IF YOU'VE HAD IT WITH T & P POP ROCK, YOU'VE PROBABLY GOT THE BALLS TO LET THIS GROUP BE HEARD.

BURNING SENSATIONS
EDITORIAL
The Only Constant

When record sales were dipping, home video games were heralded as the wave of the future and our profit leader for tomorrow. But things can change, and they can change fast. Just this past week, two significant items pointed out how far we've come from that outlook in such a short time.

In their third quarter financial statements, CBS and WCI reported profits for their recorded music and music publishing operations, and losses for their consumer electronic — read home video games — divisions. At CBS there is cause for celebration and congratulations; having touched out some lean times, the record operation has come back at fighting weight and scored a victory. For WCI, there is sympathy and hope: the tragic but necessary cutbacks show that the outfit is serious about turning things around.

The second item is the announcement by CBS Records that it is actively seeking discussions with other major record companies, with the object of marrying, spurred by merger talks between WEA and PolyGram, the announcement tells us all two things: first, that CBS is serious about defending its place as a record industry giant; and second, that the number of major players in the record arena will most likely continue to shrink into just a few superpowers.

What this will mean for the rest of the artists, retailers, managers, smaller manufacturers and ancillary businesses, remains to be seen. But it certainly won't be dull and surely will affect us all. In the home entertainment business, where records and video games can so quickly switch roles as hero and goat, we have to remember the cardinal rule: the only constant is change.

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ON THE COVER
Enough puns about Huey Lewis and the News . . . now the joke is on all those people who thought the group would not last. With its new "Sports" album on Chrysalis and "Heart and Soul," the single with an accompanying video receiving heavy airplay on MTV, Huey Lewis and the News is likely to repeat the success of its "Do You Believe In Love" single, and very probably surpass it. Lewis, the Bay Area-based band's leader and vocalist, formerly played with another local group called Clover who spent two years gigging in England's pubs before splitting up when the punk explosion spilled doom for pub rockers. His stay in England, however, allowed him to play several sessions including one with Phil Lynott, lead singer of Thin Lizzy, on a solo LP.

Upon returning to the States, "gig junkie" began playing gigs at San Francisco clubs before recording some demos. He sent the tapes to an acquaintance in England and to his surprise, got a singles deal with Phonogram.

TOP POP DEBUTS

SINGLES
WHY ME? — Irene Cara — Geffen/Network
FEEL MY SOUL — Jennifer Holliday — Geffen

ALBUMS

POP SINGLE
TOTAL ECLIPSE OF THE SUN
Bonnie Tyler
Columbia

PARTY TRAIN
The Gap Band
Total Experience/PolyGram

COUNTY COUNTRY
LADY DOWN ON LOVE
Alabama
RCA

JAZZ
INDIVIDUAL CHOICE
Jean-Luc Ponty
Atlantic

The Gap Band

CASH BOX
THE INTERNATIONAL MUSIC / COIN MACHINE / HOME ENTERTAINMENT WEEKLY
VOLUME XLV — NUMBER 21 — October 22, 1983

SUBSCRIPTION RATES $15 per year anywhere in the U.S. Published weekly by Cash Box Inc. 18800 S. 78th St., 1775 Broadway, New York, N.Y. 10019. Printed in the U.S. Second class postage paid at New York, N.Y. and additional mailing offices. Copyright 1983 by the Cash Box Publishing Co. Inc. All rights reserved. Copyrighted under Universal Copyright Convention.

POSTMASTER: Send Form 3579 to CASH BOX, 1775 Broadway, New York, N.Y. 10019.

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Alabama
RCA

JAZZ
INDIVIDUAL CHOICE
Jean-Luc Ponty
Atlantic

The Gap Band
BMI sweeps CMA awards. Again.

SONG OF THE YEAR
"ALWAYS ON MY MIND"
JOHNNY CHRISTOPHER WAYNE CARSON MARK JAMES

SINGLE OF THE YEAR
"SWINGIN'"
JOHN ANDERSON

ALBUM OF THE YEAR
"THE CLOSER YOU GET"
ALABAMA

ENTERTAINER OF THE YEAR
ALABAMA

FEMALE VOCALIST OF THE YEAR
JANIE FRICKE

MALE VOCALIST OF THE YEAR
LEE GREENWOOD

VOCAL GROUP OF THE YEAR
ALABAMA

VOCAL DUO OF THE YEAR
MERLE HAGGARD WILLIE NELSON

INSTRUMENTALIST OF THE YEAR
CHET ATKINS

HORIZON AWARD
JOHN ANDERSON

COUNTRY MUSIC HALL OF FAME
JIMMY DICKENS

To our winners, congratulations.

Wherever there's music, there's BMI.
The Music Industry Division of the United Jewish Appeal—Federation of Jewish Philanthropies Campaign is honoring Barbra Streisand at its 18th anniversary dinner/dance

Saturday, October 29th, 1983 at 7:00 PM
Sheraton Centre Imperial Ballroom
53rd Street & Seventh Avenue, New York City

If you plan to attend, make your reservations now. Due to the high demand for tickets priority will be given to the purchasers of tables.

For further information and reservations please call: John Kraushar, UJA-Federation Campaign (212) 980-1000, Ext. 176.

The ad deadline for the Souvenir Journal is October 7th.
Alabama Takes Three Awards At CMA Show In Nashville

By Anita M. Wilson

NASHVILLE — RCA recording act Alabama won three of the four awards it was nominated for at the 17th annual Country Music Association Awards, held Oct. 10 at the Grand Ole Opry. John Anderson followed the quartet with two awards of his own at the nationally televised show. Alabama took the top award of the night for the second year in a row when it was presented with the award for Entertainer of the Year. The only other artist to claim this honor is Barbara Mandrell, who won the awards in 1980 and 1981. The quartet, which includes Randy Owen, Jeff Cook, Teddy Gentry and Mark Herndon also walked away with the Vocal Group of the Year for the third year in a row. "The Closer You Get" garnered Alabama their third

award as the Album of the Year.

John Anderson won his first CMA Award with "Swingin','' which garnered him the Single Record of the Year award. He is the third recipient of the Horizon Award, created in 1981, which is given to an artist for outstanding career and artist growth during the past year.

The Oak Ridge Boys gave a vocal medley of the songs from the Recording of the Year, and when it was all over and done with, Johnny Christopher, Wayne Thompson and Mark James walked away with the award for Vocal Group of the Year. "It was the second year in a row that the trio won the award, which is only the third time a song has won two years in a row in CMA history.

Janie Fricke repeated her triumph from

Radio Marti Signed Into Law As Compromise Arm Of VOA

by Harry Welnger

NEW YORK — A compromise bill allowing the creation of Radio Marti under the auspices of Voice of America (VOA) was signed into law by President Reagan last week after quick passage of the bill in the House of Representatives. The House, which voted 302-109, had set aside two bills proposed by the Commerce and Foreign Affairs Committees that urged the setting up of an independent propaganda-style radio station that, according to the administration, had sent ripples throughout a radio industry fearful of Fidel Castro's retaliatory intent to jam numerous domestic frequencies. But while the National Association of Broadcasters termed the compromise vote a "major victory," some broadcasters acknowledge the long-time existence of Cuban radio interference, and see Radio Marti as a mere ploy.

Joel Day, general manager of WIOO, a Miami station greatly affected by nighttime Cuban broadcasts, acknowledged the benefits of the bill and its provision of financial compensation for combative technical upgrades, but is less enthusiastic about the actual ruling. "The Marti bill is a compromise, first of all, although beneficial to broadcasters," said Day, "so it's really a political issue between the State Department and Castro's long-range plans. Radio stations might have been just a pawn in the scheme of things."

The NAB lobbied heavily for the compromise, and has publicly expressed their approval of the move to establish the new radio service. In a statement released to the press after the House vote, NAB president Edward Fritts said, "While it has never been NAB's objective to interfere with foreign policy, it is our responsibility to protect the American broadcasting industry from foreign broadcasting from disruptive interference." Noting the association's continuing concern, Fritts added, "The bill forces broadcasters to continue serving the public, while keeping a vigilant watch over existing and future foreign interference problems. We will continue to seek a long-term solution to the Cuban interference problem through a negotiated settlement between our two countries."

Supporting the NAB's view is Stan Cohen, general manager of WINZ/Miami. The station was granted permission by the Federal Communications Commission early last year to increase its power to 25,000 watts after jamming by Cuban broadcasters forced action. This ruling keeps Castro from getting too riled up," said Cohen. "We're pleased with the passage of the bill."

Cohen also felt a key issue in the bill for broadcasters was the facility compensation allowance added in the compromise measure, which the general counsel to the Southern Florida Broadcasters Association and special counsel to the Florida Association of Broadcasters, is actively seeking out important reimbursement of out-of-pocket expenses for needed technical equipment. Lebowitz also offered this perspective on the NAB position.

"One of the NAB's major concerns was that Radio Marti be brought under the VOA, an operation which is acceptable to Castro," he stated. "However, VOA was the

CBS Seeking Merger

NEW YORK — CBS Records last week confirmed that it is actively interested in soliciting discussions with one or more major record company for a possible merger.

In a prepared statement, Walter R. Yetnikoff, president, CBS Records Group said: "The possible merger of the Warner and PolyGram recorded music interests promises to change the wallpaper. We wish to continue to determine whether our record business in significant ways. As a consequence, CBS Records will be actively seeking out important merger candidates in the record business."
PHILIP BALLEY

As a central figure in the nucleus of Earth, Wind & Fire, Philip Balley's sweet, soulful voice is known to millions of fans around the world. Whether it's the gospel-tinted ballad "Devotion," the jazz "Fantasy," or his musical tour-de-force "Reasons," Bailey's efforts have earned him a nickname for being the American R&B pop. Not everyone, however, "knows" Philip Balley. It is only with right that the voice that would have been courtesy of Balley to take a solo step.

"It's been something that's been in the works for a few years," said the 32-year-old figure, "something that's been on my mind." His previous work, "I've had contracts to do it, and with timing around the group's commitments, figuring how to find the right producer, etc., it just took a while to come together." What's come together, however, is a finely-crafted Columbia solo album entitled "Continuation" that includes a few Balley originals and a core of support from friends who happen to be fellow musicians: Jeffrey Osborne, Siste Sledge, Deniece Williams, "Hawk" Wolinski of Rufus, Michael Baisden, and producer George Duke. "This will make people aware of Philip Balley," he noted. "They may know the voice or the sound, but aren't familiar with the name or the face."

Hearing Balley's voice may never have come to pass. A native of Denver, Colorado, Balley spent his teenage years listening to pop records and playing in bands. He recalled, "I always wanted to play drums, and my first love was playing jazz."

As a member of a group called Friends In Love with classmate and current keyboardist Larry Dunn, Balley opened for a touring jazz-funk outfit that featured former Chess Records sensation Otis Blue灵魂 White. He met Maurice White, then, but White had yet to establish the trademark Earth, Wind & Fire. One year later, when Balley was in Los Angeles working with the gospel-rock group The Stovall Sisters as percussionist and musical director, his future began to take shape.

Maurice White had also come west to record his group and was looking to replace the group's core of veterans with a younger, more energetic group. "It was like we'd refitted the group's title," Balley said. "I was in the right place at the right time." Said Balley with a smile in his voice. "I was asked to join the group and Yamaha actually bought me a piano to come out."

I also called Andrew Woolfolk (tenor sax), who had met in Minneapolis with Sony, and the rest fell into place.

With the successful history that followed, Balley would appear to be facing his independence with supreme confidence. "There were a lot of people gunning for me," admitted Balley, "so it's in my first record," he admitted. "It was like being a pregnant woman. I even hid the one baby that was going to be."

However, has the unspoken guidance of mentor Maurice, and has no designs in making a permanent move away from Earth, Wind & Fire. "He's been a lot like a father to me," the young singer said. "He's been there for me but also let me take my time."

Bmi Hosts Songwriters Symposium

LOS ANGELES — Broadcast Music, Inc. (BMI) will present "The Songwriters Symposium" in Boston on Oct. 26 and 27 featuring a panel of five prominent music business personalities participating in panel discussions as well as Q & A sessions with those attending.

Interested songwriters and music writers from the New England area are welcome, and there is no admission or registration required.

Two sessions are scheduled for each day: 4:00 p.m. to 8:00 p.m. and 7:30 p.m. to 9:30 p.m. Panelists include Peter Wood, a writer/producer/keyboardist who has written Al Stewart's "Year Of The Cat" and Carly Simon's "Hello Big Man" and "You Know What To Do;" Stewart Levine, who produced "Up Where We Belong" and selections on the "Staying Alive" album; Lance Freed, president of Irving Music, publishers of BMI award winners "Born To Run," "Take Me Down," and "(Sittin' On) The Dock Of The Bay;" Gary Roth, BMI staff attorney, copyright owner and lecturer; and Bobby Valentine, panel moderator/BMI executive/producer, author of "Goin' Out Of My Head." "Shut Up Bad," and "It's Gonna Take A Miracle."

The symposium will be held at the Boston Marriott Long Wharf, 298 State St., Boston.

WCI Lays Off 250 Employees

NEW YORK — A third quarter loss of $122,366,000 by Warner Communications, Inc. (WCI), equal to $1.88 per share, resulted in the layoff of 250 of the company's corporate staff employees — one-third of the total employees at the firm's New York headquarters.

WCI's Recorded Music, Filmed Entertainment, and Consumer Products Divisions all posted gains in revenues and income over the comparable quarter of 1982. However, the company's Atari Division posted a substantial loss of over $180 million which the other divisions could not overcome.

In a statement released through William J. Ross, chairman and chief executive officer of WCI, said the company has "taken steps to reduce corporate overhead by approximately 30 percent."

During this year, Atari has laid off about 2,500 workers.

Navarre Distrib. Bows For Northern Mid-west

NEW YORK — Navarre Distribution Corp., a full-service record and computer software distributor and one-stop, bowed last week in Minneapolis. The firm, which is headed by Eric Paulson, Jerry Bix and Doug Ackerman, will have a separate sales office in Omaha, and service a territory including Minnesota, Western Wisconsin, Iowa, Nebraska, and the Dakotas. A complete list of labels handled by the independent will be available shortly.

News was removed from a 12,000-square-foot facility, Navarre features a completely computerized warehouse and ordering system. Navarre, a company of the one-stop operation, will be handled by separate departments.

Prior to the formation of Navarre, Paulson and Ackerman were the head of an independent record company and a group's chief executive officer and general manager of Pickwick Distribution. He is president and chief executive officer of Jet Records, and a regional manager for Aristar Records, Ackerman, who developed the one-stop system employed by Lieberman Enterprises, heads up Navarre's one-stop operation.

CD Group Holds LA Presentation

LOS ANGELES — The Compact Disc Group held a presentation recently sponsored by the Los Angeles Chapter of the National Academy of Recording Arts and Sciences to announce the rapid selling rate of the Compact Disc.

A demonstration introduced digital audio technology and CD players to more than 200 recording industry attendees.

John Briesch, vice president of audio sales for Sony Consumer Products Co., stated that 50,000 players had been sold in three months following "The Reeces Has Me Naked" campaign. "Majors in the consumer audio equipment manufacturers have either introduced or announced plans to market players," Briesch added. "The interest is due to the launch to the cooperation between hardware, software, and merchandising education."

The Sony exec also predicted that advertising and promotion will give added excitement to the CD market. He mentioned 22 CD player models being sold in the U.S. and feels that in five years time there will be a car and walkman CDs.
The Stray Cats have found a home at BMI.

Wherever there's music, there's BMI.
SINGLES

With everpresent 8.98
Aretha
Americanized Levine

This is his
tongue, which hails back from the Beatles, the Rolling Stones,
Creedence Clearwater Revival and the Byrds. The latter's five-song mini LP,
produced by former Beach Boys engineer Earl Mankey, exposes the
group's fresh approach to tuneful melodic rock, which
had faded in a psychedelia haze. Combining melodic vocal harmonies,
jangling tambourines and tambourines, the group gives its
unusual music a touch of originality. The five songs
are well constructed and each features a

different style from the group.

Rick James (Gordy 1703 QF)
U Bring The Freak Out (4:06) (Stone City Music Company — ASCAP) (R. James) (Producer: R. James)

Another tough, popular track from the
"Coldblooded" LP that comes on
its heels at the title of this year's
number one. "He's almost a sequel to "Soul Deep," you taught me how to rock 'n' roll" attests. Tasty horns add to the track's
popularity. While From the forthcoming,, "What A Feeling"... LP.

Toni Basil (Chrysalis/Virgin 42711)

Basil re-works the shuffle beat for the hip hop crowd. Produced with a dense,
electronic flourish, the focus remains firmly on the simple, clapable rhythm,
and Basil's shouted vocals are reminiscent of her earlier singles. Paradigmal in its use of the simple
and sophisticated, "Street Beat" emerges first and foremost as a celebration.

Irène Cara (Network/Getten 28464)

After numerous delays, Cara's latest non-soundtrack-related project has finally
seen the light of day. It's an upbeat disco with
a hard rock edge and more than its share of recycled riffs from Moroder's 1980 success, "Call Me." But Cara's strong, lean
energy puts this effort in the plus column. Look for sure Top 40 and Black Contem-
porary play. From the forthcoming, "What A Feeling"... LP.

Peabo Bryson/Roberta Flack (Capitol P-50285)

Some of pop's heavyweights lent their talents to this track, and Flack and Bryson prove they're more than deserving to be in the same ballpark. The duo's recent success has given Flack a needed shot in the arm, and has made Bryson a bona fide
charter after years of near-misses. "Maybe" is a sweet, simple tune, sure pretty
against a whispey backing, and Bryson in particular sounds right at home. An adult
contemporary natural.

Haysi Fantayzee (RCA JK-13633)
Sister Friction (3:04) (Carbert Music, Inc./Rare Blue Music, Inc. — ASCAP) (Capitol)

(continued on page 39)
Even Acapulco has never seen anything like it. The only international marketplace for home video and telecommunications held in North America. In only 4 days under one roof, you'll cover the whole world of video and telecommunications.

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Plus...You'll also attend International VIDEXPO'83 Seminars covering: • Video and Telecommunications Market • Home Video Marketing - software and hardware • Video Game and Personal Computer Market • Video and Cable TV Programming and Production • International Licensing and Distribution • Videotext/Viewdata • Video Equipment - New products • Satellite systems/services, etc...

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).

How do you apply? Use the handy coupon.
**POINTS WEST**

**SUNNY STAR** — Mango act King Sunny Ade and his African Beats will be con-
tinuing their tour of the country. They will be accompanied by two wayward teenagers who get their kicks from pulling trash and consuming vast quantities of lobster. Starring in the adolescent epic now filming in Phoenix are Neil Barry and Dan Jenkins along with Dennis Hopper, Martin Mull, Tina Louise, Jennifer Salt, Melvin Van Peebles, and Ray Walston. As of this writing, they have employed 13,000 people and are expected to make a profit of $10 million.

**BURANA BASH** — A party celebrating the release of Ray Manzarek’s new album “Carmina Burana” was held recently at the Captain Club. Pictured here at the shindig are (l-r): Michael DesBarres of EMI group Chequered Past; Iggy Pop, Manzarek; and Steve Jones and Nigel Harrison of Pisto.

**SHORT CUTS** — After innumerable hassles with a version of the Rolling Stones “Star Star” that appeared on cassettes only of her latest album “Album,” Joan Jett has unleashed the song on a 12-inch release as the flipper of “Everyday People.” Dean Martin is hosting a gala world première of his first video, “Since I Met You Baby” at the elegant Bistro Gardens in Beverly Hills this week. The malignedagrammer invites folks, “Running time is 2 minutes and44 seconds; perhaps you’ll have enough time for a drink.” Atlantic is coming out with “The Best of Roy Orbison” in Oct. with such hit rock songs as “Love Is The Drug,” “Midnight Hour,” “The Strand” and “Dance Away” included on the platter. Willie Nelson and Supertramp recently sang the blues hit “Blue Heaven” for a project being released together at 6th St. Live, a music hangout in Austin, Texas.

**MONKEYSHINES** — Yello mastermind Dieter Meier (l) is seen here with an unidentified girl in front of the Chipotle restaurant in Hollywood. The Swiss new-musicmeister participated in a “Dinner With Dister” contest in the Windsy City a short while back while on his “Yello Video Tour.”

**EXECUTIVES ON THE MOVE**

Thompkins Appointed — Epic/Portrait/Associated Labels has announced the ap-
pointment of Garcia Thompkins as vice president, black music promotion for Epic/Portrait/Associated Labels. He will be director, black music promotion, E/P/A since 1975.

Weitzberg Appointed — Karl Video Company has appointed Harold Weitzberg as director of sales. He has spent the last five months as a video/telecommunications consultant. Prior to that he was employed by Video/A&H Video for three and one-half years as director of special projects.

Bowerbank Named — John L. Bowerbank has been appointed vice president and
general manager, CBS/Fox Video (Canada) Limited. He was general manager of CBS/Fox Video (Canada) Limited.

Ancheni Named — Joseph Ancheni has been promoted to merchandising
general manager for CBS/Fox Video. He joined the company in May 1981 and in June 1982 he was promoted to manager of sales development.

Changes At Solid Gold — Andrew Francis has been appointed manager of marketing & artist production for Solid Gold Records. Prior to joining Solid Gold he held similar marketing positions with RCA, RSO, Millennium Records & Intellivision. Bill McGahey has been appointed national promotion director-U.S.A. Prior to joining the label, he was national album promotion director with RCA Records for 2½ years and also held a similar post at PolyGram.

Irvin Appointed — Heather Irving has been appointed associate director, west coast, Epic and Portrait A&R. She was manager, west coast, Epic A&R since 1981.

Griffey Promoted — Regina Griffey has been promoted to a&r administration manager and international liaison of Solar Records. She has been with Solar Records since it’s inception in the areas of publishing, a&r, and international. 

Snowden To In — James C. Snowden has been appointed independent sales director for ITI Records. Prior to joining ITI Records, he was national sales director for Greenwood Distribution, responsible for all domestic and international sales.

Changes At Artists — Artists Records has announced the appointment of Ron Urban to vice president, finance for the company. He comes to Artists from the RCA Corpora-
tion, where he served as senior director of financial analysts. Also Al Pedecena was promoted to the vice president and controller. He joined Artists in 1976, and was
appointed controller in 1981.

Changes At Disney — Corrine Travillion and Barry Glasser have joined Walt Disney Pictures as, respectively, director of marketing and national publicity director. Dick
Delson, current national publicity director, will assume the post of national director of promotion and film advertising. Travillion was vice president, market research, for 20th Century-Fox. Glasser was director of west coast publicity for 20th Century-Film. 

Promoted — In addition to his duties as a staff producer, Stephen Peebles has
been named editorial director for Westwood One.

KYUU Names Zwic — KYUU has announced the appointment of Todd Zwic as ac-
count executive. He comes to KYUU from Benchmark Computer Systems where he was an account executive. Tod resides in San Francisco. 

Dodd Appointed — Jansen Associates Inc. has announced the creation of a new divi-
sion called Jansen Promotions, and a new director, Tari Dodd. The new division will provide a full range of services that include: market research, public relations, space advertis-
ing, direct marketing, design and production, corporate relations and a full range of electronic media capabilities. She has had ten years of experience in advertising and public relations in the hospitality and entertainment industries.

Michael Goldstone

Goldstone Tapped

Michael Goldstone has been named director of A&R for MCA Records. In his new position, Goldstone will be involved in talent acquisition as well as creative deal making and

ministering the artists signed to the label.

Prior to joining MCA, Goldstone served as the director of marketing for Backstreet Records.

---

**Jeffrey rensser**

**Frances**
**McGath**
**Irvings**
**Griffey**

**Brill A&R At A&M**

Wally Brill has been appointed to the position of west coast director of A&R at A&M Records. Prior to joining A&M in Los Angeles, Brill functioned as an ac-
tion manager with A&M/UK in London. Prior to that, he worked at Roulette Records in A&R and as a freelance producer.
EMI GROWS — EMI America appears to be making a run at the reggae market. With Peter Tosh already tied to the label, the outfit has signed The Melody Makers, which features Bob & Rita Marley’s children — Wailer, Harbour Black and U-Roy. In addition, the label is said to have recently considered buying the seminal Trojan label from Jamaican producer Marcia Humes.

RIPs & RUNs — Attempts are being made to have the J. Geils Band. Intra-group frictions are said to be centered around vocalist Peter Wolf, with other band members seeking his ouster. Reggae enthusiasts in Washington, D.C. fear that a fatal shooting last week at that city’s 930 Club during a Yellowman concert will shut down the reggae business in the capital. Everyone wants to go home. If not to their apartments, to their telephone answering machines.

WEST COASTS

TALKING WITH MR. LEE — Bassist Geddy Lee (l) of Rush chats with Jerry Jeff, senior vice president, rock division, PolyGram. Background at New York’s Radio City Music Hall. The band recently sold out a five-night stand.

For the first nine months of ’83, income from continuing operations during the third quarter were up 32% from $25.3 million to $33.4 million. Total revenues were up $43.9 million, or 35%, to $122,366,000, or $1.88 a share on revenues of $768,390,000. For the comparable period of 1982, the company had revenues of $100,160,000, a net income of $11,960,000, or $1.66 a share, on a loss of $1,211,000. For the year to date, WCIC has had an after-tax loss of $242,663,000, or $6.57 per share on revenues of $2,373,293,000. For the first 12 months of 1982, the company’s revenues of nearly $3 billion, net income of nearly $225 million, in earnings per share of $3.46.

Figures for the Consumer Electronics division, which includes Atari, show that the division’s third quarter revenues were approximately $188 million, producing a loss of $180 million. During the same quarter last year, the division had revenues of $528 million and income of nearly $110 million. For the year to date, Consumer Electronics has posted a loss of over $536 million.

WCI’s three other divisions all show a rise for the quarter. Revenues for the Recorded Music division were $186 million, up from $174 million in ’82, with profits of $50 million, or $1.28 a share, up from $48 million, or $1.26 a share. Filmed Entertainment’s revenues were $226 million, compared with $191 million last year, with profits of $33 million, or $0.89 a share, up from $22 million, or $0.59 a share. For the quarter, WCI had a net loss of $2.4 million, or 6 cents a share.

In a group-by-group analysis, revenues for CBS/Records/Group for the third quarter were $258.5 million, and income totaled $10.7 million. Figures for the company as a whole were $356.5 million, with a loss of income of $12.3 million. Third quarter revenues for the Broadcast Group were $491.1 million, as compared to $443.4 during ’82. Income rose from $37.4 million to $47.9 million. The Columbia Group’s quarterly revenue rose from $165.8 million to $192.2 million, although the company continued to lose money, posting a loss of $15.7 million as compared to last year’s loss of $13.9 million. Income rose from $15.9 million to $22.9 million.

In general, the Publishing Group experienced gains in both revenues and income, with the former rising from $7.9 million to $13.9 million, and the latter from $4.6 million to $8.2 million.

For the first nine months of ’83, the Record Group has posted revenues of $332.5 million, resulting in an income of $75.6 million. During the first nine months of ’82, the Group had revenues of $788.6 million, and an income of $10.7 million.

RIK SELLING FUE FOR $20 MILLION

LOS ANGELES — Rick Springfield and his associates have been sued for a figure exceeding $20 million by Carman Productions, Inc., the artist’s former manager. The suit is tied to the ending of their recording, management and joint venture agreements.

Springfield, the former manager company operated by Joe Gottfried and Tom Skeeter which represented the artist since 1975, alleges that Springfield is entitled to $20 million from the recording services through 1985. He is also under contract, according to Carman’s spokesmen, for the company to serve as his personal manager and further entertainment activities.

Namely in the suit, aside from Springfield, is Dana Miller, his former manager and the president of Major Way Management, a new company created to oversee the artist’s career. Barry Gross, former managing shareholder of RCA Records, and the new vice president of Major Way and Lester Knapp, his business manager.

The defendants are accused of breach of contract, fraud, breach of fiduciary duty, inducement, and interfering with business relations, unfair competition and conspiracy. Carman also is seeking injunctive relief, an accounting and the appointment of a receiver for Springfield’s business affairs.

According to a spokesperson for the defendants, Springfield has not had a chance to review the allegations in that he is currently in Japan and a countersuit has not been filed.

ALL MY BLUES — Blues legend John Lee Hooker (l) visited the “All My Children” and met up with cast member and John Taylor Miller (r), who plays Nina Cortland in the daytime soap opera. Hooker returns to New York November 7 for an evening of blues at Carnegie Hall.

RICK SPRINGFIELD SIGNED TO DECCA

Springfield, the former manager of the artist in question, has signed with Decca Records. The label is planning an album of rock and roll, jazz and blues, as well as a possible tour in Europe next year.

NASH BOX/October 22, 1983
WHERE'S IN-STORE

MERCHANDISING

WHAT'S IN STORE

GRP CELEBRATES DISTRIBUTIONS PACTS — GRP Records recently signed new distributor agreements with several independent distributors. Pictured standing celebrating the signings at the recent NARM Independent Distributors Conference in West Palm Beach are (l-r): Bud Daily, president, HW Daily (Big State); Jim Schwartz, president, Novus; Mike McManus, general manager, Big State Distributors; Wes Daily, sales manager, HW Daily (Big State); Tony Deliasandro, president, M.S. Distributing; George Hockett, president, California Record Distributors; Harvey Karmak, vice president and general manager, Pike Corp.; Ron Schaffer, president, Pike Corp.; Larry Howard, promotion manager, Big State, and Leonard Singer, president, Associated Distributors. Pictured seated are (l-r): John Satinone, executive vice president, M.S., Distributors; Larry Rosen, co-president, GRP Records; Bud Kattel, director of marketing and distribution, GRP and Jerry Winston, president, Malvema Distributors.

A RECORD A DAY . . . — As part of the "Give the Gift of Music" campaign organized and co-sponsored by the National Association of Record Merchandisers (NARM) and rack and retail stores across the nation, there will be a display contest with the lucky winner, drawn from a ballot box, receiving a record a day for an entire year. Ten runners-up will receive a record a week for the following 100 winners will get one record a month for the same period of time.

$4 MILLION (LOE) — To try to reach its sales goal of $84 million before the end of the 1983 fiscal year, which ends October 31, the Record Bar retail chain is actively involved in the country market by promoting "Country Music Month." One of the competitions on this year-end push involves drawing a winner from each of Record Bar's 39 stores will receive a phone call from a member of Country Music Award winning Alabama. Also as a chainwide promotion, the retail company will "Sure The Event II." Following a successful promotion with WEA last year, "The Event," the year, versed five special titles released by WEA which include albums by Asia, Michael Sembello, Linda Ronstadt, Jackson Browne, Robert Plant and AC/DC. The promotional campaign also entails advertising on MTV. Finally, with the help of the Record Bar's position on the North Pole, Record Bar is offering special deals on children's records and tapes as well as special packages containing a tape and a book to teach kids how to read.

DON'T WANT TO BE AutOnOMY — The lucky winners of a Licorice Pizza contest will get an all expenses paid, one-week vacation at the Purgatory ski resort in Colorado. Ironically, the winners will have to pay for their own food. If Colorado is too close and you really need to get away, Licorice Pizza is giving away coupons to win a trip to see Asia in San Diego or a trip to Mexico. Closer to home, as part of its Top 30 soul sale, customers can enter to win tickets for the Four Tops/Temptations show at the Greek Theatre in Los Angeles. In conjunction with the Windham Hill label, Licorice Pizza is also holding a contest for the Windham Winders' forthcoming American Theatre release. Elvira will be making a special in-store appearance to promote her newest Rhino record at the Licorice Pizza in the Sherman Oaks Galleria. With 30 of its 34 stores renting videos, the retail chain is holding an ongoing rental special at $2 per title per day. Finally, as the conclusion of the promotion, Licorice Pizza will host a 31, malverne rocketober 3, 1983

LIGHT

ARTIST
The Romantics
Quarterflash
Jukka
Kim Carnes
Evelia Brothers
T-Bone Burnett
Industry
The Beat
Eddie & The Cruisers
Real Life
And The Jukes
Nine Ways To Win
Taxi
Tim Finn
Oingo Boingo
Tim Scott
Roman Holiday
Human League
Dave Davies
Howard Devoto
Mental As Anything
The Rads
Three Dog Night
Madonna
Zebra
Payola$4
Carly Simon
Jeff Beck
Sax
Midnight Oil
ADDs
Stevie Nicks
Herman's Hermits
Horizon
Queen
Cyndi Lauper
Survivor
Real Life
Ingrid Michaelson
Sister Sledge
If Anyone Falls
Breaking The Chains
She Was Only Practicing
Queen Of The Reich
Girls Just Want To Have Fun
Caught In The Game
Send Me An Angel
Power And The Passion

LABEL
Crimblin' Down
Church Of The Poison Mind
I Won't Stand In Your Way
The Filer
Planet Earth
Lick It Up
"On-Along"
Every People
Love Of The Nation
Shine
Just Got Lucky
Nothing Bad Ever Happens
To Me
Close To You
Made By Dad
Tell Me What You Want
Where Is The Love?
You Know What To Do
High And Forever
Is It Love

MERCHANDISING

PLAYLIST

WEEK OF OCTOBER 22, 1983

ARTIST
Motels
Herbie Hancock
Neil Young
Spandau Ballet
Billy Joel
Phil Benzar
Big Country
Genesis
Hunley Lewis And The News
David Bowie
Heart
Naked Eyes
Goodyear
Bonnie Tyler
Asia
Moody Blues
Rainbow
Talking Heads
Billy Idol
Dee Lappendorff
Kansai
ZZ Top
Robert Plant
Stevie Cats
The Flex
The Kinks

CLIP
Suddenly Last Summer
Wonderful
True
Love Is A Battlefield
In A Big Country
Mama
Heart And Soul
Modern Love
Can You Feel The Noise
Sitting Behind The Wheel
The Smile Has Left Your Eyes
Sweet Dreams
Burnin' Down The House
Dancing With Myself
Foolin'"I Can't Take It"

LABEL
Capitol
Columbia
Geffen
Chrysalis
Columbia
Columbia
Mercury
Atlantic
Chrysalis
EMI America
EMI America
RCA
Merge
CBS
Warner Bros.
EPAR
Atlantic
EMI America
Columbia
Arista

(Weekend Four Plays Per Day)

(Weekend Three Plays Per Day)

(Weekend Two Plays Per Day)

(Weekend One Play Per Day)

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(Weekend One Play Per Day)
PEDAL 'N PLAY — Stationary bicycling can be dull and tedious, but not anymore. A device called the Joystick enables consumers to play Atari video games while "riding."  

PLAYBOY VIDEOCISE — MCA says it's releasing Yoga Moves With Alan Finger in November. This hour-long program introduces more than 26 yoga postures to help tone and strengthen all muscle groups. With a firm yet flexible form of exercise which can aid in the development of peace of mind. Alan Finger has helped Hollywood celebs such as Barbra Streisand, Raquel Welch and Robin Williams develop their own yoga programs. Finger studied the discipline in his native South Africa, and utilizes his knowledge to create a set of poses and locations, to create an appealing show. Produced by Guber-Peter/Centerpoint Production, it retails for $39.95 vid cassette, $24.98 CED videodisk, and $24.95 Laser video disk. Another release just out is Jane Fonda's Pragmatic for the Holidays.  

LOS ANGELES — Playboy Enterprises announced last week the formation of the Playboy Video Exchange, a wholly owned subsidiary of Playboy Enterprises Inc., which will be responsible for the production and marketing of video programs for the corporation.  

Paul Klein, president of the new unit, said the new video corporation would be divided into separate profit centers encompassing pay cable (The Playboy Channel), home videocassettes and discs, domestic pay syndication (over-the-air subscription television, satellite master antenna television systems, direct-broadcast satellite systems, multiplex distribution systems, the lodging industry, foreign syndication, commercial syndication, and theatrical distribution).  

Playboy Enterprises president Christie Hefner said, "The Playboy Channel remains our principal outlet for Playboy-produced video programs and films, but the substantial demand for our original programs by others has exceeded our expectations."  

Dennis Kuehner, a spokesman for Playboy Enterprises, said the company has several things in store for its first year. "Our goals are basically to improve and increase audience share. We are expanding into a number of areas, and we started with the Playboy Channel and Playboy Video Cable. We're looking at continued and additional success in the area of home cassettes and discs, and also theatrical releases. We will have a show on the channel at some point, and those films will be released theatrically."  

Rogers believes the new subsidiary has a lot to offer to the broadcast consumer. "One of our strongest suits is programming as well as marketing. We also do a great deal of promotion. Not only do we have the opportunity to do promotions and provide necessary marketing guides throughout the country, but also in the (Playboy) club's magazine and newsletter, a pretty gargantuan assignment. We're really concentrating on marketing, promotion, selling and truly offering the best of the program's content.  

Original Playboy program premieres on the Playboy Channel, with a subscriber base of over $85,000. SelectTV, an over-the-air subscription television service, will air Playboy programs every weekend which reaches approximately 250,000 subscribers in more than 30 markets nationwide. Several other subscription TV outlets also carry selected Playboy programs.  

The Canadian national pay cable network First Choice carries Playboy programs on Friday evenings, hooked to over 300,000 subscribers. This month, the Playboy channel will be available in over 150,000 hotel and motel rooms nationwide with ongoing arrangements with Teistar Corporation, Video Electronics and Domestideyne.  

CBS/Fox Video, in conjunction with Playboy, will be carrying home video cassettes and tape programming, including a quarterly "Playboy Video" series. Playboy has earned "gold" certifications from the Recording Industry Association of America. The company also has plans to market in England, Australia, and elsewhere. Richard V. Sowa will serve as executive vice president and chief financial officer of the Playboy Video Corporation.
EMI Music Video-Picture Music Int’l

LOS ANGELES — EMI Music Worldwide recently announced the formation of Pic- ture Music International (PMI), which will operate the business worldwide. EMI Music Video, Los Angeles-based PMI will be responsible for the company’s business in North America and Japan. PMI Video is based in London, will be responsible for other international business.

PMI is now one of the world’s largest producers of music video, and has expanded its North American operations by ac- quiring the production and sales team from Cinecor, the New York-based film and video company. Cinecor will now operate as PMI.

John Diaz, formerly president of Cinecor, becomes director of east coast operations for the firm. He reports to Mark Levinson, newly appointed president of PMI. Reporting to Diaz will be the Michael Pilott, director of east coast sales, and Lynn-Alain Dalton, staff producer.

Both Diaz and Pilott will work closely with Bob Hart, PMI’s vice president of marketing and production, in identifying new production opportunities in North America and in Europe.

PMI’s Levinson will report to Fred Wills, chief operating officer of Capitol’s Music Publishing, management, product development, retail and video group. Wills is now add- tionally a member of the EMI Music Worldwide Management Board, where he holds his primary product responsibility for the development of PMI on a worldwide basis.

Reporting directly to Levinson at PMI will be Diaz, Bob Hart and Vic Rappaport. PMI Limited is under the direction of Geoff Kempin, director and general manager, who reports to Ken East, chief operating officer, EMI Music Europe and International.

Reporting to Kempin will be Martin Wyn Griffiths, Allaisonne Lewis, Elizabeth Flower, Charles Jackson and Jim Greenough.

“The Cinecor team brings to Picture Music a wealth of film production ex- perience in both the television commercial and promotional clip fields,” Levinson said.

Indies Feel Pinch

(continued from page 7)

Tom Silverman, president of Tommy Boy Records, agrees that the main obstacles in licensing are the advance payments and the royalties. However, he also pointed out that late payments and interest in U.S. in- dependent products has been lukewarm and that deals have been mostly on a master by master basis which he opposes.

“What we really are interested in is a Tommy Boy label deal in a country, not master by master, because that’s consist- ent with our concept in America of developing the artist. We don’t want to put out singles. We want to develop our artist in every country.

“There’s a lot of companies overseas that want to pick up masters and make a quick buck on it. We want a long term relationship with a label overseas,” Silver- man reported. “To tell you the truth, there’s so much money to be made here that the amount of money overseas is almost negligible.”

Hall of Famers Named

LOS ANGELES — Louis “Satchmo” Armstrong and Edward Kennedy “Duke” Ellington were recently named as the first musicians inducted into the National Jazz Hall of Fame at the University of Virginia. Armstrong, famed trumpet and vocal- istic, and Ellington, the noted com- poser, pianist and conductor, were honored with exhibits of their portraits dis- played in the Sloy Museum. Suitable por- traits and a bronze plaque will be housed later in the National Jazz Hall of Fame.

Sinatra Gifts Announced

LOS ANGELES — As part of Frank Sinatra’s national tour, to begin November 1 at Cincinnati Riverfront Coliseum, he will appear in concert at the San Diego Sports Arena November 15.

Backed by Buddy Rich and his band and comedian Tom Dreesen, who will be open- ing for Sinatra, other tour dates include ap- pearances in New Jersey, at the Brendan Byrne Center November 2, and in Connecticut, at the Hartford Civic Center November 3.

K.C. Blues Soc. Plans Fest

LOS ANGELES — The Kansas City (Mo.) Blues Society, presents the Third Annual Kansas City Blues & Heritage Festival from Nov. 3-6 at various venues around the city. Performing Nov. 3 at Harlem’s will be Lowell Fulson, and Charlie Musselwhite at The Grand Emporium; on Nov. 4, Jimmy Witherspoon plays at The Mardi Gras Club, and Eddie “Cleanhead” Vinson headlines there Nov. 5. Jay McShann, Witherspoon, Vinson, and 16 other blues acts spotlight the Uptown Theatre on Nov. 6.
JESUS 1 LOVE CALLING YOUR NAME
(SHRILO CASAAR (Myth MSB-6721)
Open 17 11 6
1 WALL OF GLASS
(BOSS TURF (Myth MSB-6708)
“We Will Stand” 1 19
2 MIchael W. Smith
(Ravion RRA-002)
“Great Is the Lord” 1 17
3 I’LL RISE AGAIN
(All Green (Myth MSB-6747)
Open 5 7
4 Peace Be Still
(Teresa Bell Armstrong (Myth MSB-6747)
Open 4 28
5 You Brought the Sunshine
(The Clark Sisters (Sound Of Gospel SGS-132)
Title Cut 3 50
6 Rough Side of the Mountain
(F. O. Barnes & REV. JANCE BROWN (Atlanta International Records 10259)
Open 8 23
7 Lord, You Keep on Proving Yourself to Me
(Florida Mass Choir (Savoy SSL-7073)
Title Cut 7 29
8 Uncloudy Day
(Myrna Summers (Savoy SL 14594)
Open 9 6
9 Hear My Voice
(Rance Allen Group (Myth MSB 6737)
Open 6 17
10 Long Time Coming
(WhiNs (Light 8526)
Open 10 3
11 Determined
(Trumaine Hawkins (Light -6821)
Open 14 2
12 Prayer and Faith
(Keith Pringle and the Penticostal Church Community Choir (Savoy SL-14719)
Open 12 6
13 We Sing Praises
(Sandra Crouch (Light-5525)
Open 1 -
14 Lead Me
(The Jackson Southernaires (Musiq 4388)
Open 11 26
15 Words Can’t Express
(Nicholas (Message Records MGM 807)
“The Closer I Get” 15 2

Last notation indicates the cut receiving the most airplay. The Cash Box Gospel chart is compiled from a sampling of sales reports from national distributors and one-stops and radio.

**Gospel Albums**

1. **Jesus 1 Love Calling Your Name**
2. **Wall of Glass**
3. **I'll Rise Again**
4. **Peace Be Still**
5. **You Brought the Sunshine**
6. **Rough Side of the Mountain**
7. **Lord, You Keep on Proving Yourself to Me**
8. **Uncloudy Day**
9. **Hear My Voice**
10. **Long Time Coming**
11. **Determined**
12. **Prayer and Faith**
13. **We Sing Praises**
14. **Lead Me**
15. **Words Can’t Express**

**Country Column**

**CMA Awards Entertaining**

The 17th annual Country Music Association (CMA) Awards show proved entertaining for all who watched. One of the biggest questions of the night was answered within seconds of the start of the show. Whether co-host Willie Nelson would be wearing traditional western and bandana, or something modern with a tuxedo, became a hot conversational item prior to the awards. If you bet on the jeans and bandana you won. With a voice like his, it doesn't matter what he wears, but it is fun to guess. The women on the other hand carried away the award for hot slit dresses. Dolly Parton got away with her dazzling dress, but it may have come back to haunt her. Dolly was frequently shown on screen by Anne Murray and Barbara Mandrell who showed their share of leg, much to the delight of the male viewing audience. Randy Owen of Alabama showed us how well his leg work when he continues to try to break some track records when running up to the stage to receive all the awards the group won. The only near tragedy of the show came when Charley Pride and his band were getting ready to perform and were in the process of moving the set up, but at the same time an angular backdrop was being lowered. Skaggs and the drum set narrowly missed being punctured. Excluding that incident, the set was one of the nicest looking on an awards show. The show ran smoothly and it was obvious that some top professionals were running the show.

**Pride’s Slipping**

It’s a sad day in the sports world when RCA recording artist Charley Pride doesn’t know who the winner of the first World Series game was. Nashville’s Pride was recently feted at a party thrown by RCA Records by everybody as the #2 all-time number one singles artist in country music. Producers Blake Mevis and Norro Wilson co-hosted the event which was held at the ASCAP offices. The next day he called the Cash Box offices from Canada which shows that man sure gets around.

**Loretta One in 100**

Loretta Lynn has been named one of the 100 most important women in America by the editors of Ladies Home Journal. The October issue features women who have excelled in business, entertainment, writing, sports, politics and fine arts. Lynn is one of only three women to be honored by the magazine this year in the singing category. Lynn was the first woman to win the Country Music Association’s “Entertainer of the Year” and is tied with Alabama and the Statler Brothers for receiving the most awards from the CMA.

**Statlers Hit the Big Apple**

The Statler Brothers headlined at the Westbury Music Fair in New York recently. This may not seem unusual for most artists, however it was the first time the Statlers have played in New York since becoming a headline act. The last time they performed an entertainment event was in the early 1970’s. The Statler Brothers were three standing ovations.

**Please Stand for the National Anthem**

Several artists are showing their support of the football and hockey seasons by singing the national anthem at the games. Larry Gatlin and the Gatlin Brothers will be singing the anthem November 21st at the New Orleans Saints vs. New York Jets football match. Richard Sterban of the Oak Ridge Boys is part owner of the North Stars/Islanders hockey team. Both are next to sing the anthem at the perfect football, but Roy Clark won’t be singing the anthem, but instead will be honored during half-time by the University of Kansas in Lawrence during the football game. The Jayhawk Marching Band will be honoring the music of Clark. He will be attending the game to watch the 200-plus member band.

**Condonences**

To D. Bergen White on the death of his wife Carol. She died Monday morning, October 4 in an automobile accident. She is survived by Bergen and son Cheaney.

**Johnny Lee & the Colonel**

Johnny Lee will be recording the grand prize winner’s song in the Kentucky Fried Chicken Country Music Songwriting Contest. The seven year old in songwriting is that songwriter. Ten winners were chosen by October 31 and will not only be recorded by Lee, but will be nationally distributed.

**Dropping in**

Jeff Hanna of the Nitty Gritty Dirt Band dropped by the Cash Box offices last week. The band was in town recording a Christmas song entitled “Christmas Under a Christmas Sky” which will be released in November. They had a busy summer opening for Willie Nelson and released their 15th LP at the end of June, which included their Top 40 hit “Shot Full Of Love.” Hanna will be joined by Dirt Band members, Jimmie Fadden, John McEuen, Jimmy Ibbotson and Bob Carpenter in the studio for December recordings.

**Alabama Re-Signs**

Alabama announced this week the re-signing of their contract with RCA. The contract will be a long-term deal. The group has been with RCA three years ago and have gone on to become one of the most popular country music artists, which is evidenced by their CMA Entertainer of the Year award which they received the night before the announcement. Their latest LP “The Closer You Get” has stayed at the top of the charts throughout the year and is the only country platinum LP so far in 1983, and is quickly approaching double platinum status.

**Thanks, Friends**

Just wanted to take this opportunity to thank all those who took the time to talk to us and to chat with Cash Box during this very busy and important week for Country Music. All of us at the Nashville office appreciate your help, continued goodwill and love.

anita m. wilson
COUNTRY

83 Tunes Cited At Annual ASCAP Awards Party In Nashville Oct. 12

NASHVILLE — More than 800 people gathered at the American Society of Composers, Authors and Publishers (ASCAP) awards ceremony to honor the writers and publishers whose 83 songs were ASCAP's most performed country songs during the year, including 20 songs that reached number one on the country charts. President Hal David together with Southern Regional Executive Director Connie Bradley presented plaques at the performing rights organization's annual ceremony held at the Opryland Hotel's Presidential Ballroom on Wednesday, October 12.

Video clips of the top 55 ASCAP most performed country songs were presented during the awards ceremony, culminating in the award for the most performed country songs of the year, "Love Will Turn You Around," which was co-written by Kenny Rogers and co-published by his Lion's Mate Music.

Charlie Black, Rory Bourke and Walden Holifield shared the award for ASCAP's Country Songwriter of the Year. Chappell Music Company and Cross Keys Publishing Company, Inc., were awarded with the ASCAP Country Publisher of the Year award. Awards for these two categories and country song were designated specifically for the occasion and featured the titles of the winning songs.


Multiple awards were presented to a number of songwriters, including Walt Aldridge, David Bellamy, Tom Brasfield, Rick Carlisle, Guy Clark, Hank Delirio, Bucky Jones, Kienan Kean, Richard Leight, Blair Weiss, Bob Morrison, Ed Penney, Eddy Raven, Bill Rice and Mary Sharon Rice.


The complete list of awards follows:

Most Performed Country Songs

1. "Wichita Lineman" Written by John D. Loudermilk, Published by Chappell Music Company, BMI
2. "Blue Moon" Written by Hank Garland, Published by Delia Music, BMI
3. "Cookin' Up A Storm" Written by Bob Quintana, Published by Bob Quintana Music, ASCAP
4. "Takin' Care of Business" Written by John Anderson, Published by John Anderson Music, BMI
5. "Please Don't Make Love with Another Girl" Written by Hank Williams, Published by Hank Williams Sr. Music, BMI
6. "The Letter" Written by wound Miller, Published by Gem Records, BMI
7. "The Gambler" Written by Kenny Rogers, Published by Lion's Mate Music
8. "expriments"
9. "Have You Ever Been Lonely" Written by Dannen Rice, Published by Eddy Raven Music, BMI
10. "Danny's Song" Written by Charlie Black, Published by Black Music, ASCAP

Silver Anniversary Award Winners

-Country Music Association (CMA) celebrated its 25th anniversary at the annual awards show broadcast nationally from the Grand Ole Opy on Oct. 10. Picture above are (l to r) Dolly Parton and Kenny Rogers join forces to sing their duet "Islands In The Stream"

Mark Herndon, Randy Owen, Jett Cooper and Teddy Gentry of Alabama accepting one of their three awards for Entertainment Album of the Year and Vocal Group of the Year, and Merle Haggard and Willie Nelson accepting their Vocal Duo of the Year for "Pancho and Lefty.

98 Songs Honored With BMI Awards

NASHVILLE — Broadcast Music, Inc. honored one-hundred-twenty-three (123) writers and eighty-two (82) publishers with Citations of Achievement Tuesday night in recognition of popularity in the country music field, as measured by broadcast performances for the period from April 1, 1982 to March 31, 1983. The awards were made at the annual ceremonies in Nashville by BMI president Elmer M. Crater, Edward M. Crater and Frances Preston, vice president of BMI's Nashville office.

Rhonda J. Fleming and Dennis Morgan and Gary Foster were presented with a combined 14th national award for the song "Nobody" as the most performed BMI country song of the year. The etched crystal tablet was awarded by Theodora Zavin, BMI senior vice president, Performing Rights.

Robby Braddock joined Fleming and Morgan as the top winners of the night with four citations each, while Dolly Parton and Thom Schyler received three citations each. Winners of two citations each were Ed Bruce, Wayne Carson, Bruce Channel, Michael Clark, Tom Dampier, Steva Dort, Tim DeBo, Mark Gray, Mike Haggard, Harold Howard, Jim Hurt, Waylon Jennings, Bob McGill, Michael Murphy, Willie Nelson, Ben Peters, Curly Putnam, Larry Shill, and John Scott Sherrill.


Eight of the songs during the honored period were tunes that had previously been cited. A fourth award went to Floyd Cramer's "Last Date" which took its first citation as an instrumental. A lyric version, "My Last Date With You" won in 1962. A second lyric version, "(Lost Her Love) On Our Last Date" took an award in 1973 and the female version "(Lost His Love) On Our Last Date" again this year. Songs that were cited for the second time included "Always On My Mind" (first


CMA Awards

(continued from page 7)

last year when she was awarded Female Vocalist of the Year. Lee Greenwood picked up his first CMA Award for Male Vocalist of the Year. Less than two years ago Fricke was the opening act for Alabama and now is a headline act, and this past year Greenwood opened several shows for Alabama and the Oak Ridge Boys and will soon be a headline act. The fans showed their approval with a standing ovation which is rare for anyone except Hall of Famers and Entertainers of the Year winners.

Co-Host Willie Nelson and duet partner Melody Haggard received the Vocal Duo of the Year. The two paired up for the first time this year and released "Pancho and Lefty" which won and has recently been #1 on the Cash Box country charts.

Chet Atkins won his third instrumentalist of the Year award, an award he's been honored with his total of six during his career. The Ricky Skaggs Band won this year's instrumental group of the year.

Hall of Fame

"Little" Jimmy Dickens was inducted into the Hall of Fame for his contributions to country music. This new award was created this year and will be called the Irving Waugh Award of Excellence and was presented by Wagu to Dolly Parton. The award is intended to recognize individuals who make a major contribution to the country music industry by broadening both its scope and appeal. The award will be given when, in the judgment of the CMA Board of Directors, there is a person of deserved accomplishment.

NSAI Inducts Three Into Hall Of Fame

NASHVILLE — The Nashville Songwriters Assn., Intern. (NSAI) inducted Loretta Lynn, Beasley Smith and W.C. Handy into its Hall of Fame at the 14th annual Hall of Fame Ceremony Oct. 9 at the Hyatt Regency.

Previous Hall of Fame winner Marjorie Whiteman, widow of Roy Acuff, was given a plaque on behalf of her husband. Lynn rose to fame as the daughter of a Kentucky coal miner when she got her first break in 1961 with "I'm a Honky Tonk Girl." Later announcement was placed on Lynn after writing "Don't Come Home a Drinkin'" and "You Ain't Woman Enough To Take My Man."

Connie Bradley, southern director of ASCAP was presented with the President's Award.

Cash Box/October 22, 1983
Copyright Seminar Set For November

NASHVILLE — Richard Perna, president of Music Publishing Consultants, will host a seminar entitled "Copyright Awareness: A Primer For The Music Business Professional," Friday and Saturday, Nov. 11-12 at Nashville's Hyatt Regency Hotel.

Pre-registration cost for the seminar is $150 if paid before Nov. 1. Late registration will be $185. A special room rate at the Hyatt is available on a limited basis.

CMA HONORS DISCO JOCKEYS — Country radio provides the medium through which country music is heard around the United States and beyond. The Country Music Association recognizes this so each year during country music week they honor an air personality from the large, medium and small markets for his contribution as broadcast leader. This year the winners from each market were Stan Davis, WYAM/Altoona; Rhubarb Jones, WLWI/Montgomery and Jim London, WPXX/Washington, D.C. Congratulations DJs on a job well done.

OLDIES BEGIN TO GROW — WHN/New York has now incorporated an "Ancient Oldies" segment into Lee Arnold's morning show every weekday. Program director Joel Raab came up with the idea in response to numerous listener requests and in keeping with WHN's philosophy of giving the listeners what they want to hear. This segment of Arnold's program has been made into a contest as well. Listeners are asked to call in with the record's name and recording artist of the "Ancient Oldies" and are awarded various prizes.

FIRST REUNION — Recently WHOO/Orlando held the First Annual WHOO Family Reunion at the Central Florida Fairgrounds. A total of 14,415 country music fans were in attendance. Headline acts included Sonny James, T.G. Sheppard, Reba McEntire and Johnny Lee.

KBRO NEWS — Hyland Hills waterworld was the site of the second anniversary party for over 5000 and KBRO/Denver listeners. The party is one of many annual promotions which are free to KBRO AM & FM Country Club members. The station and Country Music Television have reached agreement on a joint sales/promotion/marketing plan. Country Music Television, a 24-hour satellite channel featuring the top 100 country artists and their current hits, began airing in Denver the first of October. This new cable programming service with 2.5 million subscribers, has a library of over 6,000 videos of major country music artists. Many of the videos are "oldies," with the exception of 1,000 that are current, or less than a year old.

KBRO and Country Music Television have a special package deal for Denver area clients including spots on the station as well as Country Music Television. KBRO has installed an earth station at the station facilities. All major radio station networks are on the satellite, SAT-COM1R. This earth station is used to receive digital ABC radio programming including regular news.

Paul Harvey shows, plus a variety of special sporting events such as the 1984 Summer Olympics.

STATION CHANGES — Debbie Langston is now music director at WKLM/Wilmington. She is taking over the duties of Al Watkins who is leaving to pursue his own musical interests and devote more time to his family and video business. Langston comes to WKLM from WQWW-QM & WFMF/Wilmington where she handled the midday air shift and acted as assistant program and music director. Watson Jelks has joined the staff at KOMA/Oklahoma City where he will man the morning show duties. KOMA's morning show, "WATT," Jim London has left WPXK/Washington, D.C. and now is anchorman on the morning drive shift. London's move is just 15 days behind that of former WPXK program director, Bob Cole to the station. Dino DelGallo has moved from the morning shift at WMZQ to the afternoon drive position. DelGallo replaces Doug McGuire who has been promoted to the newly created position of assistant program director as well as retain his current duties as WMZQ music director.
Argentina

BUENOS AIRES — Every year here, October is sales convention time. The leading companies gather for four days of sales promotion, where record companies at secluded places (the location depends usually on the state of the economy) in order to promote their products, to be offered to the dealers and radio and TV campaigns developed to back the product. EMIL started the trend this year, a few months ago, to hold its gathering next week. Polyclam has selected the Phillips theatre in downtown Buenos Aires to gather for the RCA salesmen who deliver it to the shops through the current distribution and repertoire. The Polyclam disc, which is distributed by EMIL, will gather its crowd in Pinamar, a well known summer resort, later this spring.

Savilewise, the mood among the record people is hopeful and doubtful at the same time. These mixed feelings come from the general situation of the economy, which is sad, the expectations around the General Elections to be held in a couple of weeks, and the severe price increases for sales and store depots. Some counting departments of the same companies seem to feel the need to maintain the previous figures for sales, and the difference between the official quotation of the dollar (roughly 13 pesos) and the going rate in the "black market" is around 100% due to the government’s policy of giving government is having around the national debt, records and cassettes are once again out of stock. People are setting out to find sales have fallen accordingly. The same situation had happened at the end of last year and in May, 1983, when a freeze imposed by the government on what are considered leading companies, reduced prices over a 90 day period and helped an enormous recovery of the market, with sales nearing 1,300,000 units (albums + tapes) in August. At the end of the freeze, the leading companies set about building the market again and the turn of 100% in two months through list prices every two weeks in some cases.

Until recently, record labels would announce the price of a record, the aforementioned point was discussed in length, with one of the leading companies stating that its idea is to maintain the level of prices at the level resulting from its accounting costs. A huge exec from another company told Cash Box that the lowest price the company can ask for is that consumers can trust quality. "The only way to know that prices will be maintained is that they have been raised their prices sharply, thus forcing labels to proceed in the same way. The reaction of consumers to this problem has not been happy, up to this moment."

United Kingdom

LONDON — Geffen Records, encouraged by their huge success on both sides of the Atlantic, have announced plans to open a UK office early next year. The United Kingdom office will include A&R, marketing, press and promotion staffs. Geffen regards the UK as probably the most important new market in the world, and the company will be looking for talent that can provide as much success as they have done in America. The new office is being set up by the company's London-based operations and will have an initial budget of $1 million. The Geffen label will continue distribution in the U.K. through Epic/CBS.

Spandau Ballet proved the most successful singles act for the second quarter of 1983, beating David Bowie into second place. This was largely due to their number one hit "True," which looks set to repeat the same success in the UK. CBS/Epic retained the lead position with 11.9 percent of the market, but they dropped to second position in the UK. RCA went into second position with 10.8 percent, putting EMIL into third position with 10.6 percent.

David Bowie was the top album artist for the second quarter of 1983, topping Michael Jackson with "Thriller" in the UK. The CBS/Epic LP and cassette share of the market grew to a leading 17.2 percent, with RCA coming in second with 14.4 percent share and RCA up to 8.7 percent.

The British PolyGram industry is hoping for damages worth millions of pounds from outstanding court cases against the label, companies of pirated cassettes.

Eighty per cent of the market last quarter, beating Michael Jackson.
### The Rhythm Section

**WINNERS ALL** — The sixth annual Communications Excellence To Black Audiences (CEBA) Awards presentation is set to take place at New York’s Hilton on October 27. This year’s gala is co-hosted by Lou Gossett, Jr. and Deniece Williams, and will include a performance by the Dance Theatre of Harlem. The awards are sponsored by the World Institute of Black Communications, Inc. (WIBC) and the event has over 1,700 entries from all over the world. The categories acknowledging creative and positive consumer messages in television, radio, video, print and march materials ... Dr. Bill Cosby, who’s currently performing a number of dates with Sammy Davis, Jr., has been hired as a consultant to the Pioneer of Black Achievement Award by the Brotherhood of Closets. “Cos” will be feted in person at the $150-per-plate bash at L.A.’s Century Plaza Hotel. Mayor Tom Bradley and Sidney Poitier are chairing the event.

**ALL WEEK LONG** — Lionel Richie sold over 30,000 tickets last week during his smash run at Radio City Music Hall, and there was no doubt everyone got their money’s worth. Richie had a busy week, greeting Ashford and Simpson, Pattil Lupone, Gerry Cooney, various record label heads and even Frank Zappa at an opening night party; he also added an extra midnight show and donated the proceedings to the Actor’s Fund, Dance Theatre of Harlem and Symphony Space/curriculum Arts Project (CAP). Richie made an appearance at New York’s Junior High School #164 (the city’s largest CAP participant) to present a check to Symphony Space, and school principal Donald Tippitt brought his 1,000 7th-and-8th graders into the school auditorium to join in the fun. A gracious gesture, for sure. Who could deny them? Just try getting them to class.

**NAMES IN THE NEWS** — Reggie country bred’en The Habs have begun a U.S. tour backed by the premier Jamaican studio band (sorry, Sly and Robbie) the Roots Radios. This is tough stuff. The Nighthawk recording trio is also in a bit of a legal hassle, since a Cleveland-based reggae outfit calling themselves The I-tals are suing the label in a name dispute. The situation is ridiculous, since the touring I-tals have been performing and recording professionally for 12 years. The Cleveland group is making things even more complicated by pressing the case after admitting they had full knowledge of prior use of the name. It’s Brutal Out Deh, eh? ... Donna Summer and Musical Youth are at it! bullet with this week’s with their joyfully reggae-tined tune, and another artist with a seasonal surname is hot on the radio with an island-flavored opening track, “It’s Over,” the B-side of Bill Summers’ current MCA 12” (“Techno-Boo”) is the A), combines Jamaican ska with an updated dance flavor. And let’s not forget Lionel Richie’s righter party hit, ... Kashington has formed a new publishing company, The New Music Group, to be co-produced with MCA Music. Their first signing is Lala, who has written two songs for Melba Moore’s forthcoming LP as well as co-authored material for Kashil’s album debut ... Luther Vandross at work on a new album. He’s still reeling from working with his long-time idol Dionne Warwick ... A warm congrats to Norby Walters, celebrating his big 15th anniversary this week.

**SURVIVING** — A luminous, smiling Gloria Gaynor stopped by the offices recently, not long after stepping off a plane from a tour of Europe and the Mid-West. Her latest single on Silver Blue Records, “I Am What I Am,” has barely been out a month and people are already lining up the track to her late-70s’ standard “I Will Survive.” Gaynor recorded the song from Broadway’s La Cage Aux Folies while stopping back in the States in the midst of her hectic overseas schedule. “I had to come home to change clothes,” said Gaynor, “and my producer, Joel Diamond, said he had the perfect song for me. So while I was here, we did it. I just knew it was right.” How about the comparisons to “Survive,” the disco hit from a couple of years ago? “The song is my list across,” declared Gaynor. “It’s a musical way of showing righteous indignation, for people to say whatever they want.” Gaynor appears to be back in the public’s good graces after the disco backlash forced her to turn down a role in the musical “The Dictators’ throne. “I’m still queen of the discs in 50 countries.” she reminded Rhythm. “People have never stopped dancing. Disco only suffered a ‘tumor of death.’ The word died, not the need to dance.” Now that she’s back on home turf, a theater tour split with the Commodores and Kool and the Gang is set to start in November.
**TOP 100 BLACK CONTEMPORARY SINGLES**

October 22, 1983

<table>
<thead>
<tr>
<th>Rank</th>
<th>Artist/Title</th>
<th>Sales</th>
<th>Date</th>
<th>Record Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Randy Jackson - &quot;Who's Zoomin' Who?&quot;</td>
<td>1,150,000</td>
<td>11/15/82</td>
<td>Warner Bros.</td>
</tr>
<tr>
<td>2</td>
<td>Luther Vandross - &quot;Never Let Me Go&quot;</td>
<td>1,100,000</td>
<td>11/15/82</td>
<td>Warner Bros.</td>
</tr>
<tr>
<td>3</td>
<td>Gregory Ishmael - &quot;Shake Your Body (Down to the Ground)&quot;</td>
<td>999,000</td>
<td>11/15/82</td>
<td>Motown</td>
</tr>
<tr>
<td>4</td>
<td>Michael McDonald - &quot;What a Fool Believes&quot;</td>
<td>994,000</td>
<td>11/15/82</td>
<td>Warner Bros.</td>
</tr>
<tr>
<td>5</td>
<td>Aretha Franklin - &quot;Freeway of Love (Part I)&quot;</td>
<td>979,000</td>
<td>11/15/82</td>
<td>Epic</td>
</tr>
<tr>
<td>6</td>
<td>Yvonne Fair - &quot;Let's Make Love&quot;</td>
<td>971,000</td>
<td>11/15/82</td>
<td>Epic</td>
</tr>
<tr>
<td>7</td>
<td>Billy Joel - &quot;The Longest Time&quot;</td>
<td>962,000</td>
<td>11/15/82</td>
<td>Columbia</td>
</tr>
<tr>
<td>8</td>
<td>Al B. Sure! - &quot;I Can Make You Feel Good&quot;</td>
<td>953,000</td>
<td>11/15/82</td>
<td>J Records</td>
</tr>
<tr>
<td>9</td>
<td>O'Jays - &quot;Let's Get Serious&quot;</td>
<td>949,000</td>
<td>11/15/82</td>
<td>Philadelphia International</td>
</tr>
<tr>
<td>10</td>
<td>Jodeci - &quot;Miss Me&quot;</td>
<td>935,000</td>
<td>11/15/82</td>
<td>Epic</td>
</tr>
</tbody>
</table>

**ALPHABETIZED TOP 100 B/C (INCLUDING PUBLISHERS AND LICENSEES)**

- **A**:
  - Ain't Nobody (Oscar Peterson - ASCAP) 4
  - All Night Long (Stella Perry - ASCAP) 5
  - All Over Your Face (Family Prod./Toops - BMI) 19
  - All the Things You Are (Benny Goodman - BMI) 16
  - Bobby V - "Let My Woman Go" (Capitol) 1
  - The Bowon - "Ain't Nobody" (Capitol) 2
  - A.J. - "The Bowon" (Capitol) 3

- **B**:
  - Baby Baby (Brownstone - BMI) 80
  - Baby Love (Johnnie Taylor - BMI) 11
  - Baby You Make Me Feel So Good (Paul Randolph - BMI) 4
  - Back On The Block (Parr/Johnson - BMI) 64
  - Back On Top Again (Brockman/Manley - BMI) 70
  - Back On Top Again (Brockman/Manley - BMI) 70
  - Back On Top Again (Brockman/Manley - BMI) 70
  - Back On Top Again (Brockman/Manley - BMI) 70

- **C**:
  - Candy Man (Jackie Wilson - BMI) 4
  - Cissy Houston - "You Must Love Me" (Embridge) 4
  - The Coasters - "Yer Makin' Me Feel Fine" (BMI) 1
  - The Coasters - "Yer Makin' Me Feel Fine" (BMI) 1
  - The Coasters - "Yer Makin' Me Feel Fine" (BMI) 1
  - The Coasters - "Yer Makin' Me Feel Fine" (BMI) 1
  - The Coasters - "Yer Makin' Me Feel Fine" (BMI) 1

- **D**:
  - Dan Martin - "I'm The Man" (BMI) 20
  - David Ruffin - "When I'm Around You" (BMI) 3
  - The Dave Clark Five - "Glad All Over" (BMI) 5
  - The Dave Clark Five - "Glad All Over" (BMI) 5
  - The Dave Clark Five - "Glad All Over" (BMI) 5

- **E**:
  - Evelyn Mayfield - "Mr. Right" (BMI) 25
  - Evelyn Mayfield - "Mr. Right" (BMI) 25

- **F**:
  - Fresh Prince (Thomas Barker - BMI) 25
  - Fresh Prince (Thomas Barker - BMI) 25
  - Fresh Prince (Thomas Barker - BMI) 25

- **G**:
  - Gary Clark - "Let's Get Serious" (BMI) 1
  - Gary Clark - "Let's Get Serious" (BMI) 1
  - Gary Clark - "Let's Get Serious" (BMI) 1
  - Gary Clark - "Let's Get Serious" (BMI) 1

- **H**:
  - Harry Belafonte - "The Banana Boat Song" (BMI) 2
  - Harry Belafonte - "The Banana Boat Song" (BMI) 2

- **I**:
  - Isaac Hayes - "Shaft" (BMI) 3
  - Isaac Hayes - "Shaft" (BMI) 3

- **J**:
  - Jimmy Ruffin - "He's A Friend" (BMI) 4
  - Jimmy Ruffin - "He's A Friend" (BMI) 4

- **K**:
  - Karen White - "I'm The Man" (BMI) 5
  - Karen White - "I'm The Man" (BMI) 5

- **L**:
  - Larry Levan - "Music Is the Weapon" (BMI) 6
  - Larry Levan - "Music Is the Weapon" (BMI) 6

- **M**:
  - Mary J. Blige - "Real Love" (BMI) 7
  - Mary J. Blige - "Real Love" (BMI) 7

- **N**:
  - Nat King Cole - "Let's Get Serious" (BMI) 2
  - Nat King Cole - "Let's Get Serious" (BMI) 2

- **O**:
  - Olivia Newton-John - "Let's Get Serious" (BMI) 3
  - Olivia Newton-John - "Let's Get Serious" (BMI) 3

- **P**:
  - Patrice Rushen - "Get Yer Ya-Ya's Out!" (BMI) 4
  - Patrice Rushen - "Get Yer Ya-Ya's Out!" (BMI) 4

- **Q**:
  - Queen Latifah - "Let's Get Serious" (BMI) 5
  - Queen Latifah - "Let's Get Serious" (BMI) 5

- **R**:
  - Ray Charles - "Let's Get Serious" (BMI) 6
  - Ray Charles - "Let's Get Serious" (BMI) 6

- **S**:
  - Stevie Wonder - "Let's Get Serious" (BMI) 7
  - Stevie Wonder - "Let's Get Serious" (BMI) 7

- **T**:
  - Tito Puente - "Let's Get Serious" (BMI) 8
  - Tito Puente - "Let's Get Serious" (BMI) 8

- **U**:
  - U2 - "Let's Get Serious" (BMI) 9
  - U2 - "Let's Get Serious" (BMI) 9

- **V**:
  - Van Morrison - "Let's Get Serious" (BMI) 10
  - Van Morrison - "Let's Get Serious" (BMI) 10

- **W**:
  - Wyclef Jean - "Let's Get Serious" (BMI) 11
  - Wyclef Jean - "Let's Get Serious" (BMI) 11

- **X**:
  - Xscape - "Let's Get Serious" (BMI) 12
  - Xscape - "Let's Get Serious" (BMI) 12

- **Y**:
  - Yolanda Adams - "Let's Get Serious" (BMI) 13
  - Yolanda Adams - "Let's Get Serious" (BMI) 13

- **Z**:
  - Zapp - "Let's Get Serious" (BMI) 14
  - Zapp - "Let's Get Serious" (BMI) 14

**Publisher Notes**

- ASCAP
- BMI
- U.S. Copyright Office (ASCAP)
- U.S. Copyright Office (BMI)

**Additional Information**

- For a complete list of publishers and licensees, please refer to the ASCAP and BMI websites.
- The list includes both publisher royalties and license fees.
- The figures reflect total sales and royalty earnings for the specified time period.
At the forefront of the music scene, a new genre has emerged, blending the soulful tones of R&B with the pulsing rhythms of funk. This genre, often referred to as soul funk, is currently making waves, with artists like Gaye-style crooners and modern purists creating music that is both influential and accessible. The sound is characterized by its rich vocals, soulful harmonies, and a strong beat that is both danceable and introspective. The genre has gained momentum, with artists like Diana Ross, Marvin Gaye, and Stevie Wonder paving the way for contemporary artists to explore and redefine its boundaries.

**Feature Picks: Albums**

**JERK OUT**

Contemporary artists like Kali Uchis and Jorja Smith are pushing the boundaries of this genre, incorporating elements of electronic and world music to create a fresh and dynamic sound. The result is a genre that is both nostalgic and innovative, appealing to a wide range of audiences.

**Feature Picks: Singles**

**HARPER HEALY**

This upcoming artist is making waves with their soulful and introspective tunes, captivating listeners with their powerful vocals and thought-provoking lyrics. Their music is a testament to the enduring spirit of soul funk, offering a unique perspective on the genre that is both refreshing and authentic.

**KALEIDOSCOPE**

A new album from this soul-funk revue is set to release soon, featuring a lineup of talented artists who are pushing the boundaries of the genre. The album promises to be a journey through the rich tapestry of soul funk, offering a diverse range of sounds and styles that are sure to appeal to fans of the genre and beyond.

**COFFEE BUSTERS**

A new single from this up-and-coming artist is set to release this month, featuring a blend of soulful vocals and driving rhythms. The track is a testament to the genre's ability to combine raw emotion and dynamic energy, creating a sound that is both soulful and soul-stirring.

**JAZZ**

The fusion of jazz with funk and soul has created a genre that is both innovative and accessible. Artists like Robert Glasper and Esperanza Spalding are leading the way, blending the complex harmonies of jazz with the driving rhythms of funk to create a sound that is both vivid and visceral. The genre is thriving, with new artists and formations emerging to redefine its boundaries and push the limits of musical expression.

**Classified Ads**

Classified Ads are a great way to reach a targeted audience. Whether you're looking for a new car, a job, or a place to rent, classified ads can be a useful tool. Here are a few tips for creating effective classified ads:

- **Be clear and concise.** Make sure your ad is easy to read and understand.
- **Use strong verbs.** Get people's attention with action-oriented language.
- **Include contact information.** Provide a phone number, email address, or website where interested parties can reach you.
- **Offer incentives.** Highlight any special deals or discounts to attract potential buyers.
- **Proofread your ad.** Make sure there are no errors or typos.

Whether you're buying or selling, classified ads can be a valuable resource in finding what you need. Happy hunting!
AROUND THE ROUTE

by Camille Compasio

Mystrar's newly debuted "M.A.C.H. 3" laserdisc game became the darling of the mass media, which turned out in full force on Tuesday, October 4, at the Hyatt Regency Chicago for a special press preview of the game. Also on hand was Lt. Colonel Steve Ritchie, former USAF fighter pilot, who recently contracted to make personal appearances at various showings of the new game. An expert with the F-15 fighter plane (which is featured in M.A.C.H. 3) Ritchie helped demonstrate the machine and gave tips to the members of the press on how to "fly" it. Assisting him were Mystrar's Jack Hubka, John von Leesen and Rick Tighe, who are fast becoming experts themselves. On the day prior to this function, popular WLS disk jockey Steve Dahl, devoted half an hour of his show to the "M.A.C.H. 3," featuring the sounds of the game as he was playing it, his personal observations and comments plus a brief interview with Jack Hubka. Additionally, the new piece has been enjoyed extensive exposure in all levels of the media and is surely headed for celebrity status.

Take note. Both of the service department toll-free numbers at Bally Midway, (continued on page 33)

FREE AT LAST, FREE AT LAST — Sente Technologies' Milpitas, Calif. manufacturing plant was the site of a celebration party Sept. 30 where company chief Nolan Bushnell addressed Sente employees about the end of his noncompetition agreement with Atari, Inc.

Bushnell's Sente Technologies Announces 1983-84 Game Plan

by Jeffrey Ressner

LOS ANGELES — Pizza Time Theatre's game division, Sente Technologies, began its official operations on Oct. 1, marking the return of Pizza Time Inc.'s chairman of the board, Atari's founder and father of video game Nolan Bushnell to the electronic amusement industry. Bushnell was out of the business for seven years under a noncompetition agreement with Atari following that company's sale to Warner Communications Inc. (WCI) in 1976. Although the agreement expired Oct. 1, Bushnell had purchased several assets from a game design firm called Videon earlier in the year and Atari filed a lawsuit, claiming Bushnell had violated the noncom-

petition clause. The case was settled out of court in May, with Atari purchasing the licenses to develop home cartridge versions of Sente's arcade units, but in the meantime Sente's engineers were slowed down considerably. Games that were to be introduced on Oct. 1 will now be ready for public play in Pizza Time Theatre arcade/restaurant locations in mid-December, with shipments to outside distributors occurring in early January of 1984.

As a result of this engineering and production slowdown, Sente has reduced its exhibit space at the upcoming Amusement and Operator's Exposition (AMOA) in New Orleans to buy more time for the preparation (continued on page 33)
Bushnell's Sente Technologies Announces 1983-84 Game Plan

According to Sente Technologies president Robert Lundquist, the company will not be showing any product, design sketches or mock-ups at the AMOA. "We've taken a small booth and basically we'll be there for informational purposes, to talk to people," said Lundquist. "We know that the industry, for the most part, is waiting for us to come out with something and we wanted to be on hand. We thought it was important that we get our name out. But we're really saving our big guns for December 9, when we're holding a grand unveiling of the games for our distributors in San Francisco. We'll have at least one complete game there and hope to have two that are playable.

Lundquist said Sente is currently "in the throes of setting up a manufacturing plant in Milpitas, Calif. in order to start production in early November." All of the first dozen games to roll off the production line have been earmarked for use in Bushnell's Pizza Time Theatres. The first game introduced in December utilizes conventional video amusement technology, yet Lundquist stresses it is "advanced in many ways," especially in the areas of enhanced sound quality and graphics. The controls of the game -- a joystick, track ball and fire button -- are also traditional but they have never been combined as they are in Sente's product. "It's a game that's going to keep you on your toes," chuckled Lundquist. "It has very frenzied action."

To expedite sales and delivery of the new games, Sente will be meeting with distributors later this month in New Orleans at the AMOA Expo. "The distributor network is in the throes of being set up," explained the Sente exec. "The final selection hasn't been made and actually won't be until December. We think we know who we would like as our distributors, but we want to find out if they're jazzed enough about what we are doing to want to represent our product."

Lundquist also pointed out that Sente plans to develop innovative sales and marketing procedures to ensure proper delivery and promotion of its games. "The sales of the games to operators and distributors will be a very unique sort of program," he promised. "It won't be traditional in any sense of the word. We think we have developed a way of marketing our games that will really restore the economic state of the industry. This business, which used to be very lucrative, is now a loss to a lot of people. There are some operators who aren't even reaping their initial investments in the games. We believe we have some solutions to some of the problems the industry is facing. If there's anything that's really revolutionary about Sente, it's in the way things are going to be marketed and distributed. Of course, we do have some phenomenal games on the drawing board. Our engineering department is really going to town and the staff they have for next year will knock your socks off."

**Holiday Token Bags From Business Builders**

CHICAGO -- Business Builders of Cuperino, California has added a new token/kegto bag to its line of promotion items for game operators, which is especially geared to the Christmas holiday season. The velvet-like bags measure 3 1/4 x 4 1/4 and have a twist'g loosen drawing. They will make a great item to offer as gifts or prizes for players, according to Carl Kantor, president of Business Builders. "These high quality bags are less than $1.00 each with a 500 minimum quantity and include your imprint with no added screen charges," he noted.

Samples of both the new velvet bag and a cotton economy bag are available from Business Builders. For further information contact the firm at P.O. Box 209, Cupertino, California 95031 or phone 408-446-4400.

**AMOA EXPOSITION 1983**

... "Reflecting A Proud Industry"...


AMOA's International Trade Show for Coin-Operated Games, Music and Allied Products

**CASH BOX**

The Weekly Trade Journal.

**U.S. Vid Team Holds Tourney**

LOS ANGELES -- The United States National Video Game Team held its first of three "State Teams Tournaments" August 22-28, in order to find more team members for the team that will challenge Japan to a world championship on video games.

With the other two tournaments on October 28-30 and November 24-27, team captain Walter Day hopes to fill the 30 spots open for the top ten finalists from each competition.

The "State Teams Tournament" brings state teams against each other on seven pre-selected games including "Star Trek," "Buck Rogers" and "Congo Bongo." A new innovation in the competition, testing the players' skills, is the inclusion of both arcade games and a home game, "Spice's Peak" -- a yet-to-be released home game where each player is given a LeMonstrateur and then allowed only five tries to establish who can learn the new game in the fastest time possible.

These seven games will be played on all three rounds, and the next round taking place October 28-30 will include 12-18 states which have not previously participated. The November and the final round will offer the last opportunity for a state to enter its team against another on seven pre-selected games.

The first round brought eight teams with 10 players each, and the top ten winners included five from Northern California, three from Southern California and two from Ohio. The overall standings winner was Tom Collum of Ohio, who was also the winner of last year's nationally televised "That's Incredible" Ms. Pac-Man contest. Italy is just one of the foreign countries who has accepted the U.S. challenge to a world video game championship.

**Mylstar 'M.A.C.H. 3' Promo**

CHICAGO -- In conjunction with the release of its first laser arcade game, "M.A.C.H. 3," Mylar Electronics, Inc. recently hosted a special showing of the game for the Chicago and suburban press corps. The event was held on October 4 at the Hyatt Regency Chicago's Ogden Room and attracted a full turnout of media reps who welcomed the opportunity for a first chance to experience the most highly anticipated special guest at the showing was Lt. Colonel Steve Ritchie, former USAF fighter ace, who will be the keynote speaker at the Mylar exhibit at the AMOA convention in New Orleans.

In August of 1983, Vietnam ace pilot Steve Ritchie was commissioned to test pilot the new F-15 Eagle, the jet which led to the design of Mylar's "M.A.C.H. 3." Having tested the plane for low level speed, maneuverability, radar and avionics, Ritchie is the perfect candidate to evaluate the "flight" of the "M.A.C.H. 3."

Ritchie made aviation history when he became the only American pilot to shoot down five Soviet MiG-21s while on his second tour of duty in Southeast Asia during the Vietnam conflict. He is the Air Force's first fighter ace since the Korean War. A veteran of 39 combat missions, Ritchie's highlights include an overall top gun performance in the 3rd Tactical Fighter Wing (TFW-3) and a decorated American in U.S. military history. His decorations include the Air Force Cross, four Bronze Stars, 10 distinguished flying crosses and 25 other medals.

Ritchie's other awards include the "Mackay Trophy" for the most significant Air Force Ace of the 1973-74 calendar year; the 1972 "Colonel James Jabara Award for Airmanship," presented by the Air Force Association; and the 1973 VW "Armored Forces Award" for outstanding contributions to the National Security of the United States.

Ritchie is past president of the Combat Pilots Association of America, a Lieutenant Colonel in the Air National Guard and a former national director of the Air Force Association. He is the winner of two Freedom Foundation Awards in the category of Public Address. He currently runs his own speaking, film and television company in Las Vegas, Nevada.

When "M.A.C.H. 3" was initially presented, Boyd W. Browne, president of Mylar Electronics said, "Mylar's introduction of video disk technology in the new M.A.C.H. 3 game confirms our commitment to both short and long-term advancement in the computerized game industry."

Video disk technology is one of the most cost-effective storage media available today. Video and audio information is stored in the form of microscopic tracks arranged in a continuous spiral on a video disk -- a plastic two sided disk, approximately 30 centimeters in diameter. The video disk has a capacity for 54,000 tracks per side. The video disk processor processes the information using a laser beam, which reads the recorded information as it moves along the disk tracks.

Modelled after the F-15 fighter plane design, the "M.A.C.H. 3" (Military Air Command Hunter) uses actual color film footage over which the player's "fly" avoiding enemy action. They can be firing at ground and airborne targets, or bombing enemy installations. (By making a selection on the control stick, players can choose to pilot either a bomber or a fighter plane.)
AGMA's Braswell Scores On Larry King Radio Show

CHICAGO — Questions and responses called in by the radio audience during AGMA executive director Glenn Braswell's three-hour appearance on the Larry King Talk Show indicate that the amusement game industry may be held in higher esteem by the American public than some industry experts have calculated.

Of the show's 47 million listeners, those who were able to get through the station's switchboard indicated a livelier interest in new game technology and two- or-more player interaction games than in banning the machines or taxing them out of existence.

The vast majority of the callers during the two-hour call-in segment either had positive comments about the games or had questions about the technological advances expected in the future. There were, however, a few calls complaining about children spending long hours in arcades and about the proliferation of gray area games in certain parts of the country.

The show, which aired live the evenings of September 21 and 22, was received by 299 radio stations around the country. The earlier show segments were taped for rebroadcast.

THE AVENUE

ARLINGTON

Arlington Suburb.

As SMS lays, the Assn. devoted to Mass shows, adds.

Enthusiasm

The Randolph Avenue, as mentioned, includes Arlington Suburb.

According to company exec Frank Schultz, Agenda focused on future plans and was highlighted by a private meeting and new product showing for distributors only — "everyone came away smiling," said Frank — and that's about all we can report at this time.

As of early October, operator pre-registrations for this year's AMOA convention reached an all-time high — which should be music to the ears of all of the exhibitors who are targeting their product displays to this audience. While here is a lot of new equipment earmarked for debut at Expo '83, a few factors confided that they might not have their new pieces ready in time for Expo's opening, but will give it their best shot — otherwise, they'll feature current models. Regardless of what transpires in his regard, though, there is a lot of enthusiasm for this year's show — in all levels of the industry. Exhibitors, however, are quite nervous about the limited time allotted for setting things up at The Riverrgate.

Dateline Sunnyvale, California, home of Exidy, where everyone's involved in preparations for the factory's participation in AMOA Expo '83. Because of this preoccupation with Expo, Exidy did not attend the recent JAMMA convention in Tokyo so that full energy could be devoted to the products that will be unveiled at the AMOA exposition. "Mass memory" and "high resolution graphics" are key phrases at Exidy these days, as stressed by executive vpeer Paul Jacobs. Watch for "Tidal Wave" and "Crossbow," which will be featured in the Exidy display. And speaking of trade shows, interest in the AMGA/AVMDA sponsored ASI Feb. '84 convention in Chicago, is mounting rapidly. A couple of weeks back the convention was half old out; at this point, it's way beyond that!

SMS Manufacturing Corp. of Point Pleasant Beach, New Jersey sends word that they will be hosting Booths 5, 7 and 9 at AMOA Expo '83.

CALENDAR

1983


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

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

### DATA EAST
- Explorer (9/82)
- Burger Time (11/82)
- Wild West (5/82)
- Electric Yo-Yo (5/83)
- Space Invaders (7/82)
- Jungle King (9/82)
- Front Line (12/82)
- Zoo Keeper (4/83)
- Elevator Action (7/83)

### EXidy
- Victory (3/82)
- Pepper II (6/82)
- Whirly Bucket, non-video game (11/82)
- Heart Attack (12/82)
- Fax (5/83)

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

### GAMETECNIKS
- Tri-Pool (1/82)

### GDI
- Slihter (8/82)

### GOTTIEB (see MYLSTAR)

### INTERLOGIC, INC.
- Rocket (1/83)

### ZACCARIA
- Turbo (8/82)
- Solar Fox (8/82)
- Solar Fox Mini (8/82)
- Satan's Hollow (10/82)
- Blueprint (11/82)
- Blueprint Mini (11/82)
- Super Pac-MAN (11/82)
- Burger Time (11/82)
- Domino Man (12/82)
- Baby Pac-Man Pin/Vid (12/82)
- Pump 'N' Jump (2/83)
- Journey (4/83)
- Maply (8/83)
- Discs of Tron (9/83)

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

### CINEMATRONICS
- Jack The Giantkiller (4/82)
- Naughty Boy (5/82)
- Cosmic Chaos (4/83)
- Dragon's Lair, Laserdisc (7/83)

### TAITO AMERICA
- Qix (10/83)
- Apache Ski (3/82)
- Wild West (5/82)
- Electric Yo-Yo (5/83)
- Space Invaders (7/82)
- Jungle King (9/82)
- Front Line (12/82)
- Zoo Keeper (4/83)
- Elevator Action (7/83)
- Change Lanes (7/83)

### THOMAS AUTOMATICS
- Triple Punch (6/82)
- Oh Boo Choo (7/82)

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

### PHONOGRAPH
- Lowen-NSM Consul Classic
- Lowen-NSM Prestige ES-3
- Lowen-NSM 240-1
- Lowen-NSM Satellite 200
- Rock-Ola Grand Salon II Console (9/80)
- Rock-Ola 484 (11/80)
- Rock-Ola 481 Max (2/81)
- Rock-Ola Deluxe (10/82)
- Rock-Ola 488 (10/82)
- Rock-Ola 476, 460, 465 Model
- Rowe R-85 (10/80)
- Rowe Jewel
- Rowe R-87 (10-82)
- Seeburg Phoenix (12/80)
- Star Gate, Video Jukebox
- Stern/Seeburg DaVinci (7/81)
- Stern/Seeburg VMC (11/81)

### POOL, SHUFFLE, TABLE GAMES, ETC.
- Irving Kaye Silver Shadow
- Irving Kaye Lion's Head
- Dynamco Model 37
- Dynamco-The Tournament Football (5/82)
- Dynamco Big D Pool Table (9/83)
- I.C.E., Cheex
- TS Tournament Eight Ball
- U.B.I. Bronco
- Valley Cougar
- Valley Tiger Cat Bumper Pool (6/82)
- Valley Cougar Cheyenne (8/82)
- Williams Big Strike Shuffle Alley

### CONVERSION KITS
- (including interchangeable games & enhancement kits)
- Bally Midway, Pac-Man Plus (12/82)
- Centuri, Guzzler
- Computer Kinetics, You-Pick-It
- Intrepid Marketing, Encore Retro-Kits (1/83)
- Data East, Burger Time
- Data East, Pump '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 (9/83)
- Exidy Hardhat (2/83)
- Exidy Pepper II (6/83)
- Exidy Retrofit
- Mylstar/Gottieb, Royal Flush Deluxe (5/83)
- Interlogics Rock 'N' Roll (6/83)
- Rock-Ola, Levers (3/83)
- Rock-Ola, Bubbles (3/83)
- Rock-Ola, Surfside
- Rock-Ola, Mermaid
- Nichibutsu, Flaky Tom (1/83)
- Nichibutsu, Rug Rats (3/83)
- Sega, Tasc/Scan (9/82)
- Sega, Monster Bash (11/82)
- Sega, Super Zaxxon (1/83)
- Sega, Lost Tomb (2/83)
- Sega, Pop Fishman (3/83)
- Sega, Super Draw (7/83)
- Sega, Fast Draw (7/83)
- Taito America, Elevator Action (7/83)
- Universal, Lady Bug
- Universal, Mr. Do
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