaughan**
10. **Zapp**

### North Central
1. **Air Supply**
2. **Stray Cats**
3. **Bonnie Tyler**
4. **Heart**
5. **KANSAS**
6. **AC/DC**
7. **Taco**
8. **Rick James**
9. **Peabo Bryson & Roberta Flack**
10. **Jeffrey Osborne**

### Denver/Phoenix
1. **Air Supply**
2. **Stray Cats**
3. **Bonnie Tyler**
4. **Heart**
5. **KANSAS**
6. **AC/DC**
7. **Taco**
8. **Rick James**
9. **Peabo Bryson & Roberta Flack**
10. **Jeffrey Osborne**

### South Central
1. **Taco**
2. **Bonnie Tyler**
3. **Air Supply**
4. **Rick James**
5. **Zapp**
6. **Steve Ray Vaughan**
7. **Peabo Bryson & Roberta Flack**
8. **Jeffrey Osborne**
9. **Stray Cats**
10. **AC/DC**

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The listing of records outside the national Top 20 showing steady or upward movement is designed to keep retailers abreast of the latest regional sales trends.
GIMME SOME NECK — Bronze/PolyGram recording group Motorhead recently dropped by Brooklyn’s Zig Zags Records to promote its “Another Perfect Day” LP, as well as award one of guitarist Lenny Kilmister’s Rickenbacker axes to the winner of station WAPP’s Motorhead contest. Pictures are (l-r): Philthy Animal Taylor and Brian Robertson of the group; Chris lanello, contest winner; Kilmister; Perry Stone, air person- ality, WAPP; and Sue DeBenedettle, New York promotion manager, PolyGram.

TAKING A PULSE! — Pulse!, Tower Records fine monthly music freebee magazine available at all outlets, is now offering yearly subscriptions at six dollars third-class, $16 first class. Its house ad in the current issue answers its own question: “Why subscribe to a free magazine?” by pointing out that each subscriber also gets double the sub- scripton payment’s worth of dollar-off discount coupons, good at any Tower store. As each issue lists all new releases for the month by category, it’s a good bet that sub- scribers will know in advance just which records they will redeem these coupons for. Anyone interested in subscribing should check send check or money order to Pulse! Tower Subscriptions Dept., 900 Enterprise Dr., Sacramento, Calif. 95825. Incidentally, Tower has also added two other club catalogues which can be ordered through Pulse!, store Phonologs, Schwann catalogs, or Tower Japanese Import Catalogs, which are available for $1.50 with the order coupon in Pulse!, a cost recouped with the first order.

PROMO近くに — a pair of Gotham retailers recently ran promotional tie-ins with radio stations involving concert ticket giveaways. At J&R Music World, WLW’s Jim Kerr gave out Jackson Browne concert tickets for Madison Square Garden, various college and T-shirts from A&M cards. At Crewe’s tie-in was with WNEW for ticket giveaways to the Miller Brewing Co. series of concerts at The Pier, with Miller painter’s caps, Crazy Eddie digital watches and WNEW T-shirts also thrown in as giveaway items. A grand prize winner chosen from several weeks’ worth of tickets won a worldwide pickup disc machine.

HEXBREAKING THE FLESHTONES — I.R.S. Records is backing The Fleshtones’ new “Hexbreaker” LP together with the group’s current concert tour with a series of “Super-Rock Hexbreaker Dance Party” promotions in the college markets of Los Angeles, New York, Boston, San Diego, Cleveland, San Francisco and Chicago. According to I.R.S. national sales director Barbara Bolan, the college level focus is a response to the support of college radio for the band, as well as her contention that The Fleshtones is the “best party dance band there is.” College stations are being linked with local retailers “chosen on what we know about the market and the feedback we get from the stations” to promote a dance contest, to be held during Fleshtones’ concerts. Using Neil Young as an example, I.R.S. ex-Detroit Island’s WSDU, John Mann from WDVE, Stony Brook’s WUSE and Fairleigh Dickerson’s WFDU in Teaneck, N.J., will tie-in with Bleeker Bob’s, Rocks In Your Head and St. Marks Sounds, with the stations giving away Fleshtones albums, albums, and special postcards. Fleshtones store hand out registration forms and displays the posters and other merchandising materials. The promotion runs from Sept. 2-9, the final day corresponding to the group’s showing at The Peppermill Lounge. The first 50 couples bringing registration forms to the Verso get in for a bargain, one-price, but anyone is eligible to compete during the dance contest commencing when the group performs the song “Hexbreaker.” Lead singer Peter Zaremba, along with station and label reps, will then judge the best dance couple, with a first prize being a specially-made painted and screen printed T-shirt by the group, second prize I.R.S. T-shirts and third prize an autographed poster with any I.R.S. record of their choice. After the contest closes with the Sept. 30 San Diego concert stop, a drawing of the first place finishers in each market will select the grand prize winning couple, who will then be flown to Los Angeles to dance on the October edition of the I.R.S. Cutting Edge MTV program. The August Cutting Edge Included a teaser for the contest, and the September program will detail it fully. Print ads will further hike the promotion with a supermarket Village Voice ad set to run shortly.

MADONNA MANIA — Dance music songbird Madonna appeared at Vinyl Mania Records last week, and though she brought along her new video, as well as her producer, John “Jellybean” Benitez, she was brought in only 75 people, fewer than expected according to the Greenwich Village store owner Charlie Grappone. “I thought she’d be good enough to draw 500,” says Grappone, who recently moved his “collectable disc” store from a tiny 10 X 15 to a more come-in-the-wall to more about 30 X 40 ft. digs. “But this was done on short notice without any record company support. We did a whole window display and took out a $300 ad in the Village Voice, but you really need a good two-week preparation. And the Voice ad was a disaster, since they placed it with their ‘TV coverage.’” But Grappone added that most disc-in-stores are spur-of- the-moment affairs. “Pamela Stanley came in from Dallas last Saturday. We’ve sold hundreds of her 1’s. Don’t Want To Talk About It single on Commander, but we didn’t expect her to show. Another thing is that a lot of these artists have singles out on a 12-inch, so it’s hard to get a lot of people to come out.” Despite the low Madonna turnout, Grappone, who also owns a rock store down the block, expects to hold more in-store sessions in the future “now that I have the space.” He promises more planning next time, including advertising in the Dance Music Report DJ tip sheet, since DJs are an impor- tant part of his business and help get the word out.

jim bessman
RECORD PRE-ORDERS FOR FLASHDANCE: WHAT A FEELING! — Paramount Home Video had much to celebrate at its Splashy Bimbo's 365 Club party as San Francisco heralding the release of Flashdance. The studio announced that the $39.95 vid-cassette had received record-setting pre-orders of 150,929 units, nearly doubling Paramount's previous figures for the $39.95 An Officer And A Gentleman. At retail, that would amount to a loss of 10 percent, if all these cassettes were sold through suggested list. Both Par and retailers, of course, are buying that consumers will buy, not rent, Flashdance; the movie has showed incredible "legs" at the box office, with theaters buying up to 300 tickets. The studio is hoping its staying power, a factor that has made the regularly-releasing titles older at $39.95, as well, and now MCA Home Video is getting in on the act. Four of the studio's biggest selling titles — Endless Love, Bustin' Loose, The Four Seasons and Ghost Story — will be reduced from $49.95 to $39.95 to cut the magic price point come Oct. 6. Those titles were deleted from MCA's catalog as of Aug. 26, in anticipation of the $39.95 reissue. By the way, Ghost Story will also be part of the four percent co-op ad on offering qualities as part of MCA's "Halloween Horror" program (see Video Software Notes).

VIDEOS THAT GO BUMP IN THE NIGHT — MCA's Halloween horror mainstay of the home video industry and, once again, as Halloween draws near, home video companies dredge up the best and worst (mostly of the latter) of the ghoulies and the gruesome. Like such classics of the genre as I Spill Your Grave, 99 of these bloody massacres would be too much for any decent Floyd to watch, but there seem to be no end to the reissues of the numerous indies who perennially rescue them from post-drive-in obscurity. And so often, there is a campy gem in the lot worth taking a peek at. While it doesn't really belong in the horror category (more so a romantic drama), the recent release of the newly formed Catalina Home Video, is a cut above the rest. The screenplay was written by John Sayles, who later went on to pen The Howling, as well as script and direct The Return of the Seacoast Seven and Baby, It's You. Alligator, as we emphasize, is the exception rather than the rule and Catalina is not without its shock value. In its Halloween horror line-up of films you'll find such "memorable" titles as Meat Cleaver Massacre; Dr. Tarr's Torture Dungeon; Mansion Of The Dead; At Day After Halloween; The Giant Spider Invasion; and, of course, several titles from the MPI's Gogon video series has such grade Z creature features as Children Shouldn't Play With Dead Things; Don't Look In The Basement; and Faces Of Death.

VIDEO SOFTWARE NOTES — Due to space considerations, Video Software Notes was not included in the Aug. 27 SoundViews. Those listings, together with new information, are presented here in capsule form. Vestron, which has the big push on for its uncensored Carlin At Carnegie Video (George, as you know, provided some yucks at the VSDA conflag), releases 10 new titles this month, included are Valley Girl, Mother Lode; Goddess; The Swap; High Ballin'; High Ice; Up From The Depths; The Trip; A Matter of Time and Forever: Emmanuel. The Stamford, Conn.-based indie also made its former offerings, not long ago with the release of the little kids' Children's Video Library. Natch, Vestron's unoffical mascot, Benji, will be well-represented in CVL; Benji's Very Own Christmas Story is part of the initial release, as well as his newest release,he first of a new series, A Christmas Tale, You And The Teddy; the animated Little Women; Don't Change My World; The Best Of Terrytories; Fairy Tale Classics; Peter-No-Tail; Seven Alone; the animated Three Musketeers; and yet another pooh, Poc. All are slated for October or November and will carry either $29.95, in the case of You And The Teddy, or $39.95, the price point of the other two. The program also includes the biggest kid vid sellers, Saturday Shortcake, returns in Saturday Shortcake's House-Warming Party. It arrives on the shelves via Family Home Entertainment and MGM/UA in October at $29.95, as its predecessor, Strawberry Shortcake In The Big Apple City. Joining it is another FHE title, the Teddy Bear Adventure The Bear Who Slept Through Christmas. A limited edition of cassette comes with a miniature Ted E. Bear doll. It's all part of the push behind the entire children's line of MGM/UA, which is prepping now for Christmas, like many other studios, ... as Walt Disney. The Disney folks have reduced prices on seven top titles as part of their Christmas '83 promo. Dumbo goes from $24.95 to $19.95, as does Tron. The Black Hole drops from $39.95 to $29.95 to $19.95. They Are A Walt Disney Christmas; On Vacation with Mickey Mouse and Friends; Kids is Kids; The Adventures of Chip 'n Dale. As part of this "Wrapped And Ready To Give" Sale, each item is individually packaged and boxed in a golden limited edition Mickey Mouse collector's gift ornament. Dealers are not getting a special five-minute sales tape detailing the promo and offering sales tips. ... Christmas promos already? MCA is concerned about such things. The Boxing Day closer at hand, launching "Halloween Horror" program. A key feature of the program is the aforementioned co-op ad campaign, in which qualifying dealers and distributors will get one percent in ad dollars of their total order. Dealers and distributors can choose among the trio of low, regular and five CED titles in MCA's library of horror films, all of which are listed on a special counter card for in-store display. An extra display incentive is the Psycho II shower curtains. For every package of 10 units ordered on the vid-cassette titles Psycho II, Psycho and Abbott and Costello Meet Dr. Jekyll and Mr. Hyde, these Psycho II shower curtains (gold-colored curtains go to the VSDA, while the gray-colored curtains go to the VSDA) can be purchased for 75 cents each. The Halloween Horror program's kick-off is October 27's "Stock Up On Shocks" month at Warner Home Video, led by the great Bette Davis/Joan Crawford flick, Whatever Happened To Baby Jane? Other shockers include Roger Corman's The Raven (with a young Mickey Hargitay) and interviews with Vincent Price, Peter Lorre and Boris Karloff; X-Man The Man With The X-Ray Eyes... — starring Ray Milland; The Brain That Wouldn't Die, The Town That Dreaded Sundown and the slick A Fit At The Earth's Core. Oh, and lest we forget, we also have a "limited master of grand guignol," Alice Cooper, in Welcome To My Nightmare, budget priced at $29.95.

MARTIN ENFINGER
GERONIMO! — Capitol recording group the Little River Band recently dropped into radio station B-94 for a live interview before a good crowd from KRO in Phoenix. Picture: at the station (l-r): Don Geronimo, air personality, B-94; and Steve Henson and Graham Goble of the group. About this interview, Graham said that's the first time they've ever appeared on KRO! "Radio ought to capitalize on something that people are into..." A station staffer diplomatically termed the session "provocative." Figure out for yourself whether you like it or not...but one must admit Gerald and his research sidekick never got the promo job done...just not sure it's to our advantage to hand over our audience to them." Another listener commented, "Just another example: 'I'm in radio, and right now radio's just too myopic and defensive of its image that they won't hear anything, that's why they countered..." "We have a real battle here," countered panelist John Sebastian, "and another example..." "and I'm going to try to attract the rock audience. Although he conceded MTV was a "brilliant idea," Sebastian felt cooperation with MTV would erode the AOR format, "A format that is encroaching on our territory."...Garland's somewhat elitist response should have been "attitudes. "I'll blame radio for being a little paranoid," he said. "Radio has fallen into the bland trap, and MTV may not be its problem..." and when he concluded he felt that saying that MTV was not established to kill off radio, Garland also stated, "You better just accept the fact that MTV, it enhances the music that we play."...Consultant Jeff Pollack, also a panelist, said, "We've seen evidence in either 'friend or foe' direction..." and disagreed with Garland over television's video burn-out factor. "You can always do something with cool graphics."

Moving into CHR

Album rock and contemporary hit radio remain the most popular formats in America. A panel creak on Rock 'n' Roll's found- er Rick Carroll and Paul Christy of WABX-Detroit. Carroll noted that new and modified formats have joined the cult genre and that his format was moving into areas of CHR and traditional AOR. He stressed the music's viability and said that "new music is a way for a station to position itself against so many adult and Top 40 stations, and that's important." When queried about the music's unfamiliar characteristics, Carroll stated, "If you take new music and put it in a quick rotation, that's going to be a hit," he said. He also noted the building block library for new music. "We've created our own hits," he said.

Other panels included discussions on market research, new technologies, PDs and sales, and on-air promotion. There was a hotly contested sales conference for the new FM format, as well as a surprisingly dull Con- temporary Hit Radio clinic and a spirited panel on the state of country radio.

Proper promotion to the trades and effi- cient marketing of a radio station was the subject of a lengthy forum at the Hyatt Hotel. Radio Promotions Association, and the Broadcast Promotion Assn. and operations manager of WPIX-FM/New York, directed the 100- attendant's through identifying a station's problem, then correcting it through in- house alterations before investing in on- air promotion.

Although the 2000 attendance by conven- tiongoers, the Urban Contemporary clinic sparked debate over proper Arbitron methodology. There was more black lives outside a city, it was noted, and one participant stated, "How can we get numbers from black listeners not in a high black density area? What about total metro?" Panelists Donnie Simpson of WSBT-Washington, D.C. and Barry Mayo of WRBPPortland, Ore., lashed out in frustration over the inability of the formula now increasingly mass appeal in urban and black markets.
### MOST ADDED

<table>
<thead>
<tr>
<th>Position</th>
<th>Title</th>
<th>Artist</th>
<th>Company</th>
<th>Mediums</th>
<th>Preferred Tracks</th>
<th>Sales</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>THE FIX • REACH THE BEACH • MCA</td>
<td>ADDS: None. HOTS: KMET, WMMS, WYFE, WBLM, WPLR. MEDIUMS: WYFE, WBLM, WPLR. PREFERRED TRACKS: The Fix, Reach, Break Me Down. SALES: Good in all regions.</td>
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<td>2</td>
<td>HEART • PASSIONWORKS • EPIC</td>
<td>ADDS: None. HOTS: WLYN, WBLM, WYFE, WMMS, WYFE, WYSP. MEDIUMS: WLYN, WBLM, WPLR. PREFERRED TRACKS: Open. SALES: Good in all regions.</td>
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<td>3</td>
<td>BILLY JOEL • AN INNOCENT MAN • COLUMBIA</td>
<td>ADDS: None. HOTS: WMMS, WYFE, WYSP, WBLM, WYSP. MEDIUMS: WLYN, WBLM, WPLR. PREFERRED TRACKS: Rocker, Title. SALES: Fair in all regions.</td>
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<td>ELVIS COSTELLO &amp; THE ATTRACTIONS • PUNCH THE CLOCK • COLUMBIA</td>
<td>ADDS: None. HOTS: WLYN, WBLM, WYSP, WYSP. MEDIUMS: WLYN, WBLM, WPLR. PREFERRED TRACKS: Bock. SALES: Good in all regions.</td>
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<td>5</td>
<td>DFX • EMOTION • MCA</td>
<td>ADDS: None. HOTS: WMMS, WLYN, WYFE, WBLM, WYSP. MEDIUMS: WLYN, WBLM, WPLR. PREFERRED TRACKS: Open. SALES: Fair in Midwest.</td>
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<td>6</td>
<td>STEVIE NICKS • THE WILD HEART • MODERN</td>
<td>ADDS: None. HOTS: WMMS, WLYN, WYSP. MEDIUMS: WLYN, WBLM, WPLR. PREFERRED TRACKS: Open. SALES: Moderate in all regions.</td>
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### MOST ACTIVE

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<tr>
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<th>Company</th>
<th>Mediums</th>
<th>Preferred Tracks</th>
<th>Sales</th>
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<tr>
<td>1</td>
<td>THE POLICE • SYNCHRONICITY • A&amp;M</td>
<td>ADDS: None. HOTS: WMMS, WLYN, WYFE, WBLM, WYSP. MEDIUMS: WLYN, WBLM, WPLR. PREFERRED TRACKS: King, Breath, Wrapped. SALES: Good in all regions.</td>
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<td>2</td>
<td>QUIET RIOT • METAL HEALTH • PASPA</td>
<td>ADDS: None. HOTS: WMMS, WLYN, WYFE, WBLM, WYSP. MEDIUMS: WLYN, WBLM, WPLR. PREFERRED TRACKS: None. SALES: Good in all regions.</td>
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<td>3</td>
<td>DANNY SPANO • PASSION IN THE DARK • EPIC</td>
<td>ADDS: None. HOTS: WMMS, WLYN, WYFE, WBLM, WYSP. MEDIUMS: WLYN, WBLM, WPLR. PREFERRED TRACKS: Cherie. SALES: Fair in all regions.</td>
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<td>4</td>
<td>MICHAEL STANLEY BAND • YOU CAN'T FIGHT FASHION • COLUMBIA</td>
<td>ADDS: None. HOTS: WMMS, WLYN, WYFE, WBLM, WYSP. MEDIUMS: WLYN, WBLM, WPLR. PREFERRED TRACKS: Town. SALES: Just shipped.</td>
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<td>5</td>
<td>TALKING HEADS • SPEAKING IN TONGUES • SIRE</td>
<td>ADDS: None. HOTS: WMMS, WLYN, WYFE, WBLM, WYSP. MEDIUMS: WLYN, WBLM, WPLR. PREFERRED TRACKS: Burning. SALES: Good in all regions.</td>
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<td>6</td>
<td>STEVIE RAY VAUGHAN • TEXAS FLOOD • EPIC</td>
<td>ADDS: None. HOTS: WMMS, WLYN, WYFE, WBLM, WYSP. MEDIUMS: WLYN, WBLM, WPLR. PREFERRED TRACKS: Struck, Pride. SALES: Moderate in all regions.</td>
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<tr>
<td>7</td>
<td>STEVIE NICKS • THE WILD HEART • MODERN</td>
<td>ADDS: None. HOTS: WMMS, WLYN, WYFE, WBLM, WYSP. MEDIUMS: WLYN, WBLM, WPLR. PREFERRED TRACKS: Open. SALES: Moderate in all regions.</td>
<td></td>
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<td>8</td>
<td>ZEBRA • ATLANTIC</td>
<td>ADDS: None. HOTS: WMMS, WLYN, WYFE, WBLM, WYSP. MEDIUMS: WLYN, WBLM, WPLR. PREFERRED TRACKS: None. SALES: Moderate in all regions.</td>
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Retailers Welcome In School Year With Promotions

As hot chili eating and Apple eggroll competitions of local organizations advertise us in the Battlefield.

Other "Back-to-School" promotions at Sizemore's involve the listing of GTE telephones at $12 apiece, which students have been "saving up" to purchase. The regular $19 per month rental charge from the retailer is nonexistent, except in the music store's case, which is running a "Back to School" promotion of its own.

The promotions were also "Back to School" signs in the print and radio form, along with the promotion of a voice-classical cassette. In addition, apple signs are being given out to students. A "Back to School" promotion of VHS titles was also available to students.

The second day of school was marked by the opening of the store's new location, which is located on Barfield Street, next to the old store.

RCA Ends Caytronics Involvement With HS Latin Product In U.S.

NEW YORK — Due to the swiftly expanding domestic Latin market, RCA Records has begun manufacturing and distributing its Latin product in the U.S., thus ending its licensing agreement with Caytronics Corp. Caytronics, which had distributed RCA Latin product in the U.S. since 1973, will remain responsible for all RCA Latin inventory that it manufactured before this change and will also sell off its existing inventory.

Jose Menendez division executive vice president of operations at RCA Records, and Joe Gaye, president of Caytronics, announced the end of their licensing agreement last week. "RCA has been very satisfied with its relationship with Caytronics and we are very happy that we have been able to work together for the rapid development of the U.S. Latin market," Gaye said. "We are looking forward to working with RCA on future projects, and we believe that this relationship will be mutually beneficial for both companies."
Country Acts Concerned Over Hall's Merch Percentage

since we buy the merchandise, truck it around the country, pay people to inventory it, and so on."

 Asked what justification the buildings give for charging a percentage of gross merchandise sales, Watkins stated, "They usually come up with bond issues, high operating expense, initial investment to build and things like that. They say they have high overhead and have to look for ways to recover. That's really not the case. They have never been able to give a legitimate reason, as far as I'm concerned, on why they should get a certain percentage. I think it's a 'you've got to do it' thing. That's how it begins. The reason I say that is that when an artist goes into a facility to perform, the facility sells their concessions, popcorn, coke, tazo, what-have-you, and the act shares zero in that. If the act wasn't there, the facility would never generate a nickel from those sources.

Taylor believes the reasons for the per- centage take by halls and coliseums is based solely on financial gain. "I think its getting unreasonable," he said. "I think they found out just how much money there is in it, and I guess they want to get in on it."

The manager for Alabama doesn't think the percentage is the building management, though. "The fee Morrell credits the rise of 'third party merchandisers' as creating the high percentages. "I've never had to walk on a building without a third party," he said. "The problem is those buildings and acts are letting a third party come in to them and tell them what they need to do to get to percentages and to bleed us for all we can when we've already rented the facili- ties or made our deal for it, then it's just another way for them to get more money. It's not right. Whether I deal with the building or fair manager, I can always do business. It's the third party involve- ment where I can't do business. They come to me and say, 'We have contracts with professional salesmen, but they don't know a thing about Alabama's merchandise. We just take a rack of.'"

Problem Growing

Adaman as he is about the subject, Morrell said the problem is only beginning to grow at fair venues. College halls also appear to attract no criticism. Harold Smith of Middle Tennessee State University's Murphy Center commented, "I don't think for one minute that any group that has been into our hall has complained about the per- centage of take, concession-wise, here. We don't have a standard percentage. It's usually a flat rate negotiated with each act that does based on expected attendance."

Acts that play primarily club dates also do not suffer from any percentage problems, Greil, Bobby Bare's manager, stated. "The more sophisticated the club, if it's part of a chain or a chain of lots of modern stuff, the more likely they are to get a com- mission on (concessions). The older the club, the less likely they are to care. It's a shame. We've never made that selling stuff, and I don't expect it now." But whether club or large hall, Bare's road manager "sets prices that depend on percentage. If it's over 25%, he doesn't unpack it."

Greil explained, "I have never objected to paying a hall 15% commission on merchandising sales. It's a concrete structure with an air conditioning or heating bill and a staff, and it deserves to share in the merchandising exploitation. I don't think the ones that ask 35% or 40% are asking too much. The only result is that the people working in a small job in a store or a convenience store, as a consumer is getting hurt, then everybody needs to look at the system and change it."

Many acts are open to paying a certain percentage without feeling they've been gouged, usually setting a certain percentage (most often 15% or 25%) as the upper limit they will accept. Said Watkins, "The percentage we have the least amount of trouble accepting is paying the people who sell the merchandise. They are the people who do all the work. I really can't justify any other amount."

Delta Records Opens Nashville Branch Office

NASHVILLE—Nacogdoches, Texas-based Delta Records will open a branch in Nashville this fall. They have sever- ed primarily as a sales office with David Stalls, company founder and president, and two staffers. Besides handling Delta products, the Nashville office will offer budget product from the company's new Merit Records division, which will contain albums by Willie Nelson, David Houston, Fats Domino, Bob Wills, Jimmy C. Newman, Frenchie Burke, Johnny Bush, Hank Williams, Jr, Drifting Cowboys, The Original Texas Playboy, and humorists Justin Wilson, "Brother" Dave Gardner, Bob Murphy and Charlie Douglas. The Merit/Delta catalog will also contain several instrumen- tal albums. List prices for the budget line are to be $3.98 and $4.98.

The Merit division will also do custom recording, promotion and distribution. Delta also has plans to open two publishing companies under its administration. Stalling stated the establishment of a Nashville branch office "will give Delta Records the credence to the label name in its efforts to sell product to distributors throughout the country. The new office will be at 20 Music Square West on Nashville's Music Row. The phone number will be (615) 242-0951.

The Nitty Gritty Country in Colorado — Members of the Nitty Gritty Dirt Band were on hand to receive Colorado Gov. Richard D. Lamm's proclamation citing the contribution of country music to the state and its citizens at the Colorado State Fair. Pictured at the ceremony are (l-r): Jimmie Fadden, Jimmy Ibbotson, Jeff Hanna, Bob Carpenter and John McEuen of the band; and Colorado State Fair director Dan Lee.

FEELINGS HIGH FOR EXPO '83 — Over 100 Nashville journalists, entertainers and businessfolk gathered at the home of Oak Ridge Boy Bill Lee Golden for the announc- ement of talent for Entertainment Expo '83. Pictured at the evening's facade event are (l-r): Joe Bonsall of the Oaks; Frances Preston, Broadcast Music, Inc. (BMI) and Expo-at-large committee; Tony Brown, RCA Records; Karen Conrad, Blendingwell/Sater co-chairman; Sherry Paige, Expo co-chairman; Darrell Smith, American Management Corp. and chairman; Expo programs; Golden, honorary co- chairmen, Expo '83.

NMA Announces Talent Line-Up For Expo '83

NASHVILLE—An all-star and wide- ranging lineup of talent to perform at Entertain- ment Expo '83 was announced by the Nashville Music Assn. (NMA) at a press conference and reception held at Golden Era Plantation. The second annual Expo, co-sponsored by the NMA and Nashville's morning newspaper, The Tennessean, will run Nov. 18-20 at Nashville's Municipal Auditorium.

Robert Frye, chairman of the Entertain- ment Committee, in the announcement of performers, emphasized a more formatted schedule of entertainment for the three- day event, whose purpose is to spotlight the entertainment industry. "The night will be preceded by a cocktail party to be attended by business, community and industry leaders, hence the entertainment emphasis will be on adult contemporary/pop artists. Saturday afternoon's schedule will be country- flavored, and rock music will be featured Saturday night. Sunday will be more eclectic in scope with music ranging from gospel to classical and other entertainment from dance and comedy troupes."

Acts making their second Expo ap- pearances will be the Oak Ridge Boys, Charlie Daniels, John Hartford, Bobby Bare, Hank Williams, Jr., Merle Al- ders, New Grass Revival, Carl Perkins, who everybody is rtanding ovation for his performance last year."

Dean Martin, Jimmy Buffett with Timothy Schmidt and Josh Leo, Tracy Nelson, Pam Tillis, Ed Bruce, J.D. Souther, Michael Johnson, Dobie Gray and Jason and the Nashville Scorcher's will be appearing at their first Expo.

At Expo '83, more than 50 acts performed throughout the weekend. According to Frye, there will be fewer acts this year to allow more each time on stage. The enter- tainment committee is still securing commit- ments from national talents at this time, and will concentrate on scheduling local acts in October.

Honorary co-chairmen of Expo '83 are Daniels and William Lee Golden of the Oak Ridge Boys.

Martyn Smith Dies

NASHVILLE—Although no specific reasons have been unearthed, it is believed Martyn Smith, general manager of Castle studio recording studio just outside of Nashville on Old Hillsboro Road, took his own life Aug. 8. Smith, who owned the studio that doubles as a view home, the former manager of the Burrito Brothers (John Beland and Gib Bilble), was found by local police after they were contacted by his secretary, Judy Douglas.

U.K.-Based B-WI Eyes Possibility Of Nashville Office

NASHVILLE—The London-based music industry services company, Byworth-Wootton International (B-WI), in hopes of opening a Nashville office by the first of 1984, sent one of its founders, Tony Byworth, to Nashville to talk with industry executives during July and August.

Since its formation in October 1982 by Byworth and Richard Wootton, the firm has worked successful campaigns in Britain on behalf of David Allan Coe, Johnny Lee and Gilley's Club. On a promotional level, B-WI has handled the launch of the British coun- try label, Range Records, and Tom T. Hall's "World Class Country," and secured a British release for the Julie Andrews/Johnny Cash single, "Love Me Tender." Current and forthcoming projects include public relations work for the Oak Ridge Boys, Lee Greenwood, B.J. Thomas and Steve Earle.

Byworth said country music is still being promoted as "specialist" music in Britain and that there has been no consistent campaign to present country as a contem- porary music with wide commercial appeal. With his view that a Nashville office would be a natural extension of the London operation and the development of the country music market in Britain, Byworth explained, "At present, the country music scene in Britain has reached a state of stagnation for a number of reasons, including a lack of record releases and little industry enthusiasm to develop new acts. The main thrust for market development has got to come from Nashville as, after all, this is where it all begins. It needs Nashville to encourage, and participate in, the growth of the music in international markets."

B-WI has recently concluded a survey of British country music media, determining its needs and requirements. Results of the survey are now being collated. The company believes such close working relationships have strengthened B-WI's ties with Britain's country media.
**COUNTRY RADIO**

**THE COUNTRY MIKE**

MUTUAL MAKES HISTORY — Mutual Broadcasting System will air the 25th annual Country Music Assn. (CMA) Award Show via live satellite stereo simulcast direct from the Grand Ole Opry on Oct. 10 (carried live by CBS-TV at 9:00 p.m. EST). It will be the first live, stereo satellite transmission of the country music awards program in its 25-year history. A direct satellite uplink from Nashville has been arranged for the transmission. A site survey team will visit the Grand Ole Opry and Opryland in September to finalize technical arrangements. This simulcast will also be made available to radio stations receiving munusual transmission. Mutual is also producing a 30-minute pre-Awards program, entitled CMA Awards Preview, that will highlight the music of the CMA nominees. Lee Arnold, WHN air personality and host of the Lee Arnold On A Country Road, will host the preview program, as well as Party With The Stars, a live 60-minute broadcast direct from the Opryland Hotel at 9:30 p.m. EST. This special edition will include exclusive interviews with various country music artists, in addition to the music being honored by the event.

**STATION PROFILE — WKLW/Wilmington, N.C.**

WKLW, a 5,000 watt AM daytime station with an area coverage of approximately 110 miles in diameter, has been on the air since 1957. It was not until May of this year that they went country. The format is considered transitional and contemporary country, largely relying on listener response for programming.

**J. W. THOMPSON (USA Country 100)**

We've Got A Good Thing Going (2:31) (Tree Publ. Co., Inc./Tree Group — BMI — Cross Keys Publ./Tree Group — ASCAP) (J. W. Thompson) (Conway Twitty)

**CONWAY TWITTY**


**CRYSTAL GAYLE**

Keepin' Power (3:05) (Roger Cook Music-Chriswood Music — BMI) (R. Cook, B. Wood) (M. Smith)

**BOB MONEY & PEOPLES CHOICE** (Universal Artists UAR-1024)


**NEW AND DEVELOPING**

**DON'T WHAT I FEEL** — Leon Everette — RCA MHL-1-8513 — Producers: Ronnie Dean and Leon Everette — List: 68 — Bar Coded

Everette manages to show a great deal of variety even in the limited musical space of a six-song mini-LP. The current chart climber, "The Lady, She's Right," is here, along with an excellent rendition of the Waylon Jennings/Dan Bowman oldie, "Anita, You're Dreaming." "Don't What I Feel" is a dreamy semi-Space single, while "No Man's Land" protests a woman's degraded, rough hewn sound. "In A Letter Of Good-Bye" is a tear-jerker with a full fledge arranged treatment. Everette's tremulous hold on his voice lends sentiment to his choice.
## COUNTRY

### TOP 75 ALBUMS

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<tr>
<th>#</th>
<th>Album</th>
<th>Artist/Label</th>
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<tr>
<td>1</td>
<td>THE CLOSER YOU GET</td>
<td>ALABAMA (RCA APL 1-4682)</td>
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<tr>
<td>2</td>
<td>PANCHO &amp; LEFTY</td>
<td>MERLE HAGGARD/WILLIE NELSON (Columbia FC 38562)</td>
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<td>3</td>
<td>KEYED UP</td>
<td>RONNIE MILSAP (RCA APL 1-4807)</td>
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<td>4</td>
<td>AMERICAN MADE</td>
<td>OAK RIDGE BOYS (MCA-1390)</td>
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<td>5</td>
<td>SOMETHING GONNA LOVE YOU</td>
<td>LEE GREENWOOD (MCA 5408)</td>
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<td>6</td>
<td>BURL B. SATIN</td>
<td>DOLLY PARTON (RCA APL 1-4691)</td>
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<td>7</td>
<td>SNAPPY FC</td>
<td>SYLVIA (RCA APL 1-4682)</td>
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<td>8</td>
<td>TAKE IT TO THE LIMIT</td>
<td>WILLIE NELSON WITH WAYLON JENNINGS (Columbia FC 38662)</td>
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<td>9</td>
<td>WEST BY WEST</td>
<td>SHELLY WEST (Warner/Viva 9 29775-1)</td>
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<td>10</td>
<td>T.G. SHEPPARD'S</td>
<td>THE STALLER BROTHERS (Mercury/PolyGram 422 812-184 1M1)</td>
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<td>SHINE ON</td>
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<td>TODAY</td>
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<td>13</td>
<td>DON'T MAKE IT EASY FOR ME</td>
<td>EARL THOMAS CONLEY (RCA APL 1-4713)</td>
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<td>14</td>
<td>IT'S ONLY ROCK &amp; ROLL</td>
<td>WAYLON JENNINGS (RCA APL 1-4857)</td>
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<td>15</td>
<td>HEY BARTENDER</td>
<td>JOHNNY LEE (Full Moon/Warner Bros. 9 23809-1)</td>
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<td>16</td>
<td>STRONG STUFF</td>
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<td>HANK WILLIAMS, JR.'S</td>
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<td>18</td>
<td>CASTLES IN THE SAND</td>
<td>DAVID ALLAN COE (RCA APL 1-4685)</td>
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<td>DREAM BABY</td>
<td>LACY J. DALTON (Columbia FC 38604)</td>
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<td>WILD &amp; BLUE</td>
<td>JOHN ANDERSON (Warner Bros. 9 23721-1)</td>
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<td>TOUCH ME THAN LEATHER</td>
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<td>HIGHWAY&amp; HEARTACHES</td>
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<td>IF YOU'RE GONNA DO ME WRONG</td>
<td>VERN MILLER (Columbia FC 38615)</td>
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<td>NEW LOOKS</td>
<td>B.J. THOMAS (Columbia FC 38561)</td>
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<td>25</td>
<td>DON WILLIAMS</td>
<td>MCA-5407)</td>
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<td>26</td>
<td>DAVID PRIZZELL</td>
<td>Viva 9 23808-1</td>
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<td>LOST IN THE FEELING</td>
<td>CONWAY TWITTY (Warner Bros. 9 23689-1)</td>
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<td>IT AIN'T EASY</td>
<td>JANE PRICKE (Columbia FC 38214)</td>
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<td>WE'VE GOT TONIGHT</td>
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<td>MOUNTAIN MUSIC</td>
<td>ALABAMA (RCA APL 1-4429)</td>
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<td>OLD FAMILIAR FEELING</td>
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<td>JOHN CONLEE</td>
<td>MCA-5405)</td>
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<td>BARBARA MANDRELL</td>
<td>MCA-5377)</td>
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<td>A DECADE OF HITS</td>
<td>THE CHARLIE DANIELS BAND (Epic FE 38795)</td>
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<td>SOME MEMORIES JUST</td>
<td>WARNER BROS. 9 23872</td>
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<td>THE BELLAMY BROTHERS</td>
<td>JOHN CONLEE (MCA-5405)</td>
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<td>SOMETHING I GET LUCKY</td>
<td>GENE WATSON (MCA-5384)</td>
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<td>KENNY ROGERS</td>
<td>KENNY ROGERS (Liberty LOO 1079)</td>
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<td>39</td>
<td>FEELS SO RIGHT</td>
<td>ALABAMA (RCA APL 1-4693)</td>
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<td>ALWAYS ON MY MIND</td>
<td>WILLIE NELSON (Columbia FC 38651)</td>
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<td>41</td>
<td>LET'S GO</td>
<td>NITTY GRITY ORN BAND (Liberty LT-51146)</td>
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<td>42</td>
<td>JUST SYLVIA</td>
<td>SYLVIA (RCA APL 1-4312)</td>
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<td>43</td>
<td>TRUE LOVE</td>
<td>CRYSTAL GAYLE (Electra 62000-1)</td>
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<td>READY REED</td>
<td>MARK WELLS (Epic FE 38408)</td>
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<td>45</td>
<td>RADIO ROMANCE</td>
<td>BARBARA MANDRELL (Epic FE 38408)</td>
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<td>46</td>
<td>HEART TO HEART</td>
<td>WARMER BROS. 9 23809-1</td>
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<td>47</td>
<td>INSIDE AND OUT</td>
<td>WARMER BROS. 9 23809-1</td>
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<td>48</td>
<td>BETTER DAYS</td>
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<td>WANTED</td>
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<td>MY HOME'S IN ALABAMA</td>
<td>ALABAMA (RCA APL 1-46443)</td>
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<td>52</td>
<td>DREAM MAKER</td>
<td>CONWAY TWITTY (Epic 60182-1)</td>
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<td>53</td>
<td>DELIA BELL</td>
<td>(Warner Bros. 9 23809-1)</td>
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<td>MERLE HAGGARD'S</td>
<td>CONWAY TWITTY (Epic FE 38408)</td>
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<td>55</td>
<td>GREATEST HITS</td>
<td>BARBARA MANDRELL (MCA-5405)</td>
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<td>56</td>
<td>STRAIGHT FROM THE HEART</td>
<td>GEORGE STRAIGHT (MCA-3320)</td>
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<td>MICHAEL MARTIN</td>
<td>JOHN YOUNG (Liberty LT-31126)</td>
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<td>CLASSIC CONWAY</td>
<td>CONWAY TWITTY (MCA-5424)</td>
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<td>FOOL FOR YOUR LOVE</td>
<td>RAY CILLY (Epic FE 38408)</td>
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<td>COME BACK TO ME</td>
<td>MARY ROBBINSON (Columbia FC 38795)</td>
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<td>COUNTRY CLASSICS</td>
<td>CHAREY PROE (RCA APL 1-4662)</td>
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<td>62</td>
<td>GOING WHERE THE LONELY GONE</td>
<td>MERLE HAGGARD (Epic FE 38029)</td>
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<td>63</td>
<td>COUNTRY CLASSICS</td>
<td>CHAREY PROE (RCA APL 1-4662)</td>
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<td>MARY ROBBINSON'S</td>
<td>(Columbia FC 38205)</td>
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<td>65</td>
<td>AFTER ALL THIS TIME</td>
<td>MCA-5426)</td>
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<td>66</td>
<td>TOM JONES COUNTRY</td>
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<td>67</td>
<td>MARTY ROBBINSON'S</td>
<td>MCA-5426)</td>
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<td>68</td>
<td>JUST SYLVIA</td>
<td>SYLVIA (RCA APL 1-4312)</td>
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<td>69</td>
<td>WILLIAMS</td>
<td>SYLVIA (RCA APL 1-4312)</td>
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<td>70</td>
<td>JJ &amp; THE BELLAMIES</td>
<td>SYLVIA (RCA APL 1-4312)</td>
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<td>71</td>
<td>SOMEONE I GET LUCKY</td>
<td>GENE WATSON (MCA-5384)</td>
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<td>72</td>
<td>TRUE LOVE</td>
<td>CRYSTAL GAYLE (Electra 62000-1)</td>
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<td>73</td>
<td>READY REED</td>
<td>MARK WELLS (Epic FE 38408)</td>
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<td>74</td>
<td>RADIO ROMANCE</td>
<td>BARBARA MANDRELL (Epic FE 38408)</td>
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<td>75</td>
<td>HEART TO HEART</td>
<td>WARMER BROS. 9 23809-1</td>
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**Produced by:** Billy “Crash” Craddock & Joel Diamond

_Cecil Cee Records_
**GOSSIP**

**TOP 15 ALBUMS**

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<th>No.</th>
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<th>Title</th>
<th>Label</th>
<th>Chart Position</th>
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<tr>
<td>1</td>
<td>JESUS I LOVE CALLING</td>
<td>YOUR NAME</td>
<td>SHIRLEY CAESAR</td>
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<td>2</td>
<td>ROUGH SIDE OF THE MOUNTAIN</td>
<td>THE HORSE AND REV JANCIE BROWN</td>
<td>ATLANTIC INTERNATIONAL</td>
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<td>3</td>
<td>PEACE BE STILL</td>
<td>JANIS BELLE ARMSTRONG</td>
<td>CHEVRON</td>
<td>32</td>
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<tr>
<td>4</td>
<td>THE JOY OF THE LORD IS MY STRENGTH</td>
<td>DISGUISE MILLER AND THE TRUE HOLY CHOIR</td>
<td>CNU</td>
<td>8</td>
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<tr>
<td>5</td>
<td>LORD, YOU KEEP ON PROVING YOURSELF TO ME</td>
<td>FLORIDA MASS CHORUS</td>
<td>(Savoy 5178)</td>
<td>8</td>
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<tr>
<td>6</td>
<td>LED ME</td>
<td>FLICKER JACKSON SOUTH JERSEY</td>
<td>(Malaco 4334)</td>
<td>28</td>
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<td>7</td>
<td>FELL THE SPIRIT</td>
<td>THE WILLIAM BROTHERS</td>
<td>(AV 0478)</td>
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<td>8</td>
<td>HEAR MY VOICE</td>
<td>RANCE ALLEN GROUP</td>
<td>(Myth 8673)</td>
<td>11</td>
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<tr>
<td>9</td>
<td>WHEN IT RAINS IT POURS</td>
<td>P.C. BARNES AND SISTER JANCIE BROWN</td>
<td>(Atlantic International)</td>
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<tr>
<td>10</td>
<td>JAMES CLEVELAND AND THE CLEVELAND SINGERS</td>
<td>JAMES CLEVELAND</td>
<td>(Savoy 7310)</td>
<td>12</td>
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<td>11</td>
<td>FEEL LIKE GOIN' ON</td>
<td>HESS BELYEVE</td>
<td>(Hope Song HS-2001)</td>
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<td>I'LL RISE AGAIN</td>
<td>JAMES GREEN</td>
<td>(Myth 6674)</td>
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<td>13</td>
<td>SACRAMENTO COMMUNITY CHOIR LIVE</td>
<td>RANSON</td>
<td>(Ransom P-386)</td>
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<td>14</td>
<td>PRECIOUS LORD</td>
<td>AL GREEN</td>
<td>(Myth 6670)</td>
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**Promotion Of CT Technology Waged Despite EIA, RIAA Rift**

(continued from page 6)

CBS, RCA, Telarc, Denon Records and the WCI records group. Hardware manufacturers include Denon America, Atlantic International, Technics, Sony, Sansui, Pioneer, Mitsubishi, Marantz, JVC and Hitachi, new CDG members joining the fold since June include JVC, Technics and NEC Electronic Home, A&M Records, GRP Records, Windham Hill and Rhino Records.

He said that more than 1,500 press representatives from around the world covered each of the events, the most recent taking place in Chicago last June (Cash Box, June 18) and the satellite launch he identified he appeared on NBC-TV's Today show with Jane Pauley and Bryant Gumble to discuss the CDG and "to demonstrate the player and disc sound."

Wayman said that in the last year, more than 4,800 media outlets, including major TV networks, newspapers and magazines have been serviced with generic stories on the CD in efforts to perk the interest of story and assignment editors across the U.S.

A bi-monthly newsletter from the CDG and goes to a mailing list of 300 editors and Wayman said that the group plans to develop semi-annual updates on new equipment and titles available.

The cornerstone for the CDG's outreach program centers around an article, which was unveiled at the Summer CES trade show. According to Debbie Elser, co-ordinator of CDG with Steve Maxwell, vice president and executive director for the RIAA, a press conference at the CES was held by the then newly formed CDG presenting the catalog, which contained information on what stores the existing 250 CD titles from U.S. manufacturers could be found on as well as hardware which could be located.

Elser said that the second edition of the bi-annual catalog is due out by the end of the year and will contain twice as many title listings and an expanded list of dealers selling software and hardware.

Other steps being taken by CDG include the development of market research. The group recently surveyed 75 radio stations around the U.S. that program music from compact discs. Elser noted that more than 50% of the stations reported favorable reaction from consumers.

"The survey data was compiled and used in a Rock Shop report which was released at the recent NAB (National Assn. of Broadcasters) convention in San Francisco," she added. "For the second quarter of 1986, the CDG is going to be expanded and the go ahead is to be given to the professional audio engineers who work at the Rock Shop."

The CDG is also planning to have an exhibit at the Electronics Fun Expo, formerly known as the National Home Entertainment Show, which will take place Nov. 3-6 at the New York Coliseum. The display would include rack displays and the CDG is encouraging disc manufacturers to have artists appear during the Expo and autograph compact discs which they will sell to show goers at the event. The Expo is expected to attract dealers from throughout the East. The Expo is being put on under the guidance of the executive vice president Richard Ekstrak, publisher of Video Review.

Elser additionally said that the CDG will ask for more space at the Winter CES exhibition for the first time in 1979. The event will be held on Jan. 7-10, 1986.

"And despite the fact that cooperation between the RIAA and EIA trade groups, their constituents are forging ahead with various cross-promotions, such as the Sony-CBS, June 18 satellite broadcast (similar to the Sony-PolyGram venture also imminent) that's in software and players and a pending promotion involving player maker Technics and a major record manufacturer which will be announced later in the fall."

**GOLDEN VIOLIN** — EMI America/Liberty recording artist Christy Lane was recently presented with a special hand-made Gold String Violin award in recognition of her platinum "One Day at a Time" gospel LP. The LP, which is approaching two million units in sales, is the best-selling gospel LP of all time. Pictured are (l-r): Lee Stoller, president, L.S. Records; Lane; and Lynn Shultz, vice president, Nashville, EMI America.
<table>
<thead>
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<th>Title</th>
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<td>1</td>
<td>Michael Jackson</td>
<td>Thriller</td>
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<td>2</td>
<td>Madonna</td>
<td>Like a Virgin</td>
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<tr>
<td>3</td>
<td>Wham!</td>
<td>Last Christmas</td>
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<td>4</td>
<td>Bruce Springsteen</td>
<td>Born in the USA</td>
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<td>5</td>
<td>Dire Straits</td>
<td>Money for Nothing</td>
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<tr>
<td>6</td>
<td>Queen</td>
<td>Bohemian Rhapsody</td>
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<td>7</td>
<td>Culture Club</td>
<td>Do That Thing</td>
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<td>8</td>
<td>David Bowie</td>
<td>Ashes to Ashes</td>
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<td>9</td>
<td>The Police</td>
<td>Message in a Bottle</td>
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<td>10</td>
<td>AC/DC</td>
<td>Highway to Hell</td>
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**ALPHABETIZED TOP 100 S/C (INCLUDING PUBLISHERS AND LICENSEES)**

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<td>Phil Collins</td>
<td>Against All Odds</td>
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<td>12</td>
<td>Pat Benatar</td>
<td>Love Is a Battlefield</td>
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<td>13</td>
<td>Duran Duran</td>
<td>Rio</td>
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<td>The Romantics</td>
<td>Sugar On Top</td>
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<td>The J. Geils Band</td>
<td>Centerfold</td>
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<td>Bruce Springsteen</td>
<td>Dancing in the Dark</td>
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<td>Billy Joel</td>
<td>Only the Good Die Young</td>
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<tr>
<td>18</td>
<td>David Bowie</td>
<td>Ashes to Ashes</td>
<td>18</td>
</tr>
<tr>
<td>19</td>
<td>Culture Club</td>
<td>Do That Thing</td>
<td>19</td>
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</table>

**DEEPER IN LOVE**

- Tavares (RCB 3-1361) 63 2
- Right Back at Ya (RCB 3-1361) 63 2

**WHAT'S SHE GOT**

- Run D.M.C. (Profil 7019) 33 15
- Just A Girl (Profil 7019) 33 15

**GARDEN PARTY**

- Herb Albert & the Four Bears (A&M 2545) 71 4
- Herb Albert & the Four Bears (A&M 2545) 71 4

**OUT IN THE NIGHT**

- Serge Williams (Brother 5-73958) 78 3
- Serge Williams (Brother 5-73958) 78 3

**KICK IT LIVE FROM 9 TO 5**

- Sheena Easton (CBS 9-36459) 77 3
- Sheena Easton (CBS 9-36459) 77 3

**LOVE IS THE KEY**

- Me And Your Mama Featuring Frankie Beverly (Capitol 5-5321) 51 21
- Me And Your Mama Featuring Frankie Beverly (Capitol 5-5321) 51 21

**SHAKE IT UP**

- SLAVE (Calloton/Atlantic 5-99938) 85 2
- SLAVE (Calloton/Atlantic 5-99938) 85 2

**TRUE**

- Spandau Ballet (Chrysalis/CBS V4 47270) 76 4
- Spandau Ballet (Chrysalis/CBS V4 47270) 76 4

**SMALL TOWN LOVE**

- Cheryl (Caniford/Tim 4-1019) 43 9
- Cheryl (Caniford/Tim 4-1019) 43 9

**YOU KNOW WHAT'S UP?**

- (Columbia/Tim 4-1019) 75 1
- (Columbia/Tim 4-1019) 75 1

**BROKEN DANCIN' — ELECTRIC BOOGIE**

- West Street Mob (Sugar Hill SH-460) 89 2
- West Street Mob (Sugar Hill SH-460) 89 2

**81 GET WET**

- C-Note (Next Pleasure STM 50015) 82 3
- C-Note (Next Pleasure STM 50015) 82 3

**SPIRE OF LIGHT**

- Manhattan Transfer (Atlantic 7-47396) 81 5
- Manhattan Transfer (Atlantic 7-47396) 81 5

**TURN THE MUSIC ON**

- Lakeside (Atlantic/Elektra 7-4695) 67 11
- Lakeside (Atlantic/Elektra 7-4695) 67 11

**84 FOR YOU**

- Live (BMI/Lindee/Billy Pilot/Bobbi 2562) 80 4
- Live (BMI/Lindee/Billy Pilot/Bobbi 2562) 80 4

**LET ME TELL YOU**

- T.L.D. (Marvin Gaye 50) 80 1
- T.L.D. (Marvin Gaye 50) 80 1

**STREET JUSTICE**

- The Raee (Profile 2074) 72 5
- The Raee (Profile 2074) 72 5

**WHAT IF SOMETHING IS WRONG WITH MY BODY**

- Johnny Gill (Cassiopeia/Atlantic 9-98940) 51 21
- Johnny Gill (Cassiopeia/Atlantic 9-98940) 51 21

**19 ELECTRIC AVENUE**

- Eddy Grant (Intertone CBS 37-03729) 92 24
- Eddy Grant (Intertone CBS 37-03729) 92 24

**TODAY I GIVE IN**

- Charlie Boff (Arts 2506) 80 10
- Charlie Boff (Arts 2506) 80 10

**JUST LIKE THE REST**

- Thea Marshall Houston (MCA 52329) 73 1
- Thea Marshall Houston (MCA 52329) 73 1

**THE KEY**

- Wuf Ticket (Prairie PRL 598) 96 2
- Wuf Ticket (Prairie PRL 598) 96 2

**BABY I WILL**

- Michael Love (Motown 1685) 95 9
- Michael Love (Motown 1685) 95 9

**KEEP ON LOVIN’ ME**

- Edwin Starr (Epic 2-59627) 88 18
- Edwin Starr (Epic 2-59627) 88 18

**GENTLE FIRE**

- Wilt Felder (ASCAP) 88 4
- Wilt Felder (ASCAP) 88 4

**KEEP GIVING ME LOVE**

- The Twan Train (Prairie PRL 8504) 90 9
- The Twan Train (Prairie PRL 8504) 90 9

**SAVE THE OVER-TIME FOR ME**

- Gladys Knight & The Pips (Cotillion 5-82787) 93 3
- Gladys Knight & The Pips (Cotillion 5-82787) 93 3

**WE ARE THE JONZON CREW**

- The Jonzon Crew (Tim 83-647) 94 10
- The Jonzon Crew (Tim 83-647) 94 10
NEWS & REVIEWS

Video Game Makers Forge Ahead Despite Market Flux

(continued from page 35)

The market is just too vibrant to declare it dead; it's really going to be prospering.

Enlin seems to feel that at least two factors which will keep the video game market a viable entity for some time to come: rapidly-advancing technology that brings additional realism to the market; and the drop in price of game systems in the months ahead. Advertisements may soon be able to give gamers realistic 3-D action, in addition to other features such as voice-recognition capabilities. Enlin explained, while manufacturer's rebates and store discounts might see hardware come down considerably in price by the end of the year, and while the price of a company's rebate, Atari VCS units are selling for approximately $56, and some industry sources have indicated the price could drop to below $50 by year's end due to a new association Atari has established with an exclusive distribution network.

Enlin's optimism regarding Atari comes in light of the game giant's announcement of losses totalling over $300 million and layoffs of 2,500 employees since the beginning of the year. In marked contrast, Hartford, Connecticut-based Coleco Industries, Inc. has announced an increase over 100% in the profits of its ColecoVision console and game cartridges topping $300 million for the first half of the year. And while Atari attributes its overwhelming success to:

"Companies that provide well translated arcade games and recognizable licensed titles and support those introductions with advertising are the companies that continue to be successful," said Barbara Wruk, director of corporate communications at Coleco. The company's most recent releases include the home game version of Universal USA's coin-op hit "Mr. Do!" as well as the hand-grip/platform Super Action Controllers (in preliminary shipments) and the Gemini console, a variant of Atari's VCS system. Coleco's ADAM, set to be introduced in late August, has had its release date postponed until the Federal Communications Commission approves certain specifications of the machine.

Although Coleco originally stated the ADAM would sell for around $600, retailers and distributors will not buy in droves that such a price point would be feasible to turn a profit (Cash Box, July 23). When the bundled family computer system box in the months ahead, it will more likely carry a price tag of at least $700, with a less expensive expansion module unit available for consumers who already own a ColecoVision video game machine.

"Normally, Coleco does not indicate approximate retail price, and never has Coleco indicated a suggested retail price," explained Wruk. "In the case of ADAM we broke with tradition and indicated possible retail pricing because it was important for the trade as well as the consumers to realize the price value relationship ... In some statements we have now indicated that ADAM could be $700 and also higher on the module form. That is our response to our observation as to what is happening with the retailers. Individual chain margins are quite different from competitors', individual outlets' margins are their own prerogative. So to satisfy some of their situations when they are indicating a higher price than we would have anticipated, we ourselves have now been indicating a higher price as what we expect the retail price to be.

Coleco Plans

Coleco has indicated approximately 500,000 of the computers will be delivered to stores by year's end, as well as a selection of programs ranging from Super Game Packs to educational software. A number of regular home video games for the ColecoVision console -- such as "Time Pilot," "Front Line" and "WarGames" -- have also been promised to appear in time for the Christmas season. In addition, several software companies plan to introduce product for ColecoVision, including Big Five's "Miner 2049er" adaptia, Imagic's original "WingWars" and Parker Bros. translation of the popular Miyarst/Gottlieb arcade entry, "Q-Bert."

While companies like Coleco are reporting excellent gains and have revolutionary new products waiting in the wings, however, many former giants of the industry are trying desperately to stay aloft. Mattel Electronics -- fighting high losses and a lack of credibility in the marketplace with just one hit title ("Burger Time") in Cash Box's Top 15 Video Games chart, outshined its senior management team during the summer months and is currently reporting to examine its future position in the marketplace.

Although none of the Mattel executives are giving interviews to the press, company spokesperson Charlene Mancini indicated the gamemaking facility is committed to its forthcoming product for the Atari VCS, IBM PC and ColecoVision, to its own Intellivision-compatible software.

A source associated with Mattel, who asked not to be identified, told Cash Box that the new management's mandate was, essentially, to "do anything they can to get rid of stock, and there's plenty of it out there" in stores and unloading inventory. "They'll do that between now and the first quarter of '84--in the next six months--and then they'll seriously re-evaluate where they're at. No one has yet definitly told me Mattel is getting out of electronics, but the attitude certainly is that they're coupled with the wall, and senior management's decision to clear out inventory and re-evaluate the situation leads me to believe something's up. Essentially they're not going to manufacture more hardware or software. They have all the software titles in the fall, because they're technically obligated to do so.

Besides hardware/software manufacturer's efforts at maintaining their marketshare, other companies such as Activision, Imagic, CBS Electronics, 20th Century Fox Games of the Century, and Telepos, have been trying over the course of 1983 in rallying against the consumer backlash towards home video games. Activision, out of the Top 15 games on the charts this week, is still releasing cartridges on a regular timetable, and supporting each cart release with some form of merchandising, "Decathlon" which just entered the charts last week, is the target of a special promotion which offers a low-priced Bruce Jenner denim__

A similar campaign, called "Space Shuttle" due out by Activision, has a comprehensive promotional support, although exact details are not available at this time.

Retailers Favorable

Activision has endeavored itself to retailers not only because of its relatively constant hit-quality product, but also due to its sophisticated retail programs. Said Frank Manno of Activision's sales department, "Some of the ideas that we have come up with, I am pleased with industry reaction to our whole stock balancing program. We are still balancing our programs, but we have our program balanced through September 1 and is designed for our customers to manage their inventory, resolve any backorders that they may have, to fill the order and clean out the pipeline for future product.

We will extend a 1% discount on all cartridges purchased by all Activision customers. The returns and exchange privileges will be applied to all customers and will give an exchange credit at the rate of 93% of the original net purchase price of the product returned. What you're looking at is a 7% return and restocking charge. Return credits will be applied only against future purchases of similar Activision product.

Another software-only firm, Imagic, is closing out half-a-dozen catalog titles and western regional merchandiser Danis Squier reports the company is seeing "phenomenal success" with titles like "Atlantis," "Firefighter," "Cosmic Ark" and "Riddle of the Sphinx." Imagic recently restructured its marketing and advertising program, and is spending much of its print ads in favor of television spots.

The company plans to give its biggest push this winter to the game "Moonseeker," which will be available in at least six different formats by year's end, including Atari VCS and $500, Intellivision, ColecoVision, Atari 400/800/1200, and Commodore Vic 20-compatible, with a Texas Instruments TI-program scheduled for January.

Multi-system games, new accessories and peripherals, visually-dynamic code translations and hardware innovations like ADAM's Super Game digital data packs are just a few of the advancements the horizon of the video game trade. Obviously, manufacturers are gearing up for the Christmas selling season, trying to rid themselves of ancient product in preparation of new, and finally showing some signs of restraint in announcing and introducing an overload of merchandise.

The next four months will be crucial ones for the industry, to be sure, and the fate of several major corporations could hang in the balance.

Alliegance Pacts LAX

LOS ANGELES — LAX Records, headed by industry veterans Steve Gold and Jerry Goldstein, recently entered worldwide distribution agreements with Allegiance Records, according to Valentinucaco, president of the company.

LAX product will be distributed in the U.S. through the Alliance Network of independent distributors and by the same to be announced web of foreign affiliates.

Product to be released are LPs by The Plugs, Lee Oskar, The New Riders and the Circle Jerks. The pact also calls for release of the War catalog and LPs by The Animals, Jimmy Witherspoon, Ronnie Laws, Eric Burdon and others.

SOLAR STYX — Members of Styx recently gathered in Niles, Mich., to participate in a demonstration of "Solar Genny One," the solar-powered-generator that was used in recording Styx's latest LP, "Kilroy Was Here." Pictured at the demo session are Styx guitarist Tommy Shaw (I) chatting with actress Pam Dawber.

THE RHYTHM SECTION

(continued from page 27)

famed for his bass, Russell's "Cubano-Bop," first performed by Dizzy Gillespie's "band at Carnegie Hall in 1947, is considered the quintessential Cuban/jazz big band tune ever done. The San Diego Cool Jazz Festival in addition to performances in Tempe, Ariz., Albuquerque, N.M., Houston, Texas and New York are currently planned for April.

HOT VINYL — The charts can be "Cold Blooded," and that song is #1 this week for Gordy/Motown's Rick James on the Cash Box Black Contemporary Singles chart. The tune, which is a nice return to James' act "Midnight Star," is moving off the jukebox at the spot on that chart. ... Mtume's Epic Records tune, "Would You Like To (Fool Around)," has been released as a single, #76 this week on the Cash Box/CBC singles chart and is headlining the smash hit single at #13 on the Cash Box/CBC adult contemporary chart with "Spice Of Life" on Atlantic Records. ... Tell Me Love" by rca artist Michael Wycott debuted this week at #65 single on the Cash Box/CBC singles chart.

Michael martinez
Argentina

BUENOS AIRES — Melograf Publishers, a CBS subsidiary, and International Mail Center, an independent mailorder company, have unveiled a new gold, the Golden Score, to the artists and composers who have ob-

1. The top item is a CD single released by CBS, arranged to party for a related promotion.

2. The second item is from a Spanish-language album sold by Sony Music Entertainment.

3. The third item is a book released by Warner Bros. Records.

4. The fourth item is a video game released by Electronic Arts.

5. The fifth item is a software package released by Microsoft.

6. The sixth item is a television show airing on NBC.

7. The seventh item is a movie released by Warner Bros. Pictures.

8. The eighth item is a comic book published by Marvel Comics.

9. The ninth item is a movie released by Warner Bros. Pictures.

10. The tenth item is a television show airing on ABC.

11. The eleventh item is a television show airing on CBS.

12. The twelfth item is a movie released by Warner Bros. Pictures.

13. The thirteenth item is a television show airing on NBC.

14. The fourteenth item is a television show airing on ABC.

15. The fifteenth item is a movie released by Warner Bros. Pictures.

16. The sixteenth item is a television show airing on CBS.

17. The seventeenth item is a movie released by Warner Bros. Pictures.

18. The eighteenth item is a television show airing on NBC.

19. The nineteenth item is a movie released by Warner Bros. Pictures.

20. The twentieth item is a television show airing on ABC.

21. The twenty-first item is a movie released by Warner Bros. Pictures.

22. The twenty-second item is a television show airing on CBS.

23. The twenty-third item is a movie released by Warner Bros. Pictures.

24. The twenty-fourth item is a television show airing on NBC.

25. The twenty-fifth item is a movie released by Warner Bros. Pictures.

26. The twenty-sixth item is a television show airing on ABC.

27. The twenty-seventh item is a movie released by Warner Bros. Pictures.

28. The twenty-eighth item is a television show airing on CBS.

29. The twenty-ninth item is a movie released by Warner Bros. Pictures.

30. The thirtieth item is a television show airing on NBC.

The above list is not exhaustive and only includes some of the most notable releases from CBS during this period. Further research may reveal additional items not mentioned here.
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Count every word including all words in first line, numbered items and punctuation. Minimum 6 lines accepted $10.00. CASH ON CHECK MUST ACCOMPANY ALL ORDERS FOR CLASSIFIED ADVERTISEMENTS. No cash or check is NOT ENCLOSED with your classified order. (Caution: All statements are the responsibility of the advertiser and we assume no responsibility for subsequent receipt of your check or cash. NOTICE — $200 Classified Advertisers (Outside USA add $7 to your pre- sent subscription price). You are entitled to exchange for complimentary issue of Classified section, each week for a period of one full year, 52 successive weeks. You are allowed to change your Classified each week if you so desire. All orders over 40 will be billed at the rate of 25¢ per line. The following rates apply only to the insertion of words in our classified section. our classified section. Classified Ad sent to Hollywood publication office, 2832 Sunset Blvd. Los Angeles, CA 90026 by Wednesday, 12 noon, of preceding week to appear in issue of the following Monday.**

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**CLASSIFIED ADS CLOSE WEDNESDAY**

**COIN MACHINES**

DYNAMO POOL TABLES $49 — $1,000 each 1 1/2 deposit and balance C.O.D. G.O.D. We carry 225 Cincinnati Cribs at good condition. Henry Adams Amusement Co. 114 South St. P.O. Box 3664, Temple, TX 76504.

WANT — Seeburgh LS2 and up for Sale — Bally Dial- rants new n-card bring $1,995, Bally Six Card Bingo bring $1,995, Bally Electro Ball Bingo, Blue Jewel, Blue Jewel Bingo, Black Jack and others for less. Call Mr. Mike at (512) 207-5785. We have used machines of all types like Hi Top Double Up Water Brand new $1,995 Golden Mini Pinball $1,795. Carls winn winter Classic 4 Player Horse Game $2,995. Bally Slot Machines used for less than $1,000. Call Jerry at 342-1433. 1300 North Broad Street, Hillsdale, New Jersey 07205 (212) 928-5700.

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**VID FIRMS STRESS SALES AT VSDA CONFAB IN S. FRANCISCO**

(continued from page 5) support their arguments, they could always point to the phenomenal number of pre- orders racked up by Paramount Home Video and other distributors to avoid releasing their new release, Flashdance. Paramount announced at the confab that pre-release orders for the September title had already reached 120,000, noticeably exceeding the previous pre-order record set by Paramount’s An Officer And A Gentleman. Not surprisingly, the bottom line on the pre-sale side was buying what the manufacturers had to sell, though, and there were gremlins that they were hoping would not rear their heads to place dealers while gaining what one distributor conceded was presently the upper hand in the congressional battle over first sale. Commerce Commissioner’s Jack Silverman, like VSDA president Frank Barnako, emphasized that a heightened effort was needed on the part of dealers to amass more support from home video consumers against the Fair Marketing Amendment, backed by Warner/Chappell.

The grumblings turned to shouts during a question and answer session following a debate between Electronic Industries Ass’n/Soundvision and home video executive vice president Jack Wayman, representing the Home Recording Rights Coalition (HRRC) and Fire! Fairplay! Fairpay! for the Motion Picture Ass’n of America (MPAA) increased advertising efforts beyond the trillion dollar campaign for their own labels. The grumblings of the manufacturers was the focus of Tuesday’s well-attended "star" panel. Each of the panelists announced their intent to make the 1985 market year a consumer battle for video product for sale, citing T.V Guide magazine and radio as advertising alter- native to the more limited circulation of video and cable specialties.

Mel Harris of Paramount Home Video, received wild applause when he closed the session and with the announcement that the studio would begin to achieve pre-sale goals via TV advertising. “For the first time,” he stated, “there will be ads that say, ‘the video, then buy it on videocassette’.”

The participant’s enthusiasm was sobered by the following session of distribution, where the participants then turned to the gathering to pursue efficient marketing to prepare for the expected industry growth. James Schwartz of Schwartz Bros., Lanham, Maryland, told the audience, “You’ve got to stay in touch with the people on the street, cultivate cooperation between the different market segments, and build loyalty for years to come.”

The establishment of $39.95 as an industry price point was reinforced by Disney’s return of MCA deleted titles as $39.95 items and Paramount’s continuing policy of selling recent theatrical six-cassette titles, including Flashdance, at that price.

Other confab highlights included the screening of "Canyon Moon," through Monday night, in San Francisco at the Vestrin Video luncheon.

VSDA’s second annual gathering concluded Tuesday evening with an awards ceremony. Among the year’s ceremony added a new category for X-rated titles, won this year by VFX for the film Taboo.

Other confabists, based on sales and rental performance, included Paramount’s An Officer And A Gentleman in the drama category (for "an old-fashioned, classic popcorn film" (Columbia) copped this year’s musical crown. Columbia also scored with 48 HRS., which copped the comedy award, while best children’s video was Columbia’s TMNT. The Secret of NIMH and best music performance award was won by the studio’s Compilat Beatles videos. The most nature-dedicated naturally, won the science fiction award.

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**CLASSIFIEDS**

**RECORDS-MUSIC**

FREE CATALOG: New York’s largest and most complete stock of 45’s, 78’s and boxes! G.R. RECORDS, 1 Colonial Pk., New York 11383.

NATIONAL RECORD DISTRIBUTION with promotion for independent labels or artists. Best prices. Call for details. 40 years in music business. General Cables, recorded and imported. New York Executive, 53 Check Square East, Suite 218, Nashville, TN 37203 385-9421.

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**COAST TO COAST**

**EAST COASTINGS**

continued from page 21

market development by the importers has made a lot of major label A&R people look smart, and the success of importers with specific bands and titles — which eventually wound up on consumer labels — is doubling the interest of the importers, aside from taking some of the excitement out of the music scene, will have a boomerang effect on the very people seeking to stifle their operations. One last bit of crystal ball gazing: based on the past role of independent labels as farm teams for acts and trends, will be prepared to see a slow of heavy metal signings by the majors a year or two from now... Attorney Stan Soecher will soon begin Entertainment Legal News, a bi-monthly publication for artists and attorneys. First issue will include articles on the rights of street musicians, an historical overview of the landmark James Brown/King Records case, and the first installment in a series on management contracts. More information is available by calling the publication at (212) 429-6613.

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**MARK GRENN**

(continued from page 19)

L.A. group’s debut LP, “Emergency Third Rail Power Trip,” should be out by the end of September... Paramount Publications has just come out with the second edition of The Production Company source book, which details leading live action and animation effects video and film companies... Island Records has decided to discon- tinue its Rock, Afro and Reggae divisions, and has renamed its Rap and Reggae section to The Renegades changed its name to Wire Train, and should have its “debut” LP out by mid-October... Music critic Ed Ward has written a bloodbath entitled Michael Bloodmoo: The Rise and Fall of an American Guitar Hero, to be published by Cherry Lane on Sept. 22. The tome includes over 100 photos and a complete discography, in addition to remembrances from friends and colleagues. Sources of Silence: Simon & Garfunkel postponed an Aug. 17 show in Texas due to Hurricane Alicia and last week announced the concert has been cancelled... Danny Irfa performed at Club Lingere Aug. 30 and plans to tour for as long as possible for the rest of the year to support his “Fortune 40” LP... After the Christmas holidays, he plans to record his next record, possibly taking more of a “street-oriented” sonic approach.

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**ON JAZZ**

continued from page 21

American Time Spiral,” is set for release this month, with the tour commencing Oct. 2 at the San Diego Kool Jazz Festival. Also scheduled are dates at Arizona State University, the Kimo Theater in Albuquerque, and Houston. Other dates for the tour’s West Coast trek are still being booked, and further information on booking is available from Helene Canc at Outward Vision, Inc., 811 Broadway, suite 214, New York, N.Y. 10012. The telephone number is (212) 473-1175.

and speaking at the Russell B. Bank... One of that group’s members on the last tour was pianist and faculty member at the New England Conservatory of Music, Jack Reilly. Although he has since departed Massachusetts for a return to the west coast, his turn is still very much on his performance list and he said he will sign his new album, "November," on the Revelution label out of Gainesville, Fla., shows why. Although Reilly demonstrates a totalism as a stylist on the album’s one standard, "With A Song In My Heart," it’s on the album’s originals that his depth makes itself known. Classically trained, Reilly also studied the traditional music of India and spent time as a student with both Bill Evans and Lennie Tristano. That background, meshed with over 20 years as a professional musician, makes Reilly one of the most satisfying and underated pianists in jazz. And while the limited distribution of the Revelution label will do little to change that, readers would be advised to seek this one out.

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** Tân Video**

SALES: Stock Marques, Ticket Taps, and Hi Flyers. We also carry a complete line of Bingo and Upfront. We are in a position to fill your orders in a timely and professional manner. Antique stores for legal areas. Class Wawas Dist. codecs 300 - 282-7571. Margaretna, W. Va. 26505.

SALE: One penny falls like new $4,000.00, Used OK Bring or call 2000.00. We have a 10,000 strong collection of various prices. Also have full AM FM models — 14, 11, 10. With radio and record players. Also have record players for sale. 1944, 44. Margate, W. Fla. 32066. Call us at — 502-268-1745. TEL: 917-184-1846.


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JUKEBOX OPERATORS — We will buy your used 45’s — John M. Astor hikes & Co., 801 Central Ave., Garden Grove, Calif. 92644, 203-355-79.

FOR EXPORT: All labels of phonograph records, cassettes, records, cassettes. Also accidential products, records, albums, CDs, tapes, software, seals, labels. Nearly 20 years of parallel services to importers, dealers. Call us for details. LDT: 1464 Cony (_same Ånd), Haverstock, New York 11220. Cable: EXPONDAX, NEW YORK.
AROUND THE ROUTE
by Camille Compasio

I.C.E.‘s sales and marketing vp, Steve Bernstein, was in Minneapolis the weekend of Aug. 26 to join Kirk McKennon of Hanson Dist. Co. in launching the firm’s big national promotion campaign and “Chexx” hockey tournament at the Circus arcade out there. A special guest at the kickoff was Minnesota North Stars player Neal Broten (who was also on the 1980 Olympic team that won the gold medal). In addition to this appearance, Broten will be on hand at the Minneapolis competition (Sept. 10, 17) to challenge the winner to a one-on-one match! Steve told us he’s been in touch with factory distributors to map out all of the details for the tournament and determine what special promo pieces will be required. Initial competition will run in about a half dozen key areas, he added. Negotiations are under way to possibly do a tie-in with a charitable organization, such as the Ronald McDonald House, whereby proceeds from the tournament would be donated to the charity. As a matter of fact, a couple of weeks back, I.C.E. held a raffle in Buffalo and donated all proceeds to Ronald McDonald House.

A reminder. Received word from Bally Midway’s technical service manager

CONTENTS
Industry Calendar .................. 36
Industry News ..................... 36
Jukebox Programmer ............... 39
Manufacturers Equipment ........... 38
New Equipment .................... 37

20th Anniversary Celebration
Jackson Tops ’83 AMOA JB Nominations With Three

CHICAGO — Epic recording artist Michael Jackson, whose “Thriller” album has become the best-selling LP in recent years and the biggest ever for CBS Records, topped the list for this year’s Amusement & Music Operators Assn. (AMOA) “JB” Awards with nominations in three categories. Close behind were Columbia recording group Men At Work and Motown recording artist Lionel Richie with two nominations apiece.

Jackson took nominations for Most Popular Artist of the Year, Best Pop Record of the Year and Best Soul Record of the Year. Men At Work earned two nominations — Best Rock Record of the Year and Most Popular Artist of the Year — and Richie was nominated in the Most Popular Artist of the Year and Best Soul Record of the Year categories.

The AMOA JB Awards, which will also be celebrating their 20th anniversary, will be presented at the association’s annual banquet at its New Orleans convention, Oct. 29. The awards will honor those records with the biggest jukebox earning power in the period from Sept. 1, 1982-Aug. 31, 1983.

The complete list of nominations includes:
Most Popular Artist of the Year: Jackson

Bill calling for $50, one-time only jukebox fee introduced in Senate.
(see story page 15)

Bally To Acquire Sega Electronics

CHICAGO — Bally Manufacturing Corp. last week reached an agreement in principle for the acquisition of Gulf + Western subsidiary Sega Electronics’ U.S. coin-operated amusement games inventory. Included in the agreement, which is subject to final approval by the boards of directors of Bally and Gulf + Western (which owns 90% of Sega) are the exclusive rights to Sega’s laser disc technology.
**INDUSTRY NEWS**

**AROUND THE ROUTE**

(continued from page 25)

Andy Ducay that reservations are coming in for the weeklong Bally Midway service school, Sept. 26-30 at the Howard Johnson’s O’Hare International (Chicago). There are some seats available, however. Interested parties may contact Andy at (800) 323-7182.

Loewen America proxy Rus Strahan happily notes that sales at this point in 1983 are comparable to those of last year’s — even beyond my original projection!” The NMS “Satellite 200” phone has been doing very well in the U.S. market. With regard to plans for AMOA Expo Rus said, “We will have some interesting things to discuss at our workshop session during Loewen’s annual distributors meeting Oct. 27 in New Orleans.”

Best wishes to Pati Huff of Cinematronics who was recently appointed to marketing assistant. She was formerly secretory to marketing manager Jim Campbell. And the sweet young voice you hear when you call Cinematronics belongs to Cindy Leiz, marketing’s new receptionist. Welcome aboard!

Star Gaze Video of Victoria, Texas, is introducing its new product, a “Video Jukebox” — which looks like a video game; however, when you insert your dollar you get your musical selection and the simultaneous video performance to match!

Rock-Ola Manufacturing Corp. will be holding its annual “New Products Introduction”, Sept. 29, at La Costa in Carlsbad, Calif., during which time the factory will present its new line for ’84. Here’s a flash from Bally Midway exec Jim Jarocki concerning the factory’s hot, new “Discs On Tron” video game, which has been doing superbly on test, in many instances earning a par with laser disc gamers. The game is housed in the factory’s new “environmental cabinet” that allows the player the feeling of really getting inside the game and with this incentive the 50 cent pricing on unit sales is going over just beautifully, as Jim reported. The game theme (which brings to mind racketsball) involves two opponents, positioned atop discs, who hit frisbee-like discs at each other, the object being to hit and dodge being hit, so there’s plenty of challenge and excitement to the game. Discs On Tron, which is a sequel to the factory’s “Tron” video, has undergone extensive testing, including more than 16 weeks by Bally Midway’s own market research people. In terms of cabinet design, play features, visual effects and earnings on test, this one promises to be a big winner — so, watch for it!

Cash Box felicitations to Gus Tarito, Marty Hirsh, et al of Singer One Stop For Coke as the opening of the first branch office, which will be located in Grand Rapids, Mich. More details later.

**CASH BOX**

The Weekly Trade Journal.

**FAST MOVER — I.C.E. S “Chexx” is not only a fast-moving game in the coin machine business, it is also a fast-moving car in the auto racing world. The noted hockey game, in just short of a year on the market, has achieved record earnings and is ranked as one of the industry’s most popular coin-op machines. The “Chexx car” took second place in the Sports Car at Brainerd International Raceway, Aug. 6, Tom Suggs, owner of Jubilee Music in St. Paul, Minn., and an accomplished race car driver, drove the Chexx car, which was sponsored by Hansom Distributing Company of Bloomington, Minn., and I.C.E., manufacturer of the game. The race happened to coincide with his annual summer meeting of the Minnesota Music Dealers Association at Cragsn’s resort, near Brainerd, which added to the excitement of the event. According to Kirk McKennon, vice president of Hansom, the Chexx car is only the tip of the iceberg of what Hansom has planned for 1984. Future promotions include local tournaments, celebrity appearances, fundraisers for the Olympic hockey team, and more. Pictured (l-r): driver Suggs with HanSon’s McKennon; Suggs in the Chexx car; a close-up of the car; and the Chexx car in action.**

**Jackson Tops ’83 AMOA JB Nominations**

(continued from page 25)

“Best Soul Record of the Year: “Billie Jean,” Jackson; “Sexual Healing, Marvin Gaye (CBS); “Truly,” Richie; “Baby Come To Me,” Patti Austin (Quincy Warner Bros.; and “1999,” Prince (Warner Bros.). In its 20th year of presentation, the AMOA JB (Jukebox) Awards have been established and are now the oldest and newest industry symbol of excellence. As noted by AMOA, the JBs are the only music awards which are based on actual number of plays and are considered the industry’s and the nation’s standard for popularity. Through the years, the JBs have recognized the full range of musical tastes, including jazz, big band, rock, soul, country, easy listening and all of the “in betweens” to become the people’s tribute to entertainment. When the JBs were initiated in 1963, the award categories included Best Record and Best Artist, which was to be expected at the time. In 1965, a third award was given for a category called Record Company Consistently supplying Good Records for Coin-Operated Phonographs. In 1967, this had been changed to Record Company of the Year award.

AMOA felt, however, that this didn’t quite reflect the way the public looked at the recording business, so in 1969 the Record Company of the Year award was dropped and the JB award was changed to “JB of the Year.” In 1971, another category was added, soul Record of the Year, with Isaac Hayes picking up his award for the title cut to the movie Shaft. Later, the association set up categories for Pop Record of the Year and Country Western Record of the Year.

**Prospectus Mailed For ’84 ASI Trade Show**

CHICAGO — Plans for the first annual Amusement Showcase International (ASI), a new trade show serving the entire coin-operated amusement industry were officially launched on Aug. 23 with the mailing of an exhibitor prospectus to some 500 amusement machine manufacturers throughout the world.

ASI will be held Feb. 17-19, 1984 at the Executive Center in Chicago, under the sponsorship of the Amusement Game Manufacturers Assn. (AGMA) and the Amusement & Vending Machine Distributors Assn. (AVMDA). The show is being managed by The Sanford Organization, Inc., and exposition and association management firm located in Rolling Meadows, Ill.

More than 200 manufacturers are expected to display their latest products to more than 7,000 distributors and operators during the three-day show. A lottery will be held Sept. 15 at the Executive Center to assign booths.

In addition to the exposition, ASI, which will be closed to the public, will feature an extensive educational program and several hospitality and social functions.

Further information may be obtained by contacting ASI at 4300-L Lincoln Ave., Rolling Meadows, Ill. 60088 or by phoning (312) 359-8160.

**Men At Work**

“Shame On The Moon,” Bob Seger & The Silver Bullet Band (Captor).


**COINCO® Names Rusk**

CHICAGO — Coin Acceptors, Inc. of St. Louis, Mo., has named Jody Rusk as a sales and service representative for its Atlantic, Ga., branch office, according to an announcement by Jim Douglass, vice president, marketing. A leading producer of coin handling equipment for the vending and amusement machine industries, Coin Acceptors is marketed under the trade name COINCO.

In his new position, Rusk will be responsible for sales and service for COINCO customers located in Georgia, Alabama and southern portions of Tennessee and Mississippi. His previous position with the company was as a technician for COINCO’s Tampa, Fla., branch office.

Rusk is a 1982 graduate of United Electronic Institute in Tampa, where he received an A.S. degree in Electronics Technology.

**INDUSTRY NEWS**

**Lionel Richie**

designated for records in order of rank by sales volume on jukes. Since 1973, the JB Awards have settled into a pattern leading to the present system of five categories — Best Rock Record of the Year, Best Pop Record of the Year, Best Country Record of the Year, Best Soul Record of the Year and Most Popular Artist(s) of the Year.**

**CALENDAR**

1983


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

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


Nov. 3-5: National Home Electronics Show; Arlington Park Exposition Hall, Arlington Heights, III. (Chicago suburb).

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

Easy Money

New from Italy is the "Top Coin Counter & Sorter," a device that should come in handy for any business that generates a large amount of different coins. Already popular in European banking and vending machines, it does exactly what the new sorter is now available in the U.S.

A number of features have contributed to the device's popularity in Europe, including: capability to divide and count all size coins; added advantage that makes it easy to count coins at locations and bank branches where higher priced items are not feasible, the flexibility to be used either manually or electrically; lightweight construction (16 pounds); accompanying tubes for coin rolls; and low price enabling coin counter use in laundromats and other small facilities.

In addition, there is a five-year guarantee on all components and a one-year guarantee on the complete machine.

Exlusive rights in the U.S. and Canada are owned by Ivo Gardellini and Al Miniaci of Vendoprice, Inc., which assembles and services the devices.

America. Miniaci has been a well-known figure in the coin machine industry for many years. For more information on the Top Coin Counter & Sorter, contact Gardellini at Vendoprice, Inc., 30 D'Otomas Court, Copiague, N.Y. 11726. The telephone number is (516) 842-3810.

New Pool Table

Dynaco Corp. has begun shipping the 1984 model of its "Big D" coin-operated pool table. The new table incorporates several innovative design and construction improvements. Prominent among the new features is a ball return system that reduces maintenance by preventing excess movement in the trip rod hardware when actuated by the coin-chute mechanism. A companion improvement is the replacement of the snap rings that hold the trip roller with permanently mounted retainers.

The new model also includes steel playing surface supports to replace the wood supports of its predecessor, the "Deluxe," previously offered. This addition not only provides improved support for the table's imported one-piece Italian slate bed, but reinforces the overall rigidity and stability of the table's structure. To aid in transporting the table, four easy-to-reach handholds have been added to the underside of the table.

In addition to the 18" over-ray, rayon-backed felt cloth covering the playing surface, other new cosmetic features include polished chrome corner castings and impact-resistant polystyrene structural foam corners. The corners' simulated wood grain finish and deep rich color complement the table rails, legs and newly added Sunrise Beachwood laminated side panels.

More information on the new table can be obtained from Dynaco Corp. at 1805 South Great Southwest Pkwy., Building 3, El Paso, Texas 79925 — phone: (214) 641-4286; or from Bally Advance (the first distributor to receive the product) at 540 Forbes Blvd., So. San Francisco, Calif. 94080 — phone: (415) 871-4260.

Lotz Named At Betsyson Pacific

CHICAGO — John Lotz has been promoted to director of marketing at Betsyson Pacific in Los Angeles. His new responsibilities will include sales management, advertising and promotion for games, music and vending products.

In making the announcement, Peter Betti, Betsyson Pacific president, stated: "John will continue to head the marketing efforts for our vending products and will expand to include developing new programs for games and music, as Director of Marketing, John will work to improve the communications with our customers and coordinate the sales effort to assure the best possible product delivery and support.

A veteran of 14 years in the coin machine industry, Lotz has been with Betsyson Pacific since January 1981, in sales and marketing, primarily for vending products. Prior to this, he was associated with such firms as Nages Diebel, Bally Northeast and Rowe International.

"With these new responsibilities," Lotz noted, "my primary goals are to assure that our customers always know what is happening in the industry and to better organize the line of supply for the products that are demanded by them. That is, I want to make sure our customers can get the equipment they need when they need it, and that's when it is hot!"

Among the new efforts being initiated is the start of a monthly mailing to all customers with up-to-date information to supplement the quarterly newsletter, Perspective, that is already published by Betsyson Pacific. Lotz will also be doing a new analysis of industry policies to assure the supply more effectively meets the demand for games and vending.

"With the introduction of the new laser disc, keeping up with the latest changes in industry technology will be essential," said Lotz. "This could bring tremendous new exciting potential wants that we must make sure are available from Betsyson Pacific on a timely basis."

Peter Betti, John Lotz

Bklass Box September 10, 1983

Blasswag Carries AGMA Message To Colorado

CHICAGO — Glenn Blasswag, executive director of the Amusement Game Manufacturers Assn. (AGMA), recently addressed the members of the Colorado Coin Industries (CCI) state association, the "first organization of government relations." His session, "Legislative and Community Problems in the Industry," was especially pertinent for this group of operators who have gained vast experience in the legislative arena, their most recent battles involving "excessive taxes" and "unreasonable regulations."

In addition to stressing the importance of pinpointing local representatives and matching them with local industry delegations, Blasswag outlined some suggested arguments that have proven to be effective in battles against potentially damaging legislation and regulation.

The main thrust of his message — and one that drew a positive response from his audience — was the attempt to encourage local governmental bodies to join the video revolution rather than fight it. This means turning city and county governments into location owners, he explained. This arrangement has met with success in various cities around the nation and it shows signs of becoming more widespread.

Blasswag's presentation was part of CCI's 1983 annual meeting, Aug. 6, at Denver's Doubletree Inn. The event drew a record attendance, due perhaps to recent legislative battles, Blasswag noted:

"I applaud CCI's efforts to date and have high praise for the strong leadership that brought the state's coin-op industry into the cohesive and effective force it is today," he said.

On another front, AGMA reps went to San Antonio, the site of this year's National Conference of State Legislatures, for the second of the association's steps in its annual effort to promote good industry relations with various governmental bodies.

Association representatives operated out of the Texas Legislature host suite, where they met with legislators to meet the state's coin-op industry. In addition to receiving AGMA literature, convention delegates were also urged to consider partnership arrangements with local operators as a way of increasing badly needed revenues.

As usual, the lineup of video games in the hospitality suite were a big success. They were provided by Southwest Vending of San Antonio.

The dates of the last of these governmental conferences in which AGMA will participate in 1983 will be Nov. 27-29. The event will be the National League of Cities Convention, which will be held in New Orleans. Operators and distributors are urged to write their city representatives and ask them to drop by the AGMA booth. Delegates are asked to forward letters of invitation to the booth will receive a small gift as a token of appreciation for their response.

Further information may be obtained by contacting the AGMA headquarters office at 205 The Strand, Suite 3, Alexandria, Va. 22314 or by phoning the association at (703) 348-5804.

Ulrich Schulze

Schulze Named At NSM/Lowen

CHICAGO — Ulrich D. Schulze, a prominent member of the executive team at NSM/Lowen since the company's inception, was named managing partner of the NSM/Lowen Group of companies following a unanimously adopted resolution of the Board of Directors. In this capacity, he will direct the management of sales and marketing for the firm.

A driving force in the development of this noted company, Schulze is highly regarded in international coin machine circles and has maintained a close rapport in the U.S. marketplace.

The NSM/Lowen Group is headquartered in Bingen, Rhein, Germany, and has a worldwide distributor network. The firm's U.S. operation, Loween America, is based in Franklin Park, Ill.

Bally, Sega Deal (continued from page 36)

In addition, the agreement also provides for the formation of a games development arrangement involving production and development by Bally of any new coin-operated games resulting from the joint R&D efforts of Sega and Gulf + Western's Paramount Pictures subsidiary. (Sega currently holds a "star license" for the test marketing stage (Cash Box, Aug. 20).

On the home games front, Sega's consumer division will continue to issue product for such systems as Atari, plus various computer set-ups. This division, which will be privy to the creations of the R&D efforts, will also be a part of the deal. However, the home games will be marketed under the Sega banner.

amplifying on the new deal, Barry Diller, president of Gulf + Western's Entertainment and Communications Group and chairman of the board of Paramount Pictures, said: "We have determined that our primary interests lie in the creative and development aspects of this business. This transaction enables us to emphasize our creative strengths, particularly in the new laser technology, and combine that strength with Bally's acknowledged leadership in manufacturing and distribution."

"Sega, Paramount Pictures and Bally will jointly form a research and development effort in hardware and software, the products of which will be manufactured and distributed in coin-operated games by Bally and in consumer games by Sega."

Robert Mullane, Bally president and chairman of the board, added: "We are pleased with the establishment of this long-term relationship. We believe it will serve all of the parties and will enhance the position of Bally in the coin-operated amusement game industry.

Sega Enterprises, Ltd., Sega's Japan-based company, is not affected by this announcement and will continue manufacturing and arcade operations.

The transaction is subject to final contract and approval of the respective boards.
MANUFACTURERS' EQUIPMENT

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

Time Pilot (12/82)
Gyruss (5/83)

CINEMATRONICS
Solar Quest (10/81)
Solar Quest (10/81)

DYNAMO
LiHustler (12/81)

EXIDE
Venture (8/81)
Mousetrap (12/81)
Victory (2/82)

GAME PLAN
Megatack (9/81)
King And Ballton (10/81)

GAMETEKNIKS
Tri-Pool (1/82)

GDI
Red Alert (10/81)

GOTTIEB (see MYLSTAR)

INTERLOGIC, INC.
Rock 'N Rope (6/83)

INTREPID MARKETING
Beezer (1/83)

MYLSTAR
Reactor (7/82)
O'brett (12/82)

NAMCO AMERICA
Sweet Links (4/82)

NICHIBUSU USA
Frisky Tom (1/82)

ROCK-OLA
War-Parp (9/81)
Even (7/82)

SEGА/GERMLIN
Frugger (9/81)
Eliminator (12/81)

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

STERН
Bezerker (2/81)
Scramble (5/81)

TAITO AMERICA
Omega Climer (5/81)
Zarcon (5/81)

WILLIAMS
Joust (10/82)

POOL, SHUFFLE, TABLE GAMES, ETC.

Irving Kaye Silver Shadow
Irving Kaye Lion's Head
Dynamo Model 3
Dynamo-The Tournament Foosball (5/82)
I.C.E., Cheexx
TS Entertainment Eight Ball
U.S.I. Bronco
Valley Cougar
Valley Tiger Cat Bumper Pool (6/82)
Valley Cougar Cheyenne (6/82)
Williams Big Strike shuffle alley

CONVERSION KITS
(including interchangeable games & enhancement kits)

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

Cash Box/September 10, 1983
NEW CLASSICS FROM MANHATTAN TRANSFER.

The Grammy winning Manhattan Transfer cut across musical boundaries with a sensational new collection of songs that are destined to be classic! Like "American Pop," "Soldier Of Fortune," and the 1st single from the album, "Spice Of Life." 89786

"BODIES AND SOULS." NEW CLASSICS. FROM THE MANHATTAN TRANSFER.

Produced by Dick Rudolph in association with The Manhattan Transfer.

ON ATLANTIC RECORDS & Cassettes.

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MANHATTAN TRANSFER ON TOUR

Aug. 25 Venue to follow, Greenbay, WI
26-27 Auditorium Theatre, Chicago, IL
28 Venue to follow, Grand Rapids, MI
30 Meadowbrook, Detroit, MI
31 Music Hall, Cincinnati, OH
Sept. 1 Venue to follow, Columbus, OH
3 Sports Center, Indianapolis, IN
4 Nebraska State Fair, Lincoln, NE
5 Minneapolis State Fair, Minneapolis, MN
6 Miller University, Decatur, IL
7 Indiana State University, Bloomington, IN
9 Illinois State University, Normal, IL
10 University of Iowa, Ames, IA
11 Starlight Theater, Kansas City, MO
12 Venue to follow, Oklahoma City, OK
14 Venue to follow, El Paso, TX
15 New Mexico State Fair, Albuquerque, NM
16-17 Celebrity Theater, Phoenix, AZ
18 Aladdin Hotel, Las Vegas, NV
20-21 Arlington Theater, Santa Barbara, CA
23-25 Greek Theater, Los Angeles, CA