AMERICAN LP EXPORTERS SING THE BLUES
REGGAE MAKES HEADWAY ON AIRWAVES
‘THRILLER’ CBS’ BIGGEST ALBUM EVER
RECORD WORLD CONFAB HIGHLIGHTS
COVERING ALL THE BASES (Ed)
Up where we belong.

Cash Box honors An Officer and A Gentleman. #1 Videocassette of the Year. #1 Drama of the Year. Look for us next year with Flashdance, our choice for 1984.
EDITORIAL

Covering All The Bases

With the announcement this week by CBS Records that Michael Jackson's "Thriller" has become the best-selling album in the company's history, the fact is sure to be a lot of optimism in the industry. It's a sure sign that the business is and can continue to be strong when a new release can surpass such monster sellers from the so-called heydays of the seventies as "Simon & Garfunkel's Greatest Hits" and the debut album by Boston.

Everybody from Michael Jackson on down deserves a pat on the back. But it certainly wouldn't belittle the achievement to remember that there was a lot of trepidation in our industry not so long ago.

With that in mind, we turn our attention to our annual Fall Stocking Guide, which appears in this issue. Let's not forget the hard lessons learned during these last few rocky years. Successful retailers have learned that they are not just record merchants! They are in the home entertainment business. And while records continue to be the primary product, there are a lot of opportunities for growth established as well as fledgling complimentary lines.

Video product lines continue to mature as manufacturers find a proper price point; the proliferation of new titles is making the CD more a part of the present than the wave of the future; alternate music configurations such as cassettes and mid-lines continue to afford us the opportunity to please just about everybody; and accessories for all these different product lines are accounting for a hefty percentage of gross receipts at the cash register.

So let's be happy about the strength of the record market as demonstrated by artists like Michael Jackson. But let's remember that there's more to business than just records.

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ON THE COVER

A few years ago many considered Genesis to have generated all that could and were eagerly giving the band its last rites. Most bands usually disdain after losing their lead vocalist and visual focus; but not Genesis — a band determined to survive and develop from its old art rock quagmire into a more relevant and contemporary musical force.

Supplementing its live shows with a drummer and a guitarist, Genesis remained a viable commercial entity to be recognized. Drummer Phil Collins took over the lead vocal chores and bassist Mike Rutherford doubled on guitar during the recording sessions. The success of "A Trick of the Tail," the band's last release, which came out in late 1981, offered the band added confidence and the individual members' solo projects have also given the band fresh creative outlook. Genesis' new single "Mama," a moody, atmospheric piece, also confirms Collins as a mature, confident vocalist.
Euro-dollar crisis

American LP Exporters Sing The Blues

by George Koulemos

LOS ANGELES — “It’s just like a human body where you stop all the little veins and have to function on the big arteries, and before you know it you are a cripple and that’s exactly what’s happening to our industry,” said Rajna Eskin, of David Eskin Inc., discussing the financial hard times U.S. record exporters are facing due to the rise of manufacturers’ costs and an increase in the value of the dollar overseas which has slowly cut exporters off from a market that cannot afford to pay higher prices for LPs.

Although the U.K. import business has significantly improved in recent months as a result of newfound American interest in British music, the rise of the U.S. dollar abroad has practically put domestic record exporters out of business. With U.S. LPs demanding higher prices overseas, fewer European buyers can now afford to order American records not released and distributed internationally by major labels.

These labels employ more extensive pressuring facilities, marketing expertise and distribution networks, allowing them to sell records throughout the European marketplace in a competitive fashion.

The general consensus among exporters regarding current business is bleak and the outlook pessimistic. “In the 25 years I’ve been in the business, this has been one of the worst years we’ve experienced next to 1981 when the Berlin Wall was built and everyone thought there was going to be another war,” Werner Wolff, senior vice president of Eontron Export Company, said as he assessed the current situation.

“It’s been a disaster which has severely cut everyone’s business. Many European importers have totally stopped while some continue to order a few back catalog things which can’t be bought there,” Glaser stated, adding that his overall business in Europe has decreased by 30%.

“One the suffering the worst is Holland — I haven’t shipped anything there in two years — followed by Italy, they have ceased completely, so have Germany, Great Britain, and Belgium,” he said. Glaser noted that Switzerland and Scandinavia are still fairly active with orders from collection developers and foreign labels which used to order $100,000 worth of merchandise a year has completely perished.

Eiton has had to diversify into other areas, including blank and computer tape, finding it unprofitable to remain exclusively in record exporting. Another company which has diversified is Gaiko Music and Film Productions, and co-director Morton Schlesinger agreed about the poor conditions of the record exporting at present. “Only orders are smaller but many have stopped as European companies have gone out of business,” he said. “I think there’s been a slow decline since July of 1981 as the cost of U.S. exports went up.”

Schlesinger explained that many European companies who used to order on a weekly basis now order on a monthly inter.

40 Tons Of Tape, Equipment Seized In Panama Vid Bust

by Todd Marmorstein

LOS ANGELES — In what the Motion Picture Association of America called the largest video piracy ring ever uncovered, 40 tons of videocassettes and duplicating equipment were seized September 26th by Panamanian authorities. Universal, Paramount, Warner Brothers, Disney and Metro Goldwyn Mayer filed civil charges of copyright infringement against the operation’s alleged ringleader, Isaac Zafra, and his company called “Panafashion.” Using 300 video wrap machines, 300 video cassette recorders and 15,000 videocassettes of 2,000 major American motion pictures were among the items confiscated in Panama. The two alleged counterfeit factories were capable of churning out 5,000 videocassettes daily, which were then shipped via the Panama Canal to points around the world.

It is speculated the facilities generated about $270 million for Zafra and the duplicating/distributing company, which operated under the name “Star Video.” The plant worked apparently around the clock and, prior to the raid, 5,000 copies of Return of the Jedi and Flashdance were being shipped for shipment to Columbia.

The average price for a cassette manufactured by Panafashion was $25.99, and such titles as Superman III, Rocky II and Tootsie were widely available in border markets from Port of Spain, Greater Portmore in the Dominican Republic and the Caribbean. Although a warrant for Zafra’s arrest is outstanding, he was not found among the facilities when the raid occurred.

Universal was previously unable to seize the Shangri-La machines also existing against the company by several relatives of Zafra, protecting the equipment under Panamanian bankruptcy laws. No one has been charged with any violation against Zafra, some being seized for potentially illegal copyright infringement because 38 duplicating machines were seized from a second factory in Panama City which the letters had held.

Universal initially heard about the alleged piracies from Leonora Blanco, a principal at Blanco & Travieso, a major Venezuelan distribution company. Blanco tipped the motion picture studio that large shipments of pre-recorded, pirated videocassettes, notably Disney classics, were being exported to Venezuela from Panama under a trade name called Video Star.

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Vendor Presentations Mark Record World/TSS Confab

by Jim Bessman

NEW YORK — The Elroy Enterprises, incorporated 50-store Record World/TSS chain based in Roslyn, New York, last week held its ninth managers convention at the Marriott in nearby Uniondale. Under a somewhat different format from previous conventions, this year the two-day event focused primarily on vendor demonstrations, with representatives on hand from Maxell, PolyGram, Capitol, Columbia, WEAE, and RCA. Past conventions had included much less vendor participation in favor of in-house managerial sessions in operations and merchandising.

But with the completion of a new warehouse facility last October, a regular series of elaborate training programs was instituted subjecting 20 employees per month to four day-long sessions, two each involving operations and merchandising. “We had a conference room at the new warehouse and felt that it made a better atmosphere,” said Bill Forrest, Elroy’s executive vice president of finance. “It also freed up the two days here for manufacturer-oriented meetings, and allowed them the opportunity to do more than just play their tapes and videos.”

While label participation did involve the usual new product sales pitching via audio and video tape, it also involved presentations of new product lines such as the compact disc and discussions of internal workings of record labels. WEAE split its presentation into four groups, one each for the (continued on page 11)

Interest In Reggae Rhythms Growing On Comm’l Radio

by Harry Wegner

NEW YORK — While reggae and other “island” rhythms have long been fond favorites of American commercial radio, there is a growing interest in the music among commercial broadcast stations and the occasional novelty airing. The growth is slow but steady and with the introduction of the popular dance music of pop artists such as Donna Summer and Stevie Wonder incorporating reggae influences into their product, radio’s fear of reggae appears to be on the wane. While island rhythms known as calypso sound have noted a fresh audience buzz while record labels with a reggae focus, though frustrated by their lack of promotional muscle, are seeing crossover potential at the black contemporary and pop level.

Major artists, too, are becoming conscious of this teeming groundswell. With a continuous stream of remixes being released and some established Jamaican stars updating their product, the current LP by Steel Pulse, a Jamaican reggae group, is the new name of the game.

“Around a lot of that potential that’s underexposed and underpromoted,” observed Randall Grass, director of publicity and promotion for New Jersey-based Shanachie Records, who points to the reggae historians. “Reggae’s appeal to radio is growing, but not rapidly. Radio is in a period of transition right now, which opens some possibilities, but also makes (continued on page 16)
BUSINESS NOTES

Rock Hall Of Fame Established

LOS ANGELES — The Rock Hall of Fame Foundation was recently created as a non-profit organization headquartered in New York, presided by Atlantic Records chairman Ahmet Ertegun. Suzan Evans has been named executive director to oversee and administer the foundation's day to day activities.

Although future financial support will come primarily from membership drives, the initial funds for the creation of the foundation were culled from private donations among interested parties within the industry. Currently in its organizational stage with a board of directors and an advisory committee being formed, the rules and nominating committee is already comprised of singer/composer Lesley Gore; Irving Lightman from Billboard Publications; Radio City producer Scott Landers and author/D.J. Norm N. Nite with more members soon to be included.

The foundation's primary goal, to be completed within the next year, is the building of the archives where an actual Hall of Fame will house the collections.

March of 1984 will mark the foundation's first induction dinner honoring artists and industry professionals including musicians, composers, producers, songwriters and DJs.

Beach Music Nominees Named

LOS ANGELES — The Advisory Board of The Beach Music Awards Association has announced names in the first annual Beach Music Awards Show, to be held Nov. 20 at the Myrtle Beach Convention Center.


BMI "Million-Airs" Honored

LOS ANGELES — A group of "Million-Airs" was honored September 21 at a luncheon given by Broadcast Music Inc. at the Beverly Hills Hotel in Los Angeles. The luncheon honored those writers and publishers from the 13-state western territory of BMI whose songs have achieved over one million U.S. broadcast performances.

Among those honored were: Tyran Carlos, Barry Gordy, Jr. and Gwendolyn Gordy "Loney Teardrops’); Charlie and Inez Fossi ("Mockingbird’); Max Crook and Del Shannon ("Runaway’); Joni Mitchell ("Help Me’).

Other songs in the BMI repertoire which have achieved multi-million performance status include "Angel Of The Morning, ” "Breaking Up Is Hard To Do,” "Hey Jude, ” "I Will Wait For You,” “Let It Be,” "Never On My Head,” "Love Will Keep Us Together, " "Killing Me Softly With His Song, ” "Have You Never Been Mellow, " "Sail On, Sailor On The Dock Of The Bay, ” "Only You, ” "Love’s Theme,” and "We’ve Only Just Begun."

All in all, the BMI repertoire of over a million compositions includes over 500 "Million-Airs" songs. Fifty-two songs achieved million performance status during 1982. This means that a song of average length of three minutes, has been heard on the air at least 50,000 hours. This distinction includes performance on AM and FM radio and network and local television in the United States.

Philips To Present CD At Musexpo ’83

LOS ANGELES — A special presentation by Philips of its Compact Disc (CD) hardware and software is planned for MUSEXPO ’83 and International VIDEOST encrypted audiovisual software, including video disc hardware and software. Philips additionally has been appointed as "Official Audio-Supplier" for MUSEXPO ’83, an event that offers both with audio components comprised of a record player, cassette player, 46-watt amplifier and 28-inch speakers for use by exhibitors during the event, it also will supply on-the-spot cassette duplication facilities.

MCA To Distribute Solid Gold

LOS ANGELES — MCA Records will distribute, promote and market Solid Gold Records in the United States and Great Britain, effective immediately. Solid Gold’s initial offering via MCA will be the "Girls Night Out" album by Toronto, which has already achieved platinum status.

In November, the second MCA distributed Solid Gold album will be the second album by Headpins, called "Line of Fire." Other Solid Gold artists include Chilliwack.

MCA Records began in 1980 as a joint venture between Steve Popas and Neil Dixon, formerly managers of Triumph. Each of the label’s first five albums achieved gold record status, two surpassing platinum.

Solid Gold Records’ United States office will be in New York City.

NEWS & REVIEWS

Major Way Mgt. Formed By Miller

LOS ANGELES — "This is a time for specialization in the management field. Major Way will certainly develop a direct hands-on policy for artists with respect to marketing, merchandising and promotion. I am certain that one of these managers who hasn’t met all of his artists and doesn’t participate actively in their careers; we want to have a small company and work 100 percent for those artists," explained president of recently-formed Major Way Management, Dana Miller, in trying to encompass the central purpose of the new company.

With Barry Gross, formerly merchandising director of the independent company RCA, joining in as vice president of the management company, Miller, former vice president of Rick Springfield Productions (RSP), hopes to consolidate RSP into Major Way, "This is a further extension of RSP and at this point, Rick is our only client, but we are aiming at others in the future.

"It’s totally management," Miller continued, "It’s our feeling that there’s room for a new aggressive and honest management company in this business. Rick Miller and Gross’ backgrounds have been in pop and rock, the company will concentrate on those areas. Their experience and background will enable them to develop a direct potential in the film industry as well.

MCA Announces Catalog Extended Dating Plan

LOS ANGELES — MCA has become the first manufacturer to offer extended dating on all catalog product as an ongoing program. Among the first are categories of MCA Distributing, said would change industry standards regarding catalog.

"Most catalog product sells at a much slower pace than hit product," Bergamo stated. "Accounts cannot afford to stock this product in depth because of manufacturer’s extended dating terms, i.e. 60 days.

All catalog product ordered between now and Oct. 1 will receive February dating. Orders after that date will date with January shipment, will receive June dating.

Disc-O-Mat For Sale

NEW YORK — Negotiations are underway in earnest for the sale of the New York based Disc-O-Mat chain to Record Town/Transworld Music Corp., the Albany, N.Y.-based company that owns Columbia Records stores in New York, Pennsylvania, and New England.

Record Town/Transworld head Bob Higgins said that there had been no "agreed signification" regarding the proposed sale, and a Disc-O-Mat spokesman discounted rumors of the store’s new ownership as "premature at best,” adding that the chain was "very much in business and looking forward to a very strong Christmas holiday.

The Disc-O-Mat chain has four stores in Manhattan and two in New Jersey.

Murdoch Company Buys 1.6% Of Warner Comm. Inc.

LOS ANGELES — Rupert Murdich, in a multimillionaire, recently obtained, through a company he owns, one million shares (1.6%) of New York-based Warner Communications Inc., the parent company of the Warner Bros. movie studio and the Atari video game concern. Citing the move as "being purely for investment purpose, the stock investment firm headquartered in New York has purchased the shares on the open market through his news America Publishing Inc., a U.S. holding company.

CAUGHT IN THE GAME — Survivor — Scott Brothers — QZ-38791 — Producer: Frankie Sullivan — List: 8.98 — Bar Coded

As a long awaited followup to last year’s hit "Eye of the Tiger," which was also on the popular Rocky Ill soundtrack, Survivor's latest "Caught in the Game" will have to prove itself without the support of a hit movie. Packed with melodic hard rock songs in the Toto/Journey mold, the new LP contains a couple of tracks which might follow "Tiger,” namely the title track with its catchy guitar riff or “It Doesn’t Have to Be This Way” with its memorable chorus. Although the sci-fi album cover hints at a possible futuristic reworking for the band, the songs are firmly etched on the rock.

continued on page 8
Even Acapulco has never seen anything like it. The only international marketplace for music held in North America. In only 4 days, under one roof, you’ll cover the whole world of music.

Who will exhibit and attend? Music industry executives and professionals from all over the world—record companies, publishers, artists, agents and managers, promoters, bankers and investors, radio/TV programming directors, equipment makers—and many more. You can’t afford not to exhibit.

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Plus... You’ll also attend International VIDEXPO ’83—Home Video and Telecommunications Market (Trade Show & Conference)—in Acapulco concurrently and cover the whole world of video. Participating are home video, cable and pay TV, satellite, video game and personal computer companies from the USA and internationally.

Special Airfares: To Acapulco roundtrip from New York $279, from Los Angeles $298, from Miami $245, from Houston $165.

Special Hotel Rates: $50 daily at headquarters hotel (or as low as $30 at nearby hotels).
**REVIEWS**

**ALBUMS**

(continued from page 6)

**PLANET EARTH ROCK AND ROLL ORCHESTRA** — Paul Kantner — RCA APL-4320 — Producers: Scott Matthews and Ron Uhl — List: 8.98 — Bar Coded

As a sequel to "Blows Against the Empire," sci-fi buff and Jefferson Airplane/Starship founder Paul Kantner has released "Planet Earth Rock and Roll Orchestra," which narrates the adventures of futuristic San Francisco rock band Planet Earth Rock and Roll Orchestra, with most of the Starship band plus former members Sly Dunbar and Jack Casady as its crew. Kantner's voice takes the listener from space age landscapes, with the rockin' title track and "Tongue." Kantner, with a career to the earth with the flavor, fichier "The Mountain Song" written by Kantner and grateful Dead leader Jerry Garcia. As a concept album, the inner sleeve is both nostalgic and cool, but with which consumers can further understand the purpose of the entire project.

**LABOUR OF LOVE — UB40 — A&M SP-4-6498 — Bar Coded**

As tribute to the music they listened to during their youth, their premier British reggae band UB40, best known for their interpretations of old reggae classics recorded between 1969 and 1972. The album includes Neil Diamond's "Red Red Wine" (which has become a big hit in England) as well as other noteworthy songs written by the likes of Bob Marley, "(Kee Oh Mowing)," and Jimmy Cliff ("Many Rivers To Cross.")

**MASTERS' BREW — Tim Bogert — Takoma TAK7105 — Producer: Richie Wiz — List: 5.89**

Playing careful attention to dynamics, Tim Bogert has come up with an inviting collection of rock and roll songs in this five-track mini-LP. Large known for his work in the supergroup trio Beck, Bogert and Appice, the bass player's first solo outing features guest spots by two well-known musicians such as keyboardist Brian Auger, drummer Carmine Appice and guitarist Rick Derringer, Les Dudek and A. Havlen (aka Eddie Van Halen). Name musicians aside, Bogert is in charge here with his evocative lead vocals and bass playing. The band's final recording, out of the closet and made himself heard... it's about time.

**ONE PARTICULAR HARBOUR — Jimmy Buffett — Nativ M-5447 — Producers: Jimmy Buffett, Michael Utley — List: 8.98 — Bar Coded**

"One Particular Harbour" bringsJimmy Buffett to yet another port with a collection of his unique blend of tropical country/blues-pop. Dealing with a variety of styles, the album is both nostalgic and cool, but with which consumers can further understand the purpose of the entire project.

**NEW FACES TO WATCH**

**Taxxi**

The story of how photographic techniques used by Collin Payne, aspiring filmaker Jeff Nead and lighting expert David Cummings joined together to form Taxxi, recording "Day For Night," Taxxi may sound like it was invented by some imaginative publicist but, in this case at least, it's the truth. Coming from highly diverse backgrounds, the British trio have combined forces to produce three rocking albums so far, the debut "Day For Night," last year's "States of Emergency" and the recent release, "Foreign Tongue." Guitarists/lead vocalist David Cummings became interested in Taxxi when he met his one-time band mates in Perth, Scotland, and although he originally intended to go into the theatre during his late teens, he got a gig doing lights for a band called The Soho Jets, which included drummer Jeffrey Nead. Nead, a Londoner who thought about entering the Eurovision Contest when he was an adolescent, changed his mind once he heard drummer extraordinaire Buddy Rich in concert. Although he made plans to go to the Business School in the U.S., he wound up living in California pounding the skins for a small rock group. Later he ventured back to the U.K., where he auditioned and got a job working with The Soho Jets.

Keyboardist Payne only dabbled on his family's piano at his London house. After leaving school and working for a couple of years as a pianist and band as a photo technician, he signed his first professional musical contract as a member of the funk/reggae band Trax before joining Taxxi.

Having recently returned from a vaction in Europe, where he met his band and friends, Taxxi drummer Nead spoke to Cash Box regarding the band's newest release and future projects. "We recorded this album in half the time we took to record the last one. I can't believe how smooth it all went. We can't wait to go back and make another one," Nead said, discussing the production of "Foreign Tongue."

Finding a new album a much more coherent and consistent effort in which every song runs smoothly into the next, Nead attributed the increased creative focus to a new-found facility in songwriting and a better knowledge of the studio and its techniques. Nead explained, "The thing we've been most predicated about the album is that it's a real progression from the last record; I think the best songs were our all-time favorites like, "Cocktail Queen" and "Whipping Boy," but well placed in the history of the band as a whole. We've gotten a lot of attention since the last LP.

**OUT OF THE BOX**

**REVIEWS**

**SINGLES**

**PAUL McCARTNEY and MICHAEL JACKSON (Columbia 38-04168)**

Say Say Say (3:35) (MPL Communications, Inc./Mijac Music ASCAP) (McCartney-Jackson) (Producer: George Martin)

This anticipated release is more of aSuperstition," than a musical landmark, but let's not quibble; it's a smash, a lively danceable track with riffs that grab and don't let go. The two live up to their co-billing, as each take vocal turns; McC with his new-found phrasing and MJ with a bysm of shimmering snares. Aggressive horns and subtle horn touches also accentuate the track. From McCartney's forthcoming "Pipes Of Peace" LP.

**FEATURE PICKS**

**POP**

**KIM CARNES (EMI America B-8181)**

"Invisible Hands (3:09) (Zebral Enterprises Inc. — ASCAP) (M. Page — Fairweather) (Producer: Keith Olsen)

Carnes' singing shows unaccomplished smoothness throughout most of "Invisible Hands," the first single from her new LP "Cafe Racer." It's only fitting, as the lyrics show a sensitive attempt at reaching but no touch. But the gripping melody with electronic, keyboard-based production is familiar territory, as is Carnes' to-the-beat phrasing.

**BETTE MIDLER (Atlantic 2-89761)**


In a dramatic switch from her previous heavily romanticized ballad, Midler gives us a straightforward, delicious treatment of a lovely Marshall Crenshaw song. Her Divine nature lays back and follows the composer's sweet melodic flow with edgy vocal tones.

**POINTER SISTERS (Planet/RCA JK-13639)**


After time off for sister June to put together her solo debut "Baby Sister," the sibling trio is back with its own release from the forthcoming "Break Out" LP. Ruth takes the lead here, with all three, of course, contributing backing vocals. The easy beat and keyboard effects tread... (continued on page 9)

(continued on page 9)
Weston Promoted At PolyGram — John Weston has been named New York local promotion person for PolyGram Records. He was previously PolyGram’s sales representative in New York.

Shore Appointed — Chrysalis Records has announced the promotion of Rhonda Shore to director, national publicity. Shore, who previously served as manager, national publicity, has been working at Chrysalis Records for two years.

Nudell Appointed At CBS — Neil Nudell has been named an attorney in the Records Section of the CBS Law Department. Prior to joining CBS, she was legal counsel with Columbia Pictures Industries, Inc. Nudell had been with Warner Bros. Film Music, under the aegis of Jeffrey I. Gingold and Lawrence A. Stanley as contract specialists, business affairs, were announced by RCA Records. Gingold joins RCA Records after having been an associate with the New York entertainment law firm of Reifer & Birmann, P.C. who was his associate.

Curley Appointed — Jim Curley, former chief executive officer at United Communications, Inc. has been appointed executive producer for Edge Entertainment, which is scheduled to be launched in 1983 and is the motion picture development arm of Edge Records and Publishing Co.

Smith John Antecedence — Janet Smith, President of the ABC Television Network’s Visual Communications Department has joined the staff of Hollywood Video as director of music, video and music video programming. Smith previously had been a member of the ABC drama department for over five years.

MCA Taps Sulman For VP Position

LOS ANGELES — Harold Sulman has been appointed to the newly created position of vice president, sales, for MCA Records. He will be working with MCA Distributing, its branches and field staff, providing a direct conduit of direction between the label and distribution arm.

He formerly was employed at GRP Records, where he served as director of sales and distribution.

Thompkins Upped To V.P., Black Promo, E/P/A

NEW YORK — Garcia “TC” Thompson has been named vice president, black music promotion, Epic/Potrait/Associated labels by Don Dempsey, senior vice president and general manager, E/P/A. In his new position, Thompson will report to Frank DiLeo, vice president, national promotion, E/P/A.

Thompkins will handle all national promotion activities for black-oriented releases on the Epic, Portrait and CBS Associated labels. Reporting to him will be E/P/A staff of black music local promotion managers.

Thompkins has been director, black music promotion, E/P/A since 1979. He joined CBS in 1977 as black music local promotion manager in Chicago, and was later named black music regional promotion manager for the Midwest. Prior to joining CBS, he held regional promotional positions at Capitol Records, ABC Records, and Stax Records.

“We are very fortunate to have an executive of T.C.’s expertise at the head of our black promotion activities,” said DiLeo announcing Thompsons’ new post. “Given his exceptional track record, I am confident he will take his department to new levels of success.”

Bornstein To Remain At NPR Add’l Month

NEW YORK — Ronald G. Bornstein, whose interim term as acting president of National Public Radio (NPR) was to expire this week (September 30), will remain at his post through the end of October. His contract has been extended one month by the NPR board of directors. The board continues to seek a full-time president for the beleaguered network.

Bornstein has been on leave from his administrative post at the University of Wisconsin—Madison since April of this year, when he left to assume following Frank Mankevich’s resignation.

Robinson Named To Board of Repertory Theatre

LOS ANGELES — Irwin Z. Robinson, president of the publishing concern Chappell & Holtz Music Group—U.S.A., has been named to the board of directors of the Nassau Repertory Theatre, Long Island’s only full-season professional equity company. He will serve the board of the ’83-’84 season which opens October 18th with the production of Noel Coward’s “The Marquise,” at the Hays Theatre in Rockville Centre.

In a career spanning 25 years in the music business, Robinson has worked with such diverse artists as Frank Sinatra, linking him with being vice president of ASCAP and a member of its board of directors; member of the Law Committee of ASCAP; a board member of NMPA and a recently appointed vice president of the international Federation of Popular Music Publishers.

The ASCAP-owned publishing firm represents such diverse and well known acts as the Bee Gees, Pink Floyd and Marvin Hamlisch.

Marcus Named Director of SRS

LOS ANGELES — Barbara Marcus has been named executive director of Street Reunion Service (SRS) a non profit arts organization dedicated to the protection and education of songwriters, and will guide the organization in the expansion of its services to the entertainment industry. Before joining SRS, Marcus was a publicist for UCLA Extension, and was instrumental in developing and implementing a number of programs. She previously served as press director to former U.S. Senator Howard Cannon (D— Nev.)

IN NOTHING SACRED? — The Lords Of The New Church — I.R.S./A&M SP7003

Product Review — The Lords of The New Church and Todd Rundgren — LR 8:38

Bar Coded Dreams — a fusion of tradition of The New Dols and The Sex Pistols. The Lords of the New Church preach the gospel of sex, drugs and rock n’ roll under the leadership of Brian “The Boys lead vocalist Stiv Bator and ex-Damned lead guitarist Brian James. The catchy single, “Dance With Me” opens up the follow-up to last year’s acclaimed record, which is tailor-made for new music college and other adventuresome alternative commingling outlets. Key cuts include “Partners In Crime,” “Johnny Too Bad,” and “Live For Today,” the latter tune produced by Todd Rundgren.

CONTINUED FROM PAGE 8

Jeffrey Osborne (A&M/MI-2591) That’s Just Fine (10) (Columbia Music — ASCAP) (R. Jones) (Jones) (Producer: George Duke)

Booming, funky plucked bass sets things in motion and Osborne falls step in step with an energetically vocal on ex-Chic keyboardist Jones’ tune. Duke’s production is full of finely-sweetened subtleties, and the big surprise is a stinging guitar solo from Brian May of Queen. Osborne takes his own shot with a soaring ad-lib just before the track’s fade.

The S.O.S. Band (CBS/ES4 04160) Tell Me If You Still Care (4-5) (Flyte Tyme/Tunes/Avant Garde Music Publishing, Inc. Admin. by Almo Music Corp. — ASCAP) (T. Lewis—J. Harris III) (Producers: Jimmy Jam and Terry Lewis)

The follow-up single to the dance and urban smash, “Just Be Good To Me” this track from the current hit; its style is not unlike recent Isley Bros. fare. The song turns into a duet between lead singers Mary Davis and Abdul Rashid, with the even tempo of the drum machine warmed by sweet background harmonies. The production team of Time Machine, Jimmy Jam and Terry Lewis create a floating, urgent jam that ought to enamel black and crossover playlists.


The group is welcomed “home” in a return-to-Motown debut that reunites them with their former label and production team. It’s quite a change from “Reach Out” or “Bernadette,” and with its characteristic horns, harmonies and funk beats, it’s a perfect follow-up to the ballad, with an emotionally charged Levi Stubbs leads the way here. An appropriately hot sax solo also highlights the track, with H-D-H laying in the string effects to bring the message, well,”home.”

Girls (Gordy 170403) Boys (4:03) (Stone City Music — ASCAP) (Rick James) (Producer: R. James)

(continued on page 10)
MHC Holds U.K. Sales Meet

LONDON — MCA Records U.K. MD Stuart Watson welcomed his sales and marketing forces to a meeting this week to discuss the launch of the U.K. company, now a “fully fledged” one. Watson paid tribute to A&R, marketing and finance, whose combined efforts were, he said, “truly Musical Youth.” He spoke very positively about the future of the U.K. industry. “We should be proud of our country as a talent house.”

MCA is releasing its strongest ever line-up of U.S. and U.K. releases this fall, with individual marketing campaigns designed for each artist. Major releases will include albums from Tom Petty, The Crusaders, Musical Youth and Diamond Head, a massive campaign is planned for The Fixx album “Reach The Beach” which has already gone gold in the U.S. but has only been marginally successful in the U.K. as yet.

The result of MCA’s heavy A&R activities is a good deal of new signings which include Cutting Edge, Perfect Crime, and Nik Kershaw.

Marketing manager John Knowles underlined the company’s policy of developing the careers of its roster long term rather than gambling on the next record release basis.

MCA is also maintaining its long standing reputation as a screw loose pre-christmas releases of film based albums including Jaws 3 and another for the season. MCA have also put out a special price series from back catalog items. These albums are designed to meet the demand for musical nostalgia and MCA have already been very successful to include legendary singers like Eliza Fitzgerald, Bing Crosby and The Mammals and Pappas and Burtles.

MCA is also releasing a limited edition Fixx double pack of 5,000 with a special sleeve and collage of U.S. press clippings. Tracks featured are “One Thing Leads To Another,” “Reach The Beach,” “Red Skies” and “Stand Or Fall.” The Fixx make their first UK appearance for six months on October 17 at London’s The Venue.

Rail Wins MTV Video Contest

LOS ANGELES — Seattle-based rock group Rail won the final competition of MTV’s “Basement Tapes” held in New York.

Rail’s winning video, “Hello,” produced by Tim Patterson and Kevin Castillo of VideoArt, earned the band a $100,000 record contract from EMI Records. The band, which favors high energy rock and roll, has been together for 13 years and toured the United States with such major artists as Van Halen and Ted Nugent. Rail is exclusively represented by Management 3.

Ventures Tribute Taped

LOS ANGELES — An hour-long tribute to The Ventures, an instrumental group, has been taped for a Los Angeles National Video Center/Recording Studios. Entitled “Walk Don’t Run,” the special was shot before a live audience, and features past appearances by Peter Frampton, E-Street Band drummer Max Weinberg, and former New York Doll David Johansen.

All proceeds from the sale of the special to pre-taped interviews with J. Geils, Rick Nelson from Cheap Trick, as well as footage gathered over the past 18 years of Ventures worldwide concert appearances.

The special is scheduled to be marketed and distributed to cable and broadcast syndication domestic and this fall, and will also air internationally.

REVIEWS

SINGLES

MENTAL AS ANYTHING (A&M AM-4592) Brain Dead (4:03) (Syrazer — APRA, administered by BMI in the U.S. by Irving Music, Inc. — BMI) (Peter O’Donerty) (Producers: Bruce Brandt/Dee Smith)

Another Australian band, another distinctive sound. Vocalist guitarist Peter O’Donerty presents an under-stated tale of domestic woe. The clean, sparse arrangement and recording calls for the detailed style of Dire Straits in the succinct mood of an old and quiet touches. Soft spoken vocals match the tune’s tone and make A/C acceptance a distinct possibility.

STREETS (Atlantic 89760)

If Love Should Go (4:07) (Necessary Noise — ASCAP) (Walsh & Slumer) (Producer: Mark Kerman)

Former Kansas group mainstay Steve Walsh resurfaces here with a new band and a new label. This is the first single from the forthcoming LP named after the group, and Walsh and company present a cooker sound than his previous band. With smooth production not unlike Asia — and without the “classical rock” overtones — Streets looks to make a healthy debut.

12-INCH REVIEW

RADIANCE FEATURING ANDREA STONE (Axe ‘n Be — BMI) You’re My Number 1 (7:20) (Vibrato/Mary Jane — BMI) (Bryant/Stone/Stewart) (Ware Productions)

Radiance is a five-piece, New York-based outfit, and although lead vocalist Andrea Stone is an undergraduate at Hunter College, “You’re My Number 1” demonstrates that she’s already a graduate of the college of musical knowledge. Stone’s surprisingly sophisticated delivery is matched superbly by the instrumentalists in Radiance making this disc a real find.

GLORIA GAYNOR (Silver Blue — 200)

I Am What I Am (5:56) (Jerrico — ASCAP) (J. Herman) (J. Diamond)

A declarative cover from the Broadway musical La Cage Aux Folles, Gaynor’s version is aimed squarely at the traditional mid-line disco market. No hip hop here, just a straight-ahead flagwaver from the disco diva responsible for such hits as “I Will Survive,” and “Never Can Say Goodbye.”

RON BANKS (CBS Associated Records 49143)

Truly Bad (6:06) (Ron Banks/Sadie Bee — BMI) (R. Banks/R. Johnson) (R. Banks)

What starts as electro-bongo hip-hop developments into a straight-ahead rock reminiscent of “Shake Your Body Down To The Ground.” Banks’ falsetto is strong enough to hold the spotlight, but he gets some support, especially from a popping, steady bass line.

POINTS WEST

THE PRINCIPLE OF PARTYING — Following Robert Plant’s gig at the Forum in L.A. Sept. 27, a posh party was thrown for the rocker at Toni Duquette Studios on North Robertson with entertainment provided by Jimmy & The Mustangs. The smash bash, attended by Rod Stewart, Jack Nicholson, The Motels, Queen, The Spinners, Robin and Michael Gudinski, resulted in a pre-Christmas sale of a gold LP presentation to Plant for his “The Principle of Moments” album.

With all the paparazzi buzzing about, it’s a shame no one clicked off a few snaps of Robert, and the spectacular Queen, as they were en route to the party. The Prince Charming of rock had just been introduced to this particular strain of royalty.

SUPERTRAMP SUP — The night before the Plant party, a celebration of a different sort went down this week at the chasen’s Restaurant, where A&M feted Supertramp’s illustrious career and announced a forthcoming show, ‘The Boys of Summer,’ in the area. Label execs, friends of the band and other guests scarfed down a fancy spread of dining with the band’s Chasen’s renowned chilli before hitting the dance floor of the elegant surroundings may have seemed more convivial to a Republican fundraiser than a rock and roll farewell, there was some Prince on the turntables and an energetic vibe filling the room throughout the evening.

DIAMONDS & THE ROUGH — While The Mighty Diamonds performed karaoke at Hollywood’s Club Lingere last week, there were stories going around town about the struggle of reggae performers on the other side of the world. Seems that two members from South African pop-reggae group The Youngsters were on their way to London and were scheduled to perform in London over the weekend. Since the Youngsters are a popular South African group, their tour was scheduled in South Africa, and they were given advance notice by their manager that the tour was off. The Youngsters were left without a place to perform, and they were scheduled to appear on a television show that weekend. The Youngsters were forced to cancel their appearance and return to South Africa, leaving their fans disappointed.

The story of the Youngsters’ struggle highlights the challenges that independent musicians face in the South African music industry. Despite the popularity of reggae music in South Africa, independent musicians often struggle to gain recognition and opportunities to perform. The Youngsters’ case is a reminder of the importance of supporting and promoting independent musicians and their work.
KEEPIN' IT CONFIDENTIAL — Singer Nona Hendryx hasn't gotten the warmest of receptions from MTV. Despite her immense popularity as a crossover act in New York, the video network mixed her "Keep It Confidential" clip, feeling it wasn't right for their audience. And in the last few weeks, Hendryx found herself embroiled in a second flap with the WASEC outfit when MTV asked IRS to remove a segment on the singer from their Cutting Edge program. Although the official party line espoused by both MTV and IRS is that "no reason" for the move, the move is "controversial" and immediately acquiesced when they found it was an interview with performance footage. INSiders are saying that the clip was rescued by some tough talk from IRS honcho Miles Copeland. Whatever the case may be, one can only puzzle over how MTV can be an artist like Nona Hendryx if music programming is really the yardstick. And it's becoming increasingly obvious that the network is making enemies among musicians and industry personnel. As one label staffer put it: "Everybody's just sitting and waiting for it to get under consideration." Among those who may have some newfound ill-will for the company are the employees caught in the wholesale transfer of personnel from MTV to the newly formed Showtime/The Movie Channel outlet, which is jointly owned by WASEC.

ALL THE SHMOOZ THAT FITS — Congrats to CBS Records and Michael Jackson in "Thriller" having become the largest selling album in CBS Records history. Internationally, the disc has topped the 15-million mark, which is a "staggering" achievement for a non-English language LP, and a sad so-long to the best pal a writer ever had, Amy Strauss, who moved from Columbia's publicist department to product management this week. Drummer Steve Gadding of the Rumour has been back on the road, for the four-week American tour, slated to kick-off this month. Fusion of the future? With Herbie Hancock's "Rockit" a bona fide smash, jazz/rock drummer Max Roach will be performing at the Kitchen in New York next month with Fab & Freddy and DJ Spy. What goes around, now that everyone wants to get into the 12-inch business, it's only fair that the guys on the street are looking in other directions. But it still caught us off guard to hear what hip hop mogul Tom Silverman and Arthur Baker have been up to. Among their recent projects were new editions of Edgar Winter's Silverman's Body Rock label. While Baker's Streetwise will have titles by Olive's Daughter's Wedding and Dr. John. . . After a brief life as what must have been the world's largest jazz nightclub, Neptuno's. Living Plaza is back in business as a rock venue. . . Gotham club S.N.A.F.U. has moved their showcase video program from Manhattan's Channel D to Channel J, and is looking to put together a national broadcast deal. . . The Peppermint Lounge was recently the sight of a coire for the just-out Trouser Press Guide To New York's Record Stores. Exhibits: Diavolo, Cocoo, Fans, and others. The book is exactly what it portends to be, offering brief reviews on an act-by-act basis. The list of impressive contributors includes former Cash Box staffers and Music Industry Golf Assoc. (Miga) co-founder Bob Robbins, the book's editor. Chris Stamey has departed the DB's. . . Threat from the North: Randy Bachman, Fred Turner and Tim Bachman have reformed Bachman-Turner Overdrive with former Guess Who drummer Gary Peterson. . . It was a pleasure to finally see New Orleans legend Allen Toussaint when he performed at New York's Public Theater recently. The occasion was a presentation entitled "Conjure: Music for the Texts of Ismael Reed," conceived and produced by Kip Hanahan of American Classics, Toussaint's, whose trips out of New Orleans have become few and far between, added a very definite Crescent City feel to the proceedings despite tak-}ing a low profile in a band that also boasted guitarist/vocalist Taj Mahal, cornetist Don Bex, bassist David Murray, bassist Steve Swallow, drummer Billy Hart and a battery of Haitian percussionists. The show was a one-time affair, but the music composed for it by the participants will be released on the American Classic label. Jimi Hendrix has announced that he will retire from The Harry Fox Agency at the conclusion of his current contract at the end of May, 1984.

NOT READY TO SING HIS SWAN

SONG — Having dominated the FM airwaves for nearly 15 years as the vocalist with Led Zeppelin, Robert Plant wrote him back on the road during the last few weeks, furthering his career in the post Zepellin age. After all the years at the top of the heap of mega-stars, Plant is today a reflective, serious musician and still very much in it for the long haul. When we spoke with him a few weeks back, we were surprised to find an artist so open with answers and eager to talk about his career and his next phase of his career. Herewith, a few excerpts from Plant's observations from the road. "After the disbanding of Led Zeppelin, I found myself in a dilemma where there was no real reason to hang a conclusion, but suddenly there it was. And I realized that without anything to head for, I'd go into —

MANIC MAKES GOOD — PolyGram Records recently presented a gold record for the Flashdance Soundtrack to Warner Bros. recording artist Michael Sembello, whose song "Maniac" was one of the album's hit tracks. Sembello's gold record is pictured on a tractor.

Album Exporters Sing The Blues

val. Meanwhile, he added that simultaneous releases (records which come out both in the U.S. and in Europe) once relative few before they were in Europe now come only two or three days apart if not at the same time, eliminating the need for the export.

Schlesinger placed part of the blame for the business' woes on the increased cost of the records from manufacturers as well as the increase in transportation costs. "Shipping one record doesn't ship daily anymore but biweekly so that special orders take weeks to get filled and it becomes more costly," said the Galiko exec. Phil Blume of Jem Records Inc. agreed, "I think that with shipping costs, a lot of European importers have to make larger orders per shipment to be cost effective and bring the cost of each unit down but because the dollar is so darn strong people are more reluctant to buy." Although Blume believes that big titles still sell, even in smaller quantities, they have to offer incentives by lowering extra discounts whenever possible.

Schlesinger emphasized that many European countries developed incentive programs and subsidized their exporting firms, which then offered discounts to their exporters and given them little support during these times of crisis. "I think we should help us out. The Canadian government was giving tremendous 6% rebates to proven exporters and many of them were simply living on that 6%.

Expressing the same frustration with the current state of the economy was Eskin, who criticized, "It is completely a disaster because our records are very overpriced for the overseas market." She pointed part of the blame on the manufacturers whom she believes have made it almost impossible for the dealers (exporters) to remain competitive and make any profit. "At one point they raised the prices without raising the list price, in other words they squeezed the dealers without affecting the retail price. It's like a snowball — everyone's raising a little bit and when it comes to the dealer it seems to be so expensive.

Esbin has felt a lot of pressure from manufacturers who have set unreasonable high minimum delivery volumes, leaving many exporters with more units than what they need. Eskin pessimistically con-

"I think this is the worst year we've ever had."

Like every rule with its exception, one company specializing in the export of 45 rpm oldies, American Record Sales Inc., has yet to feel the pinch. Charles Koppel, speaking on behalf of the singles exporting company, conceded there had been some decline in the European exporting market, mostly in England, France and Belgium, but felt this was not as bad a year for them as it had been for the others. Koppel observed, "People are still buying and paying the price.

Sunsplash Discs

By New Record Co.

LOS ANGELES — Synergy Productions, Ltd., of Kingston, Jamaica, promoters of Jamaica's annual Reggae Sunsplash Festival, has formed Sunsplash Records Inc., in order to release live recordings from the festival held in 1982.

The Conference

Three full days of practical workshops that will fully explore the role of Black music within the music and entertainment industry. Each session will be headed by a panel of artists and industry professionals who will discuss such topics as:

- Developing Greater Opportunities for Black Music
- Entertainment Law
- The Future of Independent Record Companies
- Career Opportunities Through the Eighties
- The State of Black Music and Black Music Artists
- Black Music In International Markets
- The Impact of New Forms of Telecommunications

The Concert

This once-in-a-lifetime concert will be highlighted by a performance of the Miles Davis All-Star Alumni Orchestra. A VIP reception with more musical surprises will follow the concert.

For additional information contact:

The Black Music Association
1500 Locust Street
Philadelphia, PA 19102
(215) 545-8600

THE FIFTH ANNUAL BMA CONFERENCE
November 4-6th, 1983
Sheraton Centre Hotel
New York City

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New York City

MILES DAVIS:
The Life & Times
A Musical Tribute
At Radio City Music Hall, Sunday, Nov. 6th
**Regional Album Analysis**

**NATIONAL BREAKOUTS**

1. LINDA RONSTADT
2. KENNY ROGERS
3. BIG COUNTRY
4. RAINBOW
5. MOTELS
6. GAP BAND
7. HEART
8. SPANDAU BALLET

9. ALDO NOVA
10. JIMMY BUFFETT
11. DIO
12. HERBIE HANCOCK
13. SHEENA EASTON
14. BOB JAMES
15. MIKE'S MURDER

**NORTHEAST**

1. LINDA RONSTADT
2. KENNY ROGERS
3. LA CAGE AUX FOLLES
4. BIG COUNTRY
5. SPANDAU BALLET
6. SHEENA EASTON
7. CARLY SIMON
8. HERBIE HANCOCK
9. RAINBOW
10. MIKE'S MURDER

**SOUTHEAST**

1. KENNY ROGERS
2. LINDA RONSTADT
3. HERBIE HANCOCK
4. SPANDAU BALLET
5. JIMMY BUFFETT
6. GAP BAND
7. HEART
8. MOTELS
9. DIO
10. BOB JAMES

**Baltimore/Washington**

1. LINDA RONSTADT
2. GAP BAND
3. PHILIP BAILEY
4. BOB JAMES
5. BIG COUNTRY
6. SPANDAU BALLET
7. RAINBOW
8. HERBIE HANCOCK
9. MOTELS
10. MIKE'S MURDER

**WEST**

1. LINDA RONSTADT
2. BIG COUNTRY
3. MOTELS
4. KENNY ROGERS
5. SPANDAU BALLET
6. MANHATTAN TRANSFER
7. RAINBOW
8. GAP BAND
9. X
10. ALDO NOVA

**Midwest**

1. LINDA RONSTADT
2. KENNY ROGERS
3. BIG COUNTRY
4. MOTELS
5. HEART
6. ALDO NOVA
7. SPANDAU BALLET
8. MICHAEL STANLEY BAND
9. RAINBOW
10. JIMMY BUFFETT

**North Central**

1. KENNY ROGERS
2. HEART
3. JUICE NEWTON
4. GAP BAND
5. SHEENA EASTON
6. LINDA RONSTADT
7. DIO
8. ALDO NOVA
9. RAINBOW
10. BIG COUNTRY

**Denver/Phoenix**

1. HEART
2. BIG COUNTRY
3. LINDA RONSTADT
4. DIO
5. KENNY ROGERS
6. GAP BAND
7. ALDO NOVA
8. HERBIE HANCOCK
9. JIMMY BUFFETT
10. MOTELS

**South Central**

1. GAP BAND
2. KENNY ROGERS
3. RAINBOW
4. LINDA RONSTADT
5. MOTELS
6. JIMMY BUFFETT
7. ALDO NOVA
8. BIG COUNTRY
9. HEART
10. DIO

This listing of records outside the national Top 20 showing steady or upward movement is designed to keep retailers abreast of the latest regional sales trends.
**WHAT'S IN-STORE**

**EYE ON THE TIGER** — A 400-lb. Siberian “Stray Cat” by the name of Helen was the guest of honor at a recent in-store at the Great American Music Store in Minneapolis. The event was in support of the new Stray Cats LP “Rant N’ Rave With The Stray Cats.” Pictured standing behind Helen are (l-r); Ron Reslin, promotion manager, Liberty/EMI Records; Vyta Lazauskas, district sales manager, Capitol Records; Ted Ruoff, promotion/merchandising coordinator, Great American Music Co.; Tom Evird, customer service representative, Capitol Records; and Joe Hultscher, president, Great American Music Co.; Pictured kneeling are (l-r); David Wittig, special accounts manager, Capitol Records; and Kern Wolfe, director, advertising & promotion, Great American Music Co.

**RECORD BAR, MIAMI** — A major thrust in Record Bar’s current expansion plans (Cash Box, Sept. 14) is the state of Florida, where the chain expects at least five new stores to join the current 12 next year. An important part of the Florida focus is in Miami and last year Record Bar installed its initial three outlets there. “Most people don’t even know what retailing in Miami is like because of its international influence,” says Mike Donahue, district supervisor for the company’s District 15, which includes Miami. At the recent Record Bar convention, what’s in store for the Miami outlet? The selection is varied, with demand for Latin music and new music being the strongest sellers. “It’s all really the same kind of music. People come in and buy a Duran Duran 12-inch of techno pop new wave because they’re very up-tempo and love to dance and dance,” he said. “The heavy Latin customer base, everyone in the store — except Hack and his assistant manager — speaks Spanish. ‘You have to, because grandparents will come in who don’t speak English. Since I don’t speak Spanish, I mumble back and forth until we hit the thing they’re after, which is usually English product for their kids like AC/DC or Joan Jett. But it’s really a very friendly situation, because they know you’re talking.” Hack’s store is in an area of younger, middle class families, where Zwanik’s is in the “well to do” Kendall area. “The bulk of our product mix is similar to Steve’s, new wave dance primarily, but rock like ZZ Top and Journey do sell substantially with the fairly young buying public, many from the University of Miami, which is close by.” Steve Hlavac manages the newest Miami store, the Aventura Mall outlet in North Miami Beach, some 25 miles away from Hack’s store. Since opening last April, Hlavac has designed a weekly 95 percent white, 10 percent black, and 10 percent Latin customer breakdown. With product sales heavy in adult music, big band, female vocalist and “surprisingly,” new music. Hlavac noted, as did his cohorts, that the three Record Bar outposts were in the midst of intense competition, and that the home office was responsive in giving them a freer reign. “There’s Peaches, Recordland, Vibrations, five or six major stores in a 15-minute radius from us and a lot of low balling and dance.”

**PLAYLIST**

**HEAVY**

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<td>Trash It Up</td>
<td>Mirage</td>
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<td>Nine Ways To Win</td>
<td>Close To You</td>
<td>Atlantic</td>
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<td>Taxi</td>
<td>Gold And Chains</td>
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<td>Berlin</td>
<td>Masquerade</td>
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<td>Tim Finn</td>
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<td>Kathy &amp; The Dirty Rats</td>
<td>Dirty Rats</td>
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<td>Oingo Boingo</td>
<td>Nothing Ever Happens To Me</td>
<td>A&amp;M</td>
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<td>You Never Call Me</td>
<td>Warner Bros.</td>
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<td>Roman Holiday</td>
<td>Don't Try To Stop It</td>
<td>Jive/Arista</td>
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<td>Tears For Fears</td>
<td>Pale Shelter</td>
<td>Mercury</td>
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<td>Joey Harris &amp; The Speeders</td>
<td>You Never Can Call Me</td>
<td>MCA</td>
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<td>Human League</td>
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<td>A&amp;M</td>
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<td>Freshones</td>
<td>Right Side Of A Good Thing</td>
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<td>A Flock Of Seagulls</td>
<td>Talking</td>
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<td>Herbie Hancock</td>
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<td>Rocshire</td>
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<td>ELO</td>
<td>Sweet Messages</td>
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<td>Howard Devoto</td>
<td>Rainy Season</td>
<td>I.R.S.</td>
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**MEDIUM**

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<td>Gang Of Four</td>
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<td>Atlantic</td>
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<td>Tell Me What You Want</td>
<td>Sire</td>
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<td>Madonna</td>
<td>Burning Up</td>
<td>Stet</td>
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<td>Three Dog Night</td>
<td>It's A Jungle</td>
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<tr>
<td>Kiss</td>
<td>Luck II Up</td>
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<tr>
<td>The Rads</td>
<td>You</td>
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<tr>
<td>Mental As Anything</td>
<td>Brain, Brain</td>
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**LIGHT**

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<td>Pat Benatar</td>
<td>Love Is A Battlefield</td>
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<td>Big Country</td>
<td>In A Big Country</td>
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<td>Genes</td>
<td>Mama</td>
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<td>Huey Lewis And The News</td>
<td>Heart And Soul</td>
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<td>David Bowie</td>
<td>Modern Love</td>
<td>EMI America</td>
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<td>Heart</td>
<td>How Can I Refuse</td>
<td>Epic</td>
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<td>Naked Eyes</td>
<td>Promises, Promises</td>
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<td>Queen</td>
<td>Can't Feel My Face</td>
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<td>Bonnie Tyler</td>
<td>Total Eclipse Of The Heart</td>
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<td>Asia</td>
<td>The Smiles Has Left Your Eyes</td>
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<td>Big Log</td>
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<td>Robert Plant</td>
<td>(She's) Sexy + 17</td>
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<td>&amp; The Attractions</td>
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<td>The Stand</td>
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<td>Heavy Metal Love</td>
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<td>The Animals</td>
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<td>Graham Parker</td>
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<td>Elton John</td>
<td>Living On The Edge</td>
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<td>Jim Capaldi</td>
<td>My Town</td>
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PIRATES BUSTED

(Continued from page 5)

After the MPAA learned of the situation, it dispatched a representative to the mouthpiece of the ILMs to delegate the power of attorney to Dr. Vincent Garibaldi, a Panamanian lawyer, who could then conduct search and seizure of Panafashion. On Aug. 7, about 6,000 videocassettes were seized from two of Panafashion’s outlets, one in Panama City and the other at the international airport located nearby.

Zafrañi was later arrested by the order of the public prosecutor of Panama on criminal charges of piracy, but jumped bail. He faces stiff lines for his alleged involvement with the operation, and also will be hauled up on charges of copyright infringement and trademark infringement of several logos.

The sizable raid involving bootleg video piracy concerning Universal took place in Great Britain, where 76 VCRs allegedly used in producing pirated copies of “E.T.—The Extra-Terrestrial” were confiscated.
It would be difficult to envision what the sixties would have been like musically without Donovan Leitch. A Glasgow native who turned to folk music at the age of 15, the young singer became an overnight success in 1965 when he made three appearances on the popular British television show Ready, Steady, Go and scored his first hit record with "Catch My Wind." A steady stream of international hits followed, including "Colours," "Universal Soldier," "Miki Yoki," "SheILA Superwoman," "There Is A Mountain," "Hurdy Gurdy Man," "Atlanta," and "Cosmic Wheels." Despite the rise of psychedelia and British rock, Donovan continued, enigmatically, a folk artist and a popular symbol of counter-culture.

Donovan: Lives Of The Wives is more of my wife Linda's story. Linda knew Brian Jones when she was 18. She saw a marvelous view of the women's part in the rise of rock 'n' roll. Boom would be more my story. It's about a young protest singer who should've been part of the Vietnam War, born in the ruins of war. The show is broken into seasons, with the spring surge of the youth movement. The summer kind of represents the sixties proper, which was something of a party where the ideas of peace and love turned into a commercial media event. It's a romance, the fall of the sixties and the disillusionment and loss of faith in a brotherhood of man, and the realization that the money world, with all of its tender points to the beginning of the next war. It ends with the possibility of a nuclear war, but it also ends with the resurgence of the dance/opera piece, that's very little dialogue.

To tell you the truth, I've been reluctant to do Boom through the normal channels of record companies because they're so much attached to a heavy political stance. My contribution to the anti-nuclear movement is totally a commercial media event. It's part of the idea that we raise funds, because the raising of funds has always been fraught with difficulty. The money they've raised comes to the organization you want it to. I never really was a political animal. This way I can have total control. I don't have to make the story up, because I am the protest singer. And the sad thing is that Joan Baez and Bob Dylan, the queen and king of protest, find themselves having to take the money in and the bone and the plan to be used even. They're all being fed up with the political control.

Donovan: Yeah, and when you look at my catalog of songs over the last 18 years, the songs that showed protest never did very well. But even when I was 14 and mixing with bohemian political groups in England, the situation was that I could get behind a brotherhood of man but couldn't get behind this constant haggling between left and right. Because if there was to be a peace movement, it had to engulf the whole world and become a moral issue. That's why I think Joan Baez was upset with Dylan and why Phil Ochs was upset with the plan and me. Because we had to present our own ideals rather than our political commitments. It's ideas that change the world, not paper and ink. We may not like to look at the world, it would be very effective. And in fact, it has been. People say to me, 'Donovan, of course all the psychological issues are today promoted around the world. The attitudes have been changed. So I guess I have been political in the sense that I was involved in a movement in the sixties that altered the world.'
UP A DEUX — Two major radio networks made vice president/general manager appointments last week at leading affiliates. Dan Griffin, who for the past two years has been creative director of the long-standing program engineering force at the ABC Radio Network, will assume the post of VP/GM for WRKO/Boston on October 31. Prior to his broadcasting jobs in New York WNYM GM, WOR ops director and Detroit (WRJ ops director), Griffin has also been an on-air personality, including five years at WOR. He began his career in news/programming director at WEEl. Meanwhile, at NBC Radio headquarters in New York, Harry Durango has been named GM at WNYM, effectively immediately. He has been the station's director of sales for the past year-plus. “I am delighted with the new job,” Durango told Airplay. “In 20 years in the business, this has never been quite so exciting. I’m serious” Durango addressed WNYM’s position in the market. “With some problems, not the least of which is this hysteria is creating a bit of a clamor. “All of that may help us a bit,” he stated, “since it may fragment the audience. But in our B3-8 target we’re in shape, I don’t want to change a thing right now.”

CUT THE CAKE — United Stations recently held its anniversary celebration at Giordanos, 3427 N. Western Ave., Chicago, Illinois, with Tau Kappa Epsilon alumni as guests of honor. A total of 50 people attended the event, which was held at the Chicago Sportsman’s Club. The event was co-hosted by TKE members, including Current President James B. Smith, TKE Alumnus Richard J. T. Smith, and TKE Alumnus John T. Smith. The event featured a variety of activities, including a cake cutting ceremony, a barbeque, and a live auction. The proceeds from the event were donated to various charities, including the American Cancer Society and the United Way. The event was a huge success, and the attendees had a great time. The TKE brothers are grateful for the support of the Chicago community, and they look forward to hosting more events in the future.

WATERMARK SIZED — Now that Watermark Productions is under ABC corporate control, the company is making a push to expand its reach via a new satellite distribution service. The service, called “The Watermark Collection,” is designed to provide ABC affiliates with a steady stream of programming that can be used to fill out their schedules and promote the network’s image. The service is expected to be launched in the spring of 1983, and it will be available to ABC affiliates on a subscription basis. The Watermark Collection will feature a variety of programming, including news, documentaries, special events, and original programming. The network is currently in negotiations with several ABC affiliates to ensure that the service will be available to as many stations as possible. The Watermark Collection is a testament to the network’s commitment to providing quality programming that is both educational and entertaining. The service is expected to be a major boon to ABC affiliates, who will be able to use the programming to fill out their schedules and attract new listeners to their stations. The Watermark Collection is a significant step forward for ABC, and it is a testament to the network’s commitment to excellence.
labels and a fourth solely devoted to questions and answers on CD merchandising. Patty Smyth, of Columbia recording group Scandal, dominated a CBS panel discussion on the role of record promotion, marketing, production, A&R, artist development etc., with her own personal experiences.

According to Pauline Corin, director of operations and the convention’s coordinator, the increased label participation was of great benefit to company personnel, “It takes the travelling off of our staff making them more comfortable with the labels,” she said. “In the last two days they have spoken up on such things as packaging likes and dislikes and ways that the manufacturers can help them sell their product. They have also learned about new products and other areas of the record business. They have a stake in these things — broadening their knowledge beyond retail sales.”

Each day was attended by approximately 125 company personnel and label reps. The company representation broke down roughly equal as to number of personnel and management staff — usually a manager, assistant manager, tape manager, and manager-in-training — would be present each day. This way everyone gets to share, participate, understand, and feel that they’re part of it,” explained Eloy president Ramon PRICE.

The second day of the convention, Sept. 28, coincided with the 25th anniversary of the opening of the company’s first outlet in the Green Acre Shopping Center in Valley Stream, Long Island, N.Y. Two weeks ago the chain, which last year received the National Assn. of Recording Merchandisers (NARM) Store of the Year, had opened its fifth store in Short Hills Mall in Short Hills, N.J.

In 1973, Record World/TSS was entirely a Long Island concern, now less than half of its stores are located there. The chain stretches out from Holyoke, Mass., at its northernmost, down to Fairlawn, N.J., and westward to Bloomington, N.Y. Twelve of the stores are leased from the Long Island Times Square Stores department store chain. There are 80 employees, 30 of whom are located in the remainder divided between strip centers and free standing locations. The company is preparing to open a store coming out of its central warehouse in Roslyn.

Record World/TSS is also one of the most active chains in terms of expansion; three stores are scheduled to open before the end of the year, one in Atlantic City on Oct. 20, one in Weschester Country, N.Y. on Oct. 22, and the third in Castle Rock, Colo., mid-November. This will bring the total of new stores for the year to 13, with five to seven projected for next year “if the location’s right,” said Imber.

Imber said that 1984 will be a year of partial reorganization at the company, to allow both for training of a growing staff and streamlining of warehouse operations. Much of this reorganization will address any problems in merchandising of new products and the now outdated CED video mail and computer software.

The chain is currently testing marketing computer software developed by Quadranet. The program, through Alpha Distribution, is the “top 40” computer software titles in educational and business areas, and has been licensed for use in being carried to fit Commodore, Apple, Texas Instruments, and VIC brand computers.

CED videodiscs are also being tested in 12 stores. “We’ve had to move them around a bit since our original concept that they were items that would sell well in higher income brackets bombed out,” said Imber. “We found a better response in mid-market,” where they’ve been bought as family entertainment for six to eight people, so we’re now looking carefully at demographics.”

The CED product line is now in 22 stores and will be introduced in all Record World outlets by Christmas. “They seem promising,” said Imber, noting the total amount of available titles until the recent WEA and PolyGram CD releases. “We just opened a公主 in cash register system to sell CD sales separately to get a better handle on them.”

Record World/TSS is also currently involving the CBS promotion package test, and will further test the configuration with its new Atlantic City store, located on an ocean pier. The store will offer a full catalog of cassettes but a limited amount of LPs and singles, due to the mobile music needs of the transient tourist customers there. Record World/TSS also increased its airplay at his chain by 8-10 percent since Jan. and now make up 43 percent of prerecorded music sales. “If” the 6 x 12 package — which I believe in — becomes predominant, we’ll be changing our fixtures to accommodate both cassettes and CDs.”

As a music retailer, Imber remains committed to prerecorded music and is optimistic about the industry. “Prerecorded music makes up 38 percent of our business,” he said. “We had a 9-10 percent sales growth over the first six months of the year, though nice weather in July, August and September flattened it somewhat since it ran a lot on weekends last year during that period. We’re still ahead, though, and have a real feeling of optimism because the product is out there and the purses strings seem to be loosened. Everyone’s looking for good, sensible ways to promote their product.”

Other highlights of the convention included a one-hour lecture each day by Irwin Gorman, an outside consultant who detailed company benefits including group health insurance, 401(k) and profit sharing, and advised on personal financial planning. Capitol recording group industry appeared to be at their very best with a video debut single “State Of The Nation,” which was filmed in New York on the aircraft carrier Intrepid. Warner Bros. recording group was represented by best-selling artists, and Sphio Munchu reprised their special acoustic guitar duo performance before Record Biz convention in Durham, N.C., two weeks ago on the final leg of their two-week promotional tour. And RCA recording artist Sylvia closed the convention.

The company’s longest-serving employee, director of purchasing Marty Lerner, was also given a presentation commemorating his 25 years at Eloy.

Jazz/Classical Company Formed

LOS ANGELES — A company that will produce jazz and classical musical artists has been formed here by producers John Anderson, John Grantham, and the late Daniel Lurie. The Interest Productions is the name of the new organization designed to produce the new music. Anderson and Lurie have formed this label. The label also has formed ITI Records, which will be manufactured and marketed by Allegiance Records, Ltd. through their independent distributors. The ITI releases on this label will be Tom Garvin’s “3-Dimensions,” Ruth Price’s “Lucy to be Me,” and “Heard Ranier Ferguson Trio. All three albums are jazz releases.
**CASH BOX ROCK ALBUM RADIO REPORT**

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<td>Faster Than The Speed Of Night</td>
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LISTED ALPHABETICALLY BY ARTIST
CASH BOX 2

FALL STOCKING GUIDE

October 8, 1983
Q: WHO WAS MAKING TODAY’S MUSIC 25 YEARS AGO?

A: ONLY MOTOWN

THAT’S WHY MOTOWN CATALOG AND MIDLINE CAUSE IN-STORE EXCITEMENT AND MOTOWN 25 WAS THE #1 RATED TELEVISION SHOW AND WON THE PRESTIGIOUS EMMY AWARD FOR OUTSTANDING VARIETY SPECIAL 1983.

SHOWING ON NBC-TV SUNDAY, OCTOBER 30TH IN A GALA REPEAT PERFORMANCE.

AND NOW INTRODUCING

MOTOWN TWIN PAX CASSETTES

2 GREAT LP’S ON ONE SUPERVALUE CASSETTE

COMMODORES
Machine Gun & Movin’ On
FOUR TOPS
Four Tops & Reach Out
MARVIN GAYE
Marvin Gaye Live & Let’s Get It On
MICHAEL JACKSON
Got To Be There & Ben
RICK JAMES
Come Get It & Fire It Up
THE TEMPTATIONS
Meet The Temptations & Masterpiece
GROVER WASHINGTON JR.
Mister Magic & Feels So Good
STEVIE WONDER
Signed, Sealed And Delivered & My Cherie Amour
DIANA ROSS
Touch Me In The Morning & Live At Caesar’s Palace
MARVIN GAYE & TAMMI TERRELL
You’re All I Need & United

SEE YOUR MCA DISTRIBUTING REPRESENTATIVE NOW. THEY’RE DEALING.
LOS ANGELES — In keeping with tradition, the 1983 holiday season appears to be a busy period for record companies and consumers alike as scores of recording artists representing nearly every musical genre, from new music to rhythm and blues, are slated to release new product. Top charted acts such as the rock rolling Stones, soulful balladeer Lionel Richie, pop phenom Stevie Wonder, the MOB/Kenny Rogers and the unexpected comic Rodney Dangerfield, are scheduled to release albums over the next three months.

Although there are high expectations from the releases by major artists, many new music acts that debuted in the past year are also expected to attract a great deal of attention. British pop sensations Duran Duran, Culture Club and ABC are planning releases before the end of the year, with the latter two hoping to overcome the average second album jinx. Other noteworthy acts from the British invasion with new LPs include Thomas Dolby, Musical Youth and Adam Ant. Amidst these new music releases, there will be posthumous greatest hits packages from the Jam and the English Beat plus an album by a reformed edition of the ska band the Specials.

Among more established artists planning to give their fans a Christmas present are rockers Bob Dylan, pop craftsman Paul McCartney (whose new record will feature more duets with Michael Jackson), the resurrected Pretenders, the re-formed Yes, art rock group Genesis, and mellow pop singers like Robin Gibb, Melissa Manchester and Crystal Gayle.

Many artists who have been well known since the 60s hope to start the new year on the right foot by releasing more music. Paul Simon, who had originally planned to release his latest collection of songs as part of a Simon and Garfunkel reunion record has decided to make it strictly on his own. Johnny Mathis, Dionne Warwick and Chicago also plan fall waxings.

Veteran jazz virtuoso Dizzy Gillespie will join other jazz musicians like the Crusaders, Sadso Watanabe and George Benson as part of the jazz holiday releases.

Quite a few rhythm and blues/funk/soul groups aside from the aforementioned Richie and Wonder plan upcoming LPs. Chic, whose Nile Rodgers produced David Bowie’s “Let’s Dance” LP, will have an album out as will R&B superstars the Pointer Sisters, Ray Parker Jr., Teddy Pendergrass and Luther Vandross. The Four Tops and the Temptations, primary influences to most contemporary R&B/soul performers, will also put their effortless passion and munus on vinyl before the end of the year.

The Christmas season means not only more new records but also more new films and consequently more soundtrack LPs such as the score composed by Police drummer Stewart Copeland for Rumble Fish, a soundtrack written by Genesis keyboardist Tony Banks for Wicked Lady; former Yellow Magic Orchestra member Ryuichi Sakamoto’s Merry Christmas Mr. Lawrence; Barbara Streisand’s Yentl; and David Bowie’s soundtrack to the concert movie Ziggy Stardust which has no confirmed release date.

In an obviously busy season there’s always a need for a little bit of humor and comedy. Albums by Richard Pryor, David Brenner and Dangerfield should make most people’s Christmas even merrier.

The following is a label by label rundown of new product tentatively scheduled for release during the fourth quarter:

A&M

October: Atlantic Starr, Machinations (Ox), Carpenters, Hyta (Gold Mountain), Let’s Be Active, Rumble Footback, Wendys & The Rockets, Mark Isham (Windham Hill), Will Aiken (Windham Hill), Wes Montgomery, Antonio Carlos Jobim, Nat Adderley, JJ Johnson/Kai Winding, George Benson, Paul Desmond, Quincy Jones, 38 Special, UB 40, November: G.T., English Beat (IRS), George Winston (Windham Hill), Richard Mazié (IRS), Howard Johnson, The Cramps (IRS), Alas de Grasa (Windham Hill).

Atlantic

September/Early October: Dionne Warwick, Bernard Wright, Tom Browne, October: Melissa Manchester, Nick Heyward, Sathile (Jive), Ray Parker Jr., Barry Manilow, Alan Parsons Project, Angela Bofill, Kenny G., Manfred Mann, Maurice Starr.

Columbia


Capitol

October: Burning Sensations, Sammy Hagar, Thomas Dolby, Dayton, November: Duran Duran, April Wine, Ellen Shipley, Wkck, George Clinton, Earl Klugh, Cheryl

October: Michael Schenker, November: Toni Basil, Billy Idol, Total Coelo, David Grant, Specials.

EMI America

October: Kim Carnes, Kenny Rogers, November: Michael Johnson, Cliff Richards, Elbow Bones & The Raccuates, James Bond (Aerobics), Jim Wilde.

Elektra/Asylum

October: The Doors, Jon Gibson (Constellation), Kymaxx (Solar), Don Felder (Asylum), The Deele (Sando), Sadso Watanabe (Elektra Musician), Playboy Jazz Festival (Elektra Musician), Woody Shaw (Elektra Musician), Dizzy Gillespie (Elektra Musician), Jimmy

Variety Is The Spice Of 4th Quarter LP’s

COMING THIS FALL — Caught between takes while shooting "Don’t Box Me In," the promotional video for the song featured in the Francis Ford Coppola film, Rumble Fish are chart-toppers Stan Ridgway (R), solo artist, and Stewart Copeland, drummer of the Police and composer of the film’s soundtrack.

Smith (Elektra Musician), November/December: Pieces of a Dream, Sharpnel, Imagination, Steel Pulse, Womack & Womack, Josie Cotton, Dynasty (Solar), Stephanie Reach (Solar), The Cars, Carrie Lucas.

Epic

October: The Units, Culture Club, Cyndi Lauper (Portraits), General Caine (Tabu), Matthew Wilder (Private I), Major Lance (Kat Family), Glenn Scarpelli (Earth), George Jones, Ronnie McDowall, Clark/Duke Project II (Philadelphia International), Teddy Pendergrass, 38 Special, UB 40, November: the Twipax series, and tapes will retail for Adam Ant, Michael Smotherman, Bad Manners (Portraits), Bill Nelson (Portraits), Accept (Portraits), Patti Labelle (Associated), All American Cowboys (Kat Family), Ron Banks (CBS Associated), Ozzy Osbourne (Jet), Bloodstone (T-Neck), The Funk All-Star (Uncle Jam).

MCA

October: Merry Christmas Mr. Lawrence soundtrack, Sun’s of Heroes, George Strait, Night Ranger, David Brenner, Phil Judd, Toronto, Headpins, Oak Ridge Boys, Bill Monroe, November: Crusaders, Fallen Angel, Musical Youth.

Motown

October: Stevie Wonder, Dazz Band, Four Tops, Temptations.

LP and Tape Midlines Hit $-Conscious Consumers

LOS ANGELES — Although not every major label plans to release midlines this quarter, a Cash Box survey indicates a number of discers do intend to aggressively market discount lines out in time for holiday shoppers.

All have slated their set of midline albums, each priced at $5.98. Over 50 albums from artists like Huey Lewis, Steve Hackett, Blondie, The Babies, and Fun Boy Three comprise the midline collection. In addition, 11 Jethro Tull discs, nine Robin Trower LPs and seven UFO albums cap Chrysalis’s current midline catalog.

MCA expects to rerelease over a dozen albums as midlines at a $5.98 price point. All of the LPs will be “Greatest Hits”-type collections spotlighting pop and country artists such as Neil Diamond, Elton John, Loretta Lynn, Roy Clark, Leon Russell, Mel Tillis, Joe Walsh, The James Gang, Conway Twitty, Jerry Jeff Walker and Three Dog Night.

This month, A&M is putting out four midline albums retailing at a suggested price of $5.98. Two of the LPs are previous releases by fuglthorn player Chuck Mangione (“Feels So Good,” “Main Squeeze”), Joe Jackson’s sophomore disc (“I’m The Man”), and a plate from the outrageous Tubes (“Young and Rich”). All of these LPs should be shipped by the week of Oct. 18.

Motown, one of the leading midline companies with scores of $5.98 catalog albums by such artists as Diana Ross & The Supremes, Stevie Wonder, The Commodores and The Jackson 5, recently emerged with a series of six albums dubbed “Great Songs and Performers That Inspired Motown’s 25th Anniversary TV Show” and focuses on recording stars like Smokey Robinson & The Miracles, Marvin Gaye and a number of others. This new series is tagged at $5.98 per album. In addition to the sextet of new anthologies, Motown also has a greatest hits LP by Marvin Gaye and three reissues by Al Green in the works, all set at the identical $5.98 price.

Besides these entries in the vinyl field, Motown is bowing its initial line of special cassette packages called “Twipax” which contain two albums by the same artist on one tape. The Commodores, Rick James, The Four Tops, The Temptations, Grover Washington, Jr. and Stevie Wonder are all represented in the Twipax series, with each album retailing for $9.98 each, only a dollar more than the suggested price for most new single cassettes.

Elektra also plans to release two-fer cassettes in the weeks ahead, with double tapes by performers including Linda Ronstadt, Joni Mitchell, The Doors, The Eagles, Jackson Browne, The Cars, and Queen.
AWARDS

Top Videocassettes

Comedy/Musical Comedy
1. The World According To Garp — Warner
2. 48 Hrs. — Paramount 1139
3. The Best Little Whorehouse In Texas — MCA 77014
4. Victor/Victoria — MGM/UA 0051
5. The Toy — RCA/Columbia 10538

Top Drama
1. An Officer & A Gentleman — Paramount
2. First Blood — Thorn EMI 1573
3. Rocky III — CBS/Fox 4708
4. The Best Little Whorehouse In Texas — MCA Distributing Corp. 77014
5. On Golden Pond — 20th Century Fox 9037

Top 5 Adventure
1. The Road Warrior — Warner
2. Conan The Barbarian — MCA 77010
3. Star Wars — CBS/Fox 5054
4. High Road To China — Warner Home Video 11309
5. Fire Fox — Warner Home Video 11219

Top 3 Science Fiction
1. Blade Runner — Embassy 1380
2. Star Trek II: Wrath Of Kahn — Paramount Home Video 1539
3. Tron — Walt Disney 122

Top Exercise
Jane Fonda’s Workout — KVC/RCA Karl Video Corp. 042

Top Thrillers
1. Poltergeist — MGM/UA 00164
2. Cat People — MCA Distributing Corp. 77008
3. Creepshow — Warner Home Video 11306

Top Video Games

1. Pitfall! — Activision AX108
2. Frogger — Parker Brothers 5300
3. Ms. Pac-Man — Atari CX2675
4. Centipede — Atari CX2676
5. River Raid — Activision AX020
6. Zaxxon — Coleco 2345
7. Donkey Kong — Coleco 2451
8. Keystone Kapers — Activision AX025
9. Enduro — Activision AX026
10. Donkey Kong Jr. — Coleco 2601

MIDLINES

Male Artist
Joe Jackson — A&M

Female Artist
Carole King — Epic

Label
Atlantic

Top Video Games

1. Pitfall! — Activision AX108
2. Frogger — Parker Brothers 5300
3. Ms. Pac-Man — Atari CX2675
4. Centipede — Atari CX2676
5. River Raid — Activision AX020
6. Zaxxon — Coleco 2345
7. Donkey Kong — Coleco 2451
8. Keystone Kapers — Activision AX025
9. Enduro — Activision AX026
10. Donkey Kong Jr. — Coleco 2601

TOP MIDLINES

Male Artist
Joe Jackson — A&M

Female Artist
Carole King — Epic

Group
Led Zeppelin — Swansong/Atlantic

Label
Atlantic

A&M
Epic
Swansong/Atlantic
Elektra
Warner Brothers
Elektra
Atlantic
RCA
Columbia
Our games have birthdays, but they don't get old.

Say Happy Birthday to two of the biggest hits in the business. Pitfall™ Cash Box's Game of the Year. It sold a million after only 5 months. And now—at its first birthday—it's still a top seller.

Kaboom!™ It was in one-and-a-half million homes before its second birthday. It’s the kind of timeless title that new players start out with. And veterans come back to.

Why don’t these games get old? Because they were designed around an original idea. A big idea. And that makes them more than just hits. That makes them classics.

So blow out the candles, and wish for more of the same from Activision. Because your wish is bound to come true.

We put you in the game.
LOS ANGELES — It seems hard to believe that just one year ago home video games were being touted by most record retailers as their top-selling non-music product. Manufacturers stocked up on practically every title they could get their hands on, almost disregarding the fact that wholesale prices had doubled or tripled due to high demand for the latest models. But by the end of the year, a year later, things are quite different for the electronic consumer game industry... and for the dealers who carry the items.

Conflict has re-emerged in the form of the most personal computer systems, a glut of secondary and older catalog product, not to mention a fierce media backlash, a majority of home vid game concerns have reported massive losses and staff layoffs for the year. Companies like Mattel, with losses of $25 million and more and mom and pop stores are no longer stocking the amusement software and hardware.

Although spokespersons for the major vid game firms feel the industry is getting a "bad rap" since projections indicate more than 1 million cartridges will be sold this year (up approximately 50% from a year ago), it’s clear that the business has changed drastically since last year. The introduction of two third-generation machines — Coleco Industries’ ColcoVision and Atari’s 5200 “SuperGame” — has had a significant impact on sales of Mattel’s Intellivision and the 2600 VCS.

The explosion of software-only manufacturers that sprung up in 1981-82 continues to fizzle, as the cartridge manufacturers go through a shakeout with only a few of the most hardy... including Activision and Imagic... surviving. And, perhaps most unfortunately in the creative sense, one hundred or games designed for video cartridges and now merely arcade translations have sold well recently, on this week’s Top 15 Video Games chart in Cash Box, just three of the Top 10 games are original programs and all are made by Activision.

Nevertheless, the upcoming months have usually been the best time of the year for selling games and manufacturers fully intend to capitalize on the gift-giving season. To help retailers decide what to order, Cash Box is coming down the pike; its annual reference book containing everything a company may need to have stand in hardware and software.

ACTIVISION — 2400 Bay Shore Frontage Rd., Mountain View, Calif. 94042 — Though the acclaimed software-only manufacturer has stated that a $3-5 million gift after taxes is probable for the year, Activision’s spokespeople are predicting a healthy year. In addition to the large number of exciting games planned for the fall and winter seasons, including translations of two highly popular amusement games, “River Raid” and “Kaboom,” for Atari 400/800/1200 computers as well as the Atari 5200 system. These games should be available by Christmas, and will be heralded with extensive advertising and promotional support.

For the Atari 2600 and Mattel’s Intellivision, Activision says it has a number of surprises coming up relating to several titles which were not on the release schedule until last week. These include: “Space Suckers” for Atari (a retro-fit of their very popular VCS game, "Frostbite" (late Sept./Early Oct.) and another VCS game entitled “Pressure Cooker” (Oct.). Already on the shelves and zooming up the charts is the Dave Crane programmed "Super Pong" (Late Sept.) for the 2600. Avid, the Intellivision, and Atari games that portray the Olympics.

The Intellivision includes one remarkable VCS-compatible cartridge. Along with “Decathlon,” retailers can expect the rock-and-roll simulation called “Space Shuttle,” available in late Nov., to be one of the hottest software items for late 1983.

ATARI — 1265 Borregas Ave., Sunnyvale, Calif. 94086 — Although Atari has put its much-discussed VCS computer keyboard peripheral (nicknamed "the Graduate") on hold due to the volatile status of the under-$1000 comput-industry, the company plans to continue its sales promotion program which began this year with floor demonstrations of the Intellivision and the Atari 5200. An estimated 215,000 to 250,000 of the 1260 Olympic simulations should be sold by the end of the year.

Concentrating on arcade translations and licenses geared towards young gamers, Atari expects to offer approximately 11 software titles for the VCS and a dozen games for the 2500 prior to Christmas. For the 2600, the coin-op translations of "Dig Dug," "Mr. Pac-Man" and "Joust," all skedded for Nov., in VCS-compatible formats, will probably receive the most consumer response. Other VCS titles available throughout the fall and early winter include "Mario Bros.,” (mid-Dec), "Krull" (late Dec.), "Pigs in Space" (Dec.), the Walt Disney-inspired "Sorcerer’s Apprentice” (early Nov.), the Peanuts comic strip-based "Peanut's 3: The Red Baron” (late Nov.) and three games connected with the Children’s Television Workshop series "Sesame Street,” including "Cookie Monster Must.” "Big Bird’s Egg Catch” and "Alcho Bean,” (all late Oct) The "Kid’s Controller,” used for the Sesame Street carriages, will ship concurrently with the above mentioned games, and should retail for about $14.95.

For the 5200, Atari has just shipped a version of the #1-ranked arcade driving game "Pole Position,” along with translations of the coin-op favorites "Jungle Hunt” and "Ms. Pac-Man" to retailers. Coming up in the weeks ahead are SuperGame renditions of Vanguard (late Oct.), Joust (late Oct.), Moon Patrol (Nov,), Real Sports Basketball (Nov.), Dig Dug (late Nov.), Pengo (mid-Dec), Battle Zone (Dec./Jan.) and Berzerk (late Dec.).

According to spokespersons from Atari, preliminary test marketing reveals the Tell-Along copy of Bally Midway’s coin-op "Omega Race." Also coming out over the next few months are games compatible with Atari’s 5200, including translations of Bally-Midway’s "Wizard of Wor,” "Bluegrass Brawl” and in addition to these titles, "Mountain King” and "X-ray Shootout” will be available for the 5200.
WHEN IT COMES TO QUALITY CATALOG, WE’VE GOT THE RIGHT STUFF.

We’re proud to introduce our $5.98 series.

### NUMERICAL ALBUMS & TAPES

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Nostalgia Marchant

Earl Blair is optimistic about his firm's forthcoming release to the previously unavailable sequel to Plan 9 From Outer Space, entitled Night of the Ghoul (1958). "This is so bad it was unreleased theatrically," said Blair. "This is just the worst, the pits. And we will do well with Edward Wood fans." The company is also set to release two theatrical films, Powerplay with Peter O'Toole and High Crime starring James Whitmore. This is only the second time since last year's release of The Front, that the company has provided this type of feature. Also on its list is a group of classic films from Alice Adams, Barbara Stanwyck, Ava Gardner and Heddy Lamarr under the heading Great Ladies of the Screen.

Mr. Blair Looks Back: Sluggo's Greatest Hits is the October schedule, with The Rutles' Beatles spoof All You Need Is Cash due for November. Both programs grew out of Saturday Night Live skits, and while The Rutles' production has previously been shown on network television, Mr. Blair will bring in new material. Pacific will be lowering the price of the signature production, Elephant Parts to $39.95. Timedirectory, a feature with Pacific president and former Monkee Mike Nesmith as executive producer, has been announced as the firm's first CED release.

Paramount

In addition to the Eddie Murphy concert footage in CED and laser for November, Paramount is releasing The Man Who Wasn't There, without the 3-D effects. Also set is a Richard Pryor tour date with Pryor as a Noah's Ark producer. MCA and Warner Communications will release The Great Race, a 1965 comedy classic with Walter Matthau and Goldie Hawn, There's A Girl In My Soup, Blue Thunder is expected to be available on Laserdisc, but no other titles have been confirmed.

This growing company has a full schedule and most notably will be the worldwide distributor of the Children's Video Library. The line will premiere this month with many titles at $29.95 and features set at $39.95. Titles include Peter No-Tail, the Marlo Thomas production of Free To Be You And Me, an animated concert for kids, Let's Go To The Country; and an original production of Benji's Own Christmas Story. Vestron is also distributing titles from VidAmerica. A major release due this month is the John Wayne Collector's Limited Edition, a six-disc set of the original six Westerns. Also of note, the company has provided handsome Las Vegas and Montecarlo production materials. The line is expected to do well as described being "explicit, and tastefully done." Titles soon to be released in CED format by Vestron are highlighted by Reefer Madness, Valley Girl, Battle Beyond The Stars, Carlin at Carnegie, Truckstop Women, Chained Heat and a Redd Fox nightclub recording. Laser releases include Mad Max, Dressed To Kill, Force Ten From Navarone, Class of 1984, National Lampoon's Class Reunion, Love At First Bite, House On Sorority Row, Red Fox Frenzy, Breathless, Valley Girl, and the all-star Yellowbeard.

Warner Home Video

October releases include Steve Martin's The Man With Two Brains, Blue Skies Again, Dan Aykroyd and the Hitchcock classic Strangers On A Train. Each will be available in disc format for $34.98. November titles will be announced shortly, with a special concert promotion expected to coincide with the release schedule.

Fourth Quarter LPs Announced

(Continued from page 103)
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Retailers Stock Up On Wide Range Of Accessory Product

NEW YORK — As accessories product continues to grab a greater percentage of sales at the retail level, more products — in more packages — is being brought out. This creates a problem for dealers lacking display space but expands profit possibilities for those disheartened by slow record volume.

Outside of blank tape and maintenance product, dealers report stocking up on "lifestyle" items ranging from music-related boutique items to books, magazines, and tour merchandise. Several have begun carrying Walkman-type personal stereos as well as the larger "boom box" portables, and while video games have declined as the major accessories growth item of a year ago, it is still seen by many as a permanent inventory mainstay.

"The video game business is like everybody says it is — soft. With question marks," stated Jim Hines, accessories buyer of Atlana's Franklin Music chain. "But you can either compare it with last year and beat your head against the wall, or look at it as a solid catalog that is viable and money making."

Richard Driscoll, accessories buyer at the Cambridge, Mass.-based Strawberries Records & Tapes chain, was even more optimistic. "The video games market is opening up big now because the manufacturers are coming out with better stuff and cleaning up their act." But at Licorice Pizza, buyer manager for general merchandise/video Suzanne Rastatter said "nothing exciting happening with videogames anymore" and said that the chain was carrying only the Top 30 game titles.

However, Licorice Pizza has achieved greater success with its prerecorded videocassette selections, according to Rastatter. She said that 500 move titles were being stocked in 14 of the chain's 26 stores, with another four stores adding movies in the next few weeks.

New York retailer Ben Karol two months ago introduced video into his stores by way of rental of about 100 sq. ft. to a separate video retail entity called Video 'S3'. Karol said that his new tenants sells prerecorded and blank videotape and rents television and VCR equipment.

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Karol was also pleased with the success of the Planset line of audio and video accessory product, a long-standing favorite. "It's great stuff, easy to handle, nicely displayed, and sells on sight," he said.

Audio and especially video accessory product continued to be noted by most dealers among their most important accessory product lines. Camelot Music's accessories product included video cleaning product among the accessory items warranting optimistic sales forecasts. "Last year we weren't carrying any video cleaners, but this year we expect them to be big," said Stephenson, who is now carrying video cleaners by Koss, Discwasher, and Scotch.

At Franklin Music, Hines said that an almost full line of Discwasher record care product and some from Recoton was being supplemented on the cassette side by Alstop and TKD and Maxell headcleaners and tape demagnetizers. "Since people buy who a certain tape like to buy the same brand of care product," said Hines.

Licorice Pizza and Record Bar are currently using silk print programs in support of audio and video care product. At Licorice Pizza, silkts are part of a three-month campaign. At Record Bar, $1 will be given for each Alstop Orbital record care system when it was launched at the chain on Oct. 1. Record Bar also carries the Alstop line of cassette head cleaners and is moving to include its video cleaning system.

A major accessories move at Record Bar this year has been into the personal electronics field. Half a dozen Sanyo personal stereo models — none over $100 — are being carried by the chain. According to special product manager Bruce Levy, if sales of these items continue at the present rate they could reach three percent of total sales in fiscal 1984.

Levy lauded the Sanyo cassette players, which range from the Walkman-type to the bigger "box" models, for being easily saleable. "Most people know how to run a cassette player, so there's no training involved for our sales people," he said. He added that sales of the portables had given rise to related product sales including batteries, extension speakers, and adapters and had helped compensate for declining sales of video game products, which had "dropped themselves" in last stage.

At Camelot, Stephenson said that similar personal stereo equipment, put out by Grand Prix, was doing "surprisingly well" since May and had caused a doubling in battery sales since then. He also said that "surprisingly well" sales was being carried and, unlike Record Bar, no other manufacturers' product was being considered. "We don't want to make things too confusing for the customers and clerks," he said.

Camelot is also awaiting the chainwide introduction of the Coleco Adam computer system (Cash Box, Aug. 8), though in the words of Stephenson, it is now adopting a "wait and see" attitude. "We're afraid it will take too much time for our employees to sell the system and the cost and can't afford to free up the space," he said.

Stephenson added that he was also a "little skeptical" on Camelot's retailing of video game hardware due to strong price competition, and said that sales of such units were being monitored. He noted, however, that joystick sales, led by Poinmaster, looked to do "extremely well" this year. At Fantin Music, Hines said that most of the joystick business was coming from games like Krail and Wico's "The Boss" were being brought in for Christmas. However, he expressed concern over only a three-to-four-month sales life for most joysticks.

Hines and Driscoll both noted sales of 8-track converters, and said that tape and record storage units were popular accessories items. Driscoll said that Service Manufacturing's strong selling 12-count tape case sold for "cheaper than tape" at $4, and that Lebo's cassette wall units were selling rapidly. Hines noted that tape box manufacturers are introducing several colors to keep up with cheaper. Driscoll also said that wood recording and cassette storage crates made by Carroll County were selling well and filling the void left by similar product sold by Peaches when that chain was present in the Atlanta area.

Boutique items remain a major accessories item in many stores. Record Bar has recently instituted sit wall fixture to allow more visibility of clothing lines. Spec's Music in Florida also has opted for the sit wall and has doubled its boutique goods offerings. According to its supervisor, George Morris, these items include "I Love Rock," rock singer bumper stickers and other artist product including painters caps, t-shirts, music shirts, and mirrors.

Record Bar has also put in new self-service "booklet" fixtures for poster product from California posters. Levy said that the fixtures, which box the posters in a floor box beneath the swinging glass panes, helped move 300 pieces in the first weekend of some stores' installation.

Ben Karol reported excellent poster sales through the guaranteed servicing by Artimis Posters, and Franklin's Hines said that his chain, though not a "lifestyle" store, would soon introduce both posters and buttons on a test basis as a result of store manager requests. Both were introducing product, which was introduced in more stores last year, it still being carried by retailers with the room. Brian McEvoy, LP buyer for the 60-store New Jersey-based Listening Booth chain, said that he would soon increase his 300-copy buy of the British heavy metal magazine Kerrang, which he obtains from Importers Record Distributing in New York, by another 200 copies. Tour programs obtained from important also sell out, he added.

Several retailers were looking at rock calendar sales to pick up in the fourth quarter. Jim Kozak, English buyer at Recoton, agreed that a "bigger" — said Duran Duran, David Bowie, Iron Maiden, The Police, Culture Club, and Adam Ant — were "flying out" to retailers.

But all of the accessibility product being carried by retailers, blank audio tape is still the most important. Franklin Music's Hines said that blank tape sales had doubled there in the last 10 months. He singled out the chain's two "main lines": the Maxell UXDL2-90 for its three-pack and $3.99 single price, and the TKD SAK90 for its five-pack with headphone promotion, which retails at $24.99. Strawberries' Driscoll lauded the "new wave of two-packs" for their strong sales spur, and said that the dual packaging now accounts for 10 percent of the chain's orders.

At Western Merchandisers, vice president of retail Bruce Short also reported that tape promo packs such as Memorex and TKD three-packs and the Maxell two-pack had generated much excitement with consumers. But he called against his stores' full stock of cassette, "everybody loves the latter to the consumer in varying configurations," said Short. "That's absolutely mind-boggling I'd love to be around 32-35, with a reasonable selection including the high, medium, and low ends of each of the big three. Otherwise, it gets to a point where we're really only competing against ourselves.

Short's tape comments jibed with his current accessories emphasis on the "same old, same old." Said Short, "I can see a ton of junk in other stores. Go ahead and buy it. But I think we should stick more with the basics that make you money — items that are geared for quick turnover and easy handling."
According to research, not only do people who buy Maxell audio tape buy over 40% more cassettes in a year than the average cassette buyer, but they also purchase almost twice as many records as the average record buyer.

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Country Video Outlets On The Rise: Will Labels Meet Product Demand?

by Kay Shaw with Anita M. Wilson

NASHVILLE — Within the past year, outlets for country videos have been popping up in numbers as plentiful as unemployed songwriters on Music Row. This would seem to be a solution to the problems posed in a Cash Box article published in 1982 (August 12), which cited a lack of outlets for country videos as one reason for the relative obscurity of the medium. At that time, it was reported that most labels refused to become heavily involved until direct competition for these outlets became established (comparable to MTV). Twelve months later, program directors and producers of everything from regional shows to cable networks are flipping the coin and saying: here are your outlets, where is your product? Research of existing outlets for country videos reveal outlets ranging from 24-hour programming to country music clubs utilizing video, and almost all are new.

Country Music Television (CMT) went on the air with little fanfare, March 5. Based in Hendersonville, CMT is already reaching four and a half million homes in parts of seven million within the next 90 days. Similar to MTV, CMT is the first to program country music 24 hours a day with an occasional interview slotted between videos. With the added lack of product, how is CMT able to offer 24-hour programming? Says Kathy Kiper, executive director of public relations, "We wouldn't have enough for even a 12-hour network if we didn't do country music ourselves." CMT, in conjunction with some Nashville labels, has been taping segments of artists performing in the club and in Kentucky and Arizona, and creating their own videos. Though costs and the product are shared by CMT and the label, CMT does place restrictions on anyone who wishes the other hand, Kiper says the labels have "pliles of videos," but are conscious of their artists' image, and allow by current product to be aired. Unfortunately, there is not now enough current product available to help CMT react their charges of top 10 country video outlets.

The Nashville Network, which went on the air March 7, 1983, has yet to utilize country music as heavily into its programming product. According to Paul Corbin, director of programming, that will change when a new half-hour program, title and format still under development, begins January 1984. It will be shown once a week on weekends, with a potential 9 million viewers.

Other cable networks, some of the country music field, have either incorporated the videos into regular rotations or established special programs devoted to country product. The Video Music Channel, based in Atlanta and part of the Cable America system, includes country product in their programs. The Music Network, in the Atlanta area, broadcasting from 3 pm to midnight Sunday through Tuesday and 3 pm to 2 am Wednesday through Saturday. According to Cathy Roszell, program director, "We program country music videos all over our regular rotation if they are quality videos." She cites as examples products by Dolly Parton, Ronnie Milsap, Rosanne Cash, and the Oak Ridge Boys. The Video Music Channel is in the midst of creating a one-hour program, "Cross Country," which will air Sundays at 3 pm. It will include an array of videos and interviews, incorporating more traditional country artists. Says Roszell, "You can't ignore monsters like John Conlee."

Ted Turner's WTBS broadcasts "Night Tracks," a rock-oriented video program, which features country artists like Dolly Parton and Alabama. On October 2, a new program, "America's Music Tracks," devoted to country music, went on the air. It will initially run from 8 to 8 pm Sunday nights, but is projected to expand to two hours in January. AMT will air 10 hours a week, or approximately 40 minutes of the hour. Interviews, charts, and news will make up the other 20 minutes. The new show will directly follow WTBS' number one rated program, "The Wonder Show" — with a potential of 26 million viewers.

"This Week in Country Music" is a Jim Owens Productions syndicated to 150 markets syndicated by Mervyn Levy and hosted by Lorianne Crook and Charlie Chase, the Nashville-originated half-hour program, showing "the best, worst, and weirdest videos within the body of stories, but no more than one video per show in its entirety.

Network-affiliate stations have jumped on the video bandwagon, creating and producing their own video programs for regional broadcasts. For example, WBAK in Terre Haute will debut "Video Plus" November 3, a half-hour show to air Thursdays from 10:30 to 11 pm. According to Operations Manager Larry Blackbery, "Video Plus" will program "a little bit of everything." The station's counterpart, WBAK reaches 180,000 homes. There are literally dozens of network affiliates airing or producing their own video shows, according to Nashville's entry, "Miscellaneous," "seen on Channel 4 midnight Saturday nights. Jim Carter, executive producer for that show, as said, "I'm the only channel that has a full-fledged page on Channel 4 Magazine," says all three programs utilize country videos, but that he doesn't have the upper hand on any program based on that genre is viable due to a lack of product. Though the majority of these programs are not devoted solely to country music, their broad range of music should appeal to country artists trying to break into an audience who would not tune into a country program.

A program which could most certainly expose country artists to a new and broader audience — one with plenty of up and coming stars is "Houston World." Produced by Rock World Marketing Corp. in Albany, New York, "Rock World" is a 60 minute collage of a variety of music. It is serviced weekly to almost 400 colleges and universities nationwide at no cost (six minutes of advertising per show are sold by Rock World); Frank Tate, Jr., President, says the shows are aired by the participating schools anywhere there is heavy student traffic — student centers, canteens, dormitories. Currently, Rock World is broadcasting their own video stations. Each show is aired an average of 22 times per month, which includes agreements with high schools participating schools regarding interest in a one-hour country program available and 167 schools requested the show. says Tate, the country videos are incorporated into each show. The rock and pop industry discovered

WHO OUGHT TO BE IN PICTURES? — CBS Recording artist Jane Fricke recently met with label executives backstage during the taping of her first television special, "Jane Fricke: You Ought To Be In Pictures." Pictured are (l-r): Jack Lameler, director, national Columbia Promotion, CBS Records-Nashville; Roy Wunsch, vice president, marketing, CBS Records-Nashville; Fricke; Rick Blackburn, senior vice president and general manager, CBS Records-Nashville; Mary Ann McCready, director, product development, CBS Records, Nashville; Joe Case, vice president, national promotion, CBS Records, Nashville; and producer Bob Montgomery.

NARAS Starts Membership Drive

by Anita M. Wilson

Carolyn McClain, executive director of the Nashville chapter of the National Academy of Recording Arts and Sciences (NARAS) has announced a major membership drive. "We're coordinating a large, high visibility drive from now to November 15 to have as many people in the Nashville area and surrounding areas having a vote on the Grammy ballot, and to gain another national trustee for the Nashville chapter," stated Ms. McClain. A goal of 150 new members has been set which would enable the end of the year's drive, to play a major role in the Nashville go from four to five, which would put the local chapter on a more equal level with Los Angeles, which has 11 trustees, and New York with seven. The national trustees set policy for the Grammy Awards, including categories and eligibility criteria. Membership drives are usually tied to national ballots, and to keep the name in the public eye.

"We're going to be reaching out to all groups of people who can be involved, involved," a phone campaign will follow the letter writing drive, similar to last year's that brought in 75 new members in two days.

Industry Veterans

Form Organization

NASHVILLE — Reunion of Professional Entertainers (R.O.P.E.) has formed in Nashville for people who have been in the music industry for 25 years or more, with the primary goal of fostering high ideals and ethics within the entertainment industry. The organization will be open to musicians, writers, performers, broadcasters, managers and others from the industry who will form a network of communication aimed towards working with programs designed to support various charitable projects.

Five types of memberships are available including charter, life, regular, associate and honorary. Creator Gordon Terry has been elected president and Ron Elliott as the vice president. Other officers include Leslie Ann Elliot, secretary; Corky Wilson, treasurer; Grant Turner, executive vice president, and Charlie Lamb, chairman of the board of directors. Board members include Bill Carlisle, Hillous Buttram, Ron Heims, Pete Wade, Joe Vincent, Charlie Dick, Big Jeff Bass, Smiley Wilson, Tommy Hill and John Denny, Faron Young was named sergeant at arms and Ray Kirkland and Benny Martin are assistant sergeant at arms.
ETC VISITS THE PRESIDENT — On a recent trip to New York, Earl Thomas Conley (1) dropped in at the RCA offices to talk with Bob Summer, president of RCA Records. While in New York, Conley appeared on “Live At Five,” a popular local interview program, and was interviewed by US magazine, The Star and New York’s Daily News.

COWBOY SHEPPARD — T-G. Sheppard has been spending a lot of time lately in Orlando, Florida where he is hosting a segment of a new thirty minute show for the Nashville Network. Set to air in January, “Church Street Station” is being taped at the Cheyenne Upper House and Salon.

ROYCE OUT PUSHES RALPH — Royce Kendall of the musical group The Kendals was recently on Ralph Emery’s Nashville Now when the topic of exercise came up. Royce challenged Kendall to a six-week exercise challenge and agreed and stated that he said he would do two for every one push-up Emery did. The men hit the ground and Royce won out by doing 10 push-ups after Emery did 5. Being on the road promoting their new LP and single, “Moving Train” has kept Royce in good shape.

NASHVILLE BUSINESSES — While most country acts are booking dates in Las Vegas, one of their regular artists recently showcased in Nashville. Gene Ferrar brought his Vegas act to the Stagedoor Lounge at Opryland, Ferrari, a native Italian, has just released an album and producer Brian Beckett entitled “Gene Ferrar” which includes several crossover tunes.

CONGRATULATIONS — Daniel Michael was born to Michael Davis, steel guitarist for Tammy and her husband, Trina, who also works in the Wynette camp as a back-up singer. Daniel weighed in at 11 lbs. 12 oz. and is the grandson of Monuments’ Tex Davis.

SHORT CUTS — Several new artists are making headlines by premiéring at some well known shows and events around town. Atlanta will be tapeing Hee Haw Oct. 7th. Brice Henderson made a guest appearance at the recent Charlie Daniels Day in Mt. Juliet, TN. Kathy Mattee performed for a regional conference for Liberman’s in Dallas, and was not bad for someone who was on “Good Morning America” as a struggling artist just signed to a record deal.

Martin Gets First Master Tribute

NASHVILLE — On December 1 in the Opryland Hotel’s Presidential Ballroom, The Nashville Music Association’s first Master Tribute Award was presented to country music and session guitarist Grady Martin. The annual event will pay homage to those session musicians and session vocalists who helped create the Nashville Sound, thereby helping to establish the music industry in Nashville.

Grady began his career as a fiddler, playing with The Bailes Brothers, on Hank Williams’ sessions, and touring with Janie & Jett, who later became Patsy Cline. In the late ’40s, he switched to guitar and played on sessions for many Nashville artists, including Kitty Wells, Patsy Cline, Ray Price, Webb Pierce, and Conway Twitty. He invented the fuzztone guitar, first heard on Marty Rob- erts’ 1960 hit “Don’t Let Me Get The Last Laugh,” which influenced a generation of rock guitarists.

Martin recorded several albums of his own, most notably “Instrumentals Yours.” Master Tributes are acclaimed for their use of studio overdubbing. Several years ago he joined Willie Nelson, Waylon, and Kris Kristofferson, and recorded Haggar, emerce the event for the NMA. For additional information on the Master Tribute Award or the award design competition, contact the Nashville Music Association at (615) 321-5662.
THE COUNTRY MIKE

MASTERS AUDIO NEWS — Glenn Morgan, who for the past three years served as director of music programming for the Mutual Broadcast System, recently formed his own company. Master Audio Productions, Inc. is a full service radio production company headquartered in Westfield, NJ, with additional studios located in the greater New York area. Morgan, president of the company, has been contracted to serve as executive producer for the Mutual Broadcasting System’s broadcast of this year’s Country Music Association (CMA) Award Show which will be televised Monday, Oct. 10. This is the first year in the 17-year history of the CMA awards that the radio coverage will be broadcast in stereo and for the broadcast to utilize satellite technology. Master Audio Productions, Inc. has also been contracted to produce the weekly country music program, “Lee Arnold On A Country Road” with Morgan serving as the program’s executive producer. Broadcast International, the nation’s first division of Osmond Entertainment, has contracted Master Audio Productions to write and produce the program beginning with the program for broadcast the weekend of Oct. 22.

STATION PROFILE WYRK-FM/Buffalo is a $50,000 watt, 24-hour continuous country music station. They are geared toward contemporary country in order to appeal to the long time country listener as well as the new country audience. Alan Fitch is vice president and general manager for the station. Dale Mussel is production director, Judy Webber serves as business manager and Ken Johnson is now running the three-in-one radio station’s entire set back-announced at the end of the last song. The station lineup is as follows: Mussen, 12 m.n.-6 a.m.; Pete Porter, 6-10 a.m.; John LaMond, 10 a.m.-3 p.m.; Kevin Bower, 3-7 p.m. In addition to WYRK radio is the entire set back-announced at the end of the last song.

CABLE RADIO — CTSN-FM/Torrington is Connecticut’s only 24-hour cable country station and is available in 21,000 homes as background music for the area’s public access cable channel. The station is also the first cable FM radio station in Connecticut as a CMA organization member. WOCT/Vincennes is a new cable radio station which has been on the air for just over a month. The station is broadcasting on an experimental basis and is requesting record service which would include current popular records as well as product on new and upcoming artists. Jay D. Burke is general manager for WOCT and can be reached at 1200 N. 2nd St., Vincennes, Indiana, 47590. The phone number is (812) 885-5380.

CONGRATULATIONS — to Wayne and Pam Campbell on the arrival of nine pound, six ounce Jonathan Ellis born Sept. 14. The father is promotion director for WSIX AM/FM/Nashville.

KBOO PROMOTIONS — KBOO AM/FM/Denver will begin the Third Annual Community Clubs Awards Campaign in January of 1984. Registration for this public service campaign is open to any non-profit club or organization in the metro Denver area, making them eligible to receive $10,000 in cash awards… general manager W.R. “SKEE” MURPHY has added technological research service featuring TAPSCAN rating analyzers. The service is available to all recognized advertising agencies and client buying services and can provide complete radio budget and market analysis services and as well as put together total radio plans and options within minutes.

SEALS & RAY — Liberty artist Dan Seals recently dropped by the Music Country Radio Network and visited with weekend host Jennie Ray (r). Seals was promoting his latest single “After You Off the Rebel Heart” LP.

RONNIE MCDOWELL (Eric 34-04167)
You Made A Wanted Man Of Me (2:55) (Tree Pub., Co., Inc. — BMI) (J. Crossan) (Producer: Budd Killen)

DONT CHEAT IN OUR HOMETOWN — RICKY SKAGGS — Sugar Hill/Epic FE 38954
Producer: Ricky Skaggs
List Price: None Listed — Bar Coded

NASHVILLE — Johnny Bond Publications, based in Los Angeles, has opened an office in Nashville. The company manufactures a Red River Music and Vidor Publications, the music publishing companies of late country music giants Johnny Bond and Tex Ritter. Sherry Bell will serve as executive director in the Nashville office, located at 1614 16th Avenue South.

Established in 1957, the Red River and Vidor catalogs were built on compositions written by Johnny Bond, Harlan Howard, Tommy Collins, Cindy Walker, Eddie Miller, Freddie Hart, and Lerry Collins.

Recent activity includes Mel Tillis’ version of Tommy Duncan’s “Stay All Night,” Stay A Little Longer” and Ricky Skaggs cover of Johnny Bond’s “Your Old Love Letter.”

Plans for the Johnny Bond Nashville operation include the formation of Sierra Shadows Productions and a new publishing company for songwriter Larry Collins.
Reliable Source

Bows In U.K.

LONDON — A new company has been set up to provide music radio programs, radio commercials, light entertainment programs and by a number of events.

The company, Reliable Source, is set up by top U.K. DJs Alan Freeman and Noel Edmonds.

The company is active in the production of radio programs. It will be following through with ideas for cable.

One of their first projects is a radio series based around Genesis, which ties in with the band’s new album and U.S. tour. The Genesis special called “Three Into One” is three hours long and distributed by London Television in the U.S. It features three band members with exclusive interviews and talks about their band’s new release and performance, and how this relates to their work as a band.

Blackmore told Cash Box: “We aim to offer a comprehensive audio-based production service together with broadcast consultancy and a central resource facility.”

Country Video Outlets On The Rise: Will Labels Meet Product Demand?

(continued from page 19)

another outlet for their video product in rock clubs, and at least one country music club, BJ’s Star Studded Honky Tonk in Little Rock, Arkansas, is providing the same service for country video. BJ’s, the largest country club in the state with a 1,400 seating capacity, plays records seven nights a week, with big-name artists booked twice a month. Mike Watson, General Manager and partner of BJ’s, recently tried a video system, which employs four 60” screens throughout the club, into the sound system. About every four or five records, the system plays a video. He has an agreement with the RAC, CBS, and RCA, time to supply him with video product, but according to Watson, “not nearly enough. Our experience has shown that people here like it and want to see more.” One of the biggest advantages the videos provide, both for the club and the artist, is seen in BJ’s ticket sales. Watson cites young RCA Records artist Steve Wariner as an example. When Wariner played BJ’s last, he only half-filled the club. Since then, his video has been played often at BJ’s, and with tickets already on sale, BJ’s expects to sell out Wariner’s next appearance there. Watson says he has conducted an informal study on a local record outlet. He supplied them with a list of artists whose videos have been shown in the club, and asked salespeople to keep an eye on those particular sales. Watson says the store reported that sales were up on those artists who have been aired on BJ’s video system.

With the seeming preponderance of outlets now or soon-to-be available for country music video, it appears the call for record labels for those outlets has been answered. Now the outlets are posing the questions to the labels and artists: where is the product? And the labels, constantly searching for new marketing and promotion techniques, now must decide how to best use what is available.

NEXT WEEK: Country Labels Response to Video Outlets and Market
ALBUM ACTION — Johnny Mathis never quits making records, and his forthcoming November release will feature the cream of L.A. studio musicians. Highlights are said to include a duet with Angela Bofil, entitled “You’re A Special Part Of Me.” The tune is not a remake of the 1972 No. 1 hit from Blop and a little New York, as the original one from the pen of Ms. Bofil. The ever-present and productive Michael Jackson wrote the track “Love Never Felt So Good” with Paul Anka for the LP. . . . The System duo in question is also due out this fall. . . . Willi Williams of the group “Everyday People” is making a comeback on another name acts. As did (briefly) the clap-along “I Love Rock ‘n Roll.” . . . Speaking of Sle, did you catch the recent news photo of the Family Man fast asleep in court after he was picked up on a muf of coffee? . . . ON THE WINGS OF LOVE — A&M recording artist Jeffrey Osborne and wife Sherry recently ushered in their latest production, baby daughter Tiffany Nicole. Osborne, who is due September 22, is now reading plans for a tour expected to begin this November.

FORWARD — Reggae artists doing cover versions of pop classics is on the rise. With The Mighty Diamonds crooning “Ebbony and Ivory,” and a recent Barbara Jones LP on VP Records’ “is a Another” (Island), and a recent Peter Tosh LP (Columbia) in which the group’s known Charlie for 17 years,” said Manhattan bass man Blue Lovett, “but this is our first time working with him. We’ve always wanted to, but previous management just didn’t allow us. Finally, we had our chance, and it’s put a little life into the group. It’s like a rebirth of The Manhattan’s.” There’s a group rebirth on the charts, also, with the current Forever By Your Side LP and the recent smash, “Crazy.” The title track is the current single, and is more like the slew of ballad-type hits is well known. It was “Crazy,” however, with its updated, danceable hook that brought the group back in favor. It took a long time for the record to be finished, what with the record company and management unsure of the production direction to be taken, but, as Lovett observed, “We got a little California, a hit from Chicago and a little New York, arranged the record with a veritable A-list. With it, our group seemed to vault back into the limelight. While not a hit, the record was a success, and it brought back memories of what once was the group’s home base. ‘We were almost the house group at the Apollo Theater,’ Lovett recalled. ‘Weh anybody couldn’t get in from Chicago or Detroit, we’d be the fill-in group. Patti LaBelle and (and the Bluebelles) would be called if they needed a female group and the Manhattan’s would be called if they needed a male group. ‘No longer needed — the group is now happy to ring the phone, the group continues to tour both as headliners and guest star openers, and a return appearance to the New York area with Ashford & Simpson is slated for this month.

happy anniversary — This past August marked the 19th anniversary of Columbia recording group The Manhattans, still making records and touring hard. The group is one of the vocal quartets that brought rhythm and blues to the forefront, with a little 11-piece band. Against a shimmering backdrop of Manhattan streets, the group — Ronny Blunts, Blue Lovett, Kenny Kelley and Gerald Alston — turned a terrific performance, and in that performance, they brought all the influences of other vocal groups, or what we call a “soul,” to the forefront. In their 1960s, they were produced by Harry Belafonte, and they brought a little life into their group. It’s like a rebirth of The Manhattans.” There’s a group rebirth on the charts, also, with the current Forever By Your Side LP and the recent smash, “Crazy.” The title track is the current single, and is more like the slew of ballad-type hits is well known. It was “Crazy,” however, with its updated, danceable hook that brought the group back in favor. It took a long time for the record to be finished, what with the record company and management unsure of the production direction to be taken, but, as Lovett observed, “We got a little California, a hit from Chicago and a little New York, arranged the record with a veritable A-list. With it, our group seemed to vault back into the limelight. While not a hit, the record was a success, and it brought back memories of what once was the group’s home base. ‘We were almost the house group at the Apollo Theater,’ Lovett recalled. ‘Weh anybody couldn’t get in from Chicago or Detroit, we’d be the fill-in group. Patti LaBelle and (and the Bluebelles) would be called if they needed a female group and the Manhattan’s would be called if they needed a male group. ‘No longer needed — the group is now happy to ring the phone, the group continues to tour both as headliners and guest star openers, and a return appearance to the New York area with Ashford & Simpson is slated for this month.

harley weininger
Argentina

BUENOS AIRES — Tino, former leading vocalist of the all-female group Intocable, arrived this week in Buenos Aires for a TV special to be aired by Channel 9, as well as a benefit personal appearance and interview. Tino is releasing his first solo album and has started a strong promotion campaign and expects to win new audiences for this artist.

Mario Lopez, marketing director of RCA, told Cash Box that he estimates a loss of $30 in sales volume for the industry during October, a period when distributors are sending their annual order lists to South America in a couple of weeks, before continuing the recording of their next release. RCA is in the process of releasing its annual order list before the end of October. The company has also blueprinted the campaign for the album by Clive Linkovsky, who has returned to the local market with his group Los Trovadores, which are currently on tour in several provinces.

Los Hermanos Berrios have signed an exclusive contract with EMI and have started the recording of an album, after a long career under the Sicanmerica and Micfonet banners. The artists are very popular in the eastern part of the country, where regional music is strong.

Melodic chanter Cris Manzano recording for Intercord, has traveled to Puerto Rico for appearances in two TV programs in that country; his next step is a special guest appearance at the WEA Latin American Convention that is being held in Westlake Village, California. In addition, he has also scheduled a program on Venezon, and several personal appearances throughout the country. The artist has been selling well in this country and they are licensed internationally through WEA after an arrangement between Intercord and the local company. The independent producer Francis Smith, who recently signed a contract covering his tunes with Metalgraphics Publishers, is now negotiating a label contract with Tongol for his female trio Los Angeles de Smith. The pretty group is appearing every week on the local TV network, via the Sunday evening program “Semantico Ingleso,” which amounts to a lot of promotion and good sales possibilities. miguel smirnoff

Italy

MILAN — WEA Italiana held its annual Convention at Villa d’Este, near Como. Sept. 1 and 2. Called “Roadshow ’83,” the meeting was introduced by Giuseppe Velona, managing director of the company, and was attended by many foreign members of the group (among them Gloriano Spadaccini, vice-president of European Operations WEA International). During the convention Giancarlo Spadaccini, sales manager of WEA Italiana, announced that the company on the Italian market went up 7.9% in 1983 (comparing to 5.4% in ’82).

EMI Italy held a series of meetings with Italian record dealers called “Incontri Ravisccioni” throughout the month of Sept., starting from Catania (on Sept. 4) and ending in Naples (on Sept. 24).

Roberto Magrini, sales manager of the company, said this action was planned to create a new relationship with the retailers in view of the new season: during the meetings, in fact, there will be time for debates and suggestions, but not for orders.

Rita Creapelli is the new manager at Panoradio, she replaces Piero Testa. Umberto Balzevic has been named A&R manager at Carisch. Gianni Dal Dello resigned from his post of A&R manager at CGD to be appointed A&R director for the company as independent producer.

Slepsted E. Loo with his LP “Bollicine” (on Carosello label) was the winner of the 20th edition of Festivalbar song contest, which took place in Verona on Sept. 10. In the new single collection the contest is led by a song from Spacchiat with the single “Rocking Rolling,” on RCA.

marco del luigi

Japan

TOKYO — The Copyright Committee of the Cultural Agency of the Government of Japan has submitted its final recommendation to the government on rental record contracts and protection of the copyright owners and the record producer would be illegal to use the rental try to the rental market.

According to this recommendation, the cultural agency will file the amendment to the Diet (the para-

ment house of this country) at the beginning of the next year, at the latest.

The five main video software manufacturers have submitted a lawsuit to the Tokyo High court against illegal video rental shops in Tokyo. By this legal action, the five video companies are asking the court to ban all illegal practices through legal proceedings. By this way, the video rental shops in this country last year, and the video software manufacturers have stopped them to stop illegal video sales in Japan. Incidentally, the five video software manufacturers are Toho, Shochiku, Toei, VisaVisi, and KatsuSaya.

The Haigochi branch of the Tokyo district court has given a judgment of guilt for four of the defendants who had been prosecuted for violation of the copyright law through manufacturing and selling pirated pre-recorded tape in this country. In the sen-

sational large scale crime and very evil.

koko otuka

United Kingdom

LONDON — Record retailers interested in distributing video software titles have drawn into the home computer software industry.

There are several parallels between home computer software and music products that makes the record outlet an ideal retail base for the new industry. The games industry has speculated that there are several players who are interested in becoming the new software market and computer ware.

U.K. major chain store HMV’s the first to start testing computer games in six major branches.

A new company, Leisuresoft, has been set up to offer much needed expert computer games to service retailers.

This week Cliff Richard releases his 87th single and 46th album. “Slyser” to celebrate his 25 years in the business.

A second album, “Rock ‘n Roll Silver,” will be available only as part of a limited edition box set and will feature ten Cliff classics.

It includes a new recording of “Move It,” his first single released back in 1958 when it reached four charts. It is also a booklist containing specially commissioned photographs of Cliff by Lord Snowdon.

Cliff begins his sell-out tour on October 5 and finishes with a five-week run at Lon-

don’s Apollo Victoria Theatre which begins November 7.

David Essex releases his new album of extracts from his own musical Mutiny. The single, “Tahiti,” which is partly in Tahitian, has already charted. In the musical, he

plays the historical character Fletcher Christian and in the previous stage successes Jesus in Godspell and Che Guevara in Evita.

Richard Crane researched separately the Mutiny on the Bounty project in Tahiti, and drew only on history, not novels. Crane, former resident dramatist of the National Theatre, spent two years on the book and Essex started writing the music last January. He finally stage directed the show in May in a 63-strong Royal Philharmonic Orchestra, 40 members of the New Lon-

don Theatre and the Ambrosian Singers. His musical director conductor and arranger was John Cameron.

It is hoped that the stage show will be in the West End next May, and soon after on Broadway. The soundtrack is released by PolyGram.

Culture Club’s “Karma Chameleon” has reached No. 1 on the U.K. charts after two weeks of release. Such is Boy George’s present popularity that more than 2,000 fans awaited in Beelte-like hysteria for him to appear in a North London shopping cen-

ter. It is entitled “When Camerons Go Crazy and written by Kasper de Graff and Malcolm Garrett and not a hit.

“Genesis,” currently riding high in U.K. charts with their single “Mama,” have a new album released October 3 on the new Virgin/Charisma label. It is entitled “Genesis,” and contains nine new songs, all written by Phil Collins, Mike Rutherford and Tony Banks.

The studios in May to be recorded by Genesis and the new songs as well as the old favorites will be recorded on a lengthy U.S. tour which starts in November.

Former Pink Floyd keyboard player Rick Wright, who is the first member of the band to form a new group in their 18 year history. He has joined forces with Dave Harris, one-time drummer, bass player. He has also organized a band to play with Rick.

Wright officially left Pink Floyd, one of the world’s most successful artists, earlier this year, though he has not been a full-time member of the band for several months. An album released in 1979. One of his most famous compositions was ‘The Great Gig in The Sky’ on the ‘Dark Side of the Moon’ album. Zoe, released through EMI, will have a much more up to date sound combining electronics and vocals with a more soulful beat.

U.K. reggae band Aswad have also signed a new deal with Island. The first release will be live album recorded at the Notting Hill Carnival.

Chris ley

INTERNATIONAL BESTSELLERS

Argentina

TOP TEN 45s
1. Flashdance — Irene Cara - PolyGram
2. Paraiso — Pontinha - RCA
3. Olvideame — Pimpinela - CBS
4. Cuando — Sancha - Music Hall
5. Directo Al Corazon — Luis Miguel - EMI
6. Cubilete Vaya — Jose Luis Rodriguez - CBS
7. De Repente Soledad — Camacho - RCA
8. Sentimientos — Trovadores - CBS
9. Camila Mi Amor — Valeria Lynch - PolyGram

TOP TEN LPs
1. Let’s rock and roll — PolyGram
2. Alejandro Lerner — Alejandro Lemer - Musikid/O.B.
3. Pimpinela — Pimpinela - CBS
4. The Hottest Hits — Rubber - RCA
5. Superdor — various artists - RCA
6. Directo Al Corazon — Luis Miguel - EMI
7. Sancha — Sancha - Music Hall
8. Chemis - various artists - RCA
9. Armando Montelongo — RCA
10. The Final Cut — Pink Floyd - CBS

ITALY

TOP TEN 45s
1. Ragazza In A Playa — Michael-Johan Ruggiera - CGD
2. Il księga — Gavazo - Baby
3. Moonlight Shadow — Mike Oldfield - Virgin
4. Radio Rock — Virgin
5. Every Breath You Take — Police - CBS/A&M
6. Anthem Rolling — Scalpy — RCA
7. Juliet — Robin Gibb — PolyGram/Polydor
8. Luna — Roberto Benigni — RCA
9. Amore Disperato — Nada - EMI
10. Loving Loving Kind — Twins - Polydor

TOP TEN LPs
1. Mixtape — various artists - Baby
2. Sincronetico — Politezz - CBS/A&M
3. Criste — Mike Oldfield - Virgin
4. Tartaruga — Paul McCartney/Philips
5. Festival de — various artists - RCA
6. Basilico — Vasco Rossi - Carosello
7. The Greatest Hits — Bruce Springsteen - Island
8. Calore — Renato Zero — RCA/Zerolandia
9. Dino Samba — Joao — Baby
10. 16 Rounds Vol. 3 — various artists - CGD

UNITED KINGDOM

TOP TEN 45s
1. Kermesse — Culture Club — Virgin
2. Modern Love — David Bowie - EMI America
3. You Can Leave — Def Def
4. Come Back And Stay — Paul Young — CBS
5. Mama — Genesis — Charisma
6. Still Standing — Peabo Bryson/Roberta Flack — Capitol
7. Delha Vta — Ryan Paris — Clever/Carrera
8. Blue Monday — New Order — Factory
9. Soul Salvation — Sue — Warner
10. Big Akealia — Jaggoogoo — EMI

TOP TEN LPs
1. Leather — UB40 — DEF Int.
2. No Parole — Paul Young — CBS
3. The Creations — Big Country — Mercury
4. Thriller — Michael Jackson — Epic
5. The Greatest Hits — Michael Jackson — The Jackson Five
7. The Body — Melody Maker

INTERNATIONAL DATELINE
CLASSIFIED AD RATE 35 CENTS PER WORD

Point every word, including hyphens. Numbers to address count as one word. Maximum ad accepted $10.00. CASH OR CHECK MUST ACCOMPANY ALL ORDERS FOR CLASSIFIED ADVERTISING. If cash or check is not received, order will not be accepted. All ads will be held for following issue pending receipt of your check or cash. NOTICE — $250 Classified Advertisers (Outside USA and 576 with description not included in maximum 40 words in each issue. Period of one full year, 52 consecutive weeks. You are allowed to change your Classified each week if you so desire. All words over 40 will be billed at the rate of 50c per word. Please count words correctly. Be sure your Classified Ad is sent to hollywood publicity office., 6353 Sunset Blvd., Los Angeles, CA 90028 by Wednesdays, 12:00 noon, of publishing week following week's issue.

Classified Ads Close WEDNESDAY

COIN MACHINES

DYNABO POOL TABLES $1,200 each. $125 deposit. Pick up or 30 day layaway. FREE DELIVERY. 213-954-1230. 110 Westwood Blvd., Los Angeles, CA 90024.

WANT — Settegrag, L-82, and Up. For Sale — Bally Diamonds new 6 card bingo, $125. Bally Card Bingo, Markemaster, Bitball, Waterfront, Blue Chip, Nashville, Miami, Video Games, Pogo, Pogo-Pong, etc. La Double Up Poker brand new $1,355. Golden Mini Pokers, $1,292. Corona winner Circle P Poker Horse Game $2,995. Bally Slot Machines used for export, contact bedside Gaming Corporation, 1422 North Broadway, Los Angeles, CA 90036. 213-529-0700.


MAY 31ST — Last day to advertise in the Hollywood Classified. Classified ads close Wednesday. Classified ads end Wednesday at 12:00 noon.
AROUND THE ROUTE  
by Camille Compasio

Major Manufacturers, Suppliers
Sign Up For ASI ’84 Trade Show

CHICAGO — With more than two-thirds of the available booth space for the 1984 Amusement Showcase International (ASI) sold out in less than a month after the show’s official announcement, the annual exposition is headed toward “a highly successful launch,” according to convention officials.

The first annual ASI convention is being sponsored by the Amusement Game Manufacturers Association (AGMA) and the Amusement & Vending Machine Distributors Association (AVMDA). It will be held at the Expocenter in Chicago during the period of February 17-19, 1984.

A majority of the companies reserving ASI space met at the convention site on September 15 for a lottery to select space assignments. Sixty percent of the show’s space was assigned by the close of the lottery and this includes all of the larger island booths at the Expocenter.

Show officials report that booth sales have continued at a very brisk pace since the lottery.

“The early commitment of so many companies to ASI proves the time is right for the coin-operated amusement industry to sponsor its own trade show,” observed Joe Robbins, president of the Amusement Game Manufacturers Association.

Don W. Sanford, CAE, managing director, ASI, noted “The enthusiasm of ASI exhibitors is evident in three major areas. Besides the early commitment of major companies to exhibit, these firms are purchasing larger exhibit spaces than they have occupied in other shows, and are already aggressively marketing the show to operators, encouraging them to attend the show.”

With a majority of the industry’s major suppliers committed to the show, efforts in the coming weeks will be centered upon bringing the industry’s small and medium sized suppliers into the fold. Dozens of standard sized booths, in prime locations on the show floor, remain available.

“Companies who want to talk face-to-face with the world’s most important distributors and operators, and to effectively influence their buying decisions should act now to assure they aren’t left out due to a lack of space,” Robbins pointed out.

The 1984 ASI convention will feature the exhibition of a full line of coin-operated equipment and provide a broad range of seminar and workshop topics in a convenient downtown Chicago location.


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AVMDA Meet Set For Oct. 27

CHICAGO — The Amusement Vending Machine Distributors Association has scheduled its third annual general membership meeting for Thursday, Oct. 27, which is the day preceding the official opening of AMOA Expo '83 in New Orleans.

The meeting will take place from 9 a.m. until noon in the Marborough "A" Room of The New Orleans Hilton, with an election of officers and board members highlighting the agenda. AVMDA is currently finalizing arrangements for the full program.

Bally Names Keesee To Exec. VP Post

CHICAGO — Roger N. Keesee has been appointed an executive vice president of Bally Manufacturing Corp., as announced by Robert E. Mullane, president and chairman of the board.

A 23-year veteran with the General Electric Company, Keesee most recently served as general manager, Manufacturing Department, and president, Manufacturing/Multiplex Division.

His General Electric career has spanned virtually every area of video and microwave manufacturing and development. This includes positions as general manager, Television Manufacturing; product general manager, Power Line Carrier Products; and manager, Manufacturing—Multiplex Microwave and PCM Carriers.

He was awarded an Electrical Engineering degree from Virginia Polytechnic Institute and completed his Masters work in Electronics Engineering from the University of Virginia.

"Keesee will bring a depth of experience and strategic technological knowledge to Bally's multifaceted manufacturing operations," Mullane said. "In his position he will oversee the company's manufacturing expansion in all areas of Bally's leisure-time, entertainment markets," he added.

Keesee, his wife and three children presently reside in Williamsburg, Va. They will be moving to the Chicago area in the near future.

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INDUSTRY NEWS

AROUND THE ROUTE

"positive" and he's now awaiting additional distrib feedback.

A full entourage of coinbiz luminaries were in Chicago, September 15, to participate in the lottery for space at the February 17-19, 1984 Amusement Showcase International (ASI) convention. Based on the impressive list of firms represented, it looks like this first-time event will be a biggie. (See story elsewhere in this issue.)

Belated birthday greetings to Gas Tarrel of Singer One Stop For Ops, who celebrated the occasion on September 19 at a "surprise" birthday party at Tony's Restaurant in Chicago — surrounded by his many record-biz and coinbiz friends.

In the mail, here's word from E.T. Marketing, Inc. of Tempe, Arizona of some new additions to the Enter-Tech line of Mospay Video games, which are geared to the 4-8 year-old age bracket. The models are "Tugboat," "Desert Race," "Leprechaun" and "Pirates Treasure." The firm reports a tremendous amount of interest in the line (and good earnings reports) from Bally Midway's Aladdin's Castle arcades, Chuck E. Cheese Pizza Time Theaters, and Show Biz Pizza Stores, as well as other locations where you would find youngsters of this age. E.T., who is marketing this line for Enter-Tech of Tempe, is offering the games at a special introductory price, for a limited time.

For further information contact the company at 825 S. Hohokam, Tempe, Arizona, 85281 or phone the toll free number 1-800-425-9876.

Clarence B. Neargarder, education chairman of OMAA, the Ohio state organization, is undergoing treatment at Columbus University hospital, on an alternating basis, which will continue for several months. He would welcome cards and letters from his friends in the industry, at the following address: Route 1, Box 48, St. Marys, Ohio 45885. OMAA's executive director Judy Martin, we are happy to report, is back at her desk after a ten-week absence following major surgery.

Hear tell that a well known coinbiz figure will soon relocate to the Chicago area to accept an executive position with a major games manufacturer.

In its most recent newsletter, WAMO (the Wisconsin state association) urged its members to support Senate bill 1734 known as the Coin-Operated Phoerecord player (Copyright Act of 1983), which was sponsored by Senator Ed Zorinsky (D. Nebraska) in early August of this year. The bill calls for the establishment of a $50 one-time-only licensing fee on new jukeboxes (thus scrapping the CRT decision to escalate such fees until 1990). To dramatize the effects of copyright fees on the industry WAMO pointed out that in the state of Wisconsin alone there was a significant drop in the number of licensed operators and jukeboxes in locations over a one year period. In 1983, there were 126 operators licensed to operate jukeboxes (as opposed to 181 in 1982) and 4,292 jukeboxes in Wisconsin locations (as opposed to 5,237 in 1982), which exemplifies the depressed state of the industry, according to WAMO.

New Equipment

The Love Machine

CHICAGO — Bhuac International, Inc. of Foster City, California, announced the release of its latest coin-operated product, "Love Meter," an upright novelty game, rich in sounds and graphics.

As the name implies, Love Meter tests the romantic appeal of the player and subsequently displays a message depicting his or her love-power in the range of "Slow" to "Dynamite" and "Cold" to "Raver." After inserting a coin the player places one hand into the appropriate love-sensor. The Love Meter computer acknowledges signals from the love-sensor and generates a series of light flashes and sounds as it works to select the random love message.

Attractively designed, this piece occupies very little floor space and can be placed in any high traffic area. The cabinet is constructed of heavy duty plywood with lovebirds screened on the front and sides. Its operation is totally electronic and, with the exception of the coin acceptor, has no moving mechanical parts.

Total service and space to support the Love Meter are maintained in the Bhuac facilities. Further information may be obtained by contacting the company at 384 A Foster City Blvd., Foster City, CA 94404 or phoning 415-341-5200.

CINEMATRONICS ATTEMPTS TO SMITE VID DISC WOES — El Cajon, California-based Cinematronics, the manufacturer of the first video disc controlled coin-op amusement game, "Dragon's Lair" is currently holding a special service seminar to instruct ops and technicians how to repair the revolutionary new machines. Pictured above are two of the game's animated screens flanking the center photo of the innovative upright piece.
BALLY
Vector (2/82)
Mr. & Mrs. Pac-Man (5/82)
Rapid Fire (5/82)
Spectrum (8/82)
Skeezebaby, 2-ply (9/82)
Grand Slam (4/83)
Gold Medal (7/83)

GOTTLIEB (see MYSTAR)

MYSTAR
Haunted House (2/82)
Devil's Dare (4/82)
Caveman Pin/Video (5/82)
Rocky (8/82)
Sprint (9/82)
Punk (11/82)
O'ert's Quest (2/83)
Space Orbit (4/83)
Royal Flush Deluxe (4/83)
Amazon Hunt (5/83)
Rock 'Em (7/83)
Ready, Aim, Fire (8/83)

STERN
Orbitor I (4/82)

WILLIAMS
Hyperball Pin/Video (2/82)
Cosmic Gunfighter (7/82)
Defender (2/83)
Warlock (2/83)
Joust, 2-ply (3/83)
Time Fantasy (4/83)
Firepower II (8/83)

ZACCARIA
Soccer King

VIDEO GAMES (upright)

ATARI
Dig Dug (4/82)
Dig Dug: Cabaret (4/82)
Kid Kangaroo (6/82)
Gravitron (8/82)
Pole Position (12/82)
Millipede (12/82)
Librarian (12/82)
Quantum (12/82)
Kievius (2/83)
Food Fight (4/83)
Star Wars (7/83)

BALLY/MIDWAY
Kick-Man (1/82)
Kick-Man Mini-Myte (1/82)
Ms. Pac-Man (2/82)
Ms. Pac-Man Mini-Myte (2/82)
Bosconian (2/82)
Bosconian Mini-Myte (2/82)
Tron (8/82)
Tron Mini-Myte (8/82)
Solar Fox (8/82)
Solar Fox Mini-Myte (8/82)
Satan's Hollow (10/82)
Blueprint (11/82)
Blueprint Mini-Myte (11/82)
Super Pac-Man (11/82)
Burger Time (11/82)
Domino Man (12/82)
Baby Pac-Man, pin/vid (12/82)
Bump 'N' Jump (2/83)
Journey (4/83)
Mappy (6/83)
Discs of Tron (9/83)

CENTURU
The Pit (3/82)
Loco-Motion (3/82)
D-Day (3/82)
Tunnel Hunt (7/82)
Swimmer (10/82)
Time Pilot (12/82)
Gyruss (5/83)

CINEMATRONICS
Jack The Giantkiller (4/82)
Naughty Boy (5/82)
Cosmic Chasm (4/83)
Dragon's Lair, laserdisc (7/83)

MANUFACTURERS EQUIPMENT

DATA EAST
Explorer (5/82)
Burger Time (11/82)
Bump 'N' Jump (2/83)
Destiny, non-video (9/83)
Bega's Tale laserdisc (9/83)

EXIDY
Victory (2/82)
Pepper II (6/82)
Whirly Bucket non-video game (11/82)
Hardhat (12/82)
Fax (5/83)

GAME PLAN
Pot Of Gold (2/82)
Hold 'Em Poker (3/83)

GAMETECHICS
Tri-Pool (1/82)

GDI
Slither (8/82)

GOTTLIEB (see MYSTAR)

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

INTREPID MARKETING
Beazer (1/83)

MYSTAR
Reactor (7/82)
O'ert (12/82)
Mad Planets (3/83)
Krull (5-83)
Juno First (7/83)
M.A.C.H. 3, LaserDisc (10/83)

NAMCO AMERICA
Sweet Licks (4/82)

NICHIBUTSU USA
Frisky Tom (1/82)
Rug Rats (3/83)
Crazy Climber (81)
Moon Shuttle (91)

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

ROCK-OLA
Eyes (7/82)
Nibbler (11/82)
Rocket Ranger (3/83)

SEGAS/GREMLIN
Turbo (1/82)
005 (1/82)
Eliminator 4-player (2/82)
Zaxxon (4/82)
Turbo Mini-Upright (5/82)
Zektor (8/82)
Subroc 3-D (8/82)
Pengo (10/82)
Taco-Man (10/82)
Buck Rogers (12/82)
Super Zaxxon (12/82)
Motor unexpectedly (12/82)
Star Trek (2/83)
Star Trek, cockpit (2/83)
Champion Baseball (6/83)

STERN
Jungler (2/82)
Frenzy (5/82)
Tazz-mania (5/82)
Tutankham (7/82)
Dark Planet (11/82)
Lost Tomb (2/83)
Bagman (2/8)
Mazer Blazer (3/83)
Cliff Hanger (9/83)

TAITO AMERICA
O.1 (10/81)
Alpine Ski (3/82)
Wild Western (5/82)
Electric Yo-Yo (3/82)
Kram (5/82)
Space Dungeon (7/82)
Jungle King (9/82)
Jungle Hunt (11/82)
Front Line (12/82)
Zoo Keeper (4/83)
Elevator Action (7/83)
Change Lanes (7/83)

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

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

PHONOGHONS
Lowen-NSM Consul Classic
Lowen-NSM Prestige ES-2
Lowen-NSM 240-1
Lowen-NSM Satellite 200
Rock-Ola Grand Salon II Console (9/80)
Rock-Ola 484 (11/82)
Rock-Ola 481 Max 2 (1/81)
Rock-Ola Deluxe (10/82)
Rock-Ola 488 (10/82)
Rock-Ola 476, furniture model
Rowe R-85 (10/80)
Rowe Jewel
Rowe R-87 (10-82)
Seeburg Phoenix (12/80)
Star Gaze, Video Jukebox
Star/Seeburg Dvinic (7/81)
Star/Seeburg WM5 (11/81)
VMI Startime Video Jukebox
Wurlitzer Cabarina
Wurlitzer Taroc
Wurlitzer Atlanta
Wurlitzer Silhouette

POOL, SHUFFLE, TABLE GAMES, ETC.

Irving Kaye Silver Shadow
Irving Kaye Lion's Head
Dynamo Model 37
Dynamo-The Tournament Foosball (3/82)
Dynamo Big D pool table (9/83)
I.C.E., Check
TS Tournament Eight Ball
U.B.I., Bronco
Valley Cougar
Valley Tiger Cat Bumper Pool (6/82)
Valley Cougar Cheyenne (3/82)
Williams Big Strike shuffle alley

CONVERSION KITS

BALLY/MIDWAY, Pac-Man Plus (12/82)
Centuri, Guzzler
Cinematronics, Brix (1/83)
Intrepid Marketing, Encore Retro-Kit (5/83)
Data East, Burger Time
Data East, Bump 'N' Jump (2/83)
Data East, Multi Conversion Kit
Data East, Cluster Buster (7/83)
Data East, Pro Bowling (7/83)
Data East, Pro Soccer (8/83)
Exidy Hardhat (2/83)
Exidy Pepper II (8/82)
Exidy Retrofit
MyStar/Gottlieb, Royal Flush Deluxe (6/83)
Interlogic R. N. Rope (6/83)
Rock-Ola, Levers (3/83)
Rock-Ola, Nibbler
Rock-Ola, Eyes
Rock-Ola, Survival
Rock-Ola, Mermaid
Nichibutsu, Fanky Tall (1/82)
Nichibutsu, Rug Rats (3/83)
Sega, Taco/Scan (9/82)
Sega, Monster Bash (11/82)
Sega, Super Zaxxon (1/83)
Ster, Lost Tomb (2/83)
Ster, Pop Plamer (3/83)
Ster, Super Draw (7/83)
Ster, Fast Draw (7/83)
Taito America, Elevator Action (7/83)
Universal, Lady Bug
Universal, Mr. Do

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Cash Box/October 8, 1982
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